

Residential Real Estate in the East Bay

Welcome to the New Normal

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ASSOCIATION OF REALTORS®

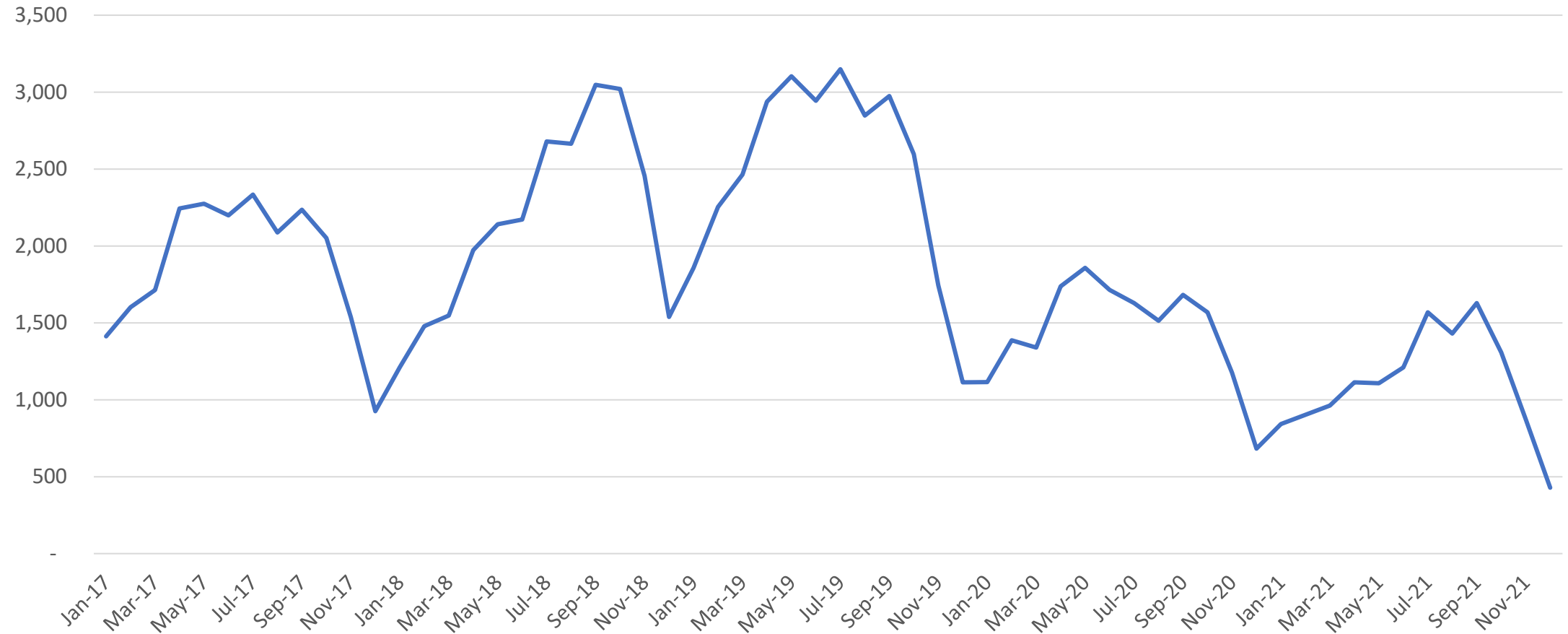


East Bay Real Estate During 2021

- Fewest choices for homebuyers in the last six years
- Record-breaking sales prices
- Residential real estate markets are “working”
 - ✓ Home sales at a six-year high
 - ✓ Days on market at a four-year low
 - ✓ Pending sales consistent during 2021 = buyers not scared

