



RANCHO SANTA TERESA NEWS

President's Message

LABOR DAY: Come down to the pool on Monday September 5th, for the last big holiday of the season. Pool hours are 12:30-7:30PM. Our staff has planned activities through out the day. It ends with the traditional "Pie the Staff" event where a \$1 donation lets you pie your favorite lifeguard (last year's fun pictured above). See event schedule on page 2.

Friendly reminder that Pop-ups / tents, blankets/coolers, or anything on tables will not be allowed until 8AM on September 5th. Anything that gets setup before then will be taken down by staff.

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: After Labor Day, the Main Pool hours will be Saturday/ Sunday, from 1:00-7:00 PM until the end of September when it closes for the season. 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.

FALL SWIM LESSONS: A limited number of private and semi-private swim lessons will continue into the Fall. Members will receive priority and scheduling will be done based on when signups are done. Additional information and a link to registration can be found here: Swim Lessons

WELCOME OUR NEW CLUB MANAGER: Lars Samson has been hired to take on the Club Manager role! Terrie will continue as the Office Manager with Kathy continuing her work as the Office Coordinator. Lars brings a great deal of knowledge and experience from his years living in the neighborhood and serving on both the Rancho Santa Teresa and Sea Otters boards. Please join the Board in welcoming Lars to the Club! You can reach him via email at rstsrcmanager@gmail.com.

Continued on page 2.

MAIN POOL HOURS:

SEPTEMBER 1 - 4

Thurs - Fri 3:30 - 7:30 PM

Sat & Sun 12:30 - 7:30 PM

LABOR DAY - SEPTEMBER 5

Mon 12:30 - 7:30 PM

SEPTEMBER 10 - 25

SAT & SUN ONLY 1 - 7 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 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, September 19 • 6 pm
Hall Lounge

HALL RENTAL & POOL PARTY REQUESTS:

Go to the Parties-Rentals tab on the revised website at ranchosantateresa.org

COVER PHOTO:

Pie the Lifeguard 2021!
Join the fun on Labor Day this year.

RANCHO SANTA TERESA NEWS

Labor Day

EVENT TIMELINE

8:00 AM

Gates open for pop-up setup

12:30 PM

Main Pool opens

1:30 PM

Watermelon served

2:00 PM

Water Balloon Toss

Find a partner and see who can keep their balloon alive the longest.

2:30 PM

Root beer floats served

3:00 PM

Limbo

How low can you go?

4:00 PM

Cookie Challenge

5:00 PM

Soda Dive / Juice Dive

Sodas in Main Pool

for 6 and up,

Capri Suns in Wading Pool for 5 and under

6:00 PM

Jump or Dive

7:00 PM

Pie the Staff

\$1 per pie



President's Message Continued

SOLAR UPDATE: Due to a COVID backlog, we are still in the queue for permit approval by the City of San Jose. As soon as the permit is approved, the installation will be scheduled.

THANK YOU STAFF! Our supervisors and staff have done a wonderful job this season and they play an integral part in making the club such a great place to be. Please feel free to show your appreciation for their great support as they finish off the season.

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.

Classes Begin:
Monday, September 12th

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 - NEW!

For Ages 18 & Up - Upcoming Date: 9/2

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: 9/16

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)

Fix Before You List

Planning to Sell Your Rancho Santa Teresa Home?

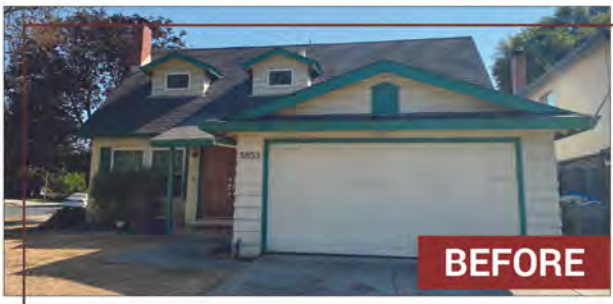
Get up to \$75,000 interest free to update your home now, sell for more, and pay at closing!

