

A SPECIAL SECTION BY THE PLEASANTON WEEKLY

LUXURY HOMES PREVIEW



COURTESY GETTY IMAGES

Real estate 'seasons': The calendar vs. the market

'Right now, the things like payments, rates and prices matter a lot more than time of year'

BY DEVIN DAVIS

Last fall, we asked: Is real estate still seasonal? For decades, the calendar told the story of more homes on the market and more curious buyers during the spring, a busy summer, fewer sales during the fall and a quiet winter. But that rhythm has been becoming more irregular.

"Seasonality still plays a role, but not to the same degree that it used to because it intersects with the chronically under-supplied housing market," said Jordan Levine, chief economist of the California Association of Realtors.

As we begin to close the books on the summer of 2026 and head into fall, current market data shows there's more to the rhythm of real estate than the calendar. A slightly clearer picture than we had a year ago.

"Affordability has changed everything and it's truly tied to supply. We see it especially here locally," said Bill Espinola, 2026 president of the Bay East Association of Realtors. "Buyers don't necessarily wait for a season, but when the numbers work for them. Right now, the things



Devin Davis

like payments, rates and prices matter a lot more than time of year."

In July, detached single-family homes on the market in most of our local cities came in below where they were a year earlier which would be considered an odd pattern for what's supposed to be the market's peak selling season.

In Pleasanton, listings were down from 100 during July 2025 to 83 this July and Livermore slipped from 116 to 108. If summer alone drove the market, inventory and activity would have followed the calendar. They didn't.

'The buyers and sellers who understand their numbers, and lean on a Realtor who knows the neighborhoods, do well in any month.'

Bill Espinola,
president of the Bay East Association of Realtors

Home sales told a similar story. Pleasanton had a 29% decline in single-family sales last month, even while prices dipped about 6%. This isn't a market cooling because the weather might be. It's a market responding to what buyers can actually afford.

We see that the Tri-Valley numbers aren't uniform across the board, and that's part of the point. Dublin beat the trend, with listings up 40% year-over-year and a median price up about 15%.

When one city climbs while a neighbor a few miles away pulls back, that's not a season at work, that's affordability, price point and local supply pulling buyers in different directions.

"We've been saying this for a long time: the buyers and sellers who understand their numbers, and lean on a Realtor who knows the neighborhoods, do well in any month," Espinola added.

As we trade summer for fall, the idea of waiting until things pick up and more homes come on the market might deserve some rethinking. The right season is the one where the numbers line up for buyers and sellers. ■

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

OPEN - SAT. & SUN. 2-4 PM

JUST LISTED!!!



**4125 AMBERWOOD CIRCLE
PLEASANTON-WESTSIDE**

**SECLUDED WEST SIDE
PLEASANTON LOCATION!!**

**This is it!! Gorgeous updated
executive 2 beds and 2.5 baths
townhome. Cozy backyard and
a garage. Granite, stone flooring,
white cabinets and more!
One must see!**

Price \$858,000

PENDING GOLDEN EAGLE



**7905 SAWGRASS CT.
PLEASANTON**

Price \$2,725,000

PENDING LAGUNA OAKS



**3325 MEDALLION CT.
PLEASANTON**

Price \$3,168,000

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LUXURY HOMES PREVIEW 2026

Parkview condo complex opens in Livermore

*Site to feature 31 for-sale homes
upon completion of phased construction*

BY JUDE STRZEMP

A residential project in Livermore's Isabel neighborhood saw its grand opening last month.

Located north of the intersection of Portola and Rincon avenues, Parkview is a 31-unit for-sale development undergoing phased construction with homes currently up for sale and reservation.

Once complete, the project by City Ventures is set to feature three residential buildings consisting of three-story, town-home-style condominiums.

Of the 31 condos, six units are set for sale at below market rate and four will be accessible units. The project is also poised to include a Class 2B bike lane and related landscaping, parking, stormwater and frontage improvements, according to the city of Livermore website.

"We're excited to welcome new homeowners to our first community in Livermore where they can enjoy modern living while being connected to Livermore's vibrant downtown, parks, trails, wineries, and the unique quality of life that makes this city so special," City Ventures President Natasha Zabaneh said in a statement from the company announcing the development's grand



COURTESY CITY VENTURES

Condominium housing project Parkview officially opened last month in Livermore.

opening celebration July 11.

"Starting from \$799,990, Parkview truly brings something special to Livermore — solar-powered, energy-efficient homes at a price point rarely seen for new construction in the Bay Area," Zabaneh added.

