President’s Message

Hello Neighbors!

Happy June! If you have not seen the updates on Facebook and are wondering when the pools will open, we are ready as soon as restrictions are lifted. Based on CDC recommendations, we believe we can open safely following their guidelines. We have sent requests to the governor, mayor, health department, county and city officials to plead our case. If you would like to have your voice heard, contact email addresses for county leaders are on the Facebook page.

Over the last 12 months, our electricity bill was over $37,000 and continues to grow each year. During the June 15th Board meeting, we will be talking about options to install solar at the club. We hope after that meeting we can send the options to our members so you can vote on how we should proceed.

Hope we get the chance to see you at the pool soon!

Terrie Jacopi
RSTSRC Board President

JUNE BOARD MEETING
All members are welcome to attend this month’s meeting either socially-distanced in the Hall or virtually via Zoom on Monday, May 15, at 7 pm.
https://us02web.zoom.us/j/86918861955 / Meeting ID: 869 1886 1955

SECOND QUARTER DUES ARE PAST DUE
Second Quarter Dues were due on April 1. 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 15th 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.

It is vital that the club keeps current records of its members. If your household members or mailing address have changed, or the club does not have your email address, please call or email the office with an update.

ranchosantateresa.org • www.facebook.com/RanchoST
286 Sorrento Way, San Jose, CA 95119 • phone 408-227-5758 • office@ranchosantateresa.org
Sea Otters,

We know this Season isn’t yet what we hoped it would be, but as promised, we have fun memorabilia to commemorate this unique year.

We are thrilled to announce the 2020 Spirit Shirt is available for purchase, now, through June 14th. We chose a fun, swimmer design (Congrats Kaelie Taylor!), that truly speaks to the 2020 Season. You’ll find the design and ordering details, and options for shirts, sizes and pricing, in the attached form and on the Sea Otters website. A few things to note:

• All orders will be processed through the Sea Otters website, TeamUnify platform. Instructions on how to place your order are on the form.
• We are “kludging” the TeamUnify platform in order to sell the shirts safely. You will be asked to register ONE swimmer before you place your order. There is NO FEE for the swimmer registration. You will only pay for the shirts. The registration is what is required in order to then purchase as many shirts as you like.
• We aren’t accepting cash/check for orders to reduce contact between our Board and swim families.
• We hope you will buy shirts for all of the Sea Otters fans in your life. Shirt sales are also a team fundraiser.
• The women’s v-neck option has the design on the back, just like the crewneck.
• If you know of a family who may not be getting our emails, please forward this email to them. You will also find details on our Facebook page. And be sure to continue to check the Sea Otters Facebook page throughout June, as we’ll be announcing another commemorative 2020 item, great for your water bottle, laptops or scrapbooks.

And finally, your Board still hopes to create some kind of modified Season as soon as the SIP orders are lifted, and the pool is open. We’ll keep you posted.

Be well and stay safe & healthy!

If you have any questions, please contact me, Stacy Valenta, at chair.stseaotters@gmail.com.

Stacy Valenta
Sea Otters President
NOTE: ALL GROUPS AND CLASSES CURRENTLY CANCELLED

**Free Weekly Activities**

**MORNING LAP SWIM**
Monday, Wednesday, Friday • 5 - 7 am
Please email the office to register.

**FRIDAY COFFEE CLUB**
Would you like to be part of our Senior Friday Coffee Club? Then come on over! Enter through the front entrance of the Hall any Friday at 10 am. The fun lasts from approximately 10 am to 12:30 pm. We serve coffee and snacks every week. 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. Some members don’t play the games but attend just for the fellowship; that’s okay too! We occasionally go on field trips to play bocce ball or try out a different restaurant; all you have to do is show up and be ready to have fun!

**Monthly Events**

**POKER NIGHT**
Third Friday of each month • Next Date: TBD
All HOA and Associate Members who are 21+ are welcome to join us to play Texas Hold’em in the Lounge at 7 pm. Buy-in is $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).

