



RANCHO SANTA TERESA NEWS

President's Message

With October upon us and the days getting shorter, we say farewell to the summer pool season. I'd like to extend a round of applause and a huge thank you to all our staff, and especially the incredible lifeguards and supervisors. Without this team our community, families, and friends could not enjoy our amazing club.

2023 MEMBER DUES INCREASE: As the board reviewed the 2022 operations and prepares for 2023, the ongoing inflation impacts are impossible to ignore, with continued increases in costs for staff, water, PG&E, and pool supplies. The board has also identified the need to properly invest in our reserve funding to ensure the club continues to operate in the future. This has led the board to approve a 9% increase in member dues for 2023 from \$440 to \$480. Payments can be made quarterly or for the full year by check or online via EFT from your bank account. HOA Members who pay for the entire year before the end of January receive 12 free guest passes that can be used in 2023.

BOARD ELECTIONS: We have 4 candidates for 3 Board positions in the Fall election. HOA members should receive ballots around October 14. Ballots will be counted, and results announced at the annual Fall Meeting, which is scheduled to take place on November 14, 2022.

POOL HOURS: The Back Pool, Spa, and other amenities continue to be available from 8:00AM-10:00 PM daily. Children under 14 must be directly supervised by a responsible adult when anywhere on the premises in the off-season. Lap Swim continues in the Main Pool Monday - Friday from 5:00-7:00 AM and 9:00-11:00 AM. As always, please cover the pool/spa after each use.

SOLAR UPDATE: 3 steps forward and 2 steps back.....our vendor has notified us that the solar panels in our original proposal are increasingly difficult to get and are developing a new proposal. On the bright side, the vendor anticipates that we can get more capacity with the newer panels. Ongoing updates will continue to be provided as we move forward, and our vendor receives permits from the City.

Continued on page 2.

**MAIN POOL HOURS:
CLOSED FOR
THE SEASON**

**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
RSTSRCooffice@gmail.com
and request an online invoice.

KEY FOBs:
Need a key fob? Come in
during pool hours or contact
rstsrcmemberinfo@gmail.com.

NEXT BOARD MEETING:
Monday, October 17 • 6 pm
Hall Lounge

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

COVER PHOTO:
It's spooky season! We love
seeing all of the festive
decorations in our community,
like this house on Camino
Verde. Photo courtesy the
Jacopi family, 2021.

RANCHO SANTA TERESA NEWS

President's Message Continued

ASSOCIATE MEMBERSHIPS: Notices will go out starting in mid-October, inviting existing Associate Members to return for next year. As spaces open up, invites may be extended to those on the waitlist.

AQUA FITNESS UPDATE: After more than a decade of teaching Aqua Fitness and Cardio Strength & Stretch classes at RSTSRC, Sandy Escamilla is moving on to a new opportunity. We wish her well! Enthusiastic participants Darlene Vossbrinck and Amy Raczkowski have become AEA certified to take over the class. Check out the new information below. Also, contact them and let them know if there is interest for an evening class in the future, for those not available during the work day.

Happy autumn!

Arian



www.ballaredancecentre.com
7011 Realm Drive A1 San Jose, 95119

**Enrollment
is still OPEN!**

**Ballare
Dance Centre**

[Click for MORE
Information!](#)

**Did you miss our registration night?
NOT TO WORRY!**
Enrollment is still open.
To see our full 2022 - 2023 dance schedule you can visit us at our website. We can also be reached by email to help assist with questions and or dance class recommendations.

Available Lessons

AQUA FITNESS WITH DARLENE & AMY

OCTOBER 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 - October 3 - 31 - 13 classes - \$130

Contact Darlene at 408-420-5916 / dvossbri@gmail.com 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

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.

Monthly Events

GAME NIGHT

For Ages 18 & Up - Upcoming Date: 10/7

Join us for a game night on the first Friday of every month in the lounge, 7:00-10:00pm(ish). 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: 10/21

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)

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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 FOURTH QUARTER DUES ARE NOW DUE

Fourth Quarter 2022 dues are due October 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.

