



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

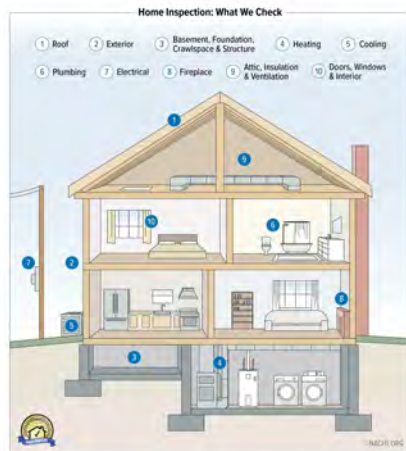


May 2026

BEING FRANK ABOUT REAL ESTATE

The official monthly newsletter of Frank Vento

INSPECTIONS: WHY DO AND BY WHO



Inspections: Why should they be done and who should do them?

For most homeowners, preventative maintenance isn't on the radar. Who goes in the attic or under the house annually and looks around for issues? I'm in and out of the attic once in a while but not looking around the full area of the attic space.

Inspections should be done to determine current condition, to note issues that need to be addressed immediately, to find issues that should be on your radar, and items, if fixed now, could prevent costly repairs down the road.

Who should do the inspections?: Well, ask five Realtors and you'll probably get 6 answers. The answer also varies per region. Southern California and the Foothills tend to let the buyers do the inspections. For Southern California they tend not to have the termite issues that we do the Bay Area, and less rain means less water damage issues. In the Foothills I believe it's still the way it was in the past; Buyer Beware. There was no professional inspection company involved in the process in the past.

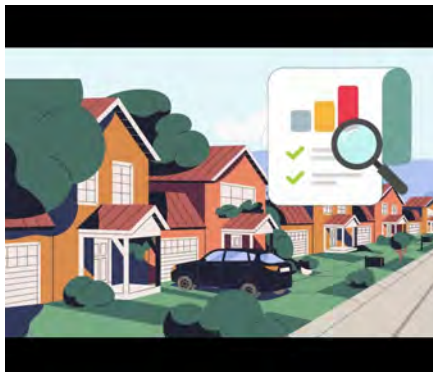
In the past, you found the home you liked and then had your "contractor friend" or may have just been a friend, an Uncle Charlie, dad, or whoever was doing that for the buyer. So, they would give it a once over, and then the buyer would negotiate or not

and move forward with the purchase or walk away. In the fast-paced Bay Area we created a habit of doing inspections up front and having the Seller pay for those reports to share with a potential Buyer. The theory being that a Buyer can make an informed decision about the condition of the house prior to making an offer. This also provides the benefit of not having to renegotiate the sales price once the Buyer has done their own inspections because they were not done upfront.

The downside to this practice is that many buyers request the reports and disclosures prior to even going to look at the property. They may choose to not even look at the property based on the information in the disclosure package. Sometimes buyers will pass up the ideal home because they chose not to go see it in person based on a report.

Inspections are not bulletproof. An inspector can only see what they can see; some areas are not accessible, framing under the siding can't be seen, wiring and plumbing in the walls can't be seen. So, take into consideration that what can be seen may be minimal to what cannot be seen. This is an area where cheaper is not better. You want to use someone with experience, and good communication skills to be able to explain the report that was written. These reports are written in a "CYA" format (Cover Your Assets). So what may sound worrisome may be irrelevant after it's explained. What has been your experience in Buying or Selling in the past? And what is your preference?

WHAT'S HAPPENING IN THE MARKET



That varies from area not just from state, county, city, but even as micro as neighborhood. As in any glimpse of time there's impacts on the housing market. Currently we are faced with low inventory, reluctant sellers, interest rates at a "normal" level (not historically low). Inflation and conflicts in the Middle East also impact local fuel prices, and general uncertainty.

Despite the issues, homes are selling EVERYDAY across the U.S. Some sellers are still in the mindset that they "want" to sell theirs for what they think it is worth. Depending on that expectation and the markets expectation that may work. But usually it goes like this. I think I should be able to get \$XXX,XXX,XXX for my place because _____ (insert reason), even though the recent sales comparables tell a different story.

