



MARCH 2022

# RANCHO SANTA TERESA NEWS

## President's Message

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*Happy Spring!*

As we get closer to opening day, the projects at the pool are getting ticked off the to-do list! The pool-deck bathroom stalls and door panels have been replaced and look great. The exterior stucco wall repair (by the parking circle) is scheduled to start March 2. We should be able to keep access to the bathrooms and facility while the work is being done. If we need to close anything for a day or two, we will announce it via Facebook ([www.facebook.com/RanchoST](http://www.facebook.com/RanchoST)).

**SOLAR UPDATE:** The solar plan has been updated based on the permit processing feedback. The Board approved the changes and are moving forward to get the updated contract in place. Work on replacing the roofs to support solar will start as soon as possible to try and minimize the impact to members. We will notify members once the dates are confirmed.

**2022 STAFFING:** Applications for the summer staff are in and we are moving forward with interviews. We have a great group of returning staff and are looking to add some new guards to the team.

**SPRING SWIM LESSONS:** We are finishing up our Winter swim lessons this month. Spring lessons will begin in April, including targeted lessons to help brush up the skills of young swimmers trying out for Sea Otters. Details will be posted on the Rancho website and at the pool.

**SEA OTTER NEWS:** Sea Otters 2022 Registration is March 11 - 22. Don't miss the opportunity to register for what looks to be a fun and "regular" season of Cabana League swimming! Registration will be online at [www.stseaotters.com](http://www.stseaotters.com). Families must be Rancho homeowners/renters in good standing, or current Associate Members, to join Sea Otters. We're looking forward to a great season. See you on the pool deck!

**Opening day for Main Pool is targeted for April 16.** Specific hours and details will be in the April newsletter and published on the website.

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](mailto:RSTSRCooffice@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:**  
Monday, March 21 • 6 pm  
Main Hall

**HALL RENTAL & POOL PARTY  
REQUESTS**  
Go to the Parties-Rentals tab  
on the revised website at  
[ranchosantateresa.org](http://ranchosantateresa.org)

[www.ranchosantateresa.org](http://www.ranchosantateresa.org) • [www.facebook.com/RanchoST](http://www.facebook.com/RanchoST)

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

## Monthly Events

### POKER NIGHT

**Upcoming Date: 3/18**

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).



## 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 April.*



# RANCHO SANTA TERESA NEWS

## Available Lessons

### FITNESS CLASSES WITH SANDY

#### AQUA FITNESS - MARCH SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) - 13 CLASSES - March 2- 30 - \$135

#### CARDIO, STRENGTH & STRETCH - MARCH 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) - 10 CLASSES - March 1 - 31 - \$105

#### BOTH CLASSES - MARCH SESSION

5 CLASSES PER WEEK - 15 TOTAL - \$195

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.

# Laurie Hansen & the HansenHomeTeam

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*Laurie, Michelle, & Paul*

**Experience Knowledge Service Results**

# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual January 2022

		Total			
		Actual	Budget	over Budget	Actuals as
					% of Budget
<b>Income</b>					
Total 4000 Dues and Assessments	(Note 1)	\$ 78,993.34	\$ 78,653.33	\$ 340.01	100.43%
Total 4100 M Lesson Income	(Note 2)	\$ 1,500.00	\$ 1,171.87	\$ 328.13	128.00%
Total 4200 NM Lesson Income	(Note 2)	\$ 3,252.00	\$ 2,323.88	\$ 928.12	139.94%
Total 4300 Member Rental Income		\$ 570.00	\$ -	\$ 570.00	
Total 4500 Interest on Operating Funds		\$ 2.97	\$ 3.46	\$ (0.49)	85.84%
Total 4700 Services Fees & Late Fees Income		\$ 1,030.00	\$ 83.00	\$ 947.00	1240.96%
Total 4800 Other Ordinary Income		\$ 145.00	\$ 208.00	\$ (63.00)	69.71%
<b>Total Income</b>		<b>\$ 85,493.31</b>	<b>\$ 82,443.54</b>	<b>\$ 3,049.77</b>	<b>103.70%</b>
<b>Expenses</b>					
Total 5000 Gross Payroll		\$ 2,972.68	\$ 4,605.50	\$ (1,632.82)	64.55%
Total 5100 Payroll Related Expenses		\$ 449.88	\$ 684.38	\$ (234.50)	65.74%
Total 6000 Professional Services		\$ 525.00	\$ 525.00	\$ -	100.00%
Total 6100 Other Outside Services		\$ 2,540.00	\$ 2,377.00	\$ 163.00	106.86%
Total 6200 Insurance		\$ 3,365.37	\$ 3,755.25	\$ (389.88)	89.62%
Total 6300 Bank Fees		\$ 167.50	\$ 170.00	\$ (2.50)	98.53%
Total 6400 Merch.Serv. Bnkcrd Fees/QB Transfer fees		\$ 731.63	\$ 438.18	\$ 293.45	166.97%
Total 6500 General Office Expenses		\$ 689.44	\$ 954.50	\$ (265.06)	72.23%
Total 7000 Building and Hall Maintenance		\$ 1,541.54	\$ 2,220.00	\$ (678.46)	69.44%
Total 7100 Pool Maintenance		\$ 1,219.70	\$ 2,156.00	\$ (936.30)	56.57%
Total 7200 Utilities		\$ 7,836.86	\$ 8,525.00	\$ (688.14)	91.93%
Total 7300 Reserve Funding	(Note 3)	\$ 7,500.00	\$ 7,500.00	\$ -	100.00%
<b>Total Expenses</b>		<b>\$ 29,539.60</b>	<b>\$ 33,910.81</b>	<b>\$ (4,371.21)</b>	<b>87.11%</b>
<b>Net Operating Income</b>		<b>\$ 55,953.71</b>	<b>\$ 48,532.73</b>	<b>\$ 7,420.98</b>	<b>115.29%</b>