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

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

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

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



BEFORE



AFTER

MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
Matt@MattCossellTeam.com
DRE# 01382971



kw
KELLERWILLIAMS.

RANCHO SANTA TERESA NEWS

Available Lessons

FITNESS WITH SANDY

AQUA FITNESS - SEPTEMBER SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) – 10 CLASSES – September 7 - 28 – \$105

CARDIO, STRENGTH & STRETCH - SEPTEMBER 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) – 8 CLASSES – September 8 - 29 (29th on Zoom) – \$85

BOTH CLASSES - SEPTEMBER SESSION

5 CLASSES PER WEEK – 18 TOTAL – \$155

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

RAVI PRAKASH
REAL ESTATE

Hello Neighbor
MY NAME IS RAVI PRAKASH
I am your neighbor and also a
Real Estate Agent

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(408) 691 7621



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



RANCHO SANTA TERESA NEWS

MAKE SURE TO RE-COVER THE SPA AFTER USE

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

2022 THIRD QUARTER DUES ARE NOW PAST DUE

Third Quarter 2022 dues were due July 1. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. Dues are now \$110/quarterly or \$440/annually. A \$10 late fee is assessed after the 15th day of the Quarter.

Payment options:

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

KEEP YOUR ACCOUNT INFORMATION CURRENT

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

Laurie Hansen & the HansenHomeTeam

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***FREE STAGING & MARKET
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Laurie, Michelle, & Paul

Experience Knowledge Service Results

RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 234,982.76	\$ 232,948.33	\$ 2,034.43	100.87%
Total 4100 Member Lesson Income	\$ 43,478.00	\$ 35,171.12	\$ 8,306.88	123.62%
Total 4200 Nonmember Lesson Income	\$ 44,205.00	\$ 56,317.73	\$ (12,112.73)	78.49%
Total 4300 Member Rental Income	\$ 14,922.00	\$ 7,284.00	\$ 7,638.00	204.86%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 538.44	\$ 23.24	\$ 515.20	2316.87%
Total 4600 Social Event Income	\$ 842.22	\$ 962.58	\$ (120.36)	87.50%
Total 4700 Services Fees & Late Fees Income	\$ 1,880.00	\$ 2,081.00	\$ (201.00)	90.34%
Total 4800 Other Ordinary Income	\$ 4,865.46	\$ 1,869.00	\$ 2,996.46	260.32%
Total Income	\$ 345,713.88	\$ 336,897.00	\$ 8,816.88	102.62%
Expenses				
Total 5000 Gross Payroll	\$ 93,194.57	\$ 105,366.67	\$ (12,172.10)	88.45%
Total 5100 Payroll Related Expenses	\$ 10,548.46	\$ 15,657.48	\$ (5,109.02)	67.37%
Total 5200 Member Lesson Expenses	\$ 274.16	\$ 107.60	\$ 166.56	254.80%
Total 5600 Social Event Expenses	\$ 1,483.19	\$ 1,405.77	\$ 77.42	105.51%
Total 5800 Other Member Services	\$ 1,765.74	\$ 1,033.00	\$ 732.74	170.93%
Total 6000 Professional Services	\$ 3,808.60	\$ 5,276.93	\$ (1,468.33)	72.17%
Total 6100 Other Outside Services	\$ 18,720.25	\$ 20,556.25	\$ (1,836.00)	91.07%
Total 6200 Insurance	\$ 23,557.59	\$ 26,286.75	\$ (2,729.16)	89.62%
Total 6300 Bank Fees	\$ 1,095.75	\$ 170.00	\$ 925.75	644.56%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 2,709.06	\$ 987.35	\$ 1,721.71	274.38%
Total 6500 General Office Expenses	\$ 5,669.78	\$ 6,628.17	\$ (958.39)	85.54%
Total 6800 Taxes and Licenses	\$ 4,802.20	\$ 3,173.00	\$ 1,629.20	151.35%
Total 7000 Building and Hall Maintenance	\$ 14,888.05	\$ 11,242.00	\$ 3,646.05	132.43%
Total 7100 Pool Maintenance	\$ 18,670.19	\$ 15,092.00	\$ 3,578.19	123.71%
Total 7200 Utilities	\$ 58,845.72	\$ 51,444.11	\$ 7,401.61	114.39%
Total 7300 Reserve Funding	\$ 52,500.00	\$ 52,500.00	\$ -	100.00%
Total Expenses	\$ 312,533.31	\$ 316,927.08	\$ (4,393.77)	98.61%
Net Operating Income	\$ 33,180.57	\$ 19,969.92	\$ 13,210.65	166.15%



