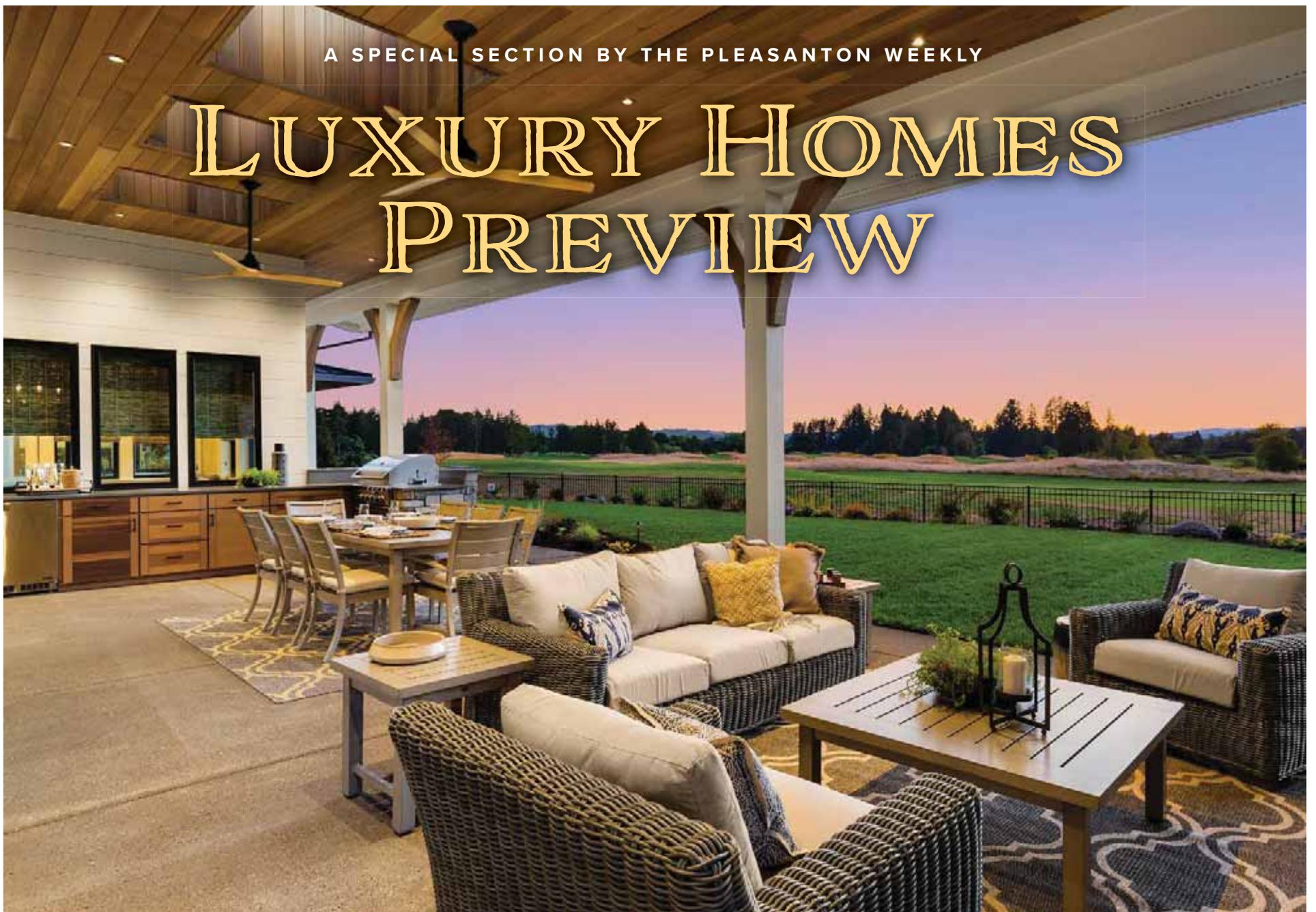


A SPECIAL SECTION BY THE PLEASANTON WEEKLY

# LUXURY HOMES PREVIEW



COURTESY GETTY IMAGES

## Behind the scenes: Getting the keys to an agent's world

*How Tri-Valley real estate teams facilitate the process, find solutions for buyers and sellers*

BY DEVIN DAVIS

As the workweek winds down for many, it's just getting started for real estate professionals.

"It's very common for real estate professionals to work late nights, weekends and even holidays to meet clients' needs or handle unexpected challenges," said Sam Yusufi, Realtor and chair of Valley Real Estate Network (VREN). "These sorts of personal sacrifices are just a fundamental part of the profession."

