

RANCHO SANTA TERESA NEWS

President's Message

Welcome to the summer!

POOL HOURS & ACTIVITIES: As schools get out, we are gearing up for extended pool hours. Starting June 1, the pool will be open every day! Then on June 11, we move to full summer hours (see specific hours in the side bar). From now through June 10 the Otters have lanes 1-4 M-F from 3:30 - 7:30 PM. Lane 5, the diving well and the back pool are open and available for members during those times.

Starting June 13, morning lap swim hours change to M-F 5-7AM.

Movie Nights & Late Night Luau's will be starting soon! We will announce those on Facebook as they get scheduled @RanchoST.

POOL PARTIES & RENTALS: Members can now schedule Lounge, Hall Rentals, and Pool Parties online. You can see if parties are scheduled on specific days online parties-rentals. Pool parties need to be scheduled at least 2 weeks in advance. There is no fee for pool parties, other than the \$3 guest fee for each non-member who attends.

SWIM LESSONS: The first session of Group Swim Lessons start on June 13 and signups are open now! We also have private and semi-private lessons available for members and non-members. You can register online [here](#). See more information on page 3.

THANK YOU SEA OTTERS: The Sea Otters Service Project Day at the club was amazing. Otters and parents spent the day getting their hands dirty pulling weeds and beautifying the shuffle board courts, outdoor fire pit, and back pool areas, and creating our own Rancho Rock Garden (see pic). Please feel free to add your own art to the rock garden! Undecorated rocks are available for you to decorate or you can bring your own. Check out more photos from the Sea Otters Service Day on page 4.



June 11 is the last Sea Otter home meet for the season. The pool will open at 2:00 on that day. Don't forget that the facilities (including back pool, kiddie pool and tennis courts) are completely closed to non-meet activities at that time.

President's letter continued on page 2.

MAIN POOL HOURS:

JUNE 1 - 10

Mon - Fri 3:30 - 7:30 PM

Sat & Sun 1 - 7:30 PM

JUNE 11

Sat 2 - 9 PM

JUNE 12 - AUGUST 8

Sun - Thu 12:30 - 7:30 PM

Fri & Sat 12:30 - 9 PM

Complete summer hours can be found on our website.

BACK POOL, SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

Note: June 11 2 - 10 PM

OFFICE HOURS:

Tuesday & Thursday

10 AM - Noon

ONLINE DUES PAYMENTS:

Send your email address to RSTSRCooffice@gmail.com and request an online invoice.

KEY FOBBS:

Need a key fob? Come in during pool hours or contact rstsrcmemberinfo@gmail.com.

NEXT BOARD MEETING:

Monday, June 13 • 6 pm
Hall Lounge

HALL RENTAL & POOL PARTY REQUESTS

Go to the Parties-Rentals tab on the revised website at ranchosantateresa.org

RANCHO SANTA TERESA NEWS

STUCCO WALL: The rebuild of the stucco wall that had major water damage is getting close to completion! We hope to have it fully complete by the time full summer hours start.

SOLAR UPDATE: The solar project is (slowly) moving forward. We just received official PG&E approval on the overall plan, so that is a big step in the process. The roofing company has been working to get all the materials lined-up with the COVID delays impacting the supply chain. They are optimistic they can start the roof work in June. The solar panels are targeted to start going up at the end of the summer.

BACK POOL: Quick reminder, when the Main Pool is open and staffed with lifeguards, the Back Pool is open only to those 14 and over. When the Main Pool is closed, children under 14 must have direct, non-distracted adult supervision.

POOL ACCESS: If you are not current in your dues, the staff will be letting you know as you check-in. Dues must be current in order to use the facilities. If we have your email address on file, you will receive automated reminders for any outstanding balances.

Arian

JUNE 16TH
Registration Night
4:00 - 6:00

CLASSES FOR DANCERS 2.5 YEARS AND UP

SUMMER AT BALLARE DANCE CENTRE

CAMPS, WORKSHOPS AND WEEKLY CLASSES

Dance Camps	Workshops	Weekly Classes
Begin	Begin	Begin
June 20th	June 21st	July 11th

408-225-4600 WWW.BALLAREDANCECENTRE.COM
7011 REALM DRIVE, A1, SAN JOSE, CA 95119

Free Weekly Activities

MORNING LAP SWIM

Mon - Fri, 5-7 AM & 9 - 11 AM

STARTING JUNE 11 • Mon - Fri, 5-7 AM ONLY

No lifeguards are on duty. If the pool is covered when you arrive, please re-cover when you leave.

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.

Monthly Events

POKER NIGHT

Upcoming Date: 6/17

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

2022 Swim Lesson Info

Registration is being accepted for all group lesson swim sessions. The first session starts June 13 and there are 4 sessions over the summer, each 9 days long. Payments can be made online or can be dropped off at the Rancho Office during office or main pool hours or put in the locked mailbox at the top of the stairs by the Sorrento Way entrance.

