



COURTESY GETTY IMAGES

The dream is alive: Growing East Bay homeownership

'About finding the right property in the right neighborhood, at the right price'

BY DEVIN DAVIS

In Pleasanton and across the Tri-Valley, the dream of homeownership is still alive and may be closer to reality for buyers.

While the Bay Area housing market is known for high prices, recent data from the California Association of Realtors shows affordability is improving, and Alameda County is outperforming the statewide average.

According to C.A.R., during the fourth quarter of 2026, 22% of households in Alameda County were able to purchase a median-priced home, up from 19% a year ago. By comparison, just 18% of households statewide could afford a median-priced single-family home during the same period.

"When we look at the purchase of a home in today's market, and especially in Pleasanton, it's not just about price, but it's about strategy, timing and professional guidance," said Bill Espinola, 2026 president of the Bay East Association of Realtors.

For Pleasanton, known for top-rated schools, vibrant downtown, proximity to major employment centers, and even executive estates, these gains signal opportunity.

For the month of January 2026, single-family home sales in Pleasanton increased 14% while home prices decreased about 14% compared with January 2025.



Devin Davis

Buyers in Pleasanton are navigating a market that ranges from luxury estates to townhomes and single-family homes offering access to walkable community amenities. The improving affordability metrics mean more households may now be positioned to explore these opportunities.

Espinola emphasized that success in markets like the Tri-Valley requires both preparation and expertise.

"For those considering a move to or within the East Bay, the key is understanding that homeownership isn't just about qualifying for a mortgage, but about finding the right property in the right neighborhood, at the right price, and having the expertise to successfully navigate the transaction," Espinola said.

Today's buyers have access to a variety of financing solutions to make monthly payments more manageable. In markets such as Pleasanton, these tools can make a meaningful difference in expanding purchasing power while maintaining long-term financial stability.

"Timing is really important, too," Espinola said. "Even though it's still early in the year, this is a great time for buyers to get ready for opportunities that may be coming when the buying and selling season really kicks in during the spring. Now is the time to be talking with your Realtor and lender so you're ready to go."

Equally important is understanding local

micro-market trends, like which neighborhoods are seeing inventory growth, where competition remains strong, and how to structure competitive offers when the right property becomes available.

"Our referral networks help clients find the right inspectors, movers, insurance providers, doctors, dentists and even daycare," Espinola said. "Ultimately, we often become the service providers for several aspects of our clients' lives."

In communities like Pleasanton, where many buyers are making long-term lifestyle decisions, that comprehensive support system matters. Purchasing a home is often intertwined with career moves, school planning and multigenerational considerations.

Espinola added, "Real estate professionals have to be analytical, strategic, service-oriented, and most importantly compassionate, but strong. These are skills we use every single day of the week which help open doors for families who might not think homeownership is possible for them."

For buyers who value location, lifestyle and long-term equity, the data offers reassurance: in Pleasanton and the Tri-Valley, the dream of homeownership is not only alive, but it's adapting and expanding. ■

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

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SOLD ~ \$2,325,000
Castledown Rd, Pleasanton



SOLD ~ \$2,325,000
Dennis Dr, Pleasanton



SOLD ~ \$ 1,560,000
Dana Cir, Livermore



SOLD ~ \$1,900,000
Sequoia Ave, Dublin



~ 4 bedroom, 2 Ba, 1,757 SqFt
with LR & FR with 8,234 Lot
in the heart of Pleasanton.

~ 3 bedroom, 2 Ba. 1,509 SqFt
semi-custom, open beam ceilings,
in the heart of Pleasanton.



COMPASS

HOME SALES This week's data represents homes sold during Dec. 1-12 for Pleasanton, Livermore Dublin and Sunol, and Jan. 20-30 for San Ramon.

