

RANCHO SANTA TERESA NEWS

President's Message

Hello Members!

Hope you have been enjoying the great weather and pool time with family and friends!

INDEPENDENCE DAY: Join us for watermelon, root beer floats, and fun activities kicking off with the Bike Parade. Youngsters can decorate their bikes in red, white & blue, then ride around the pool deck in the bike parade! Arrive at noon, bike parade starts at 12:15, main pool opens at 12:30.

Friendly reminder - Pop-ups/tents, blankets/coolers, or anything on tables will not be allowed until 8 AM on July 4th. Anything that gets set up before 8 AM on Sunday will be taken down by staff.

See the full activity schedule on page 3.

SWIM LESSONS: Group and private lessons are "swimming along." :) There are two more group swim sessions this summer (9 lessons in each), during the weekday mornings. Private lessons are also available, although there is a short waitlist that we are working through.

LATE NIGHT LUAUS: Mahalo! They are back! Our first late night luau will be Friday, July 8th. Come join us from 6:30-9 PM for fun and games.

MOVIE NIGHTS: The next movie night is Monday, July 11, starting at 8:15 PM. Join us on the grass near the volleyball court to watch "Finding Nemo" on a big screen. Popcorn will be provided.

BACK POOL & SPA RULES: Just a reminder that the Back Pool is only open for individuals under 14 when the main pool is not open or is unguarded. Children under 14 must be supervised by an adult when in the back pool or in the spa.

SEA OTTERS: Can you believe the season is already almost over? See page 4 for the latest news and the updated July event schedule.

Continued on page 2.

MAIN POOL HOURS:

JULY 1 - 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 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, 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

SOLAR UPDATE: You may have noticed that our roofs look a little different. The roofers are doing a great job getting the old tiles off and replacing them with materials that are compatible with our new solar system. The solar panels will be installed in the fall, after the summer season is complete. PG&E has reviewed and approved our solar plans, which is another big check mark off the list.

STUCCO REPAIR: The stucco wall should be completed by the time you read this, as shown on the header photo. The water damage inside the wall was extensive, which made the work drag out longer than the original plan.

DUES: 3rd quarter dues are due July 1, 2022. If you haven't received an online invoice, please reach out to the office with your email address. See more payment information on page 5.

GET INVOLVED: Did you know that all members are welcome to attend board meetings? Come get involved in the process! Our next meeting is July 25 at 6 pm in the Main Hall.

Arian

THE SUMMER FUN HAS JUST BEGUN!

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

408-225-4800 WWW.BALLAREDANCECENTRE.COM
7011 HEALAN DRIVE, #1, SAN JOSE, CA 95119

Free Weekly Activities

MORNING LAP SWIM

SUMMER HOURS (THROUGH AUGUST 9)

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: 7/15

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

Fourth of July Activities

- 12:15** Bike Parade
- 12:30** Main Pool Opens
- 2:00** Soda Dive
(6 and up, main pool)
- Capri Sun Dive
(5 and under, kiddie pool)
- 3:00** Water Balloon Toss
- 4:00** Oreo Face Game
- 5:00** Noodle Relay
- 6:00** Limbo Contest



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MY NAME IS RAVI PRAKASH

I am your neighbor and also a

Real Estate Agent



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ravi.prakash@exprealty.com



<https://raviprakash.exprealty.com/>

RANCHO SANTA TERESA NEWS



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

www.stseaotters.com

With a ton of spirit and enthusiasm, we find ourselves at the end of the Dual Meet season - UNDEFEATED!! Despite two years since our last regular season, Sea Otters came back and delivered a season full of laughter, friendship and fun! The third-almost-annual Cardboard Boat Regatta made a huge splash; Briar Clark and Emi Cardona were the champions with their boat, IC Otter. Check out the action below.

By the time this newsletter insert is delivered, Sea Otters will have a BYE week and will be preparing for Champs. As this year's Champs hosts, we have a ton to do but are looking forward to having all six League teams together for our Cabana League Championship Meet on July 9th!

I also want to be sure to send a shout-out to our fabulous Coaching staff - Head Coach Jerry and Coaches Joey, David, Mark, Kyra, Enrique, Jessica & Jalen - you are all amazing and we are thankful for your commitment to our Sea Otters! And to our Sea Otters Board - without you, none of this is possible! Thank you for loving our Sea Otters community and giving so much of yourselves to make this team run.

