

# Real Estate

FALL 2020

## Local market stays red hot

**Pleasanton homebuying competition: Ready? Set? Make an offer!**

BY DAVID STARK

Even in the middle of a global pandemic, homes are still selling quickly in Pleasanton. Why? Supply and demand. The homebuyers and sellers who understand the special nature of the current real estate market will be successful.

During last month, there were 40 single-family detached homes for sale in Pleasanton compared with 103 for sale during September 2019. The 61% drop in choices for homebuyers has increased competition and pushed prices higher.

The median sales price for a single-family detached home increased \$115,000 from \$1.15 million during September 2019 to more than \$1.26 million during September 2020.

The buyer response to higher prices was to make offers more quickly. As sales prices increased, the time a home was on the market dropped from an average of 35 days during last September to 34 days during this September.

The lack of choices, higher prices and brisk pace of sales isn't scaring buyers away.

The number of pending home sales in Pleasanton increased from 50 during September 2019 to 66 during September 2020. Pending sales also increased from August to September this year. This is notable because buyers typically leave the market during the late summer and real estate activity cools during the fall.

This year, buyers are staying in the market later in the year.

"Low inventory, multiple offers and homes selling for more than the asking price," is how Tina Hand, 2020 president of the Bay East Association of Realtors, describes the current Pleasanton real estate market.

Hand said sellers are receiving up

to 10 purchase offers from potential homebuyers.

Asked how a homebuyer can compete in the current low-inventory and high-priced environment, Hand said, "It's not always the highest offer that gets accepted. The terms of the offer can be just as important."

She explained that homebuyers should understand what sellers are looking for, including when they want or need to move. These insights can help a buyer craft a successful purchase offer.

Hand said knowing if "the seller needs to get a certain amount of money or are they selling as-is, do they need a rent-back?" should all be factored into the purchase offer terms.

Sellers also need to understand the current market dynamics and set their expectations accordingly. Hand said that sometimes, sellers can ask for whatever they want, but may not always get it.

"There is some negotiation going on, definitely," she said. She cited examples of sellers accepting requests to fix pest damage and other issues.

Both sides of a real estate transaction have something in common in this hot market: playing by the same, Alameda County Public Health Department rule.

Hand explained, "The way we show homes is completely different and buyers have to sign certain forms and make an appointment with an agent. They understand it's not quite business-as-usual."

Buyers are willing to play by the county rules regarding touring properties because they want to see what they are purchasing. Hand said, "I know we all have to work in a virtual environment, but I don't know of any agent or client who have purchased a home sight-unseen."

Sellers also know the process has changed to keep all parties safe. Hand said, "Everyone has learned to figure out how to work within the rules." ■

*Editor's note: David Stark is public affairs director for the Bay East Association of Realtors, headquartered in Pleasanton.*

