MEMORIAL DAY SUMMER KICK-OFF PARTY
Our annual Memorial Day event will be held from 12:30 to 7:30 pm on Monday, May 27. Please RSVP to the office at office@ranchosantateresa.org with how many of your household will be attending and if they would like hamburgers or hot dogs. Each household member will receive one food ticket; additional tickets can be purchased for guests at $3 each. Volunteer for our grilling crew and be rewarded with some free frosty-cold beer or root beer. See page 3 for more information about the event and page 5 for the activity schedule.

SWIM LESSONS
The updated Swim Lesson brochures are now available! They will be posted on ranchosantateresa.org for download or pick up a printed copy when the main pool is open. See page 5 for more information.

RECYCLING BINS ARE HERE!
Due to popular demand, recycling bins are now available at the Club for your CA CRV cans and bottles. They are currently located between the two locker rooms, but more may be added throughout the season depending on demand. Girl Scout Troop 60153 (your hosts for the Christmas Party and Easter Egg Hunt) will maintain the bins and use the refund money towards community service projects and going to Camporee 2019.

SECOND QUARTER DUES NOW PAST DUE
Second Quarter dues were due on April 1. Late fees have now been assessed. THIS IS YOUR DUES NOTICE. We do not mail invoices to save costs. You can set up auto-pay through your bank or put your check in the club mailbox located on the hall steps on Sorrento Way. Write checks payable to RSTSRC. Note: Dues are $400/year or $100/qtr: Jan, Apr, Jul, Oct. Payments must be received in the office by the last day of the month or a $10 late fee will be added. If you pay $400 by January 31, you will be allotted 12 FREE guest passes at the window. Detailed rules and the Club’s collection policy are available in the office. We have the privilege of membership in this great Club and all households in our neighborhood share in its care and vitality.
BOARD OF DIRECTORS
Dirk Seidel, President
Vic Haddad, Treasurer
Michael Kirtland, Co-Treasurer
Arian Collen, Secretary
John O’Byrne, Board Member
Nick Toprani, Board Member
Open Seat, Board Member
board@ranchosantateresa.org

NEXT BOARD MEETING
Monday, May 20, 7 pm
in the Club Lounge

OFFICE STAFF
Luke Brown, Facilities Manager
Amy Raczkowski, Office Coordinator
Amy.raczkowski@ranchosantateresa.org
Christine Francis, Activities Coordinator
Christinefrancis@ranchosantateresa.org
Kylie Watanabe, Swim Lesson Coordinator
swim.instructor@ranchosantateresa.org

MAY OFFICE HOURS
Amy or Christine,
Tuesdays & Thursdays,
10 am - 1 pm
When the main pool is open,
the Lifeguard Supervisor on duty
can also assist you.

WEBSITE
Visit our website at
ranchosantateresa.org
for answers to many
frequently-asked questions and
downloadable forms for hall rentals,
pool parties, swim lessons and more!

NEWSLETTER
Advertisements, articles and items of interest
for the next newsletter are due on the 25th
of the month. Articles are subject to Board Approval.
Want to see YOUR photo featured as the header
on the next newsletter? Submit horizontal shots to
office@ranchosantateresa.org for consideration.

ONGOING CALENDAR
Boy Scouts – Troop 212
Wednesdays at 7 pm
Girl Scouts – Troop 60153
Wednesdays at 3:45 pm

CLUB AMENITIES
Main Hall Rental - up to 150 people
Lounge Rental - up to 40 people
Main Swimming Pool for Team &
Individual Swimming
Diving Board
Back Pool for Exercise & Fun
Jacuzzi for Relaxing
Wading Pool for Ages 6 & Under
Two Lighted Tennis Courts
Beach Volleyball, Basketball
& Shuffleboard Courts
Game Room with Ping Pong, Billiards,
Air Hockey and Foosball
Barbecue Grills

IMPORTANT SAN JOSE
PHONE NUMBERS
Problems with abandoned cars?
Vehicle Abatement: 408-277-8900
Tree Problem? City Arborist: 408-277-2762
Report Street Lights Out: 408-794-1903
Animal Care/ Barking Dogs: 408-794-7297
Junk Pick Up: 408-213-7800
City Code Enforcement: 408-535-7770
www.SanJoseCa.gov/CodeEnforcement
Emergency: 9-1-1
Non-Emergency Police Matter: 3-1-1
Cellular 9-1-1 (San Jose): 408-277-8911
Neighborhood News: www.NextDoor.com
President’s Letter

Hello Rancho Members,

First of all I’d like to thank all of the members who turned in their vote for the proposed by-law change. You all set a new record in the participation rate. Over 1/3 of the members took part in this important vote. Here are the results:

- Total Votes Cast: ................................................ 257
- Less Delinquent Account Votes: ....................... -23
- Total Eligible Votes:............................................ 234
- Total YES Votes: ........................................... 209 (89%)
- Total NO Votes:.................................................25 (11%)

With that result, the proposed by-law change passed with a large margin and went into effect on April 12, after all votes were counted and the result reported. Also a big thank you to all the members and the Sea Otters who actively promoted the proposed change. With all that said, the board immediately went into action and in a week re-opened the pools and spa. I have to admit with all the positive feedback we got in the week and a half before the vote we already told our staff to stand by and prepare for opening during spring break. A big thank you to the entire staff who went into summer mode in less than a week. The weather was perfect during Spring Break and many of you already had a fantastic time at the pool.