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

JULY SEA OTTERS SCHEDULE

7/1: CHAMPS Informational Meeting

7/1: Freestyle Friday "Dress Like Your Coach"

7/3: BYE Week, No Dual Meet

7/5-8: Spirit Week

7/8: Pancake Breakfast & Freestyle Friday "Sea Otter Spirit Gear"

7/9: CHAMPS

7/9: Sea Otters Social - After Champs Party

7/11: Awards Night

loading....

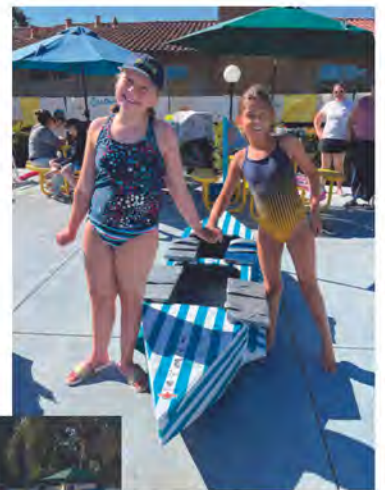


racing...

sinking...



winning!



RANCHO SANTA TERESA NEWS

Available Lessons

FITNESS WITH SANDY

Due to vacation, there are no classes July 1 - 17. See Zoom option below to stay moving during that time.

AQUA FITNESS - JULY SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) - 6 CLASSES - July 18 - 29 - \$65

CARDIO, STRENGTH & STRETCH - JULY IN-PERSON 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) - 4 CLASSES - July 19 - 28 - \$45

CARDIO, STRENGTH & STRETCH - JULY ZOOM 6-CLASS PACKAGE

Prerecorded sessions to use at your convenience - Available July 1-16 - \$30

BOTH CLASSES - JULY SESSION

5 CLASSES PER WEEK - 10 TOTAL - \$110

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 THIRD QUARTER DUES ARE NOW PAST DUE

Third Quarter 2022 dues are due July 1. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. Dues are now \$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.

A real estate advertisement for Matt Cossell. The background is a dark, slightly blurred image of a house. On the left, the text 'Sell Your Rancho Santa Teresa Home Without Listing It For Sale' is written in large, white, serif font. On the right, the text 'No Open Houses, No Signs. Quick, Easy, & Convenient.' is written in a smaller, white, sans-serif font. Below that, it says 'Call or Text Matt Cossell at 408.761.3271'. At the bottom left, there is a logo for 'kw BAY AREA ESTATES KELLERWILLIAMS'. In the center bottom, it says 'MATT COSSELL REAL ESTATE SERVICES'. At the bottom right, it says '408.761.3271 | mattcossell.com Realtor® DRE# 01382971'. A small portrait of Matt Cossell is in the bottom right corner.

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

No Open Houses, No Signs.
Quick, Easy, & Convenient.