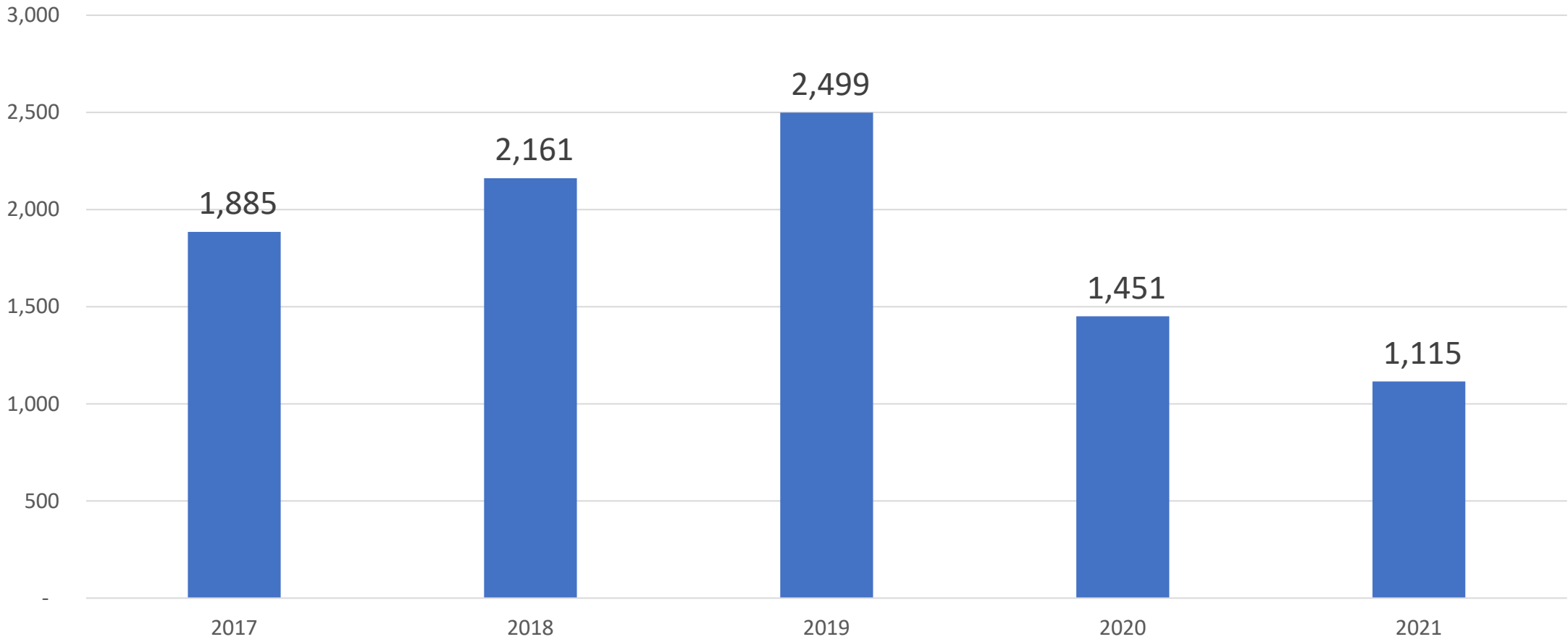


Homes for Sale in the East Bay 2017-2021



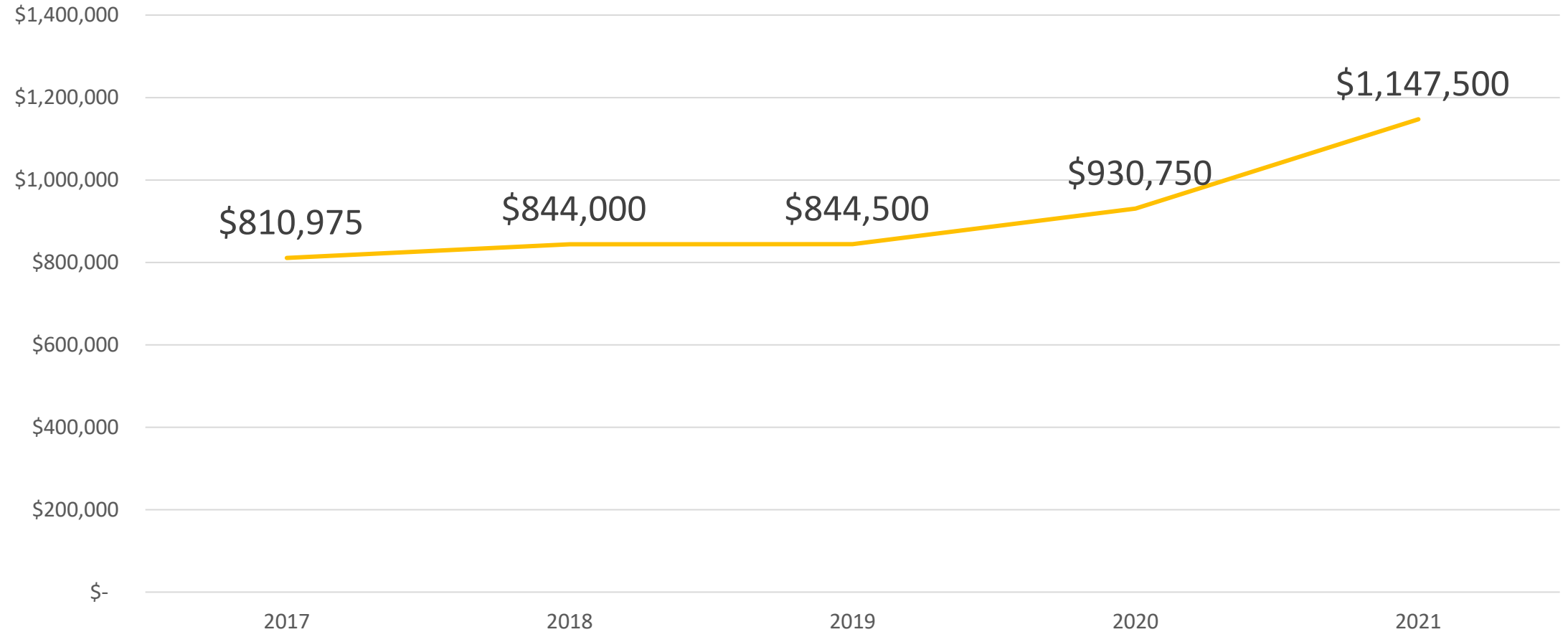
Source: Bay East Association of REALTORS®

Average Number of Homes for Sale per Month



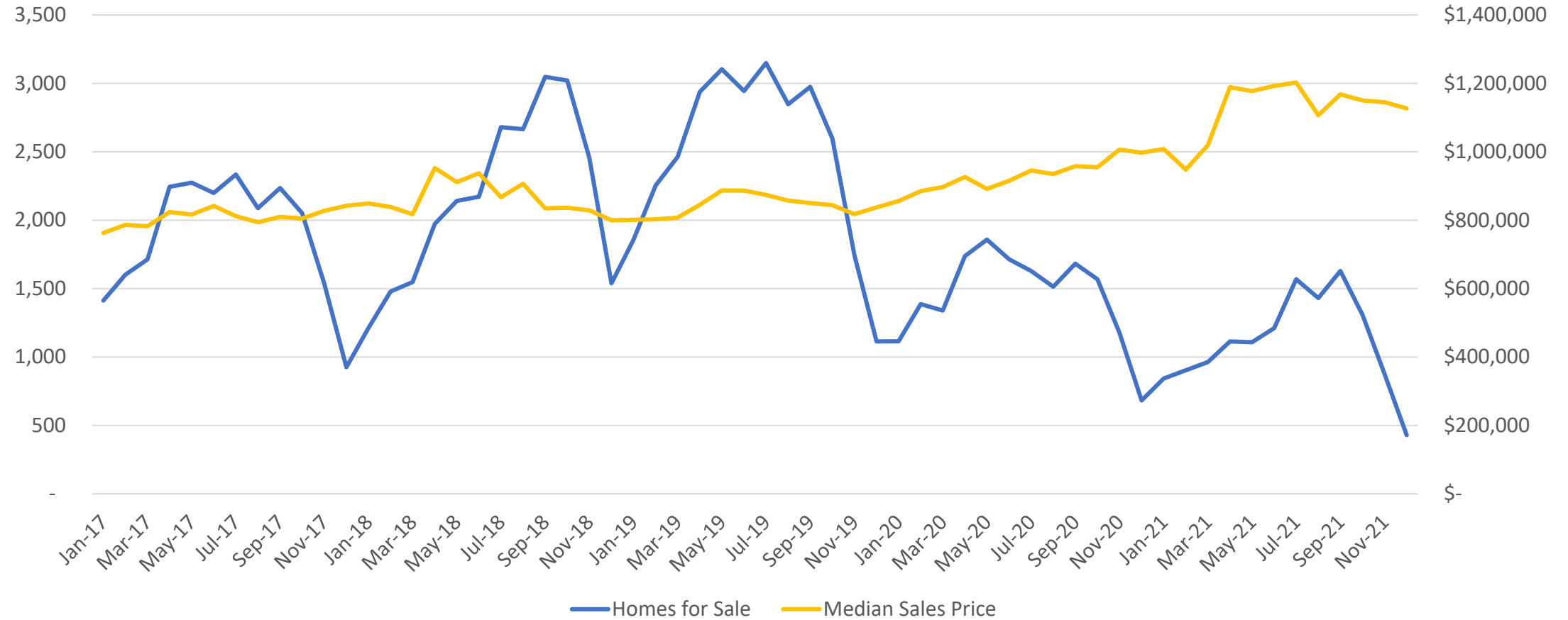
Source: Bay East Association of REALTORS®

