



January Newsletter  
Volume LXX Issue 1

# Fiesta Bee



A Monthly Newsletter for the Fiesta Gardens Homes Association, San Mateo, CA  
PO Box 5288, San Mateo CA 94402

[www.FiestaGardensHoa.com](http://www.FiestaGardensHoa.com)  
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## Pool Operations - One last time

By Steve Stanovcak

To all the neighbors in Fiesta Gardens, new and old, it has been a pleasure serving on the board for the past 18 years.

I recommend serving time on the board, although maybe not 18 years. The association always needs volunteers to step in and step up.

My 18 years on the board were in the Pool Operations position; I took on other positions, including Project Manager for the completion of the cabana, and I also represented the Association in a court case. These two items took a tremendous amount of time. Again, someone had to step up and step in. I was happy to do them both. I do want to mention that if you are considering joining the board, you absolutely can not be a board member only one day every month. You have to be engaged; you can't not answer emails because you are too busy, you must understand our By Laws, CC&Rs, and the Davis/Sterling, or you are afraid of being part of litigation. Remember, you volunteered, and sometimes things come up that have to be addressed.

In the end, it was a rewarding experience. I met a lot of great neighbors and worked with some great people that volunteered on the board.

As you are all aware, we are using a management company to take care of our finances. If volunteers do not continue to step into board positions, more and more will be contracted out, which will end up with increased dues, which none of us want to see, so please consider joining the board when volunteers are needed.

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Find past issues of the Bee, Financials, FGHA documents, announcements and more at the FGHA webpage

[www.FiestaGardensHoa.com](http://www.FiestaGardensHoa.com)



The next Board meeting will be  
**Wednesday, January 7**  
**7PM at the Cabana**

Join our Board meeting by using the link below or scanning the QR code.

[bit.ly/fghameeting](http://bit.ly/fghameeting)



## FGHA Board of Directors

President Paul McCann	president@fiestagardenshoa.com
Vice President Christina Saenz	vp@fiestagardenshoa.com
Civic Affairs/Treasurer Sandra Ossio	civic@fiestagardenshoa.com
Park Director Mike Bratt	parks@fiestagardenshoa.com
Pool Operations Steve Stanovcak	poolops@fiestagardenshoa.com
Pool Maintenance Steve Muller	poolmtc@fiestagardenshoa.com
Social Director Laurel Kent	social@fiestagardenshoa.com

## FGHA Staff

Secretary Pam Miller	secretary@fiestagardenshoa.com
Bee Editor Eleni Hulman	editor@fiestagardenshoa.com
Webmaster Mariano Saenz	webmaster@fiestagardenshoa.com

## Meet the New Board

Hello Fiesta Gardens neighbors,

My name is Sandra Ossio. My husband and I have been part of this wonderful community for about 30 years. We truly love the friendships we've built here by participating in many community events over the years, especially when our kids were younger.

When we first moved here, I was so happy to see strangers saying "hi" to one another while walking their dogs, neighbors waving from their cars when they recognized a familiar face, and seeing men and women groups getting together at the park for walks and social time. Most importantly, I loved seeing how we came together whenever someone needed help.

We have three children who attended the old Fiesta Gardens International School, where we all learned to speak Spanish more fluently. I'm excited to be part of the incoming board, as we have many new ideas to help bring our community even closer together. We'd love to add more events that include older adults, young adults, and families alike.

I also know there are many new members in our community whom we would love to meet! Please make sure to introduce yourselves when you see us around the neighborhood, and we hope you'll join us at upcoming community events.

Looking forward to connecting with you all and continuing to build the strong, welcoming community that makes Fiesta Gardens so special.

Warm regards,  
Sandra Ossio

Hello, my name is Jenny Peralta.

My husband and I moved into the Fiesta Gardens neighborhood in 2011. Our family grew in 2012 with the birth of our first daughter and again in 2015 with the arrival of our second daughter. Over the years, we've built strong friendships with many of our neighbors and truly love the sense of community here.

A little about me: I love to cook, spend time socializing with family and friends, and travel. I enjoy all things Disney and staying active through workouts. I've lived in San Mateo most of my life and can't think of a better place to raise my daughters.