PLEASANTON

- 3249 Arbor Drive** J. & N. Byrd to H. & D. Tang for \$2,010,000
- 3134 Arbor Drive** Binzoni Family Trust to V. & G. Eluri for \$2,175,000
- 262 Birch Creek Drive** Torrey Trust to P. & Z. Gao for \$780,000
- 5550 Black Avenue** M. & R. Smochko to Khurana Family Trust for \$1,500,500
- 7540 Canyon Meadow Circle #D** Bonanza Living Trust to J. & L. Xu for \$490,000
- 5988 Corte Cerritos** Whittier Trust to K. & C. McGarry for \$1,112,500
- 2545 Corte Rivera** L. & H. Soares to H. & B. Cho for \$1,875,000
- 7740 Creekside Drive** R. Dronamraju to N. & D. Beti for \$1,030,000
- 4380 Diavila Avenue** D. Ngai to N. & K. Paidipitla for \$1,325,000
- 5041 Golden Road** Pan Family Trust to S. & N. Bhagwath for \$1,450,000
- 1886 Harvest Road** Fritz Family Trust to R E M I LLC for \$650,000
- 7563 Homewood Court** Waters Living Trust to Lai Family Trust for \$1,165,000
- 3419 Park Place** Herman Family Trust to Nerella Living Trust for \$1,585,000
- 3110 Paseo Robles** D. Herrera to Jain Family Trust for \$1,500,000
- 5254 Ridgevale Way** Y. Choi to Sahoo Trust for \$1,820,000
- 1253 Ridgewood Road** Wishnowsky Family Trust to D. Donjerkovic for \$1,800,000
- 5731 San Juan Way** Gilchrest Trust to S. & M. Pritchard for \$1,480,000
- 2320 Sandpiper Way** Howell Family Trust to D. & A. Krishna for \$1,925,000

- 3903 Vine Street** S. Ramachandra to Torrey Trust for \$720,000
 - 3431 Windsor Court** Choy-Sommer Family Trust to V. & R. Dorairaj for \$1,988,000
 - 444 Cabonia Court** Harrington Trust to N. & S. Teegavarapu for \$1,905,000
 - 7595 Canyon Meadow Circle #C J.** Mcfadden to K. Merriam for \$490,000
 - 7606 Desertwood Lane** Woodfill Trust to S2 K2 Trust for \$1,613,000
 - 4385 Diavila Avenue** Arthur Family Trust to R. & M. Allabakas for \$1,325,000
 - 4525 Entrada Court** T. Perry to T. Albert for \$1,650,000
 - 6289 Garner Court** Widel Trust to X. & X. Zhou for \$1,350,000
 - 3702 Gettysburg Court** Mortara Trust to L. & N. Tahir for \$1,380,000
 - 3828 Keneland Way** C. Tsai to M. Wang for \$865,000
 - 526 Malbec Court** Wilder Family Trust to X. & Y. Zhang for \$1,550,000
 - 8060 Mountain View Drive #A** Cowger-McLane Family Trust to Foreman Living Trust for \$455,000
 - 1092 Piemonte Drive** Z. Ma to Cong & Song Family Trust for \$3,710,000
 - 2514 Pomino Way** Hope Trust to Seay Family Trust for \$3,100,000
 - 243 Rachael Place** S. Parvin to W. Costello for \$625,000
 - 4171 School Street** C. & R. Cox to D. & D. Shaw for \$1,340,000
- LIVERMORE**
- 1077 Aberdeen Avenue** Delima Living Trust to S. & A. Leclaire for \$1,100,000

