

RANCHO SANTA TERESA NEWS

President's Message

Happy New Year! I hope you enjoyed time with friends and family.

NEW BOARD MEMBERS: We had several people step up and volunteer to help on the Board. THANK YOU! The new Board welcomed new members and voted on officers: Arian Collen is the President; Stacy Valenta is the Vice President; Ali Klein is the Secretary; and Vic Haddad remains the Treasurer. Michael Kirtland is joined by new members Brian Rice and Tom Jacopi to round out the Board. Thank you again to Chris Seipert and Alana Martinez for all of your help and service on the board!

LAP SWIMMERS & SPA USERS: As we move into the colder months, please cover the pool and SPA after use. This helps keep our utility costs under control.

SOLAR UPDATE: The solar solution we agreed to with the solar company was derailed during the permitting process. The city will not approve unless we make a smaller footprint on the roof, which makes the system smaller. With potential cost savings in the proposed Federal legislation, and per the advice of our solar contractor, the Board continues to evaluate our solar options.

2022 RETURNING ASSOCIATE MEMBERS: Payments and paperwork are due by January 15th. If we don't hear from you by then, we will start pulling people from the waitlist to fill those positions.

2022 HOA MEMBER DUES: A quick reminder that the dues are now \$110 per quarter (\$440 per year). You should have already received an online invoice reminder for Q1 - contact RSTSRCooffice@gmail.com if you did not. Paying for the entire year by January 15, 2022, earns you 12 free guest passes that can be used in 2022. See page 3 for additional payment information.

Wishing you all the best for 2022!

Arian

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

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

NEXT BOARD MEETING:
Monday, January 24 • 6 pm
Main Hall

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



RANCHO SANTA TERESA NEWS

Free Weekly Activities

MORNING LAP SWIM

Mon - Fri, 5-7 AM & 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

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. Attendees must wear a mask.

Monthly Events

POKER NIGHT

Upcoming Date: 1/21

All Members who are 21+ are welcome to join us to play Texas Hold'em in the Lounge at 7PM. Buy-in will be \$20, with an option to buy in one more time for an additional \$20. Bring your own beverage (alcoholic or otherwise) and a snack to share (optional). Attendees must wear a mask.



MARK YOUR CALENDARS!

2022 Cabana League Schedule

May 21: Time Trials

May 28: Almaden @ ST

June 4: ST @ Creekside

June 11: Shadow Brook @ ST

June 18: ST @ Pinehurst

June 25: ST @ Crossgates

July 2: BYE

July 9: CHAMPS hosted by ST (Location TBD)

A complete 2022 Sea Otters schedule will be shared in early 2022.

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

★ **DANCE IT OUT** ★

★ Join Us For Our ★
2021 - 2022 Dance Year!

We offer classes in Ballet, Tap, Jazz, Lyrical, Hip Hop, Creative Dance and Musical Theater for dancers 2 1/2 years old and up!

Recital rehearsals begin soon - REGISTER TODAY!

Visit our website for our current dance schedule
www.ballaredancecentre.com

RANCHO SANTA TERESA NEWS

MAKE SURE TO RE-COVER THE SPA AFTER USE

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

2022 DUES ARE NOW DUE

First Quarter 2022 dues are due January 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

Available Lessons

FITNESS CLASSES WITH SANDY

AQUA FITNESS - JANUARY SESSION

Aqua Cardio & Toning Interval Workout For All Ages

MON, WED & FRI - 12 CLASSES - Jan 1 - 31 - No classes Jan 28 - \$125

CARDIO, STRENGTH & STRETCH - JANUARY 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 CLASSES - Jan 4 - 27 - \$85

BOTH CLASSES - JANUARY SESSION

5 CLASSES PER WEEK - 20 TOTAL - \$170

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

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RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January - November, 2021

