

SEPTEMBER 2023

# RANCHO SANTA TERESA NEWS

## President's Message

**LABOR DAY:** Come down to the pool on Monday September 4th, for the last big holiday of the season. Pool hours are 12:30-7:30PM. Our staff has planned activities throughout the day. It ends with the traditional "Pie the Staff" event where a \$1 donation lets you "pie" your favorite lifeguard. See event schedule on page 2. Friendly reminder that pop-ups / tents, blankets/coolers, or anything on tables will not be allowed until 8AM on September 4th. Anything that gets setup before then will be taken down by staff.

**POOL HOURS:** After Labor Day, the Main Pool hours will be Fridays, 3:30-7:30 PM and Saturday/Sunday, from 1:00-7:30 PM until October 1st, when it closes for the season. The Adult Pool, Spa, and other amenities continue to be available from 8:00AM-10:00 PM, daily. Elementary school-aged children must be directly supervised by a responsible adult when anywhere on the premises in the off-season.

**LAP SWIM:** Lap swim continues in the Main Pool, Monday - Friday from 5:00-7:00 AM and 9:00-11:00 AM and Monday-Thursday from 9:00-10:00 PM. Please email [rstrcmemberinfo@gmail.com](mailto:rstrcmemberinfo@gmail.com) for the contact name/number for evening lap swim. Evening lap swim requires coordination with SVS, after their swim practice.

**NEW DUMPSTERS & GARBAGE CANS:** You may have noticed new black and green garbage cans around the facility. The new cans along with the posters showing what goes in each, and our two dumpsters, means Rancho is now compliant with California's SB 1383 and the City of San Jose Municipal Code. The clubhouse still has 55 gallon gray cans but posters have been hung so users can sort appropriately. Please make an effort to pay attention to the signs and dispose of the right things into the correct cans. We appreciate it!

**MOVIE NIGHT:** We are hosting two more movie nights for our regular season.

- **September 8th** we'll show Guardians of the Galaxy at 8:00PM. Dress up as your favorite Marvel character.
- **September 29th** we'll show Monster's Inc at 8:00PM. Come in your PJ's, like Boo!

Please take a moment to thank David Phipps, one of our Supervisors, who has managed our movie nights all season!

**FALL SWIM LESSONS:** A limited number of private and semi-private swim lessons will continue into the Fall. Members will receive priority and scheduling will be done based on when signups are done. You can find information and sign-up on our website under swim-lessons.

Important information continued on page 2.

## MAIN POOL HOURS:

### SEPTEMBER 1st-3rd:

Friday 3:30PM-7:30PM  
Sat & Sun 12:30PM-7:30PM

### MONDAY, SEPTEMBER 4th:

**LABOR DAY, 12:30PM-7:30PM**

### SEPTEMBER 5th-OCTOBER 1st:

FRIDAY's only 3:30PM-7:30PM and  
Sat & Sun 1PM-7:30PM

## ADULT POOL

*Reserved for Members 18 & Older*  
Daily 8 AM - 10 PM

## SPA & TENNIS COURT HOURS:

Daily 8 AM - 10 PM

## OFFICE HOURS:

Tuesday & Thursday  
10 AM - Noon

## ONLINE DUES PAYMENTS:

Send your email address to  
**RSTRCoffice@gmail.com**  
and request an online invoice.

## KEY FOBs:

Need a key fob? Come in  
during pool hours or contact  
**rstrcmemberinfo@gmail.com**.

## NEXT BOARD MEETING:

Monday, September 18th • 6 pm  
Hall Lounge

## HALL RENTAL & POOL PARTY REQUESTS:

Go to the Parties-Rentals tab at  
**ranchosantateresa.org**

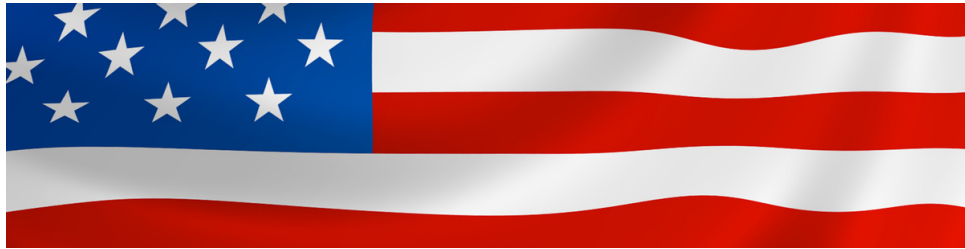
# RANCHO SANTA TERESA NEWS

**BOARD APPOINTMENTS:** We have 4 candidates for 4 Board positions, all of them returning Board members so we will not have an election this year. However, we will host our Annual Fall Meeting, which is scheduled to take place on November 13, 2023.

