From: David Stark
To: David Stark
Subject: September East Bay Real Estate Weather Report - Welcome to the Summer Slowdown
Date: Wednesday, September 13, 2023 8:41:08 AM
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BAYEAST ASSOCIATION OF REALTORS®

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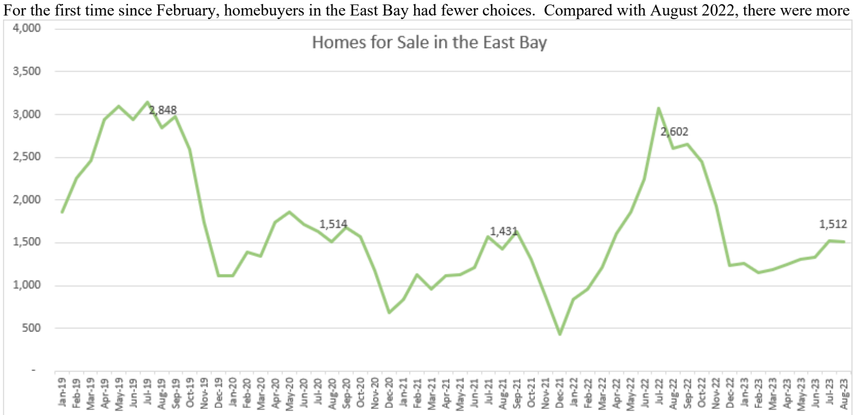
September 2023 East Bay Real Estate Weather Report – Welcome to the Summer Slowdown

Pleasanton, California (Sept. 13, 2023) – Fewer choices for buyers led to fewer homes sold during a real estate summer slowdown.

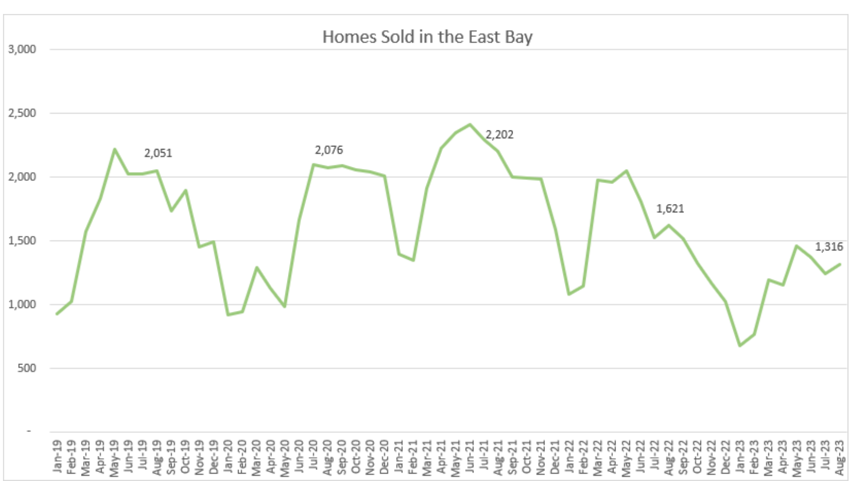
The September 2023 edition of the *East Bay Real Estate Weather Report* shows sales activity lagging compared with the late summer of 2022. The video is available at: https://bayeast.org/video/september-2023-east-bay-real-estate-weather-report/

For the first time since February, homebuyers in the East Bay had fewer choices. Compared with August 2022, there were more than a thousand fewer homes on the market.



For the second month in a row, the median sales price for a single-family detached home in the East Bay dropped. However, prices were higher than during August 2022.

While there was a modest increase in home sales compared with July, sales activity lagged compared with August 2022.



East Bay Residential Real Estate Markets August 2023 vs. August 2022 – Single Family Detached Units

