



# RANCHO SANTA TERESA NEWS

## President's Message

**Happy June!** As schools get out for the summer, we are gearing up for extended summer hours and events. Starting June 1, the main pool will be open every day, then on June 14, we move to full summer hours. (See specific hours in the side bar.) Morning lap swim moves to summer hours, which are M-F 5-7AM.

**SWIM LESSONS** Signups for Group Swim Lessons are now open. The first session starts on June 14 and there are groups for all ability levels. Private and semi-private lessons are also available but be prepared to be put on a short waitlist as we gear up to meet demand. See page 3 for more info.

**SUMMER ACTIVITIES** Movie and late-night luau nights are coming soon! Watch Facebook for specific details. Pool Parties and Hall Rental requests can be made online at [www.ranchosantateresa.org/parties-rentals](http://www.ranchosantateresa.org/parties-rentals).

**SEA OTTERS** It was great to see our Cabana Club team back in the pool for their donut meet - the first time in 22 months. Almaden will be coming on June 5th for the first dual meet of the season. See page 2 for more info. Go Otters!

**COVID PROTOCOLS** The Board continues to keep up with the latest Santa Clara COVID-19 rules and expects some changes after June 15. As these changes are finalized and our staff is trained, we will communicate them via Facebook or member emails. Early indicators suggest we will see Hall Rental capacity and mask limitations ease for folks who are vaccinated. Thank you for your continued cooperation and understanding.

**BOARD WELCOME** Thank you to Ali Kiehn for stepping in as board member to fill Terrie's vacant spot until the fall election. A little about Ali: "I am happy to be serving on the board. I grew up in the Rancho Santa Teresa neighborhood with my three siblings. We all swam with the Sea Otters and made lasting friendships with families we met through swimming. My husband Danny and I were thrilled to be able to purchase a house back in the neighborhood so that my kids could enjoy the pool as much as I had. I have three children: one in high school, one in junior high and one in elementary school. Two of my kids are currently on the Sea Otters. We keep busy with a lot of youth sports in the community. In the summer you will likely find our family at the pool on Saturday evenings."

Chris

### SUMMER MAIN POOL HOURS:

**June 1 - 11**  
Mon - Fri, 3:30 - 7:30 PM  
Sat/Sun, 1:00 - 7:30 PM  
**June 12 - August 8**  
Sun - Thurs, 12:30 - 7:30 PM  
Fri/Sat, 12:30 - 9:00 PM

### 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 [RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com) and request an online invoice.

### KEY FOBS:

Need a key fob? Come in during pool hours or contact [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com).

### NEXT BOARD MEETING:

Tuesday, June 15 • 7 pm  
Main Hall

### HALL RENTAL & POOL PARTY REQUESTS

Go to the Parties-Rentals tab on the revised website at [ranchosantateresa.org](http://ranchosantateresa.org)

### COFFEE CLUB AND POKER NIGHTS ARE BACK!

See page 5 for information.

# RANCHO SANTA TERESA NEWS



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

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

On May 22nd, we held our Time Trials meets (aka Donut Meet). It was so great seeing our Otters back in the water after a two year "break." The Donut Meet was a huge success, even with the new "Covid-style" format! Parents stepped up to ensure all of our volunteer shifts were covered, our athletes were all smiles, and the meet ran without any major hiccups - THANK YOU!

All of our meets are at home this season. We host Almaden Dolphins on June 5th, have two virtual meets on June 12th & 19th, and then host Pinehurst on June 26th. Come on down to the pool to cheer on our Sea Otters to support the team and by purchasing great food from the Best Snack Shack in the League. If you don't feel like cooking Friday night, June 11th, order from Panda Express for our Sea Otters Panda Express Restaurant Night Fundraiser. Check out the team website for details.

**We move to morning practices on June 14th. The schedule will be updated on our team website.**

## PRACTICE TIMES (May 3 - June 10)

- Ages 11-12: 2:30pm - 3:30pm
- Ages 13-14: 3:30pm - 4:30pm
- Ages 8 & Under: 4:30pm - 5:30pm
- Ages 9-10: 5:30pm - 6:30pm
- Ages 15-18: 6:30pm - 7:30pm

## 2021 SCHEDULE (subject to change)

- 4/15 - 7/17: Swimloops Fundraiser
- 4/15 - 7/17: Mary Kay Fundraiser
- 4/15 - 7/17: Thirty-One Gifts Fundraiser
- 4/19 - 6/9: See's YUM-raiser Fundraiser
- 6/5: Almaden @ ST (Dual Meet)
- 6/11: Panda Express Restaurant Night (Online/App Purchases)
  - 6/11 - 13: Hidden Otters Hunt
  - 6/12: ST @ ST
- 6/13: Underwater and Action Photo Fundraiser
  - 6/19: ST @ ST
  - 6/25: Cardboard Boat Regatta
  - 6/26: ST vs Pinehurst (Dual Meet)
- 6/27: Underwater and Action Photo Fundraiser
- 7/3 - Bye Week: Team Spirit Drive-Thru Rally
- 7/9: Pancake Breakfast (tentative)
- 7/10: ST vs Crossgates (Virtual Meet)
  - 7/19: Awards Night

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

**BALLARE DANCE CENTRE**

**DANCE YOUR HEART OUT @ BALLARE THIS SUMMER**

**JOIN US FOR REGISTRATION NIGHT:**

**TUESDAY, JUNE 15TH**  
**4:00 - 7:30 PM**

**This summer we are offering:**

**(4) Summer Camps**

**(5) 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



# RANCHO SANTA TERESA NEWS

## 2021 SWIM LESSON INFO

Registration and payments are being accepted for all group lesson swim sessions. Payments can be dropped off to the Rancho Office during office or main pool hours; check the front page for latest hour info.