**Classes Available**

**STRENGTH AND STRETCH**
NEXT SESSION: TBD
12 Classes • 6 to 7 pm
$65 members / $75 non-members (payable in advance)
Contact Sandra, 25-Year Certified Fitness Instructor
408-205-8368 or sandra.godsdivinecreation@comcast.net
Bring 3- to 10-lb weights and a floor mat.

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

---

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

Experience Knowledge Service Results
### Summarized Profit & Loss Budget vs Actual
**January - April, 2020**

<table>
<thead>
<tr>
<th></th>
<th>Actual</th>
<th>Budget</th>
<th>over Budget</th>
<th>% of Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 4000 Dues and Assessments</td>
<td>$157,703.33</td>
<td>$149,176.00</td>
<td>$8,527.33</td>
<td>105.72%</td>
</tr>
<tr>
<td>Total 4100 Member Lesson Income</td>
<td>$35.00</td>
<td>$65.00</td>
<td>$(30.00)</td>
<td>53.85%</td>
</tr>
<tr>
<td>Total 4200 Nonmember Lesson Income</td>
<td>$11,001.00</td>
<td>$15,576.00</td>
<td>$(4,575.00)</td>
<td>70.63%</td>
</tr>
<tr>
<td>Total 4300 Member Rental Income</td>
<td>$3,020.00</td>
<td>$2,575.00</td>
<td>$445.00</td>
<td>117.28%</td>
</tr>
<tr>
<td>Total 4500 Interest on Operating Funds</td>
<td>$519.25</td>
<td>$1,032.00</td>
<td>$(512.75)</td>
<td>50.31%</td>
</tr>
<tr>
<td>Total 4800 Other Ordinary Income</td>
<td>$756.00</td>
<td>$660.00</td>
<td>$96.00</td>
<td>114.55%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>$173,034.58</td>
<td>$169,084.00</td>
<td>$3,950.58</td>
<td>102.34%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total 5000 Gross Payroll</td>
<td>$13,255.04</td>
<td>$20,766.00</td>
<td>$(7,510.96)</td>
<td>63.83%</td>
</tr>
<tr>
<td>Total 5100 Payroll Related Expenses</td>
<td>$2,122.14</td>
<td>$4,153.19</td>
<td>$(2,031.05)</td>
<td>51.10%</td>
</tr>
<tr>
<td>Total 5600 Social Event Expenses</td>
<td>$293.62</td>
<td>$226.00</td>
<td>$67.62</td>
<td>129.92%</td>
</tr>
<tr>
<td>Total 5800 Other Member Services</td>
<td>$ -</td>
<td>$50.00</td>
<td>$(50.00)</td>
<td>0.00%</td>
</tr>
<tr>
<td>Total 6000 Professional Services</td>
<td>$2,410.50</td>
<td>$2,550.00</td>
<td>$(139.50)</td>
<td>94.53%</td>
</tr>
<tr>
<td>Total 6100 Other Outside Services</td>
<td>$14,282.50</td>
<td>$8,168.00</td>
<td>$6,114.50</td>
<td>174.86%</td>
</tr>
<tr>
<td>Total 6200 Insurance</td>
<td>$10,207.36</td>
<td>$10,376.00</td>
<td>$(168.64)</td>
<td>98.37%</td>
</tr>
<tr>
<td>Total 6300 Bank Fees</td>
<td>$195.35</td>
<td>$84.00</td>
<td>$111.35</td>
<td>232.56%</td>
</tr>
<tr>
<td>Total 6500 General Office Expenses</td>
<td>$1,113.82</td>
<td>$3,207.00</td>
<td>$(2,093.18)</td>
<td>34.73%</td>
</tr>
<tr>
<td>Total 6800 Taxes and Licenses</td>
<td>$1,332.60</td>
<td>$1,185.00</td>
<td>$147.60</td>
<td>112.46%</td>
</tr>
<tr>
<td>Total 7000 Building and Hall Maintenance</td>
<td>$42,451.66</td>
<td>$9,525.00</td>
<td>$32,926.66</td>
<td>445.69%</td>
</tr>
<tr>
<td>Total 7100 Pool Maintenance</td>
<td>$5,770.74</td>
<td>$5,000.00</td>
<td>$770.74</td>
<td>115.41%</td>
</tr>
<tr>
<td>Total 7200 Utilities</td>
<td>$22,431.10</td>
<td>$27,304.00</td>
<td>$(4,872.90)</td>
<td>82.15%</td>
</tr>
<tr>
<td>Total 7300 Reserve Funding</td>
<td>$12,000.00</td>
<td>$12,000.00</td>
<td>$ -</td>
<td>100.00%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$127,866.43</td>
<td>$104,594.19</td>
<td>$23,272.24</td>
<td>122.25%</td>
</tr>
<tr>
<td><strong>Net Operating Income</strong></td>
<td>$45,168.15</td>
<td>$64,489.81</td>
<td>$(19,321.66)</td>
<td>70.04%</td>
</tr>
</tbody>
</table>
General Club Information

