



Real Estate

PREVIEW 2020

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- Bay East installs 2020 leaders **Page 18**
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GETTY IMAGES

Pleasanton real estate market continuing to evolve in 2020

More choices could mean less pressure for home buyers

By **DAVID STARK**

Home-buying may be a bit easier during 2020 thanks to more choices and stabilizing prices.

"I am optimistic about real estate this year," said Tina Hand, 2020 president of the Bay East Association of Realtors. "While it will be very similar to 2019 with low inventory, the buyers are starting to get serious and look again."



David Stark

The number of homes for sale reached a three-year high in Pleasanton during 2019. This shift followed a long period of stable or declining inventory. The high quality of life in Pleasanton coupled with high sales

prices, limited options for current homeowners and they kept their homes off the market. Many owners opted to remodel rather than move.

The shift toward more homes for sale that began in 2018 accelerated during 2019 and may continue during 2020.

However, even with more homes coming on the market from either current owners or from the limited new construction here in Pleasanton, supply won't keep up with demand during 2020. Job creation throughout the Bay Area continues to outpace new home construction particularly in the South Bay.

Even with years of mismatch between supply and demand, during 2019 home buyers in Pleasanton backed off slightly which led to prices stabilizing or even dropping. For the first time in almost a decade, the median

sales price for a single-family detached home dropped by 3%.

During 2018 the median sales price was \$1,249,500; that decreased to \$1,216,500 in 2019. Demand for home ownership will remain strong in 2020, but buyers may not be willing to pay a premium.

The pace of home sales will continue to slow during 2020. This follows several years of homes selling within days of coming on the market.

During 2018, a home was on the market an average of 26 days. In 2019 this period increased to 31 days. For buyers, this means more time to negotiate and for sellers, an opportunity to be patient.

Hand did share that the primary factor in how long it takes a home to sell is the nature

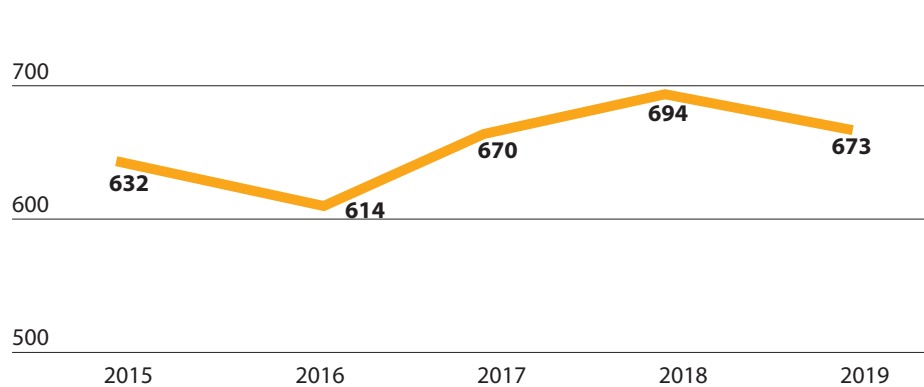
of the home itself, saying, "The length of time a home will be on the market will depend on its condition and location."

While it did take longer for homes to sell in 2019, the total number of homes sold was consistent with those sold during 2018. The fact that home sales were flat as supply increased, mortgage interest rates were still low, and prices dropped speaks to changing buyer behavior that will continue into 2020.

Asked if home buyers will want to purchase in Pleasanton during 2020, Hand said home ownership is desirable "because it's still a thriving community and it has that small-town feel with a lot of community activities." ■

Editor's note: David Stark is public affairs director for the Bay East Association of Realtors, based in Pleasanton.

Pleasanton Homes Sales — 2015 to 2019



Source: Bay East Association of REALTORS®

HOME SALES

This week's data represents homes sold during Dec. 16-27.

