

LOCAL

lifestyle

SEPTEMBER 2025

ANDREA SCOTT, REALTOR | 925.788.9374



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ANDREA SCOTT 925.788.9374
ANDREA@ALAMO.REALESTATE



ANDREA SCOTT 925.788.9374 ANDREA@ALAMO.REALESTATE

Dear Friends and Neighbors,

September arrives quietly, like the golden hour of the year—soft, grounding, and full of promise. The long days of summer begin to fade, replaced by cool mornings, sharpened pencils, and fresh routines. It's a month of gentle transitions—of packing away swimsuits and pulling out sweaters, of new school shoes and packed lunches, of shifting gears and setting intentions.

There's something about this season that invites reflection. Maybe it's the way the sun slants differently through the trees or the way the breeze carries just a whisper of change. I find myself grateful for this community—its familiar faces, its rhythm, its roots. In a world that moves quickly, it's comforting to belong to a place that still values connection.

As our calendars fill with sports practices, school events, and work commitments, I hope you'll also make space for slow dinners, long walks, and the simple pleasure of being home. After all, home isn't just a place—it's the foundation for our most cherished memories.

If you're dreaming about your next chapter, whether it's upsizing, downsizing, or simply changing scenery, I would be honored to help you navigate it. You can always reach me at Andrea@Alamo.RealEstate. I'm here when you're ready.

Warmly,

Andrea Scott

Cutest Pet Contest



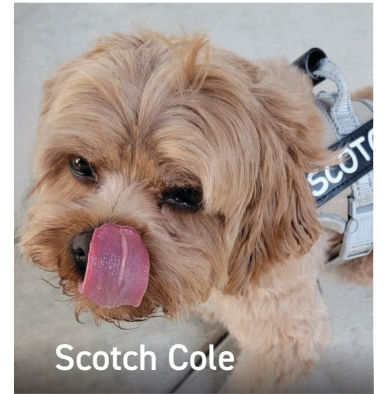
Duke Wickes

Please send a photo of your pet with **"Pet Contest"** in the subject line to: **Andrea@Alamo.RealEstate** to have them featured in the next magazine.

If you sent a photo and it hasn't been featured, please send again with "Pet Contest" in the subject line.



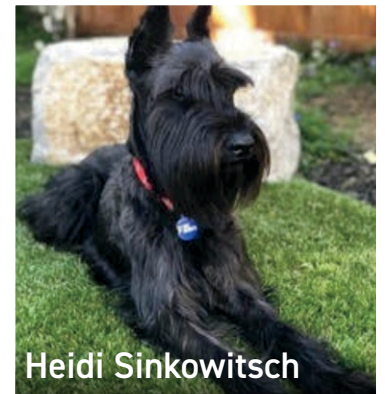
Pickles Castellon



Scotch Cole



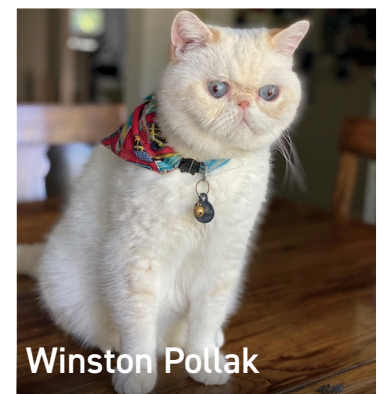
Mr. Beals
Corstorphine



Heidi Sinkowitsch



Charley Swindel



Winston Pollak



Apple Crumble

For the Crumble Topping

½ cup all-purpose flour
½ cup brown sugar

½ cup unsalted butter, softened
½ tsp ground cinnamon

For the Cake

2 cups all-purpose flour
1 tsp baking powder
½ tsp baking soda
½ tsp salt
½ tsp ground cinnamon

¼ tsp ground nutmeg
½ cup unsalted butter, softened
¾ cup white sugar
2 large eggs
1 tsp vanilla extract

½ cup sour cream
¼ cup milk
1 large apple, peeled, cored,
and thinly sliced

For the Glaze (Optional)

½ cup powdered sugar

1-2 tbsp milk

1. Preheat Oven: Preheat your oven to 350°F (175°C). Grease a 9-inch springform pan or line it with parchment paper.

2. Make Crumble Topping: In a small bowl, mix ½ cup flour, ½ cup brown sugar, and ½ tsp cinnamon. Cut in ½ cup softened butter with a fork or your fingers until the mixture resembles coarse crumbs. Set aside.