As your new Social Director, I'm excited to announce my first event coming this January: "Golden Bingo" for all residents ages 60 and over.

*Continued on page 10*



**Fiesta Gardens Homes Association  
Monthly Board Meeting Agenda  
Wednesday January 7th, 2025  
7:00pm**

1. Call to Order
2. Reading and Approval of Minutes
3. Financial Report Board Reports
  - a. Treasurer – Christina Saenz
  - b. Social –Jenny Peralta
  - c. Parks – Mike Bratt
  - d. Pool Maintenance – Julian Molloy
  - e. Pool Operations – Christy Knott
  - f. Vice President – Denise Iskander
  - g. President –Sandra Ossio
4. New Business
5. Old Business
  - a. Board Positions Regarding Civics and Pool maintenance
6. Questions and Comments
7. Adjournment/Break into Executive Session if needed.

# FGHA BOARD MEETING – November 5, 2025

*APPROVED Minutes, Respectfully Submitted, Pam Miller, Secretary*

The FGHA Board Meeting started at 7:03pm. Board Members in attendance were, Sandra Ossio - Civics Director, Steve Stanovcak - Pool Operations, Mike Bratt - Park Director, Christina Saenz - Vice President, and Paul McCann - President.

October 8th Minutes - On a motion duly made and seconded and approved by all Board Members, the October 8th minutes were approved.

## Financial

Common Interest Financial will be taking over our finances starting November 1st. Members should have received a welcome letter explaining our new way of paying our HOA dues and other important information. We are paying \$1,195 a month for Common Interest. We would also like them to take responsibility for paying our lifeguards when the time comes. We will have to see if we can afford it.

- September operating expenses were \$22,700. \$5,500 in non-cash write-off of ManageCasa and other normal recurring expenses.
- Cash in operating account is 81,600.
- Cash in reserve/cabana fund account is \$165,000.
- HOA dues, \$279,00 collected so far, which is 96% of the total. Another \$12,600 is in accounts receivable. A handful of Members have elected to make monthly payments.
- Emergency assessment collected is \$87,500 which is 94%. \$5,100 is still due.
- We will need to hire a payroll service.

## BOARD REPORTS

### Civics Director/Sandra Ossio

- There is a meeting at the school regarding the 19<sup>th</sup> Avenue and Fashion Island Blvd Improvement Project. One of the things they want to do is on 19<sup>th</sup> Ave leading up to Norfolk, they want to make a no turn on a red light; the concern is that this will lead to even more traffic backing up.
- The Hillsdale project has brought up concerns regarding fire safety, traffic, water, sewer issues, and office space. Currently in San Mateo there is a 38% vacancy rate for office space. They want to put in possibly up to 50% office space at Hillsdale. Email and voice your concerns. You can voice concerns at [Hillsdalereimagined.com](http://Hillsdalereimagined.com) or at [Cityofsanmateo.org](http://Cityofsanmateo.org).

### Social Director/Laurel Kent Not in attendance, Paul read her update.

- The Turkey Trott is 9 am at the track on Thanksgiving morning. The route will be in the Bee including a QR code of the route. Donuts and coffee will be served, and there will be kiddie races at the track as well.
- Jenny is interested in being our new Social Director.

### Parks Director/Mike Bratt

- Due to a busy schedule Mike has not been able to find the time to get things done at the park. Will find the time to get things done.

### Pool Maintenance/Steve Muller Not in attendance

#### Steve Stanovcak/Pool Operations

- County Health came out and inspected the pool. There are some major things that will need to be taken care of in the future. However, the grates at the bottom of the pool need to be replaced as soon as possible. We will need the Planning Committee to approve before we can get it done. Luckily, it shouldn't be an enormous expense. Hoping it can be done in January or February. The pool does not need to be drained to replace the grates.
- One member voiced concern that the pool is not in compliance and that we are violating our by-laws which could set us up for lawsuits. The member feels that we should have updated the pool before we did the cabana remodel. The Board responded by assuring the member that we are working to update the pool to code. When we have the money, we will update the pool. It was noted that we have had many inspections in the past year and there is only one thing that needs to be updated immediately and that is the grates. Additionally, when we do upgrade the pool, it may need to be closed early to have it done. We have a 3–5-year plan to build up our reserves and update the pool.