Call or Text Matt Cossell at
408.761.3271

kw BAY AREA ESTATES
KELLERWILLIAMS

MATT COSSELL
REAL ESTATE SERVICES

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RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	o/u Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 168,802.83	\$ 166,391.66	\$ 2,411.17	101.45%
Total 4100 Member Lesson Income	\$ 15,818.00	\$ 11,662.37	\$ 4,155.63	135.63%
Total 4200 Nonmember Lesson Income	\$ 19,630.00	\$ 16,733.38	\$ 2,896.62	117.31%
Total 4300 Member Rental Income	\$ 11,060.00	\$ 4,654.00	\$ 6,406.00	237.65%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 95.14	\$ 16.87	\$ 78.27	563.96%
Total 4600 Social Event Income	\$ 124.72	\$ 161.00	\$ (36.28)	77.47%
Total 4700 Services Fees & Late Fees Income	\$ 1,480.00	\$ 1,165.00	\$ 315.00	127.04%
Total 4800 Other Ordinary Income	\$ 3,984.46	\$ 1,453.00	\$ 2,531.46	274.22%
Total Income	\$ 220,995.15	\$ 202,477.28	\$ 18,517.87	109.15%
Expenses				
Total 5000 Gross Payroll	\$ 32,119.82	\$ 38,970.41	\$ (6,850.59)	82.42%
Total 5100 Payroll Related Expenses	\$ 4,377.90	\$ 5,791.00	\$ (1,413.10)	75.60%
Total 5200 Member Lesson Expenses	\$ 196.12	\$ 13.40	\$ 182.72	1463.58%
Total 5600 Social Event Expenses	\$ 575.26	\$ 546.89	\$ 28.37	105.19%
Total 5800 Other Member Services	\$ 705.47	\$ 509.00	\$ 196.47	138.60%
Total 6000 Professional Services	\$ 2,758.60	\$ 3,961.93	\$ (1,203.33)	69.63%
Total 6100 Other Outside Services	\$ 12,185.75	\$ 15,133.86	\$ (2,948.11)	80.52%
Total 6200 Insurance	\$ 16,826.85	\$ 18,776.25	\$ (1,949.40)	89.62%
Total 6300 Bank Fees	\$ 750.25	\$ 170.00	\$ 580.25	441.32%
Total 6400 Merchant Services Bnkcrd Fees/ QB Transfer fees	\$ 1,358.57	\$ 804.79	\$ 553.78	168.81%
Total 6500 General Office Expenses	\$ 4,449.51	\$ 5,098.26	\$ (648.75)	87.28%
Total 6800 Taxes and Licenses	\$ 2,418.00	\$ 982.00	\$ 1,436.00	246.23%
Total 7000 Building and Hall Maintenance	\$ 11,313.17	\$ 7,910.00	\$ 3,403.17	143.02%
Total 7100 Pool Maintenance	\$ 12,295.54	\$ 10,780.00	\$ 1,515.54	114.06%
Total 7200 Utilities	\$ 44,200.63	\$ 38,615.00	\$ 5,585.63	114.46%
Total 7300 Reserve Funding	\$ 37,500.00	\$ 37,500.00	\$ -	100.00%
Total Expenses	\$ 184,031.44	\$ 185,562.79	\$ (1,531.35)	99.17%
Net Operating Income	\$ 36,963.71	\$ 16,914.49	\$ 20,049.22	218.53%

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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— REAL ESTATE SERVICES —

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matt@mattcossellteam.com

mattcossell.com

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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kw BAY AREA
ESTATES
KELLERWILLIAMS

Visit

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





Matt Cossell

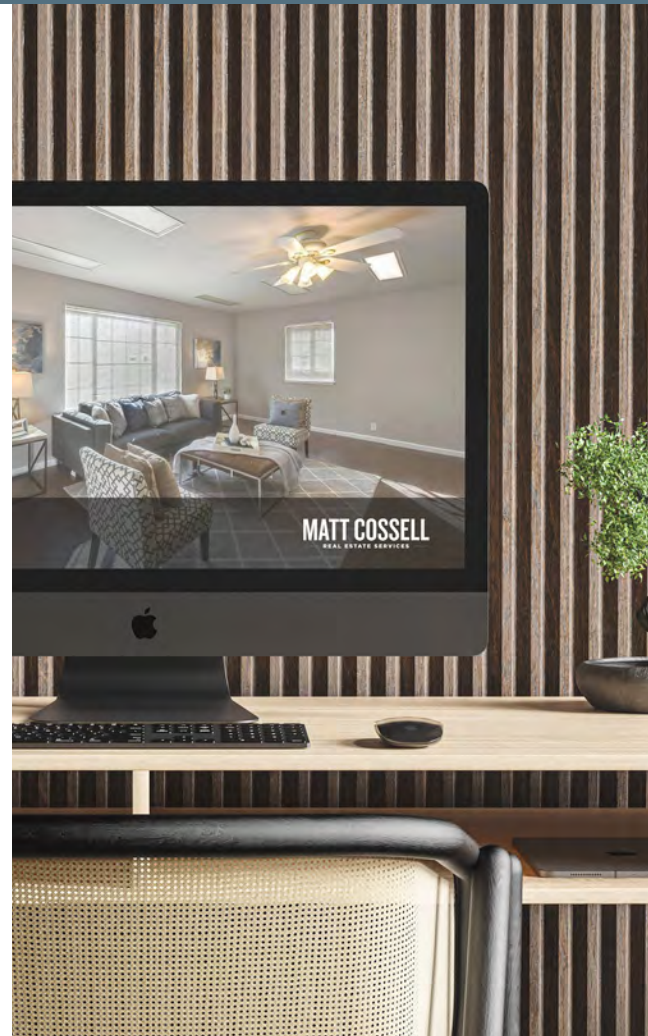
TOP 1% REALTOR

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.



