

MARCH 2023

RANCHO SANTA TERESA NEWS

President's Message

We're moving closer to Spring and our Opening Day. The club is hard at work checking items off our project list, hiring our summer supervisors and staff, cleaning the club, and working with the Sea Otters as they plan their 2023 Season.

SOLAR UPDATE: We may have a date for our solar installation very soon. Our vendor is currently trying to get the materials delivered. As soon as we have a firm date, we'll share the details on the club website, Facebook page, and through a direct email.

2023 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 new lifeguards to the team.

SPRING SWIM LESSONS: Spring lessons will begin in April, primarily as 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 2023 Registration is March 10-19. Don't miss the opportunity to register for another fun summer of Cabana League swimming! Registration will be online at www.stseaotters.com. Families must be Rancho homeowners/renters in good standing, or current Associate Members, to join Sea Otters. Check out more information on page 2. We're looking forward to a great season. See you on the pool deck!

EASTER EGG HUNT: Mark your calendars for our annual Easter Egg Hunt, Saturday, April 8. More details will be in our April newsletter.

RANCHO OPENING DAY: Opening day for the Club will be April 8. Specific hours and details will be in the April newsletter and published on the website.

- Stacy

**MAIN POOL &
ADULT POOL:
CLOSED FOR
THE SEASON**

SPA & TENNIS COURT HOURS:
Daily 8 AM - 10 PM

OFFICE HOURS:
Tuesday & Thursday
10 AM - Noon

ONLINE DUES PAYMENTS:
Send your email address to
RSTSRCooffice@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, March 20 • 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



2023 REGISTRATION

March 10-19

Register online at www.stseaotters.com.

MARK YOUR CALENDARS!

LEAGUE SCHEDULE 2023

May 20: Time Trials aka Donut Meet

May 27: Crossgates @ ST

June 3: ST @ Almaden

June 10: Creekside @ ST

June 17: ST @ Shadow Brook

June 24: Pinehurst @ ST

July 1: Bye Week

July 8: Champs.

(hosted by Almaden at Independence HS)



Visit www.stseaotters.com for more details.
You can also follow us on Facebook and Instagram.
Or contact Edie Fischer, chair.stseaotters@gmail.com.



RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

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

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

FRIDAY COFFEE CLUB

Enter through the front entrance of the Hall on Fridays. The fun lasts from approximately 10 AM to 12:30 PM. We play Dominoes, Mexican Train and a card game called Sequence. If you do not know how to play, we are happy to teach you or you can attend just for the fellowship. Coffee and snacks are available every week.



See more information on page 3.



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

Monthly Events

GAME NIGHT

For Ages 18 & Up - Upcoming Date: 3/27

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

POKER NIGHT

Upcoming Date: 3/17

All members who are 21+ are welcome to join us to play Texas Hold'em in the Lounge at 7PM. Buy-in will be \$20, with an option to buy in one more time for an additional \$20. Bring your own beverage (alcoholic or otherwise) and a snack to share (optional). Questions? Contact organizers Michael (408-772-5785) or Nick (408-829-5348)

RANCHO SANTA TERESA NEWS

Available Lessons

AQUA FITNESS WITH AMY & DARLENE

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

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

Monday, Wednesday & Friday - 8:30 - 9:30 AM - March 1 - 31 - 14 classes - \$140 Members

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

TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy - norcaltennisacademy.com -

Contact Tom Le: 408-896-5745



Fix Before You List

Planning to Sell Your Rancho Santa Teresa Home?

Get up to \$75,000 interest free to update your home now, sell for more, and pay at closing!

Sell your home for more money and faster with quick and easy, pay at closing home improvements!

Small improvements such as paint, flooring, and landscaping can net you as much as \$100,000 - \$200,000 more on the sale price of your home.

Now you can Fix Before You List, Sell for More, and Pay at Closing!

Call/text Matt Cossell at 408.761.3271 or matt@mattcossellteam.com



MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
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DRE# 01382971



RANCHO SANTA TERESA NEWS

MAKE SURE TO RE-COVER THE SPA AFTER USE

Members must put the cover back on the spa if used when the main pool is not open. This helps maintain the water temperature and decrease our heating costs.

2023 FIRST QUARTER DUES ARE NOW PAST DUE

First Quarter 2023 dues were due January 1. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. **Dues are now \$120/quarterly or \$480/annually.** A \$10 late fee is assessed after the 15th day of the Quarter.