Laurie & Michelle

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The Real Estate Report

Sales Continue to Slow

Sales of single-family, re-sale homes were down for the eleventh month in a row, year-over-year, in July. Sales fell 44.8%. There were 603 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 3.3% from June. Nevertheless, it was up 5.1% compared to last year. That's the thirty-second 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 down, month-over-month, for the fourth month in a row. It lost 1.3% from June. It was up 7.7% year-over-year.

The sales price to list price ratio fell from 106.3% to 101.2%. Multiple offers continue to be the norm.

Pending sales were up 0.6% 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 fifth month in a row. It gained 45.7% compared to last year. As of August 5th, there were 1,119 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 38 days to 56 days. The average since 2003 is 89.

It took only twenty-two 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 5.2% compared to last July. The average sales price gained 7.7% year-over-year.

Condo sales were down 40.8% year-over-year. There were 300 condos sold in July.

The sales price to list price ratio fell from 105.6% to 102%.

Condo inventory rose 15% compared to last July.

As of August 5th, there were 483 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from thirty-nine to forty-eight.

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.

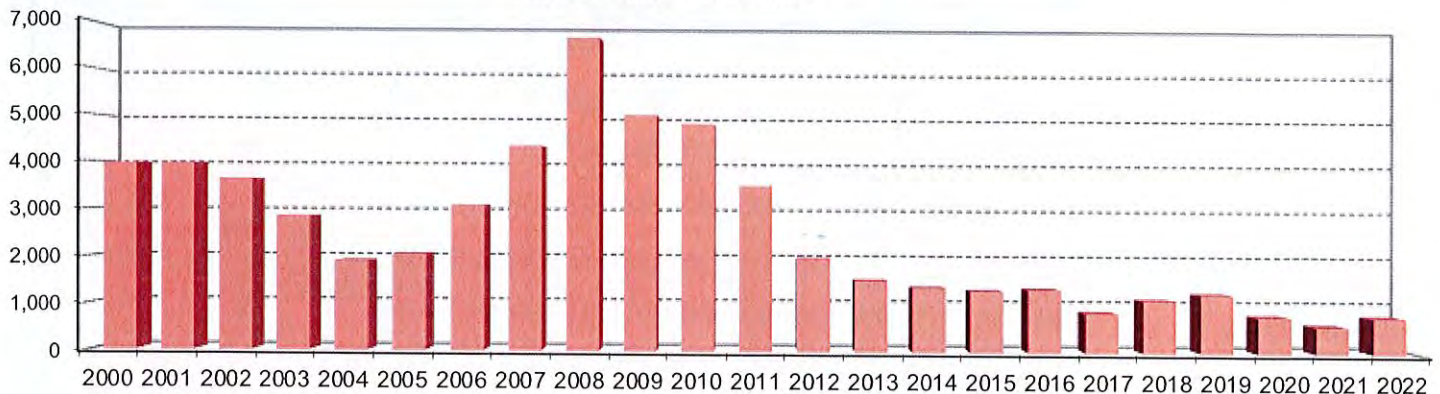
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<https://lauriehansen.rereport.com>

