MAIN POOL & WADING POOL
CLOSED
FOR THE SEASON

BACK POOL
Temporarily Closed, re-opening soon

JACUZZI & TENNIS COURT HOURS
8 am - 10 pm
Children under 14 MUST be supervised by an ADULT in these pools at all times

OFFICE HOURS
Mon, Tues & Fri
10 am - Noon
SPECIAL HOURS:
CLOSED MON 1/20 MLK DAY,
OPEN WED 1/22 INSTEAD

JAN. CALENDAR
Page 6

GENERAL CLUB INFO
Page 7

KEY FOBS
Please contact Christine at clubmanager@ranchosantateresa.org to set up an appointment to receive your key fob for club access. You will need to be up-to-date on your dues, have an updated data sheet and photo on file and sign a waiver to receive your fob.

SUMMER CAMP SURVEY
Some members of Rancho Santa Teresa are considering hosting a summer camp for kids at the club. Are you looking for activities for your children this summer? Weigh in on the types of activities, hours, programming and pricing that would work for you. Fill out the survey at: https://www.surveymonkey.com/r/KHRQSWP

NOW HIRING
RSTSRC is looking to fill three positions immediately. Please send résumés and/or inquiries to directors@ranchosantateresa.org

Staff Manager - Manage lifeguard staff including hiring, training, scheduling & pay verification. Plan key summer events and activities. 40 hours/wk from June-Aug; Part-time (April, May, Sept); Must be available to work weekends and holidays.

Office Manager - Run the RSTSRC Office across the year, including processing member dues, paying bills, managing party reservation process, creating newsletters, create yearly member voting packages and answer member questions via email and telephone. Part-time year round. Must be over 18.

Handyperson/Facilities Assistant - Learn from and assist facilities manager fixing broken items and maintaining and improving overall club facilities. Part-time year round.

SUMMER LIFEGUARDING POSITIONS
Is your teen looking for a summer job? The application process for 2020 Lifeguards will open in February. A lifeguard certification/recertification class is planned to be offered at Rancho in March for anyone who is interested (priority given to 2020 Lifeguards). More details to come.

Lifeguards/Swim Lesson Instructors - Must be 15 years or older with Lifeguard, CPR/AED and Basic First Aid Certification before the season begins. Part-time April-Sept.

FIRST QUARTER 2020 DUES ARE NOW DUE
First Quarter dues were due on January 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
HELPING HANDS
Want to help with continued improvements around the club? We have several large projects coming up soon, including applying a non-stick surface around the pool. All hands on deck, literally! Text Luke at 408-802-5521 and let him know you are interested in upcoming projects.

BACK POOL CLOSURE - UPDATE
The back pool will be re-opened as soon as the new pool cover arrives. Once it is in place, the back pool will be re-heated. It will be the responsibility of members to uncover and re-cover it with each use to help conserve energy and keep heating costs down. We are hoping it will be done any day now!

SPRING/SUMMER HALL RENTALS
Considering hosting a graduation party or other spring/summer event in the Hall? Reserve your date soon! April, May and June dates are filling up.

Please note when considering dates: The Cabana Club League has set the schedule for next summer’s swim season. Please note that meets will be hosted at RSTSRC on May 16, May 30 and June 13. Any hall / lounge rentals or pool parties on those Saturdays cannot begin before 2 pm. Also, hall / lounge rentals will not be available on May 15, May 29 and June 12 as the kitchen will be in use on those Fridays to prep for the meet.

The Sea Otters want YOU...
...to join a Champs Committee!
We need all paws on deck to make Champs happen this summer, and there is a spot for every talent.

We are still looking for committee chairs for a few areas including Head Referee, Head Timer and Site Setup Coordinator.

We are also looking for a Fundraising Co-Lead or Committee Member to join the Sea Otters Board.

KEEP AN EYE OUT FOR REGISTRATION INFORMATION IN FEBRUARY!

For more information please contact
Sea Otters Chair Stacy Valenta at chair.stseaotters@gmail.com
- or - 2020 Champs Chair Ali Kiehn at ali_kiehn@yahoo.com
Free Weekly Activities

LAP SWIM
MORNING HOURS
Monday, Wednesday, Friday • 5 - 7 am
EVENING HOURS
Monday - Friday • 8 - 10 pm
Please email the office to register. The pool must be covered after evening lap swim is completed.