### Notes:

- 1) AM Fees & Budget will be respread monthly in Feb
- 2) Stingrays M/NM Rent 50/50%
- 3) Reserve Funding Expense includes the Estimated RR back wall repairs of \$35K added to the Annual Expense of \$55K spread monthly

# Are You Thinking About Selling Your Rancho Santa Teresa Home?

Due to the shortage of inventory in Santa Teresa, there are several buyers looking specifically in the Rancho Santa Teresa neighborhood. Unfortunately, none of the homes currently listed for sale meet their criteria. We are looking for anyone in the neighborhood to see if they have any interest in selling.

Many of these buyers have a family. Do you know of anyone interest in selling their home in the near future?

They are pre-approved buyers, willing to pay top dollar for the right home. They are happy to buy a home in “As Is” condition and can offer a flexible closing date if needed.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

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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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Visit

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





# Matt Cossell

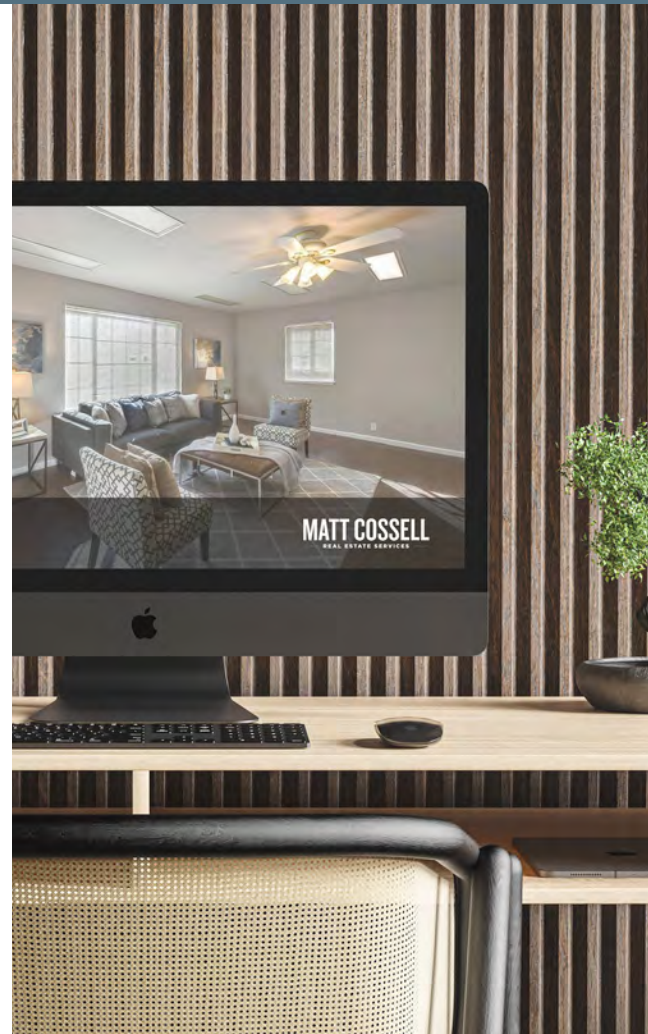
**TOP 1% REALTOR**

Matt Cossell has a proven track record for selling houses for more than the average agent. By using his proprietary marketing system he is able to leveraging technology to expand the marketing reach of your house, increase demand, and drive the value to its highest point.

