

# RANCHO SANTA TERESA NEWS

## President's Message

Hello members and happy December! I hope you were able to enjoy some quality time with family and/or friends over the Thanksgiving holiday. As we move through December, the board and staff continue to tackle projects around the club and prepare for hiring to prep for the busy spring and summer season that will be upon us before we know it.

Also, we are happy to announce that the **Annual Holiday Party** will return this year on December 11 after a two-year hiatus and a new **Polar Plunge** tradition will begin on January 1 (*see information on page 2*).

**BOARD ELECTION RESULTS:** In a very close race, Vic, Michael and Arian were re-elected to the board for 2 more years. Thank you to Todd for also running and offering your expertise! 154 ballots were cast, of which 143 were valid, matching the 143 needed for a quorum. Votes were as follows: Vic Haddad - 119, Arian Collen - 115, Michael Kirtland - 96, Todd Hampel - 78. A very big thank you as well to Bill King, who served as our elections official, and the team of volunteers who counted and tallied the votes, Jackie Davidson, Eric Fusilero, Steve Watanabe, Heather Samson, Judy Yanda, and Karin Walker.

**2023 ASSOCIATE MEMBERS:** The board has approved an increase in the number of Associate Members this year, with availability for up to 100 families. Existing Associate Members should have e-mailed our Office Coordinator Kathy to let her know if you will NOT be returning by December 1. If you missed that deadline, reach out to her ASAP at [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com). Online invoices will be sent in early December. Full payment and paperwork is due by January 15, 2023; if not received on time, you will be moved to the bottom of the wait list.

**2023 DUES:** If you are an HOA Member getting this newsletter electronically, then we have your email on file. Online invoices will be created and sent in early December. If you pay for the full year by January 31, 2023, you will get 12 Guest Passes that can be used in 2023. Quarterly and yearly dues payment options can be found on page 4.

**MORNING LAP SWIM ALERT:** The Stingrays will be in the pool during their school Holiday Breaks from 9 - 11 am December 26 through January 6. Lap swimmers should schedule their own workouts accordingly.

*Continued on page 2.*

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

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

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

**ONLINE DUES PAYMENTS:**  
Send your email address to  
[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, December 19 • 7 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

**SOCIAL ACTIVITIES:** Rancho has several ongoing social groups which engage our club and are open to all members. These ongoing activities include the weekly Coffee Club and monthly Game Night and Poker Night. Our facilities are still underused and would encourage any member who has an idea for additional social activations to reach out to the staff/board and let's use this asset to its fullest potential to meet and mingle with our neighbors.

**ANNUAL HOLIDAY PARTY:** The Annual Holiday Party returns on Sunday, December 11 from 11am - 2pm and will be hosted this year by Boy Scout Troop #212. There will be festive games and activities for kids and families, and of course a visit from Santa. Members are encouraged to bring potluck food and snack items to share. The Scouts will provide hot dogs, chips and dip, and hot chocolate and cider.

**INAUGURAL POLAR PLUNGE:** Join us on New Year's day at 10:30 am for Rancho's first ever Polar Plunge! Meet us at the non-heated back pool if you are brave enough to take the plunge. Those that complete the plunge will receive a commemorative sticker, along with free hot chocolate and donuts. Click [HERE](#) to RSVP.

Happy Holidays to all,

*Avian*



## Available Lessons

### AQUA FITNESS WITH DARLENE & AMY

#### DECEMBER SESSION - Aqua Cardio & Toning Interval Workout For All Ages

Not your grandma's aqua aerobics class!  
10 minutes rhythmic stretching/warm-up,  
30 minutes cardio and toning intervals,  
10 minutes core training and cool-down,  
10 minutes stretching.

Lose weight and tone up with a low-impact workout in a non-judgmental zone.

Monday, Wednesday & Friday - 8:30 - 9:30 AM -  
December 2 - 30 - 12 classes - \$120 Members  
(No Class December 26)

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

Amy at 408-386-9600 or amyraz@comcast.net  
with questions or to join the class.