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**



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RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 267,769.42	\$ 266,226.66	\$ 1,542.76	100.58%
Total 4100 Member Lesson Income	\$ 54,870.00	\$ 38,384.00	\$ 16,486.00	142.95%
Total 4200 Nonmember Lesson Income	\$ 50,137.00	\$ 61,239.60	\$ (11,102.60)	81.87%
Total 4300 Member Rental Income	\$ 17,142.00	\$ 8,646.00	\$ 8,496.00	198.27%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 947.86	\$ 26.54	\$ 921.32	3571.44%
Total 4600 Social Event Income	\$ 1,214.22	\$ 1,085.00	\$ 129.22	111.91%
Total 4700 Services Fees & Late Fees Income	\$ 1,860.00	\$ 2,164.00	\$ (304.00)	85.95%
Total 4800 Other Ordinary Income	\$ 5,090.46	\$ 2,593.00	\$ 2,497.46	196.32%
Total Income	\$ 399,030.96	\$ 380,604.80	\$ 18,426.16	104.84%
Expenses				
Total 5000 Gross Payroll	\$ 118,066.36	\$ 128,928.08	\$ (10,861.72)	91.58%
Total 5100 Payroll Related Expenses	\$ 13,048.48	\$ 19,158.71	\$ (6,110.23)	68.11%
Total 5200 Member Lesson Expenses	\$ 274.16	\$ 107.60	\$ 166.56	254.80%
Total 5600 Social Event Expenses	\$ 1,733.78	\$ 1,434.93	\$ 298.85	120.83%
Total 5800 Other Member Services	\$ 1,765.74	\$ 1,033.00	\$ 732.74	170.93%
Total 6000 Professional Services	\$ 4,333.60	\$ 5,836.93	\$ (1,503.33)	74.24%
Total 6100 Other Outside Services	\$ 21,790.25	\$ 24,600.73	\$ (2,810.48)	88.58%
Total 6200 Insurance	\$ 26,922.96	\$ 30,042.00	\$ (3,119.04)	89.62%
Total 6300 Bank Fees	\$ 1,222.50	\$ 170.00	\$ 1,052.50	719.12%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 3,040.72	\$ 1,108.16	\$ 1,932.56	274.39%
Total 6500 General Office Expenses	\$ 6,170.61	\$ 6,979.71	\$ (809.10)	88.41%
Total 6800 Taxes and Licenses	\$ 5,965.20	\$ 3,173.00	\$ 2,792.20	188.00%
Total 7000 Building and Hall Maintenance	\$ 16,905.62	\$ 12,556.00	\$ 4,349.62	134.64%
Total 7100 Pool Maintenance	\$ 23,110.23	\$ 17,248.00	\$ 5,862.23	133.99%
Total 7200 Utilities	\$ 63,244.15	\$ 59,886.38	\$ 3,357.77	105.61%
Total 7300 Reserve Funding	\$ 60,000.00	\$ 60,000.00	\$ -	100.00%
Total Expenses	\$ 367,594.36	\$ 372,263.23	\$ (4,668.87)	98.75%
Net Operating Income	\$ 31,436.60	\$ 8,341.57	\$ 23,095.03	\$ 0.06

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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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.

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.



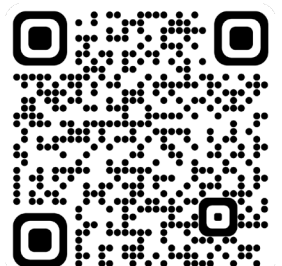
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Visit