Median Sales Price in the East Bay



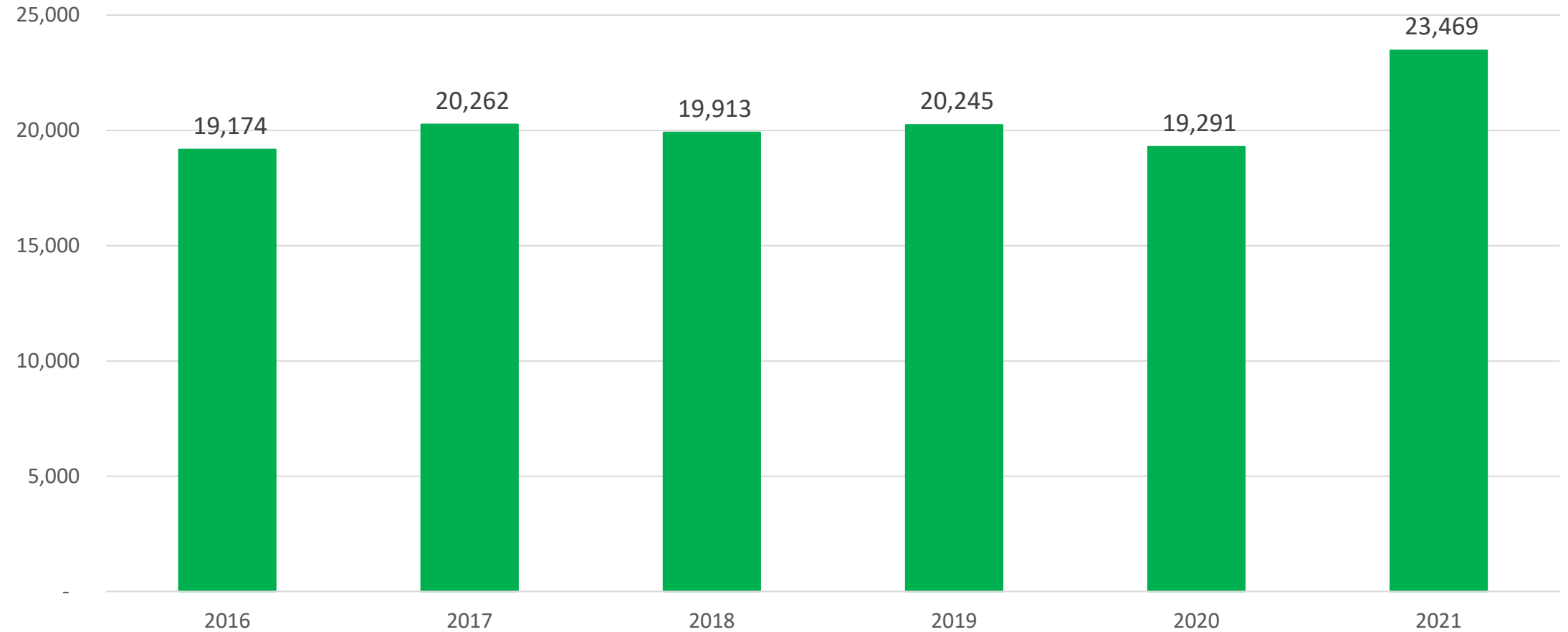
Source: Bay East Association of REALTORS®

