

# RANCHO SANTA TERESA NEWS

## President's Message

Hope you were able to brave some cool temperatures and spend some time at the pool during opening week!

**SWIM LESSONS:** Limited private and semi-private swim lessons have started. Prices, signups and descriptions can be found on the website (**swim-lessons**). Group lessons start in June, with signups available now. There will be more lesson capacity once school is out for the summer, so if you are looking for swim lessons this year, sign up early. See page 2 for more information.

**OTTERS ARE IN THE WATER:** The Sea Otters will be practicing on weekday afternoons and evenings in May. During Main Pool hours on Fridays, one swim lane as well as the diving well will be available to members when the Otters are practicing. Don't forget that the facilities (including back pool, spa, tennis court, and kiddie pool) are closed to member use on home meet days until 2 pm. This year there are only three: 5/21, 5/28 and 6/11.

**NEW BBQS:** If you have been by the pool recently, you may have noticed that we have new BBQs installed and ready for the summer. Tongs, spatulas and grill cleaner brushes can be checked out from the office during main pool hours.

**GAME ROOM IS OPEN:** During main pool hours, game room equipment can be checked out from at office by leaving a shoe or keys with the staff. There is a pool table, foosball, and a ping pong table available for use. Please note that the game room is not available if the hall is being rented that day.

**POOL PARTIES:** If you are looking to host a pool party at the club this summer, you can make your party request online (**parties-rentals**). To help you plan, the rental calendar will show if any pool parties are booked on a given day.

**POOL ACCESS:** If you are not current in your dues, the staff will be letting you know if you have an outstanding balance when you try to check-in at the pool. Dues must be current in order to use the facilities. If we have your email address on file, you can get email reminders for dues as well as pay online.

*President's letter continued on page 2.*

## MAY

### MAIN POOL HOURS:

*Friday*

3:30 - 7 PM

*Saturday & Sunday*

1 - 7 PM

*Memorial Day*

12:30 - 7 PM

*Memorial Day activities  
will be posted on Facebook*

### BACK POOL, SPA & TENNIS COURT HOURS:

Daily 8 AM - 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, May 16 • 5:30 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 UPDATE:** You've probably noticed that the fence is still up by the pull-thru wall. We are waiting for the new windows, which have been impacted from residual COVID supply chain issues. We hope to get them in the next few weeks so the stucco wall repair can be completed.

**SOLAR UPDATE:** The final updated permit is in process and fingers are crossed that it goes smoothly. The roof material order is being pulled together and we hope to get the roof installed and ready for solar over the summer. The solar panels themselves are not expected to be installed until after the summer season.

See you at the pool!

Arian

## 2022 Swim Lesson Info

Semi-private and private lesson registration can be done online (**Private & Semi-Private Swim Lesson Registration**) or in person. Members get priority for open slots and are processed on a first come, first serve basis.

Group lessons will start June 13. There are 4 sessions over the summer, each 9 days long. Signups are available now on the website.

You can find descriptions on the different swim levels offered on our swim brochure (**2022 Swim Lesson Brochure**) or you can contact rstsrcSwimLessons@gmail.com with additional questions.



**BALLARE DANCE CENTRE**

## DANCE YOUR HEART OUT @ BALLARE THIS SUMMER

**JOIN US FOR REGISTRATION NIGHT:**  
**THURSDAY, JUNE 16**  
**4:00 - 6:00 PM**

**This summer we are offering:**

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- (4) Workshops**
- And A**
- (5) week dance session**

**For full summer information visit us at:**  
[www.ballaredancecentre.com](http://www.ballaredancecentre.com)


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

## Free Weekly Activities

### MORNING LAP SWIM

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

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 10AM to 12:30PM. 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: 5/13**

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



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

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

I'm thrilled to share our team is 161 swimmers strong this season. Along with our returning families, we have 18 new Sea Otters families this season, and a total of 29 new swimmers. Welcome, everyone!

Our Sea Otters will be in the water for the first day of practice, Monday, May 2nd. Our Coaches (Jerry, Joey, David, Mark, Kyra, Jalen & Jessica) are excited to get our swimmers in the water, as we will have three short weeks before our Time Trials Meet on May 21st. We then host our first Dual Meet, against the Almaden Dolphins, on May 28th.

We have several exciting events and activities coming up this month. Freestyle Fridays - fun activities at the end of each Groups' practices. We'll be hosting our Picture Day, and for the first time since 2019, we'll get to take a full Team Picture! Plus, we have a restaurant night planned for the end of May. Our full season's schedule is to the right and can be found at [www.stseaotters.com](http://www.stseaotters.com).

***If you have any questions, please contact Sea Otters President, Stacy Valenta, at [chair.stseaotters@gmail.com](mailto:chair.stseaotters@gmail.com).***

## NEW THIS YEAR

***Freestyle Fridays:*** Activities, most Fridays of the season, May 6 - July 8. Fun activities and prizes, taking place at each Group's practice.

***Sea Otter Socials:*** Most Saturdays of the season, in the evening, at Rancho, where families are encouraged to gather and get to know each other.