The process of marketing houses has changed drastically as technology has changed the way the public searches for homes. By studying the consumer's buying process Matt has been able to create a marketing system that positions your house strategically in front of the most relevant prospective home buyers.

Using state-of-the-art marketing methods like professional photography, high-end video, staging and design services, aerial drone videography, virtual staging, and social media target marketing, Matt is able to create a stunning presentation of your house online. This process draws in the perfect pool of buyers for your Santa Teresa house.

To see how this system can work for you, call Matt directly at 408.761.3271 or email [Matt@MattCossellTeam.com](mailto:Matt@MattCossellTeam.com).





# Recent Rancho Santa Teresa Sales

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

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



**kw** BAY AREA  
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# The Real Estate Report

## Home Sales Prices Up, Sales Down

The median sales price for single-family, re-sale homes rose 24.2% compared to last year. That's the twenty-seventh 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 26.2% year-over-year.

The sales price to list price ratio went from 111.7% to 113.7%. Multiple offers continue to be the norm.

Sales of single-family, re-sale homes were down for the fifth month in a row, year-over-year, in January. Sales fell 27.3%. There were 429 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

Pending sales were up 23.4% year-over-year.

Inventory of single-family, re-sale homes was down 31% compared to last year. That is the twenty-ninth month in a row inventory has been lower than the year before. As of February 5th, there were 334 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 9 days to 23 days. The average since 2003 is 89.

It took only fourteen 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 2.4% compared to last January. The average sales gained 5.6% year-over-year.

Condo sales were down 12.1% year-over-year. There were 233 condos sold in January.

The sales price to list price ratio rose from 104% to 106.1%.

Condo inventory fell 59% compared to last January.

As of February 5th, there were 152 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose ten days to twenty.

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

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

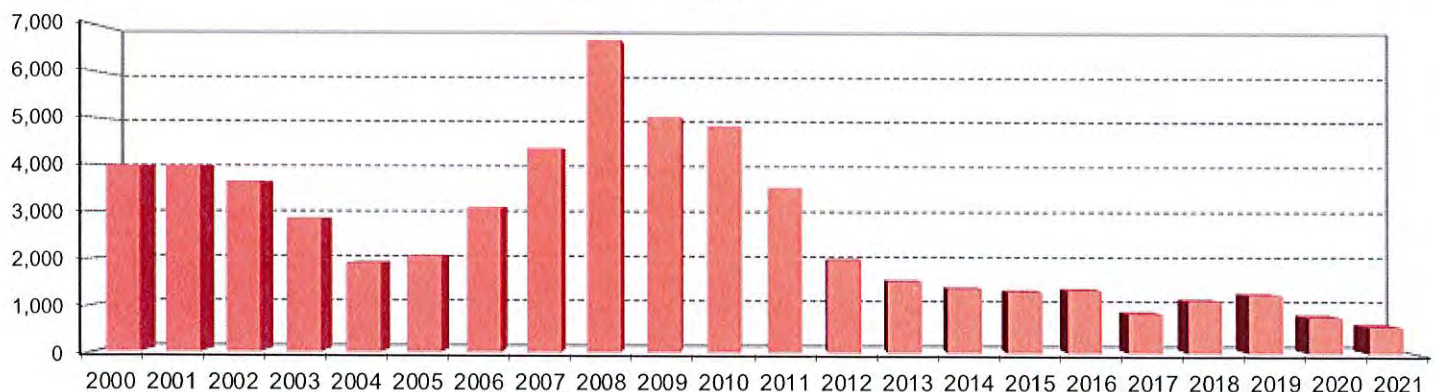
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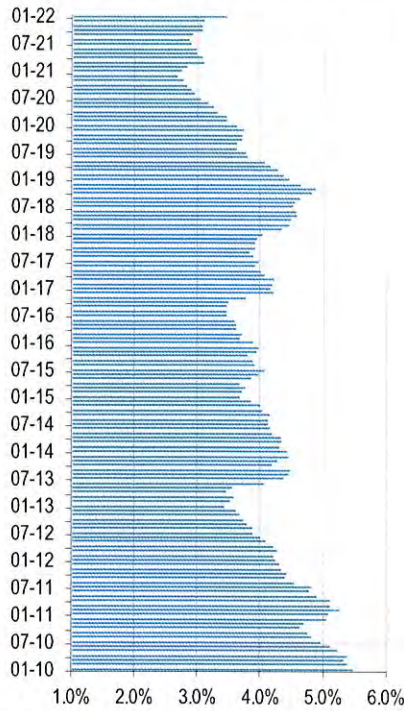
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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**Santa Clara County**  
 Average Active Listings SFR YTD



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/>.

