

NOVEMBER 2022

RANCHO SANTA TERESA NEWS

President's Message

Happy Fall! May you enjoy a bountiful Thanksgiving and a joyous holiday season.

FALL ELECTION: HOA Members, please remember to return your completed election ballot by November 14 to ensure we receive enough votes to validate a quorum. You must be up to date on your dues for your vote to count. Ballots can be dropped off at the pool office during office hours or hand delivered to the mailbox at the Main Hall up until 6:45 pm on 11/14. The mailbox is located on the Sorrento side of the building, on the stairs leading up to the hall entrance.

ANNUAL MEETING: Mark your calendars and join the Board for the Annual Fall Meeting which is scheduled for November 14 at 7 pm. The board encourages our community members to attend to discuss the club operations, budget, and facility maintenance.

BACK POOL CLOSURE: As we have done each year to curb utility costs, the back pool heater will be shut off effective November 1 and the pool will be closed for the winter season. The Main Pool continues to be available for lap swim Monday-Friday from 5:00-7:00 am and 9:00-11:00 am. Aqua aerobics will continue in the main pool on M, W & F from 8:30 to 9:30 am.

SOLAR UPDATE: The new solar plans based on the new panels were re-submitted to The City of San Jose on October 14. We are waiting for the City and PG&E approval.

BOY SCOUT TROOP 212 EAGLE PROJECT: Jeremy Vanham, an Eagle Scout candidate, and his fellow Boy Scout Troop 212 members, have undertaken a beautification project on the pool entry area. This project includes landscaping with new vegetation, stepping stones and replacing the broken fence. We are thankful to Jeremy and his Troop for these club improvements. See page 2 for a photo.

MOVIE NIGHT: We are planning on having a movie night, showing Toy Story 4 on Friday, November 11, at 7 pm, back by the volleyball court. If it's cold or if we have inclement weather we will show it in the clubhouse lounge. Light snacks and refreshments will be provided.

**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, November 14 • 7 pm
Main Hall

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

www.ranchosantateresa.org • www.facebook.com/RanchoST

286 Sorrento Way, San Jose, CA 95119 • (408) 227-5758 • RSTSRCooffice@gmail.com

RANCHO SANTA TERESA NEWS



New landscaping area courtesy of Eagle Scout candidate Jeremy Vanham and Troop 212. It is located next to the pool entrance on Camino Verde.

Available Lessons

AQUA FITNESS WITH DARLENE & AMY NOVEMBER 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 -

November 2 - 30 - 13 classes - \$130 Members

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

www.ballaredancecentre.com
7011 Realm Drive A1 San Jose, 95119

Enrollment is still OPEN!

Ballare Dance Centre

[Click for MORE
Information!](#)

**Did you miss our registration night?
NOT TO WORRY!**
Enrollment is still open.
To see our full 2022 - 2023 dance schedule you can visit us at our website. We can also be reached by email to help assist with questions and or dance class recommendations.

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: 11/4

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: 11/18

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)

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



MATT COSSELL
— REAL ESTATE SERVICES —

408.761.3271
Matt@MattCossellTeam.com
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.

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 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 rstsrcode@gmail.com.

Laurie Hansen & the HansenHomeTeam

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Top 1% in Sales Nationwide!

Contact us
for all your Real Estate needs!
www.lauriehansen.com
laurie@lauriehansen.com
408-218-6222
FREE STAGING & MARKET ANALYSIS