### TENNIS WITH TOM

Monday, Wednesday, Thursday 4 - 8 PM  
Lessons from NorCal Tennis Academy -  
norcaltennisacademy.com -  
Contact Tom Le: 408-896-5745

*Ballare Dance Centre*  
YOUR BIRTHDAY PARTY CENTRE  
7011 REALM DRIVE AT. SAN JOSE, CA 95119

[www.ballaredancecentre.com](http://www.ballaredancecentre.com)

# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

### MORNING LAP SWIM

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

**NO 9-11 AM SESSION 12/26 - 1/6**

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

### FRIDAY COFFEE CLUB

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

## Monthly Events

### GAME NIGHT

**For Ages 18 & Up - NO GAME NIGHT IN DECEMBER**

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: 12/16**

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)

# 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 FOURTH QUARTER DUES ARE NOW PAST DUE

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

**PLEASE NOTE THAT DUES WILL INCREASE TO \$120/QUARTERLY OR \$480/ANNUALLY IN 2023.**

*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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## Fix Before You List

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### Planning to Sell Your Rancho Santa Teresa Home?

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

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

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

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

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



**MATT COSSELL**  
— REAL ESTATE SERVICES —

**408.761.3271**  
**Matt@MattCossellTeam.com**  
DRE# 01382971



**kw**  
KELLERWILLIAMS.

# RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 333,321.93	\$ 332,783.33	\$ 538.60	100.16%
Total 4100 Member Lesson Income	\$ 61,088.00	\$ 41,489.75	\$ 19,598.25	147.24%
Total 4200 Nonmember Lesson Income	\$ 57,671.00	\$ 65,917.35	\$ (8,246.35)	87.49%
Total 4300 Member Rental Income	\$ 19,052.00	\$ 11,647.00	\$ 7,405.00	163.58%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 2,006.32	\$ 32.46	\$ 1,973.86	6180.90%
Total 4600 Social Event Income	\$ 1,353.22	\$ 1,150.00	\$ 203.22	117.67%
Total 4700 Services Fees & Late Fees Income	\$ 2,380.00	\$ 3,080.00	\$ (700.00)	77.27%
Total 4800 Other Ordinary Income	\$ 5,425.46	\$ 3,009.00	\$ 2,416.46	180.31%
<b>Total Income</b>	\$ 482,297.93	\$ 459,348.89	\$ 22,949.04	105.00%
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 145,534.86	\$ 153,205.60	\$ (7,670.74)	94.99%
Total 5100 Payroll Related Expenses	\$ 16,186.55	\$ 22,766.35	\$ (6,579.80)	71.10%
Total 5200 Member Lesson Expenses	\$ 276.40	\$ 157.60	\$ 118.80	175.38%
Total 5600 Social Event Expenses	\$ 2,080.11	\$ 1,994.77	\$ 85.34	104.28%
Total 5800 Other Member Services	\$ 1,765.74	\$ 1,033.00	\$ 732.74	170.93%
Total 6000 Professional Services	\$ 8,251.60	\$ 9,007.93	\$ (756.33)	91.60%
Total 6100 Other Outside Services	\$ 26,325.25	\$ 31,207.57	\$ (4,882.32)	84.36%
Total 6200 Insurance	\$ 33,653.70	\$ 37,552.50	\$ (3,898.80)	89.62%
Total 6300 Bank Fees	\$ 1,484.50	\$ 170.00	\$ 1,314.50	873.24%
Total 6400 Merch.Services Bnkcrd Fees/QB Transfer fees	\$ 3,337.58	\$ 1,318.29	\$ 2,019.29	253.17%
Total 6500 General Office Expenses	\$ 8,939.60	\$ 7,866.35	\$ 1,073.25	113.64%
Total 6800 Taxes and Licenses	\$ 7,257.20	\$ 4,155.00	\$ 3,102.20	174.66%
Total 7000 Building and Hall Maintenance	\$ 18,900.64	\$ 16,228.00	\$ 2,672.64	116.47%
Total 7100 Pool Maintenance	\$ 29,249.54	\$ 21,560.00	\$ 7,689.54	135.67%
Total 7200 Utilities	\$ 81,933.84	\$ 74,869.47	\$ 7,064.37	109.44%
Total 7300 Reserve Funding	\$ 75,000.00	\$ 75,000.00	\$ -	100.00%
<b>Total Expenses</b>	\$ 460,177.11	\$ 458,092.43	\$ 2,084.68	100.46%
<b>Net Operating Income</b>	\$ 22,120.82	\$ 1,256.46	\$ 20,864.36	