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

MATT COSSELL
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408.761.3271

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*Make your dreams a reality
Own the home you desire*



I'M YOUR NEIGHBORHOOD REALTOR

Meet your neighbors on any journey in your life, family and choosing the right agent for neighbors you wish to join. You need someone who will offer the best advice the first time and every time. Client trust is the foundation of my way of working. If you or someone you know is considering buying, selling, relocating... I'm here to help. Having lived in the neighborhood for more than a decade, I have your best interest at heart!

🎒 SCHOOLS OUT FOR SUMMERS 🎒

THANK YOU TO ALL OF THE AMAZING TEACHERS OUT THERE!

Teachers follow me on Facebook and/or Instagram AND send me a private message mentioning where you teach. We will send a gift card as a small token of our thanks to first 50 ping!

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exp
REALTY

Single Family Homes

May 2022

April 2022



Activity Inventory

39  28



New Listings

55  55



New Contracts

41  43



Average Sale Price \$

1.38  1.29
Million Million



Average DOM
Lower is better

13  10



Sale to List Price Ratio %

110.5  112.2




Avg 30-year Mortgage Rate %
Lower is better

5.23  4.98

Inventory crept up slightly in May but sales continued to outpace supply. Average home prices are up again month-over-month by 6.9% and a staggering 25% from last year in May. Looking forward, mortgage rates, home prices and home value will rise, albeit slowly. Though many aspects of the housing market will experience a slowdown, home price appreciation will occur. As more homeowners list their homes for sale in 2022, homes may remain on the market for longer periods of time. Even then, buyers will need to act quickly because the housing market is still a seller's market due to the demand that still outpaces supply.

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Website: ravi.prakash.exprealty.com

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 CA BRE #00757662



The Real Estate Report

Sales Prices Up, Sales Down

The median sales price for single-family, re-sale homes rose 16% compared to last year. It was \$1,925,000. That's the thirtieth 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 14.1% year-over-year.

The sales price to list price ratio fell from 116.1% to 112.6%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were down for the ninth month in a row, year-over-year, in May. Sales fell 19.5%. There were 886 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Pending sales were up 0.8% 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 third month in a row. It gained 40.4% compared to last year. As of June 5th, there were 924 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 23 days to 31 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 20% compared to last May. It set a new high for the fourth month in a row. The average sales price gained 13.5% year-over-year.

Condo sales were down 6.6% year-over-year. There were 441 condos sold in May.

The sales price to list price ratio fell from 112% to 110.1%.

Condo inventory rose 12% compared to last May.

As of June 5th, there were 412 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from eighteen to twenty-eight.