Pleasanton

4256 Brindisi Place J. China to G. & S. Gade for \$2,000,000

3496 Cumberland Gap Court J. & N. Newey to B. & E. Cheng for \$950,000

4550 Entrada Court N. & T. Evans to C. & S. Ramakrishnan for \$1,260,000

936 Happy Valley Road Smedley Family Trust to R. & A. Ahluwalia for \$1,358,500

1047 Harvest Circle P. & W. Ruge to S. & A. Madhavan for \$1,325,000

9966 Longview Lane Cuffe Family Trust to Cain Family Trust for \$2,000,000

9517 Macdonald Court Grady Living Trust to Hu Family Trust for \$2,135,000

748 Saint Michael Circle P. & A. Kulshreshtha to M. & T. Kanetkar for \$755,000

1752 Tanglewood Way B. Hilal to T. & S. Choi for \$1,290,000

Dublin

1600 Alegre Drive C. & E. Ozkurt to X. Dai for \$1,000,000

6897 Amador Valley Boulevard W. Bennett to M. & J. Orana for \$800,000

4165 Clarinbridge Circle R. & R. Ghabrial to Y. Zhang for \$525,000

5433 Crestridge Terrace Nguyen Trust to Y. & Y. Wang for \$1,510,000

7920 Crossridge Road K. & R. Rantz to S. Ramanathan for \$998,000

See **HOME SALES** on Page 20

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Bridge Loan to access capital to purchase in Nashville before Selling
 8530 Zandol Court, Dublin
 3 bed | 2 bath | 1,852 SF | Call for details

\$20K of Cosmetic Renovation Costs fronted through Concierge
Bridge Loan to access capital & move to a bigger house before selling
 3897 Brockton Way, Pleasanton
 2 Bed | 1.5 Bath | 1,120 SF | Call for details

Cosmetic Renovation Costs fronted through Concierge
 Newman Place, Pleasanton
 3 Bed | 2.5 Bath | 1,640 SF | Call for details

Relocation Costs to Southern California fronted through Concierge
 2117 Cristina Way, Brentwood
 5 Bed | 3 Bath | 2,800 SF | Call for details

Debris Removal on Estate Sale & Relocation Costs fronted through Concierge
 1452 Sonoma Way, Milpitas
 4 Bed | 3 Bath | 2,030 SF | Call for details

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BAY EAST

The 2020 leadership team was honored during the Bay East Association of Realtors ceremony in Pleasanton on Jan. 10.

Bay East installs 2020 leadership team

Tina Hand named association president

By JEREMY WALSH

Officers

The Pleasanton-based Bay East Association of Realtors celebrated its new leadership team with an installation ceremony earlier this month.

Presented as part of the real estate association's 2020 Inaugural Gala at Casa Real Winery in Pleasanton on Jan. 10, the event was highlighted by Tina Hand of Legacy Real Estate and Associates in Pleasanton taking the oath of office to become president of the Board of Directors for the year ahead.

"As the chief elected officer, Hand's focus for 2020 will be promoting the Bay East core values: communication, integrity, vision, innovation and leadership," Bay East officials said in a statement.

With more than 30 years in the real estate industry, Hand brings a wealth of knowledge and leadership experience to her new position. She served on Bay East's Executive, Strategic Planning and Local Government Relations committees.

Hand also serves on the Board of Directors of the California Association of Realtors, and was the president of the Women's Council of Realtors of Southern Alameda County in 2017.

With headquarters on Koll Center Parkway in Pleasanton and a satellite office in Alameda, Bay East is a trade association serving more than 6,000 residential and commercial real estate professionals in the region.

The association also installed other members to sit on the Board of Directors for 2020:

- President Tina Hand, Legacy Real Estate and Associates, Pleasanton.
- President-Elect Sheila Cunha, Legacy Real Estate and Associates, Pleasanton.
- Treasurer Steve Medeiros, Realty Experts, Fremont.
- Past-President Nancie Allen, MasterKey Real Estate Advantage, Fremont.
- CEO Tricia Thomas.

District representatives

- North County: Anne McKereghan, Golden Gate Sotheby's International, Oakland.
- Central County: Bill Espinola, Parkview Realty, Hayward; and Sinath Thi, Coldwell Banker, Castro Valley.
- Tri-City: June Burckhardt, Legacy Real Estate and Associates, Fremont; Allison Hull, Realty Experts, Fremont; Sumii Jhington, Realty Experts, Fremont; and Jackie Pena, Legacy Real Estate and Associates, Fremont.
- Tri-Valley: Barbara Clemons, Coldwell Banker, Pleasanton; Tracey Esling, Compass, Pleasanton; Ed Gomes, Pride Properties, Livermore; and Simi Puri, Keller Williams Realty, Danville.
- At-Large: Joe Annunziato III, Annunziato and Associates, San Leandro; Viviana Cherman, Better Homes and Gardens Tri-Valley Realty, Pleasanton; Angela McIntyre, Compass, Alameda; and Nicholas Solis, One80 Realty, Brentwood.
- Affiliate Director: Tim Denbo, Virtual TourCafe, LLC, Pleasanton. ■