According to the City Ventures website, one home has been sold, five have been reserved, seven are available and two are models. The remaining homes are up for future release.

The Parkview project received approval by the Livermore Planning Commission at its Aug. 6, 2024 regular meeting. The commission held the final review authority. ■

Trade Traffic for Waterfront Living

Less than an hour from the East Bay, Delta Coves is attracting Bay Area homebuyers seeking a waterfront lifestyle surrounded by open space and natural beauty. Located on Bethel Island at the gateway to more than 1,000 miles of California Delta waterways, the private community features a swimmable lagoon, private boat docks and resort-style amenities. Homes by Blue Mountain Communities and Davidson Communities range from approximately 1,600 to more than 4,000 square feet, with prices from the \$500s to the \$2 millions. Residents enjoy boating, paddleboarding, fishing, fitness facilities, social events and year-round recreation on and around the water.



*Read the
spotlight*



Available



4416 Comanche Way, Pleasanton

3 BD | 1.5 BA | 1,130 SQ. FT.
2 COVERED PARKING SPACES
OFFERED AT \$749,000

Pending in less than a week



633 Abbie Street, Pleasanton

5 BD | 3 BA | 2,872 SF | .38 ACRE LOT
PENDING AT \$2,550,000

Open Sunday 1:00-4:00



4634 Klamath Court, Pleasanton

3 BD | 2 BA | 1,208 SQ. FT.
IMMACULATE CONDITION | COURT
LOCATION IN A GREAT NEIGHBORHOOD
OFFERED AT \$1,325,000

Marti's Happy Clients in 2026

Sold for the first time in 56 years



1719 Baywood Court, Pleasanton

6 BD | 3 BA | 2,538 SQ. FT. | 10,282 SQ. FT. LOT | **SOLD FOR \$2,095,000**

After 56 years of calling their house home, helping this wonderful family through the sale of such a cherished property was truly an honor.

Selling a home filled with decades of memories can be emotional, and I was committed to making the process as smooth, respectful, and stress-free as possible.

Knowing the seller and her family were so happy with my guidance, communication, and care throughout the journey is incredibly rewarding. Being trusted with such an important milestone is exactly why I love what I do.

Marti represented very happy sellers!



4849 Smith Gate Ct., Pleasanton

3 BD | 2 BA | 1,814 SF | 7,920 SF LOT
SOLD FOR \$2,055,000 (\$180,000 OVER ASKING)

Marti represented very happy first time home buyers!



4120 Richard Way, Oakley

4 BD | 2 BA | 1,653 SF | 7,260 SF LOT
SOLD FOR \$655,000

Marti represented very happy sellers!



108 Norris Canyon Pl. # D, San Ramon

2 BD | 2 BA | 1,179 SF
SOLD FOR \$729,000

Marti represented very happy buyers!



2827 Cove Ct., Discovery Bay

3 BD | 2 BA | 1,814 SF | 7,920 SF LOT
SOLD FOR \$875,500

Marti represented very happy sellers!



26088 Kay Ave. #209, Hayward

1 BD | 1 BA | 606 SF
SOLD FOR \$330,500

Marti represented very happy buyers!



1013 Pleasant Valley Dr., Pleasant Hill

3 BD | 2 BA | 1,606 SF | 8,250 SF LOT
SOLD FOR \$1,150,000



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1434 RIDGEWOOD ROAD
PLEASANTON VALLEY, PLEASANTON
SOLD FOR \$57K OVER ASK AT \$2,095,000



4 BED | 3 BATH | 2,410 SQ FT
Bedroom and bath on the main level, outdoor covered patio with heaters and a spa.

408 CABONIA COURT
RUBY HILL, PLEASANTON
PRESENTED AT \$2,190,000



4 BED | 3 BATH | 2,296 SQ FT
Stunning contemporary single-family home offering modern comfort and style on a corner lot.

5016 BLACK AVENUE
PLEASANTON VALLEY, PLEASANTON
PRESENTED AT \$1,630,000



4 BED | 2 BATH | 1,675 SQ FT
Attention-to-detail updates are shown in this home's open floor plan. A spacious backyard offers a possible ADU buildable site with side yard access.

Coming soon!

Birdland in Pleasanton
4 Bed | 3 Bath | Pool & 2 primary suites

Fremont | Kimber Park
3 Bed | 2 Bath | Single story in court

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