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





Matt Cossell

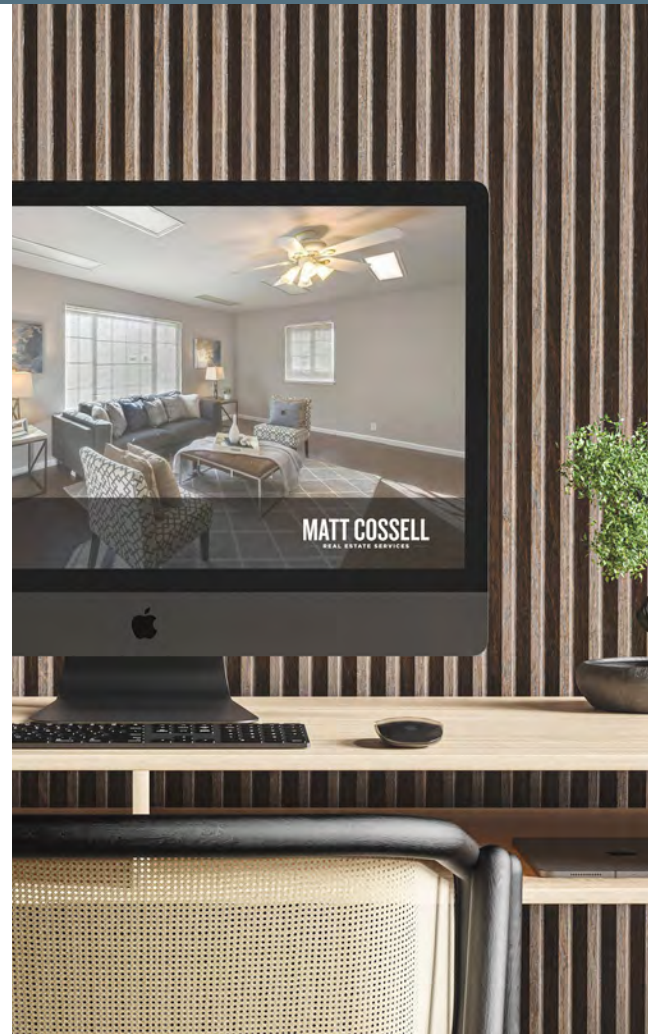
TOP 1% REALTOR

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.



Recent Rancho Santa Teresa Sales

Status	Address	List Price	Sale Price	Bd	Ba	Sqft	Lot	\$/Sqft	DOM
Coming Soon	281 Dondero Way	\$1,598,000.00		5	2.5	2,181	6,000	732.69	
Active	6113 Del Canto Drive	\$1,680,000.00		5	2	2,010	6,000	835.82	7
Active	6316 Solano Drive	\$1,545,000.00		4	2	2,010	6,000	721.39	15
Active	283 Moraga Way	\$1,625,000.00		4	2	1,939	6,000	773.08	46
Sold	288 Dondero Way	\$1,399,800.00	\$1,575,000.00	4	2	1,516	6,000	1,038.92	6
Sold	6149 Del Canto Drive	\$1,699,888.00	\$1,985,000.00	5	3	2,563	8,674	774.48	6
Sold	315 El Portal Way	\$1,692,000.00	\$1,780,000.00	4	2	2,017	7,582	882.5	8
Sold	6265 Solano Drive	\$1,498,888.00	\$1,675,000.00	5	3	2,015	6,113	831.27	9
Sold	264 El Portal Way	\$1,750,000.00	\$1,750,000.00	4	2.5	2,593	6,155	674.89	14
Sold	288 Esteban Way	\$1,488,000.00	\$1,738,000.00	4	2.5	2,124	5,809	818.27	1
Sold	217 Purple Glen Drive	\$1,628,000.00	\$1,750,000.00	4	2.5	2,124	5,897	823.92	0
Sold	6113 Del Canto Drive	\$1,400,000.00	\$1,420,000.00	4	2	2,010	5,968	706.47	6
Sold	281 Dondero Way	\$1,450,000.00	\$1,600,000.00	5	4	2,181	6,347	733.61	12
Sold	227 Purple Glen Drive	\$1,500,000.00	\$1,800,000.00	5	3	2,563	5,929	702.3	13
Sold	289 Esteban Way	\$1,498,000.00	\$1,880,000.00	5	3	2,181	6,332	861.99	7
Sold	211 Castillon Way	\$1,488,000.00	\$1,662,000.00	4	3	2,324	7,050	715.15	8
Sold	277 Esteban Way	\$1,495,000.00	\$1,440,000.00	4	2	1,716	6,225	839.16	26
Sold	323 El Molino Way	\$1,399,800.00	\$1,575,000.00	4	2.5	2,124	6,314	741.53	2
Sold	6125 Escondido Court	\$1,388,000.00	\$1,570,000.00	5	2.5	2,337	6,236	671.8	1
Sold	6509 Kaneko Drive	\$1,575,000.00	\$1,850,000.00	5	3	2,563	7,492	721.81	8
Sold	270 Los Palomos Way	\$1,588,000.00	\$1,900,000.00	6	4	3,323	5,656	571.77	6
Sold	6241 Purple Knoll Ct	\$1,398,000.00	\$1,458,000.00	4	3	2,124	8,327	686.44	3
Sold	6135 Del Robles Ct	\$1,449,000.00	\$1,500,000.00	4	2	1,739	6,564	862.56	6
Sold	6298 Camino Verde Dr	\$1,400,000.00	\$1,525,000.00	3	2	2,010	6,255	758.71	5
Sold	307 Los Pinos Way	\$1,298,888.00	\$1,550,000.00	3	2	1,677	8,495	924.27	5

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.



