

JULY  
2023



# RANCHO SANTA TERESA NEWS

## President's Message

Welcome to summer!

We hope you've been enjoying the sunshine and warm temperatures, when they are here, as this season's start has been bumpy in the weather department.

**INDEPENDENCE DAY:** We are excited to bring back some of the old traditions and continue with some of the newer activities, see page 2 for the event schedule. Watermelon and root beer floats will be served, and DJ Curtis will be playing some tunes. Please remember: pop-ups/tents, blankets/coolers, or anything on our tables, will not be allowed until 8 am on July 4. Staff will remove anything that is put up before that time.

**SWIM LESSONS:** Group lessons have started. We have two more sessions planned in July. We also offer private and semi-private lessons. You can find more information and sign-up on our website under [swim-lessons](#).

**SOLAR:** You've probably noticed the solar panels have been installed. We're awaiting a part which is back-ordered. We hope to see additional progress on the system, before the end of the summer.

**RANCHO SURVEY UPDATE:** We continue to assess the survey results to make continued improvements our members want to see. You'll notice six new 11' cantilever umbrellas have been installed around the pool deck, see page 6 for pictures. We also placed umbrellas at every table on the upper and lower decks.

**DUES:** Third quarter dues are due July 1, 2023. If you haven't received an online invoice, please reach out to the office with your email address. See page 7 additional payment information.

**MOVIE NIGHT:** Join us on July 14 at 8 pm for Finding Dory. We heard your feedback in the Rancho survey, so we will make this a swim-up movie. Bring a pool noodle or borrow one of ours. For safety reasons no other flotations will be allowed. We will have Goldfish and Swedish Fish as a fun snack.

**LATE NIGHT SWIM:** On Friday, July 21, we'll host our July late night swim and The Afterglow will play again from 6:30 to 10 pm. They were a tremendous hit last month, so come check them out.

*Important information continued on page 2.*

## MAIN POOL HOURS:

**JULY 1 - AUGUST 8**

Sun - Thurs 12:30 - 7:30 PM

Fri & Sat 12:30 - 9 PM

See complete summer hours on our website for more information.

## ADULT POOL

**Reserved for Members 18 & Older**

Daily 8 AM - 10 PM

## SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

## OFFICE HOURS:

Tuesday & Thursday

10 AM - Noon

## ONLINE DUES PAYMENTS:

Send your email address to

**RSTSRCoffee@gmail.com**

and request an online invoice.

## KEY FOBS:

Need a key fob? Come in during pool hours or contact [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com).

## NEXT BOARD MEETING:

Monday, July 17 • 6 pm

Hall Lounge

## HALL RENTAL & POOL PARTY REQUESTS:

Go to the Parties-Rentals tab at [ranchosantateresa.org](http://ranchosantateresa.org)

**COVER PHOTO:** The Sea Otters celebrated their graduating seniors at the 6/24 meet. From left: Zach T, Bella B, Alex T, Noor Z, Coach Jerry, Kaylin W, Sophia K, Colin R, Danica R, Savannah Z. Not pictured: Mackenzie M.

[www.ranchosantateresa.org](http://www.ranchosantateresa.org) • [www.facebook.com/RanchoST](http://www.facebook.com/RanchoST)

286 Sorrento Way, San Jose, CA 95119 • (408) 227-5758 • [RSTSRCoffee@gmail.com](mailto:RSTSRCoffee@gmail.com)

# RANCHO SANTA TERESA NEWS

## President's Message, continued

**NATIONAL NIGHT OUT:** Tuesday, August 1, is National Night Out, a national event to strengthen neighborhood spirit, heighten crime prevention, build connections within the community, and to get to know your neighbors. Rancho will serve light refreshments and have a few activities. There will be a member of the San Jose Police Department to answer any questions you have. Visit [National Night Out | San Jose Police Department, CA \(sjpd.org\)](https://www.sjpd.org) for more information. Keep an eye out for more information in the August newsletter.