SALES AT A GLANCE

Pleasanton (Dec. 16-27)
Total sales reported: 9
Lowest sale reported: \$755,000
Highest sale reported: \$2,135,000
Average sales reported: \$1,325,000

Dublin (Dec. 16-27)
Total sales reported: 13
Lowest sale reported: \$525,000
Highest sale reported: \$1,750,000
Average sales reported: \$880,000

Livermore (Dec. 16-27)
Total sales reported: 18
Lowest sale reported: \$500,000
Highest sale reported: \$1,850,000
Average sales reported: \$740,000

San Ramon (Dec. 16-27)
Total sales reported: 7
Lowest sale reported: \$510,000
Highest sale reported: \$1,365,000
Average sales reported: \$1,200,000

Source: California REsource

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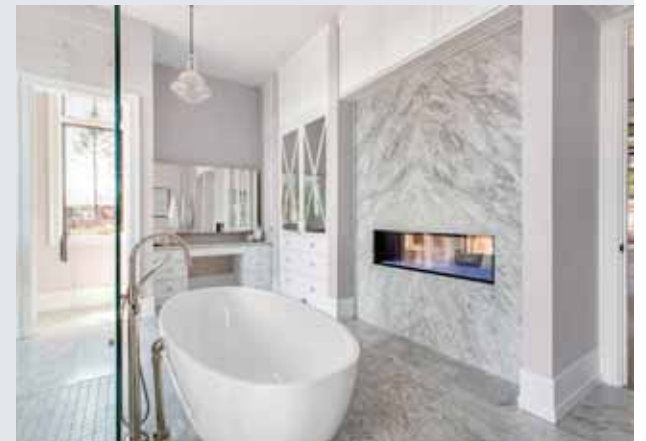
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Stacy Gilbert 487.0067

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2415 Pomino Way **\$3,430,000**
Sat/Sun 1-4 6 BD/5 BA
Stephany Jenkins 989.6844

Find more real estate information at pleasantonweekly.com/real_estate

HOME SALES

Continued from Page 17

5969 Hillbrook Place D. Price to M. & M. Berena for \$845,000
7791 Hillrose Drive S. & N. Sabnani to M. & R. Bertram for \$800,000
11264 Marwick Drive Kronk Living Trust to K. & A. Barua for \$1,210,000
6792 Onyx Place O. Nguyen to L. Dang for \$600,000
3770 Rimini Lane Wu Trust to A. Faruqi for \$815,000
3592 Rocking Horse Court M. & L. McCormick to D. Zawoad for \$995,000
2823 East Sugar Hill Terrace G. & A. Sandhu to M. & R. Dhillon for \$1,750,000
6739 Tory Way Roberts Family Trust to G. & R. Kulkarni for \$880,000

Livermore

693 North M Street B. Taylor to Nmt Financial LLC for \$500,000
168 Albatross Avenue Moulin Family Trust to A. & C. Weber for \$645,000
6315 Almaden Way M. Foster to A. & F. Garcia for \$700,000
337 Call Of The Wild Way D. & S. Wittmer to K. Rewinkel for \$1,438,000
230 Garden Common K. Quinnell to A. & A. Ornelas for \$610,000
1455 Hudson Way A. & M. Amable to E. & S. Lee for \$915,000
499 Hummingbird Lane J. Hempel-Haines to B. & K. Smith for \$740,000
1078 Lomitas Avenue J. & S. Brewer to V. & O. Tymoshchuk for \$870,000

