

MAY 2021



# RANCHO SANTA TERESA NEWS

## President's Message

Greetings members! For those of you who do not know me, I am Chris Seipert, the newly-elected President of the Rancho Board. I have been a member of the board for the last 16 months and a member of the Rancho Community for more than 10 years. I want to start by thanking Terrie for her excellent work as president of the Rancho Santa Teresa board over the last few years. Her leadership has enabled us to navigate the pandemic successfully and drive many needed improvements to the facility in a fiscally responsible manner. I look forward to continuing to work with Terrie in her new position as Club Manager.

**MAY HOURS** Hopefully you got to enjoy the fantastic warm spring weather at the pool over the last few weeks! It was great to see folks enjoying the facility. Longer Main Pool have begun, see the sidebar for details.

**HALL RENTALS AND POOL PARTIES HAVE RETURNED** The Lounge or Hall rental includes access to the indoor kitchen, as well as the outdoor upper deck area, while allowing your party to social distance. Sign-up information can be found on the [website](#). Pool parties can now be reserved online using the [Pool Party Request Form](#). You can look on the rental calendar to see if anyone has already booked a party on a specific day. Only 2 pool parties are allowed on a given day. If we start seeing more people than we can safely manage, we may add some additional limits.

**MEMBER CHECK-IN / UPDATED MEMBER INFO** The new system makes it much easier for members to check-in. If you do not have your picture on file you can bring in your ID during main pool hours and a supervisor can help set you up. Thank you to everyone who has worked with us to get email addresses up to date and online payments set up. We've received good feedback from members and paying online saves the club quite a bit of time and cost which helps us keep our dues low.

**SWIM LESSONS** Private and semi-private lessons are now available and group sessions are coming soon. See page 3 for more information.

**SOLAR UPDATE** COVID has slowed permit processing in Santa Clara. All of our permit paperwork has been completed and submitted, and we are currently waiting for approval.

**OFFICE MANAGER POSITION** Barbara Walker has decided to move on from the role so we are taking applications. This role is a part-time job that involves processing member payments, paying bills, processing new homeowner paperwork, and addressing member inquiries. There is some flexibility with the responsibilities, and pay, based on skills. Details and how to apply can be found on the website [here](#). If you are interested, or have questions, please contact Terrie at [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com)

I look forward to meeting many of you over the coming season. See you at the pool!

Chris

**MAY MAIN POOL  
& WADING POOL HOURS:**  
*Friday, 4/30 - Sunday, 5/30*  
Friday, 3:30 - 7 PM  
Saturday & Sunday, 1 - 7 PM  
*Memorial Day - Monday, 3/31*  
12:30 - 7:30 PM - event schedule  
will be posted on Facebook

**ADULT LAP SWIM:**  
Monday - Friday,  
5-7 AM & 9-11 AM

**BACK POOL, SPA & TENNIS  
COURT HOURS:**  
Daily 8 AM - 10 PM

**OFFICE HOURS:**  
Tuesday & Thursday,  
10 AM - Noon

**ONLINE DUES PAYMENTS:**  
Send your email address to  
[RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com) and  
request an online invoice.

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

**NEXT BOARD MEETING:**  
Monday, May 17 • 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)

# RANCHO SANTA TERESA NEWS



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

Our Sea Otters will be in the water for the first day of practice, Monday, May 3rd. Our Coaches are excited to get our swimmers in the water! I'm thrilled to share that our team is 164 swimmers strong this season. Along with our returning families, we have 24 new Sea Otters families this season, and a total of 55 new swimmers. Our Sea Otters community continues to grow, despite COVID, which is wonderful!

We've already kicked off the season with a number of team fundraisers, happening now, and restaurant nights coming up - check out the details at [stseaotters.com](http://stseaotters.com) - and support the team. This season will be like no other and we're looking forward to getting back to the pool. Our full season's schedule is below and more details will be shared as they become available.

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

## PRACTICE TIMES (May 3 - June 10)

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

## 2021 SCHEDULE (subject to change)

- 5/3: First Day of Practice
- 5/4: Chipotle Restaurant Night
- Early May TBD: New Otters Families Orientation
- Early May TBD: Volunteer Sign-Ups
- 5/10 -14: Sign up for Secret Otters and Buddy Families
- 5/21: Season Kickoff P'Otter Luck Rally
- 5/22: Time Trials (aka Donut Meet)
- 5/26: Team Picture Day
- 6/5: Almaden @ ST
- 6/11: Panda Express Restaurant Night
- 6/11 - 13: Hidden Otters Hunt
- 6/12: ST vs Creekside
- 6/19: Shadow Brook @ ST
- 6/25: Cardboard Boat Regatta
- 6/26: ST vs Pinehurst
- 7/3 - Bye Week: Team Spirit Drive-Thru Rally
- 7/10: ST vs Crossgates
- 7/16: Pancake Breakfast
- 7/17: CHAMPS (Tentative)
- 7/19: End of Season Celebration/Awards (Tentative)



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Ballare Dance Centre  
7011 Realm Drive A1  
San Jose, CA 95119



# RANCHO SANTA TERESA NEWS

## 2021 SWIM LESSON INFO

**Semi-private and private swim lessons** are now in full swing! We are accepting registrations online and in person, on a first come, first serve basis.