Laurie, Michelle, & Paul

Experience Knowledge Service Results

RANCHO SANTA TERESA NEWS

Summarized Profit & Loss Budget vs Actual January - September, 2022

	Total			
	Actual	Budget	+/- Budget	% of Budget
Income				
Total 4000 Dues and Assessments	\$ 300,971.93	\$ 299,505.00	\$ 1,466.93	100.49%
Total 4100 Member Lesson Income	\$ 58,568.00	\$ 40,282.87	\$ 18,285.13	145.39%
Total 4200 Nonmember Lesson Income	\$ 53,769.00	\$ 63,578.48	\$ (9,809.48)	84.57%
Total 4300 Member Rental Income	\$ 18,402.00	\$ 10,454.00	\$ 7,948.00	176.03%
Total 4400 Nonmember Rental Income		240.00	(240.00)	0.00%
Total 4500 Interest on Operating Funds	\$ 1,409.70	\$ 29.62	\$ 1,380.08	4759.28%
Total 4600 Social Event Income	\$ 1,353.22	\$ 1,150.00	\$ 203.22	117.67%
Total 4700 Services Fees & Late Fees Income	\$ 1,840.00	\$ 2,997.00	\$ (1,157.00)	61.39%
Total 4800 Other Ordinary Income	\$ 5,380.46	\$ 2,801.00	\$ 2,579.46	192.09%
Total Income	\$ 441,694.31	\$ 421,037.97	\$ 20,656.34	104.91%
Expenses				
Total 5000 Gross Payroll	\$ 134,158.34	\$ 142,617.17	\$ (8,458.83)	94.07%
Total 5100 Payroll Related Expenses	\$ 15,029.49	\$ 21,192.91	\$ (6,163.42)	70.92%
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	\$ 7,027.60	\$ 6,286.93	\$ 740.67	111.78%
Total 6100 Other Outside Services	\$ 24,080.25	\$ 28,060.33	\$ (3,980.08)	85.82%
Total 6200 Insurance	\$ 30,288.33	\$ 33,797.25	\$ (3,508.92)	89.62%
Total 6300 Bank Fees	\$ 1,347.50	\$ 170.00	\$ 1,177.50	792.65%
Total 6400 Merchant Services Bnkcrd Fees/QB Transfer fees	\$ 3,203.29	\$ 1,216.36	\$ 1,986.93	263.35%
Total 6500 General Office Expenses	\$ 7,174.13	\$ 7,402.85	\$ (228.72)	96.91%
Total 6800 Taxes and Licenses	\$ 7,257.20	\$ 4,155.00	\$ 3,102.20	174.66%
Total 7000 Building and Hall Maintenance	\$ 18,247.69	\$ 14,969.00	\$ 3,278.69	121.90%
Total 7100 Pool Maintenance	\$ 24,515.16	\$ 19,404.00	\$ 5,111.16	126.34%
Total 7200 Utilities	\$ 73,549.13	\$ 65,353.02	\$ 8,196.11	112.54%
Total 7300 Reserve Funding	\$ 67,500.00	\$ 67,500.00	\$ -	100.00%
Total Expenses	\$ 417,500.36	\$ 415,310.19	\$ 2,190.17	100.53%
Net Operating Income	\$ 24,193.95	\$ 5,727.78	\$ 18,466.17	



Laurie & Michelle

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The Real Estate Report

Home Sales Prices Mixed

The median sales price for single-family, re-sale homes rose, month-over-month. It was up 3% from August. It was up 5.6% compared to last year.

The average sales price for single-family, re-sale homes was up 1.8%, month-over-month. It was down 4% year-over-year.

Sales of single-family, re-sale homes were down for the thirteenth month in a row, year-over-year, in September. Sales fell 22.8%. There were 726 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio rose from 100% to 100.4%. Multiple offers continue to be the norm.

Pending sales were down 12.9% 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 seventh month in a row. It gained 37.6% compared to last year. As of October 5th, there were 929

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 38 days to 37 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 0.9% compared to last September. The average sales price rose 3.4% year-over-year.

Condo sales were down 29.2% year-over-year. There were 320 condos sold in September.

The sales price to list price ratio fell from 100.1% to 100%.

Condo inventory fell 4.3% compared to last September.

As of October 5th, there were 396 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell from forty to thirty-six.