## 2022 SEA OTTERS SCHEDULE

- 5/2: First Day of Practice
- 5/5: New Family Orientation - 3:30 pm
- 5/9: New Family Orientation - 6:30 pm
- 5/9 - 13: Secret Otters Sign-Ups
- 5/10: Team Picture Day
- 5/14: Sea Otters Rancho Service Project
- 5/20: Season Kick-Off P'Otter Luck Rally
- 5/21: Time Trials (aka Donut Meet)
- 5/26: Restaurant Night Fundraiser - Panda Express
- 5/28: Almaden @ ST Dual Meet
- 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



# RANCHO SANTA TERESA NEWS

## Available Lessons

### FITNESS CLASSES WITH SANDY

#### AQUA FITNESS - MAY SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) - 12 CLASSES - May 2 - 27 - \$125 - No class on Memorial Day

#### CARDIO, STRENGTH & STRETCH - MAY 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) - 8 CLASSES - May 3 - 26 - \$85

#### BOTH CLASSES - MAY SESSION

5 CLASSES PER WEEK - 20 TOTAL - \$180

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.

# Laurie Hansen & the HansenHomeTeam

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# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual January - March, 2022

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 101,566.16	\$ 99,835.00	\$ 1,731.16	101.73%
Total 4100 Member Lesson Income	\$ 5,900.00	\$ 3,515.62	\$ 2,384.38	167.82%
Total 4200 Nonmember Lesson Income	\$ 9,936.00	\$ 6,875.63	\$ 3,060.37	144.51%
Total 4300 Member Rental Income	\$ 4,900.00	\$ 1,258.00	\$ 3,642.00	389.51%
Total 4500 Interest on Operating Funds	\$ 7.84	\$ 10.53	\$ (2.69)	74.45%
Total 4700 Services Fees & Late Fees Income	\$ 900.00	\$ 999.00	\$ (99.00)	90.09%
Total 4800 Other Ordinary Income	\$ 2,477.46	\$ 976.00	\$ 1,501.46	253.84%
<b>Total Income</b>	\$ 125,687.46	\$ 113,469.78	\$ 12,217.68	110.77%
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 9,918.40	\$ 14,834.00	\$ (4,915.60)	66.86%
Total 5100 Payroll Related Expenses	\$ 1,448.21	\$ 2,204.34	\$ (756.13)	65.70%
Total 5200 Member Lesson Expenses	\$ 155.07	\$ -	\$ 155.07	
Total 5600 Social Event Expenses	\$ 20.22	\$ -	\$ 20.22	
Total 5800 Other Member Services	\$ -	\$ 120.00	\$ (120.00)	0.00%
Total 6000 Professional Services	\$ 1,708.60	\$ 2,314.50	\$ (605.90)	73.82%
Total 6100 Other Outside Services	\$ 6,417.50	\$ 8,525.25	\$ (2,107.75)	75.28%
Total 6200 Insurance	\$ 10,096.11	\$ 11,265.75	\$ (1,169.64)	89.62%
Total 6300 Bank Fees	\$ 538.25	\$ 170.00	\$ 368.25	316.62%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 954.28	\$ 609.45	\$ 344.83	156.58%
Total 6500 General Office Expenses	\$ 1,448.38	\$ 2,201.50	\$ (753.12)	65.79%
Total 6800 Taxes and Licenses	\$ 1,126.00	\$ 982.00	\$ 144.00	114.66%
Total 7000 Building and Hall Maintenance	\$ 6,612.86	\$ 5,592.00	\$ 1,020.86	118.26%
Total 7100 Pool Maintenance	\$ 4,517.90	\$ 6,468.00	\$ (1,950.10)	69.85%
Total 7200 Utilities	\$ 24,758.02	\$ 25,692.00	\$ (933.98)	96.36%
Total 7300 Reserve Funding	\$ 22,500.00	\$ 22,500.00	\$ -	100.00%
<b>Total Expenses</b>	\$ 92,219.80	\$ 103,478.79	\$ (11,258.99)	89.12%
<b>Net Operating Income</b>	\$ 33,467.66	\$ 9,990.99	\$ 23,476.67	334.98%





**Laurie Hansen**

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# The Real Estate Report

## Sales Prices Set New Highs, Again

The median sales price for single-family, re-sale homes rose 21.9% compared to last year to set a new high for the second 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 20.8% year-over-year. It also set a new high for the second month in a row at \$2,331,990.

The sales price to list price ratio rose from 117.3% to 118%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were down for the seventh month in a row, year-over-year, in March. Sales fell 6.1%. There were 806 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Pending sales were up 8.8% year-over-year.

After being down, year-over-year, thirty months in a row, inventory of single-family, re-sale homes was up 0.8% compared to last

year. As of April 5th, there were 600 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 25 days to 22 days. The average since 2003 is 89.

It took only eleven 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 16.1% compared to last March. It set a new high for the second month in a row. It went over \$1,000,000 for the first time ever: \$1,010,000. The average sales gained 15.8% year-over-year. It also set a new high for the second month in a row at \$1,107,670.

Condo sales were up 3.6% year-over-year. There were 437 condos sold in March.

The sales price to list price ratio rose from 109.1% to 111.8%.

Condo inventory fell 40.3% compared to last March.

As of April 5th, there were 247 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory stayed at seventeen.