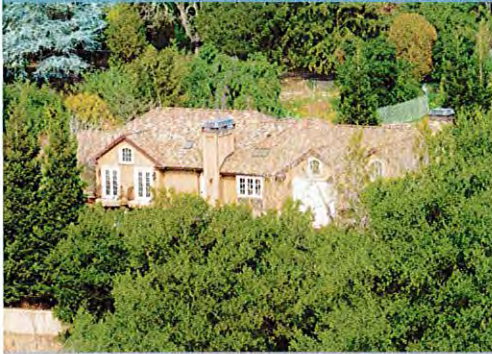
	Total			
	Actual	Budget	over Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 328,382.79	\$ 328,092.00	\$ 290.79	100.09%
Total 4100 Member Lesson Income	\$ 40,668.00	\$ 19,083.00	\$ 21,585.00	213.11%
Total 4200 Nonmember Lesson Income	\$ 101,908.50	\$ 42,195.00	\$ 59,713.50	241.52%
Total 4300 Member Rental Income	\$ 16,565.00	\$ 4,290.00	\$ 12,275.00	386.13%
Total 4400 Nonmember Rental Income	\$ 240.00	\$ -	\$ 240.00	
Total 4500 Interest on Operating Funds	\$ 33.59	\$ 550.00	\$ (516.41)	6.11%
Total 4600 Social Event Income	\$ 1,107.67	\$ 500.00	\$ 607.67	221.53%
Total 4700 Services Fees & Late Fees Income	\$ 3,758.67	\$ -	\$ 3,758.67	
Total 4800 Other Ordinary Income	\$ 3,469.23	\$ 1,450.00	\$ 2,019.23	239.26%
Total Income	\$ 496,133.45	\$ 396,160.00	\$ 99,973.45	125.24%
Expenses				
Total 5000 Gross Payroll	\$ 153,415.65	\$ 132,267.00	\$ 21,148.65	115.99%
Total 5100 Payroll Related Expenses	\$ 15,335.61	\$ 25,226.00	\$ (9,890.39)	60.79%
Total 5200 Member Lesson Expenses	\$ 107.68	\$ -	\$ 107.68	
Total 5600 Social Event Expenses	\$ 1,522.65	\$ 4,644.00	\$ (3,121.35)	32.79%
Total 5800 Other Member Services	\$ 1,033.95	\$ 750.00	\$ 283.95	137.86%
Total 6000 Professional Services	\$ 11,817.58	\$ 9,698.00	\$ 2,119.58	121.86%
Total 6100 Other Outside Services	\$ 30,538.45	\$ 35,119.00	\$ (4,580.55)	86.96%
Total 6200 Insurance	\$ 37,554.99	\$ 33,003.63	\$ 4,551.36	113.79%
Total 6300 Bank Fees	\$ 289.15	\$ 198.00	\$ 91.15	146.04%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 1,420.18	\$ -	\$ 1,420.18	
Total 6500 General Office Expenses	\$ 8,877.64	\$ 9,691.55	\$ (813.91)	91.60%
Total 6800 Taxes and Licenses	\$ 3,491.98	\$ 10,000.13	\$ (6,508.15)	34.92%
Total 7000 Building and Hall Maintenance	\$ 21,320.50	\$ 11,636.76	\$ 9,683.74	183.22%
Total 7100 Pool Maintenance	\$ 18,769.04	\$ 22,366.25	\$ (3,597.21)	83.92%
Total 7200 Utilities	\$ 71,395.57	\$ 73,245.13	\$ (1,849.56)	97.47%
Total 7300 Reserve Funding (see note #3 below)	\$ 33,000.00	\$ 33,000.00	\$ -	100.00%
Total Expenses	\$ 409,890.62	\$ 400,845.45	\$ 9,045.17	102.26%
Net Income/Expense	\$ 86,242.83	\$ (4,685.45)	\$ 90,928.28	

Notes:

1) AM Actuals & Budget spread Monthly. Upd Budg \$48k (80) vs (ACT 33.6K+.6k) (56+1 in 2021+24 in 2020 for a total of 81).