Payment options:

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

KEEP YOUR ACCOUNT INFORMATION CURRENT

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

Laurie Hansen & the HansenHomeTeam

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laurie@lauriehansen.com
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ANALYSIS***



Laurie, Michelle, & Paul

Experience Knowledge Service Results

RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January 2023

	Total			% of Budget
	Actual	Budget	over Budget	
Income				
Total 4000 Dues and Assessments	\$ 36,648.33	\$ -	\$ 36,648.33	
Total 4100 Member Lesson Income	\$ 1,200.00	\$ -	\$ 1,200.00	
Total 4200 Nonmember Lesson Income	\$ 2,305.00	\$ -	\$ 2,305.00	
Total 4300 Member Rental Income	\$ 1,780.00	\$ -	\$ 1,780.00	
Total 4500 Interest on Operating Funds	\$ 970.21	\$ -	\$ 970.21	
Total 4700 Services Fees & Late Fees Income	\$ 1,132.00	\$ -	\$ 1,132.00	
Total 4800 Other Ordinary Income	\$ (30.00)	\$ -	\$ (30.00)	
Total Income	\$ 44,005.54	\$ -	\$ 44,005.54	
Gross Profit	\$ 44,005.54	\$ -	\$ 44,005.54	
Expenses				
Total 5000 Gross Payroll	\$ 4,534.95	\$ -	\$ 4,534.95	
Total 5100 Payroll Related Expenses	\$ 665.18	\$ -	\$ 665.18	
Total 5600 Social Event Expenses	\$ 136.57	\$ -	\$ 136.57	
Total 6000 Professional Services	\$ 672.00	\$ -	\$ 672.00	
Total 6100 Other Outside Services	\$ 2,320.00	\$ -	\$ 2,320.00	
Total 6200 Insurance	\$ 4,287.33	\$ -	\$ 4,287.33	
Total 6300 Bank Fees	\$ 245.00	\$ -	\$ 245.00	
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 898.56	\$ -	\$ 898.56	
Total 6500 General Office Expenses	\$ 458.20	\$ -	\$ 458.20	
Total 7000 Building and Hall Maintenance	\$ 965.87	\$ -	\$ 965.87	
Total 7100 Pool Maintenance	\$ 104.79	\$ -	\$ 104.79	
Total 7200 Utilities	\$ 2,915.74	\$ -	\$ 2,915.74	
Reserve Funding	\$ 7,500.00			
Total Expenses	\$ 22,788.45	\$ -	\$ 22,788.45	
Net Operating Income	\$ 21,217.09	\$ -	\$ 21,217.09	

**Note: Budget will be included in Feb Reports
(April NL)**



Buying or Selling a Home?

CONTACT ME FOR A FREE CONSULTATION

Thinking of buying or selling a property? Buying and selling a home can be a serious problem if you are dealing with the wrong agent. With over 23 years of experience and an impeccable record, you can trust me to handle your transaction. I can help you navigate today's market and position your home to sell for top dollars.

NILE SULLIVAN

REALTOR® DRE 01309876

✉ NileSells@gmail.com ☎ 408-568-3561



INTERO

www.NileSellsRealEstate.com



Laurie & Michelle

The Hansen Home Team

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 http://www.lauriehansen.com
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The Real Estate Report

Home Sales Prices Mixed

The median sales price for single-family, re-sale homes rose, month-over-month. It was up 4.4% from December. It was down 9.5% compared to last year.

The average sales price for single-family, re-sale homes was up 9.4%, month-over-month. It was down 5.3% year-over-year.

Sales of single-family, re-sale homes were down for the seventeenth month in a row, year-over-year, in January. Sales fell 38.9%. There were 262 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio rose from 98.7% to 98.9%.

Pending sales were down 4.3% 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 eleventh month in a row. It gained 59.6% compared to last year. As of February 5th, there were 533

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 36 days to 61 days. The average since 2003 is 89.

It took thirty-four 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 1.2% compared to last January. The average sales price gained 2.5% year-over-year.

Condo sales were down 53.2% year-over-year. There were 110 condos sold in January.

The sales price to list price ratio rose from 99.2% to 99.4%.

Condo inventory was up 62.5% compared to last January.

As of February 5th, there were 247 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from thirty-nine to sixty-seven.

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

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

How This Impacts You:

Today's low inventory means we're still in a sellers' market.

So, if you want to take advantage of this sweet spot, spring could be your shot.

The housing market needs more homes for sale to meet the demand of today's buyers. If you've thought about selling, let's connect today.