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.

### VISIT

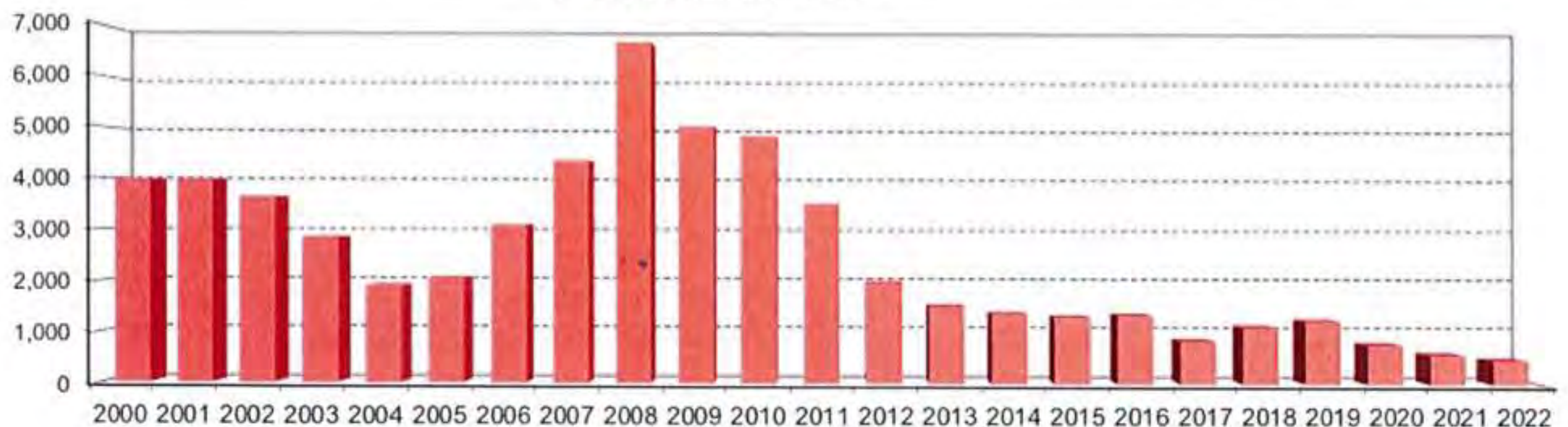
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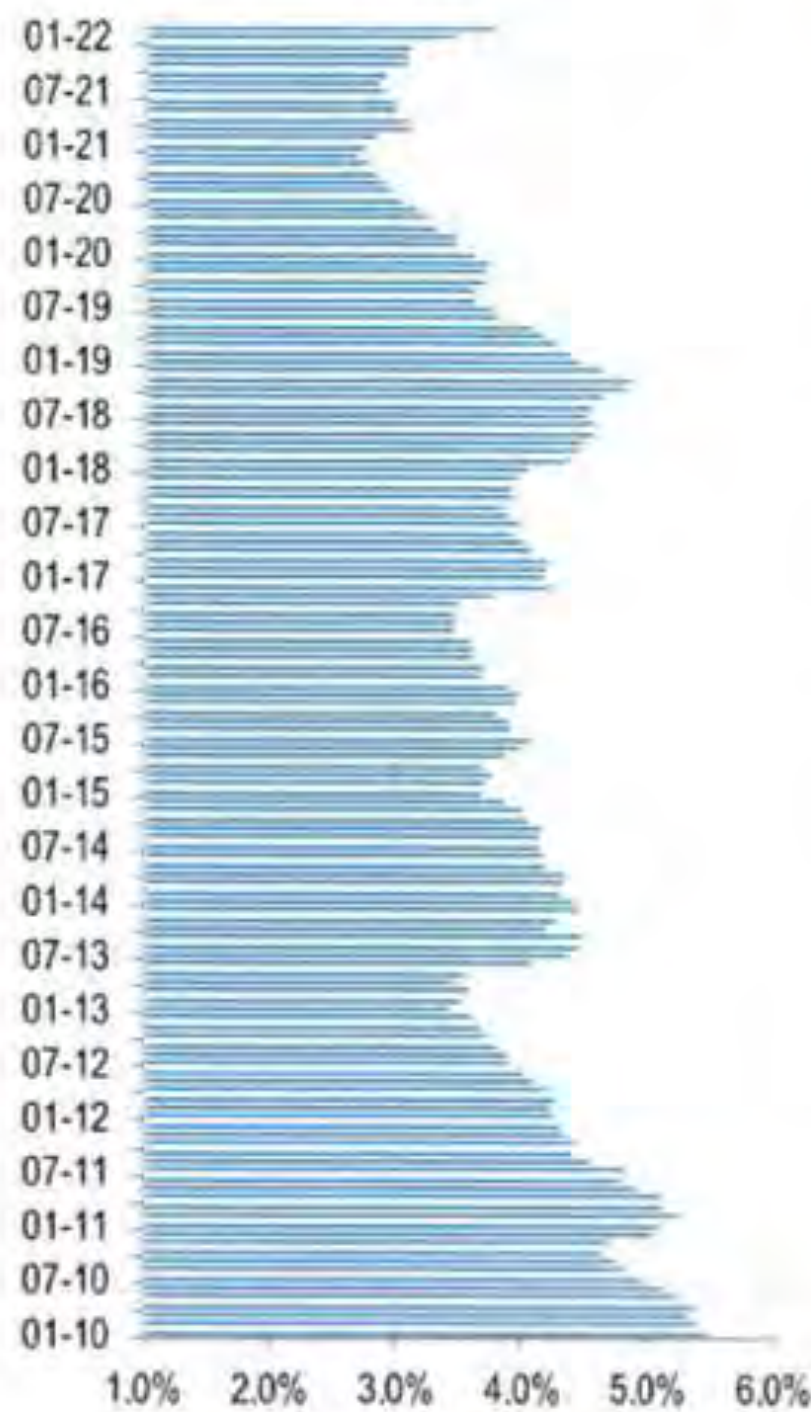
### Santa Clara County