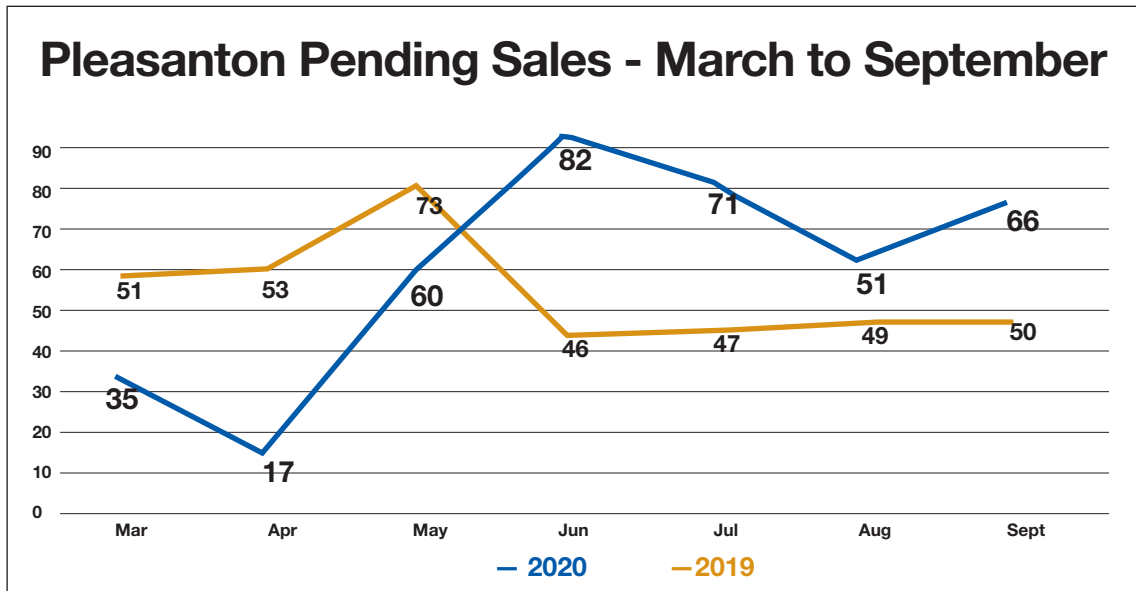


David Stark



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### Pleasanton Pending Sales - March to September



Courtesy of Bay East Association of Realtors.

**SALES AT A GLANCE**

**Pleasanton** (Aug. 10-21)

**Total sales reported:** 39  
**Lowest sale reported:** \$350,000  
**Highest sale reported:** \$2,525,000  
**Average sales reported:** \$1,207,692

**Livermore** (Aug. 10-21)

**Total sales reported:** 75  
**Lowest sale reported:** \$350,000  
**Highest sale reported:** \$2,100,000  
**Average sales reported:** \$810,000

**Dublin** (Aug. 10-21)

**Total sales reported:** 48  
**Lowest sale reported:** \$255,000  
**Highest sale reported:** \$1,760,000  
**Average sales reported:** \$941,052

**Sunol** (Aug. 10-21)

**Total sales reported:** 1  
**Lowest sale reported:** \$1,180,000  
**Highest sale reported:** \$1,180,000  
**Average sales reported:** \$1,180,000

**San Ramon** (Sept. 8-18)

**Total sales reported:** 53  
**Lowest sale reported:** \$390,000  
**Highest sale reported:** \$2,480,000  
**Average sales reported:** \$1,287,547

Source: California REsource

**HOME SALES**

This week's data represents homes sold during Aug. 10-21 for Pleasanton, Livermore and Sunol.

