

LUXURY HOMES PREVIEW



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Luxury Locally: Yes, it's expensive. Yes, people are still buying.

Data shows demand for homeownership at highest level is very much alive in Tri-Valley

BY DEVIN DAVIS

The economic forces that impact housing affordability in general also influence luxury real estate here in Pleasanton.

The National Association of Realtors reported that existing-home sales fell 3.6% month-over-month nationally during March 2026, and rising mortgage rates have led NAR to trim its sales outlook for the year.

Dr. Lawrence Yun, NAR chief economist, recently noted housing headwinds like softer consumer confidence and slower job growth are real, and both homebuyers and sellers feel them.

Similar trends are occurring in the Pleasanton real estate market. Overall, sales dropped from 29 homes during March 2026 compared with 39 homes during March 2025. However, that drop wasn't felt by all segments in the market.

Sales actually increased in homes priced from \$1.3 million to \$1.6 million in Pleasanton compared to March 2025, and there was almost no change in the sale of homes priced at \$3 million and more. The data tells us the demand for homeownership particularly at the "luxury" level is still very much alive.

"The Tri-Valley continues to attract buyers who are looking for quality of life and long-term value. Even when the broader numbers soften, these communities hold their own because the fundamentals are strong and people still want to live here," said Bill Espinola, 2026 president of the Bay East Association of Realtors.



Devin Davis

An example of the sustained high demand for homeownership is seen in how long a home is on the market. In this case, what didn't change tells an important story. The average days on market for single-family detached homes in March 2026 was 15, which is the same amount of time that was seen a year ago.

The number of homes for sale is another indicator of where the local real estate market is heading. Pleasanton's active listings dropped about 36% year-over-year during March.

Fewer listings in a desirable market like Pleasanton can mean more competition for the right home, and that decisive action matters.

"Inventory is tightening in some of our communities including Pleasanton, and buyers who are prepared and working with a knowledgeable Realtor will be in the best

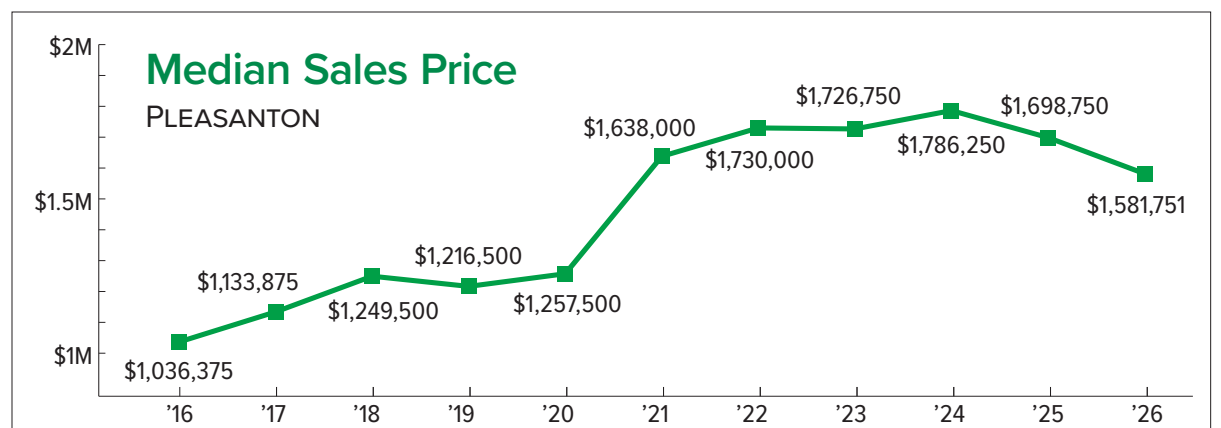
position to move quickly when the right home comes along," Espinola said.

Nationally, even with the revised forecast, NAR still projects existing-home sales to increase 4% for the full year of 2026 and expects home prices may rise about 4% as well. The foundation has not cracked.