**Group lesson** sign ups for the first session will be available May 1st. The session will be starting June 14th, running nine days (5 days the first week and four the second week).

Please note that all of our levels, as well as their descriptions, are listed under the 2021 swim lesson brochure on the website, here.

Happy Registering!

*Rancho Supervisors*



## Other Lessons Available

### AQUA FITNESS CLASS

Aqua Cardio & Toning Interval Workout

**MAY SESSION - 8 CLASSES**

**TUES & THURS, 5/4 - 5/27**

\$85 MEMBERS OR \$90 NON-MEMBERS

Contact Sandy 408-205-8363

sandra.godsdivinecreation@comcast.net

### TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM

Lessons from NorCal Tennis Academy

Contact Tom Le: 408-896-5745

norcaltennisacademy.com

## KB INNOVATIONS HANDYMAN

Ph: 408-806-5519

Keith Walker



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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 conserve heating costs.

## SECOND QUARTER DUES ARE PAST DUE

Second Quarter dues were due on April 1. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. If we have your email on file, reminders will be sent along with the ability to pay your dues online. Dues are \$100/quarterly or \$400/annually. A \$10 late fee is assessed after the 15th day of the Quarter.

### Payment options:

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

## KEEP YOUR ACCOUNT INFORMATION CURRENT

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

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# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

### MORNING LAP SWIM

**Monday - Friday from 5-7 AM and 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

**The Senior Coffee Club plans to resume soon!**

The fun lasts from approximately 10 am to 12:30 pm in the Lounge; enter through the front of the Hall. We serve coffee and snacks every week. 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. Some members don't play the games but attend just for the fellowship; that's okay too!

## Monthly Events

### POKER NIGHT

Currently on hiatus due to COVID. With the pace of vaccinations we hope to start poker again sometime this summer.

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# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual

January - March, 2021

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 110,814.60	\$ 116,298.00	\$ (5,483.40)	95.29%
Total 4100 Member Lesson Income	\$ -	\$ 30.00	\$ (30.00)	0.00%
Total 4200 Nonmember Lesson Income	\$ 12,360.00	\$ 11,304.00	\$ 1,056.00	109.34%
Total 4300 Member Rental Income	\$ -	\$ 100.00	\$ (100.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 9.42	\$ 150.00	\$ (140.58)	6.28%
Total 4600 Social Event Income	\$ -	\$ 125.00	\$ (125.00)	0.00%
Total 4700 Services Fees & Late Fees Income	\$ 1,516.00	\$ -	\$ 1,516.00	
Total 4800 Other Ordinary Income	\$ 1,318.23	\$ 400.00	\$ 918.23	329.56%
<b>Total Income</b>	<b>\$ 126,018.25</b>	<b>\$ 128,407.00</b>	<b>\$ (2,388.75)</b>	<b>98.14%</b>
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 10,474.07	\$ 10,242.00	\$ 232.07	102.27%
Total 5100 Payroll Related Expenses	\$ 1,637.67	\$ 2,049.00	\$ (411.33)	79.93%
Total 5600 Social Event Expenses	\$ -	\$ 1,125.00	\$ (1,125.00)	0.00%
Total 5800 Other Member Services	\$ 120.00	\$ 250.00	\$ (130.00)	48.00%
Total 6000 Professional Services	\$ 2,415.25	\$ 2,100.00	\$ 315.25	115.01%
Total 6100 Other Outside Services	\$ 6,884.00	\$ 9,747.00	\$ (2,863.00)	70.63%
Total 6200 Insurance	\$ 10,242.27	\$ 9,000.99	\$ 1,241.28	113.79%
Total 6300 Bank Fees	\$ 101.15	\$ 54.00	\$ 47.15	187.31%
Total 6400 M.Services Bnkcrd Fees/QB Transfer fees	\$ 542.45	\$ -	\$ 542.45	
Total 6500 General Office Expenses	\$ 1,657.08	\$ 522.81	\$ 1,134.27	316.96%
Total 6800 Taxes and Licenses	\$ 1,064.00	\$ 940.00	\$ 124.00	113.19%
Total 7000 Building and Hall Maintenance	\$ 1,926.81	\$ 3,209.15	\$ (1,282.34)	60.04%
Total 7100 Pool Maintenance	\$ 1,608.95	\$ 2,976.49	\$ (1,367.54)	54.06%
Total 7200 Utilities	\$ 18,814.78	\$ 21,468.32	\$ (2,653.54)	87.64%
Total 7300 Reserve Funding	\$ 9,000.00	\$ 9,000.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 66,488.48</b>	<b>\$ 72,684.76</b>	<b>\$ (6,196.28)</b>	<b>91.48%</b>
<b>Net Income/Expense</b>	<b>\$ 59,529.77</b>	<b>\$ 55,722.24</b>	<b>\$ 3,807.53</b>	<b>106.83%</b>