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/>.

Mortgage Rates No April Fools Joke

April 1, 2022 -- April Fools' Day is a great day for pranksters, and all manner of hijinks often take place. It's a shame that there's no one to look at mortgage rates that are now at more than a three-year high who can jump up and gleefully say "April Fools!" to potential homebuyers and those who had hoped to refinance this spring.

The reality of course is quite different. Thirty-year fixed-rate mortgages have now risen by more than a percentage point and a half since the turn of the year, making it one of the more challenging quarters for homebuyers, homeowners and mortgage lenders in recent memory. It's not as though there were no expectations that mortgage rates would be on the rise, but both the speed and the amount of the increase is something for which few were prepared.

The relentless rise in mortgage rates has of course been fostered by equally unrelenting price pressures. That said, inflation at the moment isn't all that different than it was just three months ago and markets and central bankers didn't seem nearly as concerned about it then as they do now. What has changed since then is the expectation that price pressures are becoming more widespread and in-

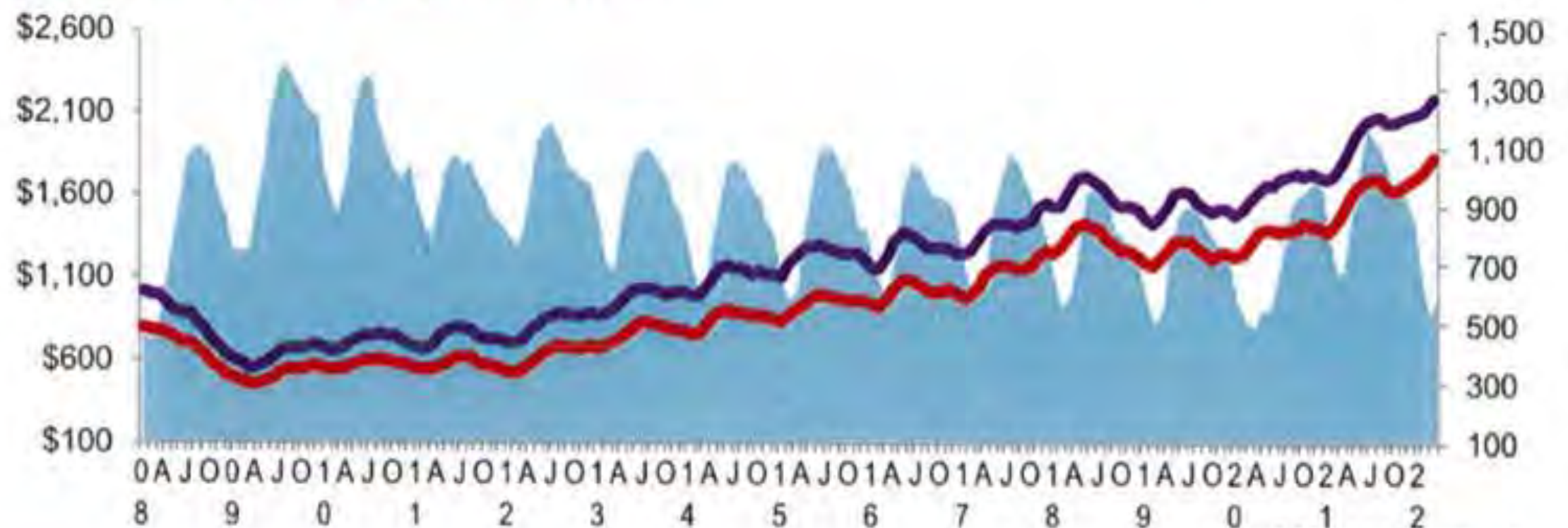
grained, and that it will take both longer and require more monetary force to bring them to bear.

We've seen this in the change in perception of how many rate hikes by the Fed were expected then and now, a target that has moved from perhaps 3-4 increases in the federal funds rate in December to perhaps 7 now. We've heard this in the changed language the Fed is using to describe how it may be intending to move rates upward in larger blocks and perhaps past a "neutral" rate to restrict the economy, and we're waiting to understand how the Fed will transition its holdings of Treasury Bonds and especially Mortgage-Backed Securities. Three months ago, the Fed was still actively buying bonds, albeit at a more limited pace than they had been.