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The Real Estate Report

Sales & Prices Continue to Slow

Sales of single-family, re-sale homes were down for the twelfth month in a row, year-over-year, in August. Sales fell 24.5%. There were 734 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The median sales price for single-family, re-sale homes fell, month-over-month, for the third month in a row. It was down 5.7% from July. It was flat compared to last year, breaking a thirty-two month streak of being higher than the year before.

The average sales price for single-family, re-sale homes was down, month-over-month, for the fifth month in a row. It lost 10.5% from July. It was down 3.7% year-over-year.

The sales price to list price ratio fell from 101.2% to 100%. Multiple offers continue to be the norm.

Pending sales were up 1.6% 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 sixth month in

a row. It gained 35.4% compared to last year. As of September 5th, there were 934 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell from 56 days to 38 days. The average since 2003 is 89.

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

The median sales price for condos was down 3.6% compared to last August. The average sales price lost 1.2% year-over-year.

Condo sales were down 36.6% year-over-year. There were 284 condos sold in August.

The sales price to list price ratio fell from 102% to 100.1%.

Condo inventory fell 2.6% compared to last August.

As of September 5th, there were 382 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from forty-eight to forty.

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

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

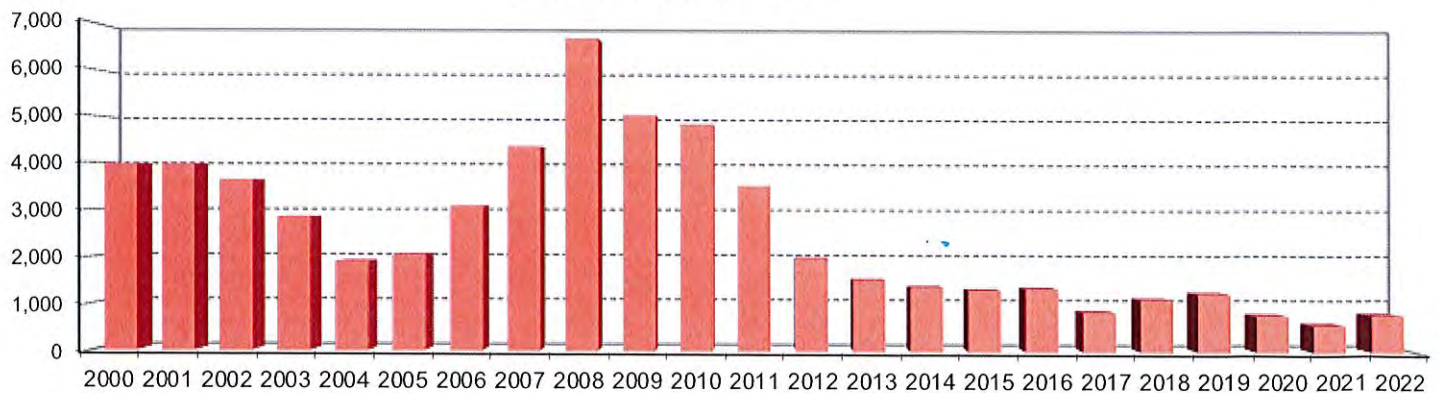
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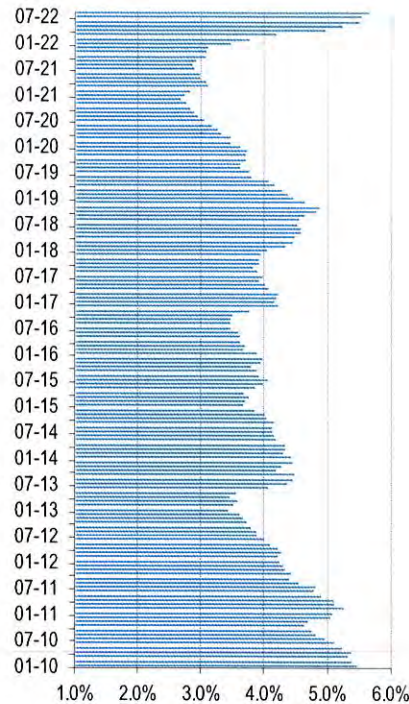
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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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/>.