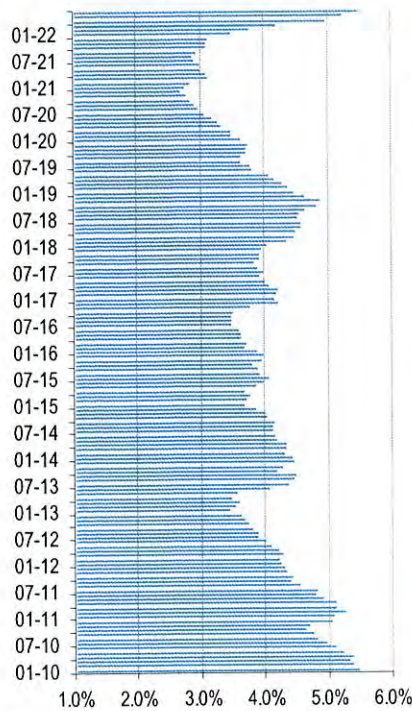
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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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/>.

In The Range Of Neutral

July 29, 2022 -- Amid accumulating signs that the economy has both slowed and is slowing, the Federal Reserve raised the federal funds rate by another three-quarters of a percentage point, placing the key monetary policy rate in a range of 2.25% to 2.5%, the highest it has been since July 30, 2019.

The next increase in the federal funds rate – currently expected to be a half-point move in September – will lift the federal funds rate to more than a 14-year high. The Fed is of course trying combat inflation that currently is running at about a 40-year high, and expects to continue to tighten policy until it sees clear signs that inflation is likely to sustainably return to the Fed's speed limit of 2% core PCE.

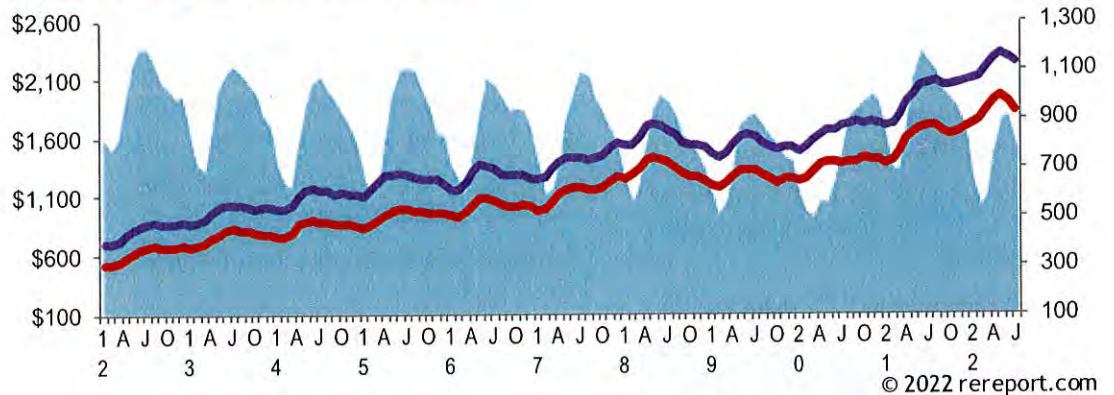
Settling back and then some is the housing market, as high prices and high mortgage rates continue to push folks to the sidelines to await more favorable conditions. The latest evidence of this came in the report covering sales of newly-built homes, where a 8.1% decline in June to a 590,000 annual rate of sales was seen. This came on top of a downwardly-

revised May figure, where 54,000 homes previously counted were subtracted, leaving May's tally at 642,000. The 590,000 annual pace for June was barely above the pandemic-shutdown low of 582K, and in reality is more akin to three-and-a-half-year-ago levels than not. Compared to as recently as December, the annual run rate for sales of new homes is down by 29%.