Construction spending rose by 0.5% in February, powered higher again by a 1.1% increase in spending on residential projects, a seventh consecutive string of increases. Spending on non-residential projects has also quietly put together a somewhat longer string of gains, and contributed a 0.2% lift into the headline number. The laggard for February was public-works spending, which shrank by 0.4% for the month, making it three declines in the last four months. You might

(Continued on page 4)

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



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Santa Clara County - March 2022												
Single-Family Homes								% Change from Year Before				
	Prices						Prices					
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,950,000	\$ 2,331,990	806	1,403	600	22	118.0%	21.9%	20.8%	-6.1%	8.8%	0.8%
Campbell	\$ 2,215,000	\$ 2,129,560	9	18	13	39	127.0%	38.4%	15.7%	-52.6%	-47.1%	-35.0%
Cupertino	\$ 3,225,000	\$ 3,218,250	8	34	15	51	134.9%	23.6%	21.0%	-57.9%	70.0%	-31.8%
Gilroy	\$ 1,140,000	\$ 1,281,090	35	59	19	15	105.4%	28.3%	17.3%	-10.3%	-7.8%	-40.6%
Los Altos	\$ 4,329,400	\$ 4,466,980	10	34	12	32	117.6%	-1.6%	3.1%	11.1%	17.2%	-47.8%
Los Altos Hills	\$ 8,000,000	\$ 6,616,670	3	8	14	126	95.2%	119.2%	61.9%	-50.0%	14.3%	-39.1%
Los Gatos	\$ 3,037,000	\$ 3,403,950	22	62	25	31	109.8%	27.9%	28.3%	-46.3%	-1.6%	-47.9%
Milpitas	\$ 1,550,000	\$ 1,665,670	9	34	8	24	115.1%	14.2%	12.2%	-10.0%	100.0%	14.3%
Monte Sereno	\$ -	\$ -	0	10	3	0	0.0%	-100.0%	-100.0%	-100.0%	0.0%	-57.1%
Morgan Hill	\$ 1,587,500	\$ 1,678,230	18	59	19	29	106.8%	18.9%	28.2%	-21.7%	11.3%	-50.0%
Mountain View	\$ 2,578,000	\$ 2,596,620	13	37	25	52	121.9%	-1.5%	-2.3%	-50.0%	5.7%	19.0%
Palo Alto	\$ 4,127,000	\$ 4,202,000	17	67	36	57	117.9%	23.2%	9.9%	-10.5%	91.4%	-14.3%
San Jose	\$ 1,650,030	\$ 1,784,720	262	568	188	19	118.1%	28.4%	31.1%	-15.5%	18.6%	-21.7%
Santa Clara	\$ 1,987,000	\$ 1,956,860	30	61	27	24	123.1%	28.2%	24.5%	11.1%	29.8%	8.0%
Saratoga	\$ 3,922,500	\$ 4,617,080	12	43	15	34	110.1%	14.4%	27.3%	-33.3%	30.3%	7.1%
Sunnyvale	\$ 2,507,940	\$ 2,403,200	30	84	26	23	125.4%	26.0%	33.7%	50.0%	61.5%	4.0%

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## Market Statistics

### Trends at a Glance (Single-family Homes)

	Mar 22	Month %	Feb 22	Year %	Mar 21
Median Price:	\$1,950,000	7.4%	\$1,815,500	21.9%	\$1,600,000
Average Price:	\$2,331,990	7.6%	\$2,166,360	20.8%	\$1,930,800
Home Sales:	806	69.3%	476	-6.1%	858
Pending Sales:	1,403	19.5%	1,174	8.8%	1,289
Active Listings:	600	35.1%	444	0.8%	595
Sale/List Price Ratio:	118.0%	0.6%	117.3%	8.3%	108.9%
Days on Market:	11	-19.6%	14	-37.2%	18
Days of Inventory:	22	-11.3%	25	7.3%	21

### (Condominiums)

	Mar 22	Month %	Feb 22	Year %	Mar 21
Median Price:	\$1,010,000	2.9%	\$981,500	16.1%	\$870,000
Average Price:	\$1,107,670	3.5%	\$1,070,140	15.8%	\$956,629
Home Sales:	437	40.1%	312	3.6%	422
Pending Sales:	639	14.5%	558	8.9%	587
Active Listings:	247	26.0%	196	-40.3%	414
Sale/List Price Ratio:	111.8%	2.4%	109.1%	8.6%	102.9%
Days on Market:	10	-33.1%	16	-63.9%	29
Days of Inventory:	17	0.0%	17	-42.4%	29

