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**East Bay Real Estate Market Shows Mixed Performance
While National Markets Rise**

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Pleasanton, California (May 8, 2025) – As national housing markets show broad price growth in early 2025, the East Bay presents a more varied landscape, with significant differences across communities.

The National Association of REALTORS® recently reported that over 80% of metro areas nationwide saw home price increases in Q1 2025, with the national median price up 3.8% to \$402,300 compared to one year ago.

Meanwhile, East Bay communities show dramatic variations in the median price of single-family detached homes:

Several East Bay communities are bucking the cooling trend and posting remarkable growth figures that far exceed national averages. Berkeley has emerged as the region's standout performer with a striking 14% year-over-year increase, pushing median home values to \$1.6 million – a \$200,000 jump from last April. Similarly, Orinda has seen impressive appreciation with home prices rising 13% to reach \$2.1 million. These communities continue to attract buyers willing to pay premium prices for their distinctive amenities, school systems, and proximity to employment centers, demonstrating that demand remains robust in select markets despite broader economic pressures.

At the other end of the spectrum, some of the region's communities with historically higher prices are experiencing significant market corrections. Pleasanton has seen median prices fall from \$1.98 million to \$1.8 million while Dublin properties have declined 15% to \$1.45 million.

These adjustments suggest buyers may be more sensitive to recent interest rate fluctuations and economic uncertainty, creating potential opportunities for well-positioned buyers who have been previously priced out of these communities.

Meanwhile, more moderately priced communities are demonstrating remarkable resilience amid market fluctuations. Areas like San Leandro (+1% to \$920,000), Concord (+3% to \$840,000), and San Pablo (+1% to \$640,000) have maintained steady appreciation more closely aligned with national trends. These communities, offering relative affordability within the Bay Area context,

continue to attract buyers seeking value while remaining within commuting distance to major employment centers. Their stability suggests a sustained demand for mid-market housing options that balance attainability with desirable amenities and location.

"While national data shows prices on the rise, East Bay markets seem to be recalibrating based on either economic factors or affordability constraints," said Tracey Esling, President of Bay East Association of REALTORS®. "Each community responds to its own supply, demand, and demographic factors."

For homeowners and prospective buyers, these varied conditions highlight the importance of neighborhood-specific research and consultation with local real estate professionals.

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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