



FEBRUARY 2022

RANCHO SANTA TERESA NEWS

President's Message

Hello everyone! Happy Lunar New Year to our members who celebrate.

It's getting closer! We are starting to get the pool ready for opening day in mid-April. If you are around the facility, you will probably notice some work going on. Recently a broken pool heater was replaced.

IMPROVEMENTS - The big projects that should start soon include fixing the stucco and wall of the pool deck bathrooms, new sand for the volleyball courts, and replacing corroded door panels in pool deck bathrooms. As we do this work, we will try to minimize impact to our members.

LIFEGUARD APPLICATIONS ACCEPTED NOW! Believe it or not, the summer season is almost here. Our 2022 opening week is targeted for mid-April. All new and returning guards must fill out an application which can be downloaded from the homepage at www.ranchosantateresa.org. Applicants must be 15 years or older, have Lifeguard, CPR/AED and Basic First Aid Certification* before the season begins. They must be able to work part-time from April-September. Contact RSTSRCooffice@gmail.com with any questions. Applications can be dropped off in the office, or the Club mailbox on Sorrento, and are due by Monday, February 28th. We will contact applicants with interview details in early March. *A Lifeguard Certification/Re-certification Class will be offered at Rancho in late March. More details will be provided to lifeguards once they are hired.

SEA OTTERS 2022 SEASON - The Sea Otters Board is already working on the 2022 Season. Save the dates ~ March 11-22 ~ for Sea Otters 2022 Season registration. More details will be shared in the March Rancho newsletter, on Sea Otters website, www.stseaotters.com, and on Sea Otters Facebook page. Also, see page 2 for the 2022 League Schedule, with more dates to be added as 2022 Season planning continues. We can't wait to see our Sea Otters on the pool deck this Spring!

Let the countdown to summer begin!

Arian

**MAIN POOL &
BACK POOL:**
Closed for the Season

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

NEXT BOARD MEETING:
Monday, February 28 • 6 pm
Main Hall

**HALL RENTAL & POOL PARTY
REQUESTS**
Go to the Parties-Rentals tab
on the revised website at
ranchosantateresa.org

www.ranchosantateresa.org • www.facebook.com/RanchoST

286 Sorrento Way, San Jose, CA 95119 • (408) 227-5758 • RSTSRCooffice@gmail.com

RANCHO SANTA TERESA NEWS

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. Attendees must wear a mask.

Monthly Events

POKER NIGHT

Upcoming Date: 2/18

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). Attendees must wear a mask.



MARK YOUR CALENDARS!

2022 Cabana League Schedule

May 21: Time Trials

May 28: Almaden @ ST

June 4: ST @ Creekside

June 11: Shadow Brook @ ST

June 18: ST @ Pinehurst

June 25: ST @ Crossgates

July 2: BYE

July 9: CHAMPS hosted by ST (Location TBD)

REGISTRATION - MARCH 11 - 22

A complete 2022 Sea Otters schedule will be shared in March.



RANCHO SANTA TERESA NEWS

Available Lessons

FITNESS CLASSES WITH SANDY

AQUA FITNESS - FEBRUARY SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON, WED & FRI - 9 CLASSES - Feb 2 - 28 - No classes Feb 11, 14, 16 - \$95

CARDIO, STRENGTH & STRETCH - FEBRUARY 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 - 6 CLASSES - Feb 1 - 24 - No classes Feb 3, 15 - \$65

BOTH CLASSES - FEBRUARY SESSION

5 CLASSES PER WEEK - 15 TOTAL - \$130

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 FIRST QUARTER DUES ARE NOW PAST DUE

First Quarter 2022 dues were due January 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.