We do have a short waitlist for private lessons, so if you are interested in those, register now because you may have to wait a week or two.

We look forward to seeing you all at the pool.

Happy Registering!



RSTSRC SLC



## Other Lessons Available

### AQUA FITNESS CLASS

Aqua Cardio & Toning Interval Workout

**JUNE SESSION - MON, WED & FRI**

**13 CLASSES - Wed, June 2 - Wed, June 30**

\$135 MEMBERS OR \$145 NON-MEMBERS

Contact Sandy 408-205-8363

sandra.godsdivinecreation@comcast.net

### TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy

Contact Tom Le: 408-896-5745

norcaltennisacademy.com

## KB INNOVATIONS HANDYMAN

Ph: 408-806-5519

Keith Walker



Tile & Natural Stone  
Refacing Cabinets  
Hardwood Floors  
Crown Molding

Painting & Texturing



# 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 conserve heating costs.

## THIRD QUARTER DUES WILL BE DUE ON JULY 1

Third Quarter dues are due on 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 \$100/quarterly or \$400/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**

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

408.761.3271 | mattcossell.com

Realtor® DRE# 01382971





# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

### MORNING LAP SWIM

**SUMMER HOURS - Monday - Friday from 5-7 AM**

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

### FRIDAY COFFEE CLUB

***The Senior Coffee Club has re-started!***

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. Must be vaccinated or wear a mask.

## Monthly Events

### POKER NIGHT

**Upcoming Dates: 6/18, 7/16, 8/19**

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). Must be vaccinated or wear a mask. (Note, 6/18 event will be held in the Hall.)

# Laurie Hansen & the HansenHomeTeam

*Helping Home Buyers & Sellers since 1980*  
**Top 1% in Sales Nationwide!**

Contact us  
for all your Real Estate needs!  
[www.lauriehansen.com](http://www.lauriehansen.com)  
[laurie@lauriehansen.com](mailto:laurie@lauriehansen.com)  
**408-218-6222**  
**FREE STAGING & MARKET ANALYSIS**



*Laurie, Michelle, & Paul*

**Experience Knowledge Service Results**

# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual January - April, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 114,864.60	\$ 116,264.00	\$ (1,399.40)	98.80%
Total 4100 Member Lesson Income	\$ 4,013.50	\$ 291.00	\$ 3,722.50	1379.21%
Total 4200 Nonmember Lesson Income	\$ 21,341.00	\$ 15,456.00	\$ 5,885.00	138.08%
Total 4300 Member Rental Income	\$ 1,405.00	\$ 1,380.00	\$ 25.00	101.81%
Total 4400 Nonmember Rental Income	\$ 240.00	\$ -	\$ 240.00	
Total 4500 Interest on Operating Funds	\$ 12.40	\$ 200.00	\$ (187.60)	6.20%
Total 4600 Social Event Income	\$ 45.50	\$ 125.00	\$ (79.50)	36.40%
Total 4700 Services Fees & Late Fees Income	\$ 2,486.90	\$ -	\$ 2,486.90	
Total 4800 Other Ordinary Income	\$ 1,564.23	\$ 525.00	\$ 1,039.23	297.95%
<b>Total Income</b>	<b>\$ 145,973.13</b>	<b>\$ 134,241.00</b>	<b>\$ 11,732.13</b>	<b>108.74%</b>
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 21,113.14	\$ 17,375.00	\$ 3,738.14	121.51%
Total 5100 Payroll Related Expenses	\$ 2,894.80	\$ 3,475.00	\$ (580.20)	83.30%
Total 5200 Member Lesson Expenses	\$ 13.40	\$ -	\$ 13.40	
Total 5600 Social Event Expenses	\$ 182.11	\$ 1,500.00	\$ (1,317.89)	12.14%
Total 5800 Other Member Services	\$ 509.18	\$ 250.00	\$ 259.18	203.67%
Total 6000 Professional Services	\$ 3,079.68	\$ 2,550.00	\$ 529.68	120.77%
Total 6100 Other Outside Services	\$ 10,830.00	\$ 12,686.00	\$ (1,856.00)	85.37%
Total 6200 Insurance	\$ 13,656.36	\$ 12,001.32	\$ 1,655.04	113.79%
Total 6300 Bank Fees	\$ 96.15	\$ 72.00	\$ 24.15	133.54%
Total 6400 M.Serv,Bnkcrd Fees/QB Transfer fees	\$ 643.21	\$ -	\$ 643.21	
Total 6500 General Office Expenses	\$ 5,441.49	\$ 858.57	\$ 4,582.92	633.79%
Total 6800 Taxes and Licenses	\$ (1,485.00)	\$ 1,332.60	\$ (2,817.60)	-111.44%
Total 7000 Building and Hall Maintenance	\$ 4,458.24	\$ 7,563.15	\$ (3,104.91)	58.95%
Total 7100 Pool Maintenance	\$ 4,130.76	\$ 4,408.89	\$ (278.13)	93.69%
Total 7200 Utilities	\$ 28,161.96	\$ 26,992.88	\$ 1,169.08	104.33%
Total 7300 Reserve Funding	\$ 12,000.00	\$ 12,000.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 105,725.48</b>	<b>\$ 103,065.41</b>	<b>\$ 2,660.07</b>	<b>102.58%</b>
<b>Net Operating Income/Expense</b>	<b>\$ 40,247.65</b>	<b>\$ 31,175.59</b>	<b>\$ 9,072.06</b>	<b>129.10%</b>

**Note:**

AM Income & Budget spread monthly

### Local Honey for Sale

Anybody who wants LOCAL HONEY from the Rancho Santa Teresa area, please contact us. The allergies are terrible this year, and we just processed gallons, literally.

