

LOCAL

Lifestyle

SEPTEMBER 2026

ANDREA SCOTT, REALTOR | 925.788.9374



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Dear Friends and Neighbors,

September has a way of bringing life back into focus. Summer adventures give way to familiar routines, calendars begin to fill, and cooler mornings remind us that a new season has arrived. There's something comforting about settling back into the rhythm of everyday life.

This time of year always reminds me that the most meaningful moments happen at home. Around the kitchen table homework gets finished, family dinners spark conversation and weekend gatherings create memories that last far longer than the season itself. It's these simple moments that transform a house into something truly special.

As Autumn begins, home becomes our gathering place once again—a place of comfort, connection, and new traditions. Whether you're staying put or considering a move, finding the right home is ultimately about creating the setting where life's next chapter unfolds.

The East Bay real estate market continues to present opportunities for buyers and sellers alike. If you're curious about your home's value, planning ahead, or simply have questions about today's market, I'm always happy to be a trusted resource.

Thank you for being part of this wonderful community. I wish you a September filled with fresh beginnings, meaningful moments, and the comfort of home.

Warmly,

Andrea Scott

Andrea@Alamo.RealEstate

Cutest Pet Contest



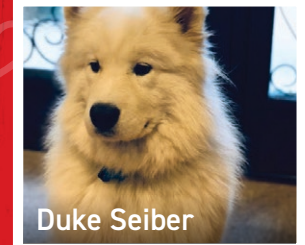
*Mango and
Roxie Clever*

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.

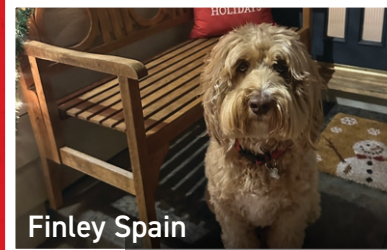
If you sent a photo and it hasn't been featured, please send again with "Pet Contest" in the subject line.



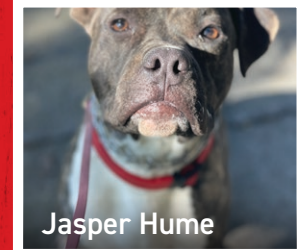
Dima and Miranda Johnson



Duke Seiber



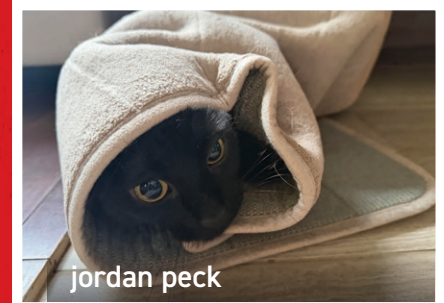
Finley Spain



Jasper Hume



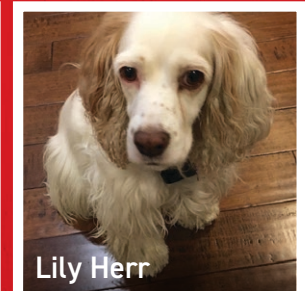
Buster Tang



jordan peck



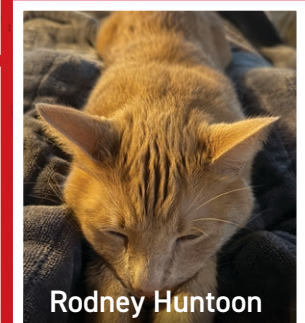
Benji, Basil, and
Bella Batesole



Lily Herr



Mittens Quintel



Rodney Huntoon

Potato and Bacon Quiche

The perfect savory dish that pairs the smoky, salty flavors of a loaded baked potato soup into the rich, eggy format of a quiche. A dressed up version of a crowd favorite with fontina cheese and a perfectly crispy potato crust, this dish is sure to turn heads.

• 1-1/2 pounds baby Yukon Gold potatoes, scrubbed • 2 tablespoons plus 1/4 teaspoons kosher salt, divided • 8 slices thick-cut bacon, chopped (about 2 cups) • 1 small sweet onion, finely chopped (3/4 cup)	• 3 cups loosely packed roughly chopped fresh arugula • 1 tablespoon chopped fresh thyme • 8 ounces Fontina cheese, shredded and divided (2 cups) • 4 large eggs	• 1/4 cup heavy whipping cream • Fresh thyme leaves and freshly ground black pepper for garnish
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1 Preheat oven to 400°F. Place potatoes, 2 tablespoons salt, and water to cover by 1 inch in a medium saucepan. Bring to a boil over high heat. Reduce heat to medium and cook until potatoes are very fork-tender, about 25 minutes. Drain well.