**Pleasanton**

**3586 Ballantyne Drive** Shaw Living Trust to M. & E. Hojnacki for \$1,230,000

**7285 Beaumont Court** Mccann Family Trust to J. & A. Cyriac for \$2,525,000

**4190 Casterson Court** Pietro Living Trust to X. & T. Lu for \$2,350,000

**2392 Corte De La Jara** M. & J. Bechwati to A. & S. Yoo for \$1,365,000

**4605 Del Valle Parkway** A. Nainani to B. & K. Shankarnarayanan for \$1,255,000

**2357 Fairfield Court** Z. & M. Sendler to H. & C. Zhang for \$1,314,000

**2626 Laramie Gate Circle** Somayajula Living Trust to S. & P. Gupta for \$1,117,000

**638 Marsala Court** Khandan Family Trust to P. & A. Ghangurde for \$1,328,000

**924 East Mockingbird Lane** D. & R. Spencer to R. & S. Paul for \$1,885,000

**3010 Paseo Granada** Reisfelt Family Trust to Nair Family Trust for \$1,520,000

**3420 Pickens Lane** R. & H. Jaouni to R. & F. Tonello for \$995,000

**583 Saint John Street** Lawrence Living Trust to L. & C. Bailey for \$865,000

**4581 Shearwater Road** C. & J. Lasala to Mathew Trust for \$1,260,000

**3476 Smoketree Commons Drive #D** Maple Living Trust to V. & K. Mayol for \$540,000

**5221 Springdale Avenue** J. Liggins to A. & H. Agrawal for \$835,000

**4222 Bevilacqua Court** Toman Family Trust to G. & S. Tonkin for \$1,450,000

**750 Bonita Avenue** Hundley Living Trust to Janah Investments Inc for \$1,000,000

**3508 Carlsbad Court** Buettner Trust to G. & T. Zaionz for \$650,000

**304 Christina Court** D. Macdonough to J. & L. Haas for \$1,007,000

**2050 Cotterell Court** Reimer Family Trust to S. & J. Hamlin for \$1,225,000

**435 Del Sol Avenue** M. Zha to D. & J. Barrett for \$1,060,000

**569 Gyles Place** N. Do to S. & M. Yanamandra for \$1,350,000

**3802 Kamp Drive** Y. Xu to S. & S. Kotha for \$1,150,000

**3281 Monmouth Court** Pozzi Family Trust to A. & S. Pillai for \$1,360,000

**655 Neal Street** Arron Living Trust to L. & D. Farmer for \$1,100,000

**3710 Oak Brook Court** N. Louie to N. & V. Soni for \$1,150,000

**7705 Oak Creek Court** Anderson Living Trust to H. & C. Wang for \$1,265,000

**4763 Orangewood Court** J. Martinez to E. & L. Zazzeron for \$1,225,000

**615 Orofino Court** Ash Family Trust to J. & A. George for \$1,100,000

**2103 Raven Road** J. Chaudry to D. & L. Ferreira for \$1,500,000

**129 Ray Street** S. Arvig to C. & T. Icard for \$571,500

**3666 Reflections Drive** C. & T. Yerondopoulos to S. Habtezion for \$910,000

**2267 Segundo Court** Mccartney Living Trust to Topline Property Solutions LLC for \$350,000

**4233 Sharab Court** Muentz Trust to E. Sonsino for \$1,215,000

**5170 Springdale Avenue** J. & E. Suen to C. & C. Kempaiah for \$1,250,000

**4091 Stanley Boulevard** R. & H. Doshi to B. & L. Chhetri for \$815,000

**1211 Summer Court** Muise Family Trust to Blackman Trust for \$1,378,000

**2290 Via