"We're seeing a more measured market than we've seen in recent years, but that's not necessarily a bad thing. For serious buyers in the luxury tier, a more balanced pace can actually mean more time to make thoughtful decisions," Espinola said.

Working with a local Realtor who understands the microtrends within each community, not just the national averages, is more important than ever. ■

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



SOURCE: BAY EAST ASSOCIATION OF REALTORS®



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Agencies adopt blueprint for Bay Area's future

Plan Bay Area 2050+ focuses on housing, transportation, economic resiliency, environment

BY RUTH DUSSEAUT / BAY CITY NEWS SERVICE

The Metropolitan Transportation Commission adopted Plan Bay Area 2050+ and certified its environmental impact report last month, giving final approval to the region's long-range blueprint for transportation, housing, economic resiliency and environmental sustainability.

The plan was approved unanimously a week before by the Association of Bay Area Governments' Executive Board, concluding a nearly three-year planning process that included input from more than 17,600 residents, community organizations, advocacy groups and public agencies.

Plan Bay Area 2050+ outlines 35 strategies across transportation, housing, the economy and the environment and is intended to make the nine-county region

more affordable, connected and resilient through 2050 and beyond.

The plan emphasizes expanding affordable housing, improving equity in the reach of public transit, and addressing climate risks such as wildfires and rising sea levels.

For the first time, the plan includes a regional resilience project list. It is an inventory of infrastructure projects needed to prepare the region for roughly 4.9 feet of sea level rise in coming decades.

Michael Germeraad, associate planner with ABAG, said many of the projects on the resiliency list are conceptual in nature.

"It's meant to give the region a tool to understand the

level of funding that's needed to meet this challenge," Germeraad said. "Our approach is allowing locals or asset managers to lead an adaptation planning ... as opposed to us coming in at the regional level and suggesting a specific approach."

ABAG is the council of governments and the regional planning agency for the Bay Area's nine counties and 101 cities and towns, and the MTC is the transportation planning and financing agency for the same area. The two agencies are required by the state to develop the regional plan jointly.

The Final Plan Bay Area 2050+ can be viewed at planbayarea.org/finalplan. The EIR can be found at planbayarea.org/2050/environmental-impact-report-eir. ■

HOME SALES This week's data represents homes sold during Feb. 9-20 for Pleasanton, Livermore and Dublin, and March 16-27 for San Ramon.