VISIT

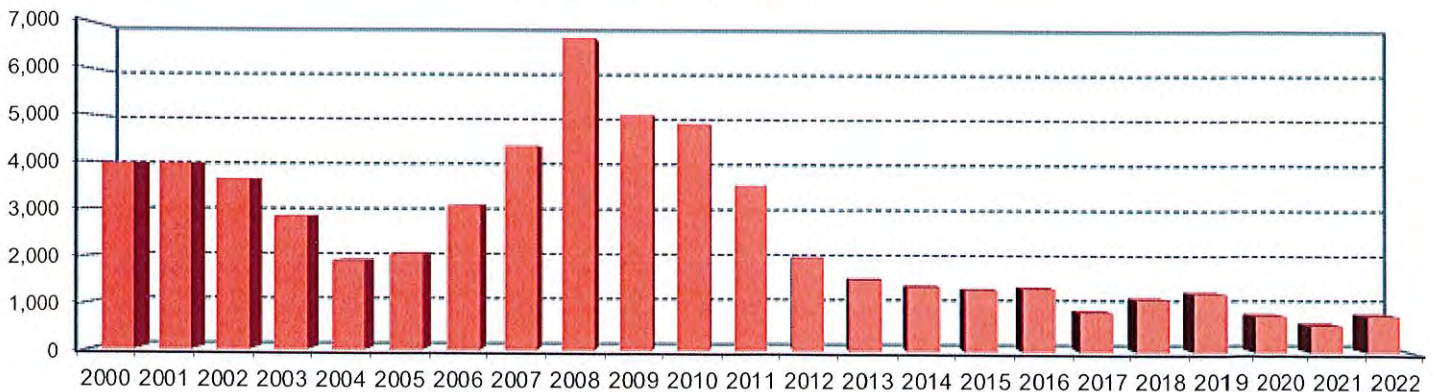
<https://lauriehansen.rereport.com>

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

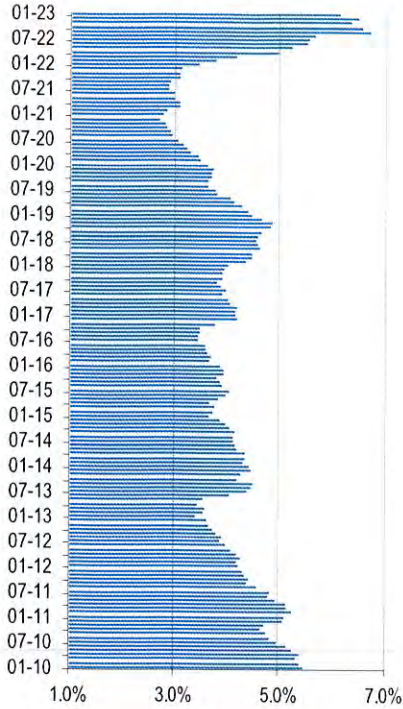
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Santa Clara County

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 Lighter Fed Foot

Jan 27, 2023 -- In popular discussion, the economy is often likened to a car, with the Fed at the steering wheel, manipulating the accelerator and brake pedals to try to hold a steady speed. In such a line of thinking, the Fed stomped on the monetary-policy gas pedal in the wake of the pandemic closure of the U.S. (and global) economy, trying to keep the auto moving forward over a very rough patch of road. Having accomplished this, the vehicle came out of that difficult stretch at a speed far too fast to manage, and the Fed then turned to romping on the brakes repeatedly to try to return to a safe speed. As the vehicle has now slowed to something more manageable, the Fed has begun to ease up on the brake pedal, hoping to continue to slow things without having them come to a complete halt.

Which brings us to now, where most if not all of the high-octane fuel has been exhausted and the repeated application of brake or engine drag has had much of the desired effect. While a more gentle application of braking may yet come -- that is, another, smaller increase or two in the federal funds

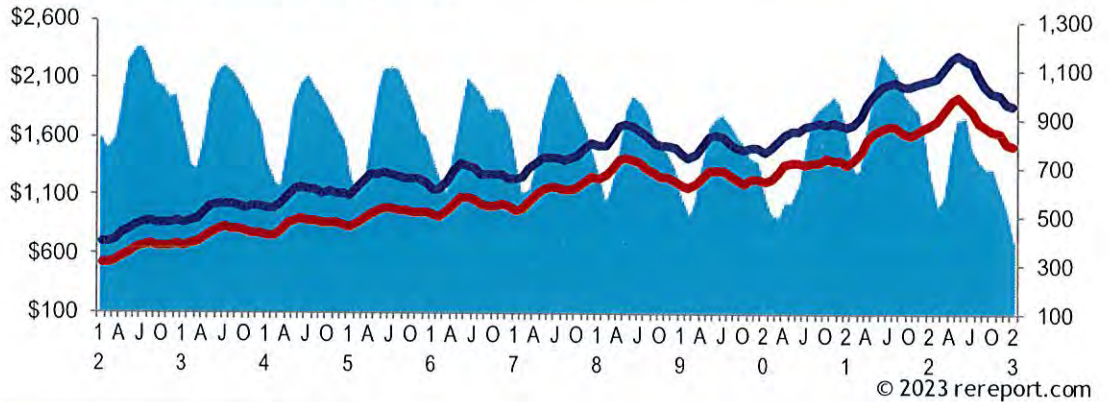
rate -- the car is now nearly on a glide path toward wherever it may go, be that soft landing or hard.