### Christina Saenz/Vice President

We will be moving to Google Workspace. Everything would be in one place and not kept on personal emails. It would eliminate Zoom, and we would use Google Meet. As of now, all our forms are on Christina's personal account. It would encompass our website as well as making it an easy transition when Board Members change. We will need to pay for this because our non-profit status lapsed 10 years ago. Christina and Vicky have been trying to get it reinstated for the last year, but it will take a while longer. Christina feels there are many benefits to switching now. In the future when we are reinstated, we can then apply to get it for free. Some members felt that we are in compliance; however, it does not reflect that on the official sites that matter. Vicky will be helping us transition with this matter as well as with Common Interest Financials.

Paul McCann /President Nothing to report.

## NEW BUSINESS

### 2026 Budget Approval

Some of the items regarding the budget were not updated from last month's HOA discussion, such as cabana equipment, payroll services, and other items. Due to this, the budget cannot be approved and will need to be updated to the correct numbers. We will need to send out an addendum to each member by the Block Captains. This will show the updated budget, and the Board will vote on the 2026 budget when this is done. \* Note In the interest of time, the original budget was passed, knowing that there will be a few updates that fall under the 20% cap.

### Board Positions

We now have a Treasurer position on the Board. It will be unpaid. Next month we will talk about Sandra possibly taking over this position and how we would transition this new position into our existing Board.

## OLD BUSINESS

### Lawyer/Collections

The judgement in our favor is still being worked on regarding our past contractor. It has been recommended that we get in touch with our previous lawyer and use them since they are familiar with this judgement.

As far as the 2023 audit, Christina will contact Vicky to see where we are at and see if we can get a list of items still needed for it to be completed. We will be doing a current audit to certify our financials since Vicky is leaving. Paul signed this audit last month.

### Questions and Comments

- A member suggested that now that our yearly dues have increased that we should talk to Common Interest Financial about working with homeowners who might not be able to pay the amount due all at once.
- It was noted that there are some kids riding in the neighborhood on E bikes with masks on and causing problems. If you see them, please call the police. The police are informed and know about them.
- [Checkpointhillsdale.org](http://Checkpointhillsdale.org) is another site where you can get updates regarding the Hillsdale project.
- There was an update regarding paying the contractor who built the cabana. Until the contractor resolves the solar issues, he will not be paid.
- Update to the possible leak underground at the park. We still need to figure it out. Scott from Scapes will be contacted to see if they can do the necessary work to figure it out.
- There are many people interested in joining the HOA Board. Looks like next year we could have a whole new Board.

Meeting adjourned at 8:49pm. The next meeting will be Wednesday, December 10th, 2025, at 7:00pm on Zoom or join us in the Cabana.

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# FGHA BOARD MEETING – December 10, 2025

*Unapproved Minutes, Respectfully Submitted, Pam Miller, Secretary*

The FGHA Board Meeting started at 7:02 p.m. Board Members in attendance were, Laurel Kent - Social Director, Sandra Ossio - Civics Director, Christina Saenz - Vice President, and Paul McCann - President.

November 5<sup>th</sup> Minutes - On a motion duly made and seconded and approved by all Board Members, the November 5th minutes were approved.

Financial Common Interest Financial apologized for the HOA dues mistake. In January, they will be coming to our board meeting. They are still waiting for some of the paperwork they need from us and should have it soon. Once they have the paperwork needed, they will figure out the prorated amount each homeowner in good standing will get reimbursed from the emergency assessment.

## BOARD REPORTS

### Civics Director/Sandra Ossio

- Many people are coming forward in favor of the Hillsdale project. They have requested that jobs be kept local. A full plan has not been submitted.

### Social Director/Laurel Kent

- The Turkey Trott was great! At least 30 participants.
- Sunday is the Holiday Party. Bring an ornament to decorate the tree and take one home with you. Sam Chowder House will be there, and Santa will be stopping by around 5:30.

Parks Director/Mike Bratt - Not in attendance

Pool Maintenance/Steve Muller - Not in attendance

**December Minutes** *From page 5*

Steve Stanovcak/Pool Operations - Not in attendance

Christina Saenz/Vice President

- If you are renting the Cabana, there will be a Stripe Account that Christina will set up, and you can pay through your account. Christina will get an account and routing number through Common Interest.

