

JANUARY 2023

# RANCHO SANTA TERESA NEWS

## President's Message

Happy New Year!

**NEW BOARD OFFICERS:** The newly-elected Board voted on officers: Stacy Valenta is the President; Ali Kiehn is the Vice President; Arian Collen is the Secretary; and Michael Kirtland is the Treasurer. Vic Haddad, Brian Rice and Kim Kleiner round out the Board. Thank you to Tom Jacopi, who stepped in last year, for all of your help and service on the board!

**INAUGURAL POLAR PLUNGE:** We hope you decided to join us and survived our 1st Polar Plunge on New Year's Day. There is nothing like a splash into cold water to bring in the new year!

**LAP SWIMMERS & SPA USERS:** As winter continues, please cover the pool and spa after use. This helps keep our utility costs down and the pool and spa clean.

**MOVIE NIGHT IS BACK:** Join us Friday, January 13th, at 7:00pm, in the clubhouse lounge, for a night of refreshments, a "no mess" snowball fight, and a viewing of Frozen. Don't forget your Elsa and Anna singing voices!

**SOLAR UPDATE:** We are still awaiting permits from the City. Our solar vendor is actively working on our behalf, along with our staff, to get this project moving.

**THANK YOU TEAM:** The Board wanted to take a moment to say thank you to our year-round team - Terrie Jacopi, Kathy Kirtland, Lars Samson, Luke Brown, Jerry Bozzo, Amy Raczkowski and Ricardo Sotelo - without you, our club wouldn't run as seamlessly as it does. We appreciate you!

**2023 RETURNING ASSOCIATE MEMBERS:** Payments and paperwork are due by January 15th. If we don't hear from you by then, we will begin contacting families from the waitlist to fill your spots.

**2023 HOA MEMBER DUES:** A quick reminder that the dues are now \$120 per quarter (\$480 per year). You should have already received an online invoice reminder for Q1. Please contact [rstsrcoffice@gmail.com](mailto:rstsrcoffice@gmail.com) if you did not. Paying for the entire year by January 15, 2023, earns you 12 free guest passes that can be used in 2023. See page 4 for additional payment information. Wishing you all the best for 2023!

- Stacy

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

**NEXT BOARD MEETING:**  
Monday, January 30 • 6 pm  
Hall Lounge

**HALL RENTAL & POOL PARTY  
REQUESTS:**  
Go to the Parties-Rentals tab  
on the revised website at  
[ranchosantateresa.org](http://ranchosantateresa.org)

[www.ranchosantateresa.org](http://www.ranchosantateresa.org) • [www.facebook.com/RanchoST](http://www.facebook.com/RanchoST)

286 Sorrento Way, San Jose, CA 95119 • (408) 227-5758 • [RSTSRCoffice@gmail.com](mailto:RSTSRCoffice@gmail.com)

# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

### MORNING LAP SWIM

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

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

### FRIDAY COFFEE CLUB

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

## Monthly Events

### GAME NIGHT

**For Ages 18 & Up - Upcoming Date: 1/6**

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: 1/20**

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)



**NEW YEAR. NEW YOU.**  
*Start your 2023 Fitness goals with a splash!*

See more information on page 3.



Amy Raczkowski | 408-386-9600 | amyraz@comcast.net  
 Darlene Vossbrinck | 408-420-5916 | dvossbri@gmail.com  
 AQUATIC EXERCISE ASSOCIATION AND RED CROSS CPR/AED CERTIFIED



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





# RANCHO SANTA TERESA NEWS

## Available Lessons

### AQUA FITNESS WITH AMY & DARLENE

#### JANUARY 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 - January 2 - 30 - 13 classes - \$130 Members

Contact Darlene at 408-420-5916 / [dvossbri@gmail.com](mailto:dvossbri@gmail.com) or Amy at 408-386-9600 or [amyraz@comcast.net](mailto: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](http://norcaltennisacademy.com) -

Contact Tom Le: 408-896-5745



## Fix Before You List

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

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

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

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

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

Call/text Matt Cossell at 408.761.3271 or [matt@mattcossellteam.com](mailto:matt@mattcossellteam.com)



**MATT COSSELL**  
— REAL ESTATE SERVICES —

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DRE# 01382971



**kw**  
KELLERWILLIAMS.

# 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.

## 2023 FIRST QUARTER DUES ARE NOW DUE

First Quarter 2023 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 \$120/quarterly or \$480/annually.** A \$10 late fee is assessed after the 15th day of the Quarter.