2) Actual Swim Lesson Income received through YTD 11/30/21

3) 2021 Res.Funding Ann. OL FC increased to \$50K from \$36K, to be reflected in Dec Financials)



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The Real Estate Report

Home Sales Down, Prices Up

Sales of single-family, re-sale homes were down for the third month in a row, year-over-year, in November. Sales fell 10.2%. There were 857 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The median sales price for single-family, re-sale homes rose 3.4% from October. It was up 21.7% compared to last year. That's the twenty-fifth 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 rose 4.8% from October. It was up 19% year-over-year.

The sales price to list price ratio went from 109.4% to 110.4%. Multiple offers continue to be the norm.

Pending sales were up 18% year-over-year.

Inventory of single-family, re-sale homes was down 53.4% compared to last year. That is the twenty-seventh month in a row inventory has been lower than the year before. As of December 5th, there were 309 homes for

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

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell from 15 days to 10 days. The average since 2003 is 89.

It took only sixteen 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 9.4% compared to last November. The average sales price gained 8.9% year-over-year.

Condo sales were up 17.3% year-over-year. There were 434 condos sold in November.

The sales price to list price ratio went from 103.9% to 104%.

Condo inventory fell 60.7% compared to last November.

As of December 5th, there were 202 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell nine days to thirteen.

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

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

VISIT

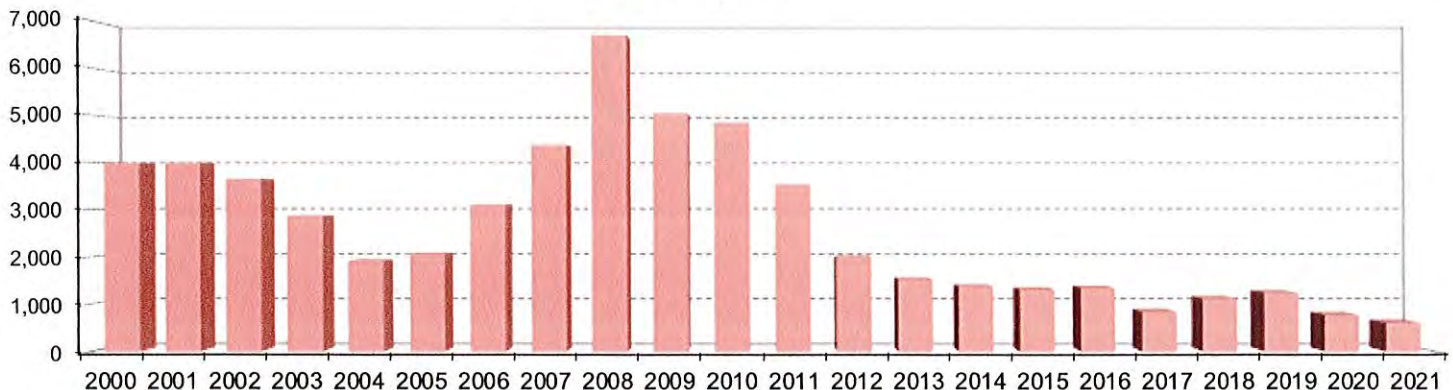
<https://lauriehansen.rereport.com>

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

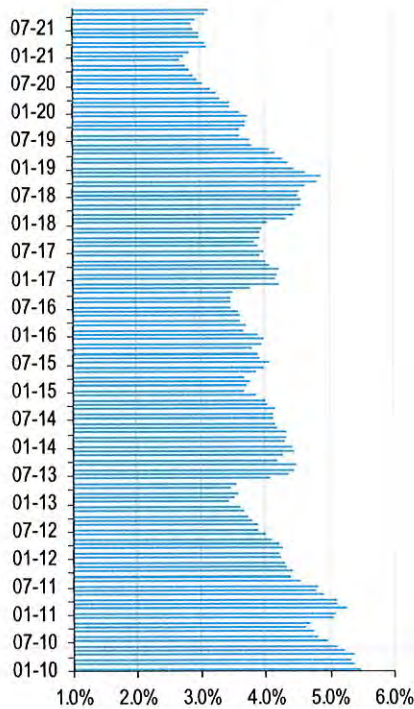
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Santa Clara County

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/>.