BOARD OF DIRECTORS
Terrie Jacopi, President
Arian Collen, Vice President
Vic Haddad, Treasurer
Michael Kirtland, Co-Treasurer
Stacy Valenta, Secretary
Chris Seipert, Board Member
Melvin Dahlgren, Board Member
directors@ranchosantateresa.org

NEXT BOARD MEETING
JUNE 15
See information on page 1.

OFFICE STAFF
Luke Brown, Facilities Manager
Maintenance and repairs
Barbara Walker, Office Manager
dues, rentals, membership applications, HOA packets
office@ranchosantateresa.org
Christine Francis, Club Coordinator
key fobs, household data sheets
clubmanager@ranchosantateresa.org
Amy Raczkowski, Office Coordinator
newsletter, website updates

OFFICE CURRENTLY CLOSED TO WALK-INS
E-Mail & Voicemail Managed Remotely
Tues • 10 am - Noon

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
Thursdays at 7:15 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
The Real Estate Report

Sales & Inventory Plunge in April

Sales of single-family, re-sale homes tanked 35.8% in April compared to last year. I think we all expected this amidst the Covid-19 pandemic. Home sales were down 9.6% compared to March. There were 353 homes sold in Santa Clara County last month. The average since 2000 is 987.

We expect home sales to continue dropping for the next two months.

Inventory of single-family, re-sale homes was down 38.7% compared to last year. That is the eighth month in a row inventory has been lower than the year before. As of May 5th, there were 843 homes for sale in Santa Clara County. The average since January 2000 is 2,703.

The median sales price for single-family, re-sale homes in April was up 6.9% compared to last year. The average sales price was off 0.8% year-over-year.

The sales price to list price ratio dropped to 103.2% from 105.5%.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, rose eleven days to 44 days compared to March. The average since 2003 is 69.

It took only sixteen days to sell a home last month. That is the time from when a home is listed for sale to when it goes into contract.

The median sales price for condos was down 3.5% from last April. The average sales price fell 1.2% year-over-year.

Condo sales were down 40.5% year-over-year. There were 203 condos sold in April.

The sales price to list price ratio fell to 102.1% from 102.6%.

Condo inventory dropped 39.6% from last April.

As of May 5th, there were 359 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory rose to fifty-one from twenty-nine.

It took an average of fifteen 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.

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May 1, 2020 – The figures coming in continue to be truly staggering, and not just in the United States. The Eurozone GDP figure for the first quarter of 2020 was released this week, and the 3.8% decline from the first quarter was the largest ever for the European Union tracking series, which dates to 1995. This translates to an annualized 14.4% decline, so the drop-off was quite severe, and far in excess of the decline in the U.S., which posted its own sharp contraction with a 4.8% annualized drop in GDP for the same period.