## J & S Apiaries

Shari Arribere • 325 El Portal Way • 408.421.6869 • 408.640.9547



PRICES EFFECTIVE 2021



# 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 —

408.761.3271

[matt@mattcossellteam.com](mailto:matt@mattcossellteam.com)

[mattcossell.com](http://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.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

408.761.3271  
matt@mattcossellteam.com  
mattcossell.com  
Realtor® DRE# 01382971

**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

Visit

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







# Matt Cossell

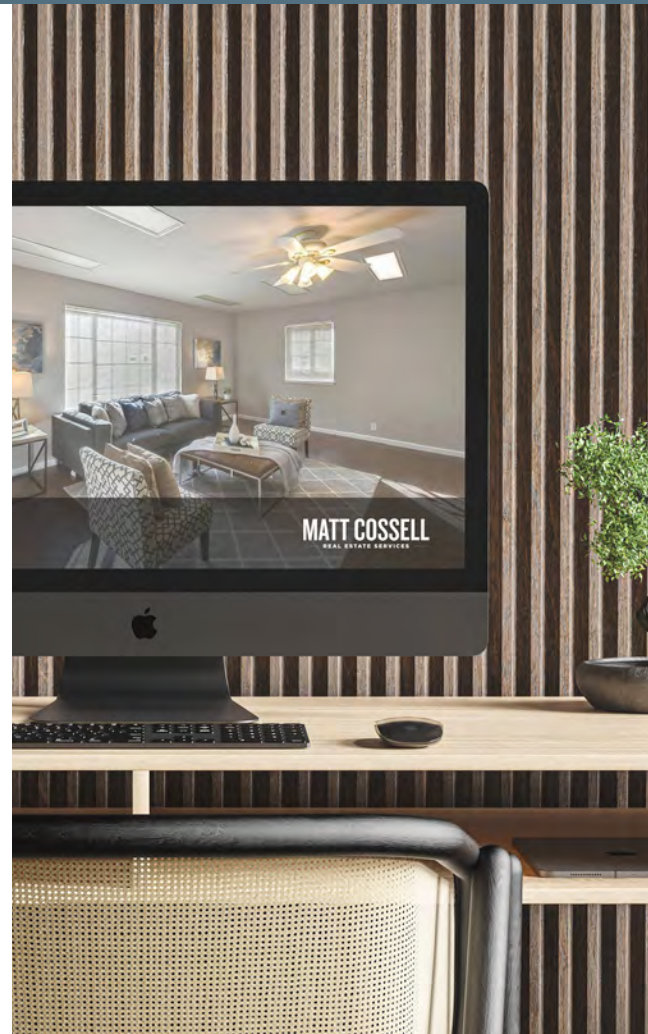
**TOP 1% REALTOR**

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.



# Recent Rancho Santa Teresa Sales

Status	Address	List Price	Sale Price	Bd	Ba	Sqft	Lot	\$/Sqft	DOM
Coming Soon	190 Castillon Way	\$1,399,000		5	3	2,563	6,267	545.84	
Active	211 Castillon Way	\$1,350,000		4	2.5	2,324	6,400	580.9	203
Pending	6567 San Anselmo Way	\$1,085,888		4	2	2,010	5,949	540.24	8
Pending	326 El Portal Way	\$1,348,000		4	2.5	2,335	7,860	577.3	8
Pending	6258 Camino Verde Drive	\$989,000		3	2	1,516	5,998	652.37	4
Pending	312 Los Pinos Way	\$1,149,888		4	2	1,890	6,851	661.32	5
Pending	264 Los Palmos Way	\$1,288,888		5	2	2,181	6,384	590.96	8
Pending	267 Esteban Way	\$1,248,000		3	2	1,916	6,000	651.36	7
Sold	6121 Encinal Drive	\$1,199,000	\$1,320,000	4	2.5	1,999	6,100	660.33	5
Sold	313 El Portal Way	\$1,149,999	\$1,250,000	3	2	1,677	7,619	745.38	4
Sold	273 Dondero Way	\$899,988	\$1,025,000	3	2	1,158	5,851	885.15	13
Sold	276 Los Palmos Way	\$1,299,000	\$1,380,000	5	3	2,181	6,073	632.74	4
Sold	281 Esteban Way	\$1,000,000	\$1,070,000	5	2.5	2,181	6,158	490.6	15
Sold	203 Castillon Way	\$1,099,000	\$1,267,500	4	2	2,010	6,144	630.6	2
Sold	6469 Purple Hills Drive	\$1,390,000	\$1,390,000	5	3	2,563	6,734	542.33	12
Sold	6237 Purple Knoll Court	\$1,199,999	\$1,189,000	4	2.5	2,124	8,289	559.79	6
Sold	226 Purple Glen Drive	\$1,298,000	\$1,350,000	4	2.5	2,124	6,000	635.59	6
Sold	270 Los Palmos Way	\$1,298,000	\$1,505,000	6	4	3,323	6,000	452.9	5
Sold	337 Los Pinos Way	\$1,050,000	\$995,000	4	2	2,017	7,900	493.31	21
Sold	275 Dondero Way	\$1,098,000	\$1,025,000	3	2	1,516	6,000	676.12	26

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.