With the ongoing slump in sales, inventories of homes built and ready to be sold continue to balloon; the 457,000 units available in June is the highest level of inventory since May 2008 and represent a 9.1-month supply at the present rate of sale. For the month, the median price of a new home sold in June was \$402,400, down 9.5% from May's \$444,500. Perhaps this is a case of more supply than demand shifting some power towards homebuyers who could negotiate lower prices, or perhaps builders simply trimmed asking prices to help attract buyers and move stock. It may also be that challenging affordability conditions saw

(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 - July 2022												
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	\$ 1,750,000	\$ 2,188,200	603	1,261	1,119	56	101.2%	5.1%	7.7%	-44.8%	0.6%	45.7%
Campbell	\$ 1,730,000	\$ 1,960,000	20	28	33	50	99.5%	-3.9%	4.4%	-33.3%	0.0%	57.1%
Cupertino	\$ 2,730,000	\$ 2,922,190	21	49	27	39	101.1%	-4.2%	1.0%	-55.3%	0.0%	28.8%
Gilroy	\$ 1,127,500	\$ 1,224,000	32	60	74	69	101.9%	10.8%	12.0%	-44.8%	-20.0%	85.0%
Los Altos	\$ 3,875,000	\$ 4,232,080	34	40	30	26	100.6%	-9.2%	-2.0%	-22.7%	-16.7%	76.5%
Los Altos Hills	\$ 5,450,000	\$ 5,696,990	9	9	17	57	98.5%	-9.7%	-12.2%	-43.8%	-35.7%	-22.7%
Los Gatos	\$ 2,300,000	\$ 2,534,160	19	70	71	112	103.0%	-11.5%	-6.0%	-74.7%	2.9%	20.3%
Milpitas	\$ 1,650,000	\$ 1,631,440	7	28	26	111	97.3%	-21.3%	11.4%	-41.7%	-12.5%	73.3%
Monte Sereno	\$ 4,400,000	\$ 4,304,190	5	9	5	30	108.0%	3.2%	3.0%	25.0%	50.0%	-44.4%
Morgan Hill	\$ 1,500,000	\$ 1,865,640	41	64	51	37	99.8%	15.4%	31.1%	-25.5%	-13.5%	96.2%
Mountain View	\$ 2,500,000	\$ 2,641,700	25	43	26	31	102.8%	-3.1%	1.5%	-7.4%	10.3%	62.5%
Palo Alto	\$ 3,258,000	\$ 4,509,960	25	71	54	65	102.2%	-11.9%	6.6%	-56.9%	24.6%	3.8%
San Jose	\$ 1,480,000	\$ 1,605,590	278	597	594	64	101.0%	-0.5%	-0.3%	-52.3%	-8.9%	136.7%
Santa Clara	\$ 1,630,000	\$ 1,596,060	31	60	42	41	103.1%	-4.4%	-11.9%	-42.6%	-25.9%	50.0%
Saratoga	\$ 3,075,000	\$ 3,524,030	16	49	36	68	100.8%	-14.6%	-4.0%	-54.3%	8.9%	71.4%
Sunnyvale	\$ 2,325,000	\$ 2,340,200	40	79	38	29	102.7%	1.1%	5.3%	-36.5%	-7.1%	22.6%

Market Statistics

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Trends at a Glance (Single-family Homes)

	Jul 22	Month %	Jun 22	Year %	Jul 21
Median Price:	\$1,750,000	-3.3%	\$1,810,000	5.1%	\$1,665,000
Average Price:	\$2,188,200	-1.3%	\$2,216,370	7.7%	\$2,032,190
Home Sales:	603	-28.0%	838	-44.8%	1,093
Pending Sales:	1,261	4.2%	1,210	0.6%	1,253
Active Listings:	1,119	1.0%	1,108	45.7%	768
Sale/List Price Ratio:	101.2%	-4.8%	106.3%	-7.6%	109.6%
Days on Market:	22	49.8%	14	69.7%	13
Days of Inventory:	56	45.2%	38	164.1%	21

(Condominiums)

	Jul 22	Month %	Jun 22	Year %	Jul 21
Median Price:	\$949,000	-2.9%	\$977,000	5.2%	\$901,808
Average Price:	\$1,046,370	0.4%	\$1,041,930	7.7%	\$971,676
Home Sales:	300	-14.5%	351	-40.8%	507
Pending Sales:	427	-11.0%	480	-19.6%	531
Active Listings:	483	1.9%	474	15.0%	420
Sale/List Price Ratio:	102.0%	-3.4%	105.6%	-2.4%	104.6%
Days on Market:	21	52.7%	14	23.8%	17
Days of Inventory:	48	23.3%	39	94.3%	25