3. Prepare Dry Ingredients: In a medium bowl, whisk together 2 cups flour, 1 tsp baking powder, ½ tsp baking soda, ½ tsp salt, ½ tsp cinnamon, and ¼ tsp nutmeg.

4. Cream Butter and Sugar: In a large bowl, beat ½ cup softened butter and ¾ cup white sugar with an electric mixer until light and fluffy, about 2-3 minutes.

5. Add Wet Ingredients: Beat in 2 eggs, one at a time, followed by 1 tsp vanilla extract. Mix in ½ cup sour cream and ¼ cup milk until smooth.

6. Combine Wet and Dry: Gradually add the dry ingredients to the wet mixture, mixing until just combined. Do not overmix.

7. Assemble Cake: Spread half the batter into the prepared pan. Layer with half the apple slices. Spread the remaining batter over the apples, then top with the remaining apple slices. Sprinkle the crumble topping evenly over the top.

8. Bake: Bake for 40-45 minutes, or until a toothpick inserted in the center comes out clean. If the topping browns too quickly, cover loosely with foil.

9. Cool: Let the cake cool in the pan for 10 minutes, then transfer to a wire rack to cool completely.

10. Optional Glaze: Whisk ½ cup powdered sugar with 1-2 tbsp milk until smooth. Drizzle over the cooled cake.



SWEET & TANGY Cranberry Wings



- 2 lbs chicken wings
- 1 tbsp vegetable oil
- Salt and black pepper to taste
- 8 oz frozen cranberries (thawed)
- 1/2 cup Asian sweet chili sauce (like Mae Ploy brand)
- 3 green onions, sliced (reserve some scallions for serving)

Prep the Wings Set your broiler to high heat with the rack positioned 4 inches below. Trim off wing tips and cut wings at the joints into two pieces. On a baking sheet, coat wings thoroughly with oil, then season generously with salt and pepper.

First Cook Broil wings skin-side up for 12 minutes until they begin crisping and browning. Flip them over and broil another 8 minutes until golden and crispy on both sides.

Make the Glaze While wings cook, pulse thawed cranberries in a food processor until roughly chopped. Transfer to a medium pan along with the sweet chili sauce, 3/4 cup water, all the white parts of the green onions, and 2 of the green tops.

Bring mixture to a boil, then reduce heat and let it bubble for 3 minutes until it thickens. Strain the mixture into a bowl, pressing the solids to extract maximum liquid. Pour the strained liquid back into the pan and simmer until it becomes glossy and glaze-like.

Final Glaze Check that wings are fully cooked (no pink near the bone). Toss the hot wings in the cranberry glaze until completely coated. Return to baking sheet and broil 1-3 minutes more, watching closely, until the glaze becomes shiny and develops some charred spots. If the glaze isn't adhering well, brush it on instead.

Serve Garnish with remaining scallions and serve immediately while hot.





French Harvest Cocktail



1½ oz dry gin

¾ oz fresh lemon juice

¾ oz simple syrup

Chilled sparkling cider

Fresh lemon twist
for garnish

Begin by combining the gin, fresh lemon juice, and simple syrup in a cocktail shaker filled with ice. Shake vigorously until the mixture is thoroughly chilled.

Strain the contents into a chilled champagne flute, then gently top with the sparkling cider. Garnish with a fresh lemon twist and enjoy!



DESIGNER TIPS TO Transform Your Dining Room for a Quick Sale



Picture this: a potential buyer steps into your dining room, instantly captivated by a warm, inviting space that feels both elegant and lived-in. A well-staged dining room can make or break a home sale, as it's where buyers envision hosting dinners and creating memories.