**Note:**

Code 4000 will be adjusted to spread AM Fees of \$33600 evenly by month, lowering net I/E by \$25.2K

# 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**  
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408.761.3271

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

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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.



# 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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# Matt Cossell

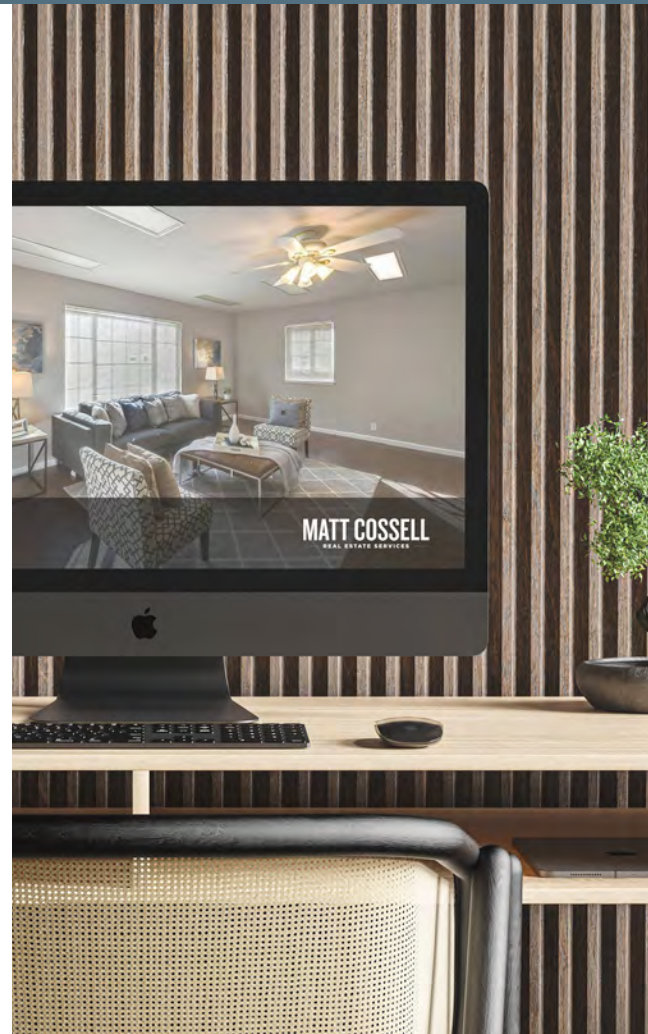
**TOP 1% REALTOR**

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

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

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

To see how this system can work for you, call Matt directly at 408.761.3271 or email Matt@MattCossellTeam.com.



# Recent Rancho Santa Teresa Sales

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

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

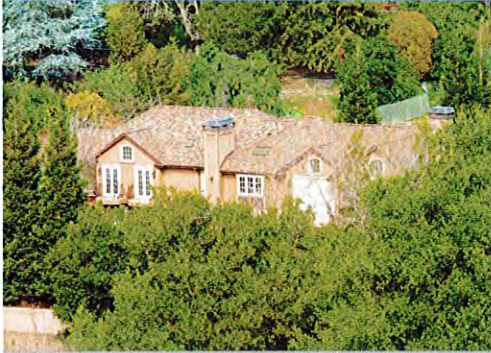


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# The Real Estate Report

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

The median sales price for single-family, re-sale homes set a new high for the second month in a row. It was \$1,600,000 last month, a gain of 14.3% compared to last year. That's the seventeenth month in a row the median sales price has been higher than the year before.

The average sales price for single-family, re-sale homes also set a new high last month. It was up 14.9% year-over-year.

The sales price to list price ratio went from 106.5% to 108.9%. Multiple offers are the norm.

Sales of single-family, re-sale homes were up 40.2% year-over-year in March. There were 858 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

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

Pending sales were up 76.8% year-over-year.

Inventory of single-family, re-sale homes was down 11.1% compared to last year. That is the nineteenth month in a row inventory has been lower than the year before. As of April 5th, there were 595 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell six days to 21 days compared to February. The average since 2003 is 89.

It took only eighteen 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 10.3% from last March. The average sales price gained 10.9% year-over-year.