For many real estate professionals in the Tri-Valley, Friday is the kickoff for some of the busiest days of their workweek.

Friday is also the day that VREN holds its weekly meetings. The meetings, which have been held at various locations in Pleasanton for decades, provide real estate professionals opportunities to learn about homes on the market, share clients' needs and stay informed about market trends as well as network.

The Friday VREN meetings also include guest speakers who are experts in both real estate and community issues. Yusufi said that including community updates



Devin Davis

about economic conditions, Pleasanton schools, public safety and information about local events helps real estate professionals better understand their "office" — the neighborhoods where they help clients buy and sell homes.

Yusufi explained that networking is both a skill and resource real estate professionals rely on to help their clients.

She said marketing meetings like VREN allow real estate professionals to create and maintain relationships not only with real estate agents, but a myriad of other professionals including inspectors, appraisers and contractors.

"Some may be surprised to learn the real estate profession requires a deep personal connection and being able to put clients in touch with well-respected and trusted referrals takes a lot of stress out of an already emotional transaction," Yusufi said.

"Our referral network helps clients find the right inspectors, movers, insurance, doctors, dentists and even daycare," said Tracey Esling, 2025 president for Bay East Association of Realtors. "Ultimately, we often become the service providers for several aspects of our clients' lives."

Esling said a real estate professional's network can help a buyer whether they are searching for a home below the median price in the area or a luxury home.

There are some agents that hone their skills in the luxury market with a Luxury Home Certification (LHC), which allows them to develop distinct negotiation tactics and how to work in a market where homes are significantly more than the median sale price.

The California Association of Realtors reported the median sale price of a home in Pleasanton was \$1.83 million in February of this year and in many communities that price would be considered a luxury home.

Esling mentioned, even with a specific certification, almost all agents will come across things they haven't seen in the past, but regardless of the client or the price of a home, they will facilitate the process and find solutions.

"Real estate professionals have to be analytical, strategic, service-oriented and most importantly compassionate yet strong," Esling said. "These are skills we use Monday-through-Friday and every weekend, too." ■

*Editor's note: Devin Davis is the public affairs specialist for the Bay East Association of Realtors, based in Pleasanton.*



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## 1075 Hopkins Way, Pleasanton

5 bedrooms | 3 bathrooms | 3,200 SF | 14,062 SF Lot

This elegant North facing home offers a gourmet kitchen featuring cherrywood cabinets, granite counters and stainless steel appliances. Updates include spacious bathrooms, new paint, carpet, and lighting. The primary suite boasts an upgraded bathroom, walk-in closet, additional flex space and fireplace. Convenient bedroom and full bath downstairs, along with a laundry room. Enjoy the private outdoor space with a deck, lighted sport court, and bocce area surrounded by lush, water-wise landscaping. Conveniently located near amenities and freeways, this home offers the perfect blend of luxury and accessibility. Perfectly located with views and open space behind and to the front of the home. This home has it all.



**SOLD**

### 1070 Serrano Court, Lafayette

Sold for \$2,750,000  
Represented Buyers



**SOLD**

### 3673 Carrigan Commons, Livermore

Sold for \$670,000  
Represented Buyers



**SOLD**

### 1132 Campbell Avenue, San Jose

Sold for \$1,225,000  
Represented Seller



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## INTEGRITY AT YOUR FRONT DOOR



40 CASTLEDOWN ROAD  
PLEASANTON  
4 BED | 2 BATH | 2,329 +/- SQ. FT.  
SOLD AT \$1,805,000  
PRIVATE SHOWINGS ONLY



5582 LINDEN STREET  
DUBLIN  
4 BED | 3 BATH | 2,202 +/- SQ. FT.  
SOLD AT \$2,110,000  
MULTIPLE OFFERS, 1 WEEK ON MARKET



7687 HIGHLAND OAKS DRIVE  
PLEASANTON  
4 BED | 2.5 BATH | 1,854 +/- SQ. FT.  
SOLD AT \$1,675,000  
MULTIPLE OFFERS



4957 FOREST HILL DRIVE  
PLEASANTON  
4 BED | 2.5 BATH | 2,328 +/- SQ. FT.  
SOLD AT \$1,775,000  
MULTIPLE OFFERS



3206 PUEBLO WAY  
PLEASANTON  
3 BED | 1.5 BATH | 1,130 +/- SQ. FT.  
SOLD AT \$705,000  
MULTIPLE OFFERS



606 SALEM COURT  
LIVERMORE  
3 BED | 2 BATH | 1,310 +/- SQ. FT.  
LISTED AT \$1,099,000  
BEAUTIFULLY REMODELED  
WITH NEW ADU

**HOME SALES** This week's data represents homes sold during Jan. 21-31 for Pleasanton, Livermore and Dublin, and March 10-21 for San Ramon.