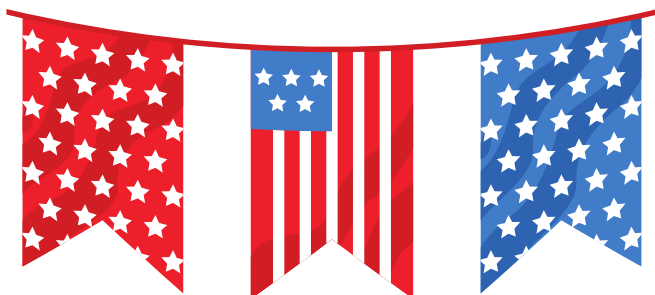
**CALL FOR CANDIDATE NOMINATIONS:** The Fall Election for new Board members is right around the corner! There are four (4) positions up for election this year. This is a great way to get involved and make a positive impact at Rancho. If you are interested, please return your Candidate Nomination Form along with a short bio and headshot picture to [RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com) or drop it off in the locked mailbox at the top of the stairs on the Sorrento Way entrance. The nomination form and details on candidate qualifications can be found on the website under Member Documents. All Candidate Nomination Forms must be received by the office no later than 5:00 p.m., August 17, 2023. The Election Board Meeting will be November 13.


- Stacy



## INDEPENDENCE DAY ACTIVITIES

- 12:15 - Bike Parade
  - 12:30 - Main Pool Opens
  - 1:00 - Capri Sun/Penny Dive
  - 2:00 - Soda Dive
  - 3:00 - Oreo Cookie Face Race
  - 4:00 - Greased Watermelon Relay
  - 5:00 - Water Balloon Toss
  - 6:00 - Adult Beverage Dive
- (21 and over with required ID and wristband)*
- 7:00 - Pie the Staff  
(\$1 per pie)





**BALLARE DANCE CENTRE**

# SUMMER DANCE CAMPS

**Dance Camps for kids 5 years and up!**

**FUN!**  
Dancing  
Crafts  
And SO Much MORE!

Ballare Dance Centre  
7011 Realm Drive A1  
San Jose, CA 95119

[www.ballaredancecentre.com](http://www.ballaredancecentre.com)



# RANCHO SANTA TERESA NEWS



The Santa Teresa Sea Otters are a  
Non-Profit Organization.

[www.stseaotters.com](http://www.stseaotters.com)

Not since 2012 have we witnessed such a remarkable situation at the end of a season with a three-way tie between Almaden, Santa Teresa and Shadow Brook, each boasting an impressive 4-1 record. In accordance with the league's rules, the champion is determined by the team scoring the highest total number of points against the other two tied teams. With an outstanding score of 1513, Santa Teresa emerges as the triumphant team, surpassing Almaden's 1369 and Shadow Brook's 1354 points. Congratulations to our incredible Sea Otters on this well-deserved achievement and for bringing home the title of the 2023 Dual Meet Champions!

By the time this newsletter insert is delivered, Sea Otters will have had a BYE week and will be preparing for CHAMPS.

We are looking forward to having all six league teams together for our Cabana League Championship Meet on July 8th!

THANK YOU to our fabulous Coaching staff – Head Coach Jerry, along with Coaches Andrew, Ben, David, Jalen, Jessica, Joey, Kyra, Les and Mark. You are all amazing and we are thankful for your commitment to our Sea Otters! And to our Sea Otters Board – without you, none of this is possible! Thank you for loving our Sea Otters community and giving so much of yourselves to make this team run. Lastly, thank you to our parent volunteers who fulfill their shifts and pitch in to help out as needed. We are more than a swim team, we are a community!

## 2023 SEASON SCHEDULE

### 7/3-7: SPIRIT WEEK

7/3: Dress Like Your Coach Day

7/4: Tie Dye Tuesday

7/5: Wacky Wednesday

7/6: Hawaiian Day

7/7: Pancake Breakfast and Pajama Day

**7/8: Champs** (hosted by Almaden at Independence HS)

7/8: After CHAMPS Party, Rancho

7/10: Awards Night, Rancho

## SUMMER PRACTICE SCHEDULE

### AGE GROUPS (Mon - Fri)

16-18 • 7:30 - 8:30 am

11-12 • 8:30 - 9:30 am

9-10 • 9:30 - 10:30 am

7-8 • 10:30 - 11:30 am

6 & Under • 11:30 am - 12:15 pm

13-15 • 7:30 - 8:30 pm

### EVENING PRACTICE (Mon - Wed Only)

All Ages • 7:30 - 8:15 pm

*\*Please note, evening practices will be reserved for swimmers who have camp/school/work conflicts that exclude them from attending their age groups' morning practice*