**Sell Your
Rancho Santa
Teresa Home
Without Listing
It For Sale**

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408.761.3271

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RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January - December, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 358,672.85	\$ 358,402.00	\$ 270.85	100.08%
Total 4100 Member Lesson Income (Note 4)	\$ 55,777.00	\$ 19,113.00	\$ 36,664.00	291.83%
Total 4200 Nonmember Lesson Income (Note 4)	\$ 90,759.00	\$ 46,347.00	\$ 44,412.00	195.82%
Total 4300 Member Rental Income	\$ 18,465.00	\$ 4,890.00	\$ 13,575.00	377.61%
Total 4400 Nonmember Rental Income	\$ 240.00	\$ -	\$ 240.00	
Total 4500 Interest on Operating Funds	\$ 36.84	\$ 597.00	\$ (560.16)	6.17%
Total 4600 Social Event Income	\$ 1,107.67	\$ 500.00	\$ 607.67	221.53%
Total 4700 Services Fees & Late Fees Income	\$ 3,665.67	\$ -	\$ 3,665.67	
Total 4800 Other Ordinary Income	\$ 4,934.23	\$ 1,600.00	\$ 3,334.23	308.39%
Total Income	\$ 533,658.26	\$ 431,449.00	\$ 102,209.26	123.69%
Expenses				
Total 5000 Gross Payroll	\$ 158,031.46	\$ 137,246.00	\$ 20,785.46	115.14%
Total 5100 Payroll Related Expenses	\$ 15,905.88	\$ 27,449.00	\$ (11,543.12)	57.95%
Total 5200 Member Lesson Expenses	\$ 107.68	\$ -	\$ 107.68	
Total 5600 Social Event Expenses	\$ 1,522.65	\$ 5,019.00	\$ (3,496.35)	30.34%
Total 5800 Other Member Services	\$ 1,033.95	\$ 1,000.00	\$ 33.95	103.40%
Total 6000 Professional Services	\$ 12,342.58	\$ 12,180.00	\$ 162.58	101.33%
Total 6100 Other Outside Services	\$ 32,842.45	\$ 38,983.00	\$ (6,140.55)	84.25%
Total 6200 Insurance	\$ 40,969.08	\$ 36,003.96	\$ 4,965.12	113.79%
Total 6300 Bank Fees	\$ 324.15	\$ 216.00	\$ 108.15	150.07%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 1,970.72	\$ -	\$ 1,970.72	
Total 6500 General Office Expenses	\$ 9,181.14	\$ 9,999.55	\$ (818.41)	91.82%
Total 6800 Taxes and Licenses	\$ 3,491.98	\$ 10,000.13	\$ (6,508.15)	34.92%
Total 7000 Building and Hall Maintenance	\$ 22,162.51	\$ 11,917.76	\$ 10,244.75	185.96%
Total 7100 Pool Maintenance	\$ 19,955.83	\$ 22,968.25	\$ (3,012.42)	86.88%
Total 7200 Utilities	\$ 85,185.10	\$ 82,467.13	\$ 2,717.97	103.30%
Total 7300 Reserve Funding (Funding Adj per our OL, \$36K>\$50k)	\$ 50,000.00	\$ 36,000.00	\$ 14,000.00	138.89%
Total Expenses	\$ 455,027.16	\$ 431,449.78	\$ 23,577.38	105.46%
Net Operating Income	\$ 78,631.10	\$ (0.78)	\$ 78,631.88	

Notes:

1) AM Actuals & Budget spread Monthly. Upd Budg \$48k (80) vs (ACT 33.6K+.6k) (56+1 in 2021+24 in 2020 for a total of 81).

2) 2021 Res.Fund OL FC increased (\$36K>\$50K).

3) 19 Associate Members prepaid during 4Q (\$12540)

4) Stingrays M/NM revenue allocation Review for 2021 (51/49)%

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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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