# 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**  
— REAL ESTATE SERVICES —

408.761.3271

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

[mattcossell.com](http://mattcossell.com)

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**kw** BAY AREA  
ESTATES  
KELLERWILLIAMS

Please **GIVE ME A CALL** and let me know if you have any interest in discussing this further or if you know anyone in your area that might be a fit.



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

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

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

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



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ESTATES  
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Visit

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





# Matt Cossell

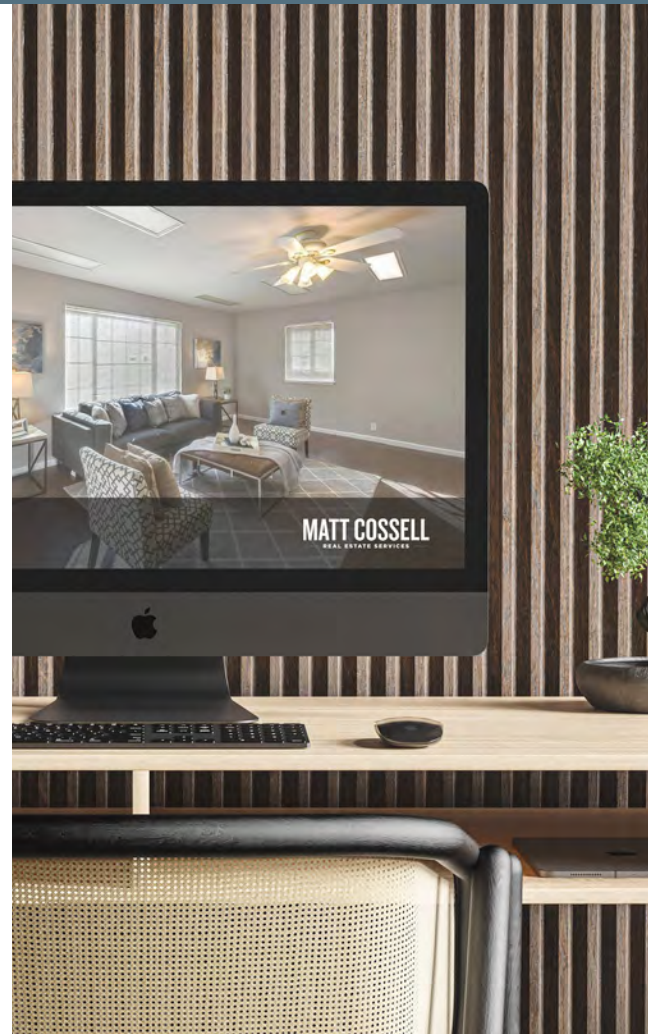
**TOP 1% REALTOR**

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

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

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

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





# Recent Rancho Santa Teresa Sales

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

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



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# The Real Estate Report

## Home Sales Prices Down

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 4.9% from September. It was down 0.5% compared to last year.

The average sales price for single-family, re-sale homes was down 0.4%, month-over-month. It was down 0.5% year-over-year.

Sales of single-family, re-sale homes were down for the fourteenth month in a row, year-over-year, in October. Sales fell 38.2%. There were 619 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio fell from 100.4% to 100.1%. Multiple offers continue to be the norm.

Pending sales were down 20.4% 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 eighth month in a row. It gained 62.6% compared to last year. As of November 5th, there were 821

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 37 days to 40 days. The average since 2003 is 89.

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

The median sales price for condos was down 3.1% compared to last October. The average sales price fell 4.1% year-over-year.

Condo sales were down 48.7% year-over-year. There were 218 condos sold in October.

The sales price to list price ratio stayed at 100%.

