

# RANCHO SANTA TERESA NEWS

## President's Message

Hello Members!

**POOL OPENING:** Opening Day is Saturday, April 16, with the pool opening at 1:00 PM. There are special Spring Break hours during the week before adjusting to weekend hours through May. The back pool heater has also been turned on. Pool hours can be found on the website at [www.ranchosantateresa.org](http://www.ranchosantateresa.org).

**EASTER EGG HUNT:** The annual event, hosted by Girl Scout Troop 60308, will be on Saturday, April 9, at 10:00 AM. See page 2 for complete information.

**SUMMER STAFF:** Our summer crew is getting onboard and trained and we're excited with the team we have this year! Paige returns as a supervisor and is joined by David, Jakob, & Jillian. We have 16 returning guards and 12 new guards coming on board (see page 2 for list). Congratulations to all!

**SWIM LESSONS:** Private and semi-private lessons are starting in April for members and non-members. This year we will offer 1-week, group lesson sessions over Spring Break (April 18-22), with preference given to swimmers working to make the Sea Otters. Our regular 2-week long group lessons will start once school is out in June. Signups and additional information can be found on the Rancho website. There may be some times where swim lessons will use the back pool. We will minimize impact to member use and will announce those times on Facebook once they are set.

**VTA LOT CONCERNS:** Members have had lots of questions and concerns about the proposed use of the Santa Teresa VTA parking lot for unhoused with RVs. See page 2 for more information and resources.

**BUILDING REPAIRS:** If you have driven by the club, you have probably noticed the wall of the bathroom being worked on. What started out as a simple stucco repair ended up being a rebuild of the wall. There was too much water damage over time. Assuming inspections go well, we are working hard to get the bathroom re-open by opening day.

Arian

## APRIL

### MAIN POOL HOURS:

*Saturday, April 16 -  
Sunday, April 24, and  
Saturday, April 30*  
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 [RSTSRCooffice@gmail.com](mailto:RSTSRCooffice@gmail.com) and request an online invoice.

### KEY FOBs:

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

### NEXT BOARD MEETING:

Monday, April 25 • 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



## Easter Egg Hunt

The annual event, hosted by Girl Scout Troop 60308, will be on Saturday, April 9, starting at 10:00 AM. Families can start lining up in the parking lot by the tennis courts as early as 9:30 AM; the Easter Bunny will be there to say hi. The hunt is for HOA and Associate Members, and their grandchildren, only, and is divided into three areas for toddler - preschool, K-2nd grade and 3rd - 6th grade. There will be a few prizes for each age group! Please bring your own basket or bag for egg collection and arrive promptly; eggs go quickly!



**BALLARE DANCE CENTRE**

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**JOIN US FOR REGISTRATION NIGHT:**  
**THURSDAY, JUNE 16**  
**4:00 - 6:00 PM**

**This summer we are offering:**

- (4) Summer Camps**
- (4) Workshops**
- And A**
- (5) week dance session**

**For full summer information visit us at:**  
[www.ballaredancecentre.com](http://www.ballaredancecentre.com)



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

## VTA LOT CONCERNS

Members have had lots of questions and concerns about the proposed use of the Santa Teresa VTA parking lot for unhoused with RVs. If you have additional questions about the program itself, here are the contact emails for the Homeless Response Team:

- Ragan Henninger - [ragan.henninger@sanjoseca.gov](mailto:ragan.henninger@sanjoseca.gov)
- Vanessa Beretta - [vanessa.beretta@sanjoseca.gov](mailto:vanessa.beretta@sanjoseca.gov)
- Stephanie Jimenez - [stephanie.jimenez@sanjoseca.gov](mailto:stephanie.jimenez@sanjoseca.gov)

Their next steps are to get approval from the VTA and City Council to move forward with this proposal. If you would like to share your comments or concerns with key decision makers on the location of this project, here are some key contacts:

- Mayor: [mayoremail@sanjoseca.gov](mailto:mayoremail@sanjoseca.gov) (408) 535-4800
- VTA Board: [board.secretary@vta.org](mailto:board.secretary@vta.org) (408) 321-5680
- CTA CEO & GM: Carolyn Gonot [carolyn.gonot@vta.org](mailto:carolyn.gonot@vta.org)
- City Council District 10 rep Matt Mahan [district10@sanjoseca.gov](mailto:district10@sanjoseca.gov) (408) 535-4910
- Oak Grove school district superintendent Jose Manzo [jmanzo@ogsd.net](mailto:jmanzo@ogsd.net)

Members, email and phone numbers of the rest of the San Jose City Council can be found at <https://www.sanjoseca.gov/your-government/departments/city-council>.