Home Prices Continue Rising

November 24, 2021 -- Demand for existing homes remains strong, but limited inventory continues to be a throttle for sales and an accelerant for home prices. Little available to buy during the traditional spring homebuying season helped extend that period into the late summer months, and as soon as the number of homes for sale improved a bit, sales rebounded as we moved into the fall. In October, sales of existing homes rose by 0.8% to a 6.34 million (annualized) pace, and the increase in sales over the last two months thinned stockpiles of homes for sale back to a very lean 2.4 months of supply at the current sales pace. Inventories had improved slightly over the summer, rising to 2.6 months for a couple of months in a row, but these have of course been snapped up by willing homebuyers. Homebuyers continue to buy despite sizable price increases; compared to last year, the median price of a home sold in October was 13.1% higher, although that's still a relative improvement over the 23%-plus annual price increases seen in the spring.

Given the continuing lack of homes for sale, still-rising prices and mortgage rates that are likely to be less-supportive over time, it doesn't seem likely that

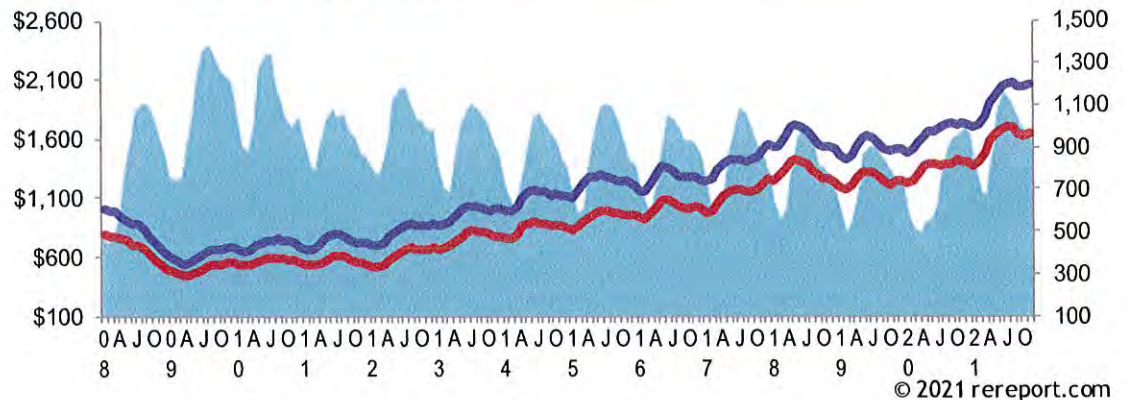
sales of existing homes will be able to continue to climb. As well, as we are headed into what is usually the softest portion of the year for home sales, the number of homes for sale may get leaner as some are pulled off the market for the holidays and some potential homebuyers may wait out better weather to shop for homes. Both actions would curtail sales to a degree. Pending home sales (a measure of contracts signed) slipped in September, and October's report comes next week, inferring sales activity for November and December.

Sales of new homes continue to exhibit a lack of traction. Originally put at 800,000 annualized sales in September, this figure was revised downward to 742,000 in the latest report, and October's sales managed only a 0.4% increase on that to rise to a 745,000 annual figure. A lack of inventories of homes to buy isn't the problem here; there are 389,000 units built and ready to be sold, a 6.3 month supply, and the highest monthly figure since September 2008. In fact, and excepting the 2005-2006 boom (and subsequent 2008-2012 bust) the number of new homes for sale is pretty close to historical normal levels. This also suggests that homebuilding may throttle back somewhat