There is a short waitlist for private lessons, so if you are interested, register now and the swim lesson coordinator will contact you. Members get priority and requests are processed on a first come, first serve basis.

You can find descriptions on the different swim levels offered in our swim brochure ([click here to view](#)) and can register [here](#) or you can contact rtsrcSwimLessons@gmail.com with additional questions.

We look forward to seeing you all at the pool!

Paige & Jillian



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RANCHO SANTA TERESA NEWS



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

www.stseaotters.com

NEWS

On May 21, we kicked off our season with our Time Trials meet (aka the Donut Meet) and on May 28 we hosted our first Dual Meet of the season, welcoming Almaden Dolphins to our pool. We won the meet, by a very close score: 249-236! Thank you to our families, Coaching Staff, and Sea Otters Board for getting the season off to a great start!

We only have one more Home Meet on June 11. Our other three Dual Meets this season are away meets, June 4, June 18 and June 25. If you're interested in supporting the team, feel free to participate in our two restaurant fundraisers this month - June 9, MOD Pizza at Village Oaks, all day, or June 18, Chipotle at Village Oaks, between 5 - 9pm. Check out the team website for details.

The team is also working overtime to prepare to host CHAMPS this year on July 9 at Independence High School. It's a big undertaking, so please, wish us luck!

We move to morning practices on June 13. The schedule can be found to the right, and will be updated on our team website.

If you have any questions, please contact Sea Otters President, Stacy Valenta, at chair.stseaotters@gmail.com.

2022 SEA OTTERS SCHEDULE

- 6/4: ST @ Creekside Dual Meet
- 6/4: Sea Otters Social - Family Swim & Glow
- 6/9: Restaurant Night Fundraiser - MOD Pizza
- 6/11: Shadow Brook @ ST Dual Meet
- 6/18: ST @ Pinehurst Dual Meet
- 6/18: Restaurant Night Fundraiser - Chipotle
- 6/18: Sea Otters Social - Cardboard Boat Regatta
- 6/25: ST@ Crossgates Dual Meet
- 6/25: Sea Otters Social - TBD
- 7/3: BYE Week, No Dual Meet
- 7/5-8: Spirit Week
- 7/8: Pancake Breakfast
- 7/9: CHAMPS
- 7/9: Sea Otters Social - After Champs Party
- 7/11: Awards Night

PRACTICE SCHEDULE

MAY 2 - JUNE 10, 2022

AGE GROUP • TIME

- 6 & Unders • 3:30 - 4:15 pm
- 7 - 8 • 3:30 - 4:30 pm
- 9 - 10 • 4:30 - 5:30 pm
- 15 - 18 • 5:30 - 6:30 pm
- 11 - 12 • 6:30 - 7:30 pm
- 13 - 14 • 7:30 - 8:30 pm

JUNE 13 - JULY 8, 2022

AGE GROUP • TIME

- 15 - 18 • 7:30 - 8:30 am
- 11 - 14 • 8:30 - 9:30 am
- 9 - 10 • 9:30 - 10:30 am
- 7 - 8 • 10:30 - 11:30 am
- 6 & Unders • 11:30 - 12:15 am
- Evening* • 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.



RANCHO SANTA TERESA NEWS

Available Lessons

FITNESS CLASSES WITH SANDY

AQUA FITNESS - JUNE SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) - 13 CLASSES - June 1-29 - \$135

CARDIO, STRENGTH & STRETCH - JUNE SESSION

Live at Rancho or on Zoom (classes are recorded). All Fitness levels welcome. Need 2 sets of weights and mat, and preferably stretch bands, strap for stretching, and stability ball. Modifications shown for all moves.

If interested in Cardio, Strength, Stretch, recordings only, please contact me via email or text.

TUES & THURS (8 - 9 AM) - 9 CLASSES - June 2-30 - \$95

BOTH CLASSES - JUNE SESSION

5 CLASSES PER WEEK - 22 TOTAL - \$197

Contact Sandy at 408-205-8363 / sandra.godsdivinecreation@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 - Contact Tom Le: 408-896-5745



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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.

2022 SECOND QUARTER DUES ARE NOW PAST DUE

Second Quarter 2022 dues were due April 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 \$110/quarterly or \$440/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.