Condo sales were up 46.5% year-over-year. There were 422 condos sold in March.

The sales price to list price ratio went from 102.4% to 102.9%.

Condo inventory rose 49.5% compared to last March.

As of April 5th, there were 414 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory stayed at twenty-nine.

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

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

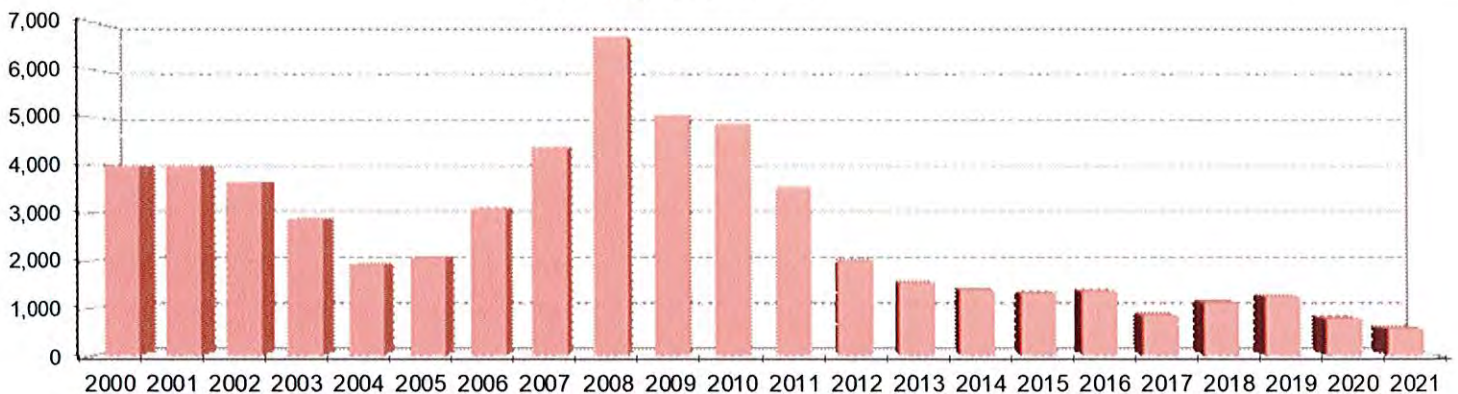
**VISIT**

<http://lauriehansen.rereport.com>

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

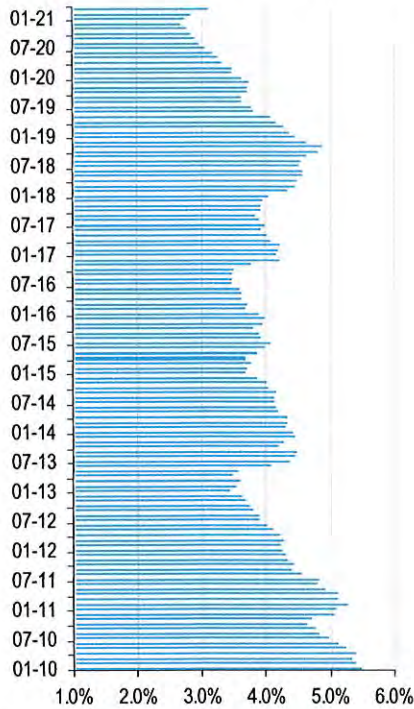
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**Santa Clara County**  
 Average Active Listings SFR YTD





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/>.

Filling The Holes

April 2, 2021 -- The economy was doing well and actually was starting to pick up some steam in early 2020 after being damped by all manner of "trade wars" with China and others back in 2019. Agreements being put in place and lessening of rhetoric set a new playing field, and uncertainty was beginning to lift, allowing for acceleration of growth again.

Then, the COVID-19 pandemic hit, injecting unprecedented uncertainties, cratering economies across the globe with restrictions on activity and creating gigantic holes in nearly all facets of every economy. At least initially, those holes were kept from getting deeper by extraordinary responses by central banks to create and promote liquidity and market function, and were later joined by varying rounds of fiscal stimulus to help people and industries bridge the gap the virus caused.

