FOR IMMEDIATE RELEASE

July East Bay Real Estate Weather Report - More Listings and Lower Prices

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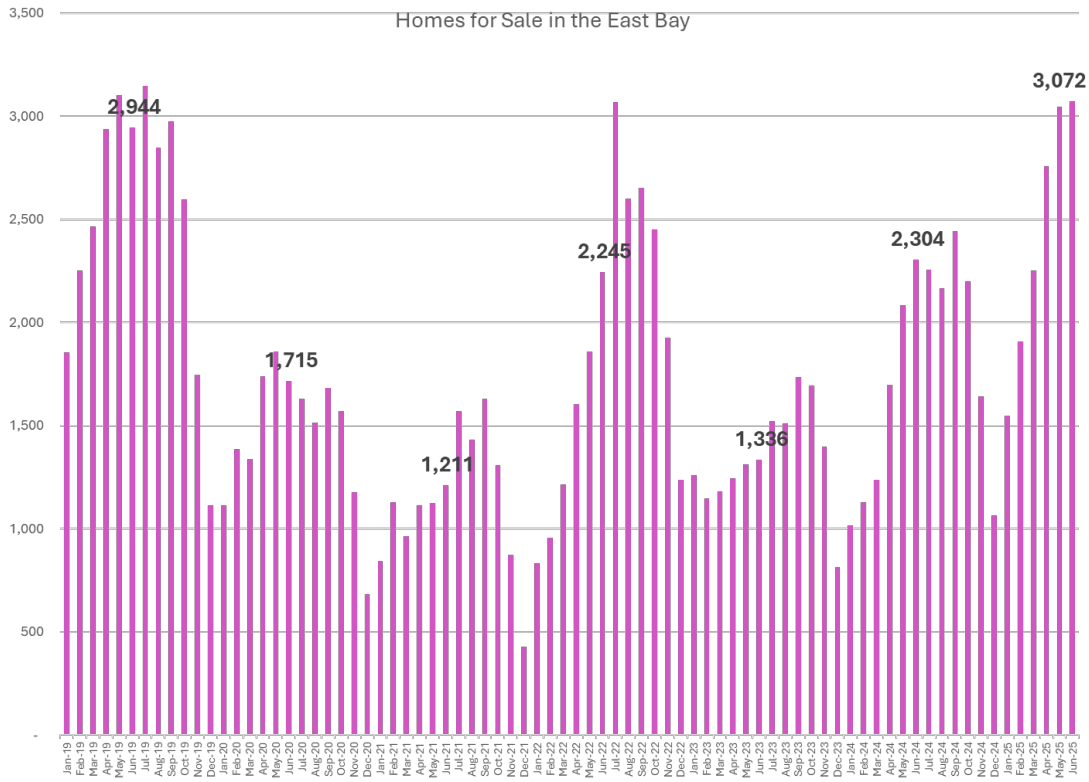
PLEASANTON, CA – July 14, 2025 – What happens when buyers have more choices? They take more time and buy a few more homes.

The July 2025 *East Bay Real Estate Weather Report* shows the number of homes for sale reached its highest level in five years, prices dipped slightly, and home sales increased compared to both the previous month and the same period in 2023 and 2024.

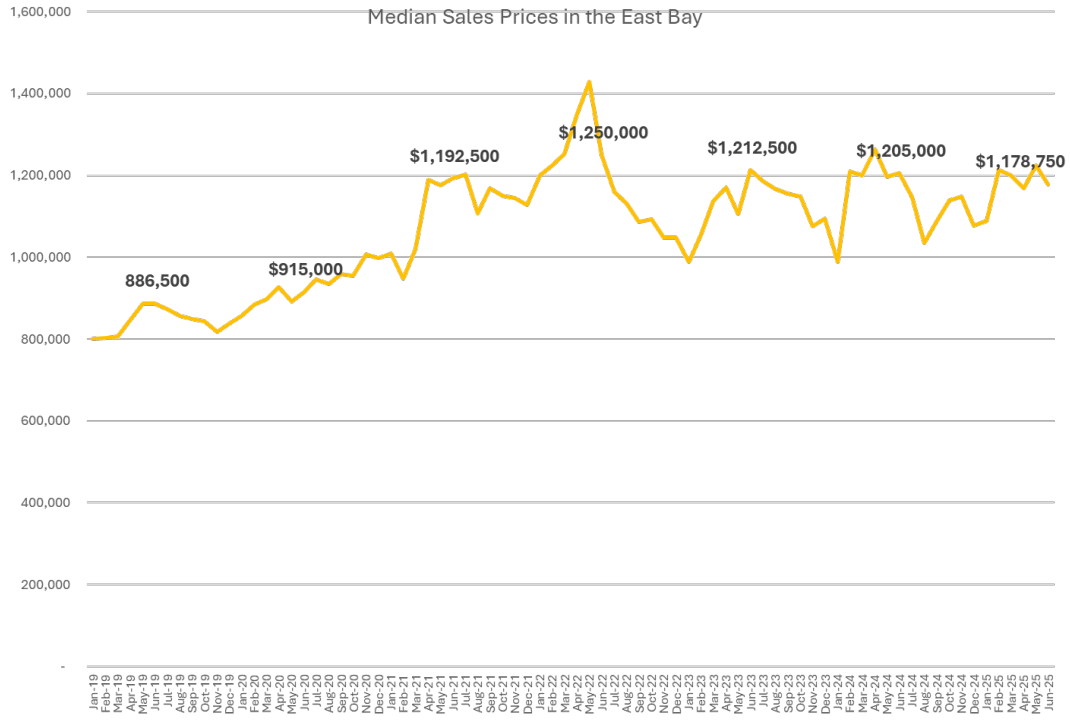
📺 **Watch the full report**: https://bayeast.org/video/july-2025-east-bay-real-estate-weather-report/