The housing market will struggle to provide any contribution to economic growth for at least a time, although some sales are taking place. The National Association of Realtors reported their Pending Home Sales Index for April, and the figure didn’t drop to zero, but rather showed a 20.8% month-to-month decline in activity from March as well as a 16.5% decline from the same period a year ago. It is the height of the spring housing market season, and while workarounds, virtual open houses and more will help support activity and sales, it’s a bally process and not as familiar for many potential buyers and sellers, and only the most motivated participants will try to engage it.

Still, the Mortgage Bankers Association noted that applications for purchase-money mortgages were up in the week ending April 24, with the 11.6% gain a second consecutive increase. This was the first back-to-back gain since the first two weeks of the year, and at least shows a little sign of life. Applications for refinancing slipped, but as mortgage rates dropped to new “all time” lows this week again, odds favor that at least some homeowners with jobs and not having trouble making existing payments may jump in to the market. How many fit this population is unclear; lots of in-place mortgages have interest rates not all that far from today’s levels.

In most areas, construction has been considered an “essential” function, so many projects continued apace. Construction spending increased in March, rising 0.9%, powered higher by outlays for residential structures (+2.3%) and public-works spending (+1.6%). Commercial, retail and industrial outlays declined by 1.3% and those sectors will likely continue to be a drag as offices and stores remain empty.

(Continued on page 4)
### Market Statistics

<table>
<thead>
<tr>
<th></th>
<th>Apr 20</th>
<th>Month %</th>
<th>Mar 20</th>
<th>Year %</th>
<th>Apr 19</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Median Price</strong></td>
<td>$818,000</td>
<td>3.7%</td>
<td>$789,000</td>
<td>-3.8%</td>
<td>$850,000</td>
</tr>
<tr>
<td><strong>Average Price</strong></td>
<td>$903,299</td>
<td>4.7%</td>
<td>$862,865</td>
<td>-1.2%</td>
<td>$914,622</td>
</tr>
<tr>
<td><strong>Home Sales</strong></td>
<td>203</td>
<td>29.5%</td>
<td>288</td>
<td>-40.5%</td>
<td>341</td>
</tr>
<tr>
<td><strong>Pending Sales</strong></td>
<td>215</td>
<td>27.9%</td>
<td>298</td>
<td>-40.3%</td>
<td>360</td>
</tr>
<tr>
<td><strong>Active Listings</strong></td>
<td>359</td>
<td>29.6%</td>
<td>277</td>
<td>-39.6%</td>
<td>594</td>
</tr>
<tr>
<td><strong>Sale/List Price Ratio</strong></td>
<td>102.1%</td>
<td>-0.5%</td>
<td>102.6%</td>
<td>-0.8%</td>
<td>101.3%</td>
</tr>
</tbody>
</table>