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)

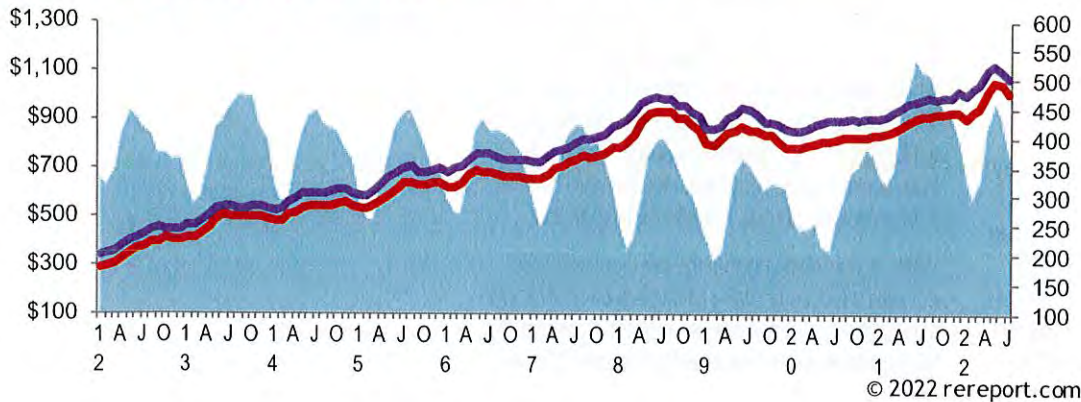


Table Definitions

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 - July 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 949,000	\$ 1,046,370	300	427	483	48	102.0%	5.2%	7.7%	-40.8%	-19.6%	15.0%
Campbell	\$ 1,005,000	\$ 1,104,160	10	7	11	33	102.5%	12.9%	11.2%	-50.0%	-68.2%	-15.4%
Cupertino	\$ 1,595,000	\$ 1,514,670	6	15	10	50	98.7%	18.1%	10.5%	-60.0%	7.1%	-28.6%
Gilroy	\$ 473,600	\$ 556,200	3	4	4	40	98.3%	-18.3%	-2.1%	0.0%	-63.6%	33.3%
Los Altos	\$ 2,762,500	\$ 2,762,500	2	5	8	120	100.4%	121.2%	83.7%	-66.7%	-58.3%	-27.3%
Los Gatos	\$ 1,450,000	\$ 1,454,220	9	10	21	70	101.6%	10.7%	21.1%	0.0%	-50.0%	40.0%
Milpitas	\$ 1,210,000	\$ 1,161,100	21	20	22	31	102.9%	11.0%	9.4%	-25.0%	-41.2%	46.7%
Morgan Hill	\$ 774,500	\$ 764,210	4	11	14	105	99.0%	-9.9%	-2.3%	-55.6%	-42.1%	75.0%
Mountain View	\$ 1,281,250	\$ 1,252,170	26	38	33	38	102.9%	1.7%	-1.1%	-25.7%	-2.6%	0.0%
Palo Alto	\$ 1,750,000	\$ 1,638,770	13	9	25	58	100.4%	6.7%	-4.2%	-7.1%	-40.0%	13.6%
San Jose	\$ 843,000	\$ 863,909	139	227	250	54	101.9%	2.8%	1.1%	-54.7%	-20.9%	44.5%
Santa Clara	\$ 760,000	\$ 907,630	30	36	44	44	102.1%	-5.0%	-1.1%	-48.3%	-18.2%	29.4%
Saratoga	\$ 1,450,000	\$ 1,450,000	1	4	2	60	103.7%	-8.5%	-9.3%	-85.7%	-20.0%	-50.0%
Sunnyvale	\$ 1,219,000	\$ 1,206,560	36	41	39	33	103.0%	-2.1%	-1.3%	-21.7%	-29.3%	-4.9%