**LOST AND FOUND:** Did you wonder where that shirt, parka, water bottle, or towel went? It's probably in the Rancho Lost & Found. The Lost & Found items are now in the playground area, through the gate and along the fence to the right. Don't miss this opportunity to find those items that disappeared. All items not picked up will be donated on Tuesday, 9/5!

**SOLAR UPDATE:** Still waiting for a part to arrive...continue to stay tuned.

**THANK YOU, STAFF!** Our Supervisors and Staff have done a fantastic job this season and they play an integral part in making the club a fun, safe, welcoming place to spend time with family and friends. Please feel free to show your appreciation as the season comes to a close.



## Labor Day Celebration September 4th, 2023

**12:30 PM - Main Pool Opens**

**2:00 PM - Capri Sun Dive**

**2:15 PM - Soda Dive**

**3:00 PM - Limbo Competition**

**4:00 PM - Water Balloon Toss**

**5:00 PM - Biggest Splash Competition**

**6:00 PM - Adult Beverage Dive (21 and over with required ID and wristband)**

**7:00 PM - Pie The Staff (\$1)**

**7:30 PM - Main Pool Closes**

# RANCHO SANTA TERESA NEWS

## Free Weekly Activities

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### MORNING LAP SWIM

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

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

### EVENING LAP SWIM

**Mon-Thur, 9PM-10PM**

Please email [rstsrcmemberinfo@gmail.com](mailto:rstsrcmemberinfo@gmail.com) for contact name/number for evening lap swim. Evening lap swim requires coordination with SVS, after swim practice.

### 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

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### GAME NIGHT

**For Ages 18 & Up - Upcoming Date: 9/25**

Join us for a game night in the lounge, 7:00-10:00pm(ish) on the last Monday of the month. 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](mailto:rupali.goyal10@gmail.com) or Patty Borg at [ptybrg28@hotmail.com](mailto:ptybrg28@hotmail.com).

### POKER NIGHT

**Upcoming Date: 9/15**

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)



*Fall into a new routine!*

TRY AN AQUA FITNESS CLASS THIS AUTUMN.  
See more information in the "Available Classes" section of this newsletter.



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

# RANCHO SANTA TERESA NEWS

## Available Lessons

### A & D AQUA FITNESS

#### SEPTEMBER 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 - September- 13 classes - \$130 Members, \$140 Non-Members  
Partial session and drop-in pricing also available.

Contact Darlene at 408-420-5916 / [dvossbri@gmail.com](mailto:dvossbri@gmail.com) and/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?

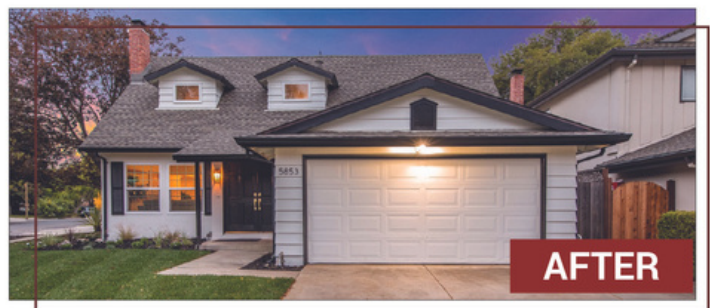
Get up to \$75,000 interest free to update your home now, sell for more, and pay at closing!

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 —

408.761.3271  
[Matt@MattCossellTeam.com](mailto:Matt@MattCossellTeam.com)  
DRE# 01382971



**kw**  
KELLERWILLIAMS.

# RANCHO SANTA TERESA NEWS

## Neighborhood Happenings

### Farmer's Market

Santa Teresa Farmer's Market is open again, every Saturday from 9AM-1PM at 6232 Santa Teresa Blvd (Kaiser/Library parking lot). Shop a variety of fresh fruits and vegetables, as well as other stands such as baked goods, eggs, honey, and more!