## Summer Staff

### SUPERVISORS

Paige W., David P., Jakob S., and Jillian H.

### SENIOR LIFEGUARDS

Benjamin P., McKenna V., Zachary F., Mackenzie M., Nathalia J., and Justin F.

### LIFEGUARDS

Abigail B., Jane P., Jennah P., Noor Z., Angelina H., Sydney R., Colin R., Sophia K., Grace G., Dietrich R., Amber F., James G., Rey G., Kaylin W., Savannah Z., Zachary Z., Alison P., Gianna K., Rio B., Elizabeth F., David H., and Christian P.

# RANCHO SANTA TERESA NEWS



## OUR 2022 SEASON IS ALMOST HERE!

Our registration closed a little over a week ago, and we're so happy to see so many returning families joining us for our 2022 season. We're especially excited to WELCOME all the new families and swimmers who will be Sea Otters this year!

Coach Jerry Bozzo is back as Head Coach, and he, and his coaching staff - Joey Wycoff, David Phipps, Mark Kleiner, Jalen Bozzo, and Jessica Silva - can't wait to get our Sea Otters in the water next month.

We are also thrilled that we'll be able to have a complete 2022 season - our Time Trials meet, five Dual meets and our CHAMPS meet! All of the League teams are participating in 2022, which is fantastic. And don't forget, Sea Otters hosts CHAMPS this year! We know all our families will work hard so we can host a fantastic end of the season Championship Meet! (The last CHAMPS was in 2019!!)

New this year - Freestyle Friday activities, most Fridays of the season, May 6 through July 8. Fun activities and prizes, taking place at the end of each Groups' practice!

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

## 2022 SEA OTTERS SCHEDULE

- 4/1: New Swimmer Tryouts - 6 pm
- 4/2: New Swimmer Tryouts - 11:30 am
- 4/9: Team Suit Fittings - 9:30 am - Noon
- 4/25 - 5/6: Volunteer Sign-Ups - Online
- 4/29: New Swimmer Re-Evals - 6 pm
- 4/30: New Swimmer Re-Evals - 11:30 am
- 5/2: First Day of Practice
- 5/5: New Family Orientation - 3:30 pm
- 5/9: New Family Orientation - 6:30 pm
- 5/9 - 13: Secret Otters Sign-Ups
- 5/10: Team Picture Day
- 5/14: Sea Otters Rancho Service Project
- 5/20: Season Kick-Off P'Otter Luck Rally
- 5/21: Time Trials (aka Donut Meet)
- 5/26: Restaurant Night Fundraiser - Panda Express
- 5/28: Almaden @ ST Dual Meet
- 6/4: ST @ Creekside Dual Meet
- 6/4: Sea Otters Social - Family Swim & Glow
- 6/9: Restaurant Night Fundraiser - MOD Pizza
- 6/11: Shadow Brook @ ST Dual Meet
- 6/18: ST @ Pinehurst Dual Meet
- 6/18: Restaurant Night Fundraiser - Chipotle
- 6/18: Sea Otters Social - Cardboard Boat Regatta
- 6/25: ST@ Crossgates Dual Meet
- 6/25: Sea Otters Social - TBD
- 7/5-8: Spirit Week
- 7/8: Pancake Breakfast
- 7/9: CHAMPS
- 7/9: Sea Otters Social - After Champs Party
- 7/11: Awards Night

## Free Weekly Activities

### MORNING LAP SWIM

**Mon - Fri, 5-7 AM & 9 - 11 AM**

**SPRING BREAK HOURS (4/18-22): 5-7AM only**

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

### FRIDAY COFFEE CLUB

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

## Monthly Events

### POKER NIGHT

**Upcoming Date: 4/22**

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).