Declutter and Depersonalize

Clear the dining table of personal items like family photos or quirky centerpieces. Designer Lisa Holloway suggests a clean slate, allowing buyers to imagine their own gatherings. Keep only a simple, neutral centerpiece, like a vase with fresh flowers, to add warmth without distraction.

Highlight the Table

The dining table is the room's focal point. Amy Bell recommends setting it as if for a dinner party, using neutral tableware and linens to appeal to diverse tastes. A runner or placemats in soft colors like beige or gray create a timeless look, making the space feel ready for entertaining.

Maximize Light

Bright spaces sell. Open curtains or blinds to let in natural light, and clean windows for a sparkling effect. If the room lacks natural light, Amy Bell advises adding a statement chandelier or table lamps to create a cozy ambiance, ensuring the space feels airy and welcoming.



Define the Space

For open-plan homes, delineate the dining area with a rug or strategic furniture placement. Lisa Holloway suggests anchoring the table with a rug that complements the room's color scheme, grounding the space and making it feel intentional without overwhelming the floor plan.

Showcase Versatility

Buyers want multifunctional spaces. Stage the dining room to suggest flexibility—add a small desk or bar cart to hint at its potential

as a workspace or entertaining hub. Amy Bell notes that this approach appeals to buyers seeking adaptable homes for modern lifestyles.

Keep It Neutral but Warm

Stick to neutral tones for walls and furnishings to broaden appeal, but avoid starkness. Incorporate warm accents like wooden chairs or a textured table runner. Holloway emphasizes balancing neutrality with inviting elements to make the room feel like a home, not a showroom.

Ensure the dining room is spotless

Polish furniture and clean upholstery to elevate the space. If the room feels cramped, remove extra chairs or bulky decor to enhance flow. These small tweaks can make your dining room a standout feature, enticing buyers to envision their future in the space. By following these designer tips, your dining room will shine as a versatile, welcoming area that boosts your home's appeal and speeds up the sale.





ALAMO MARKET REPORT

LAST MONTH V THIS MONTH

JUNE 2025	JULY 2025
HOMES SOLD 13	HOMES SOLD 12 ↓
DAYS ON MARKET 31	DAYS ON MARKET 28 ↓
AVERAGE LIST PRICE \$2,698,676	AVERAGE LIST PRICE \$2,902,076 ↑
AVERAGE SOLD PRICE \$2,684,461	AVERAGE SOLD PRICE \$2,911,233 ↑
LIST: SOLD RATIO 100%	LIST: SOLD RATIO 100% ↑
\$/SF \$825	\$/SF \$840 ↑

These sample sizes are too small to paint a definitive picture of the market's direction. Numbers in Alamo tend to bounce around for this reason, yet the overall story remains encouraging. Both average sale price and \$/SF saw increases, showing that well-presented homes continue to command top dollar. For sellers, this is a reminder that with the right strategy, today's buyers are still willing to pay premium prices for desirable properties.



ALAMO MARKET REPORT

LAST YEAR V THIS YEAR

JULY 2024	JULY 2025
HOMES SOLD 14	HOMES SOLD 12 ↓
DAYS ON MARKET 28	DAYS ON MARKET 28 ↑
AVERAGE LIST PRICE \$2,952,067	AVERAGE LIST PRICE \$2,902,076 ↓
AVERAGE SOLD PRICE \$2,907,493	AVERAGE SOLD PRICE \$2,911,233 ↑
LIST: SOLD RATIO 98%	LIST: SOLD RATIO 100% ↑
\$/SF \$902	\$/SF \$840 ↓

Prices held steady, with the average sold price virtually unchanged and sellers receiving 100% of their asking price. While the price per square foot is down 7%, this can be influenced by the size and style of homes that sold in such a small sample. For sellers, the takeaway is that strong buyer demand is still producing full-price offers for the right homes, making now a great time to be on the market.