THE REAL ESTATE REPORT Santa Clara County

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Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
6113 Del Canto Drive	San Jose	5	2 0	64	2,010	\$796.02	6,000 (sf)	\$1,600,000	50		
6648 Catamaran Street	San Jose	4	2 1	34	2,124	\$693.97	6,000 (sf)	\$1,474,000	50		
281 Dondero Way	San Jose	5	2 1	25	2,181	\$664.37	6,000 (sf)	\$1,449,000	52		
6532 Hercus Court	San Jose	4	2 1		2,256	\$597.96	7,752 (sf)	\$1,349,000	48		
322 El Molino Way	San Jose	4	2 1	11	2,124	\$611.58	6,310 (sf)	\$1,299,000	50		
364 Aklan Court	San Jose	5	2 0	66	2,150	\$604.19	6,000 (sf)	\$1,299,000	52		
ACTIVE											
# Listings:	6	AVG VALUES:		40	2,141	\$661.35	6,344 (sf)	\$1,411,667	50		
PENDING Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
6525 San Anselmo Way	San Jose	4	2 1	3	2,124	\$699.11	6,011 (sf)	\$1,484,900	50		
6316 Solano Drive	San Jose	4	2 0	20	2,010	\$721.39	6,000 (sf)	\$1,450,000	50		
249 Oronsay Way	San Jose	4	2 1	31	2,256	\$620.12	6,000 (sf)	\$1,399,000	48		
362 Aklan Court	San Jose	4	2 0	40	1,988	\$678.57	6,000 (sf)	\$1,349,000	52		
PENDING											
# Listings:	4	AVG VALUES:		24	2,095	\$679.80	6,003 (sf)	\$1,420,725	50		
SOLD Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
6560 Radko Drive	San Jose	4	2 1	10	2,256	\$633.87	6,000 (sf)	\$1,475,000	48	\$1,430,000	08/15/22
6414 San Ignacio Avenue	San Jose	5	3 0	32	2,563	\$532.58	7,020 (sf)	\$1,388,000	47	\$1,365,009	08/11/22
361 Jai Drive	San Jose	2	1 1	7	1,076	\$836.43	6,000 (sf)	\$894,000	52	\$900,000	07/25/22
SOLD											
# Listings:	3	AVG VALUES:		16	1,965	\$667.63	6,340 (sf)	\$1,252,333	49	\$1,231,670	

(Continued from page 2)

buyers choosing less costly models with fewer amenities, too.

Existing home sales have been softening for months, and indications are that this may intensify a bit more yet. The National Association of Realtors Pending Home Sales Index for June slumped hard, posting an 8.6% decline compared to May. This measure of contracts signed portends sales 30-60 days down the road and so will be reflected in July and August sales figures. As well, not all executed sales contracts make it all the way to the closing table, so the decline in sales forecast here may ultimately be even more pronounced than what is suggested by the June PHSI. Leaving out the hard-stop months of the pandemic, by our reckoning the June PHSI was the lowest reading since September 2011.

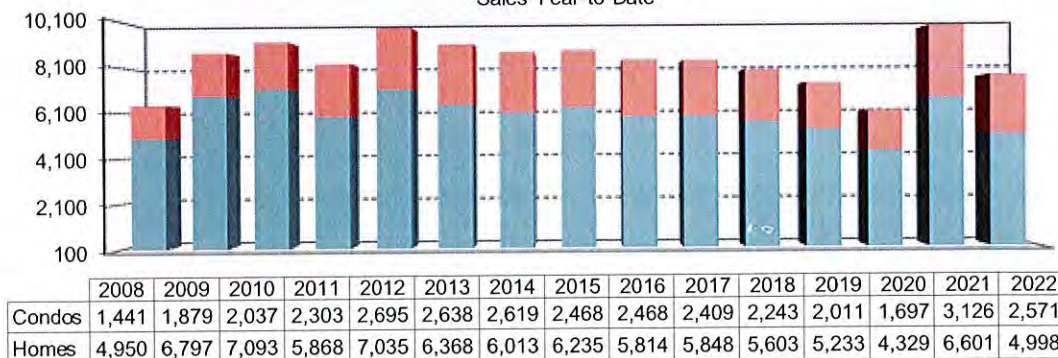
Mortgage applications continue to signal flagging activity, too. The Mortgage Bankers Association reported another 1.2% decline in overall applications for mortgage credit in the week ending 22,