Condo inventory was up 25.6% compared to last October.

As of November 5th, there were 387 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from thirty-six to fifty-three.

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

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

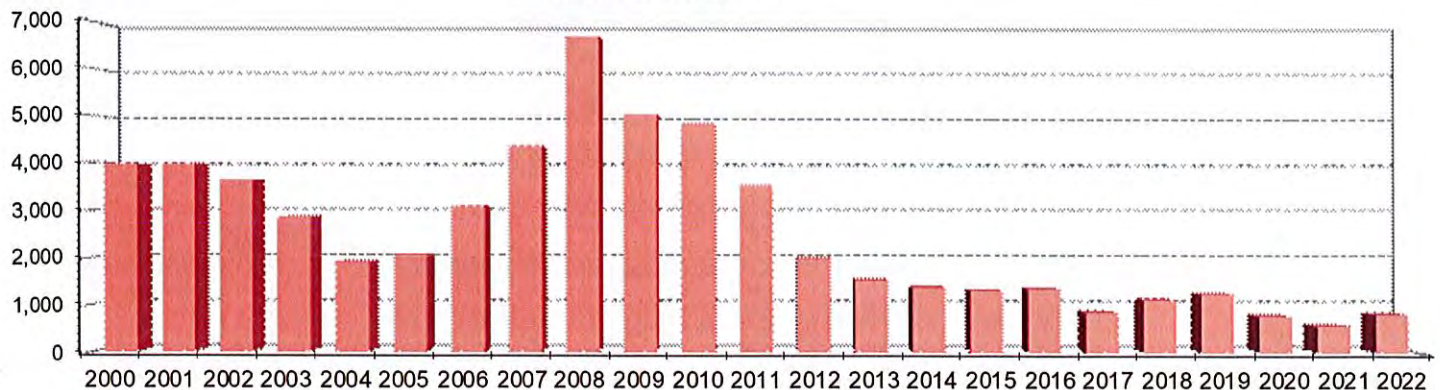
**VISIT**

<https://lauriehansen.rereport.com>

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

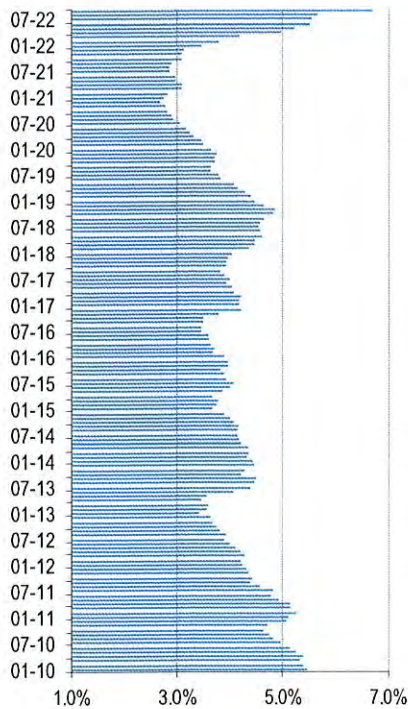
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**Santa Clara County**  
 Average Active Listings SFR YTD





30-Year Fixed Mortgage Rates



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

Next Up: More Fed

**Oct 28, 2022** -- Various central banks across the globe continue to lift interest rates to combat inflation. The European Central Bank lifted their policy rate by another 75 basis points this week and the Bank of Canada kicked their 50 basis points higher as well. The Bank of England is also expected to join in shortly as well. The Federal Reserve also raised rates by 75 basis point, lifting the key U.S. monetary policy rate to about a 15-year high.