Your Essential Home-Selling Checklist

FOR A SMOOTH SALE

□ Hire a Skilled Real Estate Agent

Start by choosing an experienced agent familiar with your local market. They'll guide pricing, marketing, and negotiations, ensuring a seamless process. Interview multiple agents to find one who aligns with your goals.

□ Set a Realistic Price

Research recent sales in your area to determine a competitive price. Your agent can provide a comparative market analysis to balance your home's value with current market trends, avoiding overpricing that could deter buyers.

□ Get a Pre-Sale Inspection

A pre-inspection identifies issues like leaky pipes or electrical problems before buyers do. Addressing these upfront builds buyer confidence and prevents deal-breaking surprises. Expect to spend \$300-\$500, but it's worth the investment.

□ Make Necessary Repairs

Fix minor issues like squeaky doors or chipped paint to enhance appeal. Focus on high-impact, low-cost repairs, as major renovations often yield low returns. Consult your agent to prioritize fixes that matter to buyers.

□ Declutter and Depersonalize

Clear out excess furniture, personal photos, and quirky decor to create a neutral canvas. Buyers need to envision themselves in the space. Consider renting a storage unit for items you don't immediately need.

□ Boost Curb Appeal

First impressions count. Mow the lawn, trim bushes, and add fresh mulch or flowers. Power-wash the exterior and ensure the front door is inviting. A well-kept exterior signals a cared-for home.

□ Stage Strategically

Staging highlights your home's potential. Arrange furniture to showcase space and flow, and add neutral decor like fresh flowers or simple artwork. Professional stagers can help, but DIY staging works on a budget.

□ Deep Clean Everything

A spotless home reassures buyers of its upkeep. Scrub floors, clean windows, and polish fixtures. If time's short, hire a professional cleaner to ensure every corner shines.

□ Prepare Documentation

Gather records of maintenance, upgrades, and warranties. A preliminary title report, costing about \$200, verifies ownership and clears any liens, streamlining the closing process.

□ Market Effectively

Your agent will list your home on the MLS and use professional photos to attract buyers. Schedule showings for mid-morning or early afternoon to leverage natural light, making rooms feel spacious and inviting.

By following these steps, you'll position your home to sell quickly and for the best price. If you are ready to sell, or just want to talk about your options, reach out to your local neighborhood expert today.

A close-up photograph of a hand holding a small, detailed model of a two-story house with a brown roof, white walls, and brown shutters. The background is a blurred office or home interior with wooden furniture and a potted plant.

PAID RATE BUYDOWNS

A POWERFUL TOOL TO **ATTRACT** MORE BUYERS

In today's competitive market, sellers are looking for creative ways to make their homes stand out and generate multiple offers. One increasingly popular strategy is offering a rate buydown, where the seller pays upfront costs to temporarily reduce the buyer's mortgage interest rate. A common example is the "2-1 buydown," which lowers the buyer's rate by 2 percentage points in the first year and 1 point in the second year before returning to the original rate.

This incentive can be a game-changer for both parties. Buyers benefit from significantly lower monthly payments during the initial years of homeownership, making the purchase more affordable and attractive. For sellers, offering a rate buydown often generates more interest and competitive offers,

potentially leading to a faster sale at or above asking price. The cost to the seller is typically less than a comparable price reduction, making it a smart financial move that helps close deals in any market condition.

Contact your neighborhood expert to learn more about how a rate buydown could work for your specific situation and help you achieve your selling goals.





FOOTBALL

SEASON PREP

As the football season approaches, it's time to prepare your space to maximize your enjoyment of the games. Whether you're a casual viewer or a die-hard fan, these tips will help you get ready for the action.

UPGRADE YOUR VIEWING EXPERIENCE

Investing in a new TV can make a world of difference in how you experience the games. Consider adding a soundbar or a surround sound system to enhance the audio experience, making you feel like you're right in the stadium. Comfortable seating is a must, so upgrade your couch or recliner to ensure you can relax during those long game days.

