

FEBRUARY 2023

RANCHO SANTA TERESA NEWS

President's Message

Hello Everyone!

We are starting to get the pool ready for opening day in April. If you are around the facility, you've probably noticed work going on - tree trimming, securing the tennis court netting, and many small electrical and aesthetics projects. We planned to replace the sand in the volleyball courts but all the rain means we've had to push that out to late summer.

SOLAR PROJECT: If you can believe it, we JUST got the permit approval from the City. This means the Planning Department will get it and hope the work can begin soon. We'll keep you posted.

LIFEGUARD APPLICATIONS NOW BEING ACCEPTED! Believe it or not, the summer season is almost here. Our 2023 opening week is targeted for early April. All new and returning guards must fill out an application. The link to the Google Form application can be found here or on the Rancho 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 rstsrcmanager@gmail.com with any questions. Applications can be dropped off in the office, or the Club mailbox on Sorrento, and are due by Tuesday, 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 2023 SEASON - The Sea Otters Board is hard at work getting ready for the 2023 Season. Registration will be in early March. 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 2023 League Schedule, with more dates to be added as planning continues. We can't wait to see our Sea Otters on the pool deck this Spring!

SUPER BOWL PARTY: Come join us for a party in the hall on Super Bowl Sunday, February 12, at 2 pm! We will watch the KC Chiefs and Philadelphia Eagles play in Super Bowl LVII This will be a potluck, so please bring your favorite dish or appetizer to share!

Let the countdown to summer begin! - *Stacy*

**MAIN POOL & ADULT 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 RSTSRCoffice@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, February 27 • 6 pm
Hall Lounge

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

PLEASE NOTE:
Game Night will now be held on the last Monday of the month (same time at 7pm).

RANCHO SANTA TERESA NEWS



INTRODUCTION & 2023 REGISTRATION

First, let me start by introducing myself. My name is Edie Fischer and in January I transitioned as the President for the team. My husband Scott also serves on the Board as the Equipment Manager. We have two daughters and our 11-year old, Alaina, will start her sixth season this year. We have lived in the neighborhood since 2006 and are thrilled to be able to continue to volunteer for a community that we love.

I'd also like to take this opportunity to thank Stacy Valenta for her tireless effort over the past five years as President. With her leadership, we have an inclusive environment in which our swimmers and community have been able to learn, grow and thrive. Her direction has also allowed our coaches to focus on our swimmers, unlocking their potential and allowing them to learn in ways that keep them growing long after the season has ended. Stacy's love and commitment to this swim community was so eloquently demonstrated while navigating the many twists and turns that Covid brought us, as well as planning, un-planning and replanning Champs three years in a row. THANK YOU, Stacy!!!

Registration for the 2023 season will open in early March. Please check our website for details as they become available at www.stseaotters.com. You can also follow up on Facebook and Instagram or contact me at chair.stseaotters@gmail.com.

-Edie



NEW YEAR. NEW YOU.
Start your 2023 Fitness goals with a splash!

See more information on page 3.

SAVE THE DATES!
LEAGUE SCHEDULE 2023
 Sea Otters-Specific Dates To Come

- May 27: Crossgates @ ST
- June 3: ST @ Almaden
- June 10: Creekside @ ST
- June 17: ST @ Shadow Brook
- June 24: Pinehurst @ ST
- July 1: Bye Week
- July 8: Champs



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

RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

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

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.



www.ballaredancecentre.com



Monthly Events

GAME NIGHT

For Ages 18 & Up - Upcoming Date: 2/27

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

POKER NIGHT

Upcoming Date: 2/17

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

Available Lessons

AQUA FITNESS WITH AMY & DARLENE

FEBRUARY SESSION - Aqua Cardio & Toning Interval Workout For All Ages

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

Monday, Wednesday & Friday - 8:30 - 9:30 AM - February 1 - 27 - 12 classes - \$120 Members

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

TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy - norcaltennisacademy.com -

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.

2023 FIRST QUARTER DUES ARE NOW PAST DUE

First Quarter 2023 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 \$120/quarterly or \$480/annually.** A \$10 late fee is assessed after the 15th day of the Quarter.

Payment options:

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

KEEP YOUR ACCOUNT INFORMATION CURRENT

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

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



MATT COSSELL
— REAL ESTATE SERVICES —

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KELLERWILLIAMS.

RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 399,481.93	\$ 399,340.00	\$ 141.93	100.04%
Total 4100 Member Lesson Income	\$ 64,138.00	\$ 43,868.50	\$ 20,269.50	146.21%
Total 4200 Nonmember Lesson Income	\$ 63,140.00	\$ 70,772.10	\$ (7,632.10)	89.22%
Total 4300 Member Rental Income	\$ 24,377.00	\$ 14,955.00	\$ 9,422.00	163.00%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 3,299.11	\$ 38.01	\$ 3,261.10	8679.58%
Total 4600 Social Event Income	\$ 1,356.22	\$ 1,150.00	\$ 206.22	117.93%
Total 4700 Services Fees & Late Fees Income	\$ 2,370.00	\$ 4,000.00	\$ (1,630.00)	59.25%
Total 4800 Other Ordinary Income	\$ 7,867.46	\$ 3,555.00	\$ 4,312.46	221.31%
Total Income	\$ 566,029.72	\$ 537,918.61	\$ 28,111.11	105.23%
Expenses				
Total 5000 Gross Payroll	\$ 156,734.66	\$ 163,319.60	\$ (6,584.94)	95.97%
Total 5100 Payroll Related Expenses	\$ 20,444.67	\$ 24,266.29	\$ (3,821.62)	84.25%
Total 5200 Member Lesson Expenses	\$ 276.40	\$ 157.60	\$ 118.80	175.38%
Total 5600 Social Event Expenses	\$ 2,280.09	\$ 1,999.77	\$ 280.32	114.02%
Total 5800 Other Member Services	\$ 1,765.74	\$ 2,000.00	\$ (234.26)	88.29%
Total 6000 Professional Services	\$ 11,500.60	\$ 12,301.93	\$ (801.33)	93.49%
Total 6100 Other Outside Services	\$ 31,304.25	\$ 36,663.94	\$ (5,359.69)	85.38%
Total 6200 Insurance	\$ 40,384.44	\$ 45,063.00	\$ (4,678.56)	89.62%
Total 6300 Bank Fees	\$ 1,695.50	\$ 170.00	\$ 1,525.50	997.35%
Total 6400 Merch Serv Bnkcrd Fees/QB Transfer fees	\$ 4,327.25	\$ 1,826.39	\$ 2,500.86	236.93%
Total 6500 General Office Expenses	\$ 9,699.38	\$ 8,715.01	\$ 984.37	111.30%
Total 6800 Taxes and Licenses	\$ 7,292.20	\$ 5,139.00	\$ 2,153.20	141.90%
Total 7000 Building and Hall Maintenance	\$ 23,581.49	\$ 28,436.00	\$ (4,854.51)	82.93%
Total 7100 Pool Maintenance	\$ 30,678.92	\$ 25,874.00	\$ 4,804.92	118.57%
Total 7200 Utilities	\$ 97,988.05	\$ 91,985.88	\$ 6,002.17	106.53%
Total 7300 Reserve Funding	\$ 90,000.00	\$ 90,000.00	\$ -	100.00%
Total Expenses	\$ 529,953.64	\$ 537,918.41	\$ (7,964.77)	98.52%
Net Operating Income	\$ 36,076.08	\$ 0.20	\$ 36,075.88	\$ 0.07

Have Interest Rates Affected the Value of Your Rancho Santa Teresa Home? Find Out Now!

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





Matt Cossell

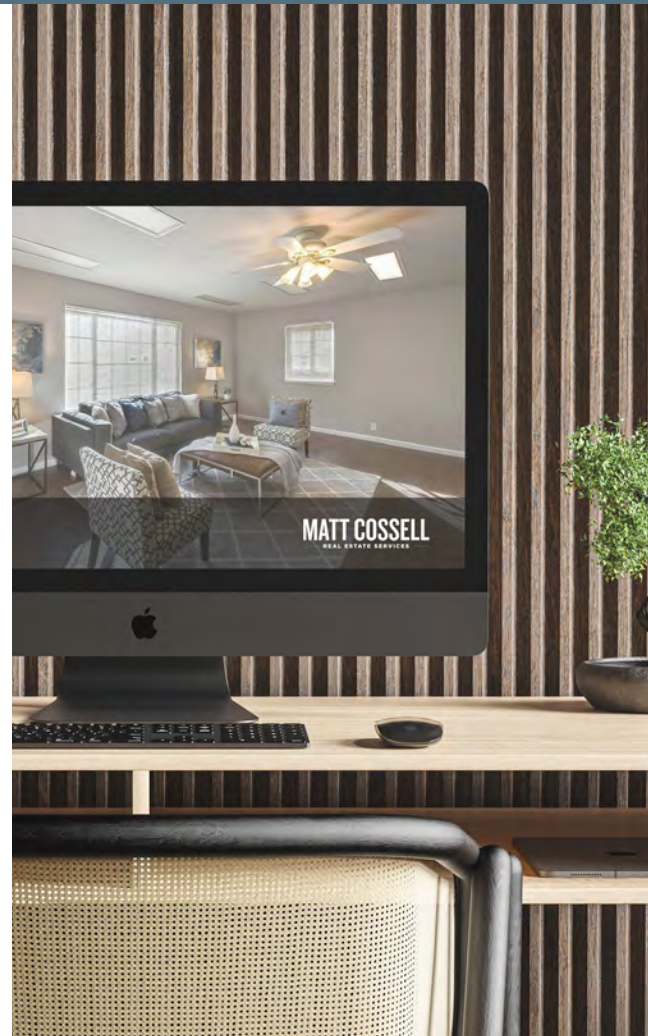
TOP 1% REALTOR

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.