Visit [stseaotters.com](http://stseaotters.com) for more details. You can also follow us on Facebook and Instagram. Or contact Edie Fischer, [chair.stseaotters@gmail.com](mailto:chair.stseaotters@gmail.com).

# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

### MORNING LAP SWIM

**Mon - Fri, 5-7 and 12-1 PM**

No lifeguards are on duty. If the pool is covered when you arrive, please re-cover when you leave.  
 \* Please keep in mind, the club will be open and the main pool will be in use for open swim starting at 12:30PM.

### FRIDAY COFFEE CLUB

Enter through the front entrance of the Hall on Fridays. The fun lasts from approximately 10 AM to 12:30 PM. We play Dominoes, Mexican Train and a card game called Sequence. If you do not know how to play, we are happy to teach you or you can attend just for the fellowship. Coffee and snacks are available every week.



**COME ON IN,  
THE WATER'S FINE!**  
*Try a refreshing warm weather workout!*

See more information on page 5.

  
**A & D**  
 AQUATIC FITNESS  
 Cardio | Toning | Core

Amy Raczkowski | 408-386-9600 | amyraz@comcast.net  
 Darlene Vossbrinck | 408-420-5916 | dvossbri@gmail.com  
 AQUATIC EXERCISE ASSOCIATION AND RED CROSS CPR/AED CERTIFIED

## Monthly Events

### GAME NIGHT

**For Ages 18 & Up - Upcoming Date: 7/21**

Join us for a game night in the lounge, 7:00-10:00pm(ish) on the last Monday of the month. Some groups may choose to play Bunco and others may choose Mahjong or another game. Bring your favorite drink, a light appetizer to share, and whatever game makes you happy. Some groups (like Bunco) may suggest adding \$\$ to a winner's pot to share so bring some \$1s, \$5s, and \$10s. We are trying to keep it under \$20. Make your own group or join a new group. No commitment to come every month, come when you can. We'll need to help set up and clean up. For questions, please contact Rupali Solanki at rupali.goyal10@gmail.com or Patty Borg at ptybrg28@hotmail.com.

### POKER NIGHT

**Upcoming Date: 7/24**

All members who are 21+ are welcome to join us to play Texas Hold'em in the Lounge at 7PM. Buy-in will be \$20, with an option to buy in one more time for an additional \$20. Bring your own beverage (alcoholic or otherwise) and a snack to share (optional). Questions? Contact organizers Michael (408-772-5785) or Nick (408-829-5348)

# RANCHO SANTA TERESA NEWS

## Available Lessons

### A & D AQUA FITNESS

#### JULY SESSION - Aqua Cardio & Toning Interval Workout For All Ages

Not your grandma's aqua aerobics class! 10 minutes rhythmic stretching/warm-up, 30 minutes cardio and toning intervals, 10 minutes core training and cool-down, 10 minutes stretching. Lose weight and tone up with a low-impact workout in a non-judgmental zone.

Monday, Wednesday & Friday - 8:30 - 9:30 AM - July - 13 classes - \$130 Members, \$140 Non-Members  
Partial session and drop-in pricing also available.

Contact Darlene at 408-420-5916 / [dvossbri@gmail.com](mailto:dvossbri@gmail.com) and/or Amy at 408-386-9600 or [amyraz@comcast.net](mailto:amyraz@comcast.net) with questions or to join the class.

### TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy - [norcaltennisacademy.com](http://norcaltennisacademy.com) -

Contact Tom Le: 408-896-5745

## Fix Before You List

### Planning to Sell Your Rancho Santa Teresa Home?

Get up to \$75,000 interest free to update your home now, sell for more, and pay at closing!

Sell your home for more money and faster with quick and easy, pay at closing home improvements!