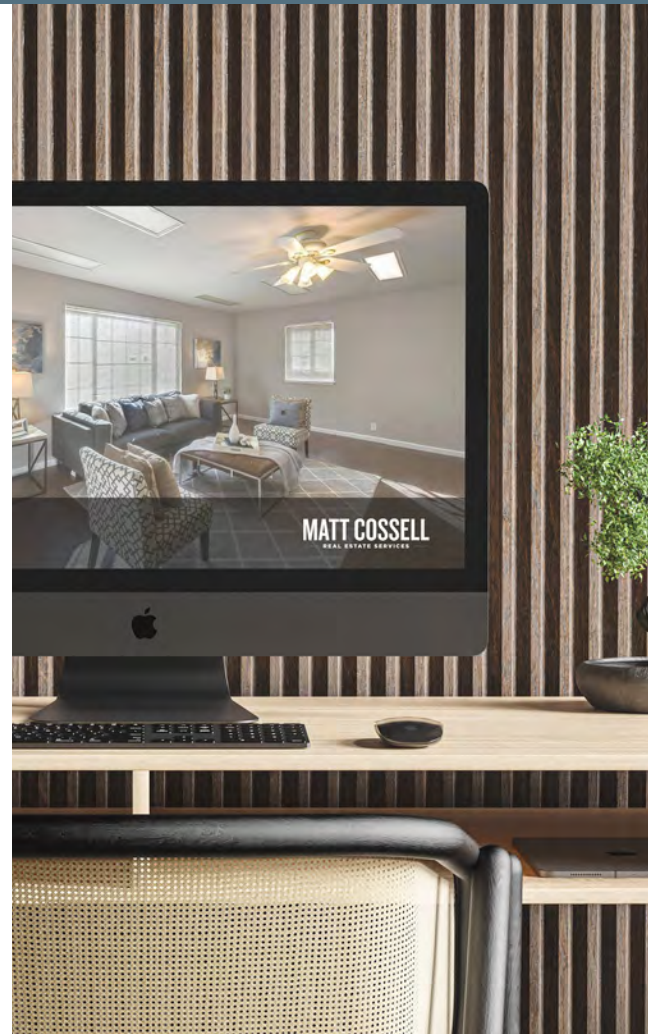
TOP 1% REALTOR

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.



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.

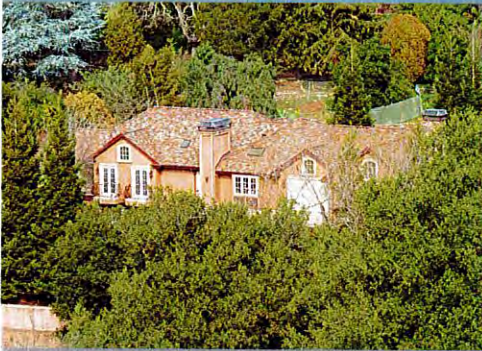


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Local Market Trends



Santa Clara County

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January 2022



The Real Estate Report

Home Sales Prices Set New Highs to End the Year

The median sales price for single-family, re-sale homes rose 4.2% from November to set a new high for the sixth time in 2021. It was up 27.7% compared to last year. That's the twenty-sixth 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 also set a new high for the sixth time. It rose 2.1% from November. It was up 26.2% year-over-year.

The sales price to list price ratio went from 110.4% to 111.7%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were down for the fourth month in a row, year-over-year, in December. Sales fell 19.8%. There were 690 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Pending sales were up 18.8% year-over-year.

Inventory of single-family, re-sale homes was down 52% compared to last year. That is the

twenty-eighth month in a row inventory has been lower than the year before. As of January 5th, there were 205 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 10 days to 9 days. The average since 2003 is 89.

It took only 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 up 13.6% compared to last December. The average sales price set a new high. It gained 17.1% year-over-year.

Condo sales were down 8.3% year-over-year. There were 321 condos sold in December.

The sales price to list price ratio stayed at 104%.

Condo inventory fell 72.2% compared to last December.

As of January 5th, there were 105 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell three days to ten.

It took an average of twenty-four days to sell a condo last month.