CREATE THE ULTIMATE MAN CAVE

Besides the TV, furnish your man cave with comfortable chairs, a mini-fridge stocked with your favorite drinks, and football-themed decorations. A coffee table or side tables are perfect for holding snacks and drinks, and don't forget some cozy throws and cushions in your team's colors to complete the look.

PLAN YOUR SPORTS BAR SCHEDULE

Sometimes, watching the game at a sports bar with friends can be a blast. Look up the schedule of important games and plan outings to your favorite local spots. Many bars offer special deals and events during football season, so take advantage of those. Arriving early ensures you get good seats and avoid the rush.

CLEAN AND ORGANIZE YOUR JERSEYS

Show off your team spirit by wearing your jerseys proudly. Before the season starts, go through your collection and clean each one. Follow the care instructions to avoid

damage – many jerseys require gentle washing and air drying.

STOCK UP ON SNACKS AND DRINKS

Make a list of your favorite game-day snacks and drinks, and stock up before the season starts. Classic choices include chips and dip, wings, and pizza, but don't be afraid to mix it up with some healthier options like veggie platters or homemade popcorn. Keep a variety of beverages on hand, from sodas and beer to more festive options like cocktails or mocktails.

SET UP A GAME DAY ROUTINE

Having a routine can make game days more enjoyable. Start by marking your calendar with all the key games you don't want to miss. Prepare snacks and drinks in advance and set up your living room or man cave a few hours before kickoff. Invite friends or family over to join you and create a pre-game playlist to set the mood.

ENGAGE IN FANTASY FOOTBALL

Participating in a fantasy football league adds another layer of excitement to the season. Drafting players, making trades, and setting your lineup each week keeps you engaged with the games and can lead to some fun and friendly competition.

By upgrading your viewing experience, creating a comfortable space, organizing your schedule, and planning ahead, you'll be ready to enjoy every moment of the football season. Whether you're hosting friends, heading to a sports bar, or enjoying a quiet game day at home, these tips will ensure you're fully prepared for the excitement ahead.



Oktober Fest

Get ready to don your lederhosen and dirndls for the 190th Oktoberfest, the world's largest beer festival, held in Munich, Germany, from September 20 to October 5, 2025, at the Theresienwiese. This 16-day celebration of Bavarian culture draws millions for its vibrant mix of beer, food, rides, and traditions.

OPENING CEREMONY

The festival kicks off on September 20 at noon in the Schottenhamel tent, where Munich's Lord Mayor taps the first keg, shouting "O'zapft is!" ("It's tapped!"). This is followed by a 12-gun salute and a lively parade of brewery horse-drawn carriages led by the Münchner Kindl, Munich's blonde monk mascot. Arrive early to join the festive dash for beer.

TRADITIONAL COSTUME PARADE

On September 21, the first Sunday, the world's largest costume parade winds through Munich to the Theresienwiese. Around 9,000 participants, including traditional costume clubs, marching bands, and brewery carriages, showcase Bavarian heritage. Stake out a spot early for the best view of this colorful, seven-kilometer procession.



BEER TENTS AND BAVARIAN FARE

With 17 large and 21 smaller tents, Oktoberfest offers endless revelry. Sip specially brewed Oktoberfest beer (about €16 per liter) from six major Munich breweries, served in one-liter Maß mugs. Pair it with traditional dishes like half-chicken (€10–30), pretzels, or Steckerlfisch (grilled fish). Midweek visits make securing a table easier, though weekend evenings require reservations.



FUNFAIR RIDES AND GAMES

Beyond beer, the Theresienwiese transforms into a thrilling funfair. Enjoy carnival rides like carousels and roller coasters, or test your skills at games. Family Days on Tuesdays offer discounted rides, making it kid-friendly (children under six must leave tents by 8 p.m.).

ROSA WIESN (GAY SUNDAY)

On September 21, the Bräurosl tent hosts Gay Sunday, a highlight of the Rosa Wiesn, drawing about 8,000 for LGBTQ+ events, including

meet-and-greets and brunches. This vibrant tradition, started in the 1970s, celebrates inclusivity.