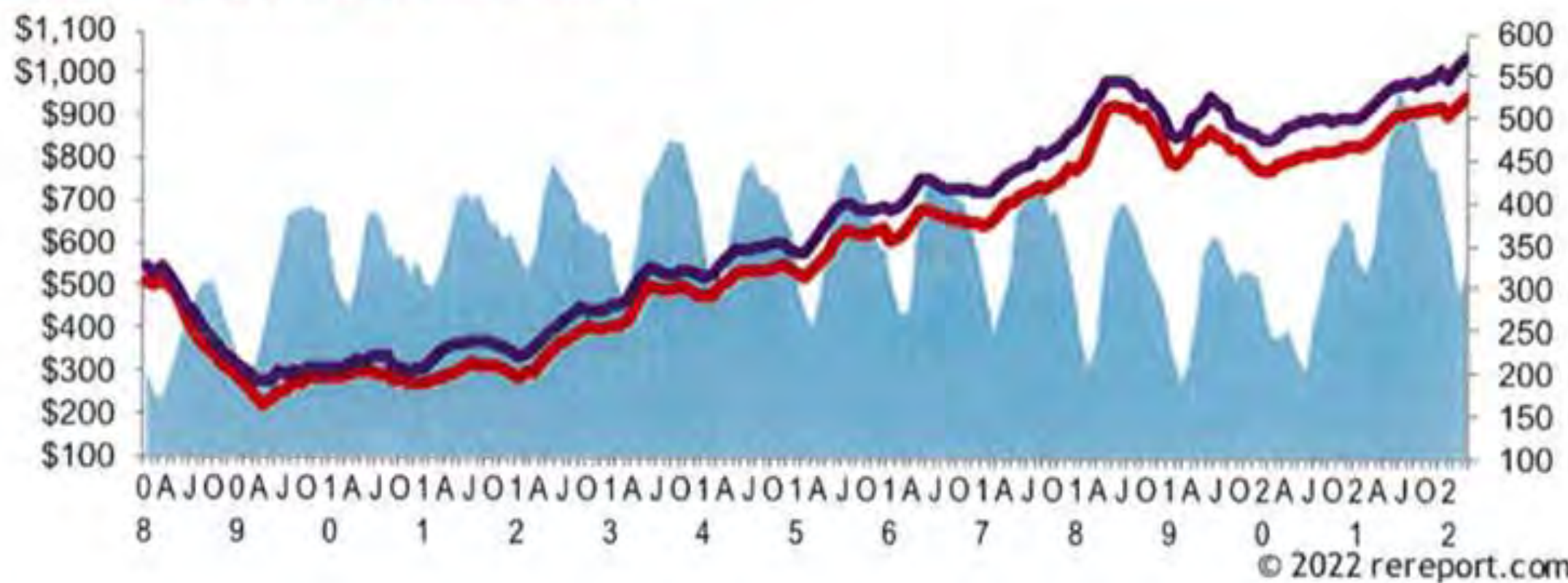
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If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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 - March 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend <sup>1</sup>	Inven <sup>1</sup>
SCC	\$1,010,000	\$1,107,670	437	639	247	17	111.8%	16.1%	15.8%	3.6%	8.9%	-40.3%
Campbell	\$1,025,000	\$1,113,530	13	13	2	4	109.2%	17.8%	19.1%	-13.3%	0.0%	-90.9%
Cupertino	\$1,475,000	\$1,608,360	14	21	6	12	109.4%	14.5%	19.1%	27.3%	50.0%	-45.5%
Gilroy	\$614,000	\$554,183	3	9	1	9	118.9%	14.4%	3.3%	50.0%	80.0%	-66.7%
Los Altos	\$1,439,500	\$1,519,750	4	5	4	27	97.5%	-11.4%	-2.0%	-20.0%	-16.7%	-66.7%
Los Gatos	\$1,389,000	\$1,375,640	14	12	13	25	104.9%	-7.4%	10.1%	7.7%	-7.7%	30.0%
Milpitas	\$1,150,000	\$1,083,800	25	36	7	8	113.8%	16.8%	11.3%	47.1%	71.4%	-56.3%
Morgan Hill	\$809,000	\$790,000	7	12	3	12	106.9%	13.1%	9.9%	0.0%	-33.3%	-66.7%
Mountain View	\$1,435,040	\$1,391,510	24	42	18	20	108.1%	15.9%	14.4%	-11.1%	13.5%	-57.1%
Palo Alto	\$1,088,000	\$1,279,390	9	12	10	30	101.0%	-7.0%	-1.4%	28.6%	9.1%	-28.6%
San Jose	\$860,000	\$886,869	145	285	89	17	108.9%	23.7%	20.9%	-17.1%	10.5%	-41.8%
Santa Clara	\$960,000	\$1,076,560	32	54	13	11	110.6%	-4.4%	8.5%	23.1%	54.3%	-62.9%
Saratoga	\$990,000	\$990,000	1	4	1	27	111.9%	-32.2%	-31.1%	-83.3%	0.0%	-75.0%
Sunnyvale	\$1,420,000	\$1,348,430	21	52	29	37	111.9%	7.2%	7.6%	-32.3%	-8.8%	-6.5%



# THE REAL ESTATE REPORT

## Santa Clara County

Laurie Hansen  
 Lic# 00757662  
 lhansen@interorealestate.com  
 Ph: 408-218-6222