2 While potatoes boil, cook chopped bacon in a large nonstick skillet over medium-high heat, stirring occasionally, until crisp (5 to 8 minutes). Transfer bacon to a paper-towel-lined plate with a slotted spoon and set aside. Reserve 2 tablespoons bacon drippings; discard the rest or save for another use. Heat 1 tablespoon reserved drippings in the skillet over medium-high. Add

onion and cook, stirring occasionally, until tender (about 3 minutes). Add arugula, thyme, and 1/4 teaspoon salt. Cook, stirring constantly, until arugula wilts (about 1 minute). Remove from heat and set aside.

3 Brush a 9-inch round cake pan with the remaining 1 tablespoon bacon drippings. Spread drained potatoes evenly in the pan. Use a flat-bottom measuring cup to press them firmly into the bottom and about 1 inch up the sides to form a crust. Sprinkle 1 cup shredded cheese and half the cooked bacon (about 1/2 cup) evenly over the crust bottom. Add the onion-arugula mixture in an even

layer. Top with remaining 1 cup cheese and remaining bacon.

4 In a large bowl, whisk eggs, cream, and remaining 1 teaspoon salt until frothy (about 30 seconds). Pour over the filling. Bake until the filling sets and an instant-read thermometer registers 160°F (about 25 minutes). Cool on a wire rack for 15 minutes. Garnish with fresh thyme leaves and black pepper. Serve warm or at room temperature.

Tip: Store baked quiche in the refrigerator, covered, up to 3 days. Note: Use a 9-inch cake pan or a 9-inch fluted tart pan with room above the edge. Small baby potatoes work best for an easy-to-press crust.



Pumpkin Pie MARTINI



This creamy, spiced cocktail tastes like pumpkin pie in a glass. It combines vodka, pumpkin puree, and warm fall spices for a perfect dessert drink after any gathering.

INGREDIENTS

FOR THE RIM:

- 2 Tbsp. granulated sugar
- 3/4 tsp. pumpkin pie spice
- Lemon wedge

FOR THE DRINK:

- 4 oz. vodka
- 3 Tbsp. half and half
- 3 Tbsp. pumpkin puree
- 2 Tbsp. maple syrup

FOR GARNISH:

- Whipped topping
- Cinnamon sticks

INSTRUCTIONS

1. Combine sugar and pumpkin pie spice in a shallow dish. Wet the rim of two martini glasses with a lemon wedge, then dip the rims into the spiced sugar to coat them.
2. Fill a cocktail shaker with ice. Add vodka, half and half, pumpkin puree, and maple syrup. Shake vigorously until well chilled, about 30 seconds.
3. Strain the mixture into the prepared glasses. Top with whipped topping and a sprinkle of the remaining pumpkin spice sugar mixture. Serve with cinnamon sticks.

Enjoy this easy fall martini. The vodka keeps the flavor neutral while the pumpkin puree and spices deliver classic pumpkin pie taste. Adjust maple syrup for desired sweetness.

SALTED CARAMEL MARSHMALLOW ACORNS

1/2 cup salted
caramel candy
melts (4 oz)

1 cup chocolate
candy melts (8 oz)

1/3 cup sugar
in the raw (or
any sugar with
brown color)

10 large
marshmallows

5 small
pretzel
sticks



1 Line a baking sheet with parchment paper. Pour your sugar into a small bowl and make sure that you have your foam base (or alternative) next to you.

2 Take your lollipop sticks and poke them into the bottom of each marshmallow, about halfway in.

3 Pour your chocolate melts into a microwave safe bowl and heat for 30 second intervals, stirring in between each 30 seconds. Continue to do this until chocolate is melted (2-3 minutes).

4 Take your marshmallow on the stick and dip it in the melted chocolate until it is completely coated. Tap on the edge of bowl to get excess chocolate off and place each one separately on the parchment paper.