# Home Sales Rise

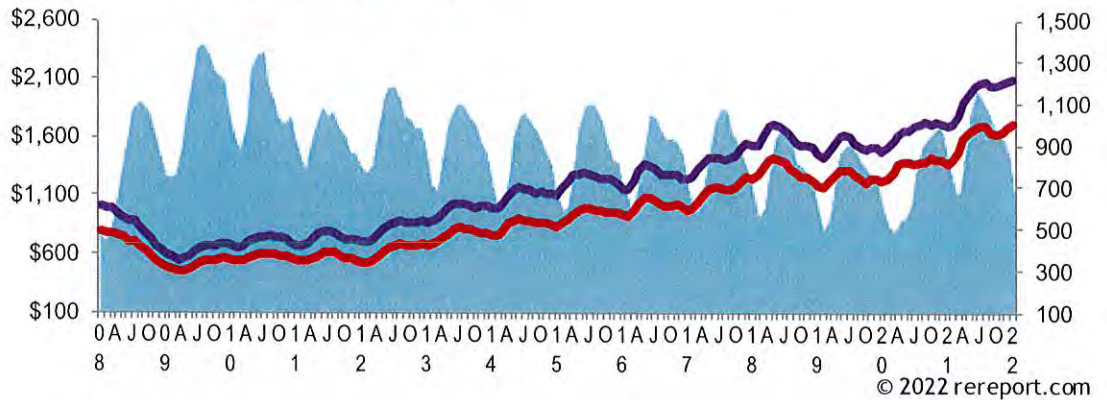
**January 28, 2022** -- Sales of new homes popped 11.9% higher in December, landing at an 811,000 annualized rate of sale. This was the strongest pace since March, and probably reflects two things: very little available to buy in the existing home market and a desire to get a deal in place before mortgage rates began to rise after the Fed's December meeting suggested that might not be a long way off. Interestingly, it was a mix of lower cost homes that moved during the month, and that dragged down the median price of a new home sold by 9.3% to \$377,700, so new homes sold during the month were only slightly more expensive (+\$19,700) than an existing home sold during the same month. Such a narrow gap can make it an easier decision to buy new, when there is plenty of supply instead of the ultra competitive existing home market. Even with the bump in sales, there's enough supply of new houses to last six months at the current rate of sale, with the 403,000 actual units the highest inventory level since August of 2008. The increase in sales of new homes in December was made larger by downward revisions to sales in November (-19K); October sales (-13K) were also revised down.

Higher mortgage rates in January will probably crimp sales a little bit, but conditions remain pretty favorable for homebuyers, provided they can find something to buy in the existing home market. The National Association of Realtors Pending Home Sales Index (a measure of signed purchase contracts) downshifted by 3.8% in December, falling back to levels last seen in September. It may be that there is some seasonal effect here -- even fewer homes listed for sale during the holidays being an additional deterrent to potential homebuyers, trimming the PHSI -- but little to buy at or near record high prices at a time when mortgage rates are moving higher isn't exactly the kind of climate that promotes a higher level of sales. Whether there is much of a spring homebuying season will depend on whether there are more houses available to buy and whether mortgage rates edge or leap higher. We'll find out soon enough.

Near-term, the effect can be seen in the weekly index of mortgage applications from the Mortgage Bankers Association. In the week ending September 21, requests for mortgage credit shrank by 7.1%, pulled down by a 1.8% decrease in calls for purchase-money mortgages and a 12.6% drop in refinance ap-