With home prices high and mortgage rates both high and rising, sales of new homes slumped anew in September, declining 11% from August to a 603,000 annual rate of sale. At this pace, sales are also now 17.6% below year-ago levels and the prospect for an uptick anytime soon aren't very good at the moment, as mortgage rates legged up by quite a bit in October. The slowing in sales helped re-bloat inventories of new homes for sale; at the present rate of sale, there's an 8.1 month supply, with the 462,000 units available representing the most available since March 2008. With such stockpiles, new home construction will need to slow or builders will need to trim prices to move inventory. At least for September, that didn't happen, as

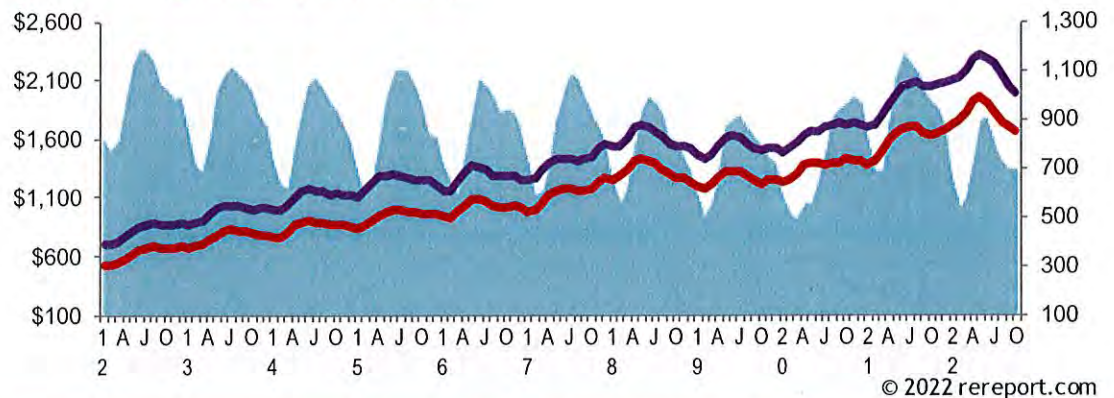
the median price of a new home sold was \$470,600, up from \$435,800 in August.

The new house market is a fraction of the size of the existing home portion. With conditions increasingly adverse, potential homebuyers are staying away, and the National Association of Realtors Pending Home Sales Index for September shows this quite clearly. The PHSI dropped by 10.2% in September and is now some 31% below year-ago levels. The index's actual level is now at about a 12-year low, if the hard-stop of the early pandemic is left out of the comparison. Even then, September's value is only about a little above that level, so very few contracts to buy existing homes were executed last month. Even then, it's very possible that some of those that were signed will not come to fruition, and it looks like more slowing is ahead for home sales, and that before we get into the seasonal holiday effects that traditionally dampen sales.

New home sales and pending existing home sales were both down last month, and mortgage rates have run up to 20-year highs this month. As such, there are fewer and fewer applications for mortgages being

(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 - October 2022												
Single-Family Homes								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 1,616,890	\$ 1,987,800	615	1,062	821	40	100.1%	-0.5%	-0.5%	-38.2%	-20.4%	62.6%
Campbell	\$ 1,667,500	\$ 1,802,190	16	25	20	38	100.0%	4.1%	4.4%	-52.9%	-39.0%	11.1%
Cupertino	\$ 2,829,000	\$ 2,736,820	14	33	25	54	104.8%	0.7%	-2.7%	-54.8%	0.0%	66.7%
Gilroy	\$ 1,027,000	\$ 1,129,830	24	57	63	79	98.7%	7.5%	6.1%	-46.7%	-19.7%	70.3%
Los Altos	\$ 4,050,620	\$ 4,238,230	22	35	32	44	101.0%	-3.6%	-5.0%	-21.4%	-14.6%	23.1%
Los Altos Hills	\$ 7,987,500	\$ 6,905,830	6	10	17	85	93.5%	31.5%	9.1%	-66.7%	-23.1%	0.0%
Los Gatos	\$ 2,450,000	\$ 2,516,920	37	55	63	51	98.6%	6.6%	2.4%	-28.8%	-27.6%	16.7%
Milpitas	\$ 1,425,000	\$ 1,444,390	15	25	16	32	102.9%	5.6%	2.4%	-40.0%	-26.5%	100.0%
Monte Sereno	\$ 4,025,000	\$ 5,497,500	4	4	9	68	97.5%	-38.5%	-13.4%	0.0%	-60.0%	-10.0%
Morgan Hill	\$ 1,225,000	\$ 1,359,890	33	44	38	35	98.6%	-7.5%	-6.4%	3.1%	-27.9%	5.6%
Mountain View	\$ 2,685,000	\$ 2,621,300	15	38	23	46	104.5%	-8.0%	-9.6%	-28.6%	0.0%	-4.2%
Palo Alto	\$ 3,500,000	\$ 3,805,860	21	65	72	103	103.2%	-12.5%	-7.8%	-48.8%	-4.4%	2.9%
San Jose	\$ 1,450,000	\$ 1,582,630	329	516	357	33	99.7%	1.8%	5.0%	-31.2%	-25.0%	29.8%
Santa Clara	\$ 1,482,500	\$ 1,566,360	34	41	29	26	101.8%	-11.1%	-5.5%	-32.0%	-38.8%	11.5%
Saratoga	\$ 3,125,000	\$ 3,272,330	12	34	25	63	96.6%	-12.0%	-15.9%	-69.2%	-20.9%	0.0%
Sunnyvale	\$ 2,412,000	\$ 2,337,420	33	79	38	35	102.0%	2.6%	1.9%	-29.8%	-8.1%	15.2%