So what is next? At this point we are collecting all the paperwork from our 2018 Seasonal Guest Pass Holders who will have the chance to become Associate Members. As stated previously, the board will make a one-time exception for these families who reside outside of our boundaries, which is between Bernal Rd, Lean Ave and Hwy 85. Moving forward all new applicants for an Associate Membership need to live within this zone. The board will officially approve the Associate Memberships during the next board meeting on May 20.

Now let’s look forward. Our first big event, Memorial Day, is just around the corner. As usual, we welcome all members, including the new Associate Members, for the annual BBQ. Due to the short planning and lack of volunteers we could secure for this event, we have to skip the tri-tip this year and only offer hot dogs and hamburgers. (Unfortunately, the Club suffered a large loss this winter with the passing of long-time Board Member Norm Collier who always spearheaded the purchasing and preparation of the tri-tip that we offered in the past. If you are interested in filling this role in the future, please let us know.) Please reserve your free ticket by emailing your info to office@ranchosantateresa.org. The staff has already planned plenty of activities and the DJ is booked.

As you can see our newsletter has changed and will be distributed electronically on our website. Once it is available we will send an email to all members who have registered their email-address. If you haven’t yet please send your contact information to office@ranchosantateresa.org.

That’s it for now and I hope to see you around.

Sincerely yours,

Dirk Seidel, President
May Activities

WEEKLY FREE ACTIVITIES

EVENING LAP SWIM
Monday, Wednesday, Friday
8 - 9 pm
Please email the office to register. The pool must be covered after evening lap swim is completed.

WEEKLY FRIDAY COFFEE CLUB
The Coffee Club meets every Friday at 10 am in the Lounge to play games or to go on a road trip. Refreshments are served, so come on down and have some fun!

CLASSES AVAILABLE

AQUA FITNESS & STRENGTH AND STRETCH
NEXT SESSION: May 28 - July 11
(no class the first week of July)
12 Classes • 6 to 7 pm
Tues: S&S, Thurs: Aqua
$65 members / $75 non-members
$45 for just S&S or just Aqua (payable in advance)
Contact Sandra - 408-205-8368 or sandra.godsdivinecreation@comcast.net
Bring 3- to 10-lb weights and a floor mat for S&S.

TENNIS WITH TOM
Tennis Lessons offered through NorCal Tennis Academy
Monday, Wednesday, Thursday • 4 to 8 pm
Contact Tom Le - 408-896-5745

25% Off Gift Certificates*
from April 20 to May 8

Mother's Day is Sunday, May 12th...
Purchase your gift certificates early!

FACE GLOW STUDIO
6146 Camino Verde Dr., Suite P
San Jose, CA 95119
faceglow.skincaretherapy.net

*Only valid for facial services, not retail products. Not valid with any other discounts, coupons or specials.

Creativity Corner:
Doing My Own Thing!
With Ellen Anderson

Sunday afternoon, May 12, 2019, 2-4 pm
Held at Ellen’s home (223 Purple Glen Drive)

No limit on attendees and no cost (bring your own materials and supplies)

It’s fun to be part of a creative community. Bring whatever you are working on, playing with, exploring in the moment. We’ll have two hours to move our projects forward, see what others are making, and share ideas for future creations. Creating keeps our minds and bodies agile, curious, and alive. Take time out for yourself and join us for a fun and relaxing afternoon.
SWIM LESSONS

GROUP LESSONS
SESSION 1: June 17-21 & 24-27
SESSION 2: July 1-3, 5 & 8-12
SESSION 3: July 15-19, 22-25
SESSION 4: July 29 - Aug 2, Aug 5-8

Each session has nine half-hour-long classes, starting at 10:30, 11:00 or 11:30. Class size ranges from 2 to 6.

7 Levels of Instruction
Parent/Child: Starfish
Non-Swimmer: Guppy
Beginner: Minnow
Intermediate: Jellyfish
Intermediate II: Octopus
Advanced: Sea Otter
Adult: Sea Turtle

Prices
Club Member session fee: $140
Non-Member session fee: $170

PRIVATE LESSONS
Members
4 Lessons $140, 6 Lessons $200

Non-Members
4 Lessons $180, 6 Lessons $260

SEMI-PRIVATE LESSONS
Members - Per Person
4 Lessons $120, 6 Lessons $145

Non-Members - Per Person
4 Lessons $160, 6 Lessons $230

Private and Semi-Private lessons are scheduled directly between you and your assigned instructor at a mutually convenient time.