Small improvements such as paint, flooring, and landscaping can net you as much as \$100,000 - \$200,000 more on the sale price of your home.

Now you can Fix Before You List, Sell for More, and Pay at Closing!

Call/text Matt Cossell at 408.761.3271 or [matt@mattcossellteam.com](mailto:matt@mattcossellteam.com)



BEFORE



AFTER

**MATT COSSELL**  
— REAL ESTATE SERVICES —

408.761.3271  
[Matt@MattCossellTeam.com](mailto:Matt@MattCossellTeam.com)  
DRE# 01382971



# RANCHO SANTA TERESA NEWS

## Neighborhood Happenings

### THE FARMER'S MARKET IS BACK!

Santa Teresa Farmer's Market is open again, every Saturday from 9AM-1PM at 6232 Santa Teresa Blvd (Kaiser/Library parking lot). Shop a variety of fresh fruits and vegetables, as well as other stands such as baked goods, eggs, honey, and more!

*The six new 11' cantilever umbrellas are scattered around the pool deck to provide more shade. Please ask staff for help to open or close them.*



# Laurie Hansen & the HansenHomeTeam

*Helping Home Buyers & Sellers since 1980*  
**Top 1% in Sales Nationwide!**

*Contact us  
for all your Real Estate needs!*  
[www.lauriehansen.com](http://www.lauriehansen.com)  
[laurie@lauriehansen.com](mailto:laurie@lauriehansen.com)  
**408-218-6222**  
**FREE STAGING & MARKET ANALYSIS**



*Laurie, Michelle, & Paul*

## Experience Knowledge Service Results

# RANCHO SANTA TERESA NEWS

## MAKE SURE TO RE-COVER THE SPA AFTER USE

Members must put the cover back on the spa if used when the main pool is not open. This helps maintain the water temperature and decrease our heating costs.

## THIRD QUARTER DUES ARE NOW DUE

Third Quarter 2023 dues are due July 1. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. **Dues are now \$120/quarterly or \$480/annually.** A \$10 late fee is assessed after the 15th day of the Quarter.

*Payment options:*

- Check/cash: Mail to RSTSRC, 286 Sorrento Way, San Jose, CA 95119. You can also drop it off at the club mailbox located on the top of the stairs by the front Hall entrance.
- EFT: If you have not received an online invoice, send your email to RSTSRCoffice@gmail.com. You will receive invoice emails that will allow you to pay online. There is no additional fee to you.
- CREDIT/DEBIT: A nominal fee of \$4/qtr, \$12/year is required. Email the office and request credit/debit payment.

## KEEP YOUR ACCOUNT INFORMATION CURRENT

It is your responsibility to make sure the office has the correct information on file for your phone numbers and e-mail accounts. Send any updates to rstsrcoffice@gmail.com.



**SCHEDULE A FREE ESTIMATE!**

**1-866-59-PAINT**

**1-866-597-2468**

**www.sunwestpainting.net**

## Residential & Commercial Painting

- Interior & Exterior Painting
- Wood Repairs
- Deck & Fence Staining
- Handyman Services
- Epoxy Flooring
- Moulding Installation



**SERVING OUR NEIGHBORHOOD**

### Customer Reviews

Professional, very hard working, polite and reasonable, they did a Great job painting all the rooms inside and it looked wonderful.  
Heather S / Yelp Review