Labor Day, Labor Concerns

Sept 2, 2022 -- The calendar page turned again this week, and summer is at or coming to a close, depending on which point-in-time marker you may prefer. We're now into the final month the third quarter, and while there are sporadic clues that the economy and inflation are both moderating, it's not clear that there is sufficient moderation to keep the Fed from tightening policy aggressively again at its coming meeting.

Imbalance in the labor market has been a chief concern of the central bank for months, as tight labor markets are lifting wages and threatening to worsen or perpetuate price pressures. Simply put, the number of available jobs continues to outstrip the number of folks either willing or able to fill them. This gap is something the Fed very much wants to close, preferably without seriously damaging the economy or the labor market -- a hoped-for "soft landing".

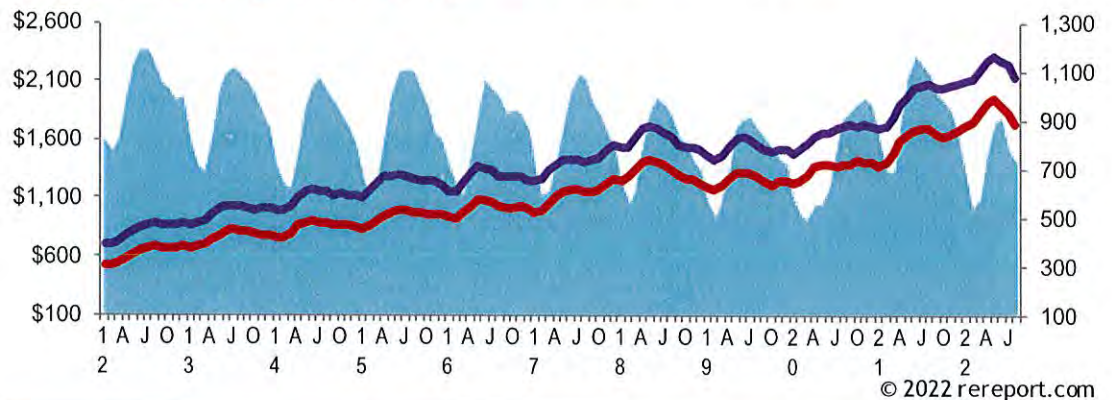
The sharp slowdown in the housing market is starting to be reflected in outlays for new construction projects. Construction spending declined by 0.4% in July, dragged down by a 1.5%

decline in outlays for residential projects. Sales of newly constructed homes have flagged this year under adverse conditions, and supplies of new homes are at about 13-year highs, so it's little wonder that less money is being spent to start new housing developments. Residential spending was the only drag in July, as non-residential projects saw an increase of 0.4%, and public-works spending expanded by a stout 1.5% for the month. Perhaps some of the money earmarked in the "infrastructure" bill signed into law earlier this year is starting to show up in public projects.

Applications for mortgage credit continued their 2022 downtrend this week. The Mortgage Bankers Association reported a 3.7% drop in requests for mortgages in the week ending August 26, and applications are at their lowest point since 1999. Applications for purchase-money mortgages dipped another 1.8%, while those for refinancing slumped by 7.8% last week. Of late, mortgage rates have started moving back up toward the cyclical highs seen back at the official start of sum-