Semi-Private Lessons are best for friends or family members of similar age and level looking to do lessons together. RSTSRC does not pair up students.

REGISTER NOW!
Download a brochure from ranchosantateresa.org or pick one up at the pool.
Contact: Kylie Watanabe at swim.instructor@ranchosantateresa.org or call 408-227-5758 during Main Pool Hours

MEMORIAL DAY
Activities

1 pm
Limbo

2 pm
Invisible Bottle

3 pm
Cannon Ball Contest

4 pm
Scavenger Hunt

5 pm
Jump or Dive

6 pm
Oreo Face Race

Tag Your Pix
#RanchoMemorialDay
Our Sea Otters kicked off the start of practice with Spirit Week at the end of April, and our fantastic coaching staff is working hard so they are ready for what will surely be a fantastic 2019 Sea Otters Season.

I’m excited to share that our team is approximately 178 swimmers strong. Along with our returning families, we have 17 new Sea Otter families this season and a total of 32 new swimmers. We’re thrilled our Sea Otters community continues to grow.

We’re getting closer to kicking the season in to high gear with Team Pictures on 5/15, our Sea P’Otter Luck Rally on 5/17, and our Time Trials Meet (aka the Donut Meet) on 5/18. The Donut Meet is our practice meet where we record seed times for all of our swimmers and get our parent volunteers back in action. The full season’s schedule is below and more details will be coming out very soon. Come join us at the pool and watch our swimmers have a ton of fun!

For more information please contact Stacy Valenta at chair.stseaotters@gmail.com

2019 SEA OTTERS SEASON SCHEDULE
5/11 - Volunteer Dual Meet Shifts Sign-Ups Close
5/15 - Team Pictures/Poster Painting
5/17 - Kick-Off P’Otter Luck rally
5/18 - Time Trials Meet
6/1 - Creekside @ ST
6/8 - ST @ Shadowbrook
6/15 - Pinehurst @ ST
6/22 - Crossgates @ ST
6/28 - Cardboard Boat Regatta / Family Night
6/29 - ST @ Almaden
7/13 - CHAMPS @ College of San Mateo
7/15 - Awards Night

The Santa Teresa Sea Otters are a Non-Profit Organization.
stseaotters.com

PRACTICE SCHEDULE
APRIL 29 - JUNE 14, 2019
Age Group / Time
8 & Under / 4:00 - 5:00 pm
9-10 / 5:00 - 6:00 pm
11-12 / 6:00 - 7:00 pm
13 & Up / 7:00 - 8:00 pm
Laurie Hansen
& the
HansenHomeTeam