# RANCHO SANTA TERESA NEWS

## Available Lessons

### **FITNESS CLASSES WITH SANDY**

#### **AQUA FITNESS - APRIL SESSION**

Aqua Cardio & Toning Interval Workout For All Ages

MON & FRI (8:30 - 9:30 AM) & WED (8:15 - 9:15 AM) – 13 CLASSES – April 1 - 29 – \$135

#### **CARDIO, STRENGTH & STRETCH - APRIL 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 – April 5 - 28 – \$85

#### **BOTH CLASSES - APRIL SESSION**

5 CLASSES PER WEEK – 21 TOTAL – \$180

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

# Laurie Hansen & the HansenHomeTeam

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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 SECOND QUARTER DUES ARE NOW DUE

Second Quarter 2022 dues were due 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 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.



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# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs Actual January - February, 2022

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 66,552.83	\$ 66,556.66	\$ (3.83)	99.99%
Total 4100 Member Lesson Income	\$ 3,500.00	\$ 2,343.75	\$ 1,156.25	149.33%
Total 4200 Nonmember Lesson Income	\$ 6,474.00	\$ 4,551.75	\$ 1,922.25	142.23%
Total 4300 Member Rental Income	\$ 1,630.00	\$ -	\$ 1,630.00	
Total 4500 Interest on Operating Funds	\$ 5.61	\$ 6.96	\$ (1.35)	80.60%
Total 4700 Services Fees & Late Fees Income	\$ 950.00	\$ 166.00	\$ 784.00	572.29%
Total 4800 Other Ordinary Income	\$ 2,082.46	\$ 768.00	\$ 1,314.46	271.15%
<b>Total Income</b>	<b>\$ 81,194.90</b>	<b>\$ 74,393.12</b>	<b>\$ 6,801.78</b>	<b>109.14%</b>
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 6,673.38	\$ 9,291.00	\$ (2,617.62)	71.83%
Total 5100 Payroll Related Expenses	\$ 971.52	\$ 1,380.65	\$ (409.13)	70.37%
Total 5200 Member Lesson Expenses	\$ 71.99	\$ -	\$ 71.99	
Total 5600 Social Event Expenses	\$ 20.22	\$ -	\$ 20.22	
Total 6000 Professional Services	\$ 1,183.60	\$ 1,402.00	\$ (218.40)	84.42%
Total 6100 Other Outside Services	\$ 4,460.00	\$ 5,747.00	\$ (1,287.00)	77.61%
Total 6200 Insurance	\$ 6,730.74	\$ 7,510.50	\$ (779.76)	89.62%
Total 6300 Bank Fees	\$ 365.75	\$ 170.00	\$ 195.75	215.15%
Total 6400 Bnkcrd Fees/QB Transfer fees	\$ 806.38	\$ 519.38	\$ 287.00	155.26%
Total 6500 General Office Expenses	\$ 949.24	\$ 1,544.00	\$ (594.76)	61.48%
Total 7000 Building and Hall Maintenance	\$ 14,704.63	\$ 3,379.00	\$ 11,325.63	435.18%
Total 7100 Pool Maintenance	\$ 3,884.45	\$ 4,312.00	\$ (427.55)	90.08%
Total 7200 Utilities	\$ 16,807.10	\$ 18,662.00	\$ (1,854.90)	90.06%
Total 7300 Reserve Fundg. (Budget \$55+\$35)	\$ 15,000.00	\$ 15,000.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 72,629.00</b>	<b>\$ 68,917.53</b>	<b>\$ 3,711.47</b>	<b>105.39%</b>
<b>Net Operating Income</b>	<b>\$ 8,565.90</b>	<b>\$ 5,475.59</b>	<b>\$ 3,090.31</b>	<b>156.44%</b>