As beneficial as these programs may be for many, they can have disruptive effects of their own. Ultra-low rates may be great for borrowers, but bad for savers; high levels of money sloshing about an economy may lead to frothy asset prices. Blowout spending programs by the government can add to

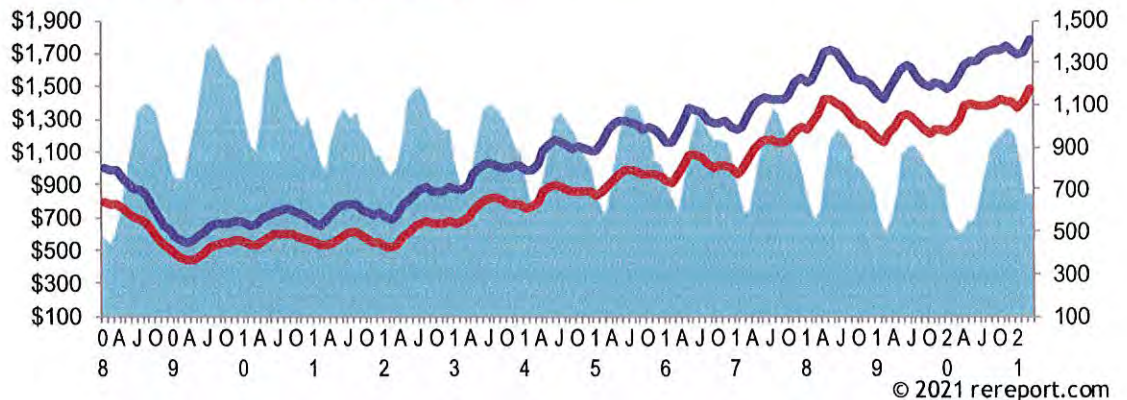
aggregate demand, which can outstrip supply, creating price pressures (transient or not) and conversely, financing all of this by issuing record levels of bonds may see greater bond supply than investor demand, pressing interest rates higher. To varying degrees, all of these have been in play so far in 2021, and interest rates and mortgage rates have firmed up considerably.

For the most part, though, the holes in the economy here and elsewhere remain. Filling them all completely will take time, but we are starting to see important steps in that process; in fact, these holes in many ways are filling up faster than had generally been expected. For example, the Federal Reserve has ratcheted up its expectations for growth and inflation notably over the last few meetings; the housing market went from a pretty pedestrian rate of existing home sales and relatively modest price gains to 14 year highs for sales and 15% annual rates of price increases.

As expected, construction spending throttled back in February as wicked winter weather curtailed activity. Overall outlays for construction projects declined by

(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 - March 2021												
Single-Family Homes								% Change from Year Before				
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices			Pend <sup>1</sup>	Inven <sup>1</sup>
	Median	Average						Med	Ave	Sales		
SCC	\$ 1,600,000	\$ 1,930,800	858	1,289	595	21	108.9%	14.3%	14.9%	40.2%	76.8%	-11.1%
Campbell	\$ 1,749,000	\$ 2,041,480	30	36	18	18	106.8%	17.0%	35.4%	42.9%	125.0%	-25.0%
Cupertino	\$ 2,781,000	\$ 2,808,080	27	34	18	20	110.5%	10.1%	20.1%	92.9%	88.9%	-18.2%
Gilroy	\$ 1,020,000	\$ 1,106,620	51	76	22	13	102.8%	24.1%	29.4%	41.7%	123.5%	-73.2%
Los Altos	\$ 3,700,000	\$ 3,886,580	31	37	25	24	107.1%	13.8%	9.2%	63.2%	68.2%	0.0%
Los Altos Hills	\$ 4,255,000	\$ 5,075,000	8	4	30	113	106.9%	-23.5%	-16.9%	14.3%	-50.0%	42.9%
Los Gatos	\$ 2,475,000	\$ 2,462,380	51	80	53	31	104.4%	31.4%	4.6%	41.7%	175.9%	-41.8%
Milpitas	\$ 1,350,000	\$ 1,526,080	17	23	16	28	107.3%	5.1%	7.8%	-5.6%	53.3%	-23.8%
Monte Sereno	\$ 4,100,000	\$ 4,100,000	2	5	7	105	100.0%	86.4%	86.4%	100.0%	25.0%	-36.4%
Morgan Hill	\$ 1,197,500	\$ 1,355,810	38	81	42	33	106.0%	6.5%	21.6%	18.8%	113.2%	-39.1%
Mountain View	\$ 2,137,500	\$ 2,380,050	28	47	19	20	104.4%	-0.6%	7.8%	33.3%	370.0%	5.6%
Palo Alto	\$ 3,550,000	\$ 3,878,510	27	61	51	57	104.6%	14.5%	23.5%	42.1%	165.2%	15.9%
San Jose	\$ 1,425,000	\$ 1,519,870	425	642	231	16	110.6%	11.3%	11.6%	39.3%	99.4%	-33.0%
Santa Clara	\$ 1,690,000	\$ 1,656,150	44	56	30	20	110.1%	14.0%	11.4%	-8.3%	21.7%	0.0%
Saratoga	\$ 3,350,000	\$ 3,577,120	25	42	16	19	109.9%	29.0%	34.6%	150.0%	133.3%	-62.8%
Sunnyvale	\$ 2,020,000	\$ 2,037,590	55	62	24	13	113.0%	2.8%	4.5%	37.5%	77.1%	-20.0%