- 1464 Columbine Way** Dawson Living Trust to K. & H. Murphy for \$1,365,000
 - 5416 Delia Way** Delgado Trust to I. & D. Herrera for \$1,286,000
 - 635 Eliot Drive** Delacerda 2005 Trust to U. & K. Gnanasekaran for \$1,510,000
 - 783 Falcon Way** R. Ramos to S. & M. Pabla for \$890,000
 - 2323 Grosvenor Heights Court #C** Wright Living Trust to M. & K. Peterson for \$1,770,000
 - 1484 Heidelberg Drive** Reinhardt Trust to Aamoth Trust for \$1,126,000
 - 5569 Idlewild Avenue** Kurtzer Trust to E. & J. Alexander for \$780,000
 - 393 Lloyd Street** A. & S. Mccarthy to B. & B. Thomas for \$1,432,000
 - 2655 Mc Larren Court** Sackett Family Trust to Ratto Trust for \$2,200,000
 - 1001 Murrieta Boulevard #4** Deaton Trust to J. & A. Hai for \$415,000
 - 601 Orion Way** Frick Family Trust to U. & V. Vishal for \$2,525,000
 - 1622 Placer Circle** Nancy Trust to Ennis Trust for \$1,315,000
 - 1033 Plumas Court** D. & E. Bay to H. & V. Pandarinathan for \$1,170,000
 - 1946 Ponderosa Drive** J. Sartain to K. & K. Gorman for \$910,000
 - 2075 Rovello Loop** A. Fraino to Mittal Family LLC for \$1,100,000
 - 5904 Skylinks Way** Gennext Properties LLC to G. Arya for \$810,000
 - 2276 Stonebridge Road** T. & B. Murdoch to A. & K. Gaughen for \$1,385,000
 - 2657 Thomas Court** Modlin Family Trust to R. & R. Canteline for \$2,000,000
 - 1004 Vienna Street** Steere Holdings 1 LLC to K. & J. Asadi for \$830,000
 - 2135 Bluebell Drive** M. & J. Roberts to T. & E. Yip for \$900,000
 - 5436 Charlotte Way** Av Homes LLC to J. & P. Webster for \$1,250,000
 - 1853 Chestnut Street** M. Leek to S. Angajala for \$450,000
 - 871 Everglades Lane** R. & W. Tillie to N. & R. Lova for \$954,000
 - 1110 Lomitas Avenue** Pope Living Trust to E. & M. Frangadakis for \$1,500,000
 - 6142 Mines Road** R. Paxton to V. & M. Aranda for \$1,450,000
 - 577 Rachele Street** Lytle Living Trust to K. & S. Densberger for \$970,000
 - 2662 St Helena Court** H. Judge to Smd Ents Mb Westgate Nursing F for \$2,315,000
 - 3912 Yale Way** M. & K. Hill to M. & C. Michon for \$1,500,000
- DUBLIN**
- 7088 Amador Valley Boulevard** Edge Trust to V. Hegde for \$1,100,000
 - 8701 Davona Drive** Ansberry Living Trust to N. Pham for \$1,100,000
 - 6272 Diamond Way** D. & R. Wang to J. & B. Chen for \$1,150,000
 - 5557 Dublin Boulevard** K. Liu to X. & J. He for \$1,000,000
 - 7533 Honey Court** C. Alvarez to A. & S. Ng for \$1,032,000
 - 5828 Iron Horse Parkway** Fowler Family Trust to Zhuang Family Trust for \$1,635,000
 - 4683 Mangrove Drive #49** W. Yang to L. Wang for \$902,000
 - 6630 South Mariposa Lane** M. Nada to D. Perumal for \$1,065,000
 - 4190 Oak Knoll Drive** Yoo Family Trust to Lian & Xiao Family Trust for \$2,298,000
 - 4684 Pheasant Court** C. & B. Janes to S. & S. Goyal for \$1,520,000
 - 7277 Sheffield Lane** J. Lopez to N. & N. Urbano for \$1,251,000
 - 3988 Windsor Way** J. & E. Lem to U. & T. Munkhdalai for \$1,050,000

SALES AT A GLANCE

PLEASANTON (DEC. 1-12)

Total sales reported: 34
 Lowest sale reported: \$455,000
 Highest sale reported: \$3,710,000
 Average sales reported: \$1,462,911

LIVERMORE (DEC. 1-12)

Total sales reported: 29
 Lowest sale reported: \$415,000
 Highest sale reported: \$2,525,000
 Average sales reported: \$1,283,034

DUBLIN (DEC. 1-12)

Total sales reported: 17
 Lowest sale reported: \$850,000
 Highest sale reported: \$2,298,000
 Average sales reported: \$1,264,352

SUNOL (DEC. 1-12)

Total sales reported: 1
 Lowest sale reported: \$875,000
 Highest sale reported: \$875,000
 Average sales reported: \$875,000

SAN RAMON (JAN. 20-30)

Total sales reported: 12
 Lowest sale reported: \$385,000
 Highest sale reported: \$3,770,000
 Average sales reported: \$1,099,833