Espada** Toombs Trust to J. & S. Sepah for \$1,200,000

**2890 Victoria Ridge Court** P. Young to A. & M. Glassman for \$1,505,000

**Livermore**

**1217 Aaron Street** Lee Trust to C. & C. Beck for \$705,000

**1500 Arroyo Road** D. & S. Davis to Lyons Family Trust for \$1,312,500

**1191 Bannock Street** R. Wei to S. & T. Viseu for \$778,000

**1835 Barcelona Street** N. & R. Turley to M. Amini for \$792,500.00

**2516 Bess Avenue** A. & D. Barney to L. & D. Franco for \$1,600,000

**789 Cardinal Drive** Burton Family Trust to J. & L. White for \$692,000

**1316 Carlton Place** L. & J. Wojewski to E. & J. Gribben for \$1,260,000

**3074 Chateau Way** Branecki Family Trust to M. & R. Bisaha for \$1,370,000

**2664 Cooper Circle** S. & M. Clark to Ottoboni Trust for \$1,440,000

**2435 Del Monte Street** C. Payton to S. & N. Nye for \$670,000

**131 Ganesha Common** V. Kot to N. Yee for \$672,000

**386 Garden Common** S. & R. Wenning to D. Mittelberger for \$565,000

**4236 Grove Court** R. & F. Cordeiro to L. & R. Santos for \$1,260,000

**3835 Harvard Way** Petersen Living Trust to Corral Mh LLC for \$599,000

**3938 Harvard Court** H. Michelsen to R. & R. Morton for \$829,000

**1193 Hillcrest Court** Loewe Living Trust to N. & D. Olsen for \$695,000

**503 Holmes Street** Shawver Family Trust to M. & G. Murrieta for \$643,000

**216 Junco Avenue** Spilman Living Trust to H. & S. Barari for \$870,000

**4101 Milton Way** Brobst Family Trust to M. & R. Cruz for \$1,400,000

**562 Morgan Common** P. & D. Trogdon to L. Sena for \$570,000

**5563 Oakmont Circle** T. & A. Mccarrell to N. & V. Vazquez for \$830,000

**1566 Olivina Avenue** M. Betancur to P. & M. Lang for \$827,000

**3045 Rivers Bend Circle** R. Fiore to M. & P. Ibal for \$1,215,000

**1574 Roselli Drive** Wilson-Schrot Trust to R. & B. Williams for \$751,000

**2891 Rutherford Court** L. & W. Spence to A. & C. Just for \$1,585,000

**2790 San Minete Drive** L. & B. Groebner to J. & K. Lyster for \$1,300,000

**2127 Shetland Road** M. Toscano to Z. & T. Saifee for \$756,000

**4996 Shirley Way** K. & N. Sheranian to C. & K. Wada for \$1,030,000

**730 William Drive** Coleman Living Trust to G. & E. Roussos for \$760,000

**2985 1st Street #1203** A. Syed to S. & J. Meza for \$600,000

See **HOME SALES** on Page 20



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**1808 Zenato Place, Ruby Hill**  
5 BD + loft, 5.5 BA, 5,643 SF on .46 acre  
Main level office and guest suite  
Offered at \$2,999,000



CONTINGENT

**2329 Silver Oaks Lane, Pleasanton**  
4 BD, 4.5 BA, 4,106 SF on .46 acre  
Stacking glass wall for indoor/outdoor living.  
Offered at \$2,825,000



JUST LISTED

**238 Wood Street, #704, Livermore**  
3 BD, 2.5 BA, 1,744 SF 3 story Townhome  
2 car garage attached, Walk to downtown  
Offered at \$700,000