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RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January - April, 2022

	Total			
	Actual	Budget	over/under Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 134,939.50	\$ 133,113.33	\$ 1,826.17	101.37%
Total 4100 Member Lesson Income	\$ 9,709.00	\$ 7,259.00	\$ 2,450.00	133.75%
Total 4200 Nonmember Lesson Income	\$ 12,333.00	\$ 12,058.50	\$ 274.50	102.28%
Total 4300 Member Rental Income	\$ 7,200.00	\$ 2,946.00	\$ 4,254.00	244.40%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 10.03	\$ 13.69	\$ (3.66)	73.27%
Total 4600 Social Event Income	\$ 36.00	\$ 45.50	\$ (9.50)	79.12%
Total 4700 Services Fees & Late Fees Income	\$ 1,610.00	\$ 1,082.00	\$ 528.00	148.80%
Total 4800 Other Ordinary Income	\$ 3,774.46	\$ 1,190.00	\$ 2,584.46	317.18%
Total Income	\$ 169,611.99	\$ 157,948.02	\$ 11,663.97	107.38%
Expenses				
Total 5000 Gross Payroll	\$ 19,153.05	\$ 25,755.24	\$ (6,602.19)	74.37%
Total 5100 Payroll Related Expenses	\$ 2,514.85	\$ 3,827.23	\$ (1,312.38)	65.71%
Total 5200 Member Lesson Expenses	\$ 196.12	\$ 13.40	\$ 182.72	1463.58%
Total 5600 Social Event Expenses	\$ 230.62	\$ 166.78	\$ 63.84	138.28%
Total 5800 Other Member Services	\$ 705.47	\$ 389.00	\$ 316.47	181.35%
Total 6000 Professional Services	\$ 2,233.60	\$ 2,978.93	\$ (745.33)	74.98%
Total 6100 Other Outside Services	\$ 8,858.00	\$ 12,004.28	\$ (3,146.28)	73.79%
Total 6200 Insurance	\$ 13,461.48	\$ 15,021.00	\$ (1,559.52)	89.62%
Total 6300 Bank Fees	\$ 652.75	\$ 170.00	\$ 482.75	383.97%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 1,138.54	\$ 732.25	\$ 406.29	155.49%
Total 6500 General Office Expenses	\$ 3,941.37	\$ 4,732.40	\$ (791.03)	83.28%
Total 6800 Taxes and Licenses	\$ 1,126.00	\$ 982.00	\$ 144.00	114.66%
Total 7000 Building and Hall Maintenance	\$ 9,097.37	\$ 6,751.00	\$ 2,346.37	134.76%
Total 7100 Pool Maintenance	\$ 6,804.45	\$ 8,624.00	\$ (1,819.55)	78.90%
Total 7200 Utilities	\$ 36,797.74	\$ 32,981.00	\$ 3,816.74	111.57%
Total 7300 Reserve Funding	\$ 30,000.00	\$ 30,000.00	\$ -	100.00%
Total Expenses	\$ 136,911.41	\$ 145,128.51	\$ (8,217.10)	94.34%
Net Operating Income	\$ 32,700.58	\$ 12,819.51	\$ 19,881.07	255.08%



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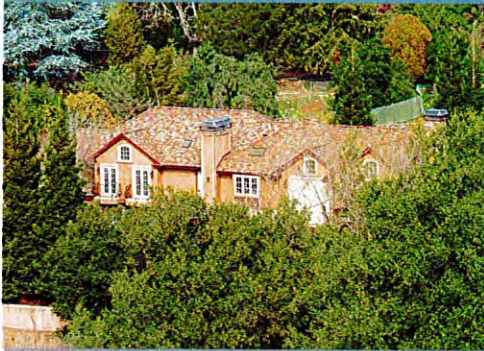
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The Real Estate Report

Sales Prices Continue to Set New Highs

The median sales price for single-family, re-sale homes rose 18.4% compared to last year to set a new high for the third month in a row. It was \$1,950,000. That's the twenty-ninth month in a row the median sales price has been higher than the year before.

The average sales price for single-family, re-sale homes was up 18% year-over-year.

The sales price to list price ratio fell from 118% to 116%.1. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were down for the eighth month in a row, year-over-year, in April. Sales fell 20.9%. There were 960 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Pending sales were up 7.3% year-over-year.

After being down, year-over-year, thirty months in a row, inventory of single-family, re-sale homes was up for the second month in a row. It gained 17.4% compared to last year. As of May 5th, there were 757 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, rose from 22 days to 23 days. The average since 2003 is 89.

It took only ten 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 up 18% compared to last April. It set a new high for the third month in a row. The average sales gained 17.6% year-over-year. It also set a new high for the third month in a row at \$1,123,240.

Condo sales were down 11.4% year-over-year. There were 497 condos sold in April.

The sales price to list price ratio rose from 111.8% to 112%.

Condo inventory fell 17.8% compared to last April.

As of May 5th, there were 310 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from seventeen to eighteen.

