



COURTESY GETTY IMAGES

Local market may find its footing heading into 2026

‘Buyers are more thoughtful instead of rushed, and sellers are pricing more realistically’

BY DEVIN DAVIS

After three years of relatively flat home sales, the housing market may see meaningful growth during 2026.

The National Association of Realtors projects a 14% increase in existing home sales nationwide, while the California Association of Realtors forecasts a 2% rise in California sales.

Both organizations cite the combination of mortgage rates in the 6% range, more homes on the market, and modest affordability improvements as key drivers of the anticipated rebound.

For the East Bay, the national and state trends signal a market that could be finding its footing after years of extremes.

“Things seem like they’re becoming more balanced,” said Bill Espinola, 2026 president of the Bay East Association of Realtors. “Buyers are more thoughtful



Devin Davis

instead of rushed, and sellers are pricing more realistically. That’s right on track with what we’re seeing from both the national and California forecasts. Less extremes, and a little more predictability.”

Mortgage rates remain a central factor shaping buyer behavior. With rates expected to hover around 6% rather than returning to pandemic-era lows, the market dynamics have shifted.

“Those 6% interest rates mean buyers are being more intentional, but they’re not going away,” Espinola noted. “What we’re seeing is buyers adjusting expectations rather than leaving the market. Buyers can figure out their budgets, compare options, and move forward confidently.”

Recent market data supports this measured approach. In the Tri-Valley during 2025, homes spent more time on the market than a year prior, but sales activity was almost unchanged.

“That tells me demand is still there, it’s just more measured,” Espinola said. “Homes aren’t flying off the shelf, but they’re also not sitting forever. Buyers are touring, asking

smart questions, and then moving forward when the home makes sense for them.”

Looking ahead, Espinola expects more sellers to enter the market as conditions normalize.

His advice is direct, “Work with your Realtor to price for the market you know, not the one that’s already passed. Buyers are active, but they’re informed. Homes that are prepared well, staged thoughtfully, and priced realistically still attract strong interest. The goal isn’t to test the market, it’s to meet it.”

Espinola added that the evolving landscape may present advantages for buyers.

“With slightly more inventory and less competition, there’s more room for negotiation, more time to evaluate homes, and fewer pressure situations,” he said. “That kind of breathing room can make all the difference. The key is preparation. Working with a professional to be ready when the right home comes along.” ■

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

HOME SALES

This week’s data represents homes sold during Nov. 10-14 for Pleasanton, Livermore and Dublin, and Dec. 29-30 for San Ramon.

Pleasanton

4238 1st Street M. Paras-Navales to Maur Trust for \$932,500

6745 Alisal Street Dees Family Trust to C. & D. Barcsa for \$3,050,000

3126 Arbor Drive Selna Family Trust to J. & E. Winding for \$1,750,000

3835 Belmont Way E. Aliev to A. & A. Ashumov for \$680,000

1984 Brooktree Way D. & E. Bay to Hrida Family Trust for \$1,900,000

1834 Brooktree Way Spahr Family Trust to S. & N. Chandrasekaran for \$1,640,000

7635 Canyon Meadow Circle #F L. Li to E. Joelsson for \$490,000

6083 Corte Montanas X. Zhang to S. & A. Nandanwar for \$1,565,000

4205 Dorman Road B. Manful to A. & A. Mishra for \$1,569,000

373 Linden Way K. Neves to S. & H. Kanakia for \$2,650,000

1073 Pineto Place D & K Pineto Place LLC to N. & Y. Tang for \$4,275,000

4446 Seminole Way K. Miller to Shen Family Trust for \$800,000

641 Varese Court P. & K. Patton to R. & D. Gill for \$3,600,000

6686 Via San Blas F. & B. Talai to N. & G. Ramesh for \$2,285,000

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HOME SALES

Continued from Page 20

3964 Vierra Street E. & B. Lusher to Patel Family Trust for \$4,775,000

Livermore

2878 4th Street #1401 Y. & A. Moe to Mauricable Trust for \$845,000

389 Basswood Common #9 C. Luo to A. & C. Mcelhaney for \$799,000

476 Beverly Street D. & C. Clift to A. & W. Liu for \$1,510,000

1688 Bluebell Drive J. Pelamati to E. & R. Peterson for \$785,000

5360 Celeste Avenue Barrett Trust to K. Rollins for \$1,135,000

822 Cortez Court C. Robertson to K. & J. Mason for \$1,085,000

866 Cortland Way Claire Family Trust to J. & J. Cohen for \$1,010,000

3973 Duke Way C. Hargreaves to M. Delrosario-Perez for \$885,000

231 El Caminito L. & G. Mcquoid to S. & C. Connolly for \$1,000,000

3713 First Street Dempsey-Williams Living Trust to V. & K. Singh for \$780,000

3491 Madeira Way Lauren Living Trust to M. Laughlin for \$715,000

1087 Murrieta Boulevard #233 Hansen Trust to N. Libby for \$393,000

1948 Railroad Avenue #104 R. Melton to Maur Trust for \$730,000

2553 Regent Road Russett Family Trust to S. & C. Robertson for \$1,650,000

555 Rincon Avenue Cunningham Trust to Thiam Living Trust for \$875,000

2209 Shiraz Common Gaviola Family Trust to Mauricable Trust for \$1,138,000

Dublin

4258 Clarinbridge Circle H. Maarten to M. & I. Kogan for \$719,000

8043 Crossridge Road Auer Family Trust to S. & M. Lee for \$1,640,000

3898 Highpointe Court C. Munukutla to S. & P. Kumar for \$2,300,000

7845 Ironwood Drive I. & C. Beaumont to C. Chau for \$1,115,000

3970 Jordan Ranch Drive Fu Living Trust to J. Haddad for \$1,850,000

11805 Kilcullin Court X. Huang to H. Zheng for \$673,000

7211 Kylemore Court M. Vago to A. & S. Ganapaneni for \$1,950,000

5637 Melodia Circle A. & P. Mehrotra to N. & H. Lin for \$1,080,000

4440 Pine Mountain Way S. & S. Dixit to S. & S. Pulleti for \$2,390,000

7539 Rolling Hills Circle Chang-Rossi Living Trust to I. Beaumont for \$920,000

7813 Shady Creek Road T. Panditaratne to C. & C. Liu for \$1,660,000

7323 Starward Drive #21 J. Lin to J. & Y. Peng for \$393,000

3056 Threecastles Way V. Gundamaraju to R. & A. Rampur for \$1,050,000

3105 Vittoria Loop C. Yau to X. & K. Li for \$1,300,000

San Ramon

9085 Alcosta Boulevard #374 J. Li to S. & D. Kanagaraj for \$470,000

731 Lakemont Place #7 Lakemont Place 7 LLC to T. & H. Poon for \$950,000

1038 South Monarch Road C. Baweja to Team Cayote LLC for \$1,050,000

150 Reflections Drive #28 Yao-Liao Family Trust to E. Johnson for \$444,500

Source: California REsource

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Lover of e-biking



Collector of "Light" my word of 2026



This Is A Big Move. You Deserve Experience.

*As I reflect on last year, my heart is truly full. Because of the trust, referrals, and continued support of my clients and community, our team had one of our strongest years yet, **guiding 94 people** through meaningful moves across Pleasanton and the Bay Area. That is a milestone I do not take lightly because each one represents a decision, a moment, and a future that deserved our greatest care. Real estate has always been about relationships first, and I'm deeply grateful for the people who continue to place that trust in me and my team.*

*With Heartfelt Gratitude, **Liz Venema***



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