Homes for Sale and Median Sales Price in the East Bay



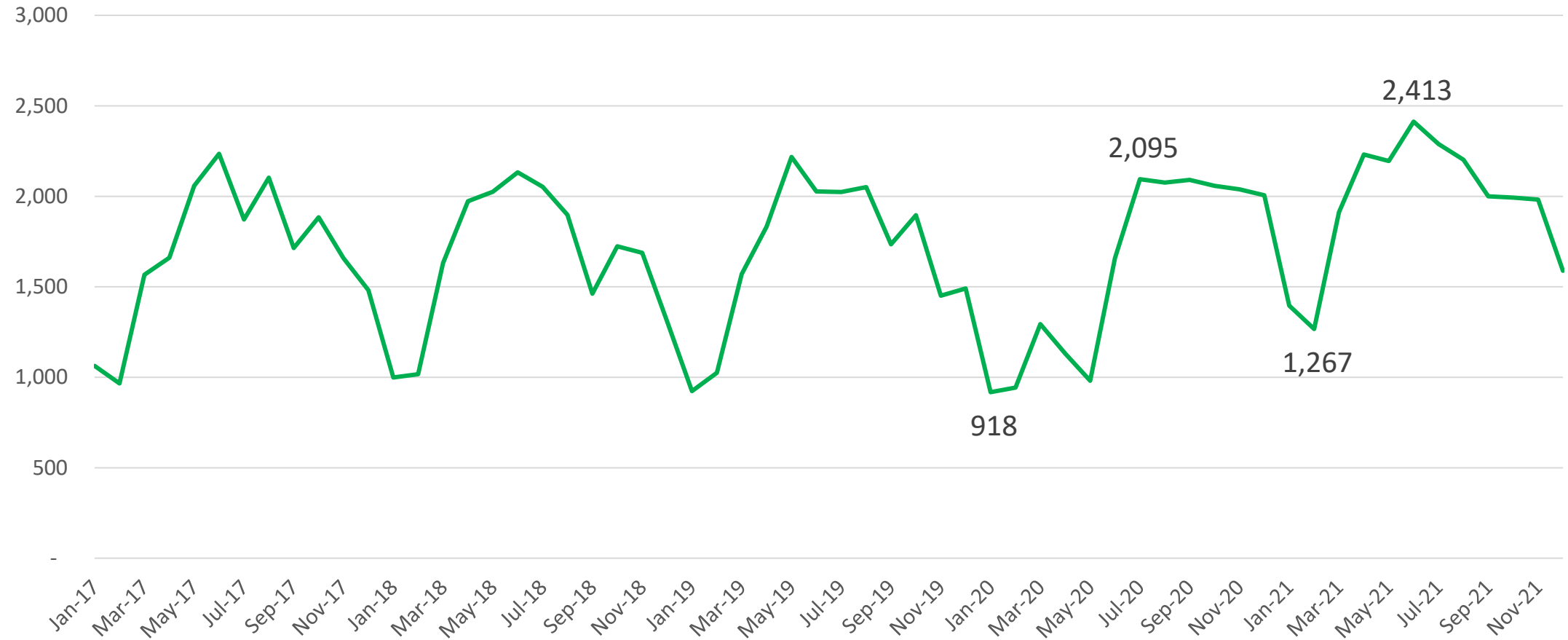
Source: Bay East Association of REALTORS®

Homes Sold in the East Bay



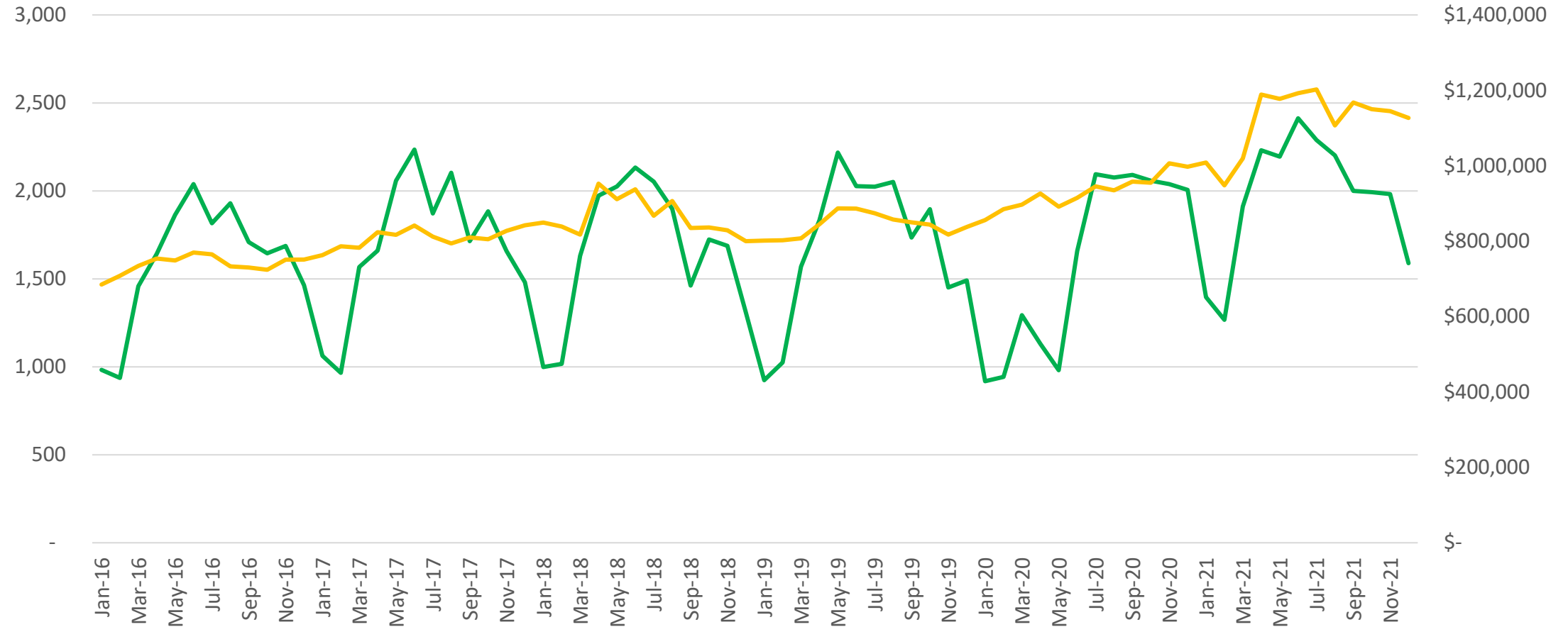
Source: Bay East Association of REALTORS®