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

VISIT

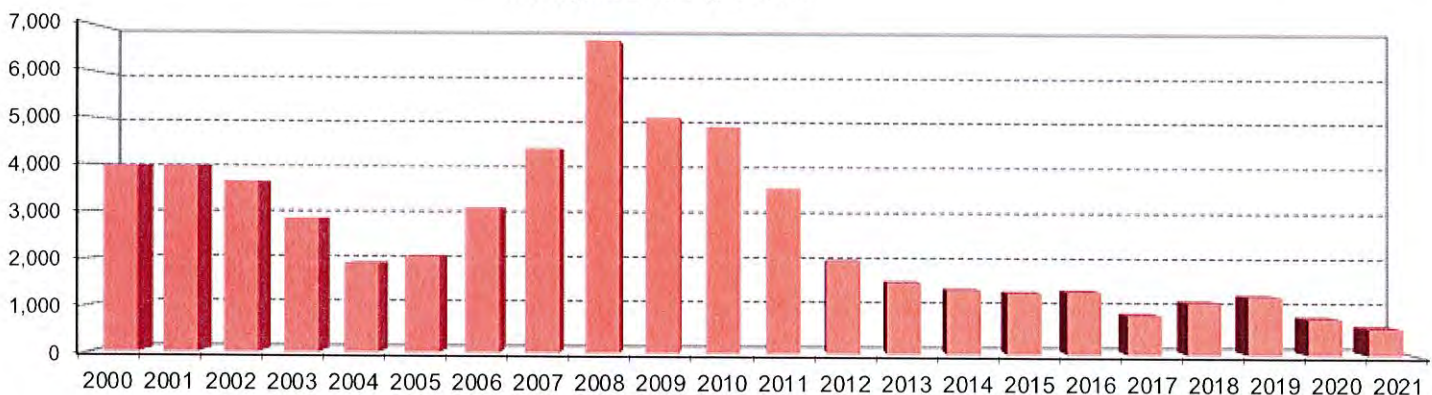
<https://lauriehansen.rereport.com>

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

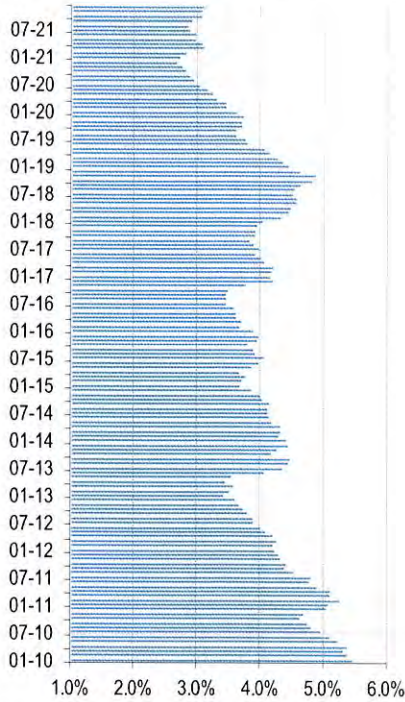
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Santa Clara County

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/>.

Twenty Twenty One Done

December 30, 2021 -- As they were in 2021, conditions for housing markets should remain solid for 2022. Somewhat higher mortgage rates and still rising prices will continue to crimp affordability, and a lack of supply of existing homes at affordable price will likely remain a hindrance to higher levels of sales. Conditions are somewhat different in the new construction market, though; there are plenty of homes being built and plenty for sale at the moment, but their cost and location can present different challenges to buyers. Still, with labor and materials shortages said to be starting to ease a bit and input prices likely to rise less quickly, it may be that the new construction market is poised to rev up again, much as it did to start 2021.

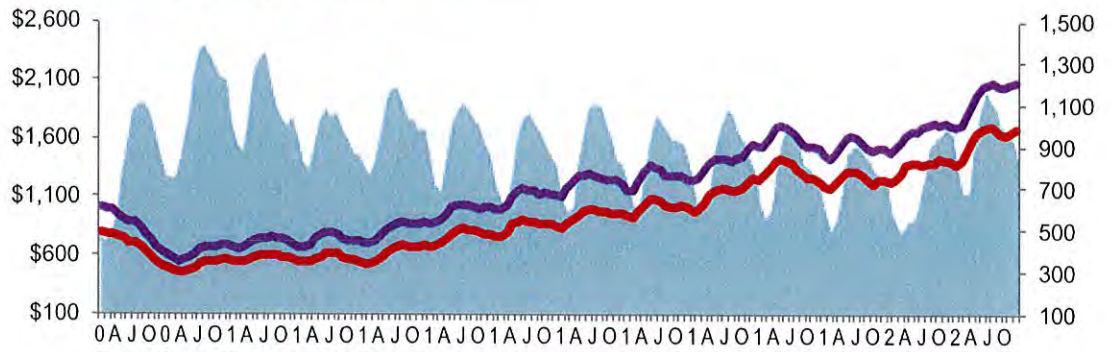
The National Association of Realtors noted that their Pending Home Sales Index eased by 2.7% in November, but this left the indicator of contracts signed during the month at its third highest level of 2021. Should all these documented intents to buy actually make it to closing, existing home sales for December and into January should still be running pretty warm at over a six million annualized rate, just a bit softer than the recent pace.