380 Misty Circle D & T Family Trust to R. & V. Peddi for \$835,000
4813 Mulqueeney Common V. Hund to J. Alviso for \$615,000
578 Mulqueeney Street K. Connelly to P. & C. Ordonez for \$732,000
5658 Oakmont Circle D. & L. Roth to T. & A. Armaz for \$740,000
1637 Radcliffe Road Kanouff Family Trust to Sauer Trust for \$1,500,000
681 Selby Lane #2 D. Florescu to S. & D. Fontanares for \$650,000
1787 Sunset Drive Sandoval Family Trust to J. & C. Veloria for \$735,000
2445 Tait Street K. & M. Richards to K. & R. Ortega for \$1,130,000
3798 Thornhill Drive J. & D. Priolo to J. Vandenbulcke for \$1,300,000
2285 Tuscany Circle K. & G. Oliver to S. & T. Wasson for \$1,850,000

San Ramon

330 Andros Drive Biagtan Family Trust to J. & A. Shiraishi-Cang for \$1,365,000
411 Barranca Court D. & J. Gault to Holland Family Trust for \$1,225,000
2747 Derby Drive R. Vaughn to H. & B. Shieh for \$1,200,000
4171 Reedland Circle H. Chang to P. & P. Kawakami for \$1,250,000
8233 Saturn Park Drive K. Ip to S. & D. Ghai for \$1,105,000
204 Stone Pine Lane V. Madhavapedi to D. Gawf for \$510,000
765 Watson Canyon Court #135 C. Sanders to J. Hohls for \$545,000

Source: California REsource



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\$700,000 Sold - Represented Sellers



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\$776,000 - Represented Sellers



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COMING SOON



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Sue Fredrickson 925.413.1208
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PLEASANTON

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PLEASANT HILL

THE RESERVE AT PLEASANT HILL

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PONDEROSA
HOMES



Sold

3611 Cameron Avenue | Mohr Estates

This beautiful 4 bed, 3 bath home rests on a corner lot with a private well, owned solar, a pool and almost an acre of land. My sellers and my buyers are thrilled. Representing buyers and sellers. **Sold at \$1,900,000**



Coming Soon

Ruby Hill

A court location with a private setting: this stunning 6 bed, 5 bath home within the prestigious gated Ruby Hill community. One full bed & bath on the lower level. **Call for Pricing.**



Coming Soon

Pleasanton Meadows

3636 Camelot Court Pleasanton

- Built in 1970, Lot size 6272 SF
- Expanded home offering 2002 SF
- Lot size 6272 SF
- 4 bed, 3 bath
- Expansive master bedroom & walk in closet
- A bedroom and full bath on main level
- Outdoor kitchen



Sold

915 Kolln Street | Jensen Amador

This completely updated 3 bed, 2 bath home features wood floors and an open floor plan. **Listed and sold at \$1,158,000.**



Sold

Pleasanton Valley

It was my pleasure to represent the sellers for this 4 bedroom home with 1,716 SF of living space, in the Pleasanton Valley neighborhood. **I love my job as a real estate agent.**

COMING SOON

Del Prado neighborhood — Pleasanton

- Court location
- 2,630 SF
- Built in 1968
- 5 bed, 2.5 bath
- Pool, lot size 6,700 SF

Jensen/Amador neighborhood — Pleasanton

- Court location
- 1,368 SF
- Built in 1965
- 3 bed, 2 bath
- Pool, lot size 8,500 SF

Birdland neighborhood — Pleasanton

- Built in 1971
- 4 bed, 2 bath, Miramar model
- 2,088 SF
- Lot size 7,319 SF

Pleasanton Valley neighborhood — Pleasanton

- Built in 1966
- 4 bed, 2 bath, Country model
- 1,724 SF
- Lot size 8,539 SF
- Side yard access/corner lot

Central location — Pleasanton

- Heritage Valley
- Built in 1978
- 3 bed, 2 bath
- 1,246 SF



Kris Moxley

925.519.9080
moxleyrealestate.com
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Pleasanton, CA 94566

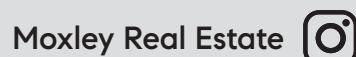
"Kris is an outstanding realtor. She strikes the perfect balance between offering professional guidance based on years of experience in the community, while also providing emotional support in a competitive housing market. She is knowledgeable, affable, responsive, and truly goes the extra mile for her clients. We cannot recommend her services highly enough."

- Buyer — Alex & Nadine

"It was my pleasure to represent this young family to find the best home for them. With multiple offers, I was able to negotiate the best terms for my buyers to win the home that matched their needs so perfectly. I love my job as a real estate agent."

- Kris Moxley

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