5 Place cookie sheet in the refrigerator for 3-5 minutes to let the chocolate harden.

6 Pour your salted caramel melts into a microwave safe bowl and heat for 30 second intervals, stirring in between each 30 seconds. Continue to do this until the caramel

is melted (about 2 minutes).

7 Take your marshmallow and dip about a quarter of the way from top into the salted caramel so that you are just coating the top portion. Tap your lollipop stick on the edge of the bowl to get the excess off.

8 While the salted caramel is still wet, roll it in the sugar immediately until you get an even coating.

9 Place each marshmallow standing up in your foam base or stand so they can dry.

10 While they are drying, break your pretzel sticks in half. Insert them in the top of each marshmallow so that the broken part is being pushed into the top. Push them down so that a little sticks out.

11 Put cookie sheet back into the refrigerator for 3-5 minutes or until they harden. Enjoy!

IN OR OUT

2026 BATHROOM TRENDS

BATHROOM DESIGN IN 2026
IS ALL ABOUT BALANCING
COMFORT WITH PRACTICALITY.
HERE'S WHAT TO EMBRACE,
AND WHAT TO LEAVE BEHIND.

IN



1 Prioritize Functionality

Beauty still matters, but 2026 design puts function first. That means better lighting for grooming tasks, non-slip flooring, accessible fixtures, and layouts that actually work for daily routines rather than just photographing well.



2 Maximize Storage Space

This year's bathrooms lean heavily into smart storage. Think recessed niches, floating vanities with deep drawers, and built-in medicine cabinets that disappear into the wall. The goal is a clutter-free surface with everything tucked away but still within reach.



3 Warm & Nature-Inspired Color Palettes

Cool grays and stark whites are giving way to warmer, earthier tones: terracotta, sage green, warm taupe, and soft ochre. These nature-inspired palettes bring a calming, organic feel that pairs well with natural materials like wood, stone, and woven textures.



3 Ceiling-Height Shower Curtains

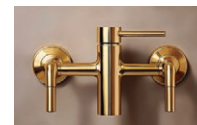
Hanging shower curtains from the ceiling rather than a standard rod instantly makes a bathroom feel taller and more luxurious. It's a low-cost swap that mimics the drama of a spa-style walk-in shower without a renovation.

OUT



1 Fluted Cabinetry

The ridged, grooved cabinet fronts that were everywhere over the past few years are starting to feel dated. They're also notoriously hard to keep clean, with grime collecting in every groove.



2 Satin Brass Fixtures

Once the go-to finish, satin brass is being replaced by warmer, more matte finishes like brushed nickel and unlacquered brass that develops a natural patina over time. Satin brass now reads as slightly trend-chasing rather than timeless.



3 Faux Wood Tile

Faux wood-look tile is losing favor as real wood-adjacent materials, like waterproof engineered wood or natural stone, become more accessible. Faux finishes increasingly look like an imitation rather than an intentional design choice.



4 "Open Concept" Showers

Fully open showers with no doors, curtains, or glass are falling out of favor. They tend to soak the entire bathroom, create maintenance headaches, and sacrifice warmth and privacy for a look that photographs better than it lives.

Alamo Market Report

LAST MONTH VS THIS MONTH

JUNE 2026	JULY 2026	
16 HOMES SOLD	15 HOMES SOLD	↓
28 DAYS ON MARKET	38 DAYS ON MARKET	↑
\$3,028,806 AVERAGE LIST PRICE	\$3,435,573 AVERAGE LIST PRICE	↑
\$3,110,576 AVERAGE SOLD PRICE	\$3,341,533 AVERAGE SOLD PRICE	↑
102% LIST: SOLD RATIO	98% LIST: SOLD RATIO	↓
\$850 \$/SF	\$870 \$/SF	↑

July saw slightly fewer sales and more time on market, but home values continue to climb. Average prices increased, along with price per square foot, reflecting continued strength in the Alamo market. While buyers negotiated a bit more aggressively, today's pricing still makes it an excellent time to sell.

