



## **The 680 Homes Group Owner Doug Buenz Shares Important Updates About the Pleasanton CA Real Estate Market**

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Pleasanton CA: The 680 Homes Group owner Doug Buenz has released important updates about the Pleasanton real estate market for the month of June. As Pleasanton CA's top REALTOR®, Doug knows the market well enough to help homebuyers decide whether it is a great time to buy a home in the area or not. Regularly, he keeps the public in the loop about the status of the Pleasanton market and explains how certain indicators affect homebuyers and sellers alike.

In his most recent update, Doug cited the challenges in inventory when it comes to the <\$1 million price range, saying that this market remains very hot despite the low inventory of homes. Because of this, he said, many of the indicators in the under \$1 million market have seen an upturn, including the average price per square foot. "Many of the indicators in the market are up as a result, including the average price per square foot, which is \$729, up 7% from last month at the same period," he said.

Interestingly, the average days on the market for sold properties in Pleasanton CA is now 11 days. While this is low in the context of the national market, this is up by 38% from the closed sales in May. The average sales price and list price is right at 100%, which is down 11% from the same period last month. That's for closed sales. Not as much inventory, but perhaps a little bit of fatigue on the part of buyers there, so we'll see," he said.

As for the \$1 million to \$2 million market segment, Doug said that the number of homes for sale has skyrocketed by up to 7%, with 46 homes for sale and 43 pending sales as of this writing. He went on to report that the average price per square foot in this price segment is now \$599, down by 4% from last month. That compares to \$729 in the under \$1 million market segment. As you see, the higher up in the price range you go typically the lower the price per square foot," he shared, adding that the sales price to list price ratio of 104% in this segment is still very strong.

Meanwhile, Doug reported that the \$2 million+ market segment remains strong, with pending sales up by 67% from last month. He also reported that sold properties in this market are down by 45% and that average days of homes for sale on market are up to 27%, which is a 13% increase from last month. The average price per square foot on closed sales in this segment also sits at \$482, 6.2% lower than last month's figures.

According to Doug, the overall market remains strong despite the apparent cooling of some price segments and statistics. He explained that this is not unusual for summer, when vacations and kids out of school usually distract buyers. All things considered, he said the market is still healthy enough for buyers and sellers to buy and sell properties in Pleasanton. The market is still very good for buyers, hopefully we'll see more inventory come on. If you are a buyer we're likely to see the pace of the market slow a little bit in the summer. That's fairly typical, so good time to get out and buy a property. If you're a seller prices are still at historic highs, so it is still a great time to sell," he advised.

Doug has been in the business of selling homes since 1989. With almost 30 years of experience under his belt, it is not surprising that he is considered among Pleasanton's most seasoned real estate agents today. Since he started his career in real estate, he has helped hundreds of clients throughout the Pleasanton and Tri-Valley areas achieve their real estate goals. His own real estate company, The 680 Homes Group, boasts of its team of real estate professionals who are committed to helping their clients make the right decisions throughout the buying and selling process, making their brand the basis of everything that they do for those who need their assistance.

His company's website, [680homes.com](http://680homes.com), has also been a valuable resource for buyers and sellers who want to learn more about the real estate business, including market statistics and trends. Since its launch, Doug has utilized this website to connect with his clients and potential customers, giving them tips for a successful home sale or purchase.

J. Bennett, a satisfied client, wrote in his review, "Doug and his team are totally competent with legal and procedural aspects of high-dollar real estate transactions. He is a savvy practitioner of effective marketing and technology applications. He is unusually personable, and a compassionate and insightful coach to his clients, totally focused on their interests and objectives." B. Ni and F. Jai, two of his other clients, also wrote, "We're grateful to have Doug and his team as our Realtors. Doug's marketing expertise, excellent skill in negotiation, and years of experience in real estate made our deal as easy as possible. Doug and his team were always there to help us. They were very responsive to our phone calls or questions. Even when we had setbacks, they were calm, professional and aggressive in solving the problem. We will not hesitate to use them as our real estate agents again in the future."

Those who need someone to assist with their real estate needs in Pleasanton CA, may call Doug at 925-621-0680 and he'll be glad to be of service.

#### About Doug Buenz:

Raised in the Bay Area, Doug graduated from the Oregon University with honors in Finance and Economics. After spending years in mortgage banking, he was drawn towards investment real estate and sold apartment buildings and commercial properties for almost 10 years. He began selling residential real estate in 1989 and has since then helped hundreds of clients buy and sell homes in the Tri-Valley region. He also attended Harvard Law School's Program on Negotiation (PON), globally regarded as the most powerful training in negotiation available today. He currently holds a certificate from the Harvard Negotiation Institute.

#### More About The 680 Group:

Owned by Doug, The 680 Homes Group is a full-service real estate company that caters to the real estate needs of the Pleasanton and Tri-Valley area. Its agents are committed to delivering 5-star services to their clients and make the best use of technology in delivering information, streamlining processes and assisting clients with their transactions.

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For more information about The 680 Group, contact the company here:[The 680 Group](http://The680Group.com)  
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## **The 680 Group**

*Doug Buenz and The 680 Group is a full-service and top-producing real estate team specializing in real estate and homes for sale in Pleasanton, Dublin, San Ramon, Livermore, Danville, Alamo, and Blackhawk.*

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