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

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

VISIT

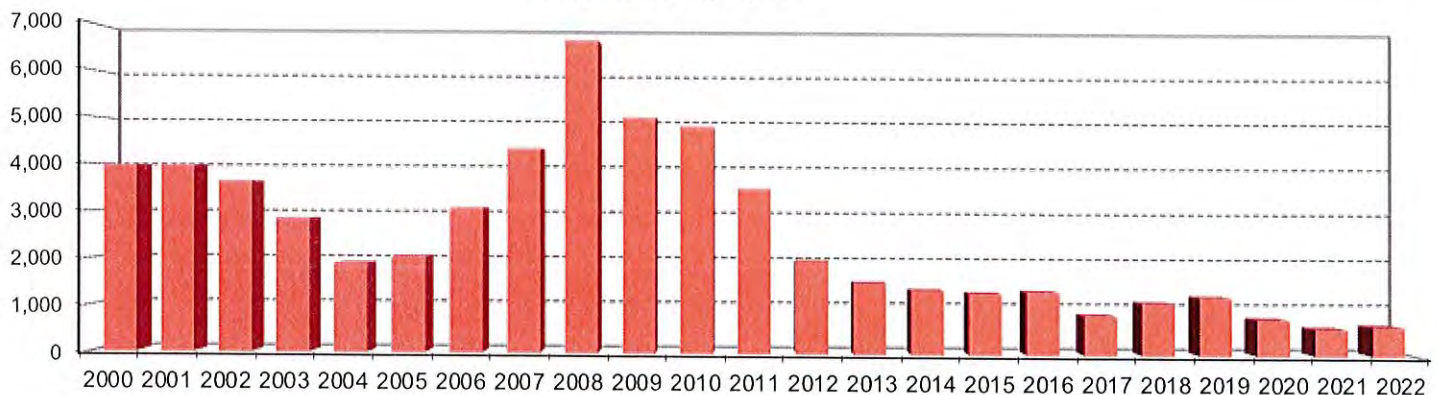
<https://lauriehansen.rereport.com>

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

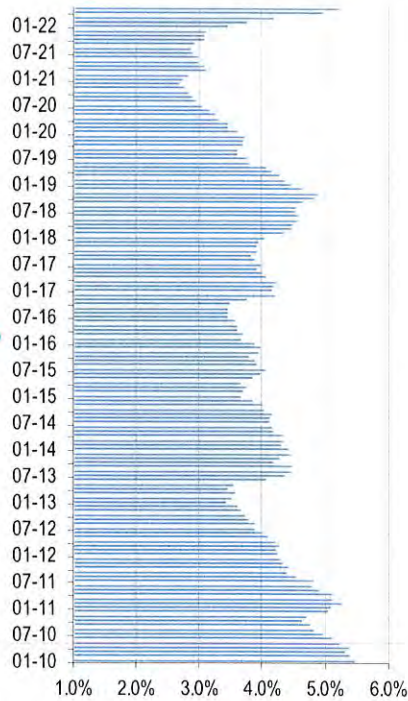
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Santa Clara County

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/>.

A Little Off the Top

May 27, 2022 -- It's a little too soon to make any kind of declarations that the considerable inflation pressures we've been experiencing for more than a year may have peaked. There are still plenty of influences on prices that may yet kick costs higher, including lockdowns in China to combat COVID-19 further distorting supply chains, the effects of the War in Ukraine and sanctions on Russia and still-rising labor costs here in the U.S. All that said, the latest indications on price pressures nonetheless suggest that a little has come off the top of inflation of late.

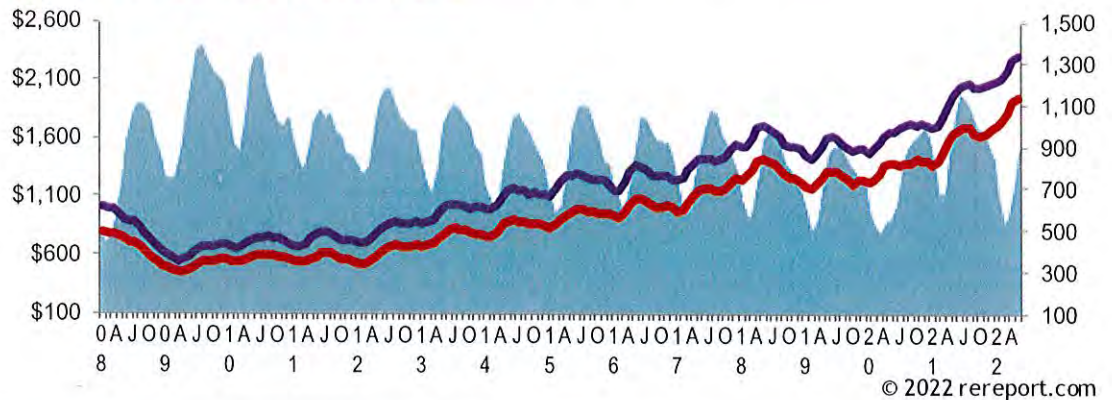
This revelation was a little different for the central bank, who has a history of raising rates until inflation or the economy has broken, and suggests a more cautious approach in an uncertain economic and political climate. To be fair, the Fed does not actually know where "neutral" is for the federal funds rate; some have suggested that this may be 2.5%, some higher. Keeping in mind that even if the Fed does raise the funds rate by a half-percentage point at both the June and July meetings that this would only place it at 2%, and still rather below even conservative estimates of "neutral".

With this in mind, and if inflation shows further signs of slowing by then, it would be reasonable to expect quarter-point moves in September and perhaps December. With half-point increases already fully expected for the next two meetings, futures markets currently place a 56% chance of a 25 basis point lift in September, and a better-than-average likelihood of additional quarter-point increases in November and December. Should that happen, fed funds would be at 2.75%. Adding to these policy changes is the effect of Quantitative Tightening as the Fed start running off its balance sheet next week. This process may add the equivalent of another quarter-point increase over time, too.