Laurie & Michelle

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The Real Estate Report

Market Continues to Weaken

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 7.7% from November. It was down 16.3% compared to last year.

The average sales price for single-family, re-sale homes was down 8.7%, month-over-month. It was down 17.4% year-over-year.

Sales of single-family, re-sale homes were down for the sixteenth month in a row, year-over-year, in December. Sales fell 40.7%. There were 409 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio fell from 99.6% to 98.7%.

Pending sales were down 3.1% 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 tenth month in a row. It gained 140% compared to last year. As of January 5th, there were 492 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 43 days to 36 days. The average since 2003 is 89.

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

The median sales price for condos was down 9.4% compared to last December. The average sales price fell 11.5% year-over-year.

Condo sales were down 46.7% year-over-year. There were 171 condos sold in December.

The sales price to list price ratio rose from 98.8% to 99.2%.

Condo inventory was up 114.3% compared to last November.

As of January 5th, there were 225 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from forty-one to thirty-nine.

It took an average of thirty-three days to sell a condo last month.

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

*Happy
2023!*

VISIT

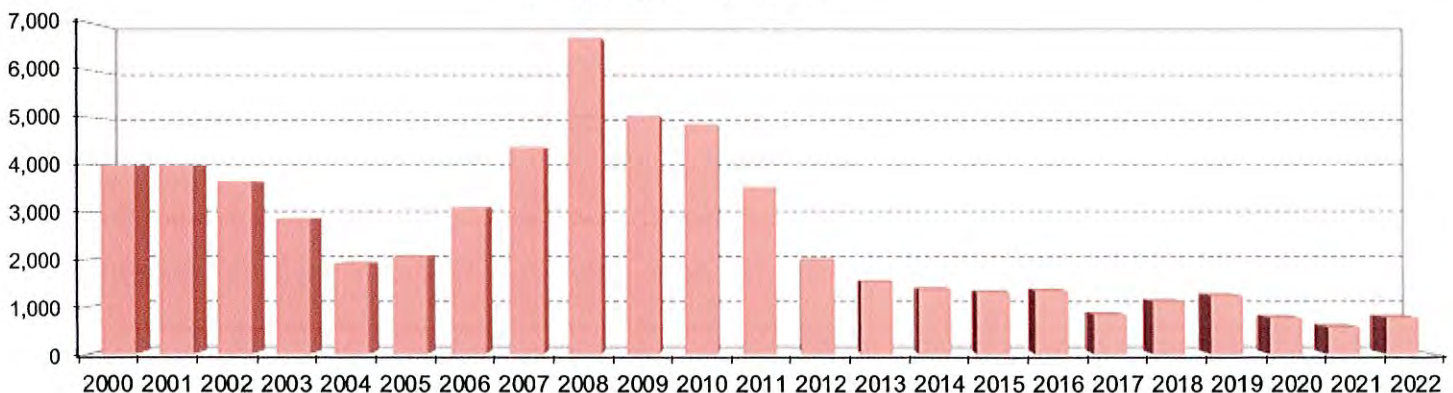
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Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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Santa Clara County