**PLEASANTON**

**3467 Gravina Place** Gilkison Family Trust to Q. & Y. Cheng for \$2,550,000  
**1996 Harvest Road B.** Mccinty to P. & J. Arise for \$2,000,000  
**1315 Montrose Place** Garg Family Trust to A. & A. Bhingare for \$2,980,000  
**5869 Northway Road** Bice Family Trust to K. & S. Rednam for \$1,025,000  
**4166 Peregrine Way** Zca Homes LLC to Krishiv Inc for \$1,030,000  
**4374 1st Street** Didio Trust to Evermore Capital LLC for \$925,000  
**1113 Baur Court N.** & C. Trivedi to R. Liu for \$2,651,000  
**4295 Bevilacqua Court** P. Boonstoppel to S. & C. Brandsmeier for \$1,600,000  
**7615 Canyon Meadow Circle #H L.** Apodaca to K. Chaw for \$600,000  
**4242 Passeggi Court** J. Topic to M. & F. Gabra for \$952,000  
**3591 Touriga Drive** Maratsos Trust to S. & Y. Karimi for \$1,642,000

**LIVERMORE**

**9300 Lupin Way** Maestas Trust to E. & C. Martinez for \$1,568,000  
**1552 Marigold Road** J. Lauro to T. & H. Nguyen for \$1,025,000  
**548 North N Street** Banuelos Trust to 3Gn Ent's LLC for \$725,000  
**5672 Shorehaven Circle** C. Martinez to S. & N. Derosa for \$1,285,000  
**883 Waverly Common** C. Engstrom to A. Suess for \$1,025,000  
**1416 Anza Way** Hall Family Trust to C. & K. Urban for \$1,300,000

**1143 Bannock Street** B. Bennett to M. & T. Denzer for \$975,000  
**649 Hanover Street** I. Russell to A. & M. Chahar for \$1,280,000  
**152 Heligan Lane #7 B.** Gonzales to Gupta Family Trust for \$869,000  
**1435 Jasmine Court** E. & R. Murtha to K. & J. Wilkie for \$1,025,000  
**657 Los Alamos Avenue** D. Dasgupta to A. & V. Kumar for \$1,150,000  
**462 Oriole Avenue** Alvernaz Partners to Prakash Living Trust for \$1,215,500  
**1221 Spruce Street** K. & M. Ramirez to K. & E. Martinez for \$1,165,000  
**963 Ventura Avenue** Avery Property Management LLC to C. Larson for \$923,000  
**1644 Vetta Drive** Z. Fang to Loreno Living Trust for \$1,881,000

**DUBLIN**

**9577 Joey Dare Court** Z. Liang to U. & K. Ramachandran for \$2,300,000  
**7118 Stags Leap Lane** P. & V. Kahlir to A. & M. Tu for \$1,675,000  
**3465 Dublin Boulevard #340** Tcfi Home 1 LLC to C. & G. Vagues for \$693,000  
**3465 Dublin Boulevard #327** Aida Family Trust to R. & K. Patel for \$680,000  
**3678 Finnian Way** R. Dhody to L. & S. Yoo for \$825,000  
**6079 Kingsmill Terrace** T. Ma to Aujasvi Trust for \$3,450,000  
**10760 Mckay Lane** Nitlin & Pramida Trust to A. Fok for \$1,010,000  
**4504 Mirano Court** A. Etemad to D. & S. Govindarajan for \$1,510,000

**7414 Oxford Circle** F. Italia to M. & P. Shirwaikar for \$897,500  
**8541 Wicklow Lane** Robert & Raelene Trust to A. & J. Ceja for \$1,384,000  
**5089 Winterbrook Avenue** M. Bajwa to Rab Investments LLC for \$255,000