### SAVE THE DATES!

WE HAVE TWO FUN CLUB EVENTS PLANNED FOR THIS COMING OCTOBER!  
PLEASE COME IN YOUR BEST DRESSED COSTUMES!

- FRIDAY, OCTOBER 14TH, ADULT HALLOWEEN POTLUCK
- SUNDAY, OCTOBER 29TH, HALLOWEEN KIDS CANDY HUNT



MORE DETAILS WILL BE ON OUR WEBSITE AND NEWSLETTER NEXT MONTH.

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*Laurie, Michelle, & Paul*

## Experience Knowledge Service Results

# 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.

## THIRD QUARTER DUES ARE NOW PAST DUE

Third Quarter 2023 dues were due July 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.



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### SERVING OUR NEIGHBORHOOD

#### Customer Reviews

Professional, very hard working, polite and reasonable, they did a Great job painting all the rooms inside and it looked wonderful.  
Heather S / Yelp Review

Read more reviews on Yelp & Google

#### WHY CHOOSE US?

Excellent Workmanship  
Great Communication

Fully Bonded, Licensed, & Insured

# RANCHO SANTA TERESA NEWS

## Summarized Profit & Loss Budget vs. Actuals

January - July, 2023

	Actual	Budget	Total over Budget	Budget
<b>Income</b>				
Total 4000 Dues and Assessments	\$ 286,588.00	\$ 292,186.00	\$ (5,608.00)	98.08%
Total 4100 Member Lesson Income	\$ 53,882.00	\$ 45,628.00	\$ 8,254.00	118.09%
Total 4200 Nonmember Lesson Income	\$ 48,987.00	\$ 47,751.00	\$ (1,236.00)	85.83%
Total 4300 Member Rental Income	\$ 19,357.00	\$ 14,370.00	\$ 4,987.00	134.70%
Total 4500 Interest on Operating Funds	\$ 9,190.12	\$ 4,902.26	\$ 4,287.86	187.47%
Total 4600 Social Event Income	\$ 2,797.09	\$ 1,394.10	\$ 1,402.99	209.64%
Total 4700 Services Fees & Late Fees Income	\$ 2,169.15	\$ 1,868.00	\$ 309.15	118.62%
Total 4800 Other Ordinary Income	\$ 1,648.00	\$ 2,148.00	\$ (508.00)	76.35%
<b>Total Income</b>	<b>\$ 418,602.36</b>	<b>\$ 410,239.36</b>	<b>\$ 8,363.00</b>	<b>101.55%</b>
<b>Gross Profit</b>				
	\$ 418,602.36	\$ 410,239.36	\$ 8,363.00	101.55%
<b>Expenses</b>				
Total 5000 Gross Payroll	\$ 114,544.35	\$ 111,769.00	\$ 2,775.35	102.48%
Total 5100 Payroll Related Expenses	\$ 12,393.94	\$ 12,754.00	\$ (360.06)	97.18%
Total 5200 Member Lesson Expenses	\$ 42.00	\$ 274.16	\$ (232.16)	15.32%
Total 5600 Social Event Expenses	\$ 5,163.30	\$ 1,837.50	\$ 3,325.80	281.00%
Total 5800 Other Member Services	\$ 502.82	\$ 1,941.50	\$ (1,438.68)	25.86%
Total 6000 Professional Services	\$ 8,948.50	\$ 4,189.90	\$ 4,758.60	213.38%
Total 6100 Other Outside Services	\$ 28,314.00	\$ 21,178.43	\$ (7,135.57)	95.95%
Total 6200 Insurance	\$ 38,811.31	\$ 38,811.31	\$ -	100.00%
Total 6300 Bank Fees	\$ 688.50	\$ 1,097.00	\$ (408.50)	68.21%
Total 6400 Merchant Services Bankcard Fees/QB Transfer fees	\$ 4,871.59	\$ 2,709.06	\$ 2,162.53	159.30%
Total 6500 General Office Expenses	\$ 9,496.19	\$ 6,235.90	\$ 3,260.29	152.38%
Total 6800 Taxes and Licenses	\$ 4,951.23	\$ 3,285.40	\$ 1,665.83	154.47%
Total 7000 Building and Hall Maintenance	\$ 23,573.31	\$ 15,285.40	\$ 8,287.91	154.22%
Total 7100 Pool Maintenance	\$ 18,195.62	\$ 20,888.20	\$ (2,684.58)	87.14%
Total 7200 Utilities	\$ 55,359.70	\$ 62,063.60	\$ (6,703.90)	89.20%
7300 Reserve Funding			0.00	
7310 Reserve Funding 1	52,500.00	52,500.00	0.00	100.00%
7311 Reserve Funding 2	21,014.00	21,014.00	0.00	100.00%
Total 7300 Reserve Funding	\$ 73,514.00	\$ 73,514.00	\$ -	100.00%
<b>Total Expenses</b>	<b>\$ 381,733.56</b>	<b>\$ 368,938.36</b>	<b>\$ 12,795.20</b>	<b>103.47%</b>
<b>Net Operating Income</b>				
	\$ 34,868.80	\$ 41,301.00	\$ (6,432.20)	84.43%
<b>Other Income</b>				
Total 9000 Reserve Fund Income	\$ 9,624.95	\$ -	\$ 9,624.95	
<b>Total Other Income</b>	<b>\$ 9,624.95</b>	<b>\$ -</b>	<b>\$ 9,624.95</b>	
<b>Other Expenses</b>				
Total 9500 Reserve Fund Expenditures	\$ 2,711.01	\$ -	\$ 2,711.01	
<b>Total Other Expenses</b>	<b>\$ 2,711.01</b>	<b>\$ -</b>	<b>\$ 2,711.01</b>	
<b>Net Other Income</b>	<b>\$ 6,913.94</b>	<b>\$ -</b>	<b>\$ 6,913.94</b>	
<b>Net Income</b>	<b>\$ 41,782.74</b>	<b>\$ 41,301.00</b>	<b>\$ 481.74</b>	<b>101.17%</b>