Key Market Highlights – June 2025

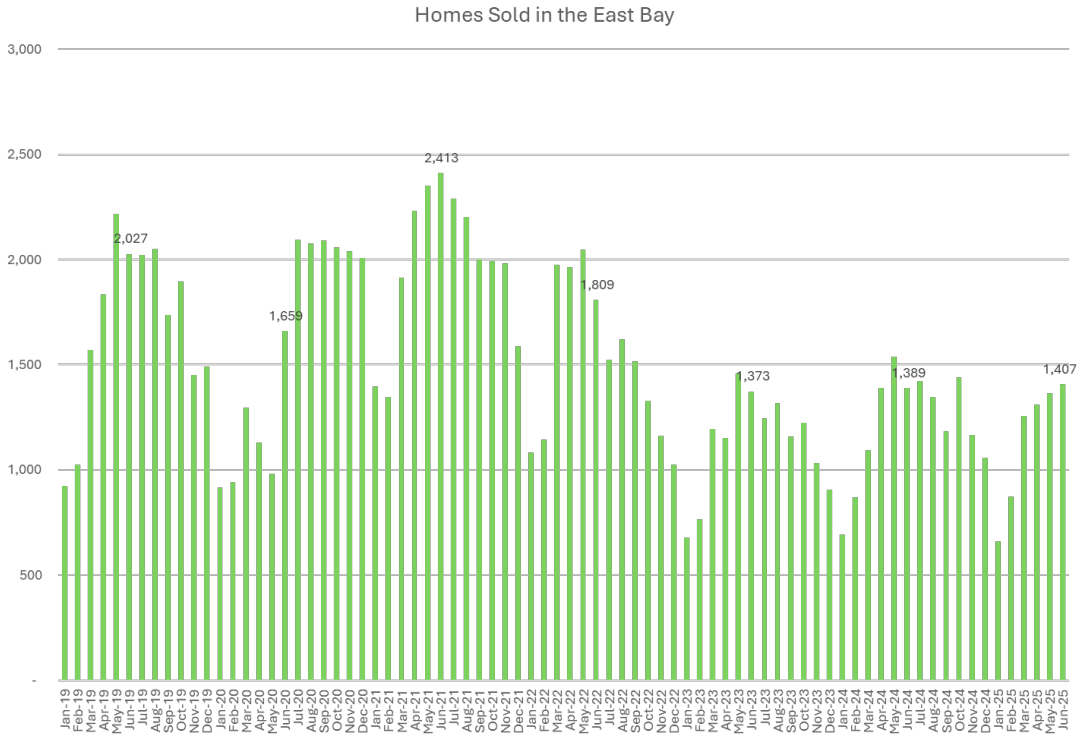
- **More Homes for Sale:** Inventory reached a post-pandemic high of over 3,070 homes available for purchase—giving buyers significantly more choices throughout the East Bay.



- **Prices Down:** The median sales price dipped below $1.2 million which was less than prices during June 2024 and 2023. but noticeable drop from recent months.



- **Sales on the Rise:** More inventory and lower prices resulted in a modest increase in home sales.



- **Longer Days on Market:** The average number of days on market increased to 29—up from 18 days during June 2024.

Local Trends

- **880 Corridor:** Inventory surged in Fremont, Hayward and Newark. Prices dropped in many cities - Hayward down 10%, Newark down more than 20% - and sales were mixed.
- **West Contra Costa:** Listings increased significantly in Pinole and Richmond. Prices varied—El Cerrito rose to $1.6 million while El Sobrante fell. Sales were mixed, with Pinole up and Richmond slightly down.
- **Central Contra Costa:** Listings increased more than 40% in Concord and Pleasant. Prices mostly declined with Clayton down more than 25%. Sales dropped with almost 40% fewer homes sold in Pleasant Hill.
- **Lamorinda:** Inventory was mixed in the region. Prices softened with Moraga down more than 10%. Sales were mixed, with sales in Orinda more than doubling.

- **Tri-Valley:** Inventory increased everywhere. In Dublin, buyers had more than 80% more choices. Prices declined in several cities— Alamo and Dublin saw double-digit drops. Sales were mixed: Danville down 45%, Pleasanton and San Ramon both up.
- **Delta Region:** Inventory rose across the board. Prices were flat to down, with Antioch and Brentwood both under $800,000. Sales fell in Antioch and Oakley.

Bay East Experts Available

Real estate market analysts from the Bay East Association of REALTORS® are available for interviews, community-specific data, and expert commentary. Journalists are encouraged to contact Bay East for timely insights into local housing trends.

About Bay East

The Bay East Association of REALTORS® is a professional trade association serving more than 6,000 real estate professionals throughout the East Bay. Bay East provides MLS services, professional development, advocacy, and resources to help REALTORS® succeed in their business and better serve their clients and communities.