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## Quick Summary of Comparable Properties

### Residential Summary

Res. Single Family

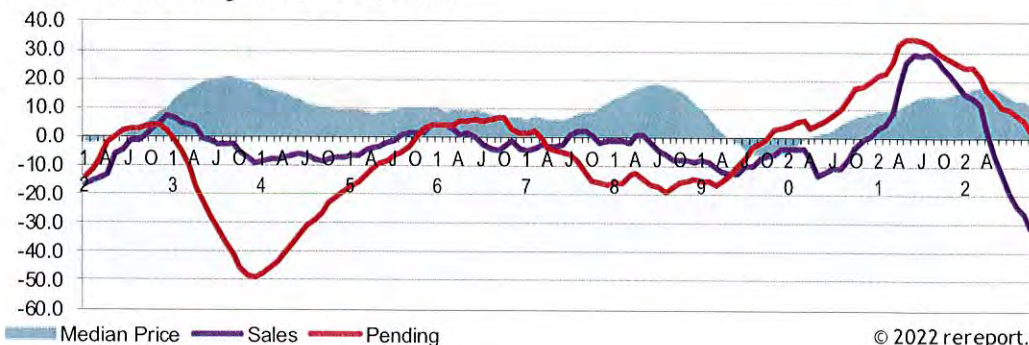
ACTIVE	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	6607 San Anselmo Way	San Jose	3	3 0	29	1,945	\$770.69	5,794 (sf)	\$1,499,000	50		
	6580 Pamba Dr	San Jose	4	2 0	72	1,601	\$874.45	5,662 (sf)	\$1,399,999	52		
<b>ACTIVE</b>												
# Listings:	2	AVG VALUES:			51	1,773	\$822.57	5,728 (sf)	\$1,449,500	51		
PENDING	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
	325 Manila Drive	San Jose	4	3 0	44	2,092	\$788.24	10,122 (sf)	\$1,649,000	52		
	299 Viscaino Way	San Jose	4	2 1	4	2,124	\$704.31	6,172 (sf)	\$1,495,950	50		
	6565 Catamaran Street	San Jose	5	3 0	1	2,563	\$569.64	6,112 (sf)	\$1,460,000	50		
M	281 Dondero Way	San Jose	5	2 1		2,181	\$640.99	6,370 (sf)	\$1,398,000	52		
<b>PENDING</b>												
# Listings:	4	AVG VALUES:			16	2,240	\$675.80	7,194 (sf)	\$1,500,738	51		
SOLD	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
	6422 Cottle Road	San Jose	4	2 1	17	2,256	\$775.71	6,734 (sf)	\$1,499,900	47	\$1,750,000	09/27/22
	6579 Prague Court	San Jose	4	2 1	3	2,256	\$687.06	6,145 (sf)	\$1,450,000	48	\$1,550,000	10/19/22
	6525 San Anselmo Way	San Jose	4	2 1	3	2,124	\$713.28	6,011 (sf)	\$1,484,900	50	\$1,515,000	09/19/22
	6532 Hercules Court	San Jose	4	2 1	11	2,256	\$664.89	7,752 (sf)	\$1,399,000	48	\$1,500,000	10/26/22
	6679 Cielito Way	San Jose	4	2 0	34	1,843	\$742.27	6,075 (sf)	\$1,458,000	50	\$1,368,000	10/27/22
	6525 Kona Court	San Jose	4	2 0	12	1,408	\$965.91	10,646 (sf)	\$1,395,000	52	\$1,360,000	11/03/22
	322 El Molino Way	San Jose	4	2 1	14	2,124	\$567.33	6,310 (sf)	\$1,299,000	50	\$1,205,000	10/03/22
<b>SOLD</b>												
# Listings:	7	AVG VALUES:			13	2,038	\$730.92	7,096 (sf)	\$1,426,543	49	\$1,464,000	