**Laurie & Michelle**

The Hansen Home Team  
 5609 Silver Creek Valley Road  
 San Jose, CA 95138  
 (408) 218-6222  
 lhansen@interorealestate.com  
 http://www.lauriehansen.com  
 CA BRE #00757662



# The Real Estate Report

## Prices Mixed, Sales Down

The median sales price for single-family, re-sale homes fell, month-over-month. It was down 2.5% from June. It was up 2.1% compared to last year.

The average sales price for single-family, re-sale homes was down 4.7%, month-over-month. It was down 4.7% year-over-year.

Sales of single-family, re-sale homes were down for the nineteenth month in a row, year-over-year, in Jult. Sales fell 8.3%. There were 554 homes sold in Santa Clara County last month. The monthly average since 2000 is 987.

The sales price to list price ratio rose from 105.4% to 105.9%.

Pending sales were down 55.2% year-over-year.

Inventory of single-family, re-sale homes was down for the fourth month in a row. It fell 56.6% compared to last year. As of August 13th, there were 555 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 22 days to 30 days. The average since 2003 is 89.

It took seventeen 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 1.9% compared to last July. The average sales price fell 0.7% year-over-year.

Condo sales were down 25.3% year-over-year. There were 224 condos sold in July.

The sales price to list price ratio fell from 103.7% to 102.8%.

Condo inventory was down 56.6% compared to last July.

As of August 13th, there were 244 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose from twenty-three to thirty-three.

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

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



**6331 Solano Drive,**  
 Class: Res. Single  
 Beds: 4  
 Baths (F/P): 3 (2/1)  
 SqFt: 2,124 SqFt  
 Lot Size: 6,000 SqFt  
 List Price: \$1,599,888