COMING SOON

**40901 Cruz Court, Fremont**  
4 BD, 2.5 BA, 1,904 SF on .15 acre  
FULLY renovated in 2020  
Offered at \$1,475,000



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## HOME SALES

Continued from Page 19

**6318 Almaden Way** M. Gates to A. & M. Plowman for \$765,000

**4233 Bellmawr Drive** K. & J. Serrano to W. & R. Lopez for \$1,255,000

**512 Bernal Avenue** Navarro Trust to J. & M. Buffi for \$620,000

**2969 Cabrillo Avenue** Mangan Living Trust to C. & D. Osborne for \$735,000

**837 Camden Common** H. Haridas to K. & D. Mayer for \$681,000

**630 Cedar Drive** S. Stewart to M. Medaglia for \$808,000

**465 Cedar Drive** D. & H. Woodruff to S. & C. Cheney for \$897,000

**5164 Charlotte Way** C. Hall to L. & A. Elliot for \$976,500

**2055 Charmont Court** Green Leaf Properties LLC to S. & M. Kamal for \$2,100,000

**3177 Chateau Way #207** P. Ram to R. Payne for \$355,000

**457 Coleen Street** Christine Trust to A. & A. Ashley for \$915,000

**5721 Crestmont Avenue** Gms Liberty LLC to V. & D. Craig for \$765,000

**5536 Crestmont Avenue** T. Patrone to A. & S. Afaneh for \$780,000

**548 Curlew Road** W. & J. Wiest to R. & A. Heminez for \$856,000

**1235 De Paul Way** S. & W. Sloboda to V. & J. Moth for \$960,000

**5327 Desiree Avenue** K. Watkins to M. & C. Satizabal for \$860,000

**1005 Dublin Avenue** M. & T. Burgdorf to R. & T. Nahapetian for \$965,000

**1170 Farmington Way** L. & N. Doko to R. & E. Nanna for \$1,230,000

**244 Fennel Way** Mikatarian Family Trust to T. & D. Buckner for \$798,000

**5825 Flora Common** Lucas Trust to N. Dyal for \$885,000

**5877 Flora Common** A. & G. Nair to J. & C. Hurd for \$912,000

**314 Garden Common** Kiescewski Trust to K. Pettis for \$585,000

**1270 Gusty Loop #6** C. Chana to S. & D. Mithbavkar for \$700,000

**1556 Hollyhock Street** Rubay Trust to B. Urs for \$685,000

**2265 Jeffrey Street** L. & A. Nguyen to Bekele Living Trust for \$1,450,000

**5421 Keeler Court** Inderbitzen Family Trust to G. & J. Woodyard for \$1,500,500

**735 Lido Drive** B. Fields to M. McGill for \$980,000

**5937 Linwood Common** T. Matteri to A. & R. Hawkins for \$800,000

**101 Misty Circle** Appraisal Makers LLC to T. & J. Reid for \$800,000

**589 Mulqueeney Street** M. Rice to K. & J. Bernardez for \$680,000

**1085 Murrieta Boulevard #324** L. Erickson to B. Gomez for \$350,000

**1133 Nielsen Lane** Bersie Trust to A. & T. Grenier for \$975,000

**5622 Oakmont Circle** P. & W. Olmo to K. & M. Garcia for \$478,000

**736 North P Street** P & J Builders LLC to C. & N. Carey for \$1,100,000

**2157 Palomino Road** B. Fraser to Preston Family Trust for \$839,000

**454 Persimmon Common #5** A. & B. Lima to S. Fulmer for \$725,000

**3385 Pestana Way** R. & R. Compeau to K. & N. Hinson for \$711,000

**6344 Pheasant Way** M. Chan to P. & P. Aggarwal for \$950,000

**757 Pine Street** S. & J. Mcconnell to K. Goff for \$525,000

**6179 Saint Andrews Way** L. Price to S. & V. Malladi for \$726,500

**897 Tranquility Circle #4** K. & E. Kotas to P. Gray for \$759,000

**700 Tranquility Circle #3** J. Vongarvisch to G. & T. La for \$799,000

**1110 Vienna Street** Vargas Family Trust to X. & V. Wang for \$1,235,000

**95 Windward Common #3** M. Mckinney to W. Smith for \$630,000

**162 Zephyr Place #114** T. Whitaker to S. & S. Thakur for \$610,000

## Sunol

**1313 Kilkare Road** Lipman Living Trust to N. & R. Singh for \$1,180,000

Source: California REsource



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Highly Upgraded Ponderosa Home in Quiet Court Location! Premium Lot with Professionally Landscaped Grounds, Private Rear Yard that Includes Pebble Tech Pool & Spa. Five Bedrooms, Downstairs Suite. Bonus Room (5th Bedroom Option), Approximately 3091 Square Feet, Three Fully Remodeled Bathrooms, Large Remodeled Gourmet Kitchen with Custom Cabinets, Wolfe & Subzero Stainless Steel Appliances, Center Island, Stone Countertops. Many Recent Upgrades Including Wood Flooring, Crown Moldings, 3 Car-Garage, Tile Roof. Great Central Location for Access to: BART, Stoneridge Mall, Downtown, Commute & Livermore Wineries!

**OFFERED AT \$1,799,888**

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## 1562 Foothill Road

**4 BD - 5 BA - 4,708 + 800 Sq Ft Casita - 2+ Acres with Private Vineyard - 13 Car Garage/RV or Boat Storage**

Nestled in West Pleasanton, this 4700+ Sq Ft single-story home quietly backs to old-growth Oak trees on over 2 acres. This custom estate is luxuriously appointed with designer glass walls, vaulted ceilings, walls of windows overlooking the stunning property, a central dual-sided fireplace, and a private bathroom for each bedroom.

The detached 800 SF Casita has its own bathroom and kitchenette.

A private boutique of aged Cabernet grapevines are yours to harvest and perhaps even design your own label.

Additionally, this 2+ acre property offers a sparkling, heated pebble tech swimming pool, lighted basketball court, and a decorative vintage water tower, adding to the character and ambiance of this stunning property.