Helping Home Buyers & Sellers since 1980
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
# Summarized Profit & Loss Budget vs Actual
## January - March 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Jan - Mar 19</th>
<th>Budget</th>
<th>$ Over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ordinary Income/Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4000 · Dues and Assessments</td>
<td>77,523.41</td>
<td>76,748.00</td>
<td>775.41</td>
<td>101.01%</td>
</tr>
<tr>
<td>4100 · Member Lesson Income</td>
<td>4,265.00</td>
<td>95.00</td>
<td>4,170.00</td>
<td>4,489.47%</td>
</tr>
<tr>
<td>4200 · Nonmember Lesson Income</td>
<td>5,346.00</td>
<td>12,070.50</td>
<td>(6,724.50)</td>
<td>44.29%</td>
</tr>
<tr>
<td>4300 · Member Rental Income</td>
<td>1,475.00</td>
<td>2,375.00</td>
<td>(900.00)</td>
<td>62.11%</td>
</tr>
<tr>
<td>4500 · Interest on Operating Funds</td>
<td>5.39</td>
<td>0.00</td>
<td>5.39</td>
<td>100.0%</td>
</tr>
<tr>
<td>4600 · Social Event Income</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>4800 · Other Ordinary Income</td>
<td>3,530.00</td>
<td>498.00</td>
<td>3,032.00</td>
<td>708.84%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>92,144.80</td>
<td>91,786.50</td>
<td>358.30</td>
<td>100.39%</td>
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<tr>
<td><strong>Expense</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5000 · Gross Payroll</td>
<td>7,903.61</td>
<td>12,292.30</td>
<td>(4,388.69)</td>
<td>64.3%</td>
</tr>
<tr>
<td>5100 · Payroll Related Expenses</td>
<td>3,509.36</td>
<td>2,298.47</td>
<td>1,210.89</td>
<td>152.68%</td>
</tr>
<tr>
<td>5200 · Member Lesson Expenses</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
<td>0.0%</td>
</tr>
<tr>
<td>5600 · Social Event Expenses</td>
<td>321.01</td>
<td>110.89</td>
<td>210.12</td>
<td>289.49%</td>
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<tr>
<td>5800 · Other Member Services</td>
<td>1,761.10</td>
<td>2,131.00</td>
<td>(369.90)</td>
<td>82.64%</td>
</tr>
<tr>
<td>6000 · Professional Services</td>
<td>975.00</td>
<td>2,414.00</td>
<td>(1,439.00)</td>
<td>40.39%</td>
</tr>
<tr>
<td>6100 · Other Outside Services</td>
<td>6,148.50</td>
<td>6,174.00</td>
<td>(25.50)</td>
<td>99.59%</td>
</tr>
<tr>
<td>6200 · Insurance</td>
<td>6,956.73</td>
<td>6,261.00</td>
<td>695.73</td>
<td>111.11%</td>
</tr>
<tr>
<td>6300 · Bank Fees</td>
<td>103.20</td>
<td>73.00</td>
<td>30.20</td>
<td>141.37%</td>
</tr>
<tr>
<td>6500 · General Office Expenses</td>
<td>2,651.44</td>
<td>2,304.50</td>
<td>346.94</td>
<td>115.06%</td>
</tr>
<tr>
<td>6800 · Taxes and Licenses</td>
<td>885.00</td>
<td>885.00</td>
<td>0.00</td>
<td>100.0%</td>
</tr>
<tr>
<td>7000 · Building and Hall Maintenance</td>
<td>2,300.02</td>
<td>3,747.53</td>
<td>(1,447.51)</td>
<td>61.37%</td>
</tr>
<tr>
<td>7100 · Pool Maintenance</td>
<td>1,324.29</td>
<td>3,773.85</td>
<td>(2,449.56)</td>
<td>35.09%</td>
</tr>
<tr>
<td>7200 · Utilities</td>
<td>15,879.60</td>
<td>18,921.87</td>
<td>(3,042.27)</td>
<td>83.92%</td>
</tr>
<tr>
<td>7300 · Reserve Funding</td>
<td>14,748.00</td>
<td>14,748.00</td>
<td>0.00</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>65,466.86</td>
<td>76,135.41</td>
<td>(10,668.55)</td>
<td>85.99%</td>
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<tr>
<td><strong>Net Income/Expense</strong></td>
<td>26,677.94</td>
<td>15,651.09</td>
<td>11,026.85</td>
<td>170.45%</td>
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<td>SUN</td>
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<td>Tennis 4-8 pm</td>
<td>Coffee Club 10 am</td>
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<td>S&amp;S 6-7 pm</td>
<td>Lap Swim 8-9 pm</td>
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<td>3:30-7:30 pm</td>
<td>12:30-7:30 pm</td>
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<td>12:30-7:30 pm</td>
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<td>S &amp; S 6-7 pm</td>
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<td>12:30-7:30 pm</td>
<td>Tennis 4-8 pm</td>
<td>S &amp; S 6-7 pm</td>
<td>Tennis 4-8 pm</td>
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<td>Board Mtg 7 pm</td>
<td>Lap Swim 8-9 pm</td>
<td>Lap Swim 8-9 pm</td>
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<td>7:30 pm</td>
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<td>27</td>
<td>28</td>
<td>29</td>
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<tr>
<td></td>
<td>12:30-7:30 pm</td>
<td>Memorial Day Party</td>
<td>S &amp; S 6-7 pm</td>
<td>Tennis 4-8 pm</td>
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<td>Lap Swim 8-9 pm</td>
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Market Begins to Firm

The real estate market in Silicon Valley is beginning to heat up for three reasons. First, spring is when the market typically becomes more active. Two, mortgage rates are at 15-month lows. Third, IPOs have started creating instant millionaires.

We expect 2019 to be a very strong year for the real estate market.

Home prices set record highs in March 2018, then started a slow decline. Although prices for single-family, re-sale homes were lower than the year before in March, they were up month-over-month.

The sales price to list price ratio, which had a peak last spring of 112.4%, had dropped ten months in a row before bottoming out at 99.5% in January. Last month it was up to 101.3%.

Home sales were down, year-over-year, for the eleventh month in a row. There were 709 homes sold in Santa Clara County last month. The average since 2000 is 987.

Inventory continues to expand. It has been higher than the year before ten months in a row. Last month, it was up 101.9% over last year.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, was down to 44 days. The average since 2003 is 89.

As of April 5th, there were 1,042 homes for sale in Santa Clara County. The average since January 2000 is 2,778.

It is taking twenty-seven days to sell a home. That is the time from when a home is listed to when it goes into contract.

Prices for re-sale condos were up last month from the month before but were down year-over-year.

The sales price to list price ratio was 100.6%.