Source: California REsource

- 6013 Basaltina Place** M. & Y. Wu to T. & S. Ghafouri for \$1,518,000
- 3883 Camino Loop** E. & B. Yee to F. & N. Syed for \$1,145,000
- 6336 Dandelion Road** Brookfield Vine LLC to T. & T. Johnson for \$1,320,000
- 5652 Lexington Avenue #401** A. Shiroor to J. & M. Dong for \$1,558,000
- 7472 Oxford Circle** Samples Family Trust to J. & J. Tran for \$850,000

SUNOL

- 126 Kilkare Road** J. & C. Grillo to T. & G. Bellati for \$875,000

SAN RAMON

- 236 Canyon Woods Way #B** T. Murad to N. & M. Mak-Kolganov for \$632,000
- 2105 Elderberry Drive** Aghdasi Family Trust to Hussain Family Trust for \$3,770,000
- 226 Lakeridge Way** Silverman Trust to N. & R. Mammadov for \$1,394,000
- 3716 Mesa Vista Drive** J. & J. Schembri to D. & J. Gada for \$914,000
- 6278 Murdock Way** Soni Family Trust to M. & V. Rajagopalan for \$2,175,000
- 621 Norris Canyon Terrace** S. Cauble to M. & A. Caldwell for \$701,000
- 255 Reflections Drive #21** Singh Living Trust to Z. Babacarkhial for \$385,000
- 9085 Alcosta Boulevard #334** A. Perez to K. Bulavko for \$480,000
- 2344 Barbados Drive** Morris Trust to Syjc Trust for \$2,000,000
- 3364 Chartwell Street** V. Ramineni to R. Patel for \$1,370,000
- 216 Stone Pine Lane** S. Amin to Batoy Family Trust for \$800,000
- 9985 Windsor Way** C. & W. Panela to P. & S. Kale for \$1,360,000

Source: California REsource

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**3338 MARSH HAWK COURT,
PLEASANTON**

4 BD | 3 BA

2,350 SQ. FT. LIVING SPACE

.33 ACRE LOT

**SOLD FOR \$2,400,000
WITH MULTIPLE OFFERS RECEIVED**

PLEASANTON VALLEY



**1742 BEACHWOOD WAY,
PLEASANTON**

5 BD | 3 BA

2,727 SQ. FT. LIVING SPACE

10,018 SQ. FT. LOT

**SOLD FOR \$1,800,000
REPRESENTED BUYERS**

COUNTRY FAIR



**5975 VIA DEL CIELO,
PLEASANTON**

4 BD | 2.5 BA

2,283 SQ. FT. LIVING SPACE

.25 ACRE LOT

**SOLD FOR \$2,320,000
WITH MULTIPLE OFFERS**

This is not intended as a solicitation if your property is currently listed with another broker. The above information, is based on data received from public sources or third parties and has not be independently verified by the broker, Keller Williams Tri-Valley Realty. If important to readers, readers are advised to verify information to their own satisfaction.

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7,665 +/- sq ft lot · \$1,849,000

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4 bed · 3 bath · 3,400 +/- sq ft
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**7543 Maywood Drive
Pleasanton**



3 bed · 2 bath · 1,488 +/- sq ft
2,660 +/- sq ft lot · \$1,049,000

\$2+ Billion
Combined Sales
Volume

1900+
Families' Real Estate
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\$155 Million
Sales Volume
in 2025

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5 Star Online
Reviews

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**6010 Kolb Ranch
Pleasanton**



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\$3,875,000
Represented Buyer

**5995 Via Del Cielo
Pleasanton**



5 bed · 3 bath · 3,250 +/- sq ft
\$2,618,000
Sold in 5 days!

**391 Oak Lane
Pleasanton**



4 bed · 3 bath · 3,420 +/- sq ft
\$1,980,000

**2320 Sandpiper Way
Pleasanton**



4 bed · 2 bath · 2,167 +/- sq ft
Sold for \$1,925,000
Received 5 competitive offers!

**807 Placenza Street
Livermore**



5 bed · 3 bath · 2,711 +/- sq ft
Pending at \$1,699,950
Call for details

**2474 Tanager Drive
Pleasanton**



4 bed · 2 bath · 1,554 +/- sq ft
Sold for \$1,515,000



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