**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

**MATT COSSELL**  
— REAL ESTATE SERVICES —

408.761.3271  
matt@mattcossellteam.com  
mattcossell.com  
Realtor® DRE# 01382971





**Laurie Hansen**  
 Intero Real Estate Services  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com  
 http://www.lauriehansen.com  
 CA BRE #00757662



# The Real Estate Report

## Home Sales Prices Set New Highs, Again, in April

The median sales price for single-family, re-sale homes set a new high for the third month in a row. It was \$1,647,500 last month, a gain of 18.5% compared to last year. That's the eighteenth 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 third month in a row. It was up 21.1% year-over-year.

The sales price to list price ratio went from 108.9% to 109.9%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were up 119.5% year-over-year in April. There were 1,214 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

This was the eighth month in a row that home sales were higher than the year before.

Pending sales were up 119.8% year-over-year.

Inventory of single-family, re-sale homes was down 23.5% compared to last year. That is the twentieth month in a row inventory has been lower than the year before. As of May 5th, there were 645 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 six days to 15 days compared to March. The average since 2003 is 89.

It took only fifteen 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 8.8% from last April. The average sales price gained 5.7% year-over-year.

Condo sales were up 176.4% year-over-year. There were 561 condos sold in April.

The sales price to list price ratio went from 102.9% to 104.6%.

Condo inventory rose 5% compared to last April.

As of May 5th, there were 377 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory dropped ten days to nineteen.

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

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

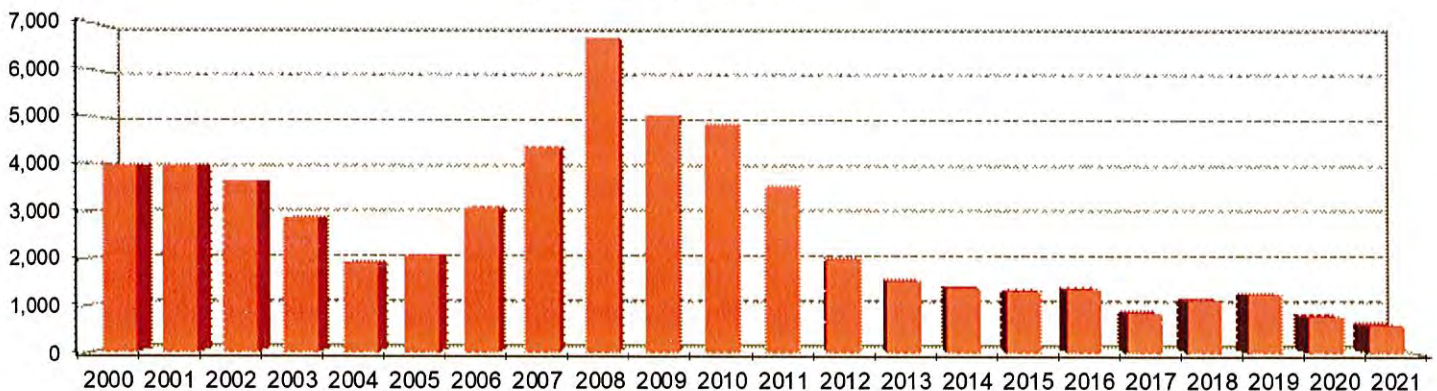
**VISIT**

<http://lauriehansen.rereport.com>

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

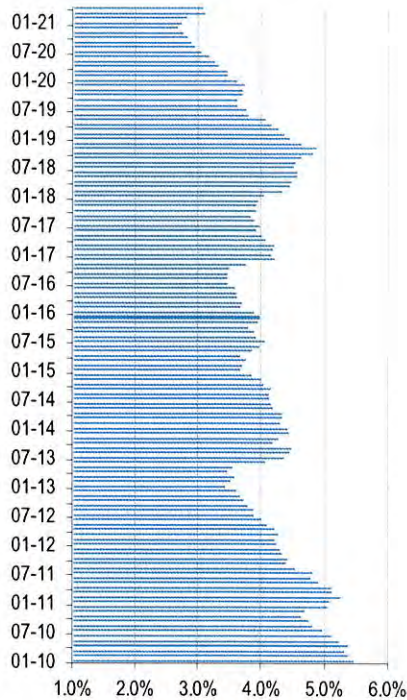
© 2021 rereport.com

**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/>.

# Strength And Restraint

April 30, 2021 -- If you're looking for traditional reasons for interest rates to move higher, they're not all that hard to find. Surging growth? Check. Rising price pressures? Check. All-in monetary policy? Check. Massive fiscal stimulus? Check. Expectations for more of each to come, in varying degrees? Check. Yet despite these items, interest rates and mortgage rates remain at levels closer to historic lows than not, well below what might be considered "normal", and certainly a far distance from anything that could be considered high.