## Market Statistics

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

	Mar 21	Month %	Feb 21	Year %	Mar 20
Median Price:	\$1,600,000	7.7%	\$1,485,000	14.3%	\$1,400,000
Average Price:	\$1,930,800	6.7%	\$1,809,470	14.9%	\$1,680,940
Home Sales:	858	47.2%	583	40.2%	612
Pending Sales:	1,289	32.7%	971	76.8%	729
Active Listings:	595	2.2%	582	-11.1%	669
Sale/List Price Ratio:	108.9%	2.3%	106.5%	3.2%	105.5%
Days on Market	18	-26.4%	25	-10.4%	20
Days of Inventory:	21	-22.8%	27	-36.6%	33

### (Condominiums)

	Mar 21	Month %	Feb 21	Year %	Mar 20
Median Price:	\$870,000	2.4%	\$850,000	10.3%	\$789,000
Average Price:	\$956,629	2.5%	\$932,944	10.9%	\$862,865
Home Sales:	422	23.4%	342	46.5%	288
Pending Sales:	587	19.1%	493	97.0%	298
Active Listings:	414	14.4%	362	49.5%	277
Sale/List Price Ratio:	102.9%	0.5%	102.4%	0.3%	102.6%
Days on Market	29	0.4%	29	43.1%	20
Days of Inventory:	29	3.0%	29	2.0%	29

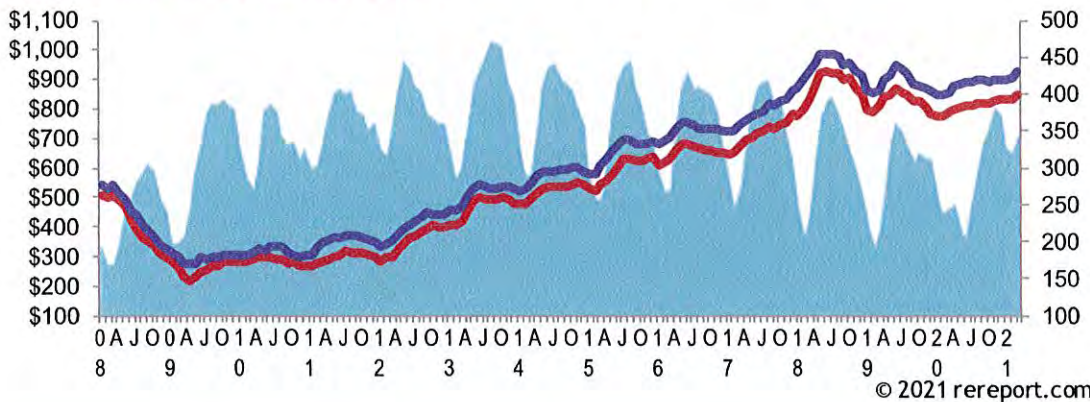
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 lhansen@interorealestate.com  
 CA BRE #00757662

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

Based on information from MLS Listings, Inc. Due to MLS reporting and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, we do not guarantee the data accuracy.

Data maintained by the MLS may not reflect all real estate activity in the market.

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



### 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 - March 2021

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 870,000	\$ 956,629	422	587	414	29	102.9%	10.3%	10.9%	46.5%	97.0%	49.5%
Campbell	\$ 912,000	\$ 948,400	15	25	17	34	107.2%	-1.1%	6.4%	15.4%	127.3%	142.9%
Cupertino	\$ 1,355,000	\$ 1,314,220	9	18	17	57	107.0%	16.3%	7.8%	80.0%	157.1%	240.0%
Gilroy	\$ 541,000	\$ 529,000	4	6	3	23	104.7%	8.4%	6.0%	300.0%	200.0%	-40.0%
Los Altos	\$ 1,548,000	\$ 2,000,790	5	8	15	90	102.6%	2.0%	31.8%	150.0%	300.0%	200.0%
Los Gatos	\$ 1,255,000	\$ 1,234,330	9	19	8	27	102.2%	-11.9%	-11.7%	28.6%	533.3%	-38.5%
Milpitas	\$ 1,090,000	\$ 981,619	21	34	15	21	106.1%	33.2%	17.0%	40.0%	54.5%	-48.3%
Morgan Hill	\$ 820,000	\$ 783,405	21	11	7	10	104.5%	11.6%	11.9%	110.0%	-54.2%	-68.2%
Mountain View	\$ 1,385,000	\$ 1,338,000	29	53	34	35	102.0%	36.8%	20.8%	107.1%	278.6%	13.3%
Palo Alto	\$ 1,408,000	\$ 1,445,760	11	9	16	44	102.4%	-9.6%	-3.9%	37.5%	50.0%	6.7%
San Jose	\$ 753,500	\$ 797,417	216	303	207	29	102.0%	7.6%	10.1%	27.1%	111.9%	11.3%
Santa Clara	\$ 948,750	\$ 995,537	34	35	34	30	103.1%	-0.1%	-3.7%	47.8%	105.9%	0.0%
Saraboga	\$ 1,518,500	\$ 1,348,000	4	8	6	45	99.8%	-5.7%	-1.4%	33.3%	300.0%	0.0%
Sunnyvale	\$ 1,180,000	\$ 1,162,760	44	57	35	24	103.8%	3.5%	4.8%	120.0%	307.1%	75.0%