### Notes:-

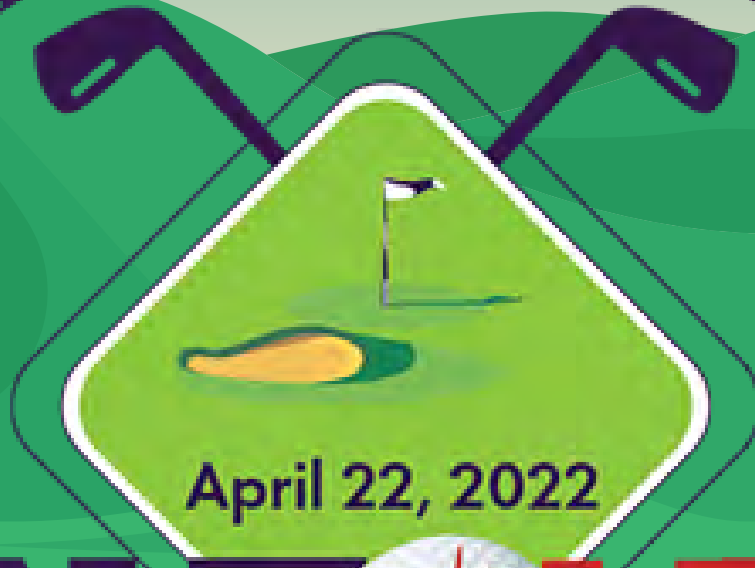
-Stingrays Rental fee Income 50/50% M/NM

-Associate Mem Fees Budget/Actual spread by month

**COME OUT SWINGING!**

*Come join a fun group for a fun time!*

**GOLF TOURNAMENT**  
**INAUGURAL**



**ALZOUT**

100% of Proceeds to Alzheimer's Research

**Register on our website at:**

[www.alzout.org](http://www.alzout.org) RSVP by April 7th

**Any questions, email: [kathymkirtland@yahoo.com](mailto:kathymkirtland@yahoo.com)**

- *Special Drink Holes*
- *Beat the Pro*
- *Putt for Cash*
- *Handicapped 4 Player Team Scramble*
- *\$185/per golfer that includes golf, cart, lunch AND dinner!*
- *Tax Deductible*