Paul McCann /President

- It's Paul's last meeting and he let everyone know he will keep helping when needed.

**NEW BUSINESS****Board Positions**

There are some changes to the Board Directors. The Board is looking into switching around the Directors for 2026. We need to have Treasurer as a Board Director and not a paid position. To do this and keep seven Directors, we could possibly have Pool Director as one position and Pool Maintenance under that umbrella; or possibly putting Civics under the Vice President. There will be more discussions.

The new 2026 Board Members were appointed. President - Sandra Ossio, Vice President - Denise Iskander, Social Director - Jenny Peralta, Pool Director - Christy Knott, Pool Maintenance - Julian Molloy, Treasurer - Christina Saenz, Park Director - Mike Bratt.

There was a discussion regarding the Secretary position and whether it should remain a paid position or a director's position. It was decided to keep it as is.

**OLD BUSINESS****2023 Audit**

The missing items needed to complete the audit were given to Common Interest.

**Current Audit**

The funds have been approved for the current audit and tax prep for the fiscal year 2025.

As far as the reserve study was concerned, it was discussed to possibly have a reserve study committee investigate the requirements of the study and see what we can possibly do ourselves to save money.

**Questions and Comments**

It was brought up that there are still residents who would like to receive hard copies of bills/invoices. It was suggested to possibly have a tear out section in the Bee of who would like a hard copy.

There was a suggestion to have a QR Code in the Bee to access the monthly Zoom meetings.

Meeting adjourned at 8:12pm. The next meeting will be Wednesday, January 7th, 2026, at 7:00pm on Zoom or join us in the Cabana.

**MONTHLY CALENDAR****FIESTA GARDENS**

January 7

FGHA Board Meeting

7 p.m., at the Cabana

Where: City Council Chambers, 330 W 20th Ave.

When: 5:30 PM - 7:00 PM (Special Meeting)

7:00 PM - 9:00 PM (regular Meeting)

January 15

Deadline to get articles and ads to Bee Editor.

January 24

Lunar New Year in Downtown San Mateo

Celebrate Lunar New Year on Saturday, January 24th in Downtown San Mateo! Stay tuned for more information!

January 30

Golden Bingo Senior Night

Lion Dance ME performance on B Street: 12PM -1PM

**SAN MATEO**

City Meetings are now hybrid. For more information on these meetings, please visit

<https://www.cityofsanmateo.org/3971/Agendas-Minutes-Public-Meeting-Portal>

Lion Dance ME parade to businesses throughout Downtown: 1PM - 2PM

Changes and modifications of activities at this event may occur due to inclement weather.

January 12, 26

City Council Special Meeting/Meeting

Please see [Public Meeting Portal](#) for details.

Where: B Street (between 1st and 2nd Ave.)

When: 12noon - 2:00 p.m.