*Payment options:*

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

## KEEP YOUR ACCOUNT INFORMATION CURRENT

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

# Laurie Hansen & the HansenHomeTeam

*Helping Home Buyers & Sellers since 1980*  
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*Contact us  
for all your Real Estate needs!*  
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ANALYSIS**



*Laurie, Michelle, & Paul*

**Experience Knowledge Service Results**



# RANCHO SANTA TERESA NEWS

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

	Total			
	Actual	Budget	over Budget	% of Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 367,251.93	\$ 366,061.66	\$ 1,190.27	100.33%
Total 4100 Member Lesson Income	\$ 62,588.00	\$ 42,696.62	\$ 19,891.38	146.59%
Total 4200 Nonmember Lesson Income	\$ 60,553.00	\$ 68,256.23	\$ (7,703.23)	88.71%
Total 4300 Member Rental Income	\$ 22,402.00	\$ 13,080.00	\$ 9,322.00	171.27%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 2,658.74	\$ 35.25	\$ 2,623.49	7542.52%
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	\$ 3,163.00	\$ (783.00)	75.25%
Total 4800 Other Ordinary Income	\$ 5,540.46	\$ 3,343.00	\$ 2,197.46	165.73%
<b>Total Income</b>	<b>\$ 524,727.35</b>	<b>\$ 498,025.76</b>	<b>\$ 26,701.59</b>	<b>105.36%</b>
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 151,902.90	\$ 157,767.10	\$ (5,864.20)	96.28%
Total 5100 Payroll Related Expenses	\$ 16,883.38	\$ 23,444.19	\$ (6,560.81)	72.02%
Total 5200 Member Lesson Expenses	\$ 276.40	\$ 157.60	\$ 118.80	175.38%
Total 5600 Social Event Expenses	\$ 2,085.10	\$ 1,994.77	\$ 90.33	104.53%
Total 5800 Other Member Services	\$ 1,765.74	\$ 2,000.00	\$ (234.26)	88.29%
Total 6000 Professional Services	\$ 10,276.60	\$ 9,532.93	\$ 743.67	107.80%
Total 6100 Other Outside Services	\$ 28,900.25	\$ 34,147.70	\$ (5,247.45)	84.63%
Total 6200 Insurance	\$ 37,019.07	\$ 41,307.75	\$ (4,288.68)	89.62%
Total 6300 Bank Fees	\$ 1,553.00	\$ 170.00	\$ 1,383.00	913.53%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 3,380.98	\$ 1,395.85	\$ 1,985.13	242.22%
Total 6500 General Office Expenses	\$ 9,175.09	\$ 8,217.00	\$ 958.09	111.66%
Total 6800 Taxes and Licenses	\$ 7,292.20	\$ 4,155.00	\$ 3,137.20	175.50%
Total 7000 Building and Hall Maintenance	\$ 28,662.61	\$ 17,487.00	\$ 11,175.61	163.91%
Total 7100 Pool Maintenance	\$ 30,111.76	\$ 23,716.00	\$ 6,395.76	126.97%
Total 7200 Utilities	\$ 88,724.10	\$ 80,968.88	\$ 7,755.22	109.58%
Total 7300 Reserve Funding	\$ 82,500.00	\$ 82,500.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 500,509.18</b>	<b>\$ 488,961.77</b>	<b>\$ 11,547.41</b>	<b>102.36%</b>
<b>Net Operating Income</b>	<b>\$ 24,218.17</b>	<b>\$ 9,063.99</b>	<b>\$ 15,154.18</b>	<b>\$ 0.030</b>





**Laurie & Michelle**

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# The Real Estate Report

## Market Continues to Weaken

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 1.8% from October. It was down 5.5% compared to last year.

The average sales price for single-family, re-sale homes was down 2.6%, month-over-month. It was down 7.6% year-over-year.