(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 - November 2021													
Single-Family Homes								% Change from Year Before					
Cities	Prices		Sales	Pend	Inven	DOI	SP/LP	Prices			Sales	Pend'	Inven'
	Median	Average						Med	Ave				
SCC	\$ 1,680,000	\$ 2,095,370	857	1,169	309	10	110.4%	21.7%	19.0%	-10.2%	18.0%	-53.4%	
Campbell	\$ 1,705,000	\$ 1,867,740	31	24	5	5	111.5%	18.7%	20.9%	55.0%	4.3%	-73.7%	
Cupertino	\$ 3,008,000	\$ 2,922,290	21	34	10	14	115.9%	24.0%	16.2%	-4.5%	100.0%	-44.4%	
Gilroy	\$ 1,025,000	\$ 1,205,340	47	65	20	12	104.7%	11.4%	12.8%	-11.3%	4.8%	-9.1%	
Los Altos	\$ 4,587,500	\$ 4,767,860	28	31	10	10	110.3%	22.2%	21.9%	-15.2%	24.0%	-63.0%	
Los Altos Hills	\$ 4,950,000	\$ 5,834,670	9	15	10	32	114.8%	33.1%	34.2%	0.0%	114.3%	-66.7%	
Los Gatos	\$ 2,604,000	\$ 2,636,950	38	71	28	21	108.5%	29.7%	23.0%	-17.4%	44.9%	-62.7%	
Milpitas	\$ 1,437,500	\$ 1,491,860	20	19	5	7	114.5%	23.9%	24.7%	0.0%	-32.1%	-54.5%	
Monte Sereno	\$ 4,000,000	\$ 4,900,330	3	8	5	48	105.1%	16.4%	15.8%	-25.0%	33.3%	-16.7%	
Morgan Hill	\$ 1,281,000	\$ 1,295,090	35	63	23	19	105.0%	16.5%	12.6%	-39.7%	0.0%	-37.8%	
Mountain View	\$ 2,500,000	\$ 2,717,260	27	36	9	10	114.8%	12.0%	18.9%	3.8%	-7.7%	-73.5%	
Palo Alto	\$ 3,665,000	\$ 3,968,380	54	68	28	15	107.9%	24.7%	-0.1%	28.6%	126.7%	-53.3%	
San Jose	\$ 1,470,000	\$ 1,584,150	431	556	124	8	110.0%	16.7%	15.2%	-12.6%	14.9%	-57.4%	
Santa Clara	\$ 1,737,500	\$ 1,837,810	44	51	11	7	115.2%	25.2%	28.2%	-26.7%	4.1%	-60.7%	
Saratoga	\$ 3,755,000	\$ 3,710,140	21	36	12	17	112.5%	17.3%	14.8%	-27.6%	44.0%	-60.0%	
Sunnyvale	\$ 2,350,000	\$ 2,343,170	47	89	12	7	116.2%	22.8%	25.3%	-16.1%	85.4%	-63.6%	

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Market Statistics

Trends at a Glance

(Single-family Homes)

	Nov 21	Month %	Oct 21	Year %	Nov 20
Median Price:	\$1,680,000	3.4%	\$1,625,000	21.7%	\$1,380,000
Average Price:	\$2,095,370	4.8%	\$1,998,580	19.0%	\$1,761,390
Home Sales:	857	-13.9%	995	-10.2%	954
Pending Sales:	1,169	-12.4%	1,334	18.0%	991
Active Listings:	309	-38.8%	505	-53.4%	663
Sale/List Price Ratio:	110.4%	1.0%	109.4%	6.6%	103.6%
Days on Market	16	6.3%	15	-11.0%	17
Days of Inventory:	10	-31.3%	15	-48.1%	20

(Condominiums)

	Nov 21	Month %	Oct 21	Year %	Nov 20
Median Price:	\$921,800	0.2%	\$920,000	9.4%	\$842,500
Average Price:	\$994,054	-0.3%	\$997,451	8.9%	\$912,830
Home Sales:	434	2.1%	425	17.3%	370
Pending Sales:	481	-17.9%	586	18.5%	406
Active Listings:	202	-34.4%	308	-60.7%	514
Sale/List Price Ratio:	104.0%	0.1%	103.9%	3.2%	100.8%
Days on Market	22	8.1%	20	-16.2%	26
Days of Inventory:	13	-37.9%	22	-66.5%	40