## Fiesta Gardens Homes Association, Inc.

### 2026 Annual Budget

	Annual	Per Unit* (572)
<b>Income</b>		
<b>Income</b>		
40000 - Assessments	355,784.00	622.00
41300 - Homeowner Late Fees	9,800.00	17.13
43000 - Collection Costs	300.00	.52
46000 - Clubhouse Rental	27,170.00	47.50
46200 - Pool/Swim Lessons	30,000.00	52.45
46210 - Guest Fees	2,580.00	4.51
46350 - Advertising	960.00	1.68
<b>Total Income</b>	<b>426,594.00</b>	<b>745.79</b>
<b>Total Income</b>	<b>426,594.00</b>	<b>745.79</b>
<b>Expense</b>		
<b>Administrative Expenses - Insurance</b>		
51010 - Blanket Insurance	16,055.00	28.07
51400 - Worker's Compensation Insurance	3,000.00	5.24
51500 - D&O Insurance	4,049.00	7.08
<b>Total Administrative Expenses - Insurance</b>	<b>23,104.00</b>	<b>40.39</b>
<b>Administrative Expenses - Taxes &amp; Fees</b>		
53000 - State & Federal Taxes	412.00	.72
53100 - Property Taxes	30,937.00	54.09
53200 - License & Permit Fees	36.00	.06
<b>Total Administrative Expenses - Taxes &amp; Fees</b>	<b>31,385.00</b>	<b>54.87</b>
<b>Administrative Expenses - Professional Fees</b>		
54000 - Legal Fees	5,000.00	8.74
54200 - Annual CPA Tax & AFR Preparation	2,645.00	4.62
54400 - Reserve Study	917.00	1.60
<b>Total Administrative Expenses - Professional Fees</b>	<b>8,562.00</b>	<b>14.97</b>
<b>Administrative Expenses - Management Expenses</b>		
55000 - Management & Accounting Services	18,479.00	32.31
<b>Total Administrative Expenses - Management Expenses</b>	<b>18,479.00</b>	<b>32.31</b>
<b>Administrative Expenses - Office &amp; Meeting Expenses</b>		
56000 - Office Supplies	3,927.00	6.87
56100 - Postage, Copies & Billings	260.00	.45
56300 - Community Website/Portal	334.00	.58
56500 - Community & Social Events	2,823.00	4.94
56550 - Newsletter	122.00	.21
56560 - Newsletter Management	5,100.00	8.92
56800 - Miscellaneous Administrative	100.00	.17
56810 - Administrative Other	8,746.00	15.29
<b>Total Administrative Expenses - Office &amp; Meeting Expenses</b>	<b>21,412.00</b>	<b>37.43</b>

## Fiesta Gardens Homes Association, Inc.

### 2026 Annual Budget

	Annual	Per Unit* (572)
<b>Administrative Expenses - Staffing &amp; Payroll</b>		
58100 - Management Salary	3,600.00	6.29
58270 - Lifeguard Services	70,487.00	123.23
58300 - Administrative Payroll	24,000.00	41.96
58700 - Payroll Services	2,314.00	4.05
58800 - Payroll Taxes	7,049.00	12.32
<b>Total Administrative Expenses - Staffing &amp; Payroll</b>	<b>107,450.00</b>	<b>187.85</b>
<b>Administrative Expenses - Contributions</b>		
59000 - Reserve Contribution	106,215.00	185.69
<b>Total Administrative Expenses - Contributions</b>	<b>106,215.00</b>	<b>185.69</b>
<b>Safety &amp; Security - Life Safety</b>		
61010 - Alarm System Monitoring	1,246.00	2.18
<b>Total Safety &amp; Security - Life Safety</b>	<b>1,246.00</b>	<b>2.18</b>
<b>Grounds Maintenance - Landscape Maintenance</b>		
62000 - Landscape Contract	9,189.00	16.06
<b>Total Grounds Maintenance - Landscape Maintenance</b>	<b>9,189.00</b>	<b>16.06</b>
<b>General Repairs &amp; Maintenance - Pest Control</b>		
64000 - Pest Control	840.00	1.47
<b>Total General Repairs &amp; Maintenance - Pest Control</b>	<b>840.00</b>	<b>1.47</b>
<b>General Repairs &amp; Maintenance</b>		
65000 - General Maintenance	870.00	1.52
<b>Total General Repairs &amp; Maintenance</b>	<b>870.00</b>	<b>1.52</b>
<b>Amenities &amp; Events</b>		
68000 - Pool Maintenance Contract	36,687.00	64.14
68100 - Cabana Supplies & Repairs	8,288.00	14.49
<b>Total Amenities &amp; Events</b>	<b>44,975.00</b>	<b>78.63</b>
<b>Utilities</b>		
70200 - Telephone	3,368.00	5.89
70300 - Gas Service	4,253.00	7.44
70400 - Electricity Service	20,503.00	35.84
70500 - Water & Sewer	22,236.00	38.87
70600 - Trash Service	2,507.00	4.38
<b>Total Utilities</b>	<b>52,867.00</b>	<b>92.42</b>
<b>Total Expense</b>	<b>426,594.00</b>	<b>745.79</b>

( Per unit is based on the total number of units. For Associations with variable assessment rates, please refer to the variable assessment schedule.)\*

Happy Holidays Everyone!

Hope you have enjoyed seeing the wonderful holiday displays in the neighborhood yards!

Congratulations to the winners of the Annual Light Competition!