LAST YEAR VS THIS YEAR

JULY 2025	JULY 2026	
13 HOMES SOLD	15 HOMES SOLD	↑
28 DAYS ON MARKET	38 DAYS ON MARKET	↑
\$2,902,076 AVERAGE LIST PRICE	\$3,435,573 AVERAGE LIST PRICE	↑
\$2,911,233 AVERAGE SOLD PRICE	\$3,341,533 AVERAGE SOLD PRICE	↑
100% LIST: SOLD RATIO	98% LIST: SOLD RATIO	↓
\$775 \$/SF	\$870 \$/SF	↑

Compared to last July, the market is substantially stronger, with more homes sold and significant gains in both list and sold prices. Price per square foot also climbed, underscoring continued appreciation despite a slower pace. Home values remain exceptionally strong—making now an excellent time to sell.

When To Make Home Upgrades *Before Selling*

If you're thinking of selling your home within the next few years, now's the time to start planning strategic upgrades. Done right, these improvements can boost your sale price and help your home stand out, without wasting money on renovations you won't get to enjoy or recoup.



Start With the Kitchen and Bathroom

Kitchens and bathrooms sell houses. These renovations offer some of the best returns on investment, but they also take the longest to plan, budget, and execute. Starting early gives you time to research contractors, compare materials, and avoid rushed decisions that can look cheap to buyers. Focus on updates that appeal broadly, like neutral countertops, updated fixtures, and modern cabinetry, rather than bold personal choices.



Schedule an Early Inspection

A pre-listing inspection a year or two out might sound early, but it's strategic. It gives you time to address major issues, such as roof damage, HVAC problems, or foundation concerns, on your own schedule and budget, rather than scrambling during negotiations or losing a buyer over a surprise defect.



Update Worn or Outdated Flooring

Worn carpet, scratched hardwood, or outdated tile can make an entire home feel dated. Flooring is disruptive to install, so tackling it well before your move minimizes the inconvenience. Neutral, durable options like hardwood or high-quality laminate tend to appeal to the widest range of buyers.



Apply a Fresh Coat of Paint

Paint is one of the most affordable, high-impact upgrades you can make. Fresh, neutral walls make rooms look cleaner, brighter, and larger. Since paint typically needs refreshing every five to seven years anyway, timing it two years before selling ensures your home looks its best without needing a last-minute touch-up before listing.



Replace Dated Fixtures and Hardware

Small details matter. Outdated cabinet hardware, light fixtures, faucets, and switch plates can make a home feel tired even if the bones are solid. Swapping these out is inexpensive relative to major renovations, but the cumulative effect on a buyer's first impression is significant.



Declutter and Organize Your Space

Decluttering and organizing isn't just for moving day. Buyers respond to homes that feel spacious and well-maintained, and organized closets, pantries, and storage areas signal that a home has been cared for.

Starting these upgrades early means better planning, smarter budgeting, and a home that's genuinely market-ready when the time comes. Thinking about listing? Let's talk about what your home could do in today's market!



Why You Need a **NEIGHBORHOOD EXPERT** in This Market



Real estate headlines this year have covered a lot of ground, rising rates, cooling inventory, price shifts that vary from one region to the next. It's a lot to take in, and most of it doesn't actually tell you what's happening on your street.

But there is one thing holding true almost everywhere right now: homes are taking longer to sell. Across the country, the fast paced, multiple offer market of a few years ago has given way to something slower and steadier. Buyers have more time to think. Sellers have to work harder to stand out. And a growing number of homeowners are choosing to pull their listing off the market rather than adjust to the new pace.

That shift changes the strategy for everyone, but it plays out differently depending on where you live and what you're selling or buying. That's the part national headlines can't tell you.

This is where local knowledge stops being a nice-to-have and becomes essential. A neighborhood expert isn't just watching national trends, they're watching what's closing down the street, what's sitting and why, and what buyers in your specific price range are actually willing to pay this month, not last quarter. They know which upgrades matter to buyers

in your area and which ones won't move the needle. They know if your school district, your commute corridor, or your type of home is in a seller's market or a buyer's market, because those can be true in the same town at the same time.

Pricing a home correctly from day one matters more than almost anything else right now. A well priced home in a slower market can still attract strong interest and multiple looks. A home that starts too high risks sitting, then needing a price cut, then losing the momentum that made it attractive in the first place. Getting that number right takes more than a national average, it takes someone who knows your neighborhood's recent sales, current competition, and buyer behavior in real time.

Buyers benefit just as much from this kind of guidance. Longer days on market can mean more room to negotiate, but only if you know which listings are genuinely open to it and which are holding firm.