(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 - August 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	\$ 1,650,000	\$ 1,959,160	734	1,305	934	38	100.0%	0.0%	-3.7%	-24.5%	1.6%	35.4%
Campbell	\$ 1,725,000	\$ 1,855,320	22	38	21	29	101.9%	-0.9%	-1.3%	-8.3%	2.7%	-25.0%
Cupertino	\$ 2,775,000	\$ 2,816,330	32	39	27	25	102.6%	-3.0%	-3.8%	-15.8%	-2.5%	22.7%
Gilroy	\$ 1,159,000	\$ 1,287,950	36	63	65	54	99.3%	7.8%	11.5%	-43.8%	-4.5%	58.5%
Los Altos	\$ 3,800,000	\$ 4,001,050	23	45	24	31	100.0%	-7.6%	-9.8%	-47.7%	21.6%	41.2%
Los Altos Hills	\$ 4,380,000	\$ 4,091,670	3	9	18	180	91.1%	-17.4%	-47.6%	-72.7%	-18.2%	-21.7%
Los Gatos	\$ 2,127,500	\$ 2,396,250	44	61	64	44	98.0%	-13.2%	-11.2%	-17.0%	-14.1%	-5.9%
Milpitas	\$ 1,438,000	\$ 1,448,670	19	28	21	33	100.2%	-9.0%	-10.0%	-29.6%	-12.5%	50.0%
Monte Sereno	\$ 3,075,000	\$ 3,334,000	5	7	4	24	100.4%	-23.1%	-17.7%	0.0%	-22.2%	-55.6%
Morgan Hill	\$ 1,349,950	\$ 1,516,320	43	60	46	32	99.1%	-1.1%	-0.2%	-20.4%	13.2%	-4.2%
Mountain View	\$ 2,850,000	\$ 2,941,590	17	51	18	32	101.1%	15.2%	14.3%	-39.3%	15.9%	12.5%
Palo Alto	\$ 3,400,000	\$ 3,725,880	29	71	60	62	101.1%	0.1%	6.8%	-29.3%	22.4%	42.9%
San Jose	\$ 1,400,000	\$ 1,525,840	359	642	469	39	100.0%	-1.4%	-0.9%	-32.9%	5.1%	37.1%
Santa Clara	\$ 1,707,500	\$ 1,735,120	42	68	25	18	101.6%	2.9%	1.8%	-45.5%	3.0%	-21.9%
Saratoga	\$ 3,712,500	\$ 3,644,270	26	40	36	42	95.6%	9.5%	0.0%	-13.3%	-23.1%	20.0%
Sunnyvale	\$ 2,000,000	\$ 2,008,890	35	79	42	36	99.4%	-11.1%	-9.1%	-47.0%	12.9%	7.7%

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Market Statistics

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Trends at a Glance (Single-family Homes)

	Aug 22	Month %	Jul 22	Year %	Aug 21
Median Price:	\$1,650,000	-5.7%	\$1,750,000	0.0%	\$1,650,000
Average Price:	\$1,959,160	-10.5%	\$2,188,200	-3.7%	\$2,033,990
Home Sales:	734	21.7%	603	-24.5%	972
Pending Sales:	1,305	3.5%	1,261	1.6%	1,285
Active Listings:	934	-16.5%	1,119	35.4%	690
Sale/List Price Ratio:	100.0%	-1.2%	101.2%	-8.1%	108.8%
Days on Market:	25	14.0%	22	74.4%	14
Days of Inventory:	38	-31.4%	56	79.3%	21

(Condominiums)

	Aug 22	Month %	Jul 22	Year %	Aug 21
Median Price:	\$882,543	-7.0%	\$949,000	-3.6%	\$915,200
Average Price:	\$978,446	-6.5%	\$1,046,370	-1.2%	\$990,717
Home Sales:	284	-5.3%	300	-36.6%	448
Pending Sales:	493	15.5%	427	-11.2%	555
Active Listings:	382	-20.9%	483	-2.6%	392
Sale/List Price Ratio:	100.1%	-1.9%	102.0%	-3.3%	103.5%
Days on Market:	25	17.7%	21	36.2%	18
Days of Inventory:	40	-16.5%	48	53.7%	26

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)