Average Active Listings SFR YTD





Laurie & Michelle

The Hansen Home Team

Market Analysis Summary | Residential

Listings as of 1/13/2023 at 11:25 am, Page 1 of 1

#	ID #	Status	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE	SP%LP
Listings: SOLD															
1	ML81909521	S	325 Manila Drive	San Jose	4	3 0	44	2,092	\$776.77	10,122 (sf)	\$1,649,000	52	\$1,625,000	11/18/22	99%
2	ML81906491	S	249 Burning Tree Drive	San Jose	5	3 0	13	2,695	\$602.97	6,000 (sf)	\$1,688,800	52	\$1,625,000	10/20/22	96%
3	ML81905985	S	6579 Prague Court	San Jose	4	2 1	3	2,256	\$687.06	6,145 (sf)	\$1,450,000	48	\$1,550,000	10/19/22	107%
4	ML81911204	S	299 Viscaino Way	San Jose	4	2 1	4	2,124	\$715.63	6,172 (sf)	\$1,495,950	50	\$1,520,000	11/18/22	102%
5	ML81909581	S	6565 Catamaran Street	San Jose	5	3 0	1	2,563	\$593.06	6,112 (sf)	\$1,460,000	50	\$1,520,000	11/18/22	104%
6	ML81903745	S	6532 Hercus Court	San Jose	4	2 1	11	2,256	\$664.89	7,752 (sf)	\$1,399,000	48	\$1,500,000	10/26/22	107%
7	ML81910151	S	281 Dondero Way	San Jose	5	2 1	0	2,181	\$658.87	6,370 (sf)	\$1,449,000	52	\$1,437,000	11/21/22	99%
8	ML81911008	S	6607 San Anselmo Way	San Jose	3	3 0	54	1,945	\$712.08	5,794 (sf)	\$1,425,000	50	\$1,385,000	01/10/23	97%
9	ML81905407	S	6679 Cielito Way	San Jose	4	2 0	34	1,843	\$742.27	6,075 (sf)	\$1,458,000	50	\$1,368,000	10/27/22	94%
10	ML81908171	S	6525 Kona Court	San Jose	4	2 0	12	1,408	\$965.91	10,646 (sf)	\$1,395,000	52	\$1,360,000	11/03/22	97%
11	ML81903584	S	322 El Molino Way	San Jose	4	2 1	14	2,124	\$567.33	6,310 (sf)	\$1,299,000	50	\$1,205,000	10/03/22	93%
12	ML81904142	S	6984 Bolado Drive	San Jose	3	2 0	27	1,343	\$856.29	6,119 (sf)	\$1,088,000	52	\$1,150,000	10/07/22	106%
13	ML81908624	S	313 Burning Tree Drive	San Jose	4	2 0	59	1,750	\$631.43	6,090 (sf)	\$1,163,000	52	\$1,105,000	12/19/22	95%
14	ML81912494	S	377 Manila Drive	San Jose	4	2 0	17	1,400	\$785.71	7,910 (sf)	\$1,100,000	53	\$1,100,000	12/19/22	100%
15	ML81913547	S	188 New River Drive	San Jose	4	2 0	16	1,392	\$678.88	6,517 (sf)	\$925,000	51	\$945,000	12/21/22	102%

Med	14	2,092	\$687.06	6,172 (sf)	\$1,425,000	51	\$1,385,000	99%	
Min	0	1,343	\$567.33	10,122 (sf)	\$925,000	48	\$945,000	10/03/22	93%
Max	59	2,695	\$965.91	7,910 (sf)	\$1,688,800	53	\$1,625,000	01/10/23	107%
Avg	21	1,958	\$709.28	6,942 (sf)	\$1,362,983	51	\$1,359,667	100%	

15	Total Listings	Average for all:	21	1,958	\$709.28	6,942 (sf)	\$1,362,983	51	\$1,359,667	100%
		Median for all:	14	2,092	\$687.06	6,172 (sf)	\$1,425,000	51	\$1,385,000	99%

Quick Statistics	List Price	Min	Max	Avg	Med
		\$925,000	\$1,688,800	1,362,983.33	\$1,425,000
	Sale Price	\$945,000	\$1,625,000	1,359,666.67	\$1,385,000
	Sale / List	93%	107%	100%	99%

(Continued from page 2)

the stock of available new homes for sale to 461,000 units (annualized), the first meaningful decline after a near-unbroken string of increases that started back in October 2020.

Even so, the current supply figure is about as high as it was back in April 2008, and represents an 8.6-month supply at the present rate of sale. As we noted in MarketTrends last week, builders have reported a greater use of financing incentives to help clear inventory, with only about a third of them reporting cutting prices to sell homes. The median price of a new home sold in November was just 2.8% lower than those sold in October, and the current \$471,200 price tag remains very close to record highs in spite of the decline.

We learned last week that sales of existing homes continued to slow in November, where the annual rate of homes sold declined by another 7.7% to 4.09 million. Excluding the pandemic hard-shutdown month of May 2020, this was the lowest annual rate of sale since back in 2011. Anyone looking for a near-term pickup in sales is likely to be disappointed, as the Pending Home

Sales Index from the National Association of Realtors shrank by another 4% in November.

The PHSI's value of 73.9 is the second lowest in the 20-plus year history of the indicator; only May 2020 (pandemic month) was lower at a reading of 69, and the level of purchase activity is 37.8% below year-ago levels.

The PHSI measure of signed purchase contracts is an indication of existing home sales a month or two into the future, so more declines in sales can be expected to be seen in December and perhaps even January's data. A 4% decline from November's 4.09 million sales pace suggests around a 3.95 million (annualized) rate of sale for

December, and that only if all the contracts signed actually make it to closing.

Free Staging
Free Marketing
Full Service
Competitive Rates
Great Results

Santa Clara County
Sales Year-to-Date

