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East Bay Defies National Real Estate Trends

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Pleasanton, California (June 23, 2025) – While the national housing market shows signs of stabilization, the East Bay continues to chart its own path.

According to the National Association of REALTORS® (NAR), U.S. existing-home sales in May 2025 were down just 2.8% year-over-year, and prices hit a record high. In the Western U.S., sales declined only 1.1%, with prices rising 5.4% over the same period. The East Bay, however, tells a very different story.

Across Alameda and Contra Costa counties, the number of homes for sale has risen sharply, but closed sales have declined at a much faster rate than national or regional averages.

“Fewer sales and rising prices say we’re not really in a buyers’ market. Yet,” said David Stark, Chief Public Affairs & Communications Officer for the Bay East Association of REALTORS®. “The national and even regional numbers don’t tell the full story. The East Bay is experiencing more inventory but less momentum.”

Compared with May 2024, East Bay communities such as Hayward and Pinole saw for-sale listings double or more, with many other cities also reporting double-digit increases.

Unlike the modest inventory gains nationally and in the Western U.S., the East Bay is nearing pre-pandemic supply levels - giving buyers more options than they've had in years.

Yet that increase in inventory hasn’t translated into more completed transactions. Year-over-year home sales dropped by more than 20% in Newark, San Leandro, Pleasant Hill, and San Ramon. In Hercules, sales were down nearly 50%. These steep local declines stand in sharp contrast to the relatively stable sales numbers seen across the broader Western region.

Home prices in the East Bay also present a mixed picture. While prices nationwide and throughout the West rose consistently, local trends varied dramatically. Oakland and Hayward reported double-digit price declines, while Berkeley saw a 17% year-over-year increase. El Cerrito and El Sobrante also posted strong gains, illustrating just how hyperlocal pricing dynamics have become.

The East Bay market is clearly in transition. Rising inventory, inconsistent prices, and falling sales suggest that affordability concerns, interest rates, and buyer caution are still very much in play.

For a deeper dive into community-level trends across Alameda and Contra Costa counties, check out the latest *East Bay Real Estate Weather Report* produced by the Bay East Association of REALTORS®. Visit <https://bayeast.org/video/june-2025-east-bay-real-estate-weather-report/> to view the full report and supporting graphics.

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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