(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 - January 2022													
Single-Family Homes								% Change from Year Before					
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices			Sales	Pend'	Inven'
	Median	Average						Med	Ave				
SCC	\$ 1,688,890	\$ 2,041,660	429	908	334	23	113.7%	24.2%	26.2%	-27.3%	23.4%	-31.0%	
Campbell	\$ 1,818,000	\$ 1,798,500	6	14	5	25	116.5%	29.9%	8.4%	-64.7%	-48.1%	-66.7%	
Cupertino	\$ 3,085,740	\$ 3,019,580	6	31	10	50	116.5%	40.3%	22.2%	-64.7%	14.8%	-16.7%	
Gilroy	\$ 990,000	\$ 1,252,910	26	55	20	23	106.9%	13.8%	39.9%	-29.7%	-3.5%	-33.3%	
Los Altos	\$ 4,265,000	\$ 3,846,140	7	22	13	56	113.2%	17.8%	-2.6%	-22.2%	37.5%	-45.8%	
Los Altos Hills	\$ 5,480,000	\$ 5,480,000	1	6	10	300	137.2%	12.4%	12.4%	0.0%	-14.3%	-50.0%	
Los Gatos	\$ 2,725,000	\$ 2,817,940	24	49	24	30	110.4%	51.0%	36.6%	-31.4%	-14.0%	-33.3%	
Milpitas	\$ 1,377,500	\$ 1,749,330	6	21	9	45	111.6%	14.8%	46.9%	-66.7%	31.3%	50.0%	
Monte Sereno	\$ 4,525,000	\$ 7,166,000	4	3	4	30	109.7%	62.2%	138.3%	33.3%	0.0%	-20.0%	
Morgan Hill	\$ 1,327,500	\$ 1,592,450	24	31	21	26	107.7%	5.6%	21.6%	9.1%	-11.4%	-38.2%	
Mountain View	\$ 3,225,000	\$ 3,153,440	9	29	16	53	120.2%	75.4%	62.2%	-47.1%	0.0%	-5.9%	
Palo Alto	\$ 3,867,500	\$ 4,416,510	18	50	29	48	111.6%	34.3%	34.9%	5.9%	150.0%	-14.7%	
San Jose	\$ 1,550,000	\$ 1,661,740	240	453	134	17	113.9%	24.0%	24.7%	-26.6%	27.2%	-31.3%	
Santa Clara	\$ 2,100,000	\$ 2,040,190	32	44	15	14	117.3%	48.4%	36.5%	45.5%	12.8%	-6.3%	
Saratoga	\$ 4,208,880	\$ 3,914,980	5	33	13	78	117.5%	47.2%	29.1%	-76.2%	26.9%	-13.3%	
Sunnyvale	\$ 2,100,000	\$ 2,209,470	23	69	14	18	119.3%	7.7%	12.8%	-30.3%	146.4%	-39.1%	

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# Market Statistics

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 CA BRE #00757662

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

	Jan 22	Month %	Dec 21	Year %	Jan 21
Median Price:	\$1,688,890	-3.5%	\$1,750,000	24.2%	\$1,360,000
Average Price:	\$2,041,660	-4.6%	\$2,139,610	26.2%	\$1,618,190
Home Sales:	429	-37.8%	690	-27.3%	590
Pending Sales:	908	3.2%	880	23.4%	736
Active Listings:	334	62.9%	205	-31.0%	484
Sale/List Price Ratio:	113.7%	1.8%	111.7%	9.0%	104.4%
Days on Market:	14	-21.7%	18	-39.0%	23
Days of Inventory:	23	162.0%	9	-5.1%	25

### (Condominiums)

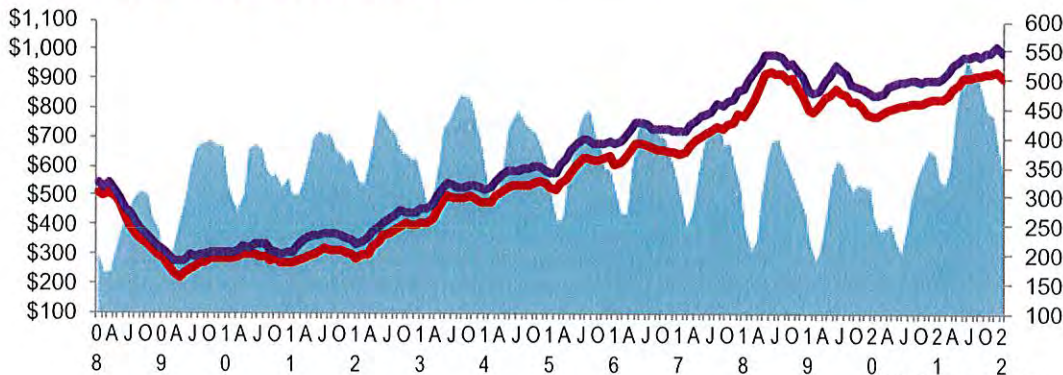
	Jan 22	Month %	Dec 21	Year %	Jan 21
Median Price:	\$850,000	-9.4%	\$938,000	2.4%	\$830,000
Average Price:	\$942,752	-10.1%	\$1,048,220	5.6%	\$893,072
Home Sales:	233	-27.4%	321	-12.1%	265
Pending Sales:	472	16.3%	406	12.9%	418
Active Listings:	152	44.8%	105	-59.0%	371
Sale/List Price Ratio:	106.1%	2.0%	104.0%	5.5%	100.6%
Days on Market:	21	-10.0%	24	-37.7%	34
Days of Inventory:	20	99.4%	10	-53.4%	42