Condo sales were down 20.4% year-over-year.

As of April 5th, there were 477 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory dropped to fifty-seven.

It took thirty days to sell a condo last month.

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

VISIT
http://lauriehansen.rereport.com

Search for recent sales & listings in your neighborhood, or in the neighborhood where you are considering buying.
Mortgage Rates Exit March Like A Lamb

March 29, 2019 -- "In like a lion, out like a lamb" is an old saying about the weather in March. Given that 30-year fixed mortgage rates are ending the month more than a third of a percentage point below where they began (not to mention they are now at 15-month lows), this old aphorism might be applied to mortgage rates this month, too.

Relentless pessimism in financial markets about prospects for growth, benign and perhaps dwindling inflation and accommodating central banks around the globe have all contributed their part to the decline in longer term interest rates. In turn, long-term fixed mortgage rates fell nearly a quarter-percentage in just the past week.

Six months ago, the Fed was raising interest rates and trimming its balance sheet and projecting more of the same, and the markets were generally sanguine; three months ago the Fed was raising rates and trimming its balance sheet and projecting more of the same, but markets turned decidedly unhappy. In the most recent three months, we’ve come to see the economy slow and be interrupted by a partial government shutdown, fomenting a 180-degree turn by the Fed, who now looks to leave rates alone for some time and will end balance-sheet reductions before long.

After an unexpected flare higher in January, housing starts fell back to trend in February, posting an 8.7% month-to-month decline and landing at 1.162 million (annualized) units under construction. Starts of single-family homes slumped from 907K annualized to just 805K, but this is roughly on par with figures from November and December. Conversely, multifamily construction rebounded, with this smaller market segment posting in a 17.8% increase to 357,000 units started. Permits for future building eased by 1.5%, a second small decrease, landing a 1.296 million (annual) units planned. All in all, not a great report, but of course reflective of the difficult period from which we seem to be emerging... and of course, winter months aren’t often the best for construction.

That said, some optimism about housing should have come from the report on sales of new homes for February A 4.9% increase in sales was tallied for the month, and as these sales are logged when a contract is signed, it is a figure reflective of recent demand. The increase pushed the annualized rate of...

(Continued on page 4)

Santa Clara County Homes - Median & Average Prices & Sales
(3-month moving average—prices in $1000's)

![Graph](Image)