Homes Sold in the East Bay



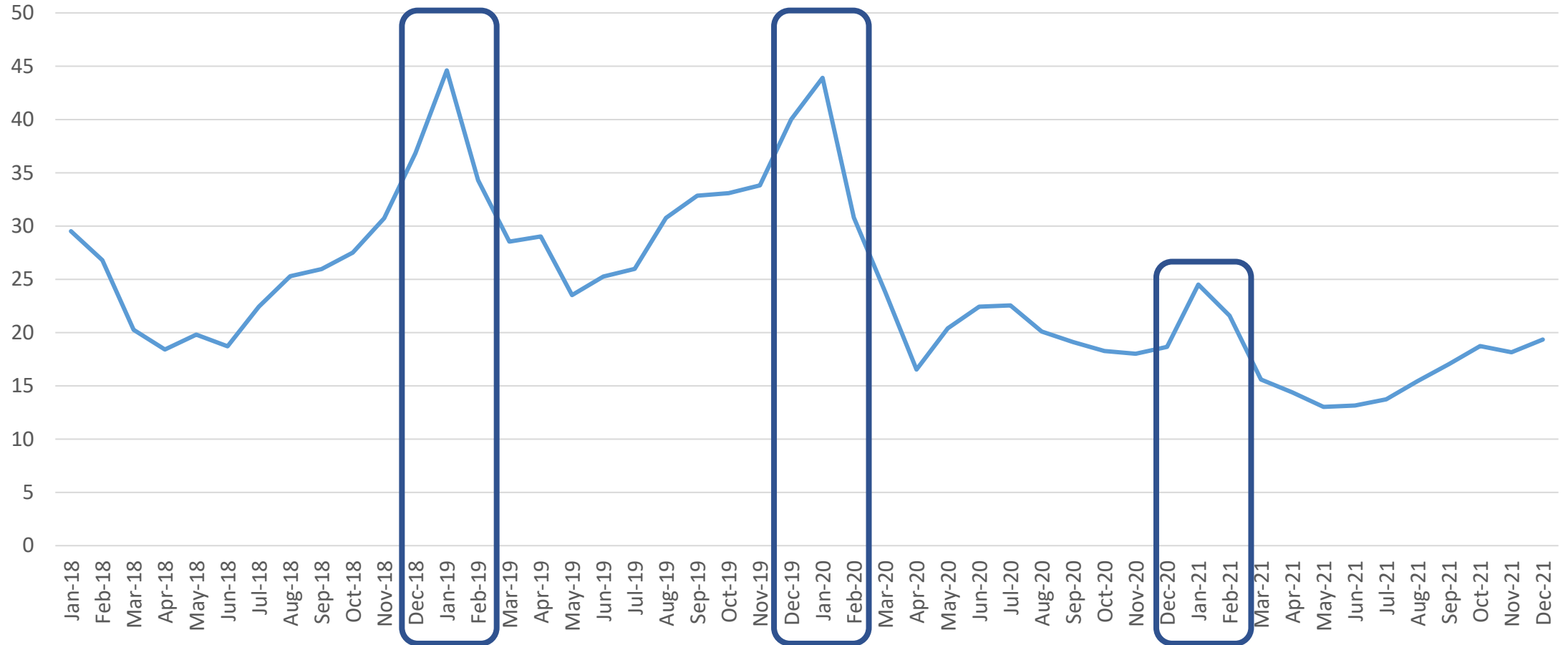
Source: Bay East Association of REALTORS®

Median Sales Price and Homes Sold in the East Bay



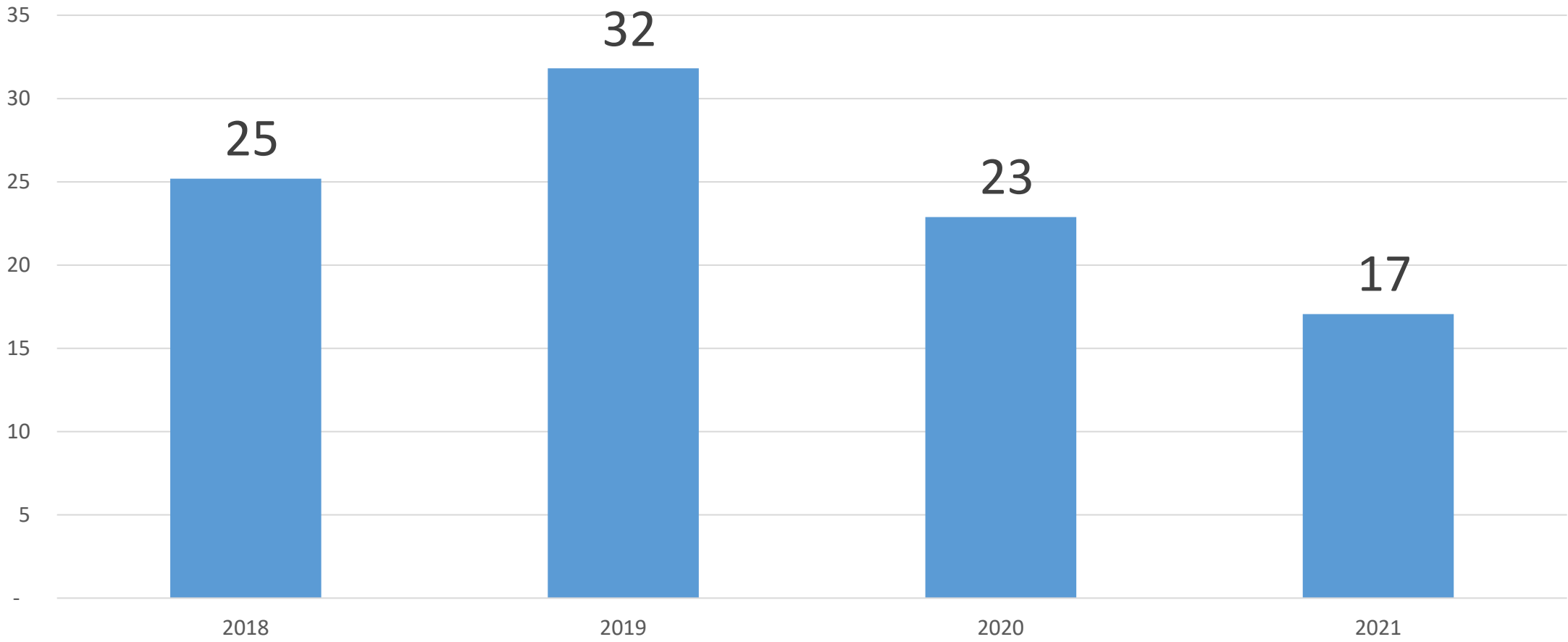
Source: Bay East Association of REALTORS®