Sales of existing homes have been very solid but have little space to grow from present levels. Simply put, while there is plenty of demand from low mortgage rates, fantastic demographic tailwinds and a re-expanding economy, there simply isn't anything to buy or buy at reasonable costs. With these conditions, that the National Association of Realtors Pending Home Sales Index managed any gain at all is pretty impressive, but a 1.9% rise for March isn't exactly the kind of surge often seen as the spring homebuyer season gets underway. That said, sales are still some 23.3% above year-ago levels, so it's not as though there's no activity, just

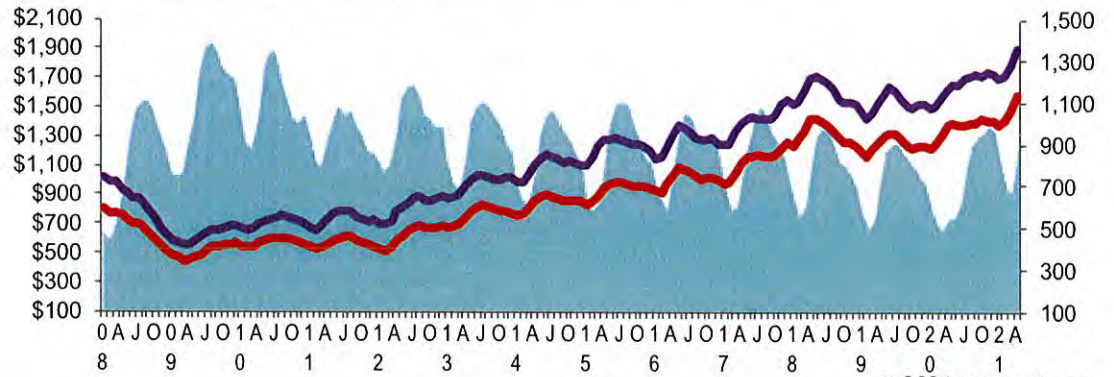
a strong market getting only marginally stronger. The PHSI is based on sales contracts signed during the month, which translates into actual sales when the deals close, usually 45-60 days in the future. As such, the March PHSI gain will likely be seen in May sales (released at the end of June).

With little to buy, applications for mortgage credit for purchases will struggle to move higher. Even with mortgage rates retreating below the 3 percent line last week again, refinancing requests can also only pick up so much, as we've trod this ground, leaving the pool of folks interested in refinancing at these rates at least partially sated already. In the week ending April 23, overall applications for mortgage credit shrank by 2.5% according to the Mortgage Bankers Association, pulled downward by a 4.8% drop in purchase-money requests and a 1.1% slide in those for refinancing.

Despite a cascade of signals and news that have historically kicked interest rates higher, overall interest rates and mortgage rates in particular have remained restrained. How long this can continue to be the case is a very good question, but having run

(Continued on page 4)

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



© 2021 rereport.com

Santa Clara County - April 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	\$ 1,647,500	\$ 1,959,080	1,214	1,297	645	15	109.9%	18.5%	21.1%	119.5%	119.8%	-23.5%		
Campbell	\$ 1,832,650	\$ 1,961,730	30	34	19	18	110.4%	27.3%	23.8%	114.3%	183.3%	-29.6%		
Cupertino	\$ 2,900,000	\$ 2,871,190	27	38	21	23	114.0%	34.9%	36.3%	17.4%	280.0%	-22.2%		
Gilroy	\$ 1,077,500	\$ 1,186,740	60	86	27	13	106.0%	33.9%	36.9%	160.9%	196.6%	-71.0%		
Los Altos	\$ 3,850,000	\$ 4,007,930	39	42	20	15	112.0%	40.3%	30.4%	129.4%	147.1%	-41.2%		
Los Altos Hills	\$ 5,275,000	\$ 5,221,500	6	17	26	126	108.9%	40.6%	16.8%	0.0%	325.0%	13.0%		
Los Gatos	\$ 2,425,000	\$ 2,595,140	67	84	53	23	104.8%	21.3%	14.5%	168.0%	211.1%	-44.8%		
Milpitas	\$ 1,427,500	\$ 1,436,640	24	37	8	10	110.0%	26.1%	25.7%	41.2%	428.6%	-66.7%		
Monte Sereno	\$ 3,450,000	\$ 3,352,000	5	10	7	41	115.3%	6.4%	-10.7%	25.0%	233.3%	-30.0%		
Morgan Hill	\$ 1,325,000	\$ 1,421,900	74	78	31	12	105.7%	27.8%	28.7%	164.3%	100.0%	-51.6%		
Mountain View	\$ 2,480,000	\$ 2,588,920	53	30	21	11	108.9%	23.1%	16.8%	562.5%	172.7%	-12.5%		
Palo Alto	\$ 3,310,000	\$ 3,913,010	54	53	50	27	107.8%	18.2%	19.0%	200.0%	140.9%	-3.8%		
San Jose	\$ 1,420,000	\$ 1,539,560	628	615	265	12	111.2%	18.3%	18.8%	120.4%	144.0%	-38.5%		
Santa Clara	\$ 1,615,000	\$ 1,598,100	50	69	30	17	109.8%	9.5%	7.7%	8.7%	165.4%	-34.8%		
Saratoga	\$ 3,067,500	\$ 3,359,530	36	36	32	26	105.7%	20.9%	34.5%	157.1%	260.0%	-25.6%		
Sunnyvale	\$ 2,200,000	\$ 2,213,540	63	73	37	17	113.8%	12.8%	16.5%	133.3%	114.7%	-7.5%		

Laurie Hansen  
 Intero Real Estate Services  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com  
 CA BRE #00757662



## Market Statistics

### Trends at a Glance

(Single-family Homes)

	Apr 21	Month %	Mar 21	Year %	Apr 20
Median Price:	\$1,647,500	3.0%	\$1,600,000	18.5%	\$1,390,000
Average Price:	\$1,959,080	1.5%	\$1,930,800	21.1%	\$1,617,660
Home Sales:	1,214	41.5%	858	119.5%	553
Pending Sales:	1,297	0.6%	1,289	119.8%	590
Active Listings:	645	8.4%	595	-23.5%	843
Sale/List Price Ratio:	109.9%	1.0%	108.9%	6.5%	103.2%
Days on Market	15	-18.2%	18	-6.3%	16
Days of Inventory:	15	-25.9%	21	-65.1%	44