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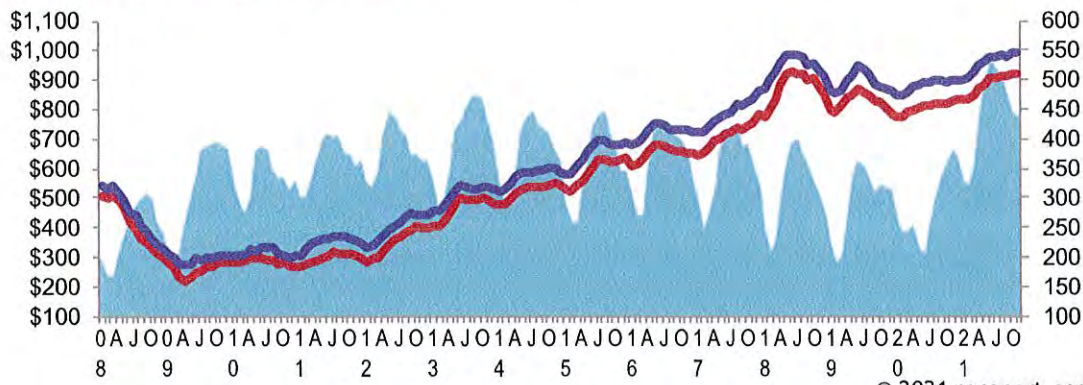
If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully.

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 - November 2021

Condominiums										% Change from Year Before				
Prices										Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'		
SCC	\$ 921,800	\$ 994,054	434	481	202	13	104.0%	9.4%	8.9%	17.3%	18.5%	-60.7%		
Campbell	\$ 930,000	\$ 1,026,670	12	12	7	17	106.0%	-2.6%	6.9%	-7.7%	0.0%	-63.2%		
Cupertino	\$ 1,158,000	\$ 1,222,300	11	16	10	26	104.4%	-6.2%	-1.9%	10.0%	77.8%	-16.7%		
Gilroy	\$ 580,000	\$ 580,000	1	5	2	58	102.0%	-1.5%	-1.5%	-50.0%	66.7%	0.0%		
Los Altos	\$ 1,867,500	\$ 1,900,500	6	5	4	19	97.1%	0.9%	-1.0%	100.0%	150.0%	-77.8%		
Los Gatos	\$ 1,400,000	\$ 1,367,590	17	11	9	15	102.6%	3.4%	1.5%	41.7%	37.5%	-35.7%		
Milpitas	\$ 914,500	\$ 917,412	22	24	5	7	104.5%	0.5%	6.2%	29.4%	20.0%	-78.3%		
Morgan Hill	\$ 890,000	\$ 880,167	6	5	4	19	104.6%	15.6%	17.2%	-33.3%	-68.8%	0.0%		
Mountain View	\$ 1,256,500	\$ 1,256,600	32	44	18	16	102.5%	-11.3%	-6.6%	60.0%	69.2%	-61.7%		
Palo Alto	\$ 1,240,000	\$ 1,378,890	9	17	14	45	108.6%	-16.6%	-6.1%	-10.0%	70.0%	-33.3%		
San Jose	\$ 810,000	\$ 846,865	233	232	93	12	104.2%	15.7%	15.5%	15.9%	4.5%	-67.7%		
Santa Clara	\$ 840,000	\$ 886,482	35	44	18	15	102.4%	-22.2%	-12.2%	-10.3%	83.3%	-67.3%		
Saratoga	\$ 1,257,500	\$ 1,343,000	6	3	2	10	104.6%	26.1%	35.1%	50.0%	0.0%	-71.4%		
Sunnyvale	\$ 1,360,000	\$ 1,271,200	44	61	16	11	105.3%	18.3%	11.1%	7.3%	103.3%	-65.2%		

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
211 Castillon Way	San Jose	4	3 0	8	2,324	\$640.28	7,050 (sf)	\$1,488,000	49
6595 San Ignacio Avenue	San Jose	4	2 1	7	2,256	\$642.73	6,380 (sf)	\$1,450,000	47
277 Esteban Way	San Jose	4	2 0	26	1,716	\$812.94	6,225 (sf)	\$1,395,000	51