**Coyote Creek Golf Club**

**1 Coyote Creek Golf Drive, Morgan Hill, CA**

**Check in @ 10:30 am**

**Shotgun start @ 12:00 pm**

**Dinner and Awards @ 5:30 pm**

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





# Matt Cossell

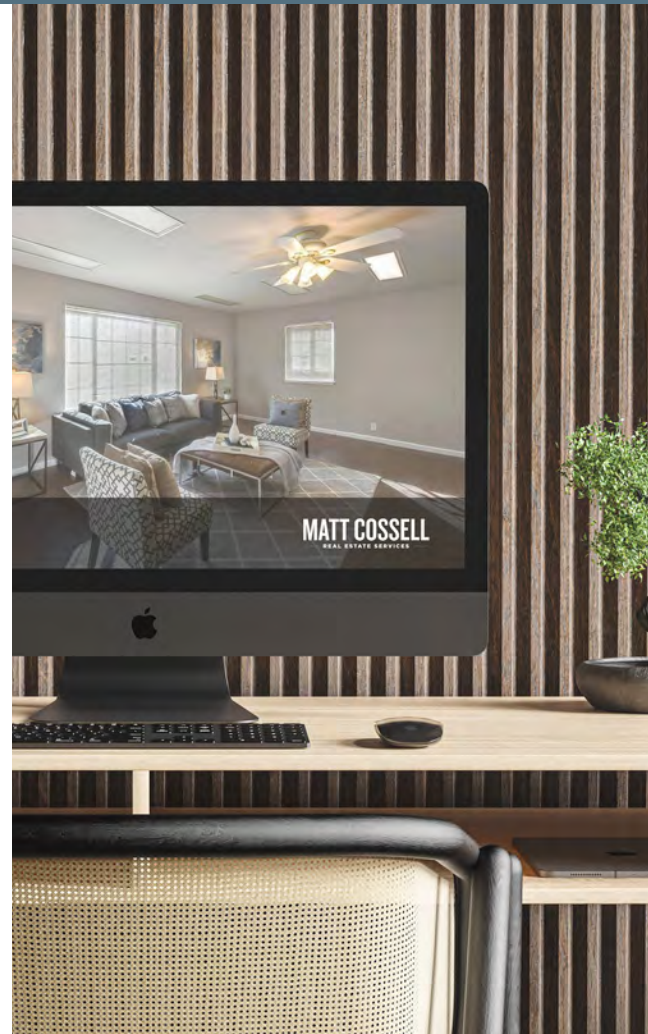
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Matt Cossell has a proven track record for selling houses for more than the average agent. By using his proprietary marketing system he is able to leveraging technology to expand the marketing reach of your house, increase demand, and drive the value 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
Pending	349 Bodega Way	\$1,299,000.00		4	2 0	1,843	7,613	704.83	10
Pending	262 El Portal Way	\$1,285,000.00		4	2 0	1,652	6,059	777.85	7
Pending	293 Cresta Vista Way	\$1,250,000.00		4	2 0	1,652	6,096	756.66	11
Pending	310 Bodega Way	\$1,398,888.00		4	2 0	2,017	8,076	693.55	11
Pending	6129 Del Robles Court	\$1,200,000.00		4	2 0	1,657	6,310	724.2	6
Sold	211 Castillon Way	\$1,350,000.00	\$1,275,000.00	4	2 1	2,324	6,400	548.62	286
Sold	204 Castillon Way	\$1,049,000.00	\$1,290,000.00	4	2 0	2,010	6,000	641.79	8
Sold	228 Castillon Way	\$1,299,000.00	\$1,390,000.00	4	2 1	2,124	6,251	654.43	12
Sold	204 Purple Glen Drive	\$1,500,000.00	\$1,810,000.00	4	2 1	2,617	7,974	691.63	4
Sold	293 Dondero Way	\$1,150,000.00	\$1,245,000.00	3	2 0	1,516	6,452	821.24	11
Sold	6579 San Anselmo Way	\$1,298,888.00	\$1,450,000.00	4	2 1	2,124	6,346	682.67	10
Sold	280 Sorrento Way	\$1,150,000.00	\$1,386,250.00	3	2 0	1,657	6,016	836.6	7
Sold	6563 Purple Vale Court	\$1,499,000.00	\$1,895,000.00	5	3 0	2,563	9,391	739.37	5
Sold	190 Castillon Way	\$1,399,000.00	\$1,628,000.00	5	3 0	2,563	6,267	635.19	5
Sold	6567 San Anselmo Way	\$1,085,888.00	\$1,200,000.00	4	2 0	2,010	5,949	597.01	8
Sold	326 El Portal Way	\$1,348,000.00	\$1,650,000.00	4	2 1	2,335	7,860	706.64	8
Sold	6258 Camino Verde Drive	\$989,000.00	\$1,190,000.00	3	2 0	1,516	5,998	784.96	4
Sold	312 Los Pinos Way	\$1,149,888.00	\$1,405,000.00	4	2 0	1,890	6,851	743.39	5
Sold	264 Los Pinos Way	\$1,288,888.00	\$1,480,000.00	5	2 1	2,181	6,384	678.59	8
Sold	267 Esteban Way	\$1,248,000.00	\$1,535,000.00	3	2 0	1,916	6,000	801.15	7

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



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# The Real Estate Report

## Home Sales Prices Up, Sales Down

The median sales price for single-family, re-sale homes rose 24.2% compared to last year. That's the twenty-seventh month in a row the median sales price has been higher than the year before.

The average sales price for single-family, re-sale homes was up 26.2% year-over-year.

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

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

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

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

in Santa Clara County. The average since January 2000 is 2,703.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, rose from 9 days to 23 days. The average since 2003 is 89.

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

The median sales price for condos was up 2.4% compared to last January. The average sales gained 5.6% year-over-year.

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

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

Condo inventory fell 59% compared to last January.

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

Days of inventory rose ten days to twenty.