(Condominiums)

	Apr 21	Month %	Mar 21	Year %	Apr 20
Median Price:	\$890,000	2.3%	\$870,000	8.8%	\$818,000
Average Price:	\$954,732	-0.2%	\$956,629	5.7%	\$903,299
Home Sales:	561	32.9%	422	176.4%	203
Pending Sales:	556	-5.3%	587	158.6%	215
Active Listings:	377	-8.9%	414	5.0%	359
Sale/List Price Ratio:	104.6%	1.6%	102.9%	2.5%	102.1%
Days on Market	20	-32.0%	29	30.8%	15
Days of Inventory:	19	-33.8%	29	-62.0%	51

Laurie Hansen  
 Intero Real Estate Services  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com  
 CA BRE #00757662

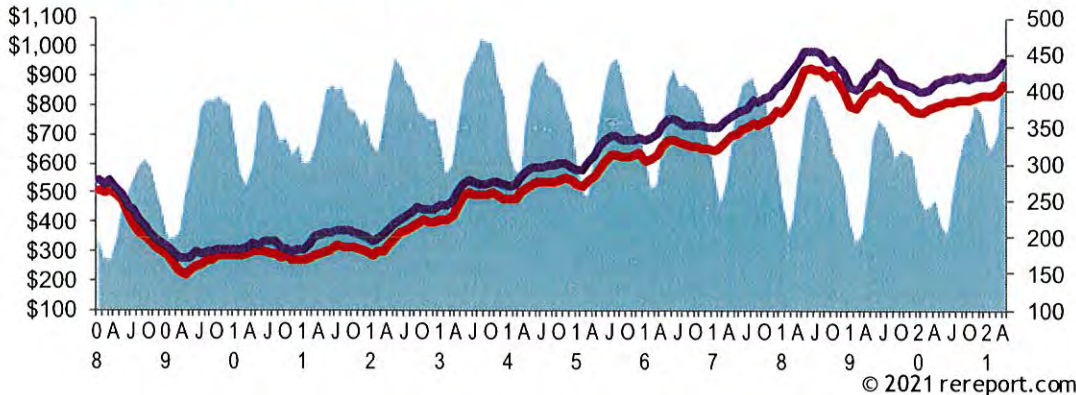
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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)



© 2021 rereport.com

### Table Definitions

#### Median Price

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

#### Average Price

Add all prices and divide by the number of sales.

#### SP/LP

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

#### DOI

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

#### Pend

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

#### Inven

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

### Santa Clara County - April 2021

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 890,000	\$ 954,732	561	556	377	19	104.6%	8.8%	5.7%	176.4%	158.6%	5.0%
Campbell	\$ 935,500	\$ 963,413	28	19	12	12	103.0%	-4.5%	3.3%	211.1%	171.4%	0.0%
Cupertino	\$ 1,235,000	\$ 1,295,270	16	19	11	20	105.0%	-4.3%	-6.1%	220.0%	280.0%	37.5%
Gilroy	\$ 510,000	\$ 516,667	3	7	2	19	101.3%	8.4%	6.0%	300.0%	250.0%	-71.4%
Los Altos	\$ 1,529,000	\$ 1,565,750	10	4	12	35	100.2%	-30.5%	-28.8%	900.0%	33.3%	140.0%
Los Gatos	\$ 1,355,000	\$ 1,230,650	20	11	11	16	104.1%	8.4%	-4.3%	566.7%	266.7%	-35.3%
Milpitas	\$ 1,004,000	\$ 1,010,920	28	36	14	15	104.9%	6.8%	12.3%	180.0%	176.9%	-54.8%
Morgan Hill	\$ 830,000	\$ 792,678	9	15	3	10	109.2%	27.7%	28.4%	-25.0%	-25.0%	-84.2%
Mountain View	\$ 1,200,000	\$ 1,204,530	49	49	27	16	104.1%	-11.1%	-9.0%	512.5%	188.2%	8.0%
Palo Alto	\$ 1,430,000	\$ 1,397,630	11	10	20	53	102.3%	-4.7%	-7.0%	57.1%	100.0%	66.7%
San Jose	\$ 758,000	\$ 794,352	305	282	180	17	104.5%	4.6%	4.6%	146.0%	220.5%	-22.7%
Santa Clara	\$ 823,500	\$ 923,729	30	39	41	40	104.4%	-33.0%	-22.7%	87.5%	254.5%	-2.4%
Saratoga	\$ 1,248,800	\$ 1,269,400	7	8	7	29	106.9%	-15.6%	-14.2%	600.0%	300.0%	0.0%
Sunnyvale	\$ 1,325,000	\$ 1,274,960	45	56	37	24	106.9%	25.0%	12.9%	309.1%	366.7%	32.1%





**Laurie Hansen**  
Intero Real Estate Services  
5609 Silver Creek Valley Road  
San Jose, CA 95138  
(408) 218-6222  
lhansen@interorealestate.com

