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**More Homes, Mixed Prices, and More Opportunities Across East Bay**

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*Pleasanton, California (June 20, 2025)* - The East Bay housing market is sending mixed signals to buyers and sellers as dramatically increased inventory meets shifting pricing trends.

“Buyers now have far more options, but demand is still strong for well-priced homes,” said Tracey Esling, 2025 President of the Bay East Association of REALTORS®. “This isn’t a full buyers’ market yet, but it’s definitely more balanced than earlier this year.”

Statewide, home sales have cooled. According to California Association of Realtors (C.A.R.), May 2025 saw a noticeable drop in sales activity, with the number of single-family home sales falling about 5% from April and 4% from a year ago. While this could suggest weakening demand, there’s another side to the story.

Home inventory has increased substantially across nearly every East Bay community, with some areas seeing dramatic jumps. Hayward inventory more than doubled to 125 homes for sale, while Pinole saw a 150 percent increase this year compared to 2024.

Unlike statewide trends showing modest price declines, East Bay communities are experiencing volatile price swings.

Compared to this time last year, Albany, Hayward, and Oakland have seen prices drop by more than 10 percent, while Berkeley prices surged 17 percent.

Most communities continue to see sales volumes below last year's levels, with many areas down 20-30 percent, however, buyer engagement remains strong.

“I think we’re seeing a healthier balance,” added Esling. “More homes are on the market, and buyers have more options. But prices are still resilient, especially for homes that are move-in ready and priced well.”

Inventory across the region is approaching pre-pandemic levels, giving buyers significantly more choices, but that hasn’t directly translated to more home sales.

“The market isn’t crashing – it’s adjusting,” Esling said. “And that adjustment is creating new opportunities on both sides of the transaction.”

**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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