PLEASANTON

3178 Berkshire Court Paladini Trust to Y. & L. Qian for \$1,850,000

16 Castlewood Drive T. Wang to Vankayalapati Family Trust for \$1,503,000

4436 Del Valle Parkway K. Lu to A. & R. Casillas for \$788,000

3259 Harvey Court Lin & Zhang Family Trust to B. & P. Perumal for \$1,905,000

6852 Massey Court Wh3 LLC to S. & S. Haldankar for \$1,310,000

8185 Mountain View Drive #C Casson Trust to Callan Trust for \$399,000

5995 Via Del Cielo J. Beasley to J. Calmels for \$2,618,000

62 Paseo Robles Y. Wang to N. & S. Sutar for \$1,900,000

4175 Alba Court D. & S. Batoy to T. Richman for \$805,000

2122 Arroyo Court #3 P. Tong to E. & R. Robertson for \$500,000

3588 Ballantyne Drive Silverman Trust to H. & A. Hoac for \$1,580,000

124 Barias Place Sanders Living Trust to M. & G. Su for \$1,500,000

1360 Brookline Loop Ko-Nguyen Living Trust to S. & P. Kuhl for \$1,855,000

2712 Chocolate Street Uma Trust to Kct Family Trust for \$1,575,000

845 Division Street #B A. & D. Fregoso to Callahan Trust for \$535,000

1112 Finch Place C. & J. Mickelson to J. & K. Dryden for \$3,400,000

3227 Harvey Court Lambro Family Trust to B. & H. Ding for \$2,050,000

7435 Maywood Drive B. Zong to N. & K. Jha for \$1,135,000

200 Valletta Lane M. & S. Pak to Y. & G. Tao for \$1,100,000

3254 Verde Court Sandbrink Trust to R. & A. Krishna for \$865,000

LIVERMORE

1543 4th Street J. Hartford to M. & N. Tasto for \$830,000

5311 Charlotte Way Maya Holdings LLC to S. & T. Wallin for \$1,329,000

996 Del Norte Drive A. & M. Szeto to A. Kugman for \$645,000

426 El Caminito Lamb Family Trust to B. & K. Mcintosh for \$1,000,000

303 Garden Common S. Blackwell to L. Brandi for \$630,000

879 Grace Street Espinoza Family Trust to A. & T. Quazi for \$1,080,000

589 South M Street Overturf Family Trust to M. & S. Bass for \$1,085,000

2105 Malbec Common T. Cox to L. & J. Johnson for \$1,035,000

1821 Meadow Glen Drive Christensen Family Trust to Shuang Family Trust for \$1,280,000

3866 Santa Clara Way J. Mcelvogue to Tripleye Realty Spv I LLC for \$850,000

852 Seminole Drive K. & C. Francovich to Full Throttle Project Solution for \$750,000

2369 Senger Street Buck Living Trust to Lindl Family Trust for \$1,775,000

2432 Sheffield Drive Arlt Living Trust to C. & I. Russell for \$1,937,500

2072 South Vasco Road Phillips Living Trust to B. & Y. Meka for \$2,192,000

5740 Woodrose Way Agarwal Family Trust to M. & J. Klapperich for \$1,370,000

632 Carla Street I. Venkatesh to E. & D. Valle for \$1,265,000

2599 Cooper Circle Ehrhardt Trust to P. Lyons for \$2,450,000

1133 Coronado Way Bauman Family Trust to A. & N. Khayata for \$1,080,000

2660 Covey Way M. & K. Pope to Winslow Trust for \$2,520,000

610 Daisyfield Drive B. Tavakolzadeh to Y. & S. Xin for \$1,675,000

1753 Elm Street D. Hoyt to L. & J. Mitchum for \$950,000

2535 Kellogg Loop A. & P. Leisher to C. Weiner for \$1,960,000