**Quick Summary of Comparable Properties**

**Residential Summary**

Res. Single Fami

ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	228 Castillon Way	San Jose	4	2 1	7	2,124	\$611.58	6,251 (sf)	\$1,299,000	46		
<b>ACTIVE</b>												
# Listings:	1	<b>AVG VALUES:</b>			7	2,124	\$611.58	6,251 (sf)	\$1,299,000	46		
<b>PENDING</b>												
PENDING	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	6579 San Anselmo Way	San Jose	4	2 1	10	2,124	\$611.53	6,346 (sf)	\$1,298,888	49		
	6478 Camino Verde Drive	San Jose	4	2 0	6	1,848	\$637.99	5,951 (sf)	\$1,179,000	51		
	293 Dondero Way	San Jose	3	2 0	11	1,516	\$758.58	6,452 (sf)	\$1,150,000	50		
<b>PENDING</b>												
# Listings:	3	<b>AVG VALUES:</b>			9	1,829	\$669.36	6,250 (sf)	\$1,209,296	50		
<b>SOLD</b>												
SOLD	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
	6563 Purple Vale Court	San Jose	5	3 0	5	2,563	\$739.37	9,391 (sf)	\$1,499,000	49	\$1,895,000	05/11/2
	190 Castillon Way	San Jose	5	3 0	5	2,563	\$635.19	6,267 (sf)	\$1,399,000	46	\$1,628,000	05/04/2
	264 Los Palomos Way	San Jose	5	2 1	8	2,181	\$678.59	6,384 (sf)	\$1,288,888	51	\$1,480,000	03/30/2
	247 Prague Drive	San Jose	4	2 1	6	2,256	\$642.73	6,222 (sf)	\$1,280,000	47	\$1,450,000	03/19/2
	312 Los Pinos Way	San Jose	4	2 0	5	1,890	\$743.39	6,851 (sf)	\$1,249,888	53	\$1,405,000	03/30/2
	280 Sorrento Way	San Jose	3	2 0	7	1,657	\$836.60	6,016 (sf)	\$1,150,000	54	\$1,386,250	05/14/2
	277 Curie Drive	San Jose	4	2 0	11	1,601	\$749.53	6,095 (sf)	\$1,125,000	51	\$1,200,000	04/01/2
	6258 Camino Verde Drive	San Jose	3	2 0	4	1,516	\$784.96	5,998 (sf)	\$989,000	51	\$1,190,000	03/30/2
<b>SOLD</b>												
# Listings:	8	<b>AVG VALUES:</b>			6	2,028	\$726.29	6,653 (sf)	\$1,247,597	50	\$1,454,281	

(Continued from page 2)

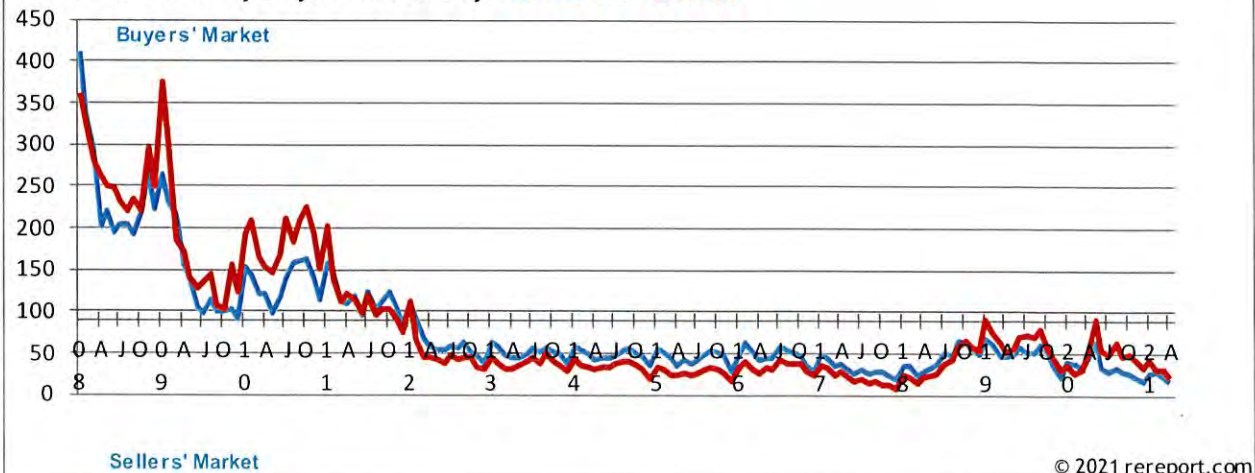
higher earlier this year based more on sentiment than evidence, we are now seeing an accumulation of evidence that supported the sentiment that led to those increases. Certainly, there are always tempering worries (the virus or proposed changes in tax policies, for example) that can damp upward pressure, but sooner or later the fundamentals of growth and inflation usually have their way, and rates press higher. Will that happen in the weeks ahead, or wait until, say, June when the next forward-looking Fed review comes? Hard to say, and while the reaction to the data this week was pretty muted, the next test comes next week, when the cascade of first-week-of-the-month data washes over the markets.



**228 Castillon Way, San Jose 95119**

Class: Res. Single Family  
 Beds: 4  
 Baths (F/P): 3 (2/1)  
 SqFt: 2,124 SqFt (Realist\*)  
 Lot Size: 6,251 SqFt  
 Showing: Call Listing Agent, See Remarks- Call agent for cor  
 Elem: **Santa Teresa Elementary** / Oak Grove Elementa  
 High: **Santa Teresa High** / East Side Union High  
 LA/LO: Laurene Hansen (408) 218-6222 / Intero Real Est  
 Public: Everything you've been wishing for in this beautiful Home i location! From the fruit orchard in the front to the remodeled kit & kitchen was remodeled with white cabinets & quartz counters, sta

**Santa Clara County Days of Inventory: Homes and Condos**



© 2021 rereport.com





# THE BUYER'S GUIDE

228 CASTILLON WAY, SAN JOSE, CA 95119

**\$1,299,000**

List Price

**4**

Bedrooms

**2/1**

Bathrooms

**2,124**

Square Feet



## IS NOW A GOOD TIME TO BUY?

When DOM is less than 30 days, how do I make sure that I don't miss out on the homes that are available in this market?