Although the Fed has lifted short-term rates just a bit, market-engineered interest rates (including mortgage rates) have flared considerably higher since the calendar turned. Although plateauing of late, the damage of higher interest rates applied against ever-rising home costs is beginning to show in a more pronounced way. Case-in-point is the April report covering sales of new homes; although subject to considerable revision, the latest report detailed a 16.6% month-to-month decline in sales of newly-build dwellings, with the 591,000

(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 - May 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	\$ 1,925,000	\$ 2,312,090	886	1,375	924	31	112.6%	16.0%	14.1%	-19.5%	0.8%	40.4%
Campbell	\$ 2,160,000	\$ 2,160,460	35	30	26	22	112.8%	17.9%	10.1%	16.7%	-11.8%	36.8%
Cupertino	\$ 3,219,000	\$ 3,475,780	18	41	26	43	114.1%	11.0%	21.1%	-33.3%	7.9%	23.8%
Gilroy	\$ 1,210,000	\$ 1,250,550	49	76	51	31	106.3%	12.3%	5.4%	-18.3%	-11.6%	88.9%
Los Altos	\$ 4,700,000	\$ 4,882,440	27	42	33	37	111.6%	22.1%	21.8%	-30.8%	0.0%	65.0%
Los Altos Hills	\$ 5,700,000	\$ 6,593,330	9	12	20	67	112.3%	8.1%	26.3%	50.0%	-29.4%	-23.1%
Los Gatos	\$ 2,500,000	\$ 3,071,820	45	70	55	37	111.0%	3.1%	18.4%	-32.8%	-16.7%	3.8%
Milpitas	\$ 1,557,500	\$ 1,687,230	16	26	25	47	110.1%	9.1%	17.4%	-33.3%	-29.7%	212.5%
Monte Sereno	\$ 5,525,000	\$ 5,525,000	1	9	8	240	101.4%	60.1%	64.8%	-80.0%	-10.0%	14.3%
Morgan Hill	\$ 1,550,000	\$ 1,652,390	47	68	55	35	105.8%	17.0%	16.2%	-36.5%	-12.8%	77.4%
Mountain View	\$ 2,550,000	\$ 2,620,910	23	51	31	40	116.5%	2.8%	1.2%	-56.6%	70.0%	47.6%
Palo Alto	\$ 3,800,000	\$ 4,351,480	41	76	52	38	108.6%	14.8%	11.2%	-24.1%	43.4%	4.0%
San Jose	\$ 1,742,500	\$ 1,864,960	450	656	441	29	113.0%	22.7%	21.1%	-28.3%	6.7%	66.4%
Santa Clara	\$ 1,910,000	\$ 1,959,850	46	64	32	21	117.5%	18.3%	22.6%	-8.0%	-7.2%	6.7%
Saratoga	\$ 4,150,000	\$ 4,126,260	22	56	32	44	112.2%	35.3%	22.8%	-38.9%	55.6%	0.0%
Sunnyvale	\$ 2,588,480	\$ 2,510,050	62	95	43	21	119.0%	17.7%	13.4%	-1.6%	30.1%	16.2%

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Market Statistics

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Trends at a Glance (Single-family Homes)

	May 22	Month %	Apr 22	Year %	May 21
Median Price:	\$1,925,000	-1.3%	\$1,950,000	16.0%	\$1,660,000
Average Price:	\$2,312,090	0.0%	\$2,312,260	14.1%	\$2,026,750
Home Sales:	886	-7.7%	960	-19.5%	1,101
Pending Sales:	1,375	-1.2%	1,392	0.8%	1,364
Active Listings:	924	22.1%	757	40.4%	658
Sale/List Price Ratio:	112.6%	-3.0%	116.1%	2.3%	110.1%
Days on Market:	11	11.2%	10	-17.6%	13
Days of Inventory:	31	36.8%	23	74.5%	18

(Condominiums)