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

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

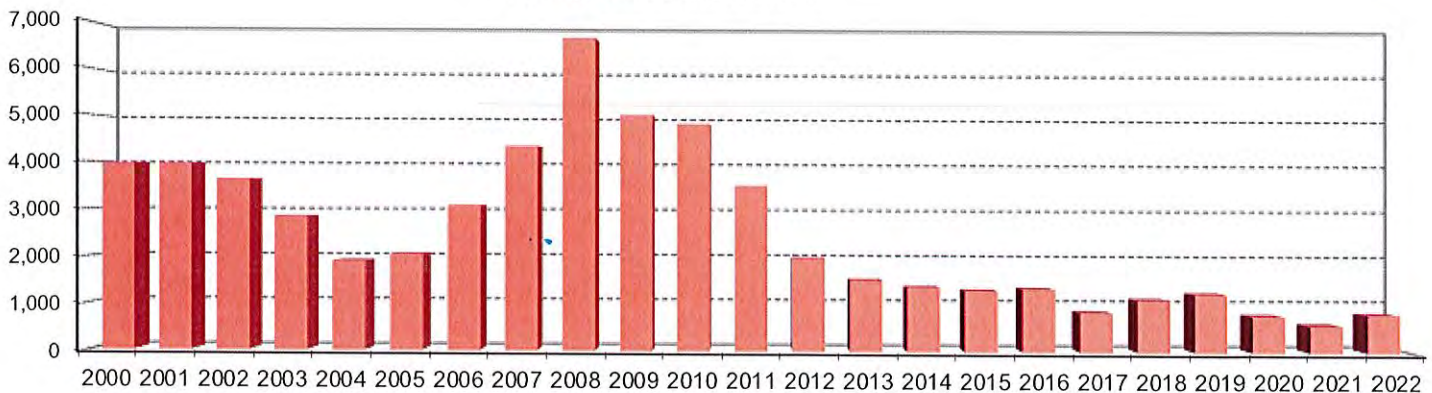
VISIT

<https://lauriehansen.rereport.com>

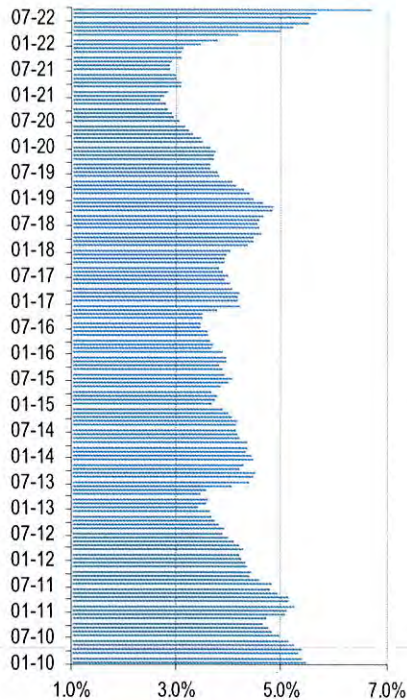
Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.

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Santa Clara County
 Average Active Listings SFYTD



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/>.

The Labor Leg

Sept 30, 2022 -- Once the labor market begins to slow, inflation will likely start to decline. Of course, the question is "when will that start to happen?", but outside of "probably not too long from now", the timing is uncertain. It is perhaps the last leg of an economic tripod that has yet to respond to the new economic climate.

The strong bout of inflation helped foster the steepest rise in mortgage rates in many decades, leaving them now at about 15-year highs. As might be expected, the fast run-up in rates has crushed the housing market, first cutting off the refinancing market, where skipping a monthly payment and then starting a new loan with lower payments freed up billions of spendable dollars, further fueling the economy and keeping aggregate demand high. Refinancing activity has declined to about a 22-odd year now, and even higher mortgage rates of late will keep it from returning anytime soon.