Given the median price change over the years, how do we know if the house is a good value?

Is real estate always a good investment and how have homes in this area appreciated?

In terms of planning on how much we will need to spend to find a home in the area, how much should we expect to pay over or under asking?

## 95119 : APRIL COMPARED TO MARCH

Closed Sales

**10**



% List Price Rec'd

**114%**



Days On Market

**7**



Avg. Price / Sq.Ft.

**\$799**



## LAURENE HANSEN

Knowing whether it is a good time to buy or sell a home can be intimidating. With my real estate experience, I am eager to help you understand the current market conditions, key indicators and trends. If you are interested in this property, or would like to discuss properties like this, please contact me.

EMAIL: lhansen@interorealestate.com  
PHONE: 408-218-6222  
CA DRE #: DRE # 00757662  
BROKER: Intero Real Estate Services





APRIL 2021

Zip Code Market Report

95119

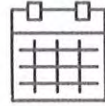
**\$1.22M**

Median Sales Price



**10**

Closed Sales



**7**

Days On Market

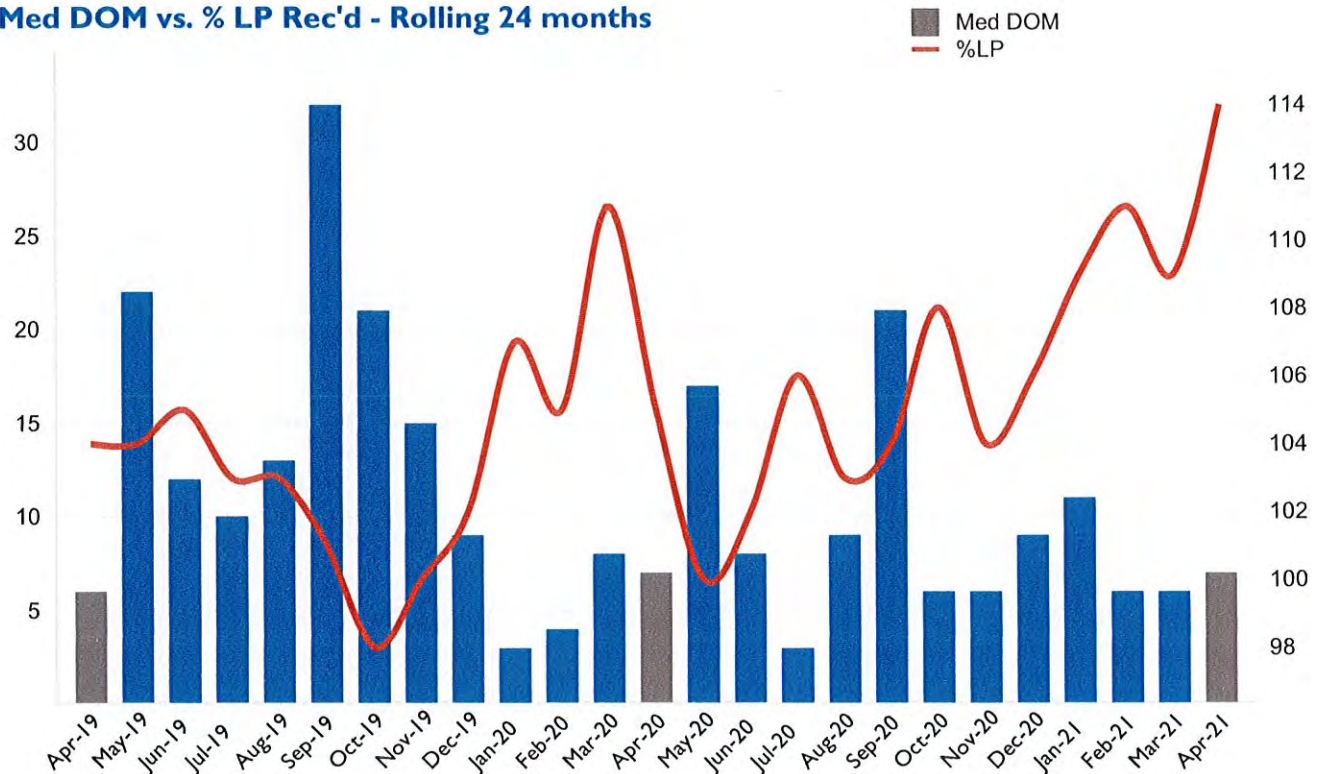


**114%**

% List Price Rec'd

Single Family	This Month	Last Month	A Year Ago
Closed Sales	10	6	4
Median Sales Price	\$1.22M	\$1.36M	\$1.06M
Median Days on Market	7	6	7
New Listings	12	13	3
Avg % List Price Rec'd	114%	109%	105%
Avg \$ per SqFt	\$799	\$712	\$575

Med DOM vs. % LP Rec'd - Rolling 24 months



Presented By:  
 Laurene Hansen  
 CA DRE # : 00757662  
 lhansen@interorealestate.com  
 408-218-6222  
 Intero Real Estate Services