A slower market isn't a weaker market, it's a more thoughtful one. And that's exactly the environment where working with someone who knows your neighborhood, not just the nation, makes the biggest difference.



HOW LONG DOES IT TAKE TO CLOSE ON A HOUSE?

Closing on a house involves more than signing papers and handing over money. From the time your offer is accepted, the process usually takes 30 to 60 days, though it can vary based on the loan type, buyer preparation, and other factors.

Typical Timelines

Many buyers can close in about 30 days with good preparation. Conventional loans often move faster, while government-backed loans such as FHA or VA typically require 45 to 60 days. Cash purchases can close in as little as two weeks since they skip mortgage steps.

Steps in the Closing Process

1. Negotiate the purchase agreement

Review and agree on terms, including contingencies for inspection, appraisal, financing, title, or home sale.

2. Complete the mortgage application

Submit financial documents like bank statements, W-2s, pay stubs, and proof of assets. A prior mortgage preapproval speeds this up significantly.

3. Open escrow A neutral third party holds funds and manages the transaction.

4. Title search Checks public records for liens, claims, or ownership issues that could block the sale.

5. Appraisal The lender requires this to confirm the home's value matches the purchase price. It usually takes several days to a week.

6. Home inspection Recommended even if not required. It identifies defects so buyers can request repairs or walk away.

7. Final walk-through Check that agreed repairs were completed before signing.

8. Closing Sign documents, pay closing costs and down payment, and receive the keys. Lenders must provide a closing disclosure at least three business days prior.

Common Causes of Delays

Several issues can extend the timeline

- Appraisal values coming in below the contract price.
- Underwriting problems or slow document submission.
- Title issues like liens or disputes.
- HOA or condo association approvals.
- Repair needs found during inspection.
- Changes in the buyer's job, credit, or large purchases that affect loan approval.
- Multiple decision-makers, such as in estate sales or divorces.

Tips to Close Faster

- Get preapproved for a mortgage before shopping.
- Keep all documents organized and respond quickly to requests.
- Work closely with your lender, agent, and title company.
- Clear communication helps avoid unnecessary setbacks.

Being prepared and proactive can keep the process on track so you can move into your new home sooner. If you are ready to buy or sell, contact your local neighborhood expert today!



Fall Maintenance Checklist



As the vibrant hues of fall begin to appear, it's a reminder to start preparing your home for the impending winter months. A little preventive maintenance now can save you from bigger, more costly repairs later. Here's a list of some of the more important steps to ensure your home is in top shape and ready to face the colder weather.

Inspect, Clean Gutters and Downspouts

Leaves, twigs, and debris can clog gutters, leading to water damage and ice dams. Clean gutters and downspouts to ensure proper drainage. Check for any leaks or damage and repair as needed to prevent water from pooling near the foundation.

Seal Windows and Doors

Drafty windows and doors can significantly increase heating costs. Check for gaps and cracks around frames and use weatherstripping or caulk to seal them. Consider installing storm windows for added insulation.

Service the Heating System

Before the first cold snap, have your heating system inspected by a professional. Replace filters in your furnace or heating system to improve efficiency. If you use a fireplace, have the chimney cleaned and inspected to prevent fire hazards.

Check the Roof

Inspect your roof for any missing, damaged, or loose shingles. Ensure that flashing around chimneys and vents is secure to prevent leaks. If necessary, hire a professional to make repairs before winter storms hit.

Drain and Store Outdoor Hoses

Disconnect and drain garden hoses to prevent them from freezing and bursting. Shut off outdoor water valves and store hoses in a shed or garage. Consider insulating any exposed pipes to protect against freezing temperatures.

Test Smoke, Carbon Monoxide Detectors

With increased use of heating systems, the risk of carbon monoxide poisoning and house fires rises. Test all smoke and carbon monoxide



detectors to ensure they are working properly. Replace batteries if needed and consider installing additional detectors if necessary.

Prepare the Lawn and Garden

Rake leaves regularly to prevent mold growth and damage to your lawn. Aerate the soil, fertilize, and reseed if necessary. Trim trees and shrubs to prevent branches from breaking and causing damage during winter storms.

Check Insulation

Proper insulation is key to maintaining a warm home and reducing energy costs. Inspect the insulation in your attic, walls, and crawl spaces. Add insulation where needed and seal any gaps in the attic to prevent heat loss.