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

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

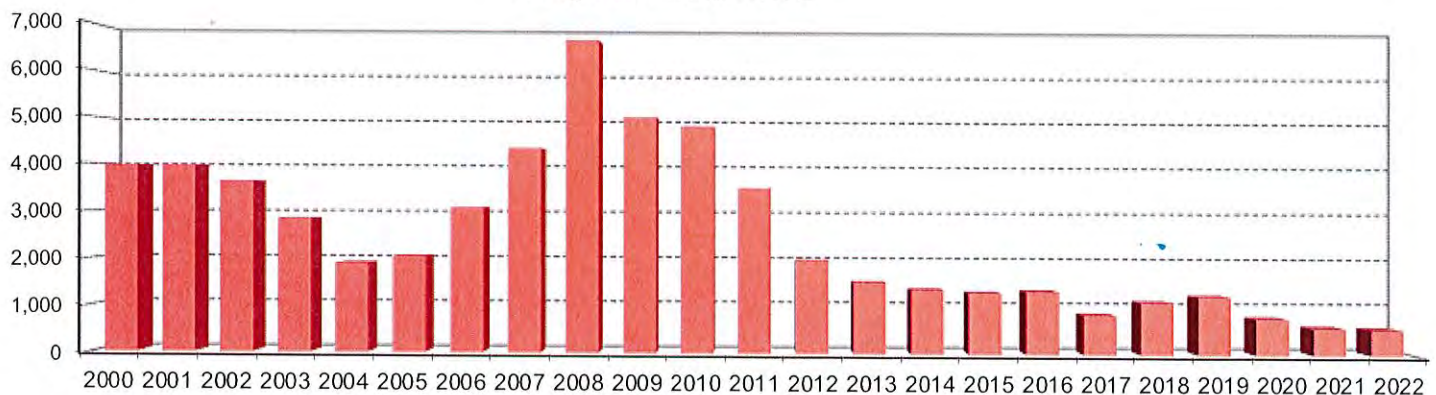
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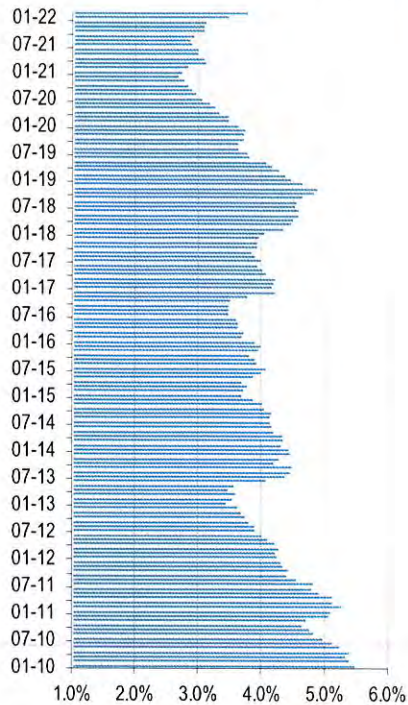
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Santa Clara County
 Average Active Listings SFR YTD



30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

Contraction Reaction

April 29, 2022 -- The U.S. economy has certainly had some ups and downs over the last few years, swinging from deep recession to outsized growth to moderate periods. However, the stunning reversal in GDP growth -- moving from a too-hot near-7% annual clip in the fourth quarter of 2021 to a decline of 1.4% in the first quarter of 2022 was certainly not something expected by many.

Although the Fed has so far moved the interest rate needle by the slightest amount, everyone is well aware that the financial markets have changed considerably over the last few months. Long-term interest rates and those that govern mortgages have leapt since the calendar changed to 2022, and we are starting to see recurring signs that the first economic component to slow is housing.

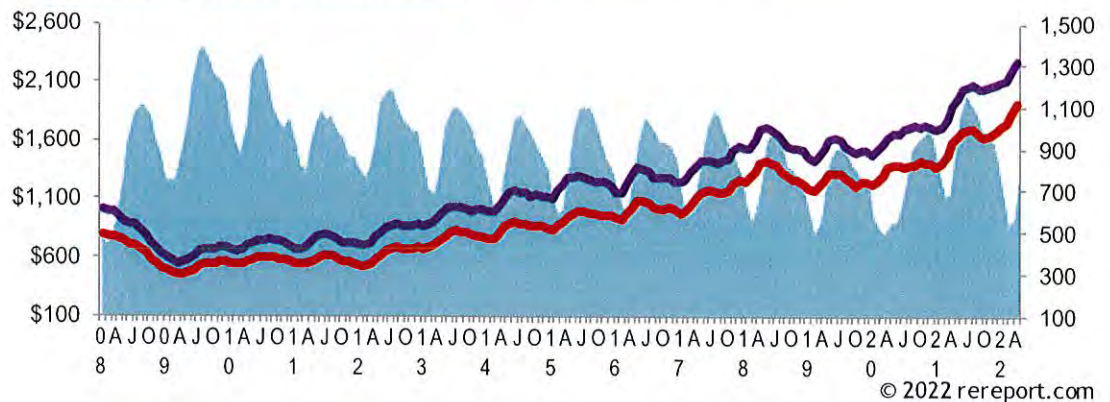
Sales of new homes came in at an annualized rate of 763,000 in March, down 8.6% from an upwardly-revised 835K figure from February. Upward revisions have been common in recent months, but even considering them, the trend seen here is one of diminishing sales over the last three months. Prices of new homes continue to increase quickly, even more so than those seen for existing homes,