	Units Listed for Sale				Units Sold				Median Sales Price			
	Diff	Aug-22	Aug-23	% Chg	Diff	Aug-22	Aug-23	% Chg	Diff	Aug-22	Aug-23	% Chg
880 Corridor	1				1				1			
Alameda	-22	42	20	-52%	-6	33	27	-18%	$ (270,000)	$ 1,625,000	$ 1,355,000	-17%
Albany	0	3	3	0%	-4	8	4	-50%	$ 151,500	$ 1,525,000	$ 1,676,500	10%
Berkeley	-13	56	43	-23%	-16	49	33	-33%	$ (90,000)	$ 1,520,000	$ 1,430,000	-6%
Castro Valley	-43	65	22	-66%	-20	56	36	-36%	$ 75,000	$ 1,140,000	$ 1,215,000	7%
Fremont	-98	139	41	-71%	-24	99	75	-24%	$ 123,700	$ 1,488,000	$ 1,611,700	8%
Hayward	-69	131	62	-53%	-12	77	65	-16%	$ 20,000	$ 900,000	$ 920,000	2%
Newark	-21	39	18	-54%	-4	31	27	-13%	$ 134,000	$ 1,191,000	$ 1,325,000	11%
Oakland	-95	434	339	-22%	-60	240	180	-25%	$ (125,000)	$ 1,100,000	$ 975,000	-11%
San Leandro	-38	70	32	-54%	1	44	45	2%	$ 75,000	$ 825,000	$ 900,000	9%
San Lorenzo	-9	21	12	-43%	0	23	23	0%	$ 60,000	$ 830,000	$ 890,000	7%
Union City	-30	43	13	-70%	4	25	29	16%	$ 2,000	$ 1,323,000	$ 1,325,000	0%
West Contra Costa	2				2				$ 2			
El Cerrito	-5	22	17	-23%	-8	22	14	-36%	$ (365,000)	$ 1,275,000	$ 910,000	-29%
El Sobrante	-7	17	10	-41%	-3	10	7	-30%	$ 62,500	$ 677,500	$ 740,000	9%
Hercules	-10	31	21	-32%	0	11	11	0%	$ 23,000	$ 852,000	$ 875,000	3%
Pinole	-10	19	9	-53%	4	8	12	50%	$ 28,000	$ 737,500	$ 765,500	4%
Richmond	-51	117	66	-44%	-6	55	49	-11%	$ (10,000)	$ 730,000	$ 720,000	-1%
San Pablo	-12	29	17	-41%	-12	23	11	-52%	$ (35,000)	$ 615,000	$ 580,000	-6%
Lamorinda	3				3				$ 3			
Lafayette	-12	38	26	-32%	-12	34	22	-35%	$ (127,000)	$ 1,862,500	$ 1,735,500	-7%
Moraga	5	10	15	50%	-1	10	9	-10%	$ 42,500	$ 2,062,500	$ 2,105,000	2%
Orinda	-13	38	25	-34%	-12	23	11	-52%	$ (26,000)	$ 2,226,000	$ 2,200,000	-1%
Central Contra Costa	4				4				$ 4			
Clayton	-10	20	10	-50%	0	11	11	0%	$ 95,050	$ 1,024,950	$ 1,120,000	9%
Concord	-47	117	70	-40%	-23	88	65	-26%	$ 25,500	$ 792,500	$ 818,000	3%
Martinez	-13	52	39	-25%	3	39	42	8%	$ 105,000	$ 767,500	$ 872,500	14%
Pleasant Hill	-30	48	18	-63%	-14	30	16	-47%	$ 212,500	$ 1,127,500	$ 1,340,000	19%
Walnut Creek	-21	51	30	-41%	-22	46	24	-48%	$ (2,500)	$ 1,402,500	$ 1,400,000	0%
Tri-Valley	5				5				$ 5			
Alamo	-8	28	20	-29%	-3	15	12	-20%	$ 230,000	$ 2,220,000	$ 2,450,000	10%
Danville	-45	100	55	-45%	14	38	52	37%	$ 10,000	$ 2,000,000	$ 2,010,000	0%
Dublin	-37	49	12	-76%	-15	34	19	-44%	$ 547,500	$ 1,552,500	$ 2,100,000	35%
Livermore	-92	134	42	-69%	-18	76	58	-24%	$ 228,500	$ 1,122,500	$ 1,351,000	20%
Pleasanton	-49	80	31	-61%	-17	57	40	-30%	$ 250,000	$ 1,580,000	$ 1,830,000	16%
San Ramon	-56	73	17	-77%	-17	59	42	-29%	$ (135,000)	$ 1,800,000	$ 1,665,000	-8%
Delta	6				6				$ 6			
Antioch	-111	212	101	-52%	-19	93	74	-20%	$ 11,000	$ 639,000	$ 650,000	2%
Brentwood	-60	174	114	-34%	-6	79	73	-8%	$ (55,000)	$ 825,000	$ 770,000	-7%
Discovery Bay	-29	68	39	-43%	-8	22	14	-36%	$ (4,499)	$ 837,500	$ 833,001	-1%
Oakley	-48	93	45	-52%	-16	47	31	-34%	$ 35,000	$ 660,000	$ 695,000	5%
Pittsburg	-38	96	58	-40%	-21	74	53	-28%	$ 8,500	$ 602,500	$ 611,000	1%

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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