Average Days on Market in the East Bay



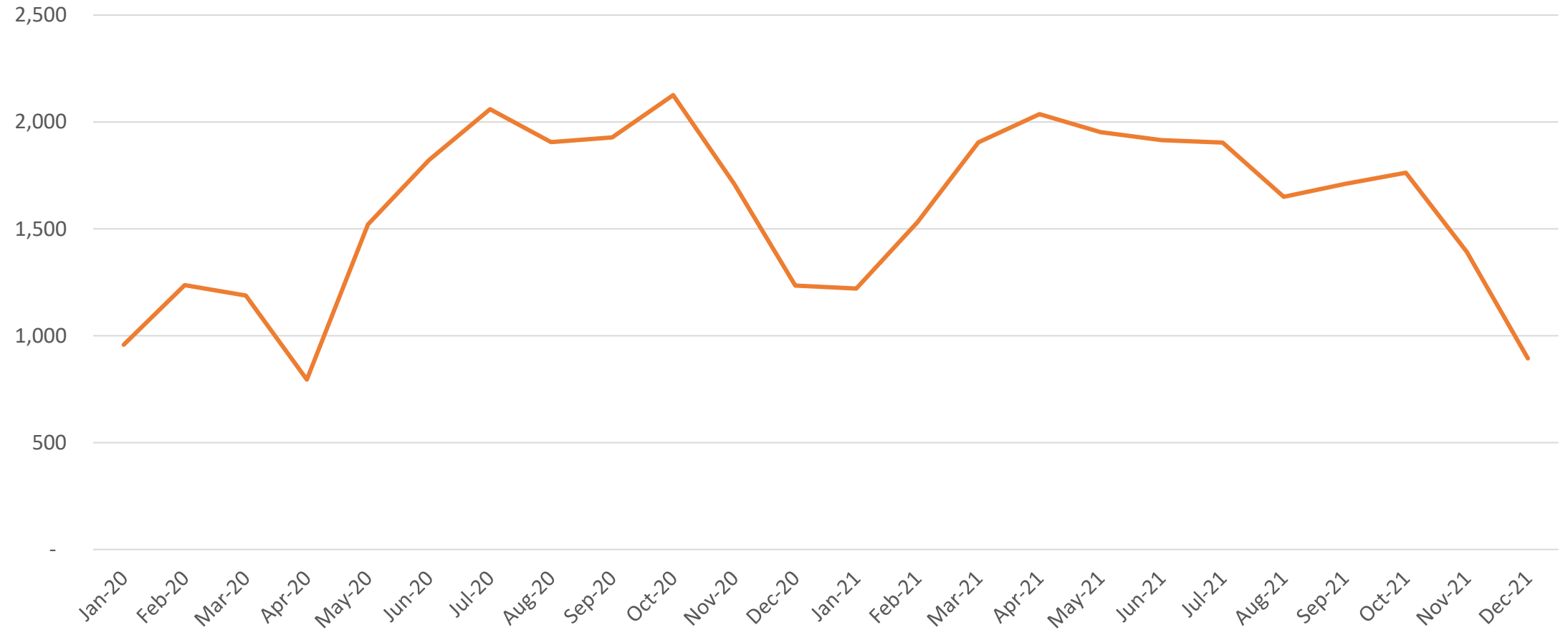
Source: Bay East Association of REALTORS®

Average Days on Market in the East Bay



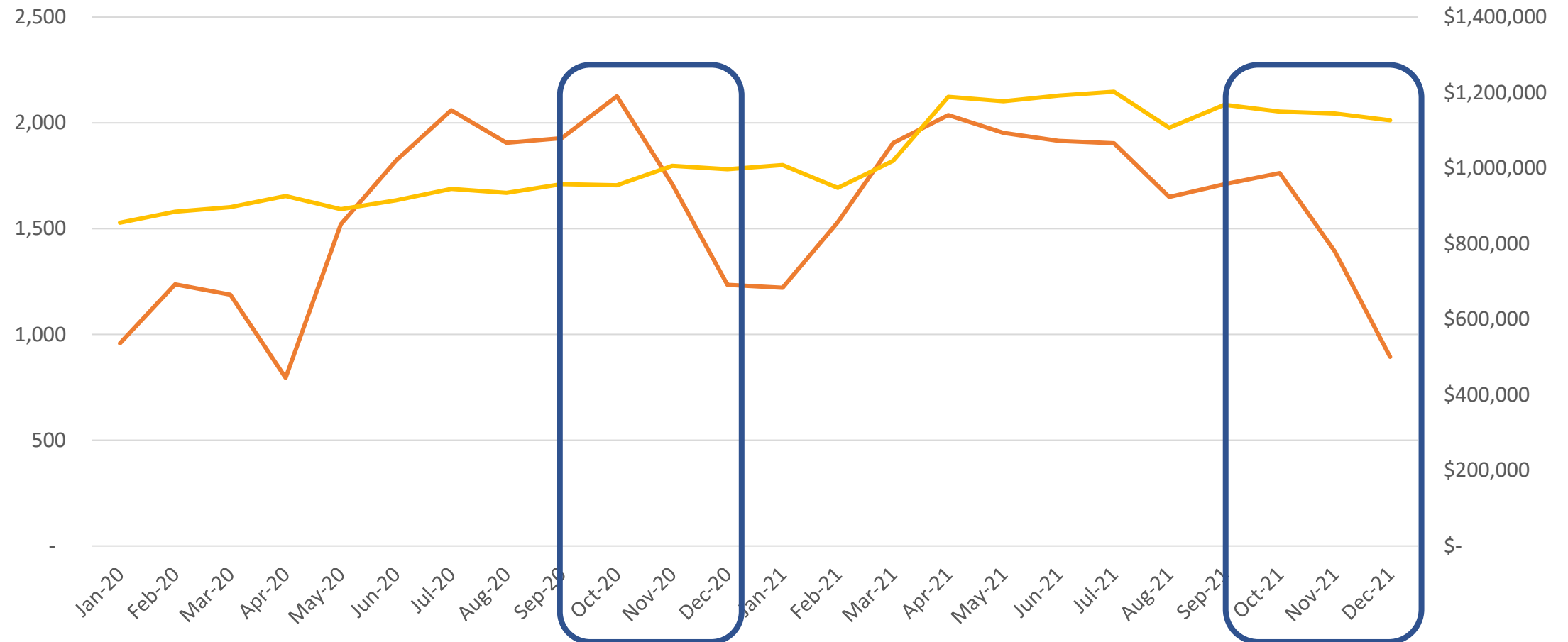
Source: Bay East Association of REALTORS®