with the median-priced new home sold in March more than 21% more expensive than one sold just a year ago. The \$436,700 median cost for a newly-constructed single-family home is also a new nominal record, too. Builders have been busy building and as we noted last week, their level of optimism regarding their prospects remains high, if less so than seen at times last year. Still, the slower pace of sale leaves 6.4 months of supply available, some 407,000 units, the highest in more than 13 years. With persistent challenging conditions, it may be that building will need to slow a bit to keep supply in check with demand.

Higher mortgage rates and higher home costs are ding the existing home market, too. The National Association of Realtors Pending Home Sales Index (PHSI) for March sported a 1.2% drop, a fifth consecutive decline, with this advance indicator falling to level last seen in March 2020. Pending home sales this March were 8.2% below year-ago levels, and mortgage rates rose considerably in April, so it's starting to look like there won't be much of a spring homebuying season this year. High prices, high rates

(Continued on page 4)

Santa Clara County Homes - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



Santa Clara County - April 2022												
Single-Family Homes								% Change from Year Before				
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices			Inven'	
	Median	Average						Med	Ave	Sales		
SCC	\$ 1,950,000	\$ 2,312,260	960	1,392	757	23	116.1%	18.4%	18.0%	-20.9%	7.3%	17.4%
Campbell	\$ 2,175,000	\$ 2,197,480	29	42	18	18	116.2%	24.4%	7.6%	-3.3%	16.7%	0.0%
Cupertino	\$ 2,932,500	\$ 3,026,120	16	39	21	38	114.3%	5.4%	7.8%	-40.7%	14.7%	16.7%
Gilroy	\$ 1,240,000	\$ 1,298,460	54	76	41	22	108.7%	21.6%	17.3%	5.9%	0.0%	86.4%
Los Altos	\$ 4,500,000	\$ 4,720,440	23	41	21	26	117.9%	21.6%	21.5%	-25.8%	10.8%	-16.0%
Los Altos Hills	\$ 5,740,000	\$ 6,481,220	10	11	18	52	117.3%	34.9%	27.7%	25.0%	175.0%	-40.0%
Los Gatos	\$ 2,850,000	\$ 2,929,930	44	78	47	31	114.3%	15.2%	19.0%	-13.7%	-2.5%	-11.3%
Milpitas	\$ 1,650,000	\$ 1,861,130	23	23	23	29	117.3%	22.2%	22.0%	35.3%	0.0%	43.8%
Monte Sereno	\$ 4,212,500	\$ 4,316,600	6	5	7	34	116.6%	2.7%	5.3%	200.0%	0.0%	0.0%
Morgan Hill	\$ 1,653,500	\$ 1,742,640	58	64	43	22	111.7%	38.1%	28.5%	52.6%	-21.0%	2.4%
Mountain View	\$ 3,005,000	\$ 3,039,820	24	50	25	30	116.2%	40.6%	27.7%	-14.3%	6.4%	31.6%
Palo Alto	\$ 4,015,000	\$ 4,154,010	32	79	42	38	111.2%	13.1%	7.1%	18.5%	29.5%	-17.6%
San Jose	\$ 1,750,000	\$ 1,926,180	499	672	369	21	116.6%	22.8%	26.7%	17.4%	4.7%	59.7%
Santa Clara	\$ 1,920,000	\$ 2,068,930	52	65	29	16	118.2%	13.6%	24.9%	18.2%	16.1%	-3.3%
Saratoga	\$ 4,100,000	\$ 4,217,770	31	46	23	22	115.2%	22.4%	17.9%	24.0%	9.5%	43.8%
Sunnyvale	\$ 2,600,000	\$ 2,607,490	65	107	33	15	121.8%	28.7%	28.0%	18.2%	72.6%	37.5%

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Market Statistics

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Trends at a Glance (Single-family Homes)