Housing markets continue to be perhaps the biggest overall economic drag, but even here there is a bit of hope. Sales of new homes managed another small increase in December, rising by 2.3% to an annualized pace of 616,000 units. Believe it or not, and while still at low levels, sales of new homes have managed to put together a three-month string of increases. The small increase in sales trimmed the ratio of supply to sales to a flat 9.0 months, still a relatively bloated figure, with the 461,000 actual units available steady compared to November. Prices of new homes were a little lower last month (which probably helped the sales effort), and the median price tag of \$442,100 for homes sold in December was 3.7% lower than November. For all of 2022, 644,000 newly-built homes were sold, down from 771,000 in 2021.

At least so far (and hopefully not again) mortgage rates double-topped at 7.08% in late October and early November. Since then, they've mostly been lower, falling by nearly a full percentage point. At

(Continued on page 4)

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



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6582 San Ignacio Avenue
San Jose
95119

4
3(2/1)
2386
6,181 SqFt

\$1,200,000
02/02/2023
\$502.93

Fixer
Upper
Sold

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Santa Clara County - January 2023												
Single-Family Homes								% Change from Year Before				
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices				
	Median	Average						Med	Ave	Sales	Pend ¹	Inven ¹
SCC	\$ 1,529,000	\$ 1,932,710	262	869	533	61	98.9%	-9.5%	-5.3%	-38.9%	-3.7%	37.0%
Campbell	\$ 1,540,000	\$ 1,837,570	7	14	10	43	98.6%	-15.3%	2.2%	16.7%	0.0%	100.0%
Cupertino	\$ 2,475,000	\$ 2,376,670	6	28	11	55	99.4%	-19.8%	-21.3%	0.0%	-6.7%	-15.4%
Gilroy	\$ 925,000	\$ 1,014,520	17	45	35	62	100.0%	-6.6%	-19.0%	-34.6%	-13.5%	40.0%
Los Altos	\$ 3,350,000	\$ 3,784,710	7	29	17	73	97.3%	-21.5%	-1.6%	0.0%	31.8%	13.3%
Los Altos Hills	\$ 5,597,500	\$ 5,597,500	2	9	10	150	91.9%	2.1%	2.1%	100.0%	80.0%	-9.1%
Los Gatos	\$ 3,270,000	\$ 3,160,140	14	44	37	79	100.3%	20.0%	12.1%	-41.7%	-6.4%	32.1%
Milpitas	\$ 1,332,500	\$ 1,330,130	8	16	11	41	99.7%	-3.3%	-24.0%	33.3%	-23.8%	22.2%
Monte Sereno	\$ 3,250,000	\$ 3,386,120	5	3	4	24	97.4%	-28.2%	-52.7%	25.0%	0.0%	0.0%
Morgan Hill	\$ 1,305,000	\$ 1,469,570	9	28	26	87	96.5%	-1.7%	-7.7%	-62.5%	-9.7%	18.2%
Mountain View	\$ 1,980,000	\$ 2,289,530	9	33	15	50	100.7%	-38.6%	-27.4%	0.0%	13.8%	-16.7%
Palo Alto	\$ 3,170,000	\$ 3,913,170	9	53	54	180	96.8%	-18.0%	-11.4%	-50.0%	6.0%	80.0%
San Jose	\$ 1,345,000	\$ 1,558,990	129	435	238	55	98.7%	-13.2%	-6.2%	-46.3%	-4.0%	45.1%
Santa Clara	\$ 1,475,000	\$ 1,522,760	17	34	18	32	100.0%	-29.8%	-25.4%	-46.9%	-24.4%	-10.0%
Saratoga	\$ 3,500,000	\$ 3,640,000	7	32	18	77	101.2%	-16.8%	-7.0%	40.0%	-3.0%	38.5%
Sunnyvale	\$ 2,100,000	\$ 1,958,130	15	65	31	62	98.7%	0.0%	-11.4%	-34.8%	-4.4%	93.8%

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

If you're going to sell your Rancho Santa Teresa home in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars. Now you can get a FREE evaluation of your home's value and tips on how to prepare your home for sale.

On **RanchoSantaTeresaHomeValue.com**, you will:

- Find out how much your home is worth compared to other homes in today's market.
- Get a FREE list of homes for sale and sold in your neighborhood in the last 6 months so you have a good idea of what's been selling in your area.
- Plus, find out how to get a FREE report on which fix-ups will get you the best return on your investment as you prepare your home for sale.



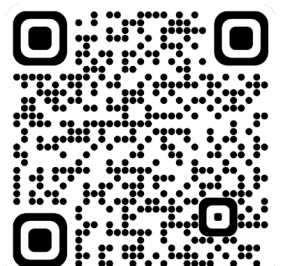
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Visit

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.