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
Upcoming Dates: 1/17, 2/21, 3/20
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 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).

Classes Available

STRENGTH AND STRETCH
CURRENT SESSION: January 7 - February 13
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
Book Sale

Santa Teresa Public Library

290 International Circle
Off of Santa Teresa Blvd

February 1st
10am-4pm
All kinds of Books and Media-Great Prices!!
Most under $1

Sponsored by Friends of Santa Teresa Library
info at: friendsofst@comcast.net
# Summarized Profit & Loss Budget vs Actual

**January - November 2019**

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Jan - Nov 19</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>4000 · Dues and Assessments</td>
<td>325,163.39</td>
<td>322,375.00</td>
<td>2,788.39</td>
<td>100.87%</td>
</tr>
<tr>
<td>4100 · Member Lesson Income</td>
<td>22,537.50</td>
<td>23,399.50</td>
<td>(862.00)</td>
<td>96.32%</td>
</tr>
<tr>
<td>4200 · Nonmember Lesson Income</td>
<td>50,632.50</td>
<td>46,244.00</td>
<td>4,388.50</td>
<td>109.49%</td>
</tr>
<tr>
<td>4300 · Member Rental Income</td>
<td>10,008.50</td>
<td>11,855.00</td>
<td>(1,846.50)</td>
<td>84.42%</td>
</tr>
<tr>
<td>4400 · Nonmember Rental Income</td>
<td>825.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4500 · Interest on Operating Funds</td>
<td>3,306.91</td>
<td>1,830.00</td>
<td>1,476.91</td>
<td>180.71%</td>
</tr>
<tr>
<td>4600 · Social Event Income</td>
<td>675.95</td>
<td>1,200.00</td>
<td>(524.05)</td>
<td>56.33%</td>
</tr>
<tr>
<td>4800 · Other Ordinary Income</td>
<td>3,798.50</td>
<td>1,830.00</td>
<td>1,968.50</td>
<td>207.57%</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>416,948.25</td>
<td>408,733.50</td>
<td>8,214.75</td>
<td>102.01%</td>
</tr>
<tr>
<td><strong>Expense</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5000 · Gross Payroll</td>
<td>95,961.82</td>
<td>116,131.00</td>
<td>(20,169.18)</td>
<td>82.63%</td>
</tr>
<tr>
<td>5100 · Payroll Related Expenses</td>
<td>14,675.45</td>
<td>20,739.85</td>
<td>(6,064.40)</td>
<td>70.76%</td>
</tr>
<tr>
<td>5200 · Member Lesson Expenses</td>
<td>12.75</td>
<td>0.00</td>
<td>12.75</td>
<td>100.0%</td>
</tr>
<tr>
<td>5600 · Social Event Expenses</td>
<td>5,632.50</td>
<td>8,151.07</td>
<td>(2,518.57)</td>
<td>69.1%</td>
</tr>
<tr>
<td>5800 · Other Member Services</td>
<td>2,644.69</td>
<td>3,810.00</td>
<td>(1,165.31)</td>
<td>69.41%</td>
</tr>
<tr>
<td>6000 · Professional Services</td>
<td>8,440.00</td>
<td>14,020.00</td>
<td>(5,580.00)</td>
<td>60.2%</td>
</tr>
<tr>
<td>6100 · Other Outside Services</td>
<td>28,486.75</td>
<td>31,885.00</td>
<td>(3,398.25)</td>
<td>89.34%</td>
</tr>
<tr>
<td>6200 · Insurance</td>
<td>25,508.01</td>
<td>25,942.00</td>
<td>(433.99)</td>
<td>98.33%</td>
</tr>
<tr>
<td>6300 · Bank Fees</td>
<td>328.59</td>
<td>180.00</td>
<td>148.59</td>
<td>182.55%</td>
</tr>
<tr>
<td>6500 · General Office Expenses</td>
<td>8,614.00</td>
<td>11,529.06</td>
<td>(2,915.06)</td>
<td>74.72%</td>
</tr>
<tr>
<td>6800 · Taxes and Licenses</td>
<td>14,695.99</td>
<td>10,849.00</td>
<td>3,846.99</td>
<td>135.46%</td>
</tr>
<tr>
<td>7000 · Building and Hall Maintenance</td>
<td>13,927.65</td>
<td>30,120.00</td>
<td>(16,192.35)</td>
<td>46.24%</td>
</tr>
<tr>
<td>7100 · Pool Maintenance</td>
<td>15,415.91</td>
<td>15,321.00</td>
<td>94.91</td>
<td>100.62%</td>
</tr>
<tr>
<td>7200 · Utilities</td>
<td>63,148.23</td>
<td>65,815.45</td>
<td>(2,667.22)</td>
<td>95.95%</td>
</tr>
<tr>
<td>7300 · Reserve Funding</td>
<td>52,701.00</td>
<td>52,701.00</td>
<td>0.00</td>
<td>100.0%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>350,193.34</td>
<td>407,194.43</td>
<td>(57,001.09)</td>
<td>86.0%</td>
</tr>
<tr>
<td><strong>Net Income/Expense</strong></td>
<td>66,754.91</td>
<td>1,539.07</td>
<td>65,215.84</td>
<td>4,337.35%</td>
</tr>
<tr>
<td>SUN</td>
<td>MON</td>
<td>TUES</td>
<td>WED</td>
<td>THU</td>
</tr>
<tr>
<td>-----</td>
<td>-----</td>
<td>------</td>
<td>-----</td>
<td>-----</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>2 Tennis 4-8 pm Lap Swim 8-10 pm</td>
<td>3 Lap Swim 5-7 am, 8-10 pm Coffee Club 10 am</td>
</tr>
<tr>
<td>5</td>
<td>6</td>
<td>7 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>8 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>9 Tennis 4-8 pm S &amp; S 6-7 pm Lap Swim 8-10 pm</td>
</tr>
<tr>
<td>12</td>
<td>13</td>
<td>14 S &amp; S 6-7 pm Lap Swim 8-10 pm SO Board Mtg 7 pm Lounge</td>
<td>15 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>16 S &amp; S 6-7 pm Tennis 4-8 pm Lap Swim 8-10 pm</td>
</tr>
<tr>
<td>19</td>
<td>20</td>
<td>21 S&amp;S 6-7 pm Lap Swim 8-10 pm Lounge Rental</td>
<td>22 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>23 Tennis 4-8 pm Lap Swim 8-10 pm</td>
</tr>
<tr>
<td>26</td>
<td>27</td>
<td>28 S&amp;S 6-7 pm Lap Swim 8-10 pm</td>
<td>29 Lap Swim 5-7 am, 8-10 pm Tennis 4-8 pm</td>
<td>30 Tennis 4-8 pm Lap Swim 8-10 pm</td>
</tr>
</tbody>
</table>