# THE REAL ESTATE REPORT

## Santa Clara County



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### 293 Dondero Way, San Jose 95119

Class: Res. Single Family List Price: \$1,150,000  
 Beds: 3 Sale Price:  
 Baths (F/P): 2 (2/0) List Date: 04/28/2021  
 SqFt: 1,516 SqFt (Realist\*) Sale Date:  
 Lot Size: 6,452 SqFt COE Date:  
 Showing: Appointment Only, Lockbox - Supra iBox, Security call Agent for appointment. Covid-19 Restrictions apply



### 6579 San Anselmo Way, San Jose 95119

Class: Res. Single Family List Price: \$1,298,888  
 Beds: 4 Sale Price:  
 Baths (F/P): 3 (2/1) List Date: 04/26/2021  
 SqFt: 2,124 SqFt (Realist\*) Sale Date:  
 Lot Size: 6,346 SqFt COE Date:  
 Showing: Appointment Only, Do Not Disturb Occupants, LA Must / Oak Grove Elementary

(Continued from page 2)

0.8%, dragged down by a 0.2% decline in residential projects, a 1% decline in non-residential spending and a 1.7% drop in public-works project outlays. President Biden has just outlined a plan to spend a couple of trillion dollars on infrastructure spending, but a review of the bill suggest that perhaps only half of the dollars are actually aimed at roads, bridges, rails and the like. Regardless of that, spending for housing will show a sharp revival for March and non-residential will probably also recover a bit, too.

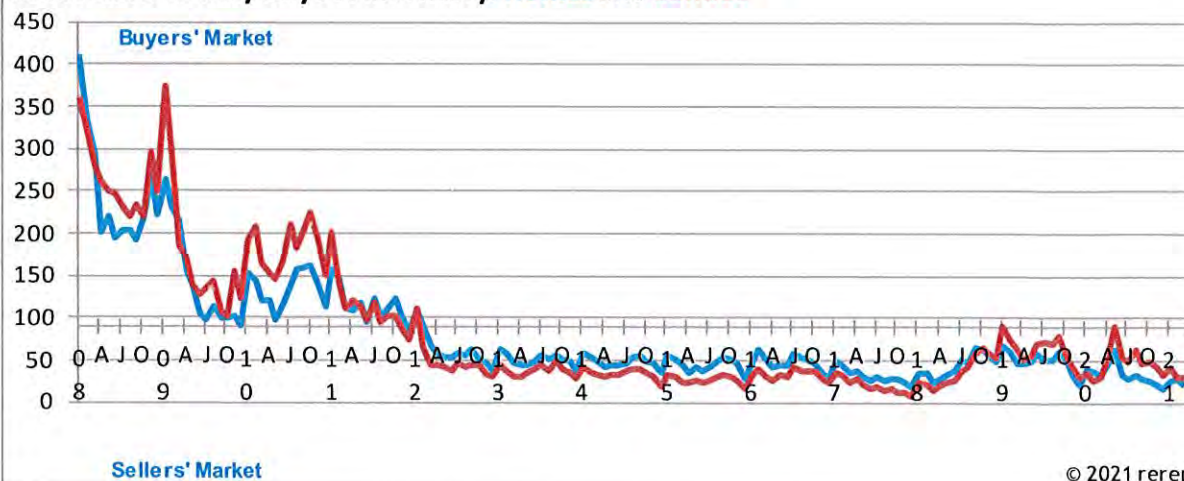
The National Association of Realtors index of Pending Home Sales dropped by 10.6% in February. Weather plays a role here -- few want to venture out in thigh deep snow or bone-chilling cold to see homes for sale -- but a serious lack of inventory to review even if one wanted to venture out, prices

that are rising quickly and financing costs that were firming during the month were also likely deterrents to getting a contract to buy an existing home.

The rise in mortgage rates has leveled off, at least for now, but the increase has had the expected tempering effect on mortgage applications. The Mortgage Bankers Association reported another 2.2% decline in requests for mortgage credit in the week ending March 26, the seventh decline in the last eight weeks. Applications for purchase-money mortgages eased by

1.5%, breaking a four-week string of increases, while those for refinancing slid another 2.5%, also making it declines in 7 of the last 8 week. Refi activity is approximately at a May 2020 level, when mortgage rates were last at about present levels, give or take a few basis points.

