

From: [David Stark](#)
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 Subject: East Bay Real Estate Weather Report - Buyers Tap the Brakes
 Date: Monday, August 15, 2022 4:55:01 PM
 Attachments: [image003.png](#)
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FOR IMMEDIATE RELEASE

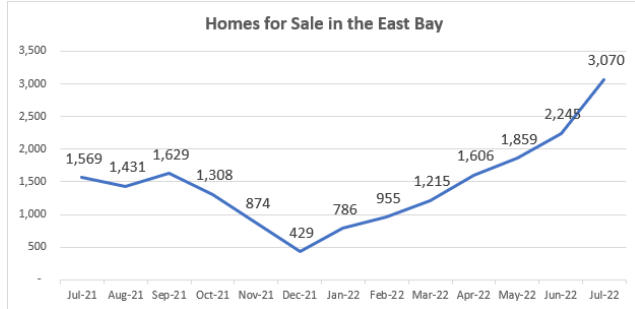
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August 2022 East Bay Real Estate Weather Report – Buyers Tap the Brakes

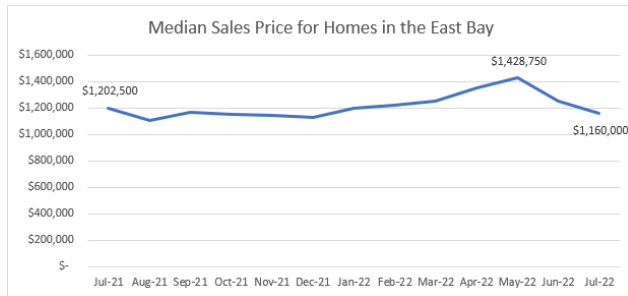
Pleasanton, California (August 15, 2022) – Homebuyers may not be in the driver’s seat though they are tapping the brakes.

The latest *East Bay Real Estate Weather Report* video shows buyer response to lower prices and more choices was tepid. The video is available at: <https://bayeast.org/video/august-2022-east-bay-real-estate-weather-report/>

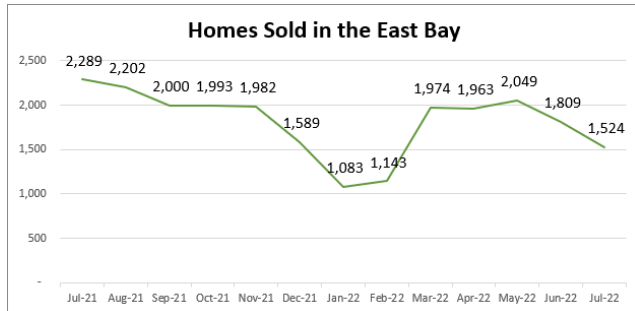
There were more than 3,000 single-family detached homes for sale in the East Bay during July.



More homes on the market helped drive down sales prices for a second consecutive month.



More choices did not equate to more sales. The number of homes sold continued to drop and was far below sales activity from a year ago.



East Bay Residential Real Estate Markets July 2021 vs July 2022 – Single Family Detached Units

| | Units Listed for Sale | | | | Units Sold | | | | Median Sales Price | | | |
|---------------------|-----------------------|--------|--------|-------|------------|--------|--------|-------|--------------------|-------------|-------------|-------|
| | Diff | Jul-21 | Jul-22 | % Chg | Diff | Jul-21 | Jul-22 | % Chg | Diff | Jul-21 | Jul-22 | % Chg |
| 880 Corridor | | | | | | | | | | | | |
| Alameda | 6 | 34 | 40 | 18% | -12 | 47 | 35 | -26% | \$121,000 | \$1,335,000 | \$1,456,000 | 9% |
| Albany | -3 | 6 | 3 | -50% | -3 | 14 | 11 | -21% | \$68,500 | \$1,416,500 | \$1,485,000 | 5% |
| Berkeley | 13 | 60 | 73 | 22% | -18 | 73 | 55 | -25% | \$0 | \$1,600,000 | \$1,600,000 | 0% |
| Castro Valley | 44 | 34 | 78 | 129% | -21 | 56 | 35 | -38% | (\$135,444) | \$1,304,444 | \$1,169,000 | -10% |
| Fremont | 83 | 89 | 172 | 93% | -74 | 158 | 84 | -47% | \$125,000 | \$1,500,000 | \$1,625,000 | 8% |
| Hayward | 52 | 92 | 144 | 57% | -36 | 97 | 61 | -37% | (\$20,000) | \$920,000 | \$900,000 | -2% |
| Newark | 30 | 26 | 56 | 115% | -29 | 46 | 17 | -63% | \$322,500 | \$1,177,500 | \$1,500,000 | 27% |
| Oakland | 42 | 370 | 412 | 11% | -114 | 331 | 217 | -34% | (\$40,000) | \$1,200,000 | \$1,160,000 | -3% |
| San Leandro | 42 | 48 | 90 | 88% | -17 | 51 | 34 | -33% | \$49,000 | \$900,000 | \$949,000 | 5% |