Santa Clara County - March 2019

<table>
<thead>
<tr>
<th>Cities</th>
<th>Median</th>
<th>Average</th>
<th>Sales</th>
<th>Pend</th>
<th>Inven</th>
<th>DOI</th>
<th>SP/LP</th>
<th>Med</th>
<th>Ave</th>
<th>Sales</th>
<th>Pend</th>
<th>Inven</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCC</td>
<td>$1,300,000</td>
<td>$1,515,290</td>
<td>709</td>
<td>856</td>
<td>1,042</td>
<td>44</td>
<td>101.3%</td>
<td>-10.3%</td>
<td>-13.2%</td>
<td>-17.3%</td>
<td>-10.8%</td>
<td>101.9%</td>
</tr>
<tr>
<td>Campbell</td>
<td>$1,505,000</td>
<td>$1,668,110</td>
<td>27</td>
<td>15</td>
<td>19</td>
<td>21</td>
<td>102.6%</td>
<td>0.3%</td>
<td>8.7%</td>
<td>17.4%</td>
<td>-34.8%</td>
<td>35.7%</td>
</tr>
<tr>
<td>Cupertino</td>
<td>$2,115,000</td>
<td>$2,294,820</td>
<td>14</td>
<td>23</td>
<td>32</td>
<td>69</td>
<td>103.6%</td>
<td>-11.9%</td>
<td>-11.3%</td>
<td>-33.3%</td>
<td>0%</td>
<td>220.0%</td>
</tr>
<tr>
<td>Gilroy</td>
<td>$832,000</td>
<td>$867,515</td>
<td>33</td>
<td>54</td>
<td>56</td>
<td>51</td>
<td>99.3%</td>
<td>6.0%</td>
<td>4.9%</td>
<td>-23.3%</td>
<td>-14.3%</td>
<td>40.0%</td>
</tr>
<tr>
<td>Los Alisos</td>
<td>$3,552,500</td>
<td>$3,426,370</td>
<td>16</td>
<td>17</td>
<td>42</td>
<td>79</td>
<td>101.6%</td>
<td>2.2%</td>
<td>5.7%</td>
<td>-42.9%</td>
<td>-32.0%</td>
<td>320.0%</td>
</tr>
<tr>
<td>Los Altos Hills</td>
<td>$3,984,000</td>
<td>$3,894,000</td>
<td>1</td>
<td>3</td>
<td>22</td>
<td>660</td>
<td>96.6%</td>
<td>-28.7%</td>
<td>-28.8%</td>
<td>-75.0%</td>
<td>-70.0%</td>
<td>22.2%</td>
</tr>
<tr>
<td>Los Gatos</td>
<td>$2,130,000</td>
<td>$2,264,910</td>
<td>34</td>
<td>47</td>
<td>70</td>
<td>62</td>
<td>96.6%</td>
<td>0.5%</td>
<td>0.0%</td>
<td>37.0%</td>
<td>11.9%</td>
<td>4.5%</td>
</tr>
<tr>
<td>Milpitas</td>
<td>$1,040,000</td>
<td>$1,180,500</td>
<td>27</td>
<td>17</td>
<td>32</td>
<td>36</td>
<td>100.4%</td>
<td>-13.7%</td>
<td>-13.6%</td>
<td>35.0%</td>
<td>-22.7%</td>
<td>220.0%</td>
</tr>
<tr>
<td>Monte Sereno</td>
<td>$3,760,000</td>
<td>$3,760,000</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0.0%</td>
<td>0.0%</td>
<td>0.0%</td>
<td>100.0%</td>
<td>-100.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Morgan Hill</td>
<td>$971,000</td>
<td>$1,095,430</td>
<td>34</td>
<td>49</td>
<td>64</td>
<td>56</td>
<td>99.3%</td>
<td>-2.9%</td>
<td>-2.8%</td>
<td>-3.0%</td>
<td>-30.0%</td>
<td>82.9%</td>
</tr>
<tr>
<td>Mountain View</td>
<td>$2,555,000</td>
<td>$2,507,080</td>
<td>12</td>
<td>18</td>
<td>29</td>
<td>73</td>
<td>99.9%</td>
<td>0.2%</td>
<td>-0.8%</td>
<td>-42.9%</td>
<td>5.9%</td>
<td>383.3%</td>
</tr>
<tr>
<td>Palo Alto</td>
<td>$2,831,000</td>
<td>$3,073,340</td>
<td>29</td>
<td>22</td>
<td>48</td>
<td>50</td>
<td>102.7%</td>
<td>-16.1%</td>
<td>-19.7%</td>
<td>-25.6%</td>
<td>-21.4%</td>
<td>92.0%</td>
</tr>
<tr>
<td>San Jose</td>
<td>$1,125,000</td>
<td>$1,226,790</td>
<td>370</td>
<td>448</td>
<td>446</td>
<td>38</td>
<td>101.2%</td>
<td>-10.7%</td>
<td>-7.6%</td>
<td>-16.1%</td>
<td>-12.5%</td>
<td>127.6%</td>
</tr>
<tr>
<td>Santa Clara</td>
<td>$1,370,000</td>
<td>$1,408,610</td>
<td>50</td>
<td>39</td>
<td>50</td>
<td>30</td>
<td>102.7%</td>
<td>-14.4%</td>
<td>-12.8%</td>
<td>-27.6%</td>
<td>-7.1%</td>
<td>177.8%</td>
</tr>
<tr>
<td>Saratoga</td>
<td>$2,875,000</td>
<td>$2,919,380</td>
<td>16</td>
<td>24</td>
<td>64</td>
<td>120</td>
<td>102.7%</td>
<td>4.5%</td>
<td>12.1%</td>
<td>-36.0%</td>
<td>-20.0%</td>
<td>68.4%</td>
</tr>
<tr>
<td>Sunnyvale</td>
<td>$1,788,000</td>
<td>$1,818,780</td>
<td>37</td>
<td>54</td>
<td>41</td>
<td>33</td>
<td>102.7%</td>
<td>-14.9%</td>
<td>-10.0%</td>
<td>-21.3%</td>
<td>-3.8%</td>
<td>88.4%</td>
</tr>
</tbody>
</table>

Laurie Hansen
InterReal Estate Services
5509 Silver Creek Valley Road
San Jose, CA 95136
(408) 218-6222
Thansen@interrealestate.com
CA BRE #00757662
## Market Statistics

### Trends at a Glance
(Single-family Homes)

<table>
<thead>
<tr>
<th></th>
<th>Mar 19</th>
<th>Month %</th>
<th>Feb 19</th>
<th>Year %</th>
<th>Mar 18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Price</strong></td>
<td>$1,300,000</td>
<td>10.6%</td>
<td>$1,175,000</td>
<td>-10.3%</td>
<td>$1,450,000</td>
</tr>
<tr>
<td><strong>Average Price</strong></td>
<td>$1,515,290</td>
<td>3.7%</td>
<td>$1,460,750</td>
<td>-13.2%</td>
<td>$1,745,230</td>
</tr>
<tr>
<td><strong>Home Sales</strong></td>
<td>709</td>
<td>47.1%</td>
<td>482</td>
<td>-17.3%</td>
<td>857</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>856</td>
<td>12.3%</td>
<td>762</td>
<td>-10.8%</td>
<td>960</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>1,042</td>
<td>13.6%</td>
<td>917</td>
<td>101.9%</td>
<td>516</td>
</tr>
<tr>
<td><strong>Sale/List Price Ratio</strong></td>
<td>101.3%</td>
<td>0.2%</td>
<td>101.1%</td>
<td>-9.9%</td>
<td>112.4%</td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td>27</td>
<td>-15.9%</td>
<td>32</td>
<td>72.9%</td>
<td>16</td>
</tr>
<tr>
<td><strong>Days of Inventory</strong></td>
<td>44</td>
<td>-14.2%</td>
<td>51</td>
<td>144.1%</td>
<td>18</td>
</tr>
</tbody>
</table>