PENDING

# Listings:	3	AVG VALUES:	14	2,099	\$698.65	6,552 (sf)	\$1,444,333	49
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SOLD

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
270 Los Palmos Way	San Jose	6	4 0	6	3,323	\$571.77	5,656 (sf)	\$1,588,000	51	\$1,900,000	11/19/21
6509 Kaneko Drive	San Jose	5	3 0	8	2,563	\$721.81	7,492 (sf)	\$1,575,000	49	\$1,850,000	12/03/21
6587 Korhummel Way	San Jose	3	3 1	7	2,819	\$605.53	6,000 (sf)	\$1,500,000	16	\$1,707,000	11/12/21
6559 San Ignacio Avenue	San Jose	4	2 1	8	2,256	\$753.55	6,624 (sf)	\$1,579,000	47	\$1,700,000	10/25/21
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
307 Los Pinos Way	San Jose	3	2 0	5	1,677	\$924.27	8,495 (sf)	\$1,298,888	52	\$1,550,000	10/01/21
6298 Camino Verde Drive	San Jose	3	2 0	5	2,010	\$758.71	6,255 (sf)	\$1,400,000	49	\$1,525,000	10/07/21
6135 Del Robles Court	San Jose	4	2 0	6	1,739	\$862.56	6,564 (sf)	\$1,449,000	54	\$1,500,000	11/05/21
6241 Purple Knoll Court	San Jose	4	3 0	3	2,124	\$686.44	8,327 (sf)	\$1,398,000	49	\$1,458,000	10/22/21
202 Bahia Court	San Jose	4	2 1	10	2,124	\$663.84	10,325 (sf)	\$1,250,000	49	\$1,410,000	11/17/21

SOLD

# Listings:	11	AVG VALUES:	6	2,281	\$723.80	7,117 (sf)	\$1,438,699	47	\$1,613,182
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# Listings Total:	14	AVG VALUES FOR ALL:	7	2,242	\$718.41	6,996 (sf)	\$1,439,906	48	\$1,613,182
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Quick Statistics (14 Listings Total)

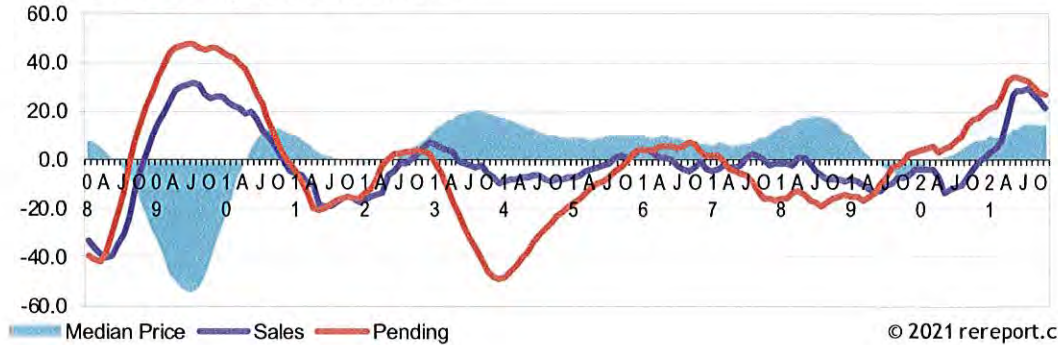
	Min	Max	Median
List Price	\$1,250,000	\$1,588,000	\$1,424,500
Sale Price	\$1,410,000	\$1,900,000	\$1,570,000

*Happy Holidays!
Wishing you health & happiness in 2022!*

(Continued from page 2)