### Quick Summary of Comparable Properties



**Laurie Hansen**  
 Intero Real Estate Services  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138

#### Residential Summary

Res. Single Family

CONTINGENT		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
Address		San Jose	5	3/0	11	2,563	\$697.62	5,938 (sf)	\$1,788,000	50		
6485 San Ignacio Avenue												
CONTINGENT		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
# Listings:	1	AVG VALUES:	11	2,563	\$697.62	5,938 (sf)	\$1,788,000	50				
PENDING		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
Address		San Jose	4	2/1	14	2,593	\$674.59	6,155 (sf)	\$1,750,000	54		
264 El Portal Way												
6587 Kothummel Way		San Jose	3	3/1	6	2,819	\$566.87	5,981 (sf)	\$1,598,000	52		
6265 Solano Drive		San Jose	5	3/0	9	2,015	\$743.87	6,113 (sf)	\$1,498,888	52		
8113 Del Canto Drive		San Jose	4	2/0	6	2,010	\$696.52	5,968 (sf)	\$1,400,000	50		
356 Allan Court		San Jose	4	2/0	8	1,896	\$737.34	6,209 (sf)	\$1,398,000	53		
PENDING		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
# Listings:	5	AVG VALUES:	9	2,267	\$683.90	6,085 (sf)	\$1,528,978	52				
SOLD		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
Address		San Jose	5	3/0	7	2,181	\$861.99	6,332 (sf)	\$1,498,000	52	\$1,880,000	02/18/22
289 Esteban Way												
227 Purple Glen Drive		San Jose	5	3/0	13	2,563	\$702.30	5,929 (sf)	\$1,500,000	50	\$1,800,000	03/08/22
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
6711 Allipiano Way		San Jose	4	2/0	8	1,916	\$900.31	11,076 (sf)	\$1,490,000	53	\$1,725,000	03/07/22
281 Dondero Way		San Jose	5	4/0	12	2,181	\$733.61	6,347 (sf)	\$1,450,000	0	\$1,800,000	03/04/22
SOLD		City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
# Listings:	6	AVG VALUES:	7	2,182	\$866.73	6,898 (sf)	\$1,502,333	43	\$1,748,833			

For Sale



### 5770 CHANDLER Court, San Jose 95123

Class: Res. Single Family  
 Beds: 5  
 Baths (F/P): 3 (3/0)  
 SqFt: 2,193 SqFt (Other)  
 Lot Size: 7,143 SqFt  
 Elem: **Oak Ridge Elementary** / Oak Grove Elementary  
 High: **Oak Grove High** / East Side Union High  
 LA/LO: Laurene Hansen (408) 218-6222 / Intero Real Est

List Price: \$1,499,000  
 Sale Price:  
 List Date: 04/05/2022  
 Sale Date:  
 COE Date:

You'll love this remodeled spacious 2 story home sitting on a large corner lot with room for a and water saving landscaping! Step into the dramatic entry with its wood plank floor from which you view the step-down living room w/ its vaulted ceiling & picture window, the dining room through to gorgeous chef's kitchen with its gas range, white cabinets, quartz countertops, SS appliances, break bar, & garden window. Step down into the adjoining large family room where you can cozy up to the fireplace w/ its pellet stove on cool evenings or access the new patio and nicely landscaped yard to entertain and enjoy the warm days. You'll save money on water with the artificial turf & drip system save electricity with the owned solar system. The interior boasts decorator paint, upgraded bathroom crown moldings, new baseboards & doors, recessed lighting & re-textured ceilings, copper piping, central AC, & more. The fence, stucco, roof, double pane windows are all newer.

(Continued from page 2)

expect that the federal infrastructure law passed late last year would see money starting to flow to projects, but it looks as though this may take a bit more time to show up.

Rising mortgage rates are certainly affecting mortgage borrower activity. In the week ending March 25, the Mortgage Bankers Association reported a 6.8% decline in the number of requests for mortgage credit. As you would expect, the decline was all from the refinancing side of the equation, where applications to remortgage homes dropped by 14.9%, but the headline number was propped up a bit by a 0.6% increase in requests for purchase-money mortgages. Since the turn of 2022, requests for purchase mortgages have increased in 6 of 12 weeks, and those for refinancing in just three. Conditions in housing markets have been challenging for some time, what with rising prices, limited availability of homes to buy and now rising finance costs. To this, the Federal Reserve Bank of Dallas this week injected a new worry, in that the housing market may be showing some signs of being in a bubble. It's a safe bet that there are people in any number of metro areas where home

prices have been rising seemingly beyond reason that would tend to agree with this idea. That said, it's what happens in the days and months to come that might reveal whether or not this is happening or has happened, and if so, where and for whom it might become a problem. Details to come, as the saying goes.

It may be that the demand that has been driving housing will start to wane; decreasing affordability will tend to do that, but as with the labor market, there remains a lot of demand that would need to be crushed before significant changes in inventory, prices and more become evident and change the tenor of the housing market. Mortgage rates are not likely to retreat enough as to provide addi-

tional support, so there's this drag to consider, although even at more than three-year highs they still remain historically pretty favorable. For the next week, well, financial markets remain pretty restive, but at least there's only a fairly light calendar of economic data for investors to consider in the coming days.

Despite present levels, odds still currently favor higher mortgage rates over lower ones, but perhaps for a change we'll see a smaller increase in the average offered rate for a conforming 30-year FRM as reported by Freddie Mac next Thursday morning. However, nothing would surprise us at this point, either.