	Apr 22	Month %	Mar 22	Year %	Apr 21
Median Price:	\$1,950,000	0.0%	\$1,950,000	18.4%	\$1,647,500
Average Price:	\$2,312,260	-0.8%	\$2,331,990	18.0%	\$1,959,080
Home Sales:	960	19.1%	806	-20.9%	1,214
Pending Sales:	1,392	-0.8%	1,403	7.3%	1,297
Active Listings:	757	26.2%	600	17.4%	645
Sale/List Price Ratio:	116.1%	-1.6%	118.0%	5.6%	109.9%
Days on Market:	10	-12.9%	11	-33.1%	15
Days of Inventory:	23	2.4%	22	48.4%	15

(Condominiums)

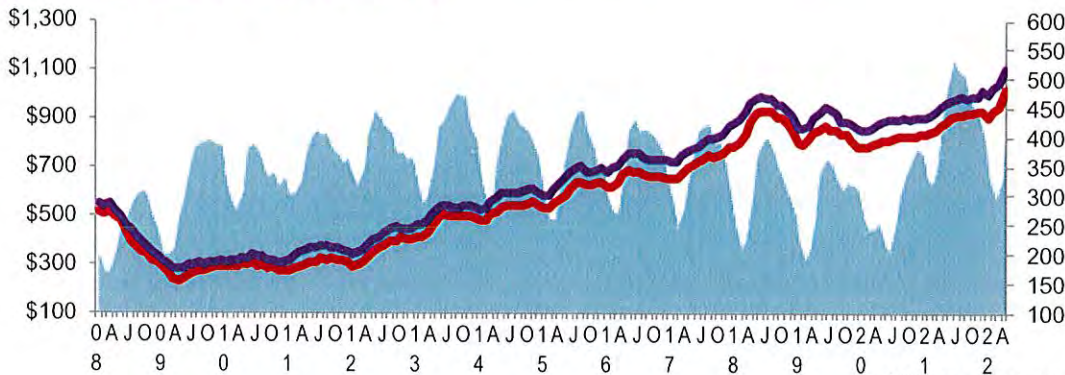
	Apr 22	Month %	Mar 22	Year %	Apr 21
Median Price:	\$1,050,000	4.0%	\$1,010,000	18.0%	\$890,000
Average Price:	\$1,123,240	1.4%	\$1,107,670	17.6%	\$954,732
Home Sales:	497	13.7%	437	-11.4%	561
Pending Sales:	594	-7.0%	639	6.8%	556
Active Listings:	310	25.5%	247	-17.8%	377
Sale/List Price Ratio:	112.0%	0.2%	111.8%	7.1%	104.6%
Days on Market:	10	-5.7%	10	-49.9%	20
Days of Inventory:	18	6.7%	17	-7.2%	19

If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

Santa Clara County Condos - Median & Average Prices & Sales (3-month moving average—prices in \$000's)



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Table Definitions

Median Price

The price at which 50% of prices were higher and 50% were lower.

Average Price

Add all prices and divide by the number of sales.

SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

Pend

Property under contract to sell that hasn't closed escrow.

Inven

Number of properties actively for sale as of the last day of the month.

Santa Clara County - April 2022

Condominiums								% Change from Year Before					
Cities	Prices			Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average							Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,050,000	\$ 1,123,240		497	594	310	18	112.0%	18.0%	17.6%	-11.4%	6.8%	-17.8%
Campbell	\$ 1,198,000	\$ 1,230,180		17	16	4	7	117.6%	31.4%	29.7%	13.3%	-36.0%	-76.5%
Cupertino	\$ 1,296,250	\$ 1,452,240		10	10	8	23	108.9%	-4.3%	10.5%	11.1%	-44.4%	-52.9%
Gilroy	\$ 548,750	\$ 581,250		6	8	2	10	102.3%	1.4%	9.9%	50.0%	33.3%	-33.3%
Los Altos	\$ 2,112,500	\$ 2,030,250		4	7	4	29	111.6%	36.5%	1.5%	-20.0%	-12.5%	-73.3%
Los Gatos	\$ 1,615,000	\$ 1,545,500		18	24	15	24	108.1%	28.7%	25.2%	100.0%	26.3%	87.5%
Milpitas	\$ 1,250,000	\$ 1,182,670		41	42	20	14	114.0%	14.7%	20.5%	95.2%	23.5%	33.3%
Morgan Hill	\$ 925,000	\$ 916,250		4	14	10	73	109.6%	12.8%	17.0%	-81.0%	27.3%	42.9%
Mountain View	\$ 1,389,000	\$ 1,397,270		30	49	29	28	110.3%	0.3%	4.4%	3.4%	-7.5%	-14.7%
Palo Alto	\$ 1,625,000	\$ 1,651,160		12	13	17	41	104.9%	15.4%	14.2%	9.1%	44.4%	6.3%
San Jose	\$ 900,000	\$ 964,816		265	289	135	15	112.3%	19.4%	21.0%	22.7%	-4.6%	-34.8%
Santa Clara	\$ 917,500	\$ 1,006,890		34	57	29	25	110.6%	-3.3%	1.1%	0.0%	62.9%	-14.7%
Saratoga	\$ 1,180,000	\$ 1,450,000		4	6	3	22	109.0%	-22.3%	7.6%	0.0%	-25.0%	-50.0%
Sunnyvale	\$ 1,421,500	\$ 1,419,000		52	59	34	19	114.0%	20.5%	22.0%	18.2%	3.5%	-2.9%