Pending Sales in the East Bay



Source: Bay East Association of REALTORS®

Pending Sales and Median Price in the East Bay



Source: Bay East Association of REALTORS®

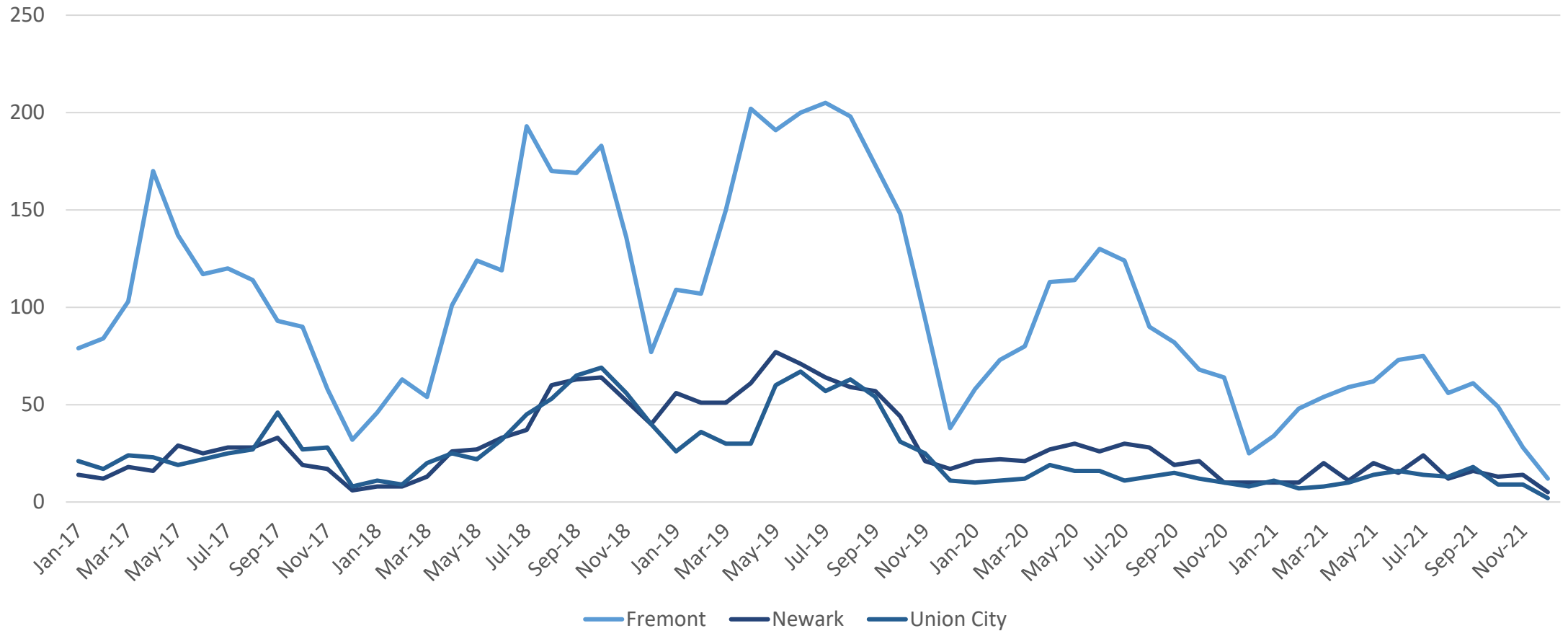
Tri-Cities Snapshot

Fremont, Newark, Union City

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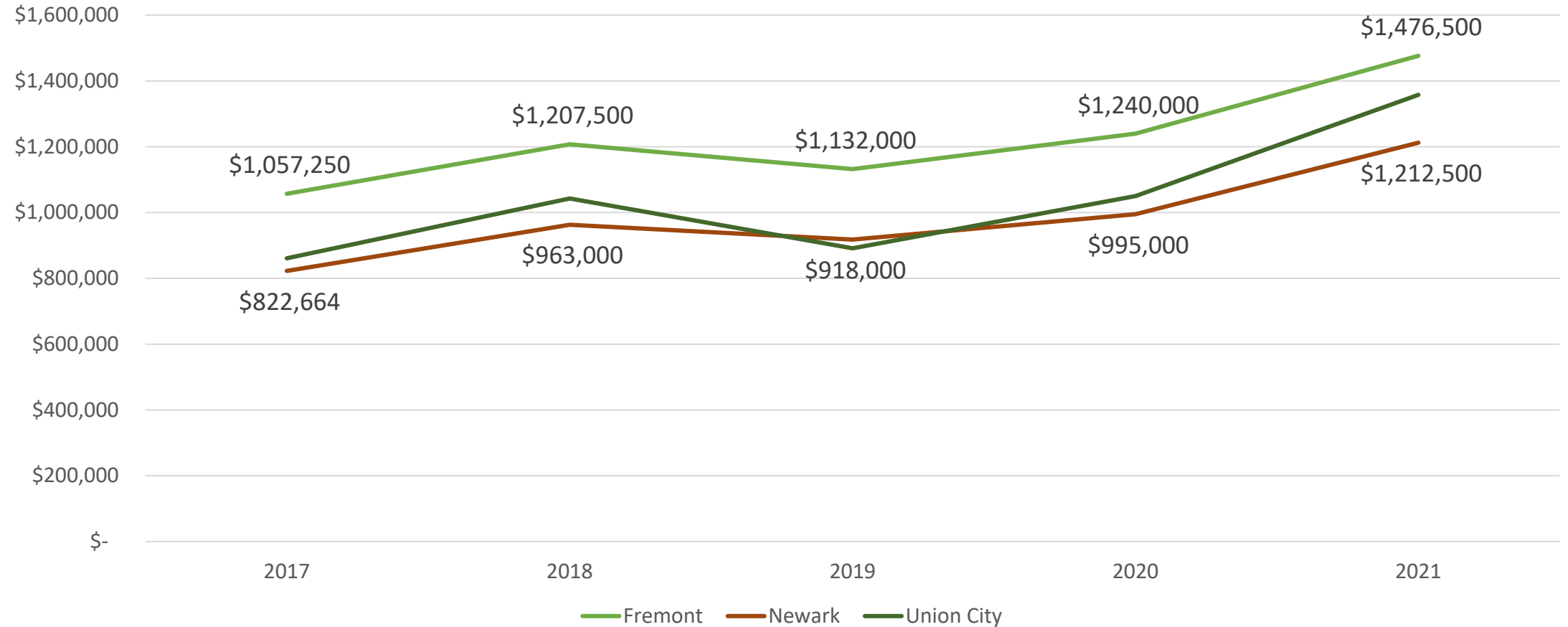