### (Condominiums)

<table>
<thead>
<tr>
<th></th>
<th>Mar 19</th>
<th>Month %</th>
<th>Feb 19</th>
<th>Year %</th>
<th>Mar 18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Price</strong></td>
<td>$850,000</td>
<td>3.0%</td>
<td>$825,000</td>
<td>-5.6%</td>
<td>$900,000</td>
</tr>
<tr>
<td><strong>Average Price</strong></td>
<td>$896,876</td>
<td>0.6%</td>
<td>$891,143</td>
<td>-9.9%</td>
<td>$994,882</td>
</tr>
<tr>
<td><strong>Home Sales</strong></td>
<td>250</td>
<td>36.6%</td>
<td>183</td>
<td>-20.4%</td>
<td>314</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>378</td>
<td>18.9%</td>
<td>318</td>
<td>3.6%</td>
<td>365</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>477</td>
<td>13.3%</td>
<td>421</td>
<td>284.7%</td>
<td>124</td>
</tr>
<tr>
<td><strong>Sale/List Price Ratio</strong></td>
<td>100.6%</td>
<td>-0.1%</td>
<td>100.7%</td>
<td>-13.3%</td>
<td>116.1%</td>
</tr>
<tr>
<td><strong>Days on Market</strong></td>
<td>30</td>
<td>-19.9%</td>
<td>37</td>
<td>222.9%</td>
<td>9</td>
</tr>
<tr>
<td><strong>Days of Inventory</strong></td>
<td>57</td>
<td>-7.8%</td>
<td>62</td>
<td>383.2%</td>
<td>12</td>
</tr>
</tbody>
</table>

---

**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.

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**Santa Clara County Condos - Median & Average Prices & Sales**

(3-month moving average—prices in $000's)

---

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.
Mortgage rates are down and consumers are noticing. Even without this week's drop in rates, applications for both purchase and refinancing are running at the best levels in a year, according to the Mortgage Bankers Association of America, and that doesn't even yet reflect the considerable decline in rates from this week.

Of course, by the time the news hits the headlines and consumers digest it and react, markets are already changing. Although not a huge rebound, the underlying interest rates that influence fixed-rate mortgages have firmed up in the last couple of days. As such, we expect that the big decline in rates reported this week -- the largest one-week drop in 10 years' time -- will be partially eradicated with a small rise in rates next week. At the moment, we're of the mind that the increase will be 5-7 basis points, but with a slew of new data on tap to drive the markets in the next four days, there's a chance for a bit more or less.
Quick Summary of Comparable Properties

Residential Summary

<table>
<thead>
<tr>
<th>ACTIVE</th>
<th>Address</th>
<th>City</th>
<th>Bd</th>
<th>Ba</th>
<th>DOM</th>
<th>SqFt</th>
<th>$/SqFt</th>
<th>Lot (SF)</th>
<th>List Price Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>309 Burning Tree Drive</td>
<td>San Jose</td>
<td>4</td>
<td>4/0</td>
<td>34</td>
<td>2,447</td>
<td>$480.18</td>
<td>6,204 (sf)</td>
<td>$1,175,000</td>
<td>49</td>
</tr>
<tr>
<td>6134 Escondido Court</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>12</td>
<td>1,715</td>
<td>$669.97</td>
<td>5,948 (sf)</td>
<td>$1,149,000</td>
<td>53</td>
</tr>
<tr>
<td>275 Los Palmos Way</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>19</td>
<td>1,939</td>
<td>$502.84</td>
<td>6,309 (sf)</td>
<td>$975,000</td>
<td>51</td>
</tr>
</tbody>
</table>