Read more reviews on Yelp & Google

### WHY CHOOSE US?

**Excellent Workmanship**

**Great Communication**

**Fully Bonded, Licensed, & Insured**

# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual January - May, 2023

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 224,700.00	\$ 229,616.00	\$ (4,916.00)	97.86%
Total 4100 Member Lesson Income	\$ 20,273.00	\$ 16,443.00	\$ 3,830.00	123.29%
Total 4200 Nonmember Lesson Income	\$ 15,890.00	\$ 21,170.00	\$ (5,280.00)	75.06%
Total 4300 Member Rental Income	\$ 14,756.00	\$ 11,060.00	\$ 3,696.00	133.42%
Total 4500 Interest on Operating Funds	\$ 6,490.89	\$ 3,501.64	\$ 2,989.25	186.37%
Total 4600 Social Event Income	\$ 580.10	\$ 146.60	\$ 433.50	395.70%
Total 4700 Services Fees & Late Fees Income	\$ 1,669.15	\$ 1,480.00	\$ 189.15	112.78%
Total 4800 Other Ordinary Income	\$ 710.00	\$ 1,267.00	\$ (557.00)	56.04%
<b>Total Income</b>	\$ 285,069.14	\$ 284,684.24	\$ 384.90	100.14%
<b>Gross Profit</b>	\$ 285,069.14	\$ 284,684.24	\$ 384.90	100.14%
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 47,912.00	\$ 43,168.92	\$ 4,743.08	110.99%
Total 5100 Payroll Related Expenses	\$ 5,673.46	\$ 4,926.00	\$ 747.46	115.17%
Total 5200 Member Lesson Expenses	\$ 42.00	\$ 196.12	\$ (154.12)	21.42%
Total 5600 Social Event Expenses	\$ 1,753.28	\$ 703.75	\$ 1,049.53	249.13%
Total 5800 Other Member Services	\$ 342.02	\$ 775.50	\$ (433.48)	44.10%
Total 6000 Professional Services	\$ 7,730.50	\$ 3,034.90	\$ 4,695.60	254.72%
Total 6100 Other Outside Services	\$ 13,699.00	\$ 13,782.26	\$ (83.26)	99.40%
Total 6200 Insurance	\$ 21,436.65	\$ 21,436.65	\$ -	100.00%
Total 6300 Bank Fees	\$ 510.50	\$ 741.00	\$ (230.50)	68.89%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 2,254.67	\$ 1,358.57	\$ 896.10	165.96%
Total 6500 General Office Expenses	\$ 7,325.49	\$ 4,893.90	\$ 2,431.59	149.69%
Total 6800 Taxes and Licenses	\$ 2,433.63	\$ 2,659.80	\$ (226.17)	91.50%
Total 7000 Building and Hall Maintenance	\$ 13,120.91	\$ 11,479.81	\$ 1,641.10	114.30%
Total 7100 Pool Maintenance	\$ 9,383.63	\$ 13,524.50	\$ (4,140.87)	69.38%
Total 7200 Utilities	\$ 39,817.15	\$ 46,825.10	\$ (7,007.95)	85.03%
Total 7300 Reserve Funding	\$ 52,510.00	\$ 52,510.00	\$ -	100.00%
<b>Total Expenses</b>	\$ 225,944.89	\$ 222,016.78	\$ 3,928.11	101.77%
<b>Net Operating Income</b>	\$ 59,124.25	\$ 62,667.46	\$ (3,543.21)	94.35%
<b>Other Income</b>				
Total 9000 Reserve Fund Income	\$ 6,295.41	\$ -	\$ 6,295.41	
<b>Total Other Income</b>	\$ 6,295.41	\$ -	\$ 6,295.41	
<b>Other Expenses</b>				
Total 9500 Reserve Fund Expenditures	\$ 2,275.59	\$ -	\$ 2,275.59	
<b>Total Other Expenses</b>	\$ 2,275.59	\$ -	\$ 2,275.59	
<b>Net Other Income</b>	\$ 4,019.82	\$ -	\$ 4,019.82	
<b>Net Income</b>	\$ 63,144.07	\$ 62,667.46	\$ 476.61	100.76%





**Laurie & Michelle**

The Hansen Home Team  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com  
 http://www.lauriehansen.com  
 CA BRE #00757662



# The Real Estate Report

## Market Continues to Weaken

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 0.1% from April. It was down 7.1% compared to last year.

The average sales price for single-family, re-sale homes was up 1.3%, month-over-month. It was down 7.6% year-over-year.

Sales of single-family, re-sale homes were down for the seventeenth month in a row, year-over-year, in May. Sales fell 16%. There were 747 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio rose from 104.8% to 105.4%.

Pending sales were down 6.3% year-over-year.

Inventory of single-family, re-sale homes was down for the second month in a row. It fell 37.7% compared to last year. As of May 5th, there were 647 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell from 36 days to 26 days. The average since 2003 is 89.