and requests for mortgage funds remain at about a 22-year low. Purchase-money mortgage applications slipped 0.8%, a fourth consecutive decline, while those for refinancing dropped another 3.7%. This week's drop in mortgage rates and the potential for them to hold or decline somewhat more from current levels may see a touch more refinance activity at best, but little more than that.

While acknowledging that the fair bit of data due out next week may make markets a bit restive, we think that the average offered rate for a conforming 30-year fixed-rate as reported by Freddie Mac is

likely to decline again, possibly by another 10-12 basis points or so.

Santa Clara County Sales Year-to-Date





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Who You Work With Matters!



"I would highly recommend Ravi Prakash. He goes beyond the call of duty in helping you find and purchase your new home. From the beginning to the end, the process of buying a home was made easier because he was there for me every step of the way. *Ravi is very hardworking, knowledgeable, an excellent communicator, honest, and has a wonderful rapport with his clients and others.* I always knew I could rely on him for answering all my questions and getting back to me promptly, which was very reassuring. Your search for a real estate agent will come to an end once you meet Ravi. You are his number one priority!!."

- K. Leah Brachhausen

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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?

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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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Matt Cossell

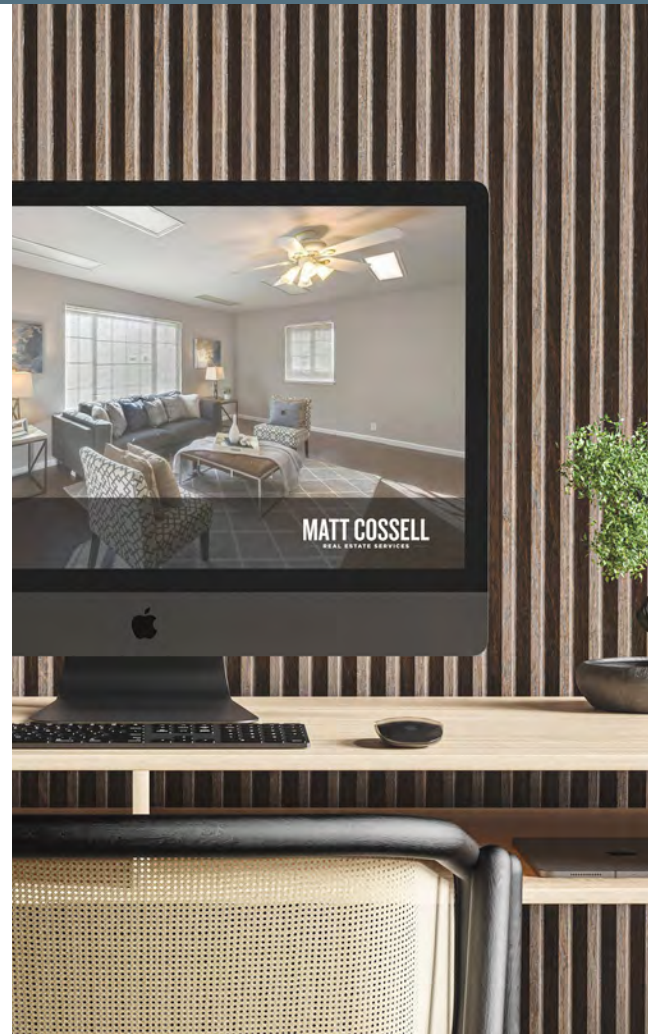
TOP 1% REALTOR

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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