You will be amazed by the garage capacity which can store up to 13 cars, a boat or RV. This special home offers something for every discriminating buyer.

**Call today for your private showing. New Price - \$3,800,000**

## PLEASANTON Acreage, Private Casita, 13 Car Garage



## WALNUT GROVE Waterfront Property



## 17396 Grand Island Road 3 BD - 2 BA, 1,708 +/- SqFt

Paradise Found just outside the San Francisco Bay and Sacramento areas. As you cross the small bridge, you are welcomed onto the private island, where the busy-ness of life seems to melt away. Imagine a place where boating, spectacular sunset views, and fishing become your new normal. This custom home is raised and overlooks the Sacramento River with **50 feet of waterfront property**, complete with owned-solar, private well, and septic. This home will become your shelter, your oasis, your home-office, and your favorite place to be. If you've been thinking about making a change to a simpler way of being, this just might be the nudge you've been waiting for. Paradise Found!

**Listed at \$1,140,000**

## Real Estate, the 2020 Election, and You

In this year of surprises coming one after the other, and now as we prepare for election time, you may be wondering how the upcoming election could impact real estate activity. As you'll see below, there are several market variables and data indicating that **homebuying is still on the rise and will remain positive**.

For example:

- **Less people changing their plans** – In a recent survey, less than 22% of buyers and sellers said the upcoming election is impacting their plans to buy or sell. That number is actually *less than this time last year*, when it sat at 32%.

Changes in housing and location preferences as a result of the pandemic seem to be outweighing anything to do with

the election, which brings us to the next point.

- **Demand for space** – More people than ever are learning and working from home, facilitating the demand for more space.
- **Low rates make upgrading even more appealing** – The Fed still has rates at unprecedented lows, making buying and refinancing a hard bargain to pass up.
- **Historically, elections have minimal impact on activity** – Market analyses have looked at home sales in past presidential election years over the last 40 years. Sales typically dip 1.5% in December and bounce back by 1.5% in January.

## 5834 Corte Margarita - PENDING

**3 BD - 2 BA, 1,882 +/- SqFt - 11,039 +/- SqFt Lot**

This gorgeous Del Prado home received 20 offers within the first couple of days being on the market, and is about to make someone's dreams come true. This spacious lot boasts its own custom pizza oven, and is great for relaxing with family, as well as the perfect setting to entertain outdoors. With its quiet court location, desirable neighborhood, and proximity to neighborhood parks, award-winning schools, and all-things-Pleasanton, we can certainly see why this didn't last long.

**Listed at \$1,300,000**

## PLEASANTON PENDING - 20 Offers Over Asking



## DANVILLE

**PENDING - Multiple Offers Over Asking**



## 391 Glen Arms Drive - PENDING

**3 BD - 3 BA - 2,104 +/- SqFt - 25,850 +/- SqFt lot**

This property, located near the heart of Danville near downtown, backs to a creek, mature trees, and a setting of utter tranquility. The spacious lot offers many options to expand or build a separate unit, creating your own dream home. A classic breezeway entry welcomes you with a lovely shade tree, a brick courtyard, and colorful landscaping. Hardwood floors grace the homes' bedrooms and formal dining area, and the living room has a private patio opening to the rear yard. The home offers dual pane, large picture windows, and well as central air, as well as a generous side yard access, detached garage, and premium lot.

**Listed at \$1,315,000**



**KRIS MOXLEY**  
REAL ESTATE

"Kris Moxley was amazing. ... We selected her as our listing agent and could not be more pleased with the result."

— Steve R. (Seller)

"Thank you Kris Moxley! Kris knows her business, and her experience and reputation give her a big home field advantage."

— Matt W. (Seller)

"Kris Moxley is the consummate Real Estate professional. ... She attended to all of the details and exceeded all of my expectations."  
—Nancy B. (Seller)

## Kris Moxley

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**COMPASS**