Homebuying was next. Already challenged by spiking home prices due to an imbalance of supply and demand, the monthly payment increases that higher prices and more-than-decade high mortgage rates brought have cooled home sales by 25% or

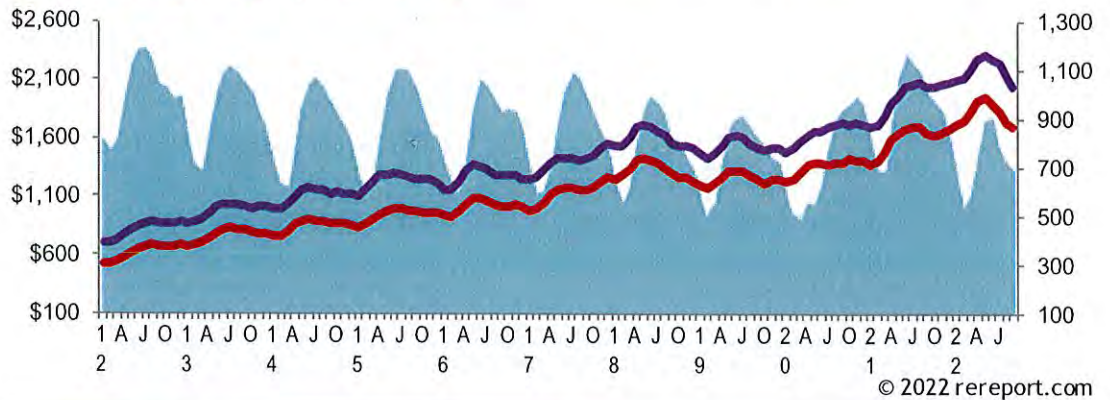
more. Although sales of new homes managed a bump for August, where a 28.8% month-to-month increase put the annualized rate of sale at 685,000 units, consider this to be an outlier in a downtrend that began in January. Mortgage rates in August suddenly and unexpectedly had a short-but-significant drop, with Freddie Mac's offered rate for a 30-year FRM ticking back to 4.99% for a brief time. Folks in the market jumped at the chance to grab the lowest rate in months, but this doesn't change the overall picture.

July's 532,000 annual rate of new home sales was 36% below the pace at the beginning of the year, and even with the August improvement the decline is still 18%. Builders also moved likely inventory at a faster clip using discounts, since the median price of a new single-family home sold last month was about \$33K less than one sold in July, a 6.3% month-to-month decline. Since that temporary August low for rates, mortgage rates have risen almost 1.75 percentage points and potential buyers have retreated.

We learned last week that sales of existing homes eased in August, posting a 0.4% drop to a 4.80 million annual rate, the slowest pace of existing sales in

(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 - September 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	\$ 1,700,000	\$ 1,995,050	726	1,191	929	37	100.4%	5.6%	-4.0%	-22.8%	-12.9%	37.6%
Campbell	\$ 1,720,000	\$ 1,821,620	28	32	20	21	99.3%	-2.3%	-9.4%	-9.7%	-13.5%	25.0%
Cupertino	\$ 2,788,000	\$ 2,876,570	19	35	25	38	99.7%	-2.2%	-3.9%	-42.4%	-22.2%	56.3%
Gilroy	\$ 1,115,000	\$ 1,284,970	38	53	66	50	98.6%	6.2%	15.1%	-15.6%	-17.2%	78.4%
Los Altos	\$ 4,125,000	\$ 4,150,100	32	40	41	37	99.2%	7.1%	-1.4%	-3.0%	29.0%	70.8%
Los Altos Hills	\$ 3,893,850	\$ 3,893,850	2	12	18	261	100.6%	-24.8%	-22.0%	-71.4%	-47.8%	50.0%
Los Gatos	\$ 2,580,000	\$ 2,940,640	27	64	63	68	99.5%	11.4%	9.9%	-43.8%	-15.8%	-1.6%
Milpitas	\$ 1,291,000	\$ 1,457,010	18	24	23	37	100.1%	-9.4%	-3.1%	-28.0%	-20.0%	27.8%
Monte Sereno	\$ 3,450,000	\$ 3,900,000	4	8	7	51	102.2%	-30.9%	-25.8%	-33.3%	60.0%	-41.7%
Morgan Hill	\$ 1,550,000	\$ 1,639,490	31	58	44	41	98.5%	17.0%	12.2%	-32.6%	7.4%	15.8%
Mountain View	\$ 2,157,000	\$ 2,414,460	23	43	26	33	101.7%	-21.0%	-8.6%	-25.8%	26.5%	62.5%
Palo Alto	\$ 3,248,000	\$ 3,562,980	33	66	72	63	102.6%	-6.5%	-14.4%	-10.8%	4.8%	50.0%
San Jose	\$ 1,450,000	\$ 1,556,090	374	581	441	34	100.4%	0.9%	-0.2%	-24.1%	-8.6%	39.1%
Santa Clara	\$ 1,713,060	\$ 1,774,930	46	54	28	18	101.3%	8.4%	6.8%	-17.9%	-18.2%	0.0%
Saratoga	\$ 3,780,000	\$ 3,952,530	17	38	26	44	99.0%	3.6%	2.3%	-51.4%	-22.4%	4.0%
Sunnyvale	\$ 2,055,000	\$ 2,194,890	35	78	40	33	103.6%	-6.3%	2.0%	-23.9%	0.0%	42.9%