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 - January 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 850,000	\$ 942,752	233	472	152	20	106.1%	2.4%	5.6%	-12.1%	12.9%	-59.0%
Campbell	\$ 850,000	\$ 776,857	7	12	3	13	102.4%	-8.1%	-14.0%	-22.2%	-29.4%	-70.0%
Cupertino	\$ 1,550,000	\$ 1,465,860	7	24	5	21	104.4%	20.6%	8.5%	16.7%	71.4%	-44.4%
Gilroy	\$ 589,000	\$ 589,000	1	5	4	120	98.3%	7.2%	3.1%	-66.7%	66.7%	0.0%
Los Altos	\$ 1,085,000	\$ 1,085,000	2	5	1	15	97.2%	9.3%	-5.3%	-50.0%	0.0%	-92.3%
Los Gatos	\$ 725,000	\$ 1,140,330	3	16	7	70	122.8%	-35.6%	5.3%	-62.5%	33.3%	0.0%
Milpitas	\$ 1,150,000	\$ 1,000,000	11	29	8	22	106.9%	25.7%	13.5%	-38.9%	31.8%	14.3%
Morgan Hill	\$ 907,500	\$ 844,500	8	6	6	23	106.7%	31.0%	17.7%	33.3%	-45.5%	20.0%
Mountain View	\$ 1,365,000	\$ 1,298,650	9	40	12	40	101.7%	30.0%	20.5%	-52.6%	11.1%	-66.7%
Palo Alto	\$ 1,600,000	\$ 1,637,140	7	15	3	13	104.8%	16.6%	9.8%	16.7%	150.0%	-82.4%
San Jose	\$ 750,000	\$ 796,490	129	229	78	18	106.5%	1.4%	4.2%	-7.9%	9.6%	-58.3%
Santa Clara	\$ 790,000	\$ 889,524	21	51	9	13	107.3%	-13.2%	-5.6%	-8.7%	70.0%	-74.3%
Saratoga	\$ 812,500	\$ 812,500	2	3	1	15	100.3%	-48.2%	-45.9%	-33.3%	-40.0%	-75.0%
Sunnyvale	\$ 1,430,000	\$ 1,301,000	26	35	15	17	105.4%	13.0%	13.4%	36.8%	-25.5%	-59.5%

# THE REAL ESTATE REPORT Santa Clara County



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## Quick Summary of Comparable Properties