It took eighteen days to sell a home last month. That is the time from when a home is listed for sale to when it goes into contract.

The median sales price for condos was down 10.9% compared to last May. The average sales price fell 6.5% year-over-year.

Condo sales were down 36.3% year-over-year. There were 283 condos sold in May.

The sales price to list price ratio rose from 103.2% to 103.4%.

Condo inventory was down 52.2% compared to last May.

As of May 5th, there were 221 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from thirty to twenty-three.

It took an average of eighteen days to sell a condo last month.

If you are planning on selling your property, call me for a free comparative market analysis.

*Houses are selling quickly in our area. Multiple offers over asking price are common. Ask me what your property is worth at lhansen@intero.com*

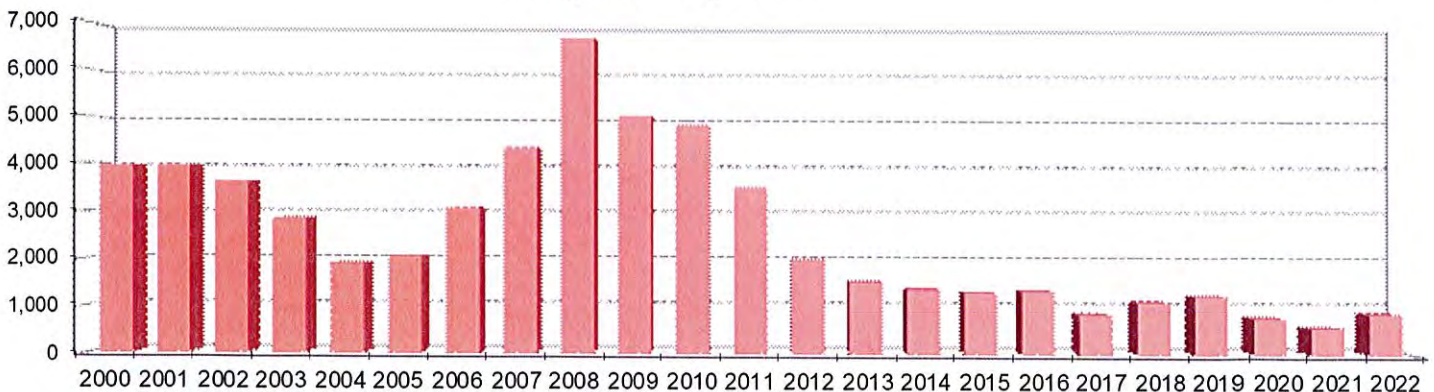
**VISIT**

<https://lauriehansen.rereport.com>

Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

© 2023 rereport.com

**Santa Clara County**  
 Average Active Listings SFR YTD



## FIRST IMPRESSIONS SELL.

With PINNACLE, no project is too big or too small. Your project coordinator will help you decide which services are needed, including but not limited to:

### AT YOUR SERVICE.

From major renovation projects to a simple coat of fresh paint, your personal project coordinator will decide what is needed to elevate your home's marketability so it stands out and shines once it hits the market. PINNACLE is designed to create a first impression that sells, and no project is too big or too small.



### Renovation Projects

For anything that requires a hard hat or sledgehammer.

- ▲ New flooring
- ▲ New countertops
- ▲ Kitchen & bath improvements
- ▲ Updated HVAC and plumbing
- ▲ Roofing repairs



### Cosmetic Updates

When all your home needs is a little TLC.

- ▲ Painting
- ▲ Professional staging
- ▲ Decluttering
- ▲ Window treatments
- ▲ Landscaping and fencing

### THE FINE PRINT.

The PINNACLE home services program is available to home sellers who have a signed contract with an Intero agent. The design team, contractors, and home stagers offer fair costs, and payments are deferred until your home closes escrow. No hidden costs or fees. It's that simple.



### Elite Services

Services that go above and beyond.