- **S & S:** Table Tennis
- **Lap Swim 5-7 am:** Lap Swimming in the morning
- **Lap Swim 8-10 pm:** Lap Swimming in the evening
- **Tennis:** Tennis games
- **Coffee Club:** Coffee Club events
- **Hall Rental:** Hall rental times
- **EXTRA OFFICE OPEN DAY:** Office closed
- **OFFICE CLOSED:** Office closed
- **MAIN POOL CLOSED FOR THE SEASON:** Main pool closed
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
Monday, January 27, 7 pm
in the Club Lounge

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

CURRENT OFFICE HOURS
Mon, Tues & Fri
10 am - Noon

PLEASE NOTE THAT
THE OFFICE WILL BE
CLOSED MON, JAN 20.
IT WILL BE OPEN
WED, JAN 22 INSTEAD

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

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!
The Real Estate Report

Sales Prices Continue to Fall, Sales Continue to Rise

The median sales price for single-family, re-sale homes in November was flat after being down for the past nine months in a row and eleven of the past thirteen months, year-over-year. It was up 2.2% from October.

The average sales price was down last month for the twelfth time in the past thirteen months, year-over-year. It fell 3.1%. It was down 2.3% compared to October.

The sales price to list price ratio rose to 100.2% from 100%.

Home sales dropped 10.3% from October, but they were up 1.5%, year-over-year. There were 730 homes sold in Santa Clara County last month. The average since 2000 is 987. Year-to-date, home sales are down 4.8%.

Inventory was down for the third month in a row, after being higher than the year before fifteen months in a row. It dropped 31.5% last month.

As of December 5th, there were 753 homes for sale in Santa Clara County. The average since January 2000 is 2,778.