| | | | | | | | | | | | | |
|-----------------------------|-----|-----|-----|------|-----|-----|----|------|-------------|-------------|--------------|------|
| San Lorenzo | 7 | 18 | 25 | 39% | -3 | 19 | 16 | -16% | (\$500) | \$850,000 | \$ 849,500 | 0% |
| Union City | 35 | 20 | 55 | 175% | -26 | 42 | 16 | -62% | (\$15,000) | \$1,372,500 | \$ 1,357,500 | -1% |
| West Contra Costa | | | | | | | | | | | | |
| El Cerrito | 10 | 18 | 28 | 56% | -10 | 24 | 14 | -42% | (\$28,500) | \$1,266,000 | \$ 1,237,500 | -2% |
| El Sobrante | 3 | 9 | 12 | 33% | -4 | 11 | 7 | -36% | \$25,191 | \$789,809 | \$ 815,000 | 3% |
| Hercules | 15 | 13 | 28 | 115% | -7 | 28 | 21 | -25% | (\$22,500) | \$912,500 | \$ 890,000 | -2% |
| Pinole | 8 | 13 | 21 | 62% | -10 | 22 | 12 | -45% | \$23,000 | \$760,500 | \$ 783,500 | 3% |
| Richmond | 31 | 91 | 122 | 34% | -33 | 89 | 56 | -37% | (\$77,500) | \$740,000 | \$ 662,500 | -10% |
| San Pablo | 12 | 28 | 40 | 43% | -12 | 19 | 7 | -63% | (\$65,000) | \$675,000 | \$ 610,000 | -10% |
| Lamorinda | | | | | | | | | | | | |
| Lafayette | 2 | 37 | 39 | 5% | -18 | 46 | 28 | -39% | (\$45,500) | \$2,040,500 | \$ 1,995,000 | -2% |
| Moraga | 2 | 10 | 12 | 20% | -15 | 23 | 8 | -65% | (\$434,500) | \$2,000,000 | \$ 1,565,500 | -22% |
| Orinda | 12 | 28 | 40 | 43% | -13 | 31 | 18 | -42% | (\$117,000) | \$2,000,000 | \$ 1,883,000 | -6% |
| Central Contra Costa | | | | | | | | | | | | |
| Clayton | -1 | 15 | 14 | -7% | 2 | 10 | 12 | 20% | (\$154,000) | \$1,250,000 | \$ 1,096,000 | -12% |
| Concord | 47 | 92 | 139 | 51% | -65 | 152 | 87 | -43% | \$11,000 | \$849,000 | \$ 860,000 | 1% |
| Martinez | 38 | 29 | 67 | 131% | -11 | 51 | 40 | -22% | (\$32,000) | \$891,500 | \$ 859,500 | -4% |
| Pleasant Hill | 23 | 35 | 58 | 66% | -12 | 40 | 28 | -30% | \$125,500 | \$987,000 | \$ 1,112,500 | 13% |
| Walnut Creek | 29 | 43 | 72 | 67% | -21 | 70 | 49 | -30% | \$139,000 | \$1,510,000 | \$ 1,649,000 | 9% |
| Tri-Valley | | | | | | | | | | | | |
| Alamo | 7 | 28 | 35 | 25% | -21 | 33 | 12 | -64% | \$326,500 | \$2,523,000 | \$ 2,849,500 | 13% |
| Danville | 56 | 50 | 106 | 112% | -57 | 105 | 48 | -54% | (\$17,500) | \$2,025,000 | \$ 2,007,500 | -1% |
| Dublin | 50 | 26 | 76 | 192% | -36 | 68 | 32 | -53% | (\$20,000) | \$1,575,000 | \$ 1,555,000 | -1% |
| Livermore | 70 | 67 | 137 | 104% | -42 | 116 | 74 | -36% | \$5,000 | \$1,155,000 | \$ 1,160,000 | 0% |
| Pleasanton | 46 | 40 | 86 | 115% | -37 | 98 | 61 | -38% | \$20,000 | \$1,685,000 | \$ 1,705,000 | 1% |
| San Ramon | 72 | 40 | 112 | 180% | -48 | 88 | 40 | -55% | \$111,500 | \$1,712,500 | \$ 1,824,000 | 7% |
| Delta | | | | | | | | | | | | |
| Antioch | 111 | 115 | 226 | 97% | -41 | 138 | 97 | -30% | \$34,500 | \$612,500 | \$ 647,000 | 6% |
| Brentwood | 78 | 96 | 174 | 81% | -39 | 118 | 79 | -33% | \$29,000 | \$801,000 | \$ 830,000 | 4% |
| Discovery Bay | 18 | 48 | 66 | 38% | -16 | 34 | 18 | -47% | \$14,950 | \$830,000 | \$ 844,950 | 2% |
| Oakley | 46 | 56 | 102 | 82% | -29 | 62 | 33 | -47% | \$32,500 | \$687,500 | \$ 720,000 | 5% |
| Pittsburg | 35 | 75 | 110 | 47% | 10 | 52 | 62 | 19% | \$22,500 | \$610,000 | \$ 632,500 | 4% |

About the Bay East Association of REALTORS®

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