*Happy Holidays!  
Wishing you a  
great time with  
family and friends,  
Laurie + Michelle*

(Continued from page 2)

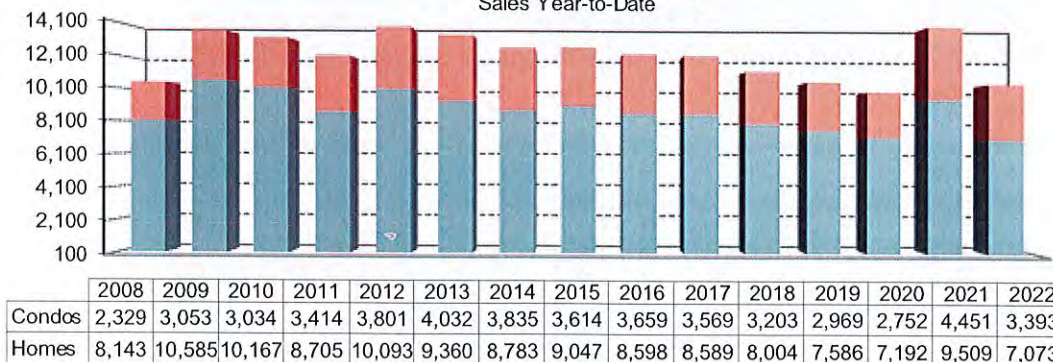
placed. In the week ending October 21, the Mortgage Bankers Association reported another 1.7% decline in requests for mortgage credit, pulled lower by a 2.3% drop in purchase-money mortgages requests as refinance applications remained unchanged from the prior week. The current twenty-year highs for mortgage rates and corresponding twenty-odd year lows for mortgage applications go hand-in-hand.

### Santa Clara County Homes: Momentum



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### Santa Clara County Sales Year-to-Date





## Market Statistics

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### Trends at a Glance

(Single-family Homes)

	Oct 22	Month %	Sep 22	Year %	Oct 21
Median Price:	\$1,616,890	-4.9%	\$1,700,000	-0.5%	\$1,625,000
Average Price:	\$1,987,800	-0.4%	\$1,995,050	-0.5%	\$1,998,580
Home Sales:	615	-15.3%	726	-38.2%	995
Pending Sales:	1,062	-10.8%	1,191	-20.4%	1,334
Active Listings:	821	-11.6%	929	62.6%	505
Sale/List Price Ratio:	100.1%	-0.2%	100.4%	-8.4%	109.4%
Days on Market:	28	0.9%	28	91.1%	15
Days of Inventory:	40	7.9%	37	163.0%	15

(Condominiums)

	Oct 22	Month %	Sep 22	Year %	Oct 21
Median Price:	\$891,500	-3.1%	\$920,000	-3.1%	\$920,000
Average Price:	\$956,883	-5.2%	\$1,009,470	-4.1%	\$997,451
Home Sales:	218	-31.9%	320	-48.7%	425
Pending Sales:	376	2.2%	368	-35.8%	586
Active Listings:	387	-2.3%	396	25.6%	308
Sale/List Price Ratio:	100.0%	0.0%	100.0%	-3.7%	103.9%
Days on Market:	27	-5.6%	28	30.0%	20
Days of Inventory:	53	48.4%	36	145.0%	22