Days of Inventory, or how long it would take to sell all homes listed for sale at the current rate of sales, fell 13 days to 30 days compared to October. The average since 2003 is 89.

It is taking thirty-three days to sell a home. That is the time from when a home is listed for sale to when it goes into contract.

The median sales price for condos fell 2.8% from October, and, it was down 6.8% from last November.

The average sales price fell 0.1% from October, and, it was down 4.2% from last November.

The sales price to list price ratio rose to 100.4% from 100%.

Condo inventory dropped 19.7% from last November.

As of December 5th, there were 367 condos for sale in Santa Clara County. The average since January 2000 is 757.

Days of inventory fell to thirty-four from forty-four.

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

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

Santa Clara County Homes: Sales Price/Listing Price Ratio

[Bar chart showing the percentage distribution of sales prices relative to listing prices from January to December 2019]

http://lauriehansen.rereport.com

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

Nov. 27, 2019 -- Low mortgage rates this year have helped revive what was a slowing housing market, especially once they cracked the 4% level back in the early summer. We learned this week that sales of new homes came in at 733,000 for October, a pretty solid figure if one 0.7% below September’s 2019 upwardly-revised (+32K) peak of 738,000. July’s total was also increased by 41K to 706,000 (annualized) homes sold, so the news here is quite positive. With inventories of existing homes for sale still drum-tight, more new stock needs to be built to help provide at least some outlet for the considerable unmet demand for houses. At the present rate of sales, there are about 5.3 months of available stock for prospective buyers to consider, a figure a little below optimal levels. That equates to 322,000 units built and ready for sale, a figure that increased by 10,000 units from September’s level and the first such increase since January. We learned last week that builders are adding new stock more quickly of late, with construction of new homes rising 3.8% for the month, so it may be that a faster pace of overall home sales will start to be seen as we wound our way into 2020.

Applications for new mortgages continue to wax and wane with interest rates. This week was a bit of wax, as overall applications rising by 1.5% in the week ending November 23. Applications for refinancing kicked higher by 4.2% while those for purchase-money mortgages dipped by 1.2%. For folks that may be interested, the new conforming loan limits for 2020 were announced this week and the 5.3% increase put the standard single-family limit at a whopping $510,400 -- and up to $765,000 in so-called “high-cost” areas. Twenty years ago, at the cusp of Y2K, the limit was just $252,700 -- about 31.4% of what the median price of an existing home is today ($280,000 in October). Even that 20-year old amount would have been enough loan to cover today’s purchase with a 10% down payment (a $252,180 loan amount).

Mortgage rates have been wobbling around in a fairly narrow range for weeks, and there is little reason to expect that pattern to be broken next week. Looking into next week, things look pretty flat, so we probably don’t see any move more in the average 30-year FRM rate reported by Freddie Mac next week than we did in this one, so expect perhaps a two basis point or so move in your choice of direction.

Santa Clara County Homes - Median & Average Prices & Sales
(3-month moving average—prices in $000’s)

