



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



June 2026

BEING FRANK ABOUT REAL ESTATE

The official monthly newsletter of Frank Vento

CALIFORNIA FAIR PLAN - HOW FAIR IS IT? 29% INCREASE!



With any headline it's about reading the whole story.

On average rate payers that have their homeowners FIRE insurance through the California Fair Plan will see a 29% increase in rates on October 15th or after depending on when their policy went into place.

Home page - The California FAIR Plan

How does this fall into place and who's paying more and who's paying less? High risk foothills and mountain areas are going to see a rise in rates of 30% - 50%. Some areas could exceed 100%. But about a quarter of policy holders will see their rates drop, some drastically, especially in low-risk urban settings and the Central Valley area.

In risk areas, there are options to follow the home hardening and fire mitigation guidelines that decrease your risk. You can always contact your local insurance agent to get more specific details about your policy and possible changes that can impact you.

When selling or buying a home, insurance has now become a "contingency". For the first 22-23 years of my career, it was a non-issue. We just penciled in \$1,000 as the line item for insurance costs. That is definitely not the case now for sellers, via a Natural Hazards Disclosure report you're required to provide to a Buyer. In that report it lets you and the buyer know which risk level your home is located in. For buyers, if you have a specific area/neighborhood you're looking in, you can contact your

insurance agent to get an idea if it's a low or high area. Why? Because it may impact your affordability of a home. In a recent home sale in Half Moon Bay where I was representing the seller the insurance costs went from \$100 a month to \$600 a month for the new owner. That takes a big bite out of what can go to your mortgage and taxes. So, doing this homework before you even go out and start looking at homes is important. It's better to know ahead of time when finding that "perfect place" only to find out that insurance costs are going to thwart the deal.

Please don't assume because of a lack of trees or vegetation that it's a low-risk area. If the home is in a high/very high-risk area, the Seller is required to get an inspection from Cal-Fire. They will assess the individual property and let you know what needs to be cleaned up in order to make you and your home safer from fire risk. The staff is based in Santa Cruz County and normally come to San Mateo County on Wednesdays for inspections. Plan ahead and get this done early in the process. Do not wait until the last minute.

As always, feel free to reach out with questions.

HOW'S THE MARKET?



The market remains balanced in San Mateo County and around the Bay Area. There are some hot pockets here and there but, for the most part, it's balanced leaning slightly towards the sellers due to low inventory.

Yes, overall, we are still below normal levels of homes for sale. I see no reason for rates to drop down to artificial lows as they were a few short years ago. The rates we are at are historical averages. Ask someone in the 60's, 70's or 80's about interest rates in the early 1980's - DOUBLE DIGITS like 18-19% interest for a home mortgage. In the late 1980's my mortgage was 9.5% and I thought I struck gold. Life is short don't wait yourself out of an opportunity.

- 68 single family homes For Sale
- 19 homes sale Pending
- 12 homes Sold in the past 30 days
- 19 homes listed were withdrawn, canceled or expired in the last 30 days

Nationwide we are seeing more home listings being canceled or that expire than in the past. This is due mainly to properties not being presented correctly for current market conditions. That could include a few factors; the two most common are condition and price, but include presentation, photos, video, location, neighboring properties, seller circumstances, etc.

LOOKING FOR LAND TO BUILD ON? DID YOU KNOW? ...



As you've seen in my newsletter, I have various types of vacant land for sale. One just went "sale pending" after four years on the market. Buyers and investors often think that this is an opportunity for them to come in with a low offer to get a deal.

For the most part sellers and buyers have no idea what it takes to build a home on a vacant lot. Most think they are going to buy the lot, close escrow and then find a tiny home to plop a house down and then move in.

Well, what they do not know is for most cities in San Mateo County it will take 12-24 months to get a building permit, and to the tune of about \$150K costs out of pocket. In the unincorporated areas you could be looking at 18-36 months to acquire permits from the county. And no, it doesn't really matter if you're doing a custom-built home or a modular, ADU, or kit home. The process and the costs are very similar. If you're doing a stick-built home figure about \$1,000 per sq ft to build. Yes, that's a 1,500 sq ft home = \$1,500,000. Yes, it can be done for less and more. It really depends on the finish materials quality and style you use. So think IKEA cabinets or cabinets from a cabinet maker, Formica countertops or Corraera marble, mini blinds or linen motorized curtains

So that's why it takes a minute to sell vacant land. You need to find a buyer that wants that particular location, and has the time, money and energy to take the project on.

EVENTS COMING SOON

Make your plans and reservations now for Father's Day and the 4th of July!

For Father's Day, my brother and I are taking my dad to Pomona for the L.A. Roadster Show, an event that draws hot rodders in from around the globe. What are your Father's Day plans?

For the Fourth of July we'll be participating in the Ol' Fashioned 4th of July Parade in Half Moon Bay. It starts at noon, but come early and enjoy the Lion's Club Pancake Breakfast 8:00am - 11:30 at 724 Kelly Avenue, just east of Main Street at the Portuguese Cultural Center. Set up your chair on the parade route!

What traditions do you have for celebrating the 4th of July?



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.... 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

PENDING

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



FRANK'S FUN

My annual trip to the Native Sons of the Golden West Grand Parlor. This year we were in San Luis Obispo. It was good to see members from all over the state. There were no big ballot issues on the meeting floor this year. Thousands of dollars were donated to the Cleft Palate and Historical Preservation funds. There is enthusiasm to increase membership as is the case with many "social" organizations that have been in decline over the past several decades.

www.nsgw.org or our local Parlor #230 www.pescaderohall.com

This organization was established in 1875 to help preserve California history. This group is responsible for the Donner Monument and Sutter's Mill. We turned both of these projects over to state parks to manage. We also have a museum in Columbia State Park.

The local Parlors participate in their local communities with historical insite and fundraisers, placing historical plaques in significant buildings and monuments throughout the state.

Join us for the Bear Flag Celebration, Saturday, June 13th, in Sonoma Square, 11:00 am. Raising of the California Bear Flag is scheduled 12:00 - 4:00 with a chicken BBQ and live music at 1:30. It's a great day in the heart of Sonoma and wine country.



Well, the first you heard about it was in 2023 when I paid for it or on March 2nd 2024 when I picked it up and trailered it home. It was exactly one year later that I drove it out of the garage on March 2, 2025. Then phase 2 started, brakes and suspension that got wrapped up, May 31st, and the test drive was taken around the Pescadero area for a few hours. Final brake adjustment June 3rd. Saturday, June 6th, was the maiden voyage out of town to Capitola Cars & Coffee at the 41st Avenue mall. A 90 mile round trip in a 95 year old car that has been parked and OFF the road since 1961. Yes, before I was even born it's been sitting. And Sunday late afternoon Deb and I took a ride up to Loma Mar. We did the Wurr Rd loop and then drove through Memorial Park campgrounds to the excitement of young boys and girls and adults. It's been a two plus year process of small wins, losses an hour or two here and before and after work and numerous weekends. It's a definite sense of accomplishment and joy to drive it down the road. Yes, still more to do but it's driveable now.

Thanks to Todd B. for parts and tools, Marty S. for his hands-on help, Eric W. for parts and knowledge, Wayne Saunders for paint tips, and all the input from MAFCA/SCVC members. Also, for Deb tolerating me with dirty shop clothes and the smell of gas plus grease and cleaners. Here's to finishing details and adventures on the road.



We had an enjoyable, low key Mother's Day in Capitola at my brother's house. The weather was great so in between our meal and dessert we took a walk to the bluffs overlooking the beach and coastline. I forgot to take pictures.



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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