THE REAL ESTATE REPORT

Santa Clara County



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Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
283 Moraga Way	San Jose	4	2 0	2	1,939	\$838.06	6,000 (sf)	\$1,625,000	50		
6334 Solano Drive	San Jose	4	2 0	16	1,843	\$841.02	6,037 (sf)	\$1,550,000	50		
288 Dondero Way	San Jose	4	2 0	2	1,516	\$923.35	6,000 (sf)	\$1,399,800	52		
ACTIVE											
# Listings:	3	AVG VALUES:		7	1,766	\$867.48	6,012 (sf)	\$1,524,933	51		
PENDING											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
264 El Portal Way	San Jose	4	2 1	14	2,593	\$674.89	6,155 (sf)	\$1,750,000	54		
6149 Del Canto Drive	San Jose	5	3 0	6	2,563	\$663.24	8,674 (sf)	\$1,699,888	50		
6485 Sulu Court	San Jose	4	2 0	5	1,694	\$795.75	7,274 (sf)	\$1,348,000	52		
PENDING											
# Listings:	3	AVG VALUES:		8	2,283	\$711.30	7,368 (sf)	\$1,599,296	52		
SOLD											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
6485 San Ignacio Avenue	San Jose	5	3 0	11	2,563	\$721.81	5,938 (sf)	\$1,788,000	50	\$1,850,000	05/12/22
315 El Portal Way	San Jose	4	2 0	8	2,017	\$882.50	7,582 (sf)	\$1,692,000	54	\$1,780,000	05/10/22
217 Purple Glen Drive	San Jose	4	2 1	0	2,124	\$823.92	5,897 (sf)	\$1,628,000	50	\$1,750,000	03/18/22
288 Esteban Way	San Jose	4	2 1	1	2,124	\$818.27	5,809 (sf)	\$1,488,000	50	\$1,738,000	04/06/22
6265 Solano Drive	San Jose	5	3 0	9	2,015	\$831.27	6,113 (sf)	\$1,498,888	52	\$1,675,000	04/27/22
6113 Del Canto Drive	San Jose	4	2 0	6	2,010	\$706.47	5,968 (sf)	\$1,400,000	50	\$1,420,000	04/19/22
SOLD											
# Listings:	6	AVG VALUES:		6	2,142	\$797.37	6,218 (sf)	\$1,582,481	51	\$1,702,167	

(Continued from page 2)

and low inventory are creating less than optimal conditions in which to find and buy and affordable home this year.

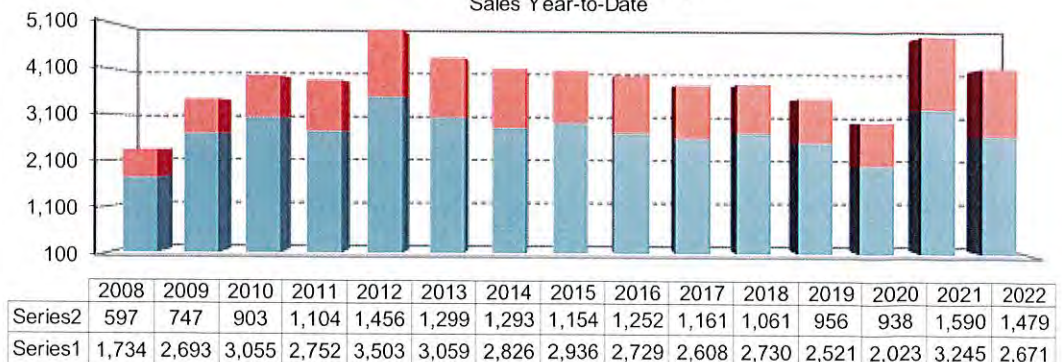
This is of course also reflected in requests for mortgage credit. The Mortgage Bankers Association reported that mortgage applications declined another 8.2% in the week ending April 22, dragged downward by a 7.6% decline in purchase-money mortgage requests and another 9% drop in those for refinancing. Purchase apps have been mixed at least, with four increases and four declines in the last eight weeks; refinancing requests have seen only one uptick in that time, and that was eight weeks ago.