<table>
<thead>
<tr>
<th>Cities</th>
<th>Median</th>
<th>Average</th>
<th>Sales</th>
<th>Pend</th>
<th>Inven</th>
<th>DOL</th>
<th>SP/LP</th>
</tr>
</thead>
<tbody>
<tr>
<td>SFC</td>
<td>$1,250,000</td>
<td>$1,498,620</td>
<td>730</td>
<td>820</td>
<td>753</td>
<td>30</td>
<td>100.2%</td>
</tr>
<tr>
<td>Campbell</td>
<td>$1,369,500</td>
<td>$1,492,790</td>
<td>18</td>
<td>19</td>
<td>22</td>
<td>35</td>
<td>99.4%</td>
</tr>
<tr>
<td>Cupertino</td>
<td>$2,250,000</td>
<td>$2,179,760</td>
<td>17</td>
<td>18</td>
<td>12</td>
<td>20</td>
<td>101.5%</td>
</tr>
<tr>
<td>Gilroy</td>
<td>$830,000</td>
<td>$926,482</td>
<td>32</td>
<td>59</td>
<td>78</td>
<td>71</td>
<td>98.5%</td>
</tr>
<tr>
<td>Los Altos</td>
<td>$3,412,500</td>
<td>$3,503,190</td>
<td>20</td>
<td>18</td>
<td>28</td>
<td>41</td>
<td>101.3%</td>
</tr>
<tr>
<td>Los Altos Hills</td>
<td>$3,420,000</td>
<td>$3,461,230</td>
<td>4</td>
<td>11</td>
<td>30</td>
<td>216</td>
<td>97.9%</td>
</tr>
<tr>
<td>Los Gatos</td>
<td>$1,967,500</td>
<td>$1,719,000</td>
<td>26</td>
<td>51</td>
<td>79</td>
<td>88</td>
<td>98.2%</td>
</tr>
<tr>
<td>Milpitas</td>
<td>$1,970,000</td>
<td>$1,025,450</td>
<td>19</td>
<td>20</td>
<td>11</td>
<td>17</td>
<td>90.1%</td>
</tr>
<tr>
<td>Morgan Hill</td>
<td>$1,085,000</td>
<td>$1,073,310</td>
<td>31</td>
<td>53</td>
<td>56</td>
<td>52</td>
<td>98.1%</td>
</tr>
<tr>
<td>Mountain View</td>
<td>$2,200,000</td>
<td>$2,262,280</td>
<td>17</td>
<td>17</td>
<td>12</td>
<td>20</td>
<td>99.6%</td>
</tr>
<tr>
<td>Palo Alto</td>
<td>$2,800,000</td>
<td>$3,099,730</td>
<td>30</td>
<td>29</td>
<td>50</td>
<td>48</td>
<td>100.0%</td>
</tr>
<tr>
<td>San Jose</td>
<td>$1,078,750</td>
<td>$1,146,500</td>
<td>384</td>
<td>404</td>
<td>270</td>
<td>28</td>
<td>100.4%</td>
</tr>
<tr>
<td>Saratoga</td>
<td>$2,550,000</td>
<td>$2,721,480</td>
<td>21</td>
<td>24</td>
<td>43</td>
<td>59</td>
<td>99.0%</td>
</tr>
<tr>
<td>Sunnyvale</td>
<td>$1,706,000</td>
<td>$1,600,340</td>
<td>46</td>
<td>37</td>
<td>15</td>
<td>9</td>
<td>102.2%</td>
</tr>
</tbody>
</table>

Laurie Hansen
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5609 Silver Creek Valley Road
San Jose, CA 95138
(408) 216-6222
lhansen@interorealestate.com
CA BRE #00757662
Market Statistics

Trends at a Glance
(Single-family Homes)

<table>
<thead>
<tr>
<th>Nov 19</th>
<th>Month %</th>
<th>Oct 19</th>
<th>Year %</th>
<th>Nov 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Price: $1,250,000</td>
<td>2.2%</td>
<td>$1,222,500</td>
<td>0.0%</td>
<td>$1,250,000</td>
</tr>
<tr>
<td>Average Price: $1,498,620</td>
<td>-2.3%</td>
<td>$1,533,470</td>
<td>-3.1%</td>
<td>$1,547,350</td>
</tr>
<tr>
<td>Home Sales: 730</td>
<td>-10.3%</td>
<td>814</td>
<td>1.5%</td>
<td>719</td>
</tr>
<tr>
<td>Pending Sales: 820</td>
<td>-6.9%</td>
<td>881</td>
<td>14.5%</td>
<td>716</td>
</tr>
<tr>
<td>Active Listings: 753</td>
<td>-10.6%</td>
<td>1,159</td>
<td>-31.5%</td>
<td>1,100</td>
</tr>
<tr>
<td>Sale/List Price Ratio: 100.2%</td>
<td>0.2%</td>
<td>100.0%</td>
<td>-0.2%</td>
<td>100.4%</td>
</tr>
<tr>
<td>Days on Market: 33</td>
<td>2.4%</td>
<td>32</td>
<td>9.1%</td>
<td>30</td>
</tr>
<tr>
<td>Days of Inventory: 30</td>
<td>-30.0%</td>
<td>43</td>
<td>-32.6%</td>
<td>44</td>
</tr>
</tbody>
</table>

(Condominiums)