### Residential Summary

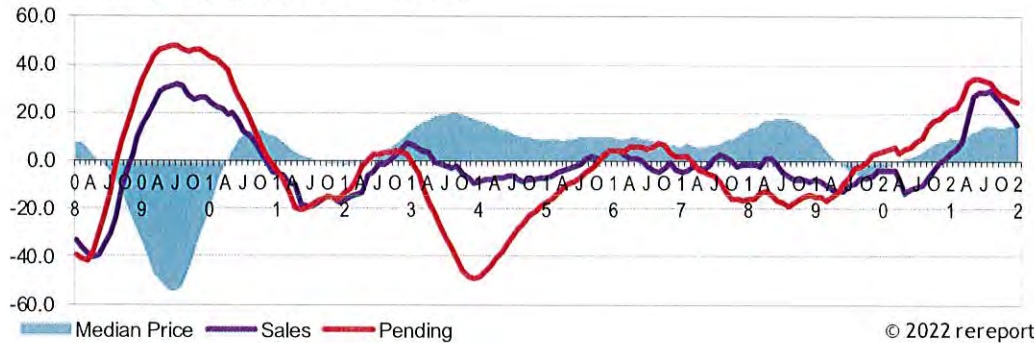
Res. Single Family

PENDING										
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price Age		
227 Purple Glen Drive	San Jose	5	3 0	13	2,563	\$585.25	5,929 (sf)	\$1,500,000 50		
289 Esteban Way	San Jose	5	3 0	7	2,181	\$686.84	6,332 (sf)	\$1,498,000 52		
6711 Altiplano Way	San Jose	4	2 0	8	1,916	\$756.78	11,076 (sf)	\$1,450,000 53		
355 Jai Drive	San Jose	4	2 0	4	1,400	\$920.71	6,004 (sf)	\$1,289,000 52		
PENDING										
# Listings:	4	AVG VALUES:		8	2,015	\$737.40	7,335 (sf)	\$1,434,250 52		
SOLD										
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price Age	Sale Price	COE
6595 San Ignacio Avenue	San Jose	4	2 1	7	2,256	\$758.87	6,380 (sf)	\$1,450,000 47	\$1,712,000	01/10/22
211 Castillon Way	San Jose	4	3 0	8	2,324	\$715.15	7,050 (sf)	\$1,488,000 49	\$1,662,000	01/14/22
245 Oronsay Way	San Jose	4	2 1	3	2,386	\$691.56	6,079 (sf)	\$1,700,000 47	\$1,650,051	02/15/22
323 El Molino Way	San Jose	4	2 1	2	2,124	\$741.53	6,314 (sf)	\$1,399,800 49	\$1,575,000	12/13/21
6125 Escondido Court	San Jose	5	2 1	1	2,337	\$671.80	6,236 (sf)	\$1,388,000 55	\$1,570,000	12/10/21
218 Pinot Court	San Jose	3	2 0	8	1,392	\$962.64	6,204 (sf)	\$1,150,000 52	\$1,340,000	01/27/22
6560 Bison Court	San Jose	3	2 0	10	1,137	\$1,171.50	6,094 (sf)	\$1,150,000 51	\$1,332,000	12/06/21
52 Bernal Way	San Jose	3	2 0	8	1,308	\$902.14	6,031 (sf)	\$998,000 45	\$1,180,000	12/20/21
6558 Kaneko Drive	San Jose	3	2 0	10	1,137	\$853.12	6,071 (sf)	\$799,000 51	\$970,000	12/21/21
SOLD										
# Listings:	9	AVG VALUES:		6	1,822	\$829.81	6,273 (sf)	\$1,280,311 50	\$1,443,450	
# Listings Total:	13	AVG VALUES FOR ALL:		7	1,882	\$801.38	6,600 (sf)	\$1,327,677 50	\$1,443,450	

(Continued from page 2)

plications. The recent spike in rates has severely curtailed already-flagging rate-and-term refinances, leaving mostly cash-out refs in the market. Although these are less affected by slightly higher rates, they will also be impacted to a degree, and more so should rates continue upward.