While mortgage rates remained low in 2021, they did manage to rise from all-time record levels to start the year to what otherwise would have been merely fantastic, almost unheard-of levels. Interestingly, the average conforming 30-year fixed rate for all of 2020 was 3.11%... the very same average at which we are closing 2021. In fact, for this year, the annual average was 2.96% -- so despite mortgage rates rising by about a half-percentage point since '21 began, they were still lower in the aggregate this year compared to last.

That's probably not going to be the case for '22. In fact, we're closing this year very close to 2021 highs (3.18%), and 2021's half-point climb in rates is likely to be seen again this year, give or take a little. It may again be that we'll start next year with what turns out to be the lowest average rate for the year, much as we did in 2021, and go from there.

For next week, we think that there will be a small lift in mortgage rates. An increase of a basis point or two in the average offered rate for a conforming 30-year fixed-rate mortgage seems likely, something we'll find out when Freddie Mac's next release comes on Thursday morning.

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



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Santa Clara County - December 2021												
Single-Family Homes							% Change from Year Before					
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average						Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,750,000	\$ 2,139,610	690	880	205	9	111.7%	27.7%	26.2%	-19.8%	18.8%	-52.0%
Campbell	\$ 1,900,000	\$ 2,025,030	17	13	1	2	119.4%	24.6%	29.0%	-26.1%	-38.1%	-91.7%
Cupertino	\$ 3,176,000	\$ 3,226,470	19	23	8	13	118.3%	34.6%	32.9%	35.7%	27.8%	-27.3%
Gilroy	\$ 1,075,000	\$ 1,184,410	41	51	13	10	104.7%	13.8%	11.6%	-8.9%	-13.6%	-45.8%
Los Altos	\$ 4,337,500	\$ 4,552,010	16	22	4	8	108.3%	29.1%	30.4%	-44.8%	57.1%	-73.3%
Los Altos Hills	\$ 5,050,000	\$ 5,222,500	10	6	8	24	108.7%	18.1%	18.6%	25.0%	50.0%	-60.0%
Los Gatos	\$ 2,700,000	\$ 3,222,530	32	52	17	16	104.3%	41.7%	45.6%	-8.6%	4.0%	-68.5%
Milpitas	\$ 1,425,000	\$ 1,583,790	14	14	5	11	109.8%	12.4%	21.1%	-33.3%	-33.3%	-50.0%
Monte Sereno	\$ 5,100,000	\$ 5,447,160	5	6	2	12	103.7%	47.3%	61.9%	-16.7%	200.0%	-60.0%
Morgan Hill	\$ 1,475,000	\$ 1,615,600	43	44	13	9	105.6%	34.4%	34.5%	-14.0%	22.2%	-55.2%
Mountain View	\$ 2,657,000	\$ 2,831,780	18	28	8	13	115.6%	15.8%	21.0%	-50.0%	0.0%	-52.9%
Palo Alto	\$ 3,912,500	\$ 4,282,670	30	52	19	19	107.9%	44.9%	18.1%	3.4%	116.7%	-36.7%
San Jose	\$ 1,480,000	\$ 1,622,930	345	431	88	8	112.3%	20.6%	23.3%	-22.6%	13.1%	-46.7%
Santa Clara	\$ 1,800,000	\$ 1,904,270	36	45	5	4	116.9%	29.5%	34.5%	-18.2%	40.6%	-64.3%
Saratoga	\$ 3,560,000	\$ 4,009,530	17	27	11	19	109.1%	11.1%	12.6%	-32.0%	35.0%	-31.3%
Sunnyvale	\$ 2,490,000	\$ 2,375,790	43	67	8	6	119.6%	42.9%	33.7%	-20.4%	86.1%	-20.0%