**First Place: 2074 Potomac**

**Second Place: 2253 Bermuda**

**Third Place: 2226 Kent**

**Fourth Place: 1061 Lafayette**

**Best Street: Lafayette**



Please stay tuned in the new year for more fun community events coming your way ☺

- Your Social Committee

**Meet the New Board** *From page 3*

I look forward to seeing everyone around the neighborhood!

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My name is Christy (Hall) Knott and I have spent the majority of my 52 years of life residing in Fiesta Gardens. The thing that I love most about Fiesta Gardens is the community - neighbors and friends who make up this special place. I loved growing up here and am grateful that my husband and I were able to raise our two kids here as well. I really enjoyed deepening my connections with the community this past summer at the pool.

Having been in various roles at our pool throughout my lifetime - from helping with swim lessons when I was 12, to lifeguarding and teaching lessons, to being the head lifeguard/ running swim lessons/coaching the swim team, to coming back 10 years later and doing that again (while my dad, Rich Hall, was the Pool Director), to volunteering last year to run swim lessons and help with lifeguard recruiting and hiring, I felt that it was time to try out a different role. I'm happy to have this opportunity to be in community with you all and serve as your new Pool Operations Director.

The pool is the heart of our neighborhood and I am eager to help strengthen the bond many of us have with it, where so many positive memories are created. Thank you in advance for helping make our upcoming pool season a great success.

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Hello fellow Fiesta Gardens residents,

My name is Julian Molloy and I'll be holding the Pool Maintenance Director position for this next term. I've lived in Fiesta Gardens for 40+ years. Growing up, and while raising my kids, we have enjoyed summers at the pool. Both of my kids went through the lifeguard program and really enjoyed the experience.

I have a background in construction and property management and feel I'm a good fit for this position. I finally have some time in my life to give back to our community. I am looking forward to carrying on the great work of "the Steve's," that have been doing it for so long.

Thank you.

**Ready for an evening full of excitement, prizes, and fun?**

**Join us for our 1<sup>st</sup> Senior Bingo Night (60+ yrs) where luck and strategy come together for an unforgettable experience! \$1 per Bingo Card.**

**GOLDEN BINGO SENIOR NIGHT**

**IN THE CABANA CLUBHOUSE!**

**FRIDAY JAN. 30**

**AT 5:30PM - 7:30PM**



REALTOR®, EPRO, SFR, RCS-D ~ Top Listing Agent in Fiesta Gardens!

Coldwell Banker International President's Circle



## FIESTA GARDENS MARKET RECAP: 2024 VS. 2025



Fiesta Gardens continued to show its strength and desirability as we moved from 2024 into 2025. In 2024, the neighborhood experienced steady buyer activity with homes selling consistently, even as buyers remained value-conscious and selective. Well-maintained and updated homes clearly outperformed fixers, and pricing reflected a more balanced market environment.

In 2025, momentum picked up. Sale prices trended higher overall, days on market shortened for well-presented homes, and multiple properties sold at or above expectations—including several sales well into the \$2M range. Buyers showed a strong willingness to pay a premium for remodeled homes, flexible floor plans, and properties offering move-in readiness, while entry-level and fixer opportunities continued to attract strong interest due to limited inventory. Overall, 2025 reinforced Fiesta Gardens' reputation as a highly sought-after San Mateo neighborhood with resilient demand and solid long-term value

If you're considering selling, buying, or simply want to understand what your Fiesta Gardens home is worth in today's market, now is the time to get expert guidance. Contact me to help you navigate the market strategically and achieve your real estate goals with confidence.