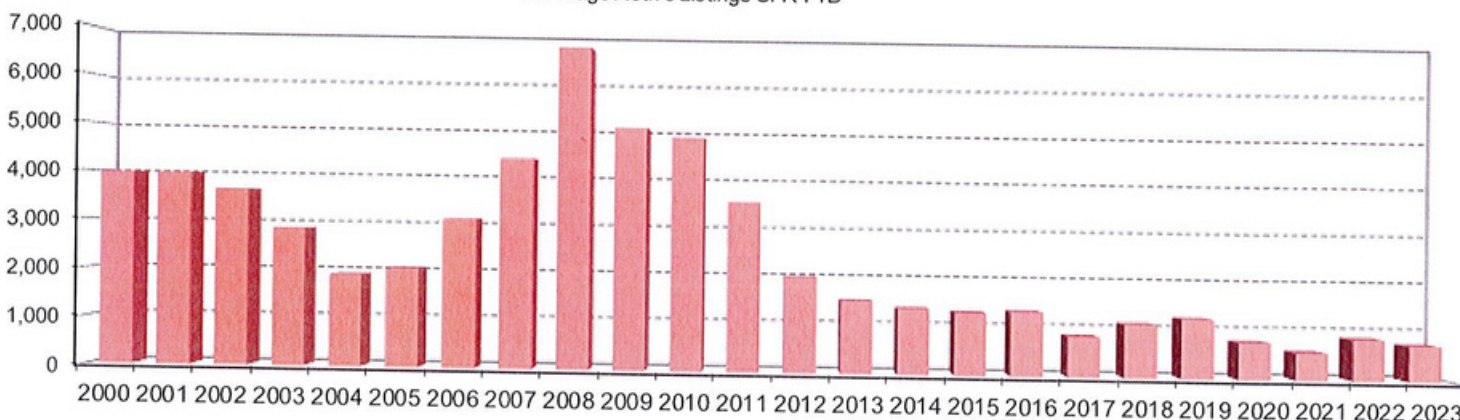
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**Santa Clara County**  
 Average Active Listings SFR YTD







Quick Summary of Comparable Properties

Residential Summary

Res. Single Family

ACTIVE											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
6331 Solano Drive	San Jose	4	2 1		2,124	\$753.24	6,000 (sf)	\$1,599,888	51		
6238 Solomon Court	San Jose	4	2 1	6	2,186	\$685.73	5,807 (sf)	\$1,499,000	55		
278 Moraga Way	San Jose	4	2 0	5	2,010	\$694.03	6,105 (sf)	\$1,395,000	51		
<b>ACTIVE</b>											
# Listings:	3	AVG VALUES:		6	2,107	\$711.00	5,971 (sf)	\$1,497,963	52		
PENDING											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age		
298 Curie Drive	San Jose	4	2 1	8	2,129	\$716.30	7,431 (sf)	\$1,525,000	53		
6480 Sulu Court	San Jose	4	3 0	8	1,694	\$841.20	8,673 (sf)	\$1,425,000	55		
420 Sautner Drive	San Jose	4	2 0	4	1,475	\$864.41	6,241 (sf)	\$1,275,000	55		
<b>PENDING</b>											
# Listings:	3	AVG VALUES:		7	1,766	\$807.30	7,448 (sf)	\$1,408,333	54		
SOLD											
Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE
6649 Cielito Way	San Jose	4	2 1	5	2,563	\$673.04	6,023 (sf)	\$1,620,000	48	\$1,725,000	08/04/23
276 Cresta Vista Way	San Jose	3	2 0	3	1,652	\$923.12	6,182 (sf)	\$1,350,000	55	\$1,525,000	06/12/23
6314 Nepo Drive	San Jose	4	2 1	9	2,025	\$720.99	6,159 (sf)	\$1,500,000	53	\$1,460,000	07/10/23
6533 Kaneko Drive	San Jose	4	2 0	5	1,601	\$905.68	6,053 (sf)	\$1,218,898	53	\$1,450,000	06/16/23
6423 Rizal Court	San Jose	3	2 0	12	1,694	\$844.16	8,028 (sf)	\$1,450,000	53	\$1,430,000	07/13/23
6541 Catamaran Street	San Jose	4	3 0	2	2,124	\$596.29	6,219 (sf)	\$1,299,000	51	\$1,266,525	06/22/23
282 Los Palms Way	San Jose	3	2 0	6	1,516	\$814.64	6,091 (sf)	\$1,195,000	52	\$1,235,000	08/17/23
257 Los Palms Way	San Jose	3	2 0	5	1,516	\$781.66	6,127 (sf)	\$949,000	53	\$1,185,000	07/21/23
<b>SOLD</b>											
# Listings:	8	AVG VALUES:		6	1,836	\$782.45	6,360 (sf)	\$1,322,737	52	\$1,409,566	