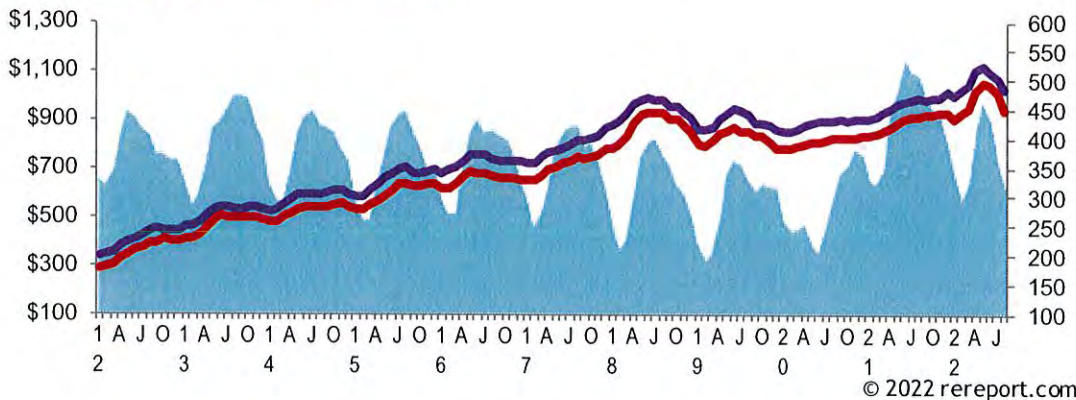


Table Definitions

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 - August 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 882,543	\$ 978,446	284	493	382	40	100.1%	-3.6%	-1.2%	-36.6%	-11.2%	-2.6%
Campbell	\$ 905,000	\$ 950,000	8	7	11	41	97.6%	0.3%	4.4%	-65.2%	-58.8%	-21.4%
Cupertino	\$ 1,305,880	\$ 1,437,910	8	14	16	60	104.4%	-9.4%	-1.8%	-20.0%	-33.3%	45.5%
Gilroy	\$ 435,000	\$ 435,000	1	7	2	60	98.9%	-15.1%	-19.7%	-87.5%	0.0%	-33.3%
Los Albs	\$ 1,260,000	\$ 1,530,000	4	5	12	90	96.5%	-28.0%	-10.4%	-69.2%	25.0%	50.0%
Los Gatos	\$ 1,200,000	\$ 1,161,860	7	9	14	60	97.6%	-7.3%	-10.6%	-46.2%	-52.6%	-30.0%
Milpitas	\$ 1,050,000	\$ 1,034,500	9	26	16	53	101.2%	-0.2%	-0.5%	-70.0%	-16.1%	-15.8%
Morgan Hill	\$ 849,000	\$ 841,333	9	8	9	30	99.6%	-0.1%	3.4%	-59.1%	-11.1%	125.0%
Mountain View	\$ 1,235,000	\$ 1,246,320	22	39	23	31	101.9%	-13.6%	-5.4%	-24.1%	-17.0%	-34.3%
Palo Alto	\$ 1,600,000	\$ 1,811,430	7	17	18	77	100.4%	12.3%	28.7%	-30.0%	21.4%	20.0%
San Jose	\$ 748,000	\$ 805,993	159	273	194	37	99.8%	-7.7%	-3.1%	-39.5%	8.8%	-7.6%
Santa Clara	\$ 895,000	\$ 916,218	21	41	27	39	101.3%	0.1%	-5.9%	-47.5%	2.5%	-18.2%
Saratoga	\$ 1,835,000	\$ 1,797,620	3	3	5	50	97.1%	52.9%	30.4%	0.0%	-40.0%	25.0%
Sunnyvale	\$ 1,410,000	\$ 1,319,980	26	44	35	40	100.3%	18.9%	12.2%	-38.1%	-32.3%	-18.6%



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Make It Inviting

Show It's Cared For

Boost Curb Appeal

- Open blinds or curtains to let the light in
- Check lightbulbs and replace as needed
- Take down personal photos or items
- Fix anything that's broken
- Give every room a clear purpose
- Clean your vents and baseboards
- Vacuum, mop, or sweep floors
- Declutter throughout
- Organize countertops, cabinets, and closets
- Touch up any scuffs on the walls
- Power wash outdoor surfaces
- Clean the windows (inside and out)
- Tidy up the landscaping
- Freshen up your entry
- Sweep patios, decks, and walkways

Connect with a trusted real estate professional for advice on what you may want to do to get your house ready to sell this season.

mer in June; with just a couple of weeks to go to before summer officially ends and fall begins, and given the recent trend, we seem likely to return to those early-summer levels for mortgage rates before long.

There was really nothing in the data this week to refute the notion that the Fed will continue to be aggressive at its meeting this month, and perhaps beyond. The argument for a 75 basis point increase may have been weakened slightly as the labor data released this week wasn't off-the-charts strong; at the same time it was plenty strong enough to suggest that the economy can easily withstand monetary policy being moved to a more restrictive stance from its current "in the range of neutral" position. Price pressures are showing tentative signs of slowing and that may continue for a time as lower energy costs work their way through the economy, but are plenty of reasons to think that such declines aren't durable, and the Fed largely discounts them, anyway.

Investors continued to adjust their positions this week after Fed Chair Powell's message reinforcement last week, and underlying interest rates that influence mortgages continue to rise as a result. The somewhat-less-stronger-than-feared employment report tempered the recent rise in rates a bit, trimming off just a few basis points from an otherwise considerable increase in yields this week. As yields finished the week higher than where they began, mortgage rates are likely to push higher again next week again. Presently, the average offered rate for a conforming 30-year fixed-rate mortgage is only 15 basis points below its high for

this cycle so far, and that gap will likely be closed considerably when the next report comes from Freddie Mac on Thursday morning.