Clean the Dryer Vent

Lint buildup in your dryer vent can be a fire hazard. Clean the vent and exhaust duct thoroughly to ensure proper airflow and reduce the risk of fire.



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!



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



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



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



We had an outstanding experience working with Andrea to sell our home. From start to finish, she was very knowledgeable, responsive, and incredibly professional throughout the entire process. Selling a home can be stressful, but she made everything feel organized and manageable. She also provided thoughtful advice on pricing, marketing, staging, and negotiations, always keeping our best interests at the forefront. We especially appreciated her honest communication, attention to detail, and willingness to go the extra mile whenever we had questions or concerns. What stood out most was her dedication and commitment. We always felt like a priority, and she worked tirelessly to help us achieve the best possible outcome. If you're looking for a realtor who is experienced, trustworthy, and truly cares about their clients, I highly recommend Andrea.

- Silvia D, Alamo



We chose to work with Andrea because of how well connected she is in our area. She lives here, knows all the reliable contractors, and has great relationships with Alamo realtors. That said, our dream was a quick, easy sale and Andrea made that happen. We received 2 offers prior to market, did no staging, and she helped us negotiate 2 months' free rent back and \$250K above asking. It couldn't have been a better experience; we recommend Andrea wholeheartedly.

- Mike L, Alamo

About The Agency

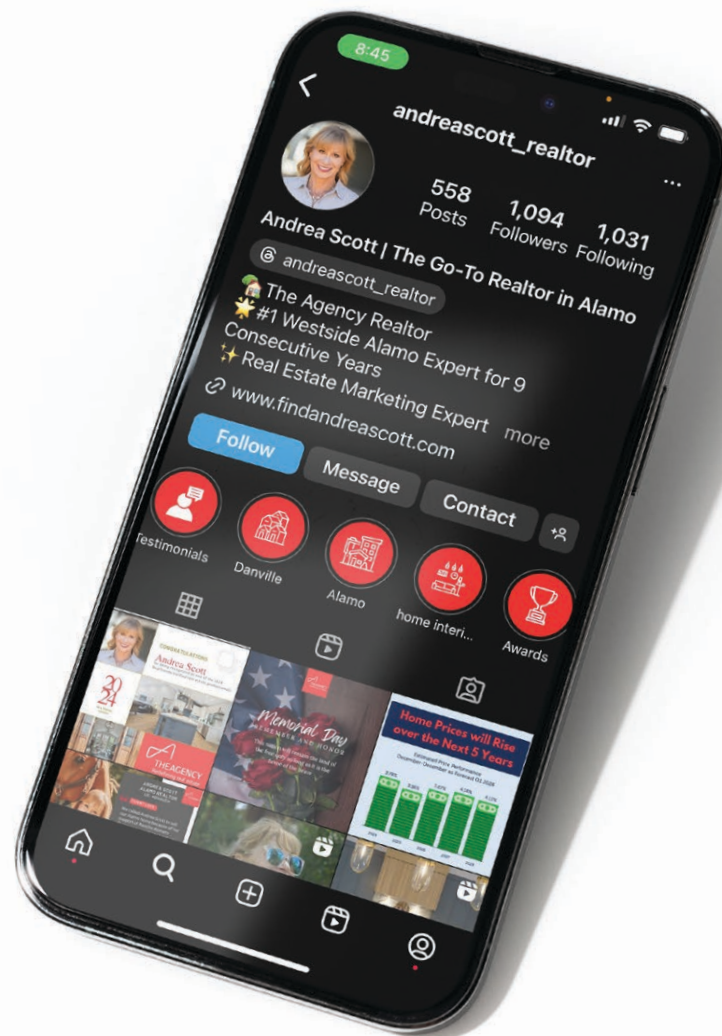
The Agency is a full-service, luxury real estate brokerage and lifestyle company representing clients worldwide in a broad spectrum of classes, including residential, new development, resort real estate, residential leasing and luxury vacation rentals.

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.

Stay Connected

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@AlamoDiabloHomes @andreascott_realtor @findandreascott

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THE NEIGHBORHOOD
CONNECTION MAGAZINE

Andrea Scott

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HAVE WE MET?



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, \$60,000 and counting
- #1 Individual Agent, Westside Alamo 2013 to Present

Cumulative, per MLS



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