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

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

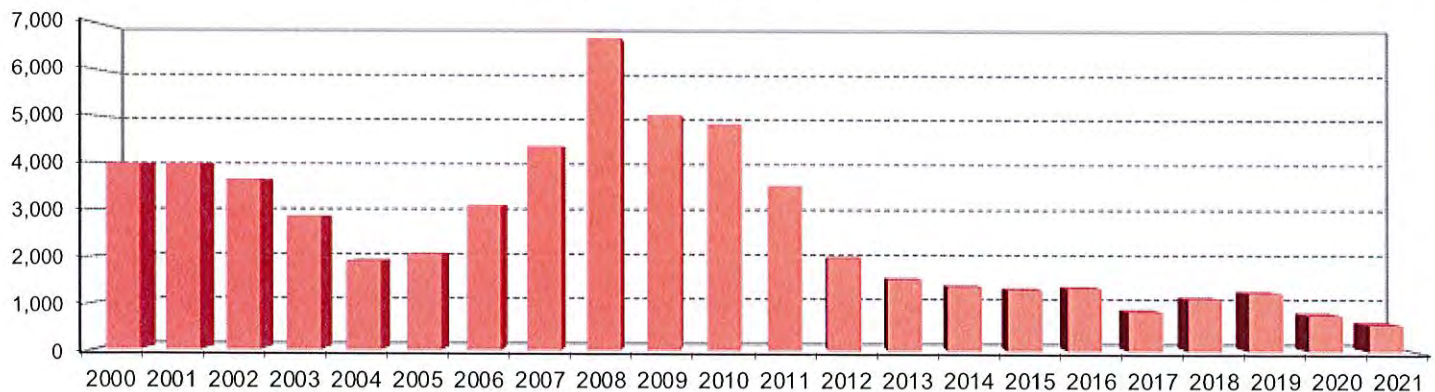
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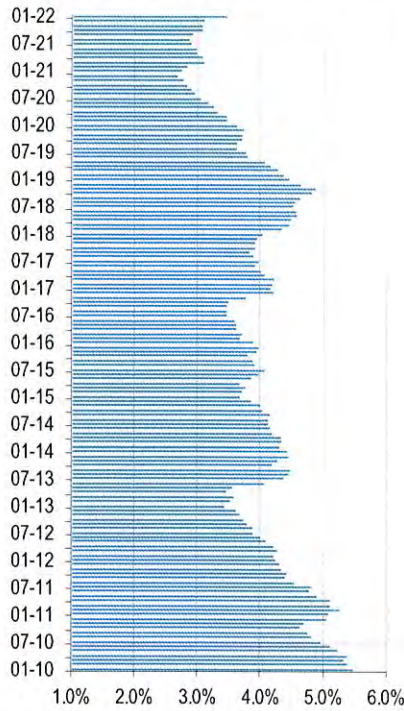
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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



30-Year Fixed Mortgage Rates



The chart above shows the National monthly average for 30-year fixed rate mortgages as compiled by <http://www.freddiemac.com/>.

# Home Sales Rise

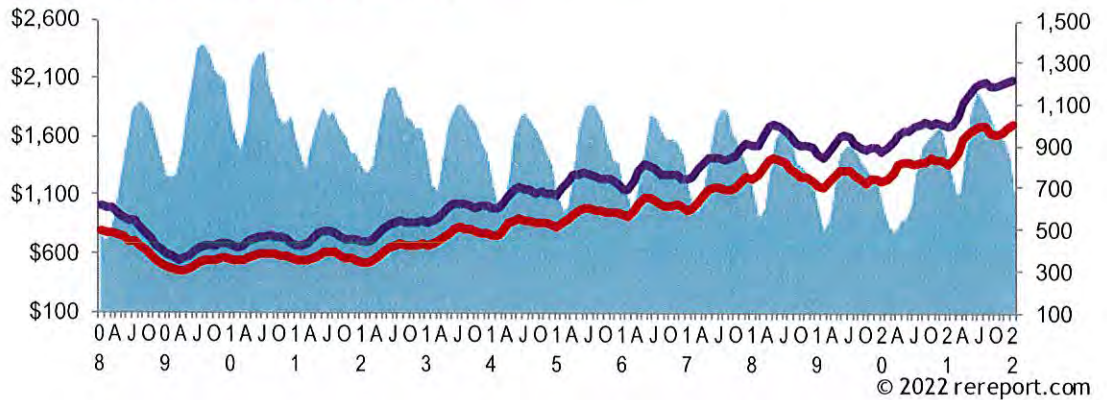
**January 28, 2022** -- Sales of new homes popped 11.9% higher in December, landing at an 811,000 annualized rate of sale. This was the strongest pace since March, and probably reflects two things: very little available to buy in the existing home market and a desire to get a deal in place before mortgage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