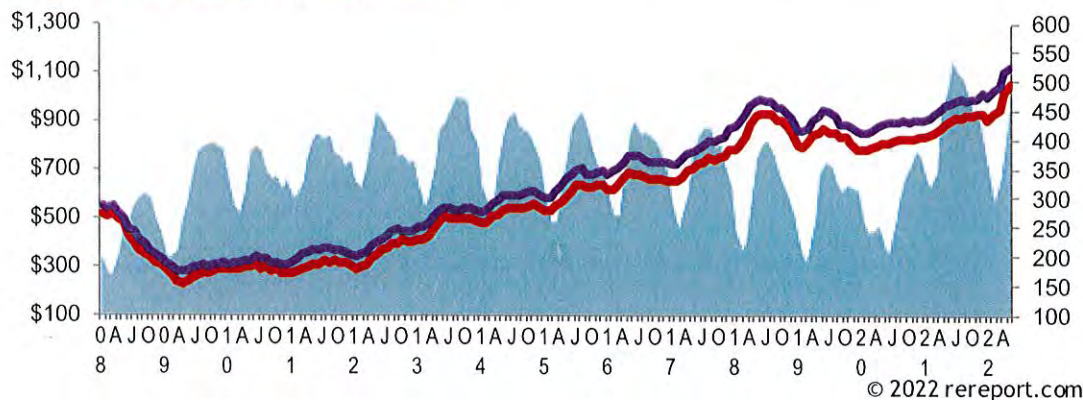
	May 22	Month %	Apr 22	Year %	May 21
Median Price:	\$1,080,000	2.9%	\$1,050,000	20.0%	\$900,000
Average Price:	\$1,111,630	-1.0%	\$1,123,240	13.5%	\$979,615
Home Sales:	441	-11.3%	497	-6.6%	472
Pending Sales:	520	-12.5%	594	-15.0%	612
Active Listings:	412	32.9%	310	12.0%	368
Sale/List Price Ratio:	110.1%	-1.7%	112.0%	5.3%	104.6%
Days on Market:	12	21.4%	10	-38.7%	20
Days of Inventory:	28	54.9%	18	19.8%	23

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 - May 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,080,000	\$ 1,111,630	441	520	412	28	110.1%	20.0%	13.5%	-6.6%	-15.0%	12.0%
Campbell	\$ 1,201,000	\$ 1,310,870	15	13	12	24	117.2%	28.4%	36.1%	-46.4%	-31.6%	0.0%
Cupertino	\$ 1,826,000	\$ 1,790,860	7	10	10	43	112.8%	47.9%	38.3%	-56.3%	-47.4%	-9.1%
Gilroy	\$ 680,000	\$ 671,750	4	5	5	38	104.9%	33.3%	30.0%	33.3%	-28.6%	150.0%
Los Altos	\$ 1,280,000	\$ 1,564,000	5	3	6	36	112.4%	-16.3%	-0.1%	-50.0%	-25.0%	-50.0%
Los Gatos	\$ 1,284,000	\$ 1,307,580	20	16	13	20	106.5%	-5.2%	6.3%	0.0%	45.5%	18.2%
Milpitas	\$ 1,225,000	\$ 1,177,200	34	34	18	16	111.2%	22.0%	16.4%	21.4%	-5.6%	28.6%
Morgan Hill	\$ 1,037,780	\$ 962,884	14	10	9	19	107.8%	25.0%	21.5%	55.6%	-33.3%	200.0%
Mountain View	\$ 1,280,000	\$ 1,348,320	33	39	30	27	110.3%	6.7%	11.9%	-32.7%	-20.4%	11.1%
Palo Alto	\$ 1,600,000	\$ 1,523,760	9	13	26	87	106.0%	11.9%	9.0%	-18.2%	30.0%	30.0%
San Jose	\$ 912,500	\$ 931,407	216	271	184	26	110.0%	20.4%	17.3%	-29.2%	-3.9%	2.2%
Santa Clara	\$ 1,221,000	\$ 1,149,970	33	53	45	41	111.7%	48.3%	24.5%	10.0%	35.9%	9.8%
Saratoga	\$ 1,000,000	\$ 1,388,000	5	6	2	12	107.0%	-19.9%	9.3%	-28.6%	-25.0%	-71.4%
Sunnyvale	\$ 1,425,000	\$ 1,382,300	46	47	52	34	108.9%	7.5%	8.4%	2.2%	-16.1%	40.5%

THE REAL ESTATE REPORT Santa Clara County



Karyn Look
June 4 at 1:58 PM

So true Laurie Hansen. We wanted to explore all options with realtors. We interviewed one who suggested all sorts of things be done to Mom's house before putting it on the market. To this day I still feel like her relatives wanted it & to have the work done for them. Also a low ball price?! Then of course talked to you since we had already had you sell our place. As expected none of those things needed doing, it sold in record time & at a much higher price. THAT is why people should always go with a realtor like you that knows the area, houses & prices. Couldn't of been happier with your professionalism & knowledge...