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Market Statistics

Trends at a Glance

(Single-family Homes)

	Dec 21	Month %	Nov 21	Year %	Dec 20
Median Price:	\$1,750,000	4.2%	\$1,680,000	27.7%	\$1,370,000
Average Price:	\$2,139,610	2.1%	\$2,095,370	26.2%	\$1,695,940
Home Sales:	690	-19.5%	857	-19.8%	860
Pending Sales:	880	-24.7%	1,169	18.8%	741
Active Listings:	205	-33.7%	309	-52.0%	427
Sale/List Price Ratio:	111.7%	1.1%	110.4%	7.7%	103.7%
Days on Market	18	16.3%	16	-11.2%	20
Days of Inventory:	9	-14.8%	10	-40.2%	15

(Condominiums)

	Dec 21	Month %	Nov 21	Year %	Dec 20
Median Price:	\$938,000	1.8%	\$921,800	13.6%	\$826,000
Average Price:	\$1,048,220	5.4%	\$994,054	17.1%	\$894,838
Home Sales:	321	-26.0%	434	-8.3%	350
Pending Sales:	406	-15.6%	481	21.2%	335
Active Listings:	105	-48.0%	202	-72.2%	378
Sale/List Price Ratio:	104.0%	0.0%	104.0%	3.5%	100.5%
Days on Market	24	6.7%	22	-20.3%	30
Days of Inventory:	10	-27.3%	13	-69.7%	32

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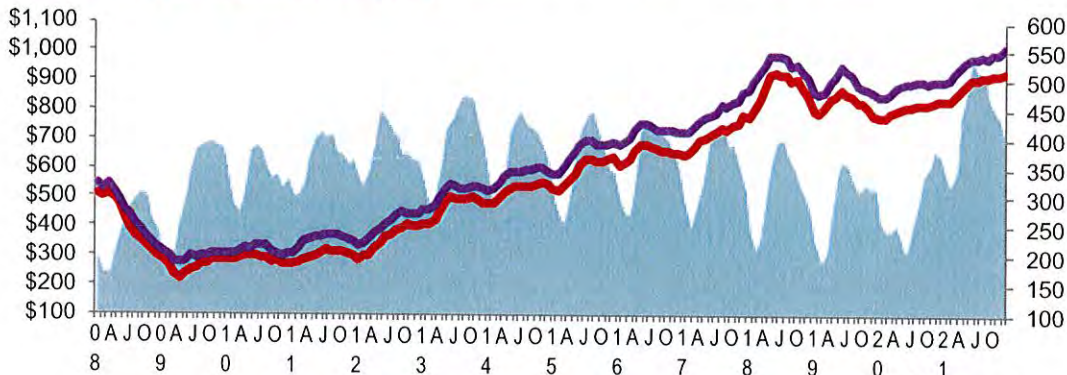
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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 - December 2021