Mortgage rates managed to tread water this week, but there's no real reason to think that this will continue. Stock and bond markets sold off hard to end the trading week, with the Dow Jones dropping over 900 points and the yield on the 10-year Treasury again pressing toward the 3% mark. There little solace to be expected next week, either, when the initial slew of April economic data, including reviews

of manufacturing, service business and the employment report (and more) will be joined by a Fed meeting and rate hike, likely balance-sheet announcement and more. With all this as a backdrop, lower mortgage rates just don't seem likely, and we're likely to see a bump in the average offered rate for a conforming 30-year fixed-rate mortgage as reported by Freddie Mac next Thursday morning. How much of a bump? Hopefully, less than a tenth of a percentage point.

Santa Clara County

Sales Year-to-Date



Are You Thinking About Selling Your Rancho Santa Teresa Home?

Due to the shortage of inventory in Santa Teresa, there are several buyers looking specifically in the Rancho Santa Teresa neighborhood. Unfortunately, none of the homes currently listed for sale meet their criteria. We are looking for anyone in the neighborhood to see if they have any interest in selling.

Many of these buyers have a family. Do you know of anyone interest in selling their home in the near future?

They are pre-approved buyers, willing to pay top dollar for the right home. They are happy to buy a home in “As Is” condition and can offer a flexible closing date if needed.



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kw BAY AREA
ESTATES
KELLERWILLIAMS

Please **GIVE ME A CALL** and let me know if you have any interest in discussing this further or if you know anyone in your area that might be a fit.

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.



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Visit

RanchoSantaTeresaHomeValue.com
and enter your property address, or call me
directly at **408.761.3271**.





Matt Cossell

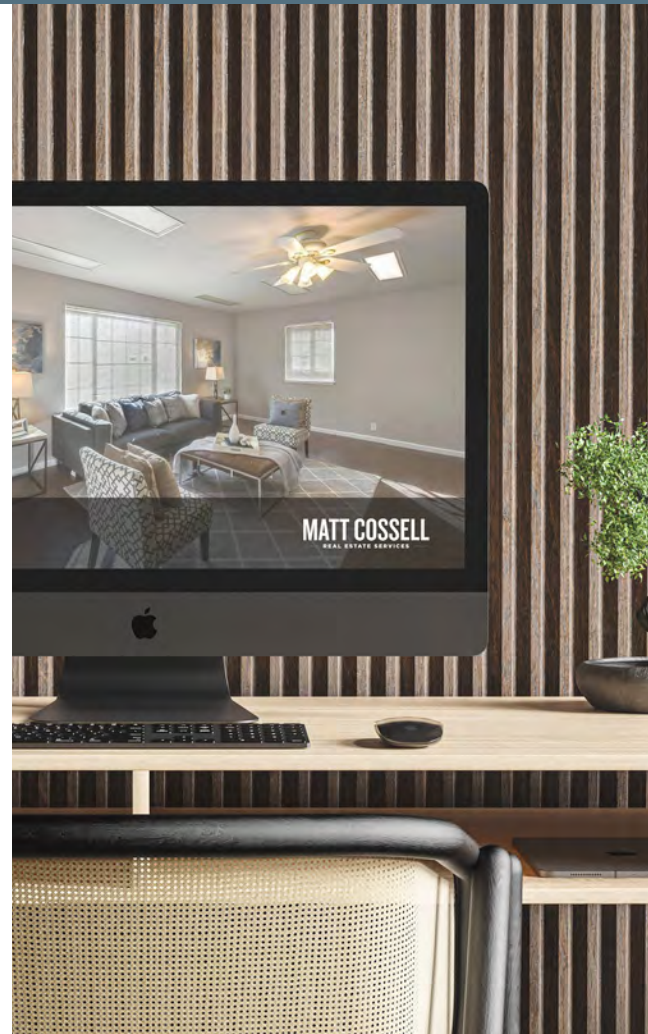
TOP 1% REALTOR

Matt Cossell has a proven track record for selling houses for more than the average agent. By using his proprietary marketing system he is able to leveraging technology to expand the marketing reach of your house, increase demand, and drive the value to its highest point.

The process of marketing houses has changed drastically as technology has changed the way the public searches for homes. By studying the consumer's buying process Matt has been able to create a marketing system that positions your house strategically in front of the most relevant prospective home buyers.

Using state-of-the-art marketing methods like professional photography, high-end video, staging and design services, aerial drone videography, virtual staging, and social media target marketing, Matt is able to create a stunning presentation of your house online. This process draws in the perfect pool of buyers for your Santa Teresa house.

To see how this system can work for you, call Matt directly at 408.761.3271 or email Matt@MattCossellTeam.com.



From the Desk of Matt Cossell

Are you thinking about selling your Bay Area house? Call me for a free market evaluation of your home's value and free report on how to maximize the value of your home.

408.761.3271

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



BEFORE



AFTER

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