



**FOR IMMEDIATE RELEASE**

**Local Market Changes Outpace National Trends,  
Hinting at More Opportunity for Buyers**

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*Pleasanton, California* (May 28, 2025) – After years of tight inventory and rising prices, the East Bay housing market is showing signs of a shift which could be good news for buyers.

According to the National Association of REALTORS®, nationwide housing inventory grew by 21% in April compared to the same time last year. Real estate market analysis conducted by the Bay East Association of REALTORS® showed several East Bay cities have seen listings double or even triple.

San Ramon leads the trend, with a nearly 300% increase in available homes and neighboring cities including Dublin, Livermore, and Pleasanton also saw inventory more than double year-over-year.

Despite more choices and price drops, buyers are still proceeding with caution.

“Buyers seem to be watching this shift closely,” said Tracey Esling, President of the Bay East Association of REALTORS®. “There are more options on the table, and in many cases, homes are staying on the market longer and selling for slightly less than they did a year ago.”

During April, the average home in the East Bay stayed on the market for 21 days up from 18 days a year ago.

The increased inventory seems to be putting downward pressure on prices throughout the East Bay. In Oakland home prices dropped more than 10%, while Dublin reported a 15% year-over-year decline.

Cities in the Tri-Valley including Livermore, San Ramon, and Pleasanton, showed price dips ranging from 6 to 15% compared to April 2024.

“Buyers have definitely started paying attention to the law of supply and demand,” said Esling. “We’re starting to see an interesting dynamic where increased options and price reductions aren’t immediately translating to increased sales.”

She said despite more favorable conditions, high overall home prices, economic uncertainty, and recent layoffs have created a “wait-and-see” attitude among some buyers.

“Even well-qualified buyers are taking their time and proceeding carefully, thoughtfully, and working closely with their REALTOR®” Esling said. “They’re thinking about job security, long-term affordability, and broader financial stability, not just mortgage rates.”

#### **About the Bay East Association of REALTORS®**

The Bay East Association of REALTORS® is a professional trade association serving more than 5,000 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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