Sales of single-family, re-sale homes were down for the fifteenth month in a row, year-over-year, in November. Sales fell 44.1%. There were 479 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio fell from 100.1% to 99.6%. This is the first time the ratio has been under 100% since January 2019.

Pending sales were down 18.8% 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 ninth month in a row. It gained 128.2% compared to last

year. As of December 5th, there were 705 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 40 days to 43 days. The average since 2003 is 89.

It took twenty-six 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 3.8% compared to last November. The average sales price fell 4.2% year-over-year.

Condo sales were down 51.6% year-over-year. There were 210 condos sold in November.

The sales price to list price ratio dropped from 100% to 98.8%.

Condo inventory was up 48.5% compared to last November.

As of December 5th, there were 300 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from fifty-three to forty-one.

It took an average of thirty-six days to sell a condo last month.

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

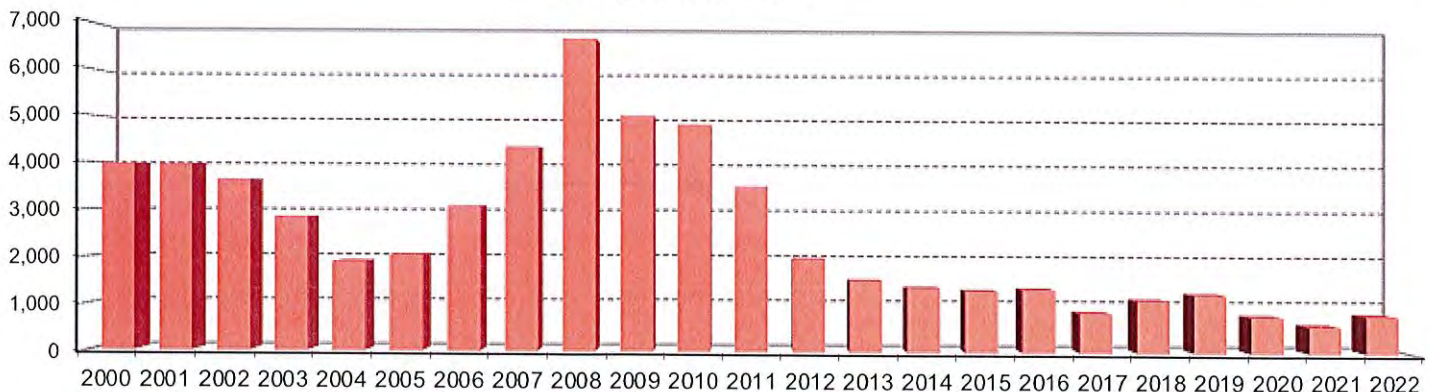
**VISIT**

<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







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Ph: 408-218-6222



**Quick Summary of Comparable Properties**

**Residential Summary**

Res. Single Fam

**CONTINGENT**

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
6607 San Anselmo Way	San Jose	3	3 0	54	1,945	\$732.65	5,794 (sf)	\$1,425,000	50

# Listings:	1	<b>AVG VALUES:</b>		54	1,945	\$732.65	5,794 (sf)	\$1,425,000	50
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**PENDING**

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
205 Vineyard Dr	San Jose	4	2 0	40	1,860	\$668.82	6,104 (sf)	\$1,244,000	53
377 Manila Drive	San Jose	4	2 0	17	1,400	\$785.71	7,910 (sf)	\$1,100,000	53
188 New River Drive	San Jose	4	2 0	16	1,392	\$664.51	6,517 (sf)	\$925,000	51

# Listings:	3	<b>AVG VALUES:</b>		24	1,551	\$706.35	6,844 (sf)	\$1,089,667	52
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**SOLD**

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
325 Manila Drive	San Jose	4	3 0	44	2,092	\$776.77	10,122 (sf)	\$1,649,000	52	\$1,625,000	11/16/2
299 Viscaino Way	San Jose	4	2 1	4	2,124	\$715.63	6,172 (sf)	\$1,495,950	50	\$1,520,000	11/18/2
6565 Catamaran Street	San Jose	5	3 0	1	2,563	\$593.06	6,112 (sf)	\$1,460,000	50	\$1,520,000	11/18/2
281 Dondero Way	San Jose	5	2 1	0	2,181	\$658.87	6,370 (sf)	\$1,449,000	52	\$1,437,000	11/21/2