1059 Lakehurst Road Anthony Family Trust to K. & C. Goularte for \$1,010,000

318 South Livermore Avenue #104 M. Poitras to Dahlberg Family Trust for \$1,150,000

2571 Merlot Lane D. & T. Clark to J. & A. Sarich for \$2,150,000

975 Murrieta Boulevard #37 Whippet Trust to Q. & Y. Shi for \$360,000

454 Nightingale Street Survivors Trust to E. & L. Evans for \$1,145,000

3075 Olivoro Court Scherbarth Trust to A & J Trust for \$2,105,000

549 Regulus Road Bidhar Trust to S. & V. Amirsetty for \$2,315,000

707 Sandpiper Common Q. Li to M. & D. Garcia for \$675,000

1443 Wagoner Drive Deleon Living Trust to M. & A. Vansell for \$1,100,000

1144 Winged Foot Court Lac Family Trust to S. & G. Nagar for \$1,318,000

DUBLIN

5875 Annandale Way Sousou Trust to N. & P. Ganesan for \$3,800,000

7109 Elba Way Cgcc Management LLC to L. & C. Chung for \$1,460,000

7065 Lancaster Court S. Hollie to S & L Ventures LLC for \$1,150,000

5851 Midnight Place #G B. Regis to S. & S. Dani for \$1,084,000

7724 Turquoise Street D. Vangara to Nakanishi Living Trust for \$1,465,000

5792 Barley Road K. Kang to Kaustubh & Vasudha Trust for \$1,400,000

3727 Central Parkway #28 Wong Trust to J. & N. Licudine-Gonzales for \$1,125,000

3231 Central Parkway K. Hiura to Y. & X. Wang for \$1,270,000

5519 Holly Bay Avenue J. & C. Lowe to L. & W. Budziwojski for \$1,299,000

6013 Kingsmill Terrace I. Esomonu to M. & A. Dhanda for \$3,000,000

4022 Knightstown Street B. Gupta to S. & J. Malneedi for \$1,645,000

5789 Nugget Way T. & S. Hakeem to V. & M. Madaka for \$1,900,000

6468 Rosebay Court #202 D. Chan to L. & J. Mathis for \$1,015,000

5406 Saffron Way J. & A. Hung to S. & H. Gujja for \$990,000

5803 Turnberry Drive M. Trolan to A. & G. Aggarwal for \$3,300,000

SAN RAMON

440 Bollinger Canyon Lane #299 Zhao Family Trust to S. Tso for \$530,000

120 Canyon Lakes Way Mccollin Trust to E. & D. Schmierer for \$1,950,000

7035 Emerson Lane R. Poomrin to Hong Living Trust for \$2,850,000

3211 Ivory Terrace Summerhill City Village LLC to C. Jeong for \$1,312,500

2110 Ivory Terrace Summerhill City Village LLC to C. & T. Morrow for \$1,168,000

3409 Loreto Drive Burkman Trust to E. Parr for \$1,395,000

182 Madelia Place Ferguson Living Trust to J. & M. Leiding for \$1,550,000

118 Mintaro Court Warder Living Trust to N. & P. Yelugula for \$2,079,000

126 Pebble Place Y. Xu to Shah Family Trust for \$1,770,000

732 Pradera Way M. & B. Ryan to M. & L. Caine for \$1,680,000

SALES AT A GLANCE

PLEASANTON (FEB. 9-20)

Total sales reported: 25

Lowest sale reported: \$399,000

Highest sale reported: \$3,400,000

Average sales reported: \$1,507,037

LIVERMORE (FEB. 9-20)

Total sales reported: 32

Lowest sale reported: \$360,000

Highest sale reported: \$2,520,000

Average sales reported: \$1,344,109

DUBLIN (FEB. 9-20)

Total sales reported: 15

Lowest sale reported: \$1,084,000

Highest sale reported: \$3,800,000

Average sales reported: \$1,726,866

SAN RAMON (MARCH 16-27)