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Market Statistics

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Trends at a Glance (Single-family Homes)

	Sep 22	Month %	Aug 22	Year %	Sep 21
Median Price:	\$1,700,000	3.0%	\$1,650,000	5.6%	\$1,610,000
Average Price:	\$1,995,050	1.8%	\$1,959,160	-4.0%	\$2,078,340
Home Sales:	726	-1.1%	734	-22.8%	941
Pending Sales:	1,191	-8.7%	1,305	-12.9%	1,368
Active Listings:	929	-0.5%	934	37.6%	675
Sale/List Price Ratio:	100.4%	0.4%	100.0%	-7.0%	107.9%
Days on Market:	28	12.6%	25	84.7%	15
Days of Inventory:	37	-2.8%	38	78.4%	21

(Condominiums)

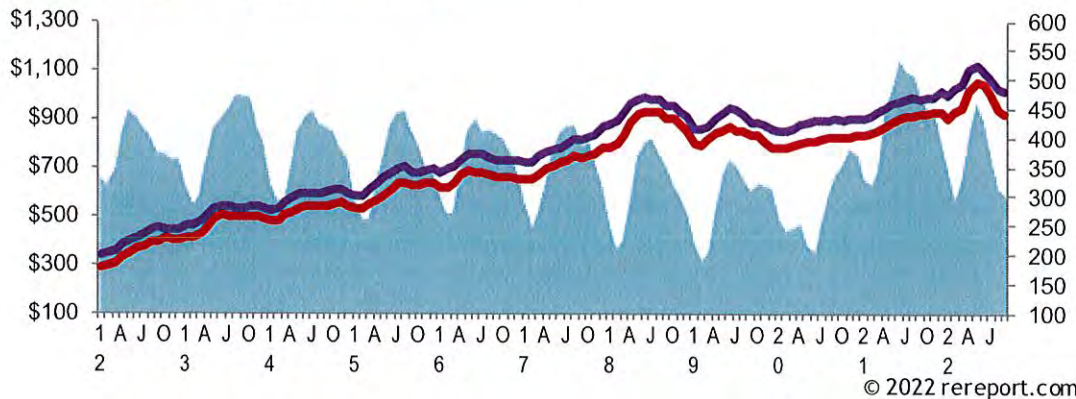
	Sep 22	Month %	Aug 22	Year %	Sep 21
Median Price:	\$920,000	4.2%	\$882,543	-0.5%	\$925,000
Average Price:	\$1,009,470	3.2%	\$978,446	3.4%	\$976,742
Home Sales:	320	12.7%	284	-29.2%	452
Pending Sales:	368	-25.4%	493	-34.9%	565
Active Listings:	396	3.7%	382	-4.3%	414
Sale/List Price Ratio:	100.0%	-0.1%	100.1%	-3.3%	103.4%
Days on Market:	28	14.1%	25	48.8%	19
Days of Inventory:	36	-11.1%	40	35.1%	27