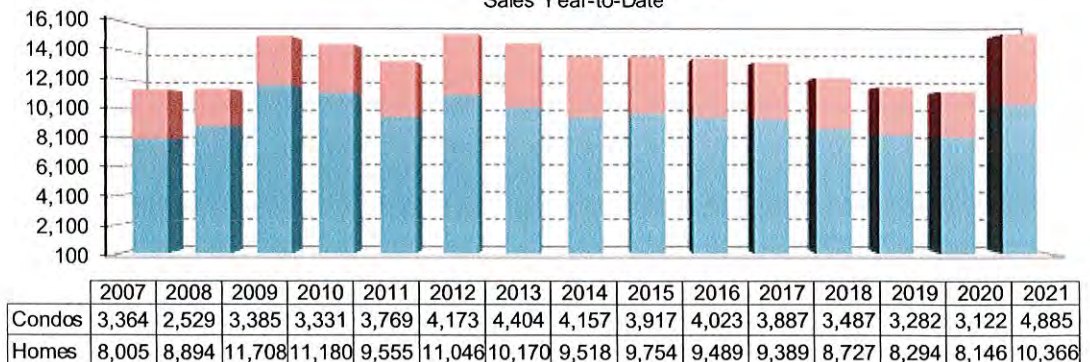
in months to come, and it may be that new home sales around 800,000 is all that we can expect at the moment. Prices of new homes aren't skyrocketing as they are in the existing housing market, but the 1.3% increase put the median price of a new home sold at \$404,400, about \$50K more than the median price of an existing home.

Santa Clara County Homes: Momentum



Santa Clara County

Sales Year-to-Date





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For anything that requires a hard hat.

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INTERO

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Are You Thinking About Selling Your Rancho Santa Teresa Home?

Due to the shortage of inventory in Santa Teresa, there are several buyers looking specifically in the Rancho Santa Teresa neighborhood. Unfortunately, none of the homes currently listed for sale meet their criteria. We are looking for anyone in the neighborhood to see if they have any interest in selling.

Many of these buyers have a family. Do you know of anyone interest in selling their home in the near future?

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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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.

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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Visit

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





Matt Cossell

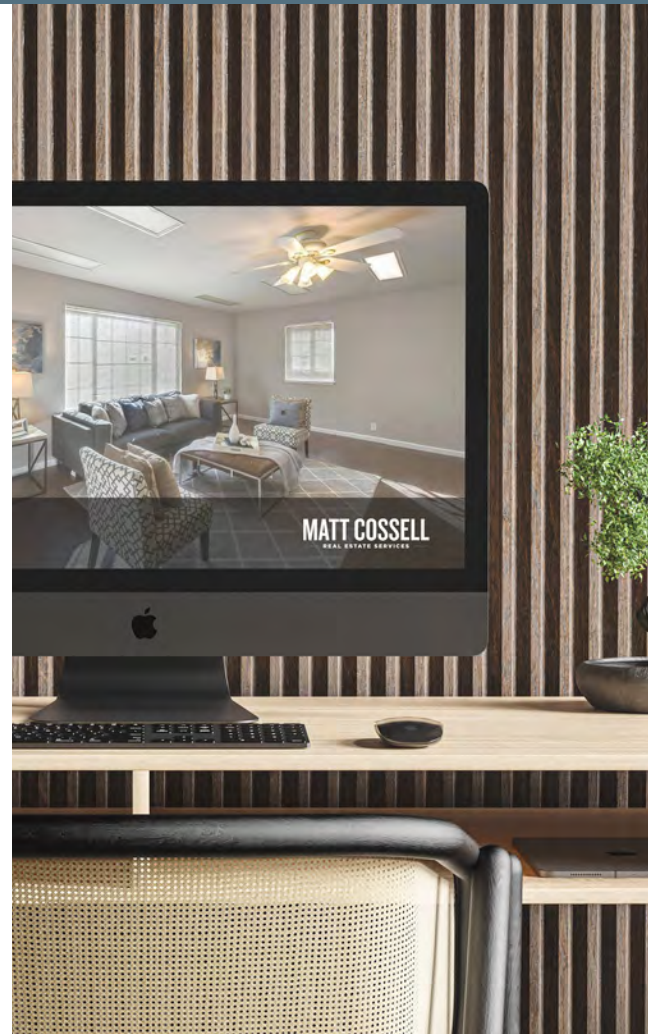
TOP 1% REALTOR

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
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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