Total sales reported: 13

Lowest sale reported: \$530,000

Highest sale reported: \$2,850,000

Average sales reported: \$1,679,000

Source: California REsource

2705 Salisbury Way E. & G. Radtke to J. & C. Lanzafame for \$2,000,000

7742 Stoneleaf Road Montoya Trust to D. & T. Gualdarama for \$978,000

2240 Tahiti Drive S. Mudhasani to S. & S. Adamski for \$1,679,000

9695 Ashby Way C. & J. Brunnett to Yeung Family Trust for \$1,448,000

2035 Canyon Lakes Drive Chen-Sun Trust to R. & M. Trolan for \$1,500,000

2612 Durango Lane R. Ruehl to Hall Living Trust for \$1,430,000

3231 Sleeping Meadow Way Zhang Family Trust to Elamparathi-Nithya Trust for \$1,960,000

3263 Sleeping Meadow Way X. Chen to V. & K. Shivashankar for \$2,107,000

113 Stone Pine Lane Gopal Family Trust to W. & S. Iritani for \$575,000

6185 Yardley Lane A. Pai to B. & R. Tamilselvan for \$1,065,000

Source: California REsource



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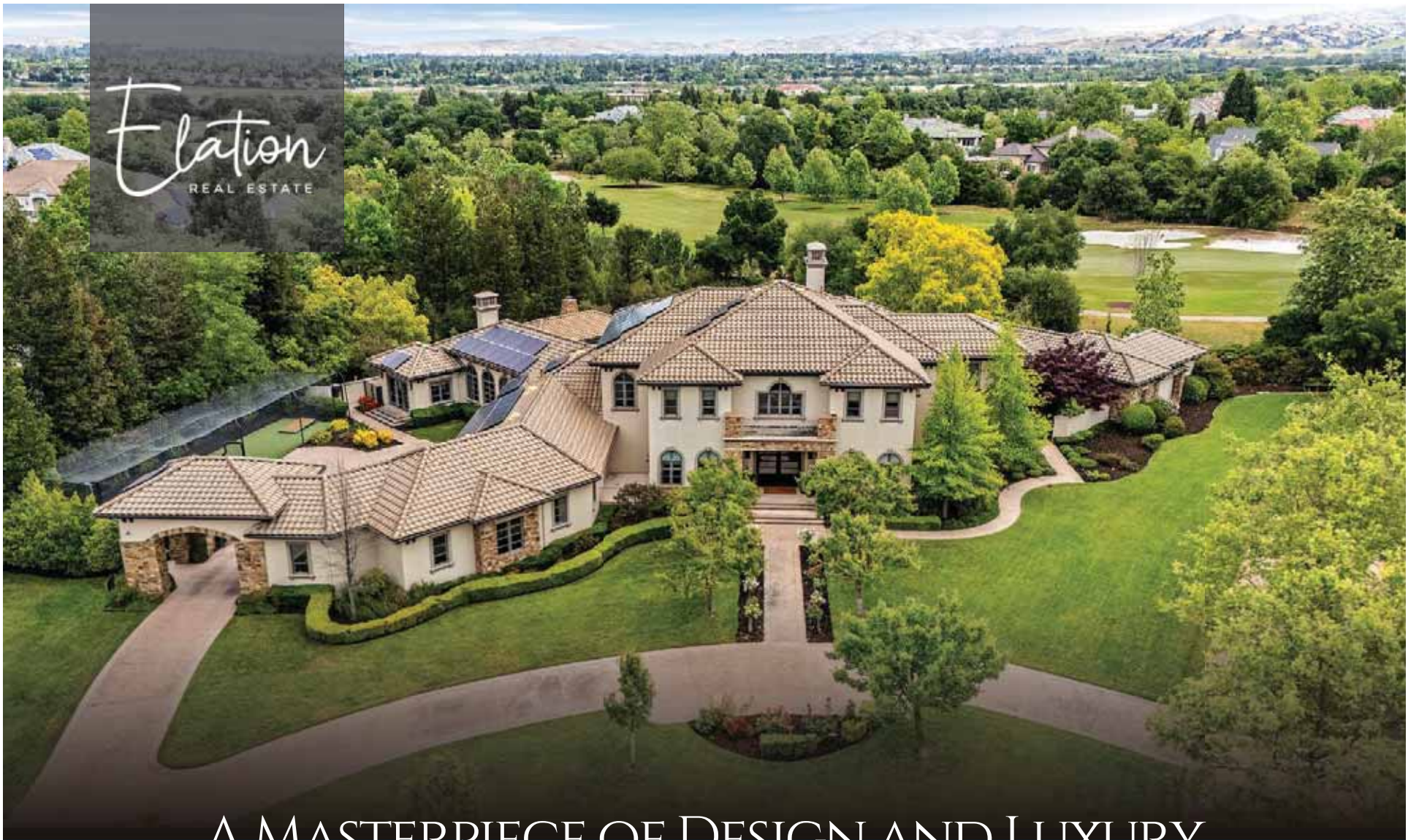
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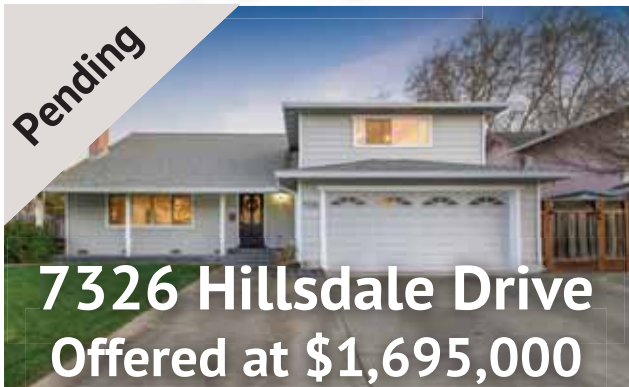
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