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 - September 2022

Condominiums								% Change from Year Before				
Prices								Prices				
Cities	Median	Average	Sales	Pend	Inven	DOI	SP/LP	Med	Ave	Sales	Pend'	Inven'
SCC	\$ 920,000	\$ 1,009,470	320	368	396	36	100.0%	-0.5%	3.4%	-29.2%	-34.9%	-4.3%
Campbell	\$ 980,000	\$ 1,016,710	7	8	8	33	101.7%	3.2%	8.9%	-69.6%	-27.3%	-38.5%
Cupertino	\$ 1,301,500	\$ 1,344,610	9	14	14	45	100.4%	-0.6%	1.4%	-40.0%	-22.2%	16.7%
Gilroy	\$ 660,000	\$ 609,967	3	4	3	29	99.9%	5.7%	-6.1%	0.0%	-33.3%	0.0%
Los Altos	\$ 1,817,500	\$ 1,933,750	4	3	11	80	98.2%	17.3%	6.3%	-33.3%	0.0%	37.5%
Los Gatos	\$ 1,292,500	\$ 1,195,000	6	9	19	92	97.6%	-1.7%	0.3%	-70.0%	-50.0%	5.6%
Milpitas	\$ 1,150,000	\$ 1,069,540	13	21	15	33	98.6%	17.9%	10.3%	-40.9%	-47.5%	25.0%
Morgan Hill	\$ 870,000	\$ 864,555	7	4	11	46	98.6%	11.5%	10.5%	0.0%	-71.4%	266.7%
Mountain View	\$ 1,320,000	\$ 1,269,320	22	35	34	45	101.6%	0.0%	-0.2%	-37.1%	-14.6%	-2.9%
Palo Alto	\$ 1,385,000	\$ 1,471,900	10	12	15	44	99.2%	-4.8%	-7.3%	-28.6%	0.0%	-11.8%
San Jose	\$ 835,000	\$ 856,846	177	198	200	33	100.3%	7.1%	4.1%	-20.3%	-30.0%	7.5%
Santa Clara	\$ 825,000	\$ 944,828	29	28	22	22	98.5%	-9.8%	-4.3%	-6.5%	-42.9%	-24.1%
Saratoga	\$ 1,268,000	\$ 1,268,000	2	6	4	58	102.3%	42.5%	21.6%	-60.0%	500.0%	-33.3%
Sunnyvale	\$ 1,428,000	\$ 1,383,250	31	26	40	37	100.2%	10.5%	15.9%	-31.1%	-54.4%	-20.0%



Quick Summary of Comparable Properties

Residential Summary

Res. Single Family



Laurie & Michelle
The Hansen Home Team
5609 Silver Creek Valley Road
San Jose, CA 95138

ACTIVE

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age
6607 San Anselmo Way	San Jose	3	3 0	4	1,945	\$770.69	5,794 (sf)	\$1,499,000	50
299 Viscaino Way	San Jose	4	2 1	3	2,124	\$704.31	6,172 (sf)	\$1,495,950	50
179 Kona Place	San Jose	4	2 0	17	1,751	\$832.67	7,049 (sf)	\$1,458,000	54
6580 Pemba Dr	San Jose	4	2 0	47	1,601	\$874.45	5,662 (sf)	\$1,399,999	52
313 Burning Tree Drive	San Jose	4	2 0	27	1,750	\$741.71	6,090 (sf)	\$1,298,000	52
205 Vineyard Dr	San Jose	4	2 0	7	1,860	\$672.04	6,104 (sf)	\$1,250,000	53
281 Martinvale Lane	San Jose	5	2 0	74	1,586	\$788.15	5,972 (sf)	\$1,250,000	52