**SAN RAMON**

**73 Bangor Court** R. Dohemann to P. & D. Ankoti for \$2,235,000  
**490 Blanco Court** A. & D. Legate to J. Landaverde for \$1,165,000  
**3478 Cinnamon Ridge Road** L. Yuan to Jitendra Trust for \$2,205,000  
**110 Compton Circle #D** D. Gomez to A. Legate for \$482,500  
**3557 Rosincrest Drive** M. & M. Gancasz to Shaikh Family Trust for \$2,460,000  
**110 Santa Rosa Place** Montoya Trust to D. Burchard for \$1,500,000  
**852 Spring Brook Drive** Durani Family Trust to A. & N. Subramanian for \$1,800,000  
**3539 York Lane** A. Chen to Kellepu Family Trust for \$2,500,000  
**2899 Bethany Road** B. Shahid to A. & D. Pulakunta for \$2,605,000  
**9564 Brockton Avenue** B. Dondero to R. & A. Dsouza for \$1,565,000  
**153 Canyon Lakes Way** Eastman Living Trust to P. & D. Parikh for \$1,875,000  
**1630 Cutter Court** Guduru Family Trust to J. & A. Fox for \$899,000  
**1308 Dawn Court** Collins Family Trust to J. & C. Martin for \$965,000  
**2231 South Donovan Way** R. Lei to R. & S. Garg for \$1,500,000

Source: California REsource

**SALES AT A GLANCE**

**PLEASANTON**

(JAN. 21-31)  
**Total sales reported:** 11  
**Lowest sale reported:** \$600,000  
**Highest sale reported:** \$2,980,000  
**Average sales reported:** \$1,632,272

**LIVERMORE**

(JAN. 21-31)  
**Total sales reported:** 15  
**Lowest sale reported:** \$725,000  
**Highest sale reported:** \$1,881,000  
**Average sales reported:** \$1,160,766

**DUBLIN**

(JAN. 21-31)  
**Total sales reported:** 11  
**Lowest sale reported:** \$255,000  
**Highest sale reported:** \$3,450,000  
**Average sales reported:** \$1,334,499

**SAN RAMON**

(MARCH 10-21)  
**Total sales reported:** 21  
**Lowest sale reported:** \$482,500  
**Highest sale reported:** \$2,605,000  
**Average sales reported:** \$1,691,428

Source: California REsource

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**8213 Regency Drive, Pleasanton**



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**3746 Reisling Drive, Pleasanton**



Vintage Hills Beauty  
 SOLD at: \$2,095,000

*Just Sold!*

**2544 Arlotta Place, Pleasanton**



Laguna Oaks Beauty  
 SOLD at: \$3,088,000



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3 BD | 2.5 BA | 1,925 SQ. FT. LIVING SPACE

Beautifully upgraded end-unit is nestled in nature and surrounded by lush greenery! This exceptional home offers 1,925 square feet of bright and airy living space. Three spacious bedrooms, two bathrooms and a powder room are thoughtfully integrated with an open layout and soaring vaulted ceilings. An expansive living area is enhanced with large windows flooding the home with natural light. The chef's kitchen shines with brand new stone countertops, freshly painted cabinets, new hardware, new SS oven and SS dishwasher, updated electrical features, and a bright, cheerful garden window. Fresh modern paint, hardwood floors, new carpet, and several upgraded electrical features make this home move-in ready. Oversized bedrooms provide comfort and flexibility, including a spacious downstairs primary suite with private access to a secluded patio. Enjoy your morning coffee on the rear patio overlooking a wide greenbelt & mature tree, listening to the bubbling spring that flows nearby. Additional features include a 2-car attached garage, with adjacent guest parking and several community amenities, including pools & tennis to enjoy! Just a short walk to Muirwood and Moller Parks, along with nearby top-rated schools and easy access to I-580/I-680. Minutes from shopping, dining, BART Station and vibrant Downtown Pleasanton. This home is the one you've been waiting for!