Homes for Sale in the Tri-Cities



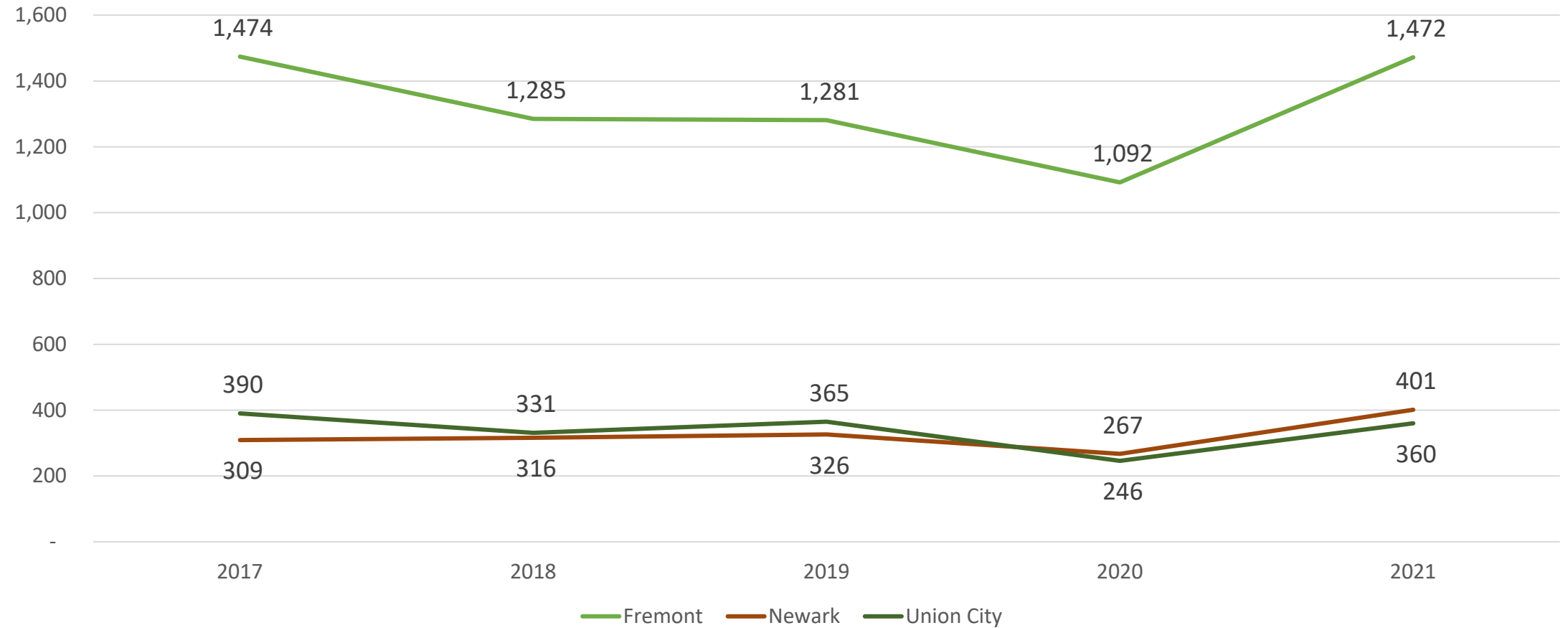
Source: Bay East Association of REALTORS®

Median Sales Prices in the Tri-Cities



Source: Bay East Association of REALTORS®

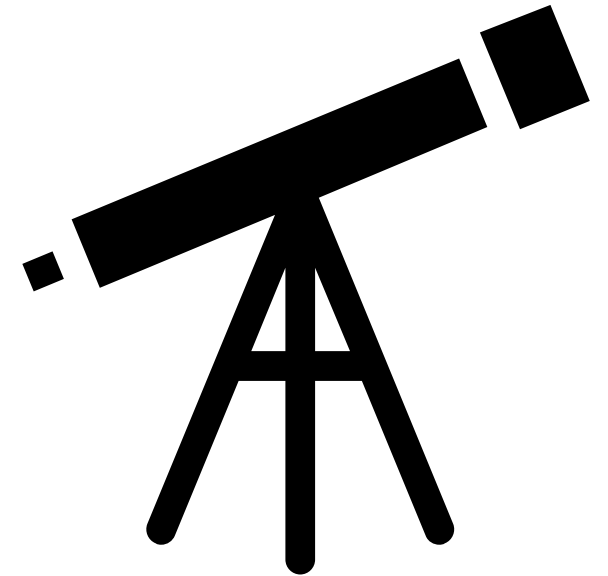
Homes Sold in the Tri-Cities



Source: Bay East Association of REALTORS®

2022 Prognostication from Jordan Levine

- New construction won't make a dent in demand
- Buyers will have few choices but still be in the market
- Interest rates will increase but will still be relatively low
- Rising rates will knock some buyers out of the market
- Prices will continue to set records
- Economy will be better: income, employment, GDP
- Sales will be more than pre-crisis levels



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