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend*	Inven*
SCC	\$ 938,000	\$ 1,048,220	321	406	105	10	104.0%	13.6%	17.1%	-8.3%	21.2%	-72.2%
Campbell	\$ 920,000	\$ 874,584	12	9	1	3	102.2%	-6.2%	-13.9%	9.1%	-25.0%	-85.7%
Cupertino	\$ 1,340,000	\$ 1,409,350	11	14	2	5	106.1%	13.6%	9.7%	57.1%	75.0%	-80.0%
Citroy	\$ 425,000	\$ 425,000	1	5	3	90	100.7%	-27.0%	-27.0%	-50.0%	66.7%	-25.0%
Los Altos	\$ 1,875,000	\$ 1,876,600	5	2	4	24	103.9%	28.0%	28.1%	400.0%	-33.3%	-73.3%
Los Gatos	\$ 1,603,000	\$ 1,612,800	10	11	6	18	98.4%	33.6%	38.8%	42.9%	10.0%	-40.0%
Milpitas	\$ 1,006,890	\$ 1,004,890	19	18	2	3	105.1%	6.5%	10.1%	0.0%	-14.3%	-80.0%
Morgan Hill	\$ 775,000	\$ 780,250	4	11	2	15	100.0%	7.5%	9.8%	-71.4%	0.0%	-50.0%
Mountain View	\$ 1,039,500	\$ 1,140,970	30	30	6	6	104.9%	-13.3%	0.0%	36.4%	42.9%	-82.4%
Palo Alto	\$ 1,505,000	\$ 1,515,550	11	13	10	27	99.1%	7.5%	-29.7%	22.2%	225.0%	-33.3%
San Jose	\$ 810,000	\$ 860,319	145	215	54	11	104.5%	10.2%	14.0%	-31.3%	18.8%	-71.3%
Santa Clara	\$ 910,000	\$ 1,015,670	27	35	6	7	104.8%	-8.8%	5.1%	17.4%	40.0%	-86.0%
Saratoga	\$ 1,130,000	\$ 1,130,000	2	4	0	0	99.2%	-12.8%	-17.3%	-33.3%	33.3%	-71.4%
Sunnyvale	\$ 1,387,050	\$ 1,295,470	44	37	9	6	104.4%	10.1%	9.1%	109.5%	19.4%	-72.7%

THE REAL ESTATE REPORT

Santa Clara County



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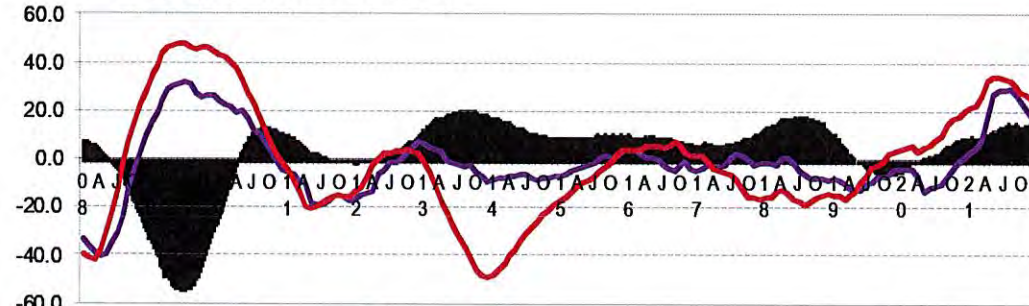
Quick Summary of Comparable Properties

Residential Summary

Res. Single Fam

ACTIVE											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
289 Esteban Way	San Jose	5	3 0	1	2,181	\$686.84	6,332 (sf)	\$1,498,000	52		
ACTIVE											
# Listings:	1	AVG VALUES:			1	2,181	\$686.84	6,332 (sf)	\$1,498,000	52	
SOLD											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	CC
270 Los Palmos Way	San Jose	6	4 0	6	3,323	\$571.77	5,656 (sf)	\$1,588,000	51	\$1,900,000	11/19
6509 Kaneko Drive	San Jose	5	3 0	8	2,563	\$721.81	7,492 (sf)	\$1,575,000	49	\$1,850,000	12/03
399 Beckham Drive	San Jose	4	2 1	7	2,256	\$780.14	6,030 (sf)	\$1,499,000	46	\$1,760,000	11/03
6595 San Ignacio Avenue	San Jose	4	2 1	7	2,256	\$758.87	6,380 (sf)	\$1,450,000	47	\$1,712,000	01/10
6587 Korhummel Way	San Jose	3	3 1	7	2,819	\$605.53	6,000 (sf)	\$1,500,000	16	\$1,707,000	11/12
211 Castillon Way	San Jose	4	3 0	8	2,324	\$715.15	7,050 (sf)	\$1,488,000	49	\$1,662,000	01/14
433 Beckham Drive	San Jose	4	2 0	7	1,868	\$853.85	5,304 (sf)	\$1,390,000	46	\$1,595,000	12/03
323 El Molino Way	San Jose	4	2 1	2	2,124	\$741.53	6,314 (sf)	\$1,399,800	49	\$1,575,000	12/13
6125 Escondido Court	San Jose	5	2 1	1	2,337	\$671.80	6,236 (sf)	\$1,388,000	55	\$1,570,000	12/10
6241 Purple Knoll Court	San Jose	4	3 0	3	2,124	\$686.44	8,327 (sf)	\$1,398,000	49	\$1,458,000	10/22
277 Esteban Way	San Jose	4	2 0	26	1,716	\$839.16	6,225 (sf)	\$1,395,000	51	\$1,440,000	12/22
6386 Camino Verde Drive	San Jose	3	2 1	6	1,508	\$828.91	6,893 (sf)	\$1,185,000	51	\$1,250,000	10/21
SOLD											
# Listings:	12	AVG VALUES:			7	2,268	\$731.25	6,492 (sf)	\$1,437,983	47	\$1,623,250

