

**From:** [David Stark](#)  
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**Subject:** February East Bay Real Estate Weather Report - Buyers Not Waiting for Warmer Weather  
**Date:** Monday, February 12, 2024 11:46:59 AM  
**Attachments:** [image002.png](#)  
[image003.png](#)  
[image009.png](#)



**FOR IMMEDIATE RELEASE**

**February 2024 East Bay Real Estate Weather Report –  
Buyers Not Waiting for Warmer Weather**

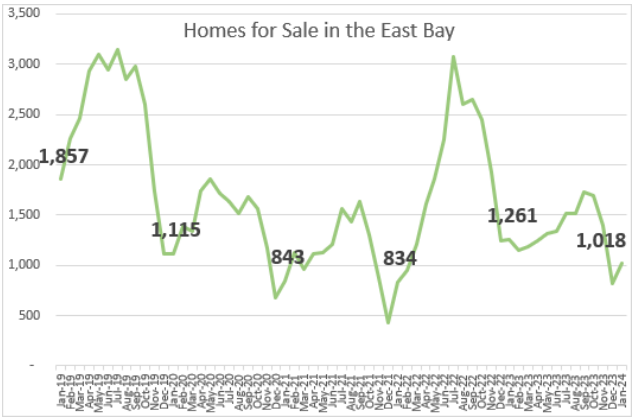
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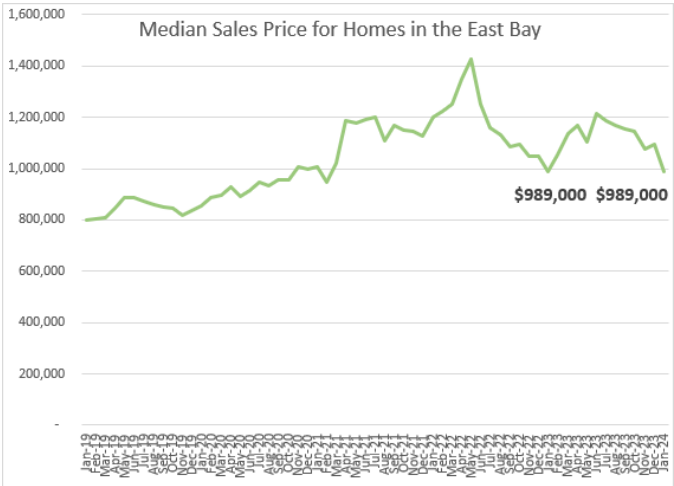
Pleasanton, California (Feb 12, 2024) – Homebuyers aren’t waiting for warmer weather or more homes on the market.

The February 2024 edition of the *East Bay Real Estate Weather Report* shows buyers were enthusiastic about relatively lower sales prices. The video is available at: <https://bayeast.org/video/february-2024-east-bay-real-estate-weather-report/>

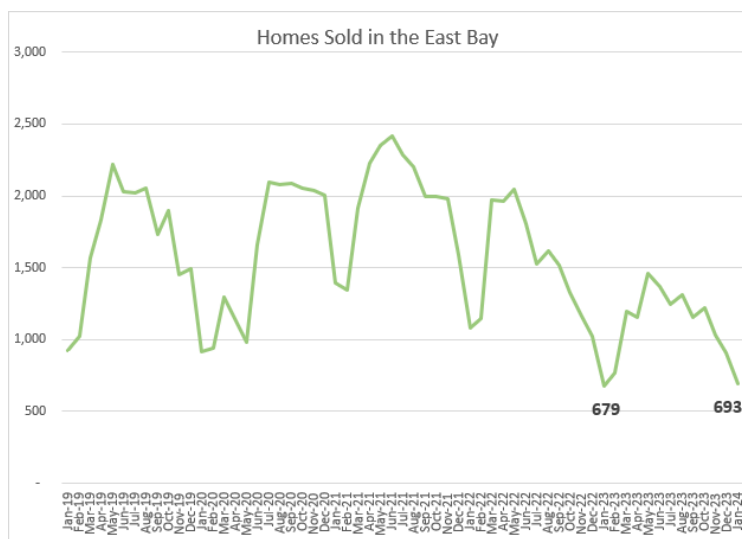
While there were approximately 200 fewer units listed for sale compared with last January 2023, buyers did have more choices compared with January 2022 and 2021.



For the first time in a year, the median sales price for a single family home in the East Bay was less than \$1 million. This helped buyers manage mortgage interest rates which were higher than during January 2023.



Lower prices resulted in motivated buyers and home sales increased slightly compared with January 2023.