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

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

(Continued on page 4)

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



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

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# Market Statistics

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

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

## (Condominiums)

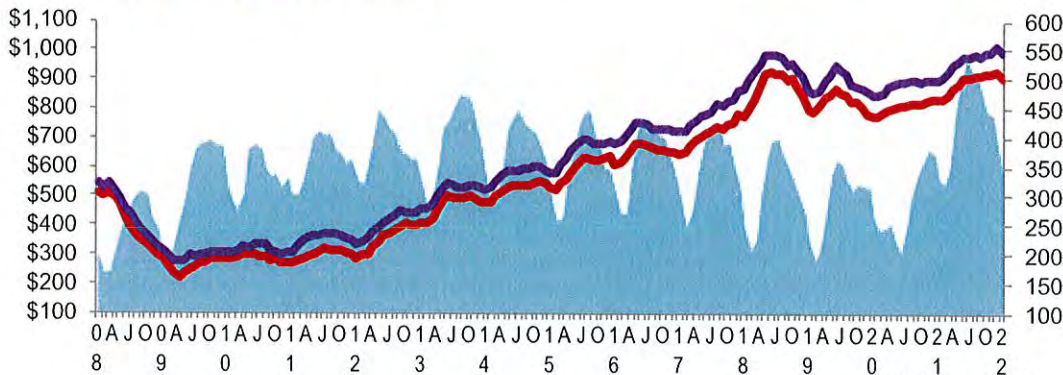
	Jan 22	Month %	Dec 21	Year %	Jan 21
Median Price:	\$850,000	-9.4%	\$938,000	2.4%	\$830,000
Average Price:	\$942,752	-10.1%	\$1,048,220	5.6%	\$893,072
Home Sales:	233	-27.4%	321	-12.1%	265
Pending Sales:	472	16.3%	406	12.9%	418
Active Listings:	152	44.8%	105	-59.0%	371
Sale/List Price Ratio:	106.1%	2.0%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

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

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

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

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



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## Table Definitions

### Median Price

The price at which 50% of prices were higher and 50% were lower.

### Average Price

Add all prices and divide by the number of sales.

### SP/LP

Sales price to list price ratio or the price paid for the property divided by the asking price.

### DOI

Days of Inventory, or how many days it would take to sell all the property for sale at the current rate of sales.

### Pend

Property under contract to sell that hasn't closed escrow.

### Inven

Number of properties actively for sale as of the last day of the month.

## Santa Clara County - January 2022

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

# THE REAL ESTATE REPORT Santa Clara County



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## Quick Summary of Comparable Properties

### Residential Summary

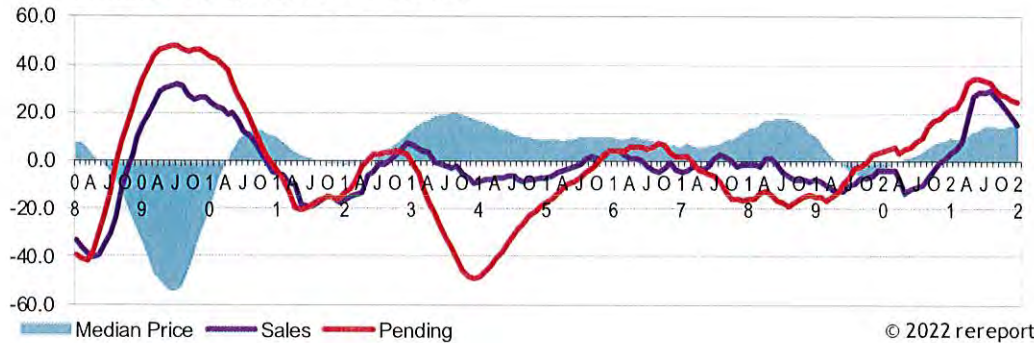
Res. Single Family

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

(Continued from page 2)

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

### Santa Clara County Homes: Momentum



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### Santa Clara County

Sales Year-to-Date