Laurie & Michelle

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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
6113 Del Canto Drive	San Jose	5	2 0	1	2,010	\$835.82	6,000 (sf)	\$1,680,000	50
235 Prague Drive	San Jose	4	2 1	34	2,256	\$708.78	5,912 (sf)	\$1,599,000	48
281 Dondero Way	San Jose	5	3 1	25	2,181	\$732.69	6,000 (sf)	\$1,598,000	52
6334 Solano Drive	San Jose	4	2 0	54	1,843	\$841.02	6,037 (sf)	\$1,550,000	50
6316 Solano Drive	San Jose	4	2 0	9	2,010	\$768.66	6,000 (sf)	\$1,545,000	50
362 Aklan Court	San Jose	4	2 0	3	1,988	\$767.05	6,000 (sf)	\$1,524,888	52
364 Aklan Court	San Jose	5	2 0	3	2,150	\$697.21	6,000 (sf)	\$1,499,000	52
283 Moraga Way	San Jose	4	2 0	40	1,939	\$773.08	6,000 (sf)	\$1,499,000	50
207 Sherry Court	San Jose	4	2 1	15	1,860	\$779.57	6,215 (sf)	\$1,450,000	53
6414 San Ignacio Avenue	San Jose	5	3 0		2,563	\$541.55	7,020 (sf)	\$1,388,000	47
6558 Kaneko Drive	San Jose	3	2 0	19	1,137	\$966.48	6,101 (sf)	\$1,098,888	52

ACTIVE

# Listings:	11	AVG VALUES:	20	1,994	\$764.72	6,117 (sf)	\$1,493,798	51
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SOLD

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
6149 Del Canto Drive	San Jose	5	3 0	6	2,563	\$774.48	8,674 (sf)	\$1,699,888	50	\$1,985,000	05/25/22
6587 Korhummel Way	San Jose	3	3 1	6	2,819	\$656.26	5,981 (sf)	\$1,598,000	52	\$1,850,000	05/16/22
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
6485 Sulu Court	San Jose	4	2 0	5	1,694	\$1,003.54	7,274 (sf)	\$1,348,000	52	\$1,700,001	06/10/22
288 Dondero Way	San Jose	4	2 0	6	1,516	\$1,038.92	6,000 (sf)	\$1,399,800	52	\$1,575,000	06/14/22
6546 Kaneko Drive	San Jose	3	2 0	9	1,137	\$1,143.36	6,084 (sf)	\$990,000	52	\$1,300,000	06/03/22

# Listings:	7	AVG VALUES:	7	2,044	\$888.70	6,790 (sf)	\$1,502,241	52	\$1,720,000
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(Continued from page 2)

annual run rate the lowest since December 2018. Falling affordability is at the heart of the decline; the price of a new home came in at a record \$450,600, up 19.6% from a year ago, and these purchases would need to be financed with about a 5% thirty-year fixed-rate mortgage. As recently as five months ago, that pairing would have been \$398,500 and about 3%, so the change in affordability has been abrupt and ongoing. With the slump in sales, the inventory-to-sales ratio rose to nine months of supply, an actual 440,000 units ready to go, the highest number in about 14 years. If sales don't start to pick up in the months ahead, it's a logical assumption that construction of new homes will start to retreat, too.

Affordability issues aren't limited to just the new home market. Sales of existing homes have been tailing off late from the same adverse conditions, exacerbated by a lack of existing homes to buy. Expect more of the same heading into the summer. The National Association of Realtors Pending Home Sales Index declined by another 3.9% in April, a sixth consecutive monthly decline in the number of contracts signed to purchase a home,

and sales initiated by these contract signings won't show up in existing home sales numbers until May and June (released late June and July, respectively). The current level of the index is roughly equivalent to that last seen in December 2018 (leaving out the hard stop of the first two months of the pandemic in 2020, when shutdowns prevented any kind of activity, let alone buying a home). At this level, existing home sales will probably drop into the 5.3 million or so range.

Santa Clara County Sales Year-to-Date



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Condos	862	1,080	1,359	1,511	1,893	1,748	1,749	1,552	1,672	1,580	1,462	1,357	1,088	2,062	1,920
Homes	2,744	3,874	4,576	3,755	4,767	4,188	3,895	3,980	3,788	3,660	3,776	3,508	2,501	4,346	3,557