### East Bay Residential Real Estate Markets January 2024 vs. January 2023 – Single Family Detached Units

	Units Listed for Sale				Units Sold				Median Sales Price			
	Diff	Jan-23	Jan-24	% Chg	Diff	Jan-23	Jan-24	% Chg	Diff	Jan-23	Jan-24	% Chg
<b>880 Corridor</b>	1				1				1			
Alameda	-6	26	20	-23%	0	8	8	0%	(\$135,000)	\$1,237,500	\$ 1,102,500	-11%
Albany			2				4				\$ 1,242,500	
Berkeley	-10	43	33	-23%	2	22	24	9%	(\$82,249)	\$1,357,500	\$ 1,275,251	-6%
Castro Valley	-6	23	17	-26%	-16	28	12	-57%	(\$23,200)	\$1,050,000	\$ 1,026,800	-2%
Fremont	-9	41	32	-22%	3	41	44	7%	\$260,000	\$1,300,000	\$ 1,560,000	20%
Hayward	-34	68	34	-50%	7	34	41	21%	\$28,500	\$852,500	\$ 881,000	3%
Newark	-7	11	4	-64%	-6	13	7	-46%	\$622,000	\$1,098,000	\$ 1,720,000	57%
Oakland	-21	279	258	-8%	0	90	90	0%	(\$27,500)	\$750,000	\$ 722,500	-4%
San Leandro	-16	37	21	-43%	-8	27	19	-30%	\$15,000	\$790,000	\$ 805,000	2%
San Lorenzo	0	7	7	0%	-3	9	6	-33%	\$34,444	\$745,000	\$ 779,444	5%
Union City	-6	12	6	-50%	-2	9	7	-22%	(\$56,500)	\$1,306,500	\$ 1,250,000	-4%
<b>West Contra Costa</b>	2				2				2			
El Cerrito	3	10	13	30%	-6	13	7	-46%	\$158,000	\$920,000	\$ 1,078,000	17%
El Sobrante	-5	14	9	-36%	5	2	7	250%	(\$45,000)	\$730,000	\$ 685,000	-6%
Hercules	5	10	15	50%	-4	11	7	-36%	\$30,000	\$745,000	\$ 775,000	4%
Pinole	-10	14	4	-71%	3	4	7	75%	\$185,000	\$615,000	\$ 800,000	30%
Richmond	-3	53	50	-6%	13	17	30	76%	(\$48,000)	\$633,000	\$ 585,000	-8%
San Pablo	-4	15	11	-27%	-4	10	6	-40%	(\$27,500)	\$550,000	\$ 522,500	-5%
<b>Lamorinda</b>	3				3				3			
Lafayette	-4	23	19	-17%	5	7	12	71%	(\$175,000)	\$1,500,000	\$ 1,325,000	-12%
Moraga	0	3	3	0%	-3	6	3	-50%	(\$60,000)	\$1,715,000	\$ 1,655,000	-3%
Orinda	-10	20	10	-50%	1	5	6	20%	\$350,000	\$1,650,000	\$ 2,000,000	21%
<b>Central Contra Costa</b>	4				4				4			
Clayton	-6	12	6	-50%	-5	6	1	-83%	(\$80,000)	\$1,055,000	\$ 975,000	-8%
Concord	-18	49	31	-37%	10	33	43	30%	(\$2,000)	\$800,000	\$ 798,000	0%
Martinez	-14	26	12	-54%	-1	14	13	-7%	\$120,000	\$715,000	\$ 835,000	17%
Pleasant Hill	-10	20	10	-50%	2	11	13	18%	\$161,000	\$989,000	\$ 1,150,000	16%
Walnut Creek	-1	26	25	-4%	12	6	18	200%	\$32,500	\$1,430,000	\$ 1,462,500	2%
<b>Tri-Valley</b>	5				5				5			
Alamo	1	15	16	7%	-1	6	5	-17%	(\$625,000)	\$2,850,000	\$ 2,225,000	-22%
Danville	-12	41	29	-29%	4	16	20	25%	\$220,500	\$1,692,500	\$ 1,913,000	13%
Dublin	-6	17	11	-35%	-2	11	9	-18%	\$78,628	\$1,350,000	\$ 1,428,628	6%
Livermore	-7	35	28	-20%	-16	41	25	-39%	\$175,000	\$1,075,000	\$ 1,250,000	16%
Pleasanton	-5	27	22	-19%	1	19	20	5%	\$245,000	\$1,480,000	\$ 1,725,000	17%
San Ramon	1	15	16	7%	3	12	15	25%	\$163,500	\$1,516,500	\$ 1,680,000	11%
<b>Delta</b>	6				6				6			
Antioch	-24	107	83	-22%	-15	59	44	-25%	\$14,500	\$605,000	\$ 619,500	2%
Brentwood	-54	125	71	-43%	6	31	37	19%	(\$15,000)	\$758,000	\$ 743,000	-2%
Discovery Bay	-14	35	21	-40%	-4	12	8	-33%	\$28,500	\$750,000	\$ 778,500	4%
Oakley	-23	57	34	-40%	-1	32	31	-3%	\$107,463	\$632,537	\$ 740,000	17%
Pittsburg	-19	54	35	-35%	7	37	44	19%	\$94,863	\$535,000	\$ 629,863	18%

### About the Bay East Association of REALTORS®

The Bay East Association of REALTORS® is a professional trade association serving more than 6,000 residential and commercial real estate professionals throughout the San Francisco Bay Area by providing programs and services to enhance their ability to conduct business with integrity and competence. Bay East offers access to the Multiple Listing Service, professional development training, advocacy to protect private property rights, and promotes homeownership and a variety of networking opportunities and events.

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