Quick Summary of Comparable Properties

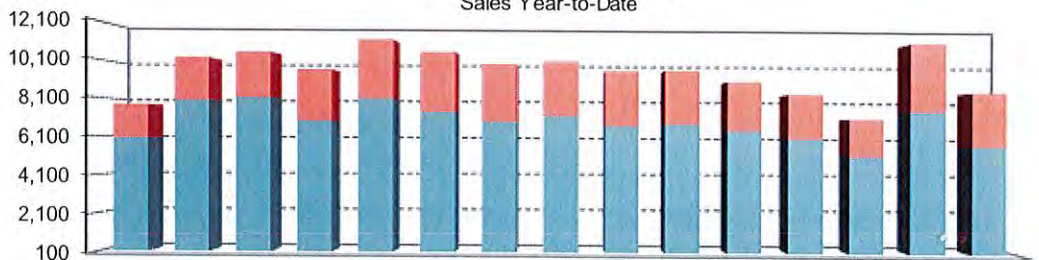
Residential Summary

Res. Single Fam

ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	6679 Cielito Way	San Jose	4	2 0	28	1,843	\$791.10	6,075 (sf)	\$1,458,000	50		
	6532 Hercus Court	San Jose	4	2 1	8	2,256	\$620.12	7,752 (sf)	\$1,399,000	48		
	281 Dondero Way	San Jose	5	2 1	57	2,181	\$640.99	6,000 (sf)	\$1,398,000	52		
	6525 Kona Court	San Jose	4	2 0	1	1,408	\$990.77	10,646 (sf)	\$1,395,000	52		
	361 Jai Drive	San Jose	2	2 0	14	1,076	\$1,091.90	6,000 (sf)	\$1,174,888	52		
ACTIVE												
# Listings:	5	AVG VALUES:	22	1,753	\$826.98	7,295 (sf)	\$1,364,978	51				
PENDING												
	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	6422 Cottle Road	San Jose	4	2 1	17	2,256	\$664.85	6,734 (sf)	\$1,499,900	47		
	6648 Catamaran Street	San Jose	4	2 1	35	2,124	\$693.97	6,000 (sf)	\$1,474,000	50		
	6579 Prague Court	San Jose	4	2 1	3	2,256	\$642.73	6,145 (sf)	\$1,450,000	48		
	322 El Molino Way	San Jose	4	2 1	14	2,124	\$611.58	6,310 (sf)	\$1,299,000	50		
PENDING												
# Listings:	4	AVG VALUES:	17	2,190	\$653.28	6,297 (sf)	\$1,430,725	49				
SOLD												
	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
	6525 San Anselmo Way	San Jose	4	2 1	3	2,124	\$713.28	6,011 (sf)	\$1,484,900	50	\$1,515,000	09/19/2
	6560 Radko Drive	San Jose	4	2 1	10	2,256	\$633.87	6,000 (sf)	\$1,475,000	48	\$1,430,000	08/15/2
	360 Curie Drive	San Jose	4	2 0	14	1,923	\$715.03	7,500 (sf)	\$1,398,000	46	\$1,375,000	08/22/2
	362 Aklan Court	San Jose	4	2 0	40	1,988	\$689.13	6,000 (sf)	\$1,349,000	52	\$1,370,000	08/24/2
	6414 San Ignacio Avenue	San Jose	5	3 0	32	2,563	\$532.58	7,020 (sf)	\$1,388,000	47	\$1,365,000	08/11/2
	249 Oronsay Way	San Jose	4	2 1	31	2,256	\$598.40	6,000 (sf)	\$1,399,000	48	\$1,350,000	09/19/2
SOLD												
# Listings:	6	AVG VALUES:	22	2,185	\$647.05	6,422 (sf)	\$1,415,650	49	\$1,400,835			

Santa Clara County

Sales Year-to-Date



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Condos	1,751	2,233	2,396	2,717	3,098	3,154	3,014	2,884	2,898	2,834	2,585	2,339	1,985	3,574	2,855
Homes	6,032	8,019	8,170	6,947	8,124	7,436	6,940	7,239	6,731	6,832	6,504	6,097	5,186	7,573	5,732