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

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

<table>
<thead>
<tr>
<th></th>
<th>Median</th>
<th>Average</th>
<th>Sales</th>
<th>Pend</th>
<th>Inven</th>
<th>DOI</th>
<th>S/LP</th>
<th>Avg</th>
<th>Ave</th>
<th>Sales</th>
<th>Pend</th>
<th>Inven</th>
</tr>
</thead>
<tbody>
<tr>
<td>SCDA</td>
<td>$818,000</td>
<td>$903,299</td>
<td>203</td>
<td>215</td>
<td>239</td>
<td>51</td>
<td>102.1%</td>
<td>-3.8%</td>
<td>-1.2%</td>
<td>-40.5%</td>
<td>-40.3%</td>
<td>-33.6%</td>
</tr>
<tr>
<td>Campbell</td>
<td>580,000</td>
<td>932,444</td>
<td>8</td>
<td>7</td>
<td>11</td>
<td>35</td>
<td>103.2%</td>
<td>9.8%</td>
<td>-10.1%</td>
<td>-36.4%</td>
<td>3.1%</td>
<td>403,000</td>
</tr>
<tr>
<td>Cupertino</td>
<td>1,290,000</td>
<td>1,378,786</td>
<td>5</td>
<td>5</td>
<td>7</td>
<td>41</td>
<td>105.6%</td>
<td>-6.3%</td>
<td>-2.8%</td>
<td>-50.0%</td>
<td>-63.6%</td>
<td>350.0%</td>
</tr>
<tr>
<td>Gilroy</td>
<td>-</td>
<td>-</td>
<td>0</td>
<td>3</td>
<td>4</td>
<td>0</td>
<td>0.0%</td>
<td>15.9%</td>
<td>-100.0%</td>
<td>25.0%</td>
<td>133.3%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Los Altos</td>
<td>2,200,000</td>
<td>2,200,000</td>
<td>1</td>
<td>3</td>
<td>4</td>
<td>116</td>
<td>100.1%</td>
<td>-27.4%</td>
<td>0.5%</td>
<td>300.0%</td>
<td>100.0%</td>
<td>-66.7%</td>
</tr>
<tr>
<td>Los Gatos</td>
<td>1,250,000</td>
<td>1,286,330</td>
<td>3</td>
<td>4</td>
<td>15</td>
<td>145</td>
<td>99.3%</td>
<td>15.6%</td>
<td>17.6%</td>
<td>-22.2%</td>
<td>0.0%</td>
<td>16.7%</td>
</tr>
<tr>
<td>Milpitas</td>
<td>940,000</td>
<td>900,500</td>
<td>10</td>
<td>16</td>
<td>19</td>
<td>55</td>
<td>103.4%</td>
<td>-22.3%</td>
<td>7.5%</td>
<td>28.6%</td>
<td>-34.5%</td>
<td>291.7%</td>
</tr>
<tr>
<td>Morgan Hill</td>
<td>650,000</td>
<td>617,250</td>
<td>12</td>
<td>25</td>
<td>12</td>
<td>29</td>
<td>99.9%</td>
<td>-13.5%</td>
<td>-7.6%</td>
<td>-25.0%</td>
<td>9.1%</td>
<td>500.0%</td>
</tr>
<tr>
<td>Mountain View</td>
<td>1,349,180</td>
<td>1,342,200</td>
<td>8</td>
<td>17</td>
<td>20</td>
<td>73</td>
<td>104.9%</td>
<td>-6.4%</td>
<td>7.0%</td>
<td>-48.3%</td>
<td>88.0%</td>
<td>154.5%</td>
</tr>
<tr>
<td>Palo Alto</td>
<td>1,500,000</td>
<td>1,502,860</td>
<td>7</td>
<td>7</td>
<td>11</td>
<td>46</td>
<td>99.3%</td>
<td>-43.9%</td>
<td>13.8%</td>
<td>-50.0%</td>
<td>40.0%</td>
<td>250.0%</td>
</tr>
<tr>
<td>San Jose</td>
<td>725,000</td>
<td>762,964</td>
<td>121</td>
<td>102</td>
<td>187</td>
<td>45</td>
<td>101.9%</td>
<td>-0.4%</td>
<td>0.8%</td>
<td>-19.9%</td>
<td>-41.7%</td>
<td>-37.0%</td>
</tr>
<tr>
<td>Santa Clara</td>
<td>1,229,500</td>
<td>1,194,690</td>
<td>16</td>
<td>12</td>
<td>35</td>
<td>63</td>
<td>101.8%</td>
<td>3.1%</td>
<td>27.7%</td>
<td>-34.6%</td>
<td>33.3%</td>
<td>344.4%</td>
</tr>
<tr>
<td>Saratoga</td>
<td>1,480,000</td>
<td>1,480,000</td>
<td>10</td>
<td>3</td>
<td>3</td>
<td>174</td>
<td>100.0%</td>
<td>-100.0%</td>
<td>7.5%</td>
<td>50.0%</td>
<td>0.0%</td>
<td>100.0%</td>
</tr>
<tr>
<td>Sunnyvale</td>
<td>1,085,000</td>
<td>1,158,700</td>
<td>10</td>
<td>11</td>
<td>22</td>
<td>78</td>
<td>103.8%</td>
<td>-5.5%</td>
<td>-1.6%</td>
<td>-11.1%</td>
<td>14.8%</td>
<td>211.1%</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.
- **S/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.
and closed, with significant concerns about how many will re-open once they are allowed to do so.