### 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.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

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Realtor® DRE# 01382971

**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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ESTATES  
KELLERWILLIAMS

Visit

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







# Matt Cossell

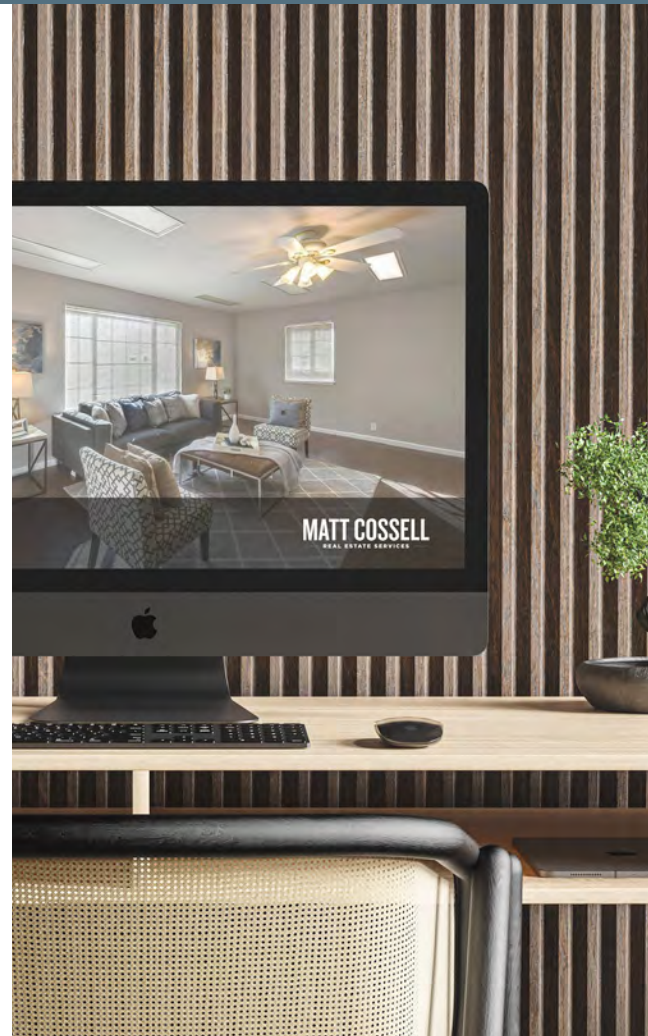
**TOP 1% REALTOR**

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](mailto:Matt@MattCossellTeam.com).





# Recent Rancho Santa Teresa Sales

Status	Address	List Price	Sale Price	Bd	Ba	Sqft	Lot	\$/Sqft	DOM
Pending	349 Bodega Way	\$1,299,000.00		4	2 0	1,843	7,613	704.83	10
Pending	262 El Portal Way	\$1,285,000.00		4	2 0	1,652	6,059	777.85	7
Pending	293 Cresta Vista Way	\$1,250,000.00		4	2 0	1,652	6,096	756.66	11
Pending	310 Bodega Way	\$1,398,888.00		4	2 0	2,017	8,076	693.55	11
Pending	6129 Del Robles Court	\$1,200,000.00		4	2 0	1,657	6,310	724.2	6
Sold	211 Castillon Way	\$1,350,000.00	\$1,275,000.00	4	2 1	2,324	6,400	548.62	286
Sold	204 Castillon Way	\$1,049,000.00	\$1,290,000.00	4	2 0	2,010	6,000	641.79	8
Sold	228 Castillon Way	\$1,299,000.00	\$1,390,000.00	4	2 1	2,124	6,251	654.43	12
Sold	204 Purple Glen Drive	\$1,500,000.00	\$1,810,000.00	4	2 1	2,617	7,974	691.63	4
Sold	293 Dondero Way	\$1,150,000.00	\$1,245,000.00	3	2 0	1,516	6,452	821.24	11
Sold	6579 San Anselmo Way	\$1,298,888.00	\$1,450,000.00	4	2 1	2,124	6,346	682.67	10
Sold	280 Sorrento Way	\$1,150,000.00	\$1,386,250.00	3	2 0	1,657	6,016	836.6	7
Sold	6563 Purple Vale Court	\$1,499,000.00	\$1,895,000.00	5	3 0	2,563	9,391	739.37	5
Sold	190 Castillon Way	\$1,399,000.00	\$1,628,000.00	5	3 0	2,563	6,267	635.19	5
Sold	6567 San Anselmo Way	\$1,085,888.00	\$1,200,000.00	4	2 0	2,010	5,949	597.01	8
Sold	326 El Portal Way	\$1,348,000.00	\$1,650,000.00	4	2 1	2,335	7,860	706.64	8
Sold	6258 Camino Verde Drive	\$989,000.00	\$1,190,000.00	3	2 0	1,516	5,998	784.96	4
Sold	312 Los Pinos Way	\$1,149,888.00	\$1,405,000.00	4	2 0	1,890	6,851	743.39	5
Sold	264 Los Pinos Way	\$1,288,888.00	\$1,480,000.00	5	2 1	2,181	6,384	678.59	8
Sold	267 Esteban Way	\$1,248,000.00	\$1,535,000.00	3	2 0	1,916	6,000	801.15	7

Your Home May Be Worth More Than You Think. Call Matt at **408-761-3271** To Find Out What Your Home Could Sell For in Today's Market.



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