# Listings: 3 | AVG VALUES: 22 | 2,034 | $551.00 | 6,154 (sf) | $1,099,667 | 51 |

CONTINGENT

<table>
<thead>
<tr>
<th>CONTINGENT</th>
<th>Address</th>
<th>City</th>
<th>Bd</th>
<th>Ba</th>
<th>DOM</th>
<th>SqFt</th>
<th>$/SqFt</th>
<th>Lot (SF)</th>
<th>List Price Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>260 Los Palmos Way</td>
<td>San Jose</td>
<td>5</td>
<td>2/1</td>
<td>102</td>
<td>2,181</td>
<td>$549.75</td>
<td>6,147 (sf)</td>
<td>$1,199,000</td>
<td>49</td>
</tr>
<tr>
<td>6297 Solano Drive</td>
<td>San Jose</td>
<td>4</td>
<td>2/1</td>
<td>13</td>
<td>2,124</td>
<td>$494.35</td>
<td>6,109 (sf)</td>
<td>$1,050,000</td>
<td>47</td>
</tr>
</tbody>
</table>

# Listings: 2 | AVG VALUES: 58 | 2,153 | $522.05 | 6,128 (sf) | $1,124,500 | 48 |

PENDING

<table>
<thead>
<tr>
<th>PENDING</th>
<th>Address</th>
<th>City</th>
<th>Bd</th>
<th>Ba</th>
<th>DOM</th>
<th>SqFt</th>
<th>$/SqFt</th>
<th>Lot (SF)</th>
<th>List Price Age</th>
</tr>
</thead>
<tbody>
<tr>
<td>6690 San Anselmo Way</td>
<td>San Jose</td>
<td>3</td>
<td>2/0</td>
<td>7</td>
<td>1,452</td>
<td>$619.83</td>
<td>7,847 (sf)</td>
<td>$899,999</td>
<td>50</td>
</tr>
<tr>
<td>6427 Camino Verde Drive</td>
<td>San Jose</td>
<td>3</td>
<td>2/0</td>
<td>6</td>
<td>1,583</td>
<td>$567.91</td>
<td>6,041 (sf)</td>
<td>$899,000</td>
<td>49</td>
</tr>
<tr>
<td>6314 Nepo Dr</td>
<td>San Jose</td>
<td>4</td>
<td>2/1</td>
<td>6</td>
<td>2,050</td>
<td>$598.44</td>
<td>6,186 (sf)</td>
<td>$999,000</td>
<td>50</td>
</tr>
</tbody>
</table>

# Listings: 2 | AVG VALUES: 7 | 1,518 | $593.87 | 6,944 (sf) | $899,500 | 50 |

SOLD

<table>
<thead>
<tr>
<th>SOLD</th>
<th>Address</th>
<th>City</th>
<th>Bd</th>
<th>Ba</th>
<th>DOM</th>
<th>SqFt</th>
<th>$/SqFt</th>
<th>Lot (SF)</th>
<th>List Price Age</th>
<th>Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>6314 Camino Verde Drive</td>
<td>San Jose</td>
<td>4</td>
<td>2/1</td>
<td>6</td>
<td>2,124</td>
<td>$588.51</td>
<td>6,253 (sf)</td>
<td>$1,098,000</td>
<td>47</td>
<td></td>
</tr>
<tr>
<td>253 Los Palmos Way</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>1</td>
<td>1,503</td>
<td>$655.36</td>
<td>7,273 (sf)</td>
<td>$964,950</td>
<td>49</td>
<td></td>
</tr>
<tr>
<td>6725 Cielilo Way</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>12</td>
<td>1,495</td>
<td>$652.17</td>
<td>6,000 (sf)</td>
<td>$1,050,000</td>
<td>49</td>
<td></td>
</tr>
<tr>
<td>6637 San Anselmo Way</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>3</td>
<td>2,010</td>
<td>$472.64</td>
<td>5,972 (sf)</td>
<td>$950,000</td>
<td>44</td>
<td></td>
</tr>
<tr>
<td>6502 Pemba Drive</td>
<td>San Jose</td>
<td>4</td>
<td>2/1</td>
<td>14</td>
<td>1,601</td>
<td>$582.76</td>
<td>6,544 (sf)</td>
<td>$949,888</td>
<td>49</td>
<td></td>
</tr>
<tr>
<td>6303 Nepo Drive</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>39</td>
<td>1,657</td>
<td>$557.03</td>
<td>6,500 (sf)</td>
<td>$948,000</td>
<td>49</td>
<td></td>
</tr>
<tr>
<td>265 Dondero Way</td>
<td>San Jose</td>
<td>4</td>
<td>2/0</td>
<td>9</td>
<td>1,503</td>
<td>$599.47</td>
<td>6,000 (sf)</td>
<td>$899,000</td>
<td>49</td>
<td></td>
</tr>
</tbody>
</table>

# Listings: 7 | AVG VALUES: 12 | 1,699 | $586.85 | 6,363 (sf) | $979,977 | 48 |

# Listings Total: 14 | AVG VALUES FOR ALL: 20 | 1,810 | $570.91 | 6,368 (sf) | $1,014,774 | 49 |

The above information is deemed to be accurate but not guaranteed.

4/22/2019

Presented By: Laurene Hansen, Phone: (408) 218-6222