Mortgage rates slipped a little more than we expected this week, and appear to be settling down somewhat more, arguably for a number of reasons. Lenders are working through the surge of refinance business from March and don't need to price as defensively to meter in-bound business; recent announcements that give servicers some clarity as to their obligations to manage forbearance costs help, too, as does the change in regulation that allows Fannie Mae and Freddie Mac to purchase loans that have fallen into forbearance shortly after being originated. As well, the Fed's continuing pledge to purchase Treasuries and MBS in whatever amounts are needed to ensure market function completes the circle to a degree. Rates are low, and if a lender originates a loan that quickly soures, they won't be stuck with it; servicers with loans that have gone sour don't have obligations to forward payments to the loan's owner for longer than four months, and the level of new business coming in to lender doors (virtually, of course) is at a more manageable level. If all these components continue along,

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**Santa Clara County**

### Sales Year-to-Date 2020

<table>
<thead>
<tr>
<th>Year</th>
<th>Condo</th>
<th>Home</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>1,125</td>
<td>2,952</td>
</tr>
<tr>
<td>2007</td>
<td>1,665</td>
<td>2,529</td>
</tr>
<tr>
<td>2008</td>
<td>1,548</td>
<td>1,734</td>
</tr>
<tr>
<td>2009</td>
<td>1,340</td>
<td>2,693</td>
</tr>
<tr>
<td>2010</td>
<td>1,143</td>
<td>3,055</td>
</tr>
<tr>
<td>2011</td>
<td>587</td>
<td>2,752</td>
</tr>
<tr>
<td>2012</td>
<td>747</td>
<td>3,503</td>
</tr>
<tr>
<td>2013</td>
<td>903</td>
<td>3,069</td>
</tr>
<tr>
<td>2014</td>
<td>1,104</td>
<td>2,826</td>
</tr>
<tr>
<td>2015</td>
<td>1,456</td>
<td>2,938</td>
</tr>
<tr>
<td>2016</td>
<td>1,298</td>
<td>2,729</td>
</tr>
<tr>
<td>2017</td>
<td>1,154</td>
<td>2,608</td>
</tr>
<tr>
<td>2018</td>
<td>1,252</td>
<td>2,730</td>
</tr>
<tr>
<td>2019</td>
<td>1,161</td>
<td>2,023</td>
</tr>
<tr>
<td>2020</td>
<td>1,156</td>
<td>2,689</td>
</tr>
</tbody>
</table>

Information contained herein is deemed accurate and correct, but no warranty is implied or given.
FIRST IMPRESSIONS SELL.
With PINNACLE, no project is too big or too small. Your project coordinator will help you decide which services are needed, including but not limited to:

**Renovation Projects**
For anything that requires a hard hat or sledgehammer.
- New flooring
- New countertops
- Kitchen & bath improvements
- Updated HVAC and plumbing
- Roofing repairs

**Cosmetic Updates**
When all your home needs is a little TLC.
- Painting
- Professional staging
- Decluttering
- Window treatments
- Landscaping and fencing

**THE FINE PRINT.**
The PINNACLE home services program is available to home sellers who have a signed contract with an Intero agent. The design team, contractors, and home stagers offer fair costs, and payments are deferred until your home closes escrow. No hidden costs or fees. It's that simple.

**Elite Services**
Services that go above and beyond.
- Moving assistance
- Packing assistance
- Hauling, trash removal, and more
- Photography
- Settling-in services
- Senior services
- Deep cleaning