## 2025 FIESTA GARDEN YTD SALES RECAP

#	ID #	Status	Address	City	Bd	Ba	DOM	SqFt	\$/SqFt	Lot (SF)	List Price	Age	Sale Price	COE	SP%LP
<b>Listings: SOLD</b>															
3	ML81993233	S	1028 Lafayette Street	San Mateo	3	2 0	6	1,530	\$1,163.40	6,000 (sf)	\$1,498,000	69	\$1,780,000	03/19/25	119%
4	ML81993234	S	2218 Kent Street	San Mateo	3	2 0	19	1,330	\$1,172.93	5,000 (sf)	\$1,550,000	69	\$1,560,000	03/21/25	101%
5	ML81994934	S	601 Bermuda Drive	San Mateo	3	2 0	6	1,640	\$1,128.05	5,300 (sf)	\$1,688,000	71	\$1,850,000	03/13/25	110%
6	ML81995677	S	2009 Ginnever Street	San Mateo	3	2 0	7	1,240	\$1,377.42	5,000 (sf)	\$1,490,000	71	\$1,708,000	03/20/25	115%
7	ML81997563	S	2224 Southampton Way	San Mateo	3	2 0	8	1,530	\$1,049.02	5,000 (sf)	\$1,499,000	69	\$1,605,000	05/16/25	107%
8	ML82001043	S	1075 Annapolis Drive	San Mateo	4	3 0	13	1,950	\$1,164.10	5,100 (sf)	\$2,198,000	69	\$2,270,000	05/15/25	103%
9	ML82001948	S	2232 Portsmouth Way	San Mateo	4	2 0	5	1,530	\$1,143.79	5,000 (sf)	\$1,649,000	69	\$1,750,000	05/07/25	106%
10	ML82003804	S	1089 Annapolis Drive	San Mateo	3	2 0	34	1,330	\$1,296.99	5,000 (sf)	\$1,685,000	69	\$1,725,000	07/07/25	102%
11	ML82004232	S	561 Fiesta Drive	San Mateo	3	2 0	6	1,540	\$1,305.84	5,169 (sf)	\$1,850,000	71	\$2,011,000	05/23/25	109%
12	ML82010244	S	1023 Annapolis Drive	San Mateo	3	2 0	7	1,530	\$1,013.07	5,484 (sf)	\$1,550,000	69	\$1,550,000	08/08/25	100%
13	ML82014870	S	2268 Kent Street	San Mateo	3	2 0	0	1,530	\$1,228.76	5,100 (sf)	\$1,880,000	69	\$1,880,000	07/07/25	100%
14	ML82015085	S	2225 Salisbury Way	San Mateo	3	2 0	24	1,330	\$1,135.34	5,153 (sf)	\$1,490,000	69	\$1,510,000	09/12/25	101%
15	ML82017473	S	2075 Sullivan Street	San Mateo	3	2 0	27	1,265	\$1,343.87	5,050 (sf)	\$1,548,888	71	\$1,700,000	09/26/25	110%
16	ML82026415	S	2009 Trinity Street	San Mateo	3	2 0	11	1,560	\$1,378.21	5,050 (sf)	\$1,898,000	71	\$2,150,000	12/01/25	113%
					Med		8	1,530	\$1,168.52	5,075 (sf)	\$1,699,500	69	\$1,737,500		107%
					Min		0	1,240	\$1,013.07	5,000 (sf)	\$1,490,000	69	\$1,510,000	03/13/25	100%
					Max		34	1,950	\$1,378.21	6,000 (sf)	\$2,198,000	71	\$2,270,000	12/01/25	119%
					Avg		12	1,488	\$1,207.20	5,172 (sf)	\$1,678,706	70	\$1,789,214		107%

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COLDWELL BANKER REALTY

## *Top Reasons to List Your Home in Early 2026*

- **Less Competition From Other Sellers:** Early in the year, inventory is typically lower. Fewer listings mean your home stands out and attracts more serious buyers.
- **Buyers Are Back After the Holidays:** January and February see a surge in motivated buyers who paused their search during the holidays. New job relocations, fresh budgets, and new-year goals bring strong demand.
- **Momentum From Potential Rate Adjustments:** With continued attention on interest rate trajectories in 2026, many buyers will jump in before rates shift again — creating urgency and more activity.
- **Early-Year Buyers Are Serious Buyers:** You get more qualified, ready-to-move buyers who aren't "just browsing." They're looking with intent.
- **More Time for a Spring Closing:** Listing early sets you up for the high-demand spring market, with enough buffer to prep, negotiate, and close at an ideal pace.
- **Increasing Home Values in Many Markets:** If current appreciation trends continue, listing earlier may allow sellers to capitalize on rising values while still benefiting from strong buyer demand.
- **Fresh Start Energy:** There's a psychological "new year, new goals" mindset. Buyers feel more motivated, and sellers benefit from that renewed energy.

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