- ▲ Moving assistance
- ▲ Packing assistance
- ▲ Hauling, trash removal, and more
- ▲ Photography
- ▲ Settling-in services
- ▲ Senior services
- ▲ Deep cleaning

## WE FIX IT, YOU PAY AT CLOSING!

© 2021 Intero Real Estate Services, Inc. (Intero) is a Berkshire Hathaway Affiliate and wholly owned subsidiary of HomeServices of America, Inc. Pinnacle is powered by Zoom Casa Platform, a Delaware limited liability company unrelated to Intero. Terms and pricing pertaining to repayment by Seller for work performed, renovation, staging or other services provided by Zoom Casa and its contractors are determined on a case by case basis negotiated directly with Zoom Casa and Seller. Repayment is due upon the close of escrow or 90 days, whichever shall first occur (unless otherwise agreed upon in writing). Intero makes no representation or warranties expressed or implied regarding pricing, design, workmanship, services, materials provided by Zoom Casa vendors, contractors or subcontractors. Intero makes no affirmative representation regarding increased value as a result of improvements or modifications made pursuant to Zoom Casa's design team. For complete terms and conditions visit [www.interopinnacle.com](http://www.interopinnacle.com).



**Laurie Hansen**

Realtor®

**(408) 218-6222**

[lhansen@interorealestate.com](mailto:lhansen@interorealestate.com)

[www.lauriehansen.com](http://www.lauriehansen.com)

DRE# 00757662

# INTERO

A Berkshire Hathaway Affiliate

RESIDENTIAL • COMMERCIAL  
REAL ESTATE • TITLE • MORTGAGE

©Intero Real Estate Services, Inc. a Berkshire Hathaway Affiliate and wholly owned subsidiary of HomeServices of America, Inc. All rights reserved. The logo is a registered trademark of Intero Real Estate Services, Inc. Information deemed reliable but not guaranteed. This is not intended as a solicitation if you are listed with another broker.

# Rancho Santa Teresa Report

**Sell Your  
Rancho Santa  
Teresa Home at  
Full Market Value in  
7 Days Guaranteed  
or We'll Sell it for  
FREE!**

The most powerful home marketing and exposure system in the industry! Sell your home for more with the 5 Day Blitz!

When you're ready to take the next step toward selling your home, we're here to help. Our trademarked 5 Day Blitz Marketing Plan will get your home seen by thousands of motivated buyers.

## **The Right Price**

We'll quickly put together a custom marketing plan with an effective price. A well-priced home often generates competing offers and drives up the final sale value.

## **The Right Exposure**

In marketing your home, we also develop a listing that emphasizes its unique aspects. We then put your home in front of buyers by establishing it on the local MLS, calling the top agents who produce the most sales in your neighborhood and reaching out to the neighbors.

## **Effective Internet Marketing**

We host one of the top agent-owned home search website in Santa Clara County. In addition to our innovative website, we will use the Internet to make your listing highly visible including posting your home as a "Coming Soon" listing on multiple websites.

## **The Best Deal**

When we list your home, we do so at no additional cost. When you start to get offers, we can represent you during the emotionally charged negotiating process and ensure that you get the best price, and favorable closing terms.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

408.761.3271

matt@mattcossellteam.com

5DayHomeBlitz.com

Realtor® DRE# 01382971

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

Visit **5DayHomeBlitz.com** and  
enter your property address



# Rancho Santa Teresa Report

## Find Out How Much Your Rancho Santa Teresa Home Is Worth

If you're going to sell your Rancho Santa Teresa home in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars. Now you can get a FREE evaluation of your home's value and tips on how to prepare your home for sale.

On **RanchoSantaTeresaHomeValue.com**, you will:

- Find out how much your home is worth compared to other homes in today's market.
- Get a FREE list of homes for sale and sold in your neighborhood in the last 6 months so you have a good idea of what's been selling in your area.
- Plus, find out how to get a FREE report on which fix-ups will get you the best return on your investment as you prepare your home for sale.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

408.761.3271

[matt@mattcossellteam.com](mailto:matt@mattcossellteam.com)

[RanchoSantaTeresaHomeValue.com](http://RanchoSantaTeresaHomeValue.com)

Realtor® | DRE# 01382971

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

Visit  
**RanchoSantaTeresaHomeValue.com**  
and enter your property address

