

INTERO

REAL ESTATE SERVICES

Have questions about Real Estate? Please give me a call.



February 2026

BEING FRANK ABOUT REAL ESTATE

The official monthly newsletter of Frank Vento

IF YOU OWN ANY KIND OF REAL ESTATE, TAKE CARE OF IT!



Whether you own a mansion, a dirt lot, 1,000 acres, a condo, townhouse, or a home., do yourself a favor and do not ignore it.

I see this in my industry. A family has had a vacation cabin that gets used less and less, or a condo by the beach that they haven't been to in 3 years, or the large lot that Grandma left in another state. All property has some type of value, and all property needs oversight, some more than others.

Put together a maintenance list or hire someone to take care of it for you. Yard maintenance, plumbing, electrical, roof, doors and windows, appliances, furnaces and water heaters.

Imagine a water heater failure that floods the house and ruins all the flooring and the lower 12" - 18" inches of sheetrock in your property. Or the 1,000 acres that is the local hunting grounds and motorcycle track, or growing operation for illegal drugs.

I have heard of or personally dealt with properties that have been neglected for years. Whether they are owner occupied, tenant occupied, or vacant these are an asset.

Sometimes it's as simple as mowing weeds and keeping the fence standing upright. Other times, it's a little more in depth and has out of pocket expenses. If it's a rental property, the owner usually wants to point the finger at the tenant which sometimes can be appropriate, but a majority of the time they need to point at themselves for deferred maintenance items that turned into more costly repairs. For example a "small drip" under the kitchen sink, a quick fix, left unrepaired, a major water damage repair that will have a comma and more 0's in the total cost of repair.

CASH HOME PURCHASES BY ENTITY



FinCEN
(Financial Crimes Enforcement Network)

This is in reference to home purchases by an entity that is paying cash for a property.

- Established in 1990
- Bureau of U.S. Dept. of Treasury

GOAL:

Enforcement of AntiMoney Laundering ("AML") laws

- Track purchases by terrorists, drug traffickers, corrupt officials, etc.
- Detect, deter and disrupt terrorist financing networks

Effect on Real Estate Transactions

- Govt. found "Bad Guys" buying real estate with "dirty money"
- Lack of reporting through banks and lenders b/c no loans utilized
- GTO requires reporting underlying ownership for "Covered" Transactions.

So, what does this mean to you? Possibly nothing at all. But in San Mateo and Santa Clara county on average approximately 30% of houses are cash transactions.

What is Covered by FINCEN?

- All cash purchases of residential real estate where the buyer is a legal entity or trust

What must be Reported?

- Basic transaction information (closing date, purchase price, parties' names, etc.)
- Beneficial ownership info (focused on buyer)
- Payment information

Who must Report?

- Generally, the settlement agent, with guidelines if there is no settlement agent

When? • 30 days after closing

So, something to keep in mind in the future when looking to buy a home. I'm not a big fan of unnecessarily providing information to any entity, government or otherwise. The roll out on this has been pushed out numerous times but should come into play this calendar year.

If you would like more information, I do have a slide deck I can share. I will be attending a training in a few weeks to get a better idea of the current rules of engagement.

NEVERMIND THE NEWS, WHAT DOES YOUR ECONOMY LOOK LIKE?

A very common question I get is, "Is it a good time to buy or sell?" Over my 25 years in the real estate profession I've seen only a handful of times where one or the other wasn't ideal. After 9/11, it wasn't a good time to sell. In 2008 and 2009, it was a great time to buy. In general. It comes down to what's happening in your personal economy. If you've saved a down payment and you're making a good living, then buy. If your home's location isn't ideal or you need a larger or smaller home, get it sold and make a move.

The talking heads in the Media in 2008/2009 said the prices would never come back to the high prior to the crash. We've far exceeded those numbers. Who would have predicted during a global pandemic that the real estate market would skyrocket?

So, if you're thinking about buying or selling don't wait and try to "time the market". Let's sit down for a no obligation consultation to get your plans in motion. I'll give you facts and information so you can make an informed decision. And yes, I've talked people out of buying certain homes and have advised people to wait to sell.

If you have real estate plans for 2026 let's talk. Whether it's buying locally or out of state, relocation or downsizing, I have resources to help you.

.... IN THE MARKET

ACTIVE

000 Stage Road, San Gregorio [-----Live Link](#)



MLS #: ML81974161
Residential Land & Lot
Apprx Lot Size: 1,661,814 Sq Ft

Status: Active
List Price: \$1,450,000

000 Seacliff Court, Montara [←----Live Link](#)



MLS #: ML81986610
Apprx Lot Size: 3,000 Sq Ft

Status: ACTIVE
List Price: \$ 475,000

PENDING...

1568 Mizzen Lane, Half Moon Bay [←----Live Link](#)



MLS #: ML82023544

Beds: 4

Baths (F/P): 3

Apprx Bldg: 1580

Apprx Lot Size: 9798

Status: PENDING

Age/Yr Blt: 50 /1975

List Price: \$1,600,000

Sale Price: \$1,600.00

SOLD ...

0000 Pescadero Road



MLS #: ML81990212
Aprx Lot Size: 2 Acres

Status: **SOLD**
List Price: \$ 299,000
Sale Price \$265,000

FRANK'S FUN

I've been enjoying our Spring-like weather, when we should be having rain and winter type weather.

For the first time in a long time I ventured to Turlock Swap Meet, a long running event for buying and selling car parts, antiques, etc. 30-40 years ago it was an annual event for me. It has grown in size tremendously, which confirms the hobby is alive and well. We walked/looked for 5 hours and barely covered 1/3 of the event.

We have been dealing with some family members' health issues. Everyone is on the mend and good but it has consumed some time. This is one column text panel where you can enter as much or as little text as you like, you can even style it in different ways, add links, buttons and more! (just remember to remove this)

For the 6th row in a year my brother and I attended the Grand National Roadster Show, an event that started at the Oakland Coliseum in 1950, then moved to the Cow Palace, the San Mateo County Fairgrounds and then, in 2004, finally to the Pomona FairPlex. We did attend as youngsters a few times. This attracts people from all over the world. Being based in Southern California our East coast friends were thrilled to be in 80 degree weather. We toured a few hot rod shops that had Open Houses on Thursday, enjoyed the show on Friday and attended the Donut Deralics' cars and coffee Saturday morning in Fountain Valley before heading home.



We hosted the annual Native Sons of the Golden West Annual Crab Feed Friday and Saturday night., Feb 6th and 7th. We held it at our historic hall at 112 Stage Road Pescadero with seating for 100 guests both nights. The Pescadero High School senior class helped us serve guests and in return we will donate funds towards their senior class trip. Over the last decade we held our event down the street at the Pescadero IDES Hall that seats 275. We decided to bring it back home to our own venue. As always, everyone had a fun time and got filled up on delicious crab. Keep an eye for other events hosted by us or others at our hall.



Check my updated website and follow me on Instagram or Facebook.

If you know a friend, neighbor, or co-worker who is thinking about buying or selling, I would love to have the opportunity to provide my services. I'm never too busy for your referrals.

FOLLOW ME ON SOCIAL MEDIA!



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