CULTURAL EVENTS

Experience Bavarian culture with brass band concerts at the Bavaria statue and the Oide Wiesn, a historical section with a museum tent, traditional rides, and dark beer. The festival closes October 5 in the Hacker-Pschorr tent with a sparkler-lit singalong and crossbow competition salute.



Tips: Wear traditional Bavarian attire—dirndls for women, lederhosen for men (€100–125). Bring cash, as many vendors don't accept cards. Book accommodations early, as over six million visitors are expected.

Oktoberfest 2025 promises beer-soaked fun, rich traditions, and unforgettable moments. Prost!

Think Your Home Isn't Photo Ready?

Let Me Get It Into Shape
With No Upfront Cost!

Services Include:

Fresh paint, new or refinished flooring, new light fixtures, staging, landscaping, decluttering, deep cleaning and so much more!

BEFORE



AFTER



BEFORE



AFTER



BEFORE



AFTER





Client Testimonials



I am so impressed with Andrea Scott as a Realtor. I have bought and sold several houses over the years and personally know many Realtors. Andrea is amazing and I highly recommend her. Two thumbs way up!

- *Barry P, Danville*



Andrea Scott has truly earned the title of #1 Realtor in Alamo. In a challenging market, she was able to leverage her vast marketing network with a data-driven approach to finding the right buyers for our home, resulting in multiple, high quality offers. She provided a comprehensive approach to the sale of our home, bringing staging, photography, a social media plan and overall real estate acumen to a successful sale. We were highly impressed by her hands-on approach and fast response time to our questions. We would highly recommend her if you are selling or buying a home.

- *Valerie M, Alamo*



Our home was on the market for 3 1/2 months with 2 different realtors. It received very few showings and no offers. It had been cleaned, staged, and professionally photographed; what was missing? Then we hired Andrea and she jumped into action. Cleaning, staging, small repairs and expert photography - Andrea had the marketing completely revamped in 1 week. We followed her expert advice and our home was sold over asking the asking price with only 3 days on the market. The changes weren't drastic but the results were. If you've ever been tempted to think that all realtors are the same, please heed my advice. Hire Andrea and experience the difference!

- *Eswar M, Walnut Creek*



Poised, confident, intelligent, humble. These are some of the reasons Andrea is the #1 Alamo Realtor. Her strategic agility, business acumen, and collaborative ability to bring people together and deliver results is exceptional. She is excellent!

- *Charles C, Alamo*

About The Agency

The Agency is a full-service, luxury real estate brokerage and lifestyle company representing clients worldwide in a broad spectrum of classes, including residential, new development, resort real estate, residential leasing and luxury vacation rentals.

Since its inception in 2011, The Agency has redefined the business of real estate, modernizing and advancing the industry by fostering a culture of partnership in which all clients and listings are represented in a collaborative environment by all of its agents. Shunning the traditional model of how real estate is practiced, our agents share their knowledge, spheres of influence, contacts and expertise, ensuring our clients better representation and a true competitive edge.

This approach has proven highly successful. Four years after its inception, The Agency was L.A.'s most outstanding real estate brokerage, with 13 of our agents ranked among the top 250 realtors in the United States, as measured by total sales volume by the Wall Street Journal and REAL Trends, Inc. To date, The Agency has closed more than \$9 billion worth of real estate transactions and established itself as a preeminent player in the luxury real estate market, representing many of the country's most visible and high-end properties.

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THE NEIGHBORHOOD
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Buying and Selling a Home is one of the most important decisions you make. Let me guide you through the process. Call us to set up an appointment to meet in person or via Zoom.

- 5 Star Award Winner
- Forbes Magazine Real Estate Market Leader
- RealTrends America's Best Real Estate Agents
- Top 1% of Realtors in the US
- Rancho Romero Sponsor - \$55,000 and counting
- #1 Individual Agent, Westside Alamo 2013 to Present

Cumulative, per MLS



Andrea Scott | 925.788.9374 | Andrea@Alamo.RealEstate

www.Alamo.RealEstate