ACTIVE

# Listings:	7	AVG VALUES:	26	1,802	\$769.15	6,120 (sf)	\$1,378,707	52
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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
6565 Calamaran Street	San Jose	5	3 0	1	2,563	\$569.64	6,112 (sf)	\$1,460,000	50
6679 Cielito Way	San Jose	4	2 0	34	1,843	\$791.10	6,075 (sf)	\$1,458,000	50
6532 Hercules Court	San Jose	4	2 1	11	2,256	\$620.12	7,752 (sf)	\$1,399,000	48
6525 Kona Court	San Jose	4	2 0	12	1,408	\$990.77	10,646 (sf)	\$1,395,000	52
361 Jai Drive	San Jose	2	2 0	25	1,076	\$1,091.90	6,000 (sf)	\$1,174,888	52
6984 Bolado Drive	San Jose	3	2 0	27	1,343	\$810.13	6,119 (sf)	\$1,088,000	52

# Listings:	7	AVG VALUES:	22	1,797	\$808.84	7,547 (sf)	\$1,374,841	51
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SOLD

Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
249 Burning Tree Drive	San Jose	5	3 0	13	2,695	\$602.97	6,000 (sf)	\$1,688,800	52	\$1,625,000	10/20/22
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
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
274 Arbor Valley Drive	San Jose	4	2 0	7	1,308	\$886.85	6,110 (sf)	\$1,099,000	52	\$1,160,000	09/09/22

# Listings:	5	AVG VALUES:	8	2,101	\$691.50	6,115 (sf)	\$1,404,340	50	\$1,411,000
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Make It Inviting Show It's Cared For Boost Curb Appeal

- Open blinds or curtains to let the light in
- Clean your vents and baseboards
- Power wash outdoor surfaces
- Check lightbulbs and replace as needed
- Vacuum, mop, or sweep floors
- Clean the windows (inside and out)
- Take down personal photos or items
- Declutter throughout
- Tidy up the landscaping
- Fix anything that's broken
- Organize countertops, cabinets, and closets
- Freshen up your entry
- Give every room a clear purpose
- Touch up any scuffs on the walls
- Sweep patios, decks, and walkways

Connect with a trusted real estate professional for advice on what you may want to do to get your house ready to sell this season.

more than eight years. This also represents as 26% decline from the start of this year. With conditions for potential homebuyers worsening as the summer came to a close, fewer contracts to purchase homes were executed in August, and the National Association of Realtors Pending Home Sales Index declined by another 2% last month. Declines in pending home sales have been notched in nine of the last ten months, with only May's 0.4% increase breaking the string of slowness. Leaving out the hard-stop months of the early pandemic, when it wasn't clear how to buy homes at a time of extreme social distancing, the present value for the PHSI is akin to that seen in May 2011, when the housing market was still a huge mess.

So home sales have been crushed, which hurts a range of service-related industries in real estate and finance. Despite a low-rate-infused August bump, home construction has also slowed, dropping from a 1.78 million-unit annual rate of construction in January to July's 1.40 million level (about a 21% drop, with August still an 11.3% drop over that time). As new

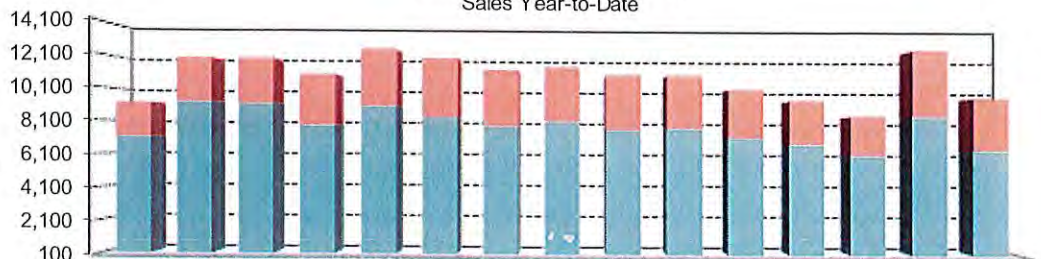
home construction influences industries ranging from lumber to transportation, the drop in activity is likely starting to slow a range of hard-goods industries.