From watching the market over the past 24 months, I've concluded two types of homes are selling quickly. 1) Fixer uppers priced correctly for condition. 2) homes that are in great condition and priced attractively for location and condition. Homes that need some work, are very nice still, but are not fixer priced, sit. Homes that are dated, time stamped to the 70's, 80's or even the 90's will sit longer than a house that has been prepped for sale. Prep doesn't mean hundreds of thousands of dollars out of pocket. It can be as simple as paint, flooring and light fixtures, yard cleanup and house cleaning. Does this cost a few bucks? Yes. Does it put more money and generally bring a buyer sooner? Yes. Testing the market with a high price is an utter waste of time. Are some homes taking longer to find the right buyer? That's just the market.

SHARING RELEVANT INFORMATION

I continue to put more and more information of value on Social Media and on YouTube. Not ALL but a lot of people go to YouTube to learn from a video. Whether that is working on a home appliance, trying to change a light on your vehicle, finding cooking techniques or whatever. More than likely someone has probably done a video for others to be able to learn from.

Well, I've finally listened to my mentors and started producing educational videos in reference to real estate and the San Mateo County market. I'm starting out focused on the Coast.

If you have a question I can answer, feel free to send me the question, I'd be honored to provide a video answer and share that on my YouTube channel. Because if you have that question then many other people have the same question.

Thanks for continuing to read my newsletter. If you know someone that may appreciate this content please let me know and I can add them to the list.

PLEASE JOIN MY YOUTUBE CHANNEL



Buyers and Sellers are using more and more social media outlets for their initial home searches.



Please join me on YouTube. Follow the link and subscribe for current real estate insights.



Join me on Facebook.

.... 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

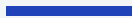


001 Columbus St., El Granada [←----Live Link](#)



MLS #: ML82020390
Residential Land & Lot
Apprx Lot Size: 2,832 Sq Ft

Status: ACTIVE
List Price: \$ 265,000



1263 Reservoir Road, Pescadero [<----Live Link](#)

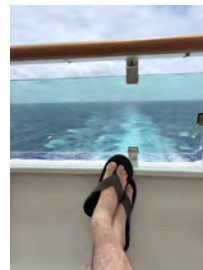


MLS #: ML82039887
Bed/Bath: 3/2
Apprx Bldg Size: 2000 Sq Ft
Apprx Lot Size: 76,230 Sq Ft

Status: ACTIVE
Age/Year Built: 76/1950
List Price: \$ 2,600,000.

FRANK'S FUN

life is better when you weave fun into it. Fun doesn't have to be elaborate. Fun can be taking a break at work and watching goofy YouTube videos. It can be treating yourself to a specialty coffee, a candy bar, an ice cream cone, or taking a walk through a local park or even laying on your back and watching the clouds float by. So, what was fun in April? Well, we went big in April.



Late last year we attended a time share presentation (not fun but educational for someone in sales) that was tied to our NYC trip. One of the "gifts" was a cruise. So, we chose to go to the Bahamas. We picked a "smaller" Royal Caribbean ship of 2500 passengers. That's more than the amount of people that live in our town.

We flew into San Juan, Puerto Rico. Unfortunately, with an unusual traffic jam we were unable to visit Old San Juan. We did visit St Maarten, St Thomas, St Kitts, and Nassau, and then landed back in Fort Lauderdale, Florida. We definitely enjoyed the Islands. The jury is still out on the cruise part of the trip. It had its good and bad and it was our first time for that type of adventure. We met some great people from ALL over the place, different cities, states and countries. It was really good to be out of town, relaxing for 10+ days, especially without a backpack and a tent.

And, of course, it's springtime so it rained while we were gone. The rear yard and driveway got out of control. It took three separate passes to knock down the driveway and the path to the garage. Weeds, weeds, and more weeds!



More Model A progress -- our new neighbor, Nick, broke out his portable welder and set it up so I could weld a missing bracket back onto the suspension. I installed welting that goes between the leaf springs and frame (think narrow/thicker seat belt material).

I also did some much-needed garage cleaning, putting away tools and supplies, sweeping, and clearing off the work bench. A very satisfying effort.



We attended a Giants Game with friends, had great seats and "we" won!

Also fun for me is helping a few different clients prepare their homes to shine when they hit the market soon in Half Moon Bay, Moss Beach, and Pescadero.

This next month already has a few items in the calendar I'm looking forward to!

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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