# Listings:	4	<b>AVG VALUES:</b>		12	2,240	\$686.08	7,194 (sf)	\$1,513,488	51	\$1,525,500
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Best Wishes  
for a Happy  
New Year!  
Laurie

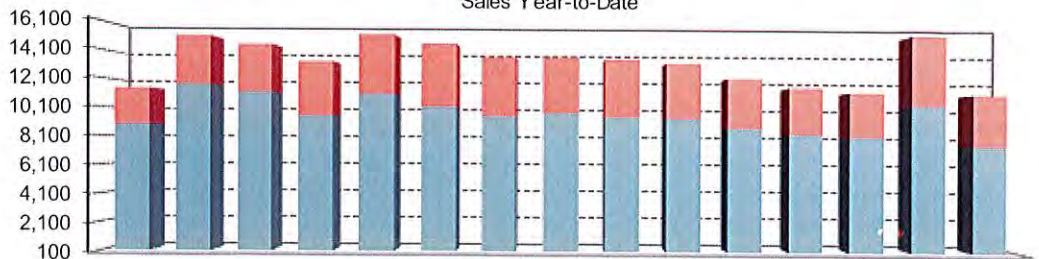
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a figure that matches an all-time low (20+ years, and excluding the pandemic hard-stop months in early 2020). As well, not all contracts signed turn into closings, but the 4.6% decline in contracts executed in October already suggests that sales in the next month or two are likely to come in lower than the 4.43 million (annualized) rate recorded for October. We'll need to wait until late December for November's sales, and it'll be nearly February before we learn what happened in December... and all that before the seasonal slowdown for home sales typically seen in January and into February impact the market, too.

Requests for mortgage credit shrank by 0.8% in the week ending November 25, but since that was a holiday week, it's hard to get a clean reading on activity. That said, applications for purchase-money mortgages rose by 3.8%, a third week of gains as potential homebuyers look to take advantage of the recent decline in mortgage rates. Homeowners, seemingly had better things to do than to consider refinancing at these rate levels, and refinance application dropped 12.9% for the week.

Mortgage rates have been somewhat lower in recent weeks as the chances for a less-aggressive Fed have grown. That mini-trend seems likely to be in place for at least the early part of next week, and odds favor that we'll see another small decline in the average offered rate for a conforming 30-year fixed-rate mortgage as reported by Freddie Mac next Thursday at noon. We'd reckon the expected decline to be a handful of basis points, probably five or so.

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



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Condos	2,529	3,385	3,331	3,769	4,173	4,404	4,157	3,917	4,023	3,887	3,487	3,282	3,122	4,885	3,603
Homes	8,894	11,708	11,180	9,555	11,046	10,170	9,518	9,754	9,489	9,389	8,727	8,294	8,146	10,366	7,552





# Seasons Greetings

From the Hansen Home Team

*May we extend our warmest wishes to you for a happy holiday season and a wonderful new year!*

*A special thank you to all of you who either referred someone to us or hired us to represent you in a property sale or purchase this year. We sincerely appreciate your business.*

*In these challenging times, experience and knowledge are the keys to a successful real estate transaction. We hope you'll think of us to help you attain your real estate goals in the future. We're committed to providing you, your family, and friends, with the very best service and results. We offer FREE staging, marketing and competitive rates when getting your home ready for the market. We work with you to obtain the highest possible price with the least inconvenience to you.*

*May you all be blessed with health, wealth, and much happiness in the year to come! Nothing makes us happier than helping your dreams come true. For all of your real estate needs call us anytime at 408-218-6222.*

**The Hansen Home Team**  
**Laurie, Paul, Michelle, Jeff, Melanie & Cory**

Intero Real Estate Services  
5609 Silver Creek Valley Road San Jose, CA 95138  
Email: [laurie@lauriehansen.com](mailto:laurie@lauriehansen.com) Cell: 408-218-6222  
DRE#00757662



# 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.



**MATT COSSELL**  
— REAL ESTATE SERVICES —

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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.