It's not clear how much more slowing in housing the Fed would like to see. It's not likely that they are hoping for widespread home value declines, which are said to produce a kind of reverse wealth effect and curtailing consumer spending, but how the market values a piece of real estate probably doesn't much concern the Fed. At his press conference last week, Chairman Powell noted "For the longer term what we need is supply and demand to get better aligned so that

housing prices go up at a reasonable level, at a reasonable pace, and that people can afford houses again, and I think we, so we probably in the housing market have to go through a correction to get back to that place." He went on to say that "But from a sort of business cycle standpoint, this difficult correction should put the housing market back into better balance."

For the moment, although increases in home prices are cooling, home values still remain well supported.

Santa Clara County Sales Year-to-Date



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Condos	2,039	2,627	2,715	3,068	3,439	3,577	3,418	3,251	3,302	3,196	2,903	2,620	2,360	4,026	3,175
Homes	7,137	9,309	9,193	7,873	9,053	8,390	7,836	8,176	7,668	7,751	7,214	6,814	6,141	8,514	6,458

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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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.



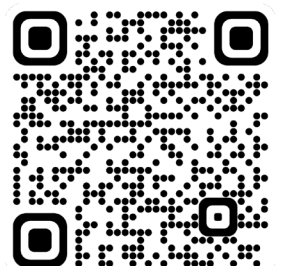
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directly at **408.761.3271**.





Matt Cossell

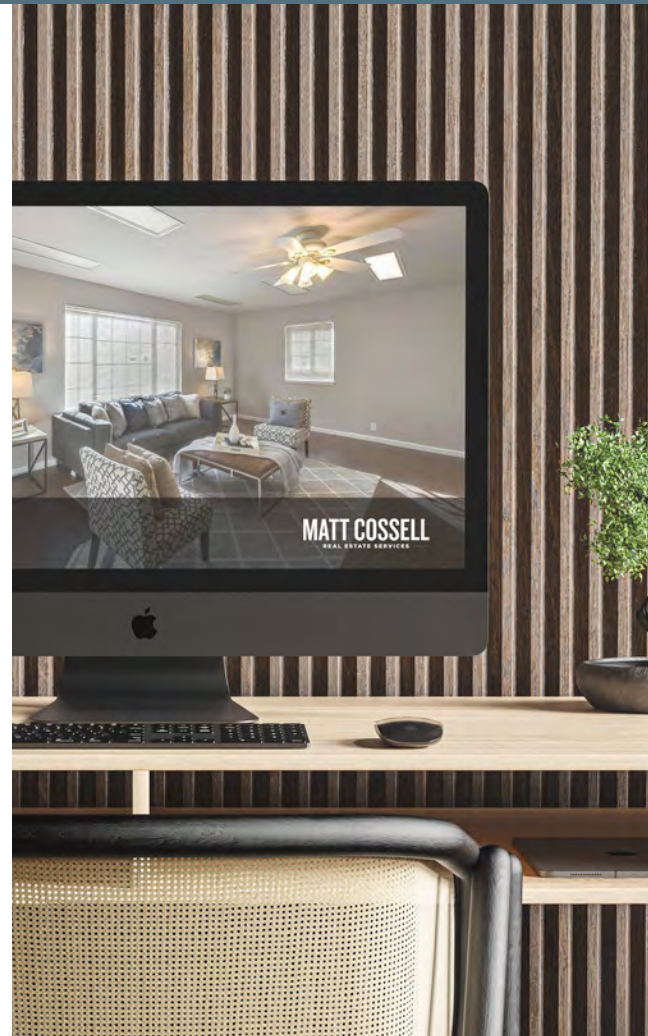
TOP 1% REALTOR

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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