Santa Clara County Homes: Momentum

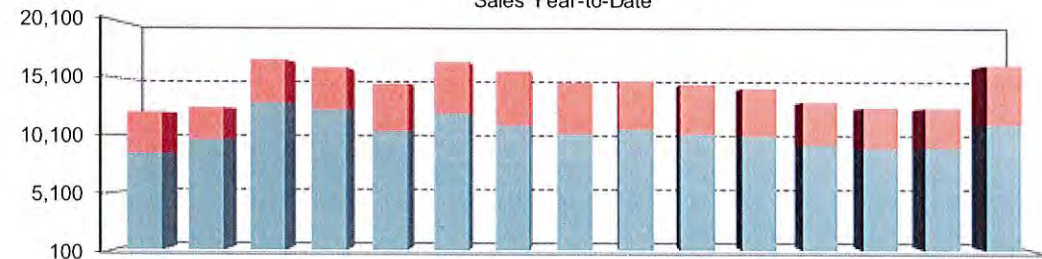


Median Price Sales Pending

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Santa Clara County

Sales Year-to-Date



	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Condos	3,570	2,760	3,767	3,691	4,149	4,517	4,754	4,491	4,272	4,309	4,142	3,713	3,551	3,472	5,206
Homes	8,520	9,731	12,930	12,313	10,454	11,990	10,981	10,248	10,633	10,235	10,068	9,287	8,957	9,006	11,056

When Is the Right Time To Sell?

If you're trying to decide when to list your house, the time is now. There are plenty of buyers eagerly waiting for your home to hit the market. Here's what the latest data shows.



Buyer Activity



+12.5%
year-over-year

Home showings continue to rise, an indicator of just how active buyers are in the market.

Limited Inventory



-26.8%
year-over-year

There are more buyers than homes for sale, meaning your house will be in high demand.

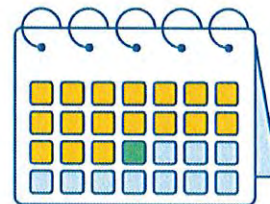
Multiple Offers



3.8 offers received,
on average

Buyers are competing for your house, so they'll put their best offer forward.

Homes Are Selling Quickly



18 median days
on the market

With the activity among today's buyers, your house won't be on the market very long.

Today's housing market favors sellers. If you're ready to move, let's meet to discuss the benefits you can expect when you sell this season.



Your Checklist To Get Ready To Sell



MAKE IT *Inviting*



- Open blinds or curtains to let the light in



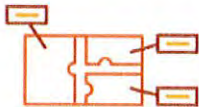
- Check lightbulbs and replace as needed



- Touch up any scuffs on the walls



- Fix anything that's broken



- Give every room a clear purpose

SHOW IT'S *Cared For*



- Clean your vents and baseboards



- Vacuum, mop, or sweep floors



- Declutter throughout



- Organize countertops, cabinets, and closets



- Take down personal photos or items

BOOST *Curb Appeal*



- Power wash outdoor surfaces



- Wash the windows (inside and out)



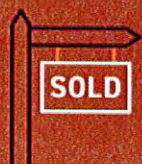
- Tidy up the landscaping



- Freshen up your entry



- Sweep patios, decks, and walkways



When it comes to listing your house, you want it to look its best inside and out. Let's connect to make sure it shows well and catches a buyer's eye.