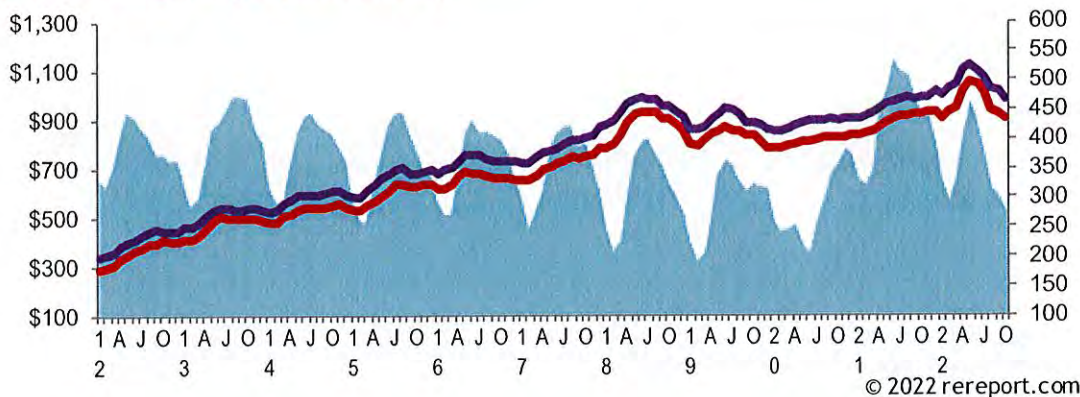
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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 - October 2022

Condominiums										% Change from Year Before				
Prices										Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'		
SCC	\$ 891,500	\$ 956,883	218	376	387	53	100.0%	-3.1%	-4.1%	-48.7%	-35.8%	25.6%		
Campbell	\$ 1,020,000	\$ 1,078,250	9	10	4	13	99.9%	-2.2%	-0.6%	-35.7%	-28.6%	-71.4%		
Cupertino	\$ 1,000,000	\$ 1,068,040	9	10	11	37	97.0%	-25.9%	-27.2%	-18.2%	-44.4%	-8.3%		
Gilroy	\$ 699,950	\$ 699,950	1	4	3	90	100.0%	22.9%	22.9%	-50.0%	-55.6%	50.0%		
Los Altos	\$ 1,942,500	\$ 1,942,500	2	4	10	150	94.3%	16.7%	17.2%	-50.0%	0.0%	-23.1%		
Los Gatos	\$ 900,000	\$ 992,775	4	13	18	135	97.4%	-40.0%	-29.9%	-73.3%	-23.5%	5.9%		
Milpitas	\$ 1,300,000	\$ 1,145,430	9	24	13	43	98.1%	26.2%	10.3%	-74.3%	4.3%	-45.8%		
Morgan Hill	\$ 912,000	\$ 930,360	5	6	12	72	99.8%	7.3%	15.5%	-50.0%	-57.1%	500.0%		
Mountain View	\$ 1,215,000	\$ 1,302,310	16	40	49	92	100.4%	-6.9%	6.3%	-46.7%	-11.1%	28.9%		
Palo Alto	\$ 1,862,500	\$ 1,921,920	4	18	17	128	106.3%	9.6%	19.7%	-42.9%	-5.3%	0.0%		
San Jose	\$ 750,000	\$ 794,935	130	175	193	45	100.7%	-3.2%	-1.8%	-45.6%	-40.9%	0.5%		
Santa Clara	\$ 970,000	\$ 1,006,900	11	30	22	60	100.6%	-2.5%	-5.7%	-74.4%	-18.9%	-18.5%		
Saratoga	\$ 1,270,000	\$ 1,336,600	5	2	5	30	96.9%	-2.7%	2.4%	400.0%	-71.4%	0.0%		
Sunnyvale	\$ 1,288,000	\$ 1,241,690	13	40	30	69	97.0%	17.1%	5.6%	-67.5%	-34.4%	-41.2%		