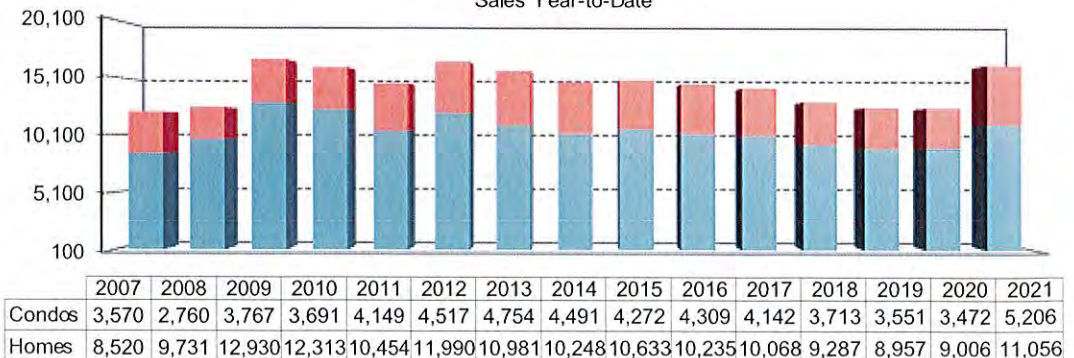
### Santa Clara County Homes: Momentum



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### Santa Clara County

Sales Year-to-Date



**JANUARY 2022**

Zip Code Market Report

**95119**



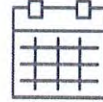
**\$1.66M**

Median Sales Price



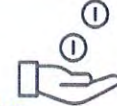
**3**

Closed Sales



**8**

Days On Market



**115%**

% List Price Rec'd

**Single Family**

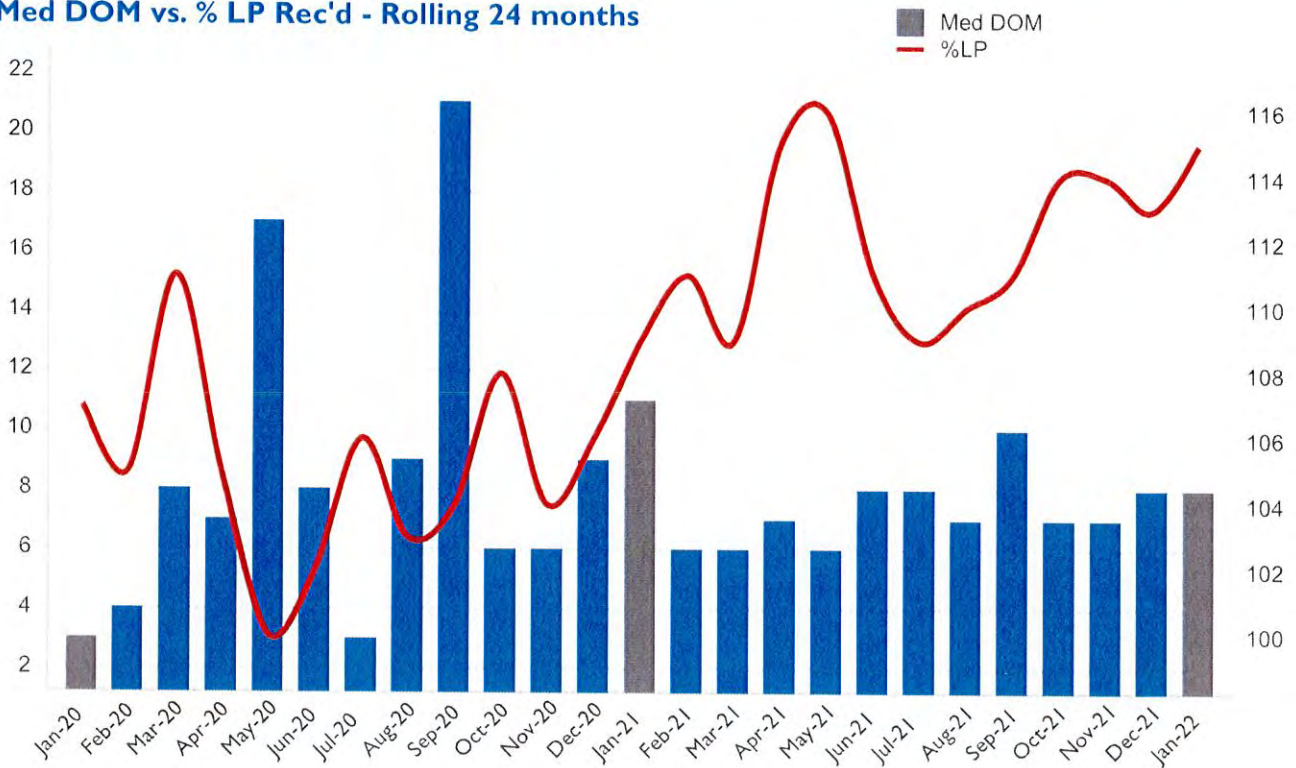
**This Month**

**Last Month**

**A Year Ago**

Closed Sales	3	10	10
Median Sales Price	\$1.66M	\$1.38M	\$1.08M
Median Days on Market	8	8	11
New Listings	4	5	6
Avg % List Price Rec'd	115%	113%	109%
Avg \$ per SqFt	\$812	\$876	\$754

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



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# What's Driving Today's High Buyer Demand?



There's an influx of buyers looking for homes today, and that means your house is in high demand. Here are a few reasons why there are so many people looking to buy a home:

## Buyers Are Motivated To Beat Rising Mortgage Rates



"...homebuyers this year have remained in the market to take advantage of current rates before they increase further."

George Ratiu  
Manager of Economic Research, realtor.com

## Millennials Are Reaching Peak Homebuying Age



"The strength of the housing market is not surprising given the ongoing wave of millennial demand..."

Mark Fleming  
Chief Economist, First American

## Buyers Want To Escape Rising Rents



"With rents already at a high and expected to keep going up, rental affordability will increasingly challenge many Americans in 2022. For those thinking about making the transition from renting to buying their first home, rising rents will remain a motivating factor..."

Danielle Hale  
Chief Economist, realtor.com

If you're thinking about selling your house, today's demand is great news. Let's connect to begin the process of listing your home while buyers are ready to purchase.

## AT YOUR SERVICE.

From major renovation projects to a simple coat of fresh paint, your personal project coordinator will decide what is needed to elevate your home's marketability so it stands out and shines once it hits the market. PINNACLE is designed to create a first impression that sells, and no project is too big or too small.

## THE FINE PRINT.

The PINNACLE home services program is available to home sellers who have a signed contract with an Intero agent. The design team, contractors, and home stagers offer fair costs, and payments are deferred until your home closes escrow. No hidden costs or fees. It's that simple.

## FIRST IMPRESSIONS SELL.

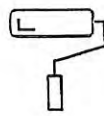
With PINNACLE, no project is too big or too small. Your project coordinator will help you decide which services are needed, including but not limited to:



### Renovation Projects

For anything that requires a hard hat or sledgehammer.

- ↳ New flooring
- ↳ New countertops
- ↳ Kitchen & bath improvements
- ↳ Updated HVAC and plumbing
- ↳ Roofing repairs



### Cosmetic Updates

When all your home needs is a little TLC.

- ↳ Painting
- ↳ Professional staging
- ↳ Decluttering
- ↳ Window treatments
- ↳ Landscaping and fencing



### Elite Services

Services that go above and beyond.

- ↳ Moving assistance
- ↳ Packing assistance
- ↳ Hauling, trash removal, and more
- ↳ Photography
- ↳ Settling-in services
- ↳ Senior services
- ↳ Deep cleaning

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