<table>
<thead>
<tr>
<th>Nov 19</th>
<th>Month %</th>
<th>Oct 19</th>
<th>Year %</th>
<th>Nov 18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median Price: $782,500</td>
<td>-2.6%</td>
<td>$785,000</td>
<td>-6.8%</td>
<td>$840,000</td>
</tr>
<tr>
<td>Average Price: $865,025</td>
<td>-0.1%</td>
<td>$865,025</td>
<td>-4.2%</td>
<td>$903,214</td>
</tr>
<tr>
<td>Home Sales: 310</td>
<td>-11.4%</td>
<td>350</td>
<td>9.5%</td>
<td>283</td>
</tr>
<tr>
<td>Pending Sales: 346</td>
<td>-15.0%</td>
<td>407</td>
<td>21.0%</td>
<td>286</td>
</tr>
<tr>
<td>Active Listings: 357</td>
<td>-28.0%</td>
<td>510</td>
<td>-17.9%</td>
<td>447</td>
</tr>
<tr>
<td>Sale/List Price Ratio: 100.4%</td>
<td>0.4%</td>
<td>100.0%</td>
<td>-0.8%</td>
<td>101.2%</td>
</tr>
<tr>
<td>Days on Market: 38</td>
<td>8.7%</td>
<td>35</td>
<td>37.5%</td>
<td>28</td>
</tr>
<tr>
<td>Days of Inventory: 34</td>
<td>-21.5%</td>
<td>44</td>
<td>-25.0%</td>
<td>46</td>
</tr>
</tbody>
</table>

Santa Clara County Condos - Median & Average Prices & Sales
(3-month moving average—prices in $000's)

Santa Clara County - November 2019

<table>
<thead>
<tr>
<th>Condominiums</th>
<th>Prices</th>
<th>% Change from Year Before</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cities</td>
<td>Median</td>
</tr>
</tbody>
</table>
| SFR           | SCV    | $1,250 | $1,222 | 730  | 820  | 753   | 100 | 100   | -6.6% | -4.2% | 9.5% | 21.0% | -17.9% |}
| Campbell      | $820   | 1,000 | 865 | 411 | 40 | 350 | 100 | 100 | 9.8% | 15.0% | 30.4% | 9.1% | 400.0% |}
| Cupertino     | $1,240 | 1,264 | 400 | 10 | 9 | 17 | 100 | 100 | -6.3% | -11.7% | -50.0% | -63.6% | 350.0% |}
| Gilroy        | $577  | 577  | 2 | 3 | 5 | 73 | 100 | 100 | 15.8% | 7.5% | 25.3% | 133.3% | 100.0% |}
| Los Altos     | $1,744 | 1,726 | 4 | 3 | 5 | 24 | 100 | 100 | -27.4% | 18.3% | 100.0% | 100.0% | 65.7% |}
| Los Gatos     | $1,170 | 1,070 | 4 | 2 | 9 | 33 | 97 | 100 | -19.6% | 6.1% | -22.2% | 0.0% | 16.7% |}
| Milpitas      | $844  | 842 | 4 | 3 | 2 | 24 | 28 | 100.3% | -22.3% | -13.3% | 16.8% | -34.5% | 291.7% |}
| Morgan Hill   | $644  | 642 | 4 | 2 | 16 | 36 | 99.8 | 101.4% | -13.5% | -0.2% | -25.0% | 9.1% | 500.0% |}
| Mountain View | $1,320 | 1,269 | 21 | 26 | 19 | 53 | 105.5 | 101.4% | -6.4% | 0.2% | -48.3% | 88.0% | 154.5% |}
| Palo Alto     | $1,659 | 1,871 | 6 | 20 | 24 | 37 | 101.5 | 101.4% | -43.9% | 27.2% | -50.0% | 40.0% | 250.0% |}
| San Jose      | $696  | 703 | 173 | 173 | 201 | 34 | 100.2% | 1.1% | -7.5% | -12.5% | -7.0% | 327.0% |}
| Santa Clara   | $800  | 877 | 24 | 19 | 24 | 37 | 101.5 | 101.4% | 3.1% | -14.0% | -34.6% | 33.3% | 344.4% |}
| Saratoga      | $1,556 | 1,556 | 2 | 4 | 4 | 58 | 95.2 | 100.0% | 29.9% | 50.0% | 0.0% | 100.0% |}
| Sunnyvale     | $1,048 | 1,067 | 21 | 20 | 26 | 36 | 99.1 | 101.4% | -5.5% | -8.1% | -11.1% | 14.8% | 211.1% |}

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.
- **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.

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 Homes: Days of Inventory

Santa Clara County
Sales Year-to-Date

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