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



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### Residential Summary

Res. Single Family

ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
	6579 San Anselmo Way	San Jose	4	2 1	4	2,124	\$611.53	6,346 (sf)	\$1,298,888	49
	6994 El Marcero Court	San Jose	4	3 0	1	1,800	\$663.89	9,571 (sf)	\$1,195,000	51
	6982 El Marcero Court	San Jose	4	2 0	10	1,468	\$783.38	6,011 (sf)	\$1,150,000	0
	293 Dondero Way	San Jose	3	2 0	2	1,516	\$758.58	6,452 (sf)	\$1,150,000	50
	6448 Du Sault Drive	San Jose	3	2 0	1	1,144	\$895.98	6,402 (sf)	\$1,025,000	49

ACTIVE	# Listings:	5	AVG VALUES:	4	1,610	\$742.67	6,956 (sf)	\$1,163,778	40
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PENDING	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
	6563 Purple Vale Court	San Jose	5	3 0	5	2,563	\$584.86	9,391 (sf)	\$1,499,000	49
	6573 Radko Drive	San Jose	4	2 1	7	2,386	\$624.01	6,227 (sf)	\$1,488,888	47
	190 Castillon Way	San Jose	5	3 0	5	2,563	\$545.84	6,267 (sf)	\$1,399,000	46
	6580 Radko Drive	San Jose	4	2 1	6	2,256	\$575.80	5,984 (sf)	\$1,299,000	47
	6821 Muscat Drive	San Jose	5	4 0	6	2,085	\$617.75	5,989 (sf)	\$1,288,000	52
	254 Vineyard Drive	San Jose	4	3 0	7	2,183	\$571.59	6,481 (sf)	\$1,248,000	51
	6478 Camino Verde Drive	San Jose	4	2 0	6	1,848	\$637.99	5,951 (sf)	\$1,179,000	51
	280 Sorrento Way	San Jose	3	2 0	7	1,657	\$694.03	6,016 (sf)	\$1,150,000	54
	338 Curie Drive	San Jose	3	2 0	12	1,437	\$800.28	7,163 (sf)	\$1,150,000	53

PENDING	# Listings:	9	AVG VALUES:	7	2,109	\$628.03	6,608 (sf)	\$1,300,099	50
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SOLD	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
	300 Curie Drive	San Jose	4	2 1	5	2,401	\$786.34	7,739 (sf)	\$1,449,888	7	\$1,888,000	04/13/21
	326 El Portal Way	San Jose	4	2 1	8	2,335	\$706.64	7,860 (sf)	\$1,348,000	53	\$1,650,000	04/08/21
	267 Esteban Way	San Jose	3	2 0	7	1,916	\$801.15	6,000 (sf)	\$1,248,000	0	\$1,535,000	04/21/21
	201 Araquipa Court	San Jose	5	3 0	0	2,563	\$585.25	10,810 (sf)	\$1,450,000	46	\$1,500,000	02/16/21
	264 Los Pinos Way	San Jose	5	2 1	8	2,181	\$678.59	6,384 (sf)	\$1,288,888	51	\$1,480,000	03/30/21
	247 Prague Drive	San Jose	4	2 1	6	2,256	\$642.73	6,222 (sf)	\$1,280,000	47	\$1,450,000	03/19/21
	312 Los Pinos Way	San Jose	4	2 0	5	1,890	\$743.39	6,851 (sf)	\$1,249,888	53	\$1,405,000	03/30/21
	342 Saint Julie Drive	San Jose	3	2 0	6	1,493	\$905.56	7,464 (sf)	\$1,268,000	45	\$1,352,000	04/27/21
	6121 Encinal Drive	San Jose	4	2 1	5	1,999	\$660.33	6,100 (sf)	\$1,199,000	53	\$1,320,000	03/16/21
	6567 San Anselmo Way	San Jose	4	2 0	8	2,010	\$597.01	5,949 (sf)	\$1,085,888	49	\$1,200,000	04/07/21
	277 Curie Drive	San Jose	4	2 0	11	1,601	\$749.53	6,095 (sf)	\$1,125,000	51	\$1,200,000	04/01/21
	6258 Camino Verde Drive	San Jose	3	2 0	4	1,516	\$784.96	5,998 (sf)	\$989,000	51	\$1,190,000	03/30/21
	6674 Catamaran Street	San Jose	3	2 0	8	1,278	\$899.84	6,516 (sf)	\$949,000	51	\$1,150,000	04/20/21

SOLD	# Listings:	13	AVG VALUES:	6	1,957	\$733.95	6,922 (sf)	\$1,225,427	43	\$1,409,231
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