**LISTED FOR \$1,249,000**



**PLEASANTON MEADOWS**

**GOLDEN EAGLE**

**RUBY HILL**



**3118 MONTPELIER COURT,  
PLEASANTON**

4 BD | 2 BA  
1,701 SQ. FT. LIVING SPACE  
7,000 SQ. FT. LOT  
**LISTED FOR \$1,675,800**



**7871 HONORS COURT,  
PLEASANTON**

3 BD | 2 BA  
2,520 SQ. FT. LIVING SPACE  
6,931 SQ. FT. LOT  
**SOLD FOR \$1,869,000**



**1382 VIA DI SALERNO,  
PLEASANTON**

6 BD | 7 BA  
6,544 SQ. FT. LIVING SPACE  
.69 ACRE LOT  
**SOLD FOR \$5,125,000  
REPRESENTED BUYERS**

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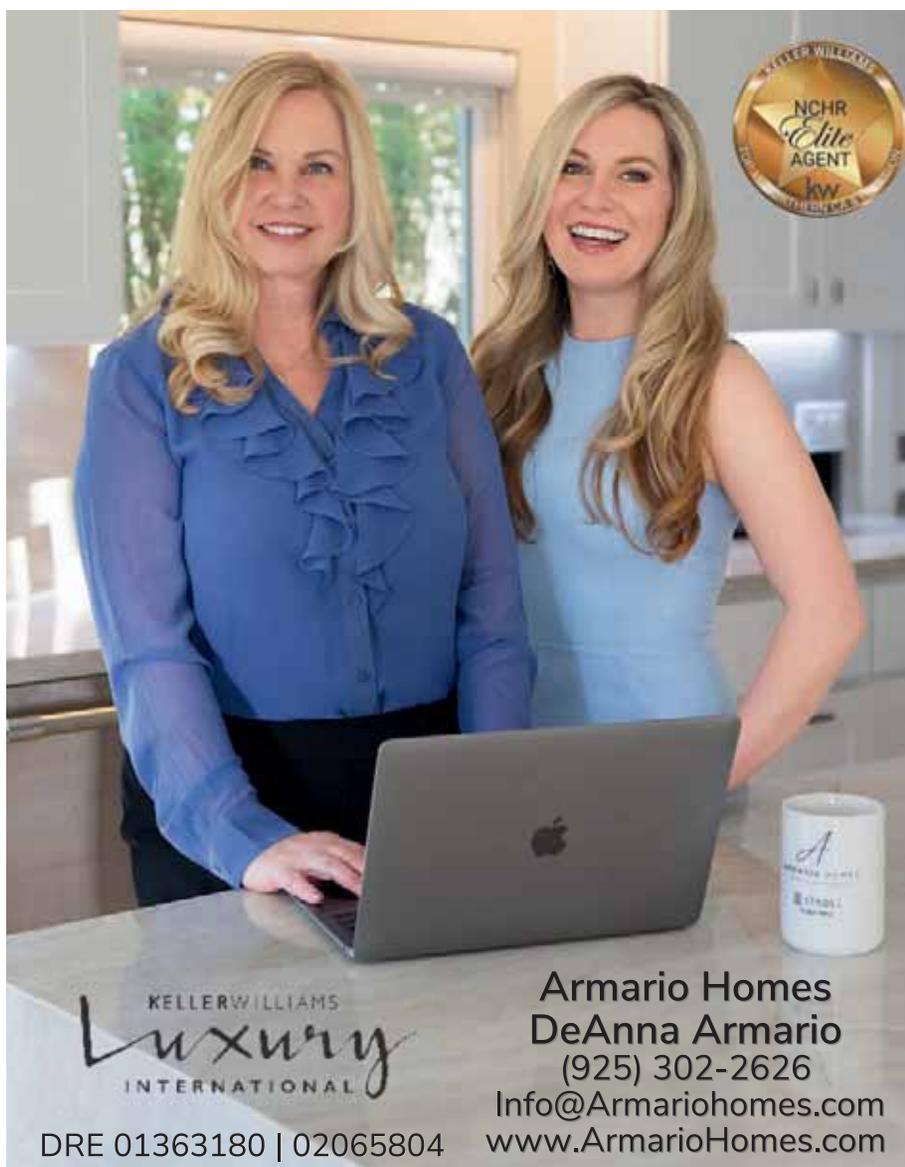


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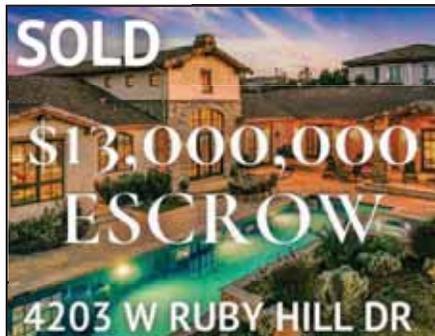
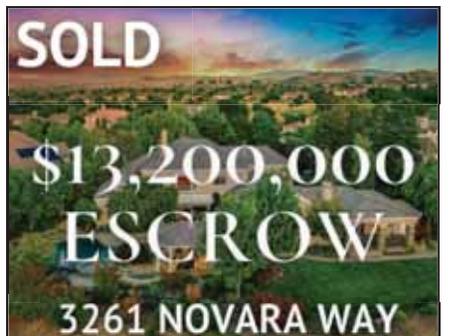
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