**420 Sautner Drive, San Jose 95123**

Class: Res. Single Family  
 Beds: 4  
 Baths (F/P): 2 (2/0)  
 SqFt: 1,475 SqFt (Other)  
 Lot Size: 6,241 SqFt  
 Showing: Call 1st , Call Owner, Lockbox - Supra iBox Bluetooth LE-  
 Elem: **Bertha Taylor Elementary** / Oak Grove Elementary  
 High: **Santa Teresa High** / East Side Union High  
 LA/LO: Laurene Hansen (408) 218-6222 / Intero Real Estate Services

Public: This is it! This beautiful home has been upgraded throughout from its new exterior roof, paint, pavers, and stone accents to the landscaping and fencing. You'll love the double door entry with its designer tile floor, the large living room with its soaring wood cathedral ceiling, restyled stone fireplace, double pane windows, and hardwood flooring. Cooking & dining will be a breeze in the spacious combination kitchen and dining area with its tile flooring. It boasts recessed lighting, ample white cabinets, quartz countertops, and large windows bringing in a view of the lush garden and the foothills. The hall and 4 bedrooms all have hardwood floors and recent paint. The primary suite has 2 closets and a stylish remodeled bathroom with quartz topped vanity and a tile shower. The custom hall bathroom has a shower over the tub and a quality wood vanity. The prime location near parks, walking trails, shopping, and desirable Taylor Elementary School makes this home a must see!



**282 Los Palms Way, San Jose 95119**

Class: Res. Single Family  
 Beds: 3  
 Baths (F/P): 2 (2/0)  
 SqFt: 1,516 SqFt (Other)  
 Lot Size: 6,091 SqFt  
 Showing: Call Listing Agent, Lockbox - Supra iBox Bluetooth LE-  
 Elem: **Santa Teresa Elementary** / Oak Grove Elementary  
 High: **Santa Teresa High** / East Side Union High  
 LA/LO: Laurene Hansen (408) 218-6222 / Intero Real Estate Services  
 BA/BO: Matt Hoke / eXp Realty of Northern California, Inc.

Public: Imagine living in this contemporary home with its soaring ceilings & mature landscaping located in a desirable neighborhood near schools, Kaiser Medical, Library, Lightrail, Bus line, Shops, Costco, Parks, Golf Course, Walking Trails, & Freeway Access to 101 & 85! You'd be a stone's throw away from the fun-filled Rancho Santa Teresa Swim & Racquet Club where you can enjoy swimming, tennis, meet your neighbors, & activities! There's even a Farmers Market nearby! This light filled home has large double paned windows, vaulted ceilings in the living room & primary bedroom which is located on the lower floor, central AC, fresh interior paint, hardwood floors in two bedrooms, and a large loft on the second level which could be converted to a 4th bedroom. The Sunroom off the kitchen is not included in the square footages. It flows from the kitchen & offers additional living space you'll enjoy in all seasons. The original owners have loved this home and now it's time to make it yours!

# Rancho Santa Teresa

## 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](http://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**  
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[RanchoSantaTeresaHomeValue.com](http://RanchoSantaTeresaHomeValue.com)  
and enter your property address



# Rancho Santa Teresa

Sell Your  
Rancho Santa  
Teresa Home at  
Full Market Value in  
7 Days Guaranteed  
or We'll Sell it for  
FREE!

The most powerful home marketing and exposure system in the industry! Sell your home for more with the 5 Day Blitz!

When you're ready to take the next step toward selling your home, we're here to help. Our trademarked 5 Day Blitz Marketing Plan will get your home seen by thousands of motivated buyers.

## The Right Price

We'll quickly put together a custom marketing plan with an effective price. A well-priced home often generates competing offers and drives up the final sale value.

## The Right Exposure

In marketing your home, we also develop a listing that emphasizes its unique aspects. We then put your home in front of buyers by establishing it on the local MLS, calling the top agents who produce the most sales in your neighborhood and reaching out to the neighbors.

## Effective Internet Marketing

We host one of the top agent-owned home search website in Santa Clara County. In addition to our innovative website, we will use the Internet to make your listing highly visible including posting your home as a "Coming Soon" listing on multiple websites.

## The Best Deal

When we list your home, we do so at no additional cost. When you start to get offers, we can represent you during the emotionally charged negotiating process and ensure that you get the best price, and favorable closing terms.



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