



**FOR IMMEDIATE RELEASE**

**Contact:**

David Stark

Chief Public Affairs and Communications Officer

Bay East Association of REALTORS®

925.914.7049 | [davids@bayeast.org](mailto:davids@bayeast.org)

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**September East Bay Real Estate Weather Report - Slow Summer**

**PLEASANTON, CA – September 11, 2025** – More choices yet fewer sales marked a slow summer for real estate.

According to the latest *East Bay Real Estate Weather Report* from the Bay East Association of REALTORS®, more than 500 additional homes were on the market compared with August 2024. Prices declined for the third consecutive month, though they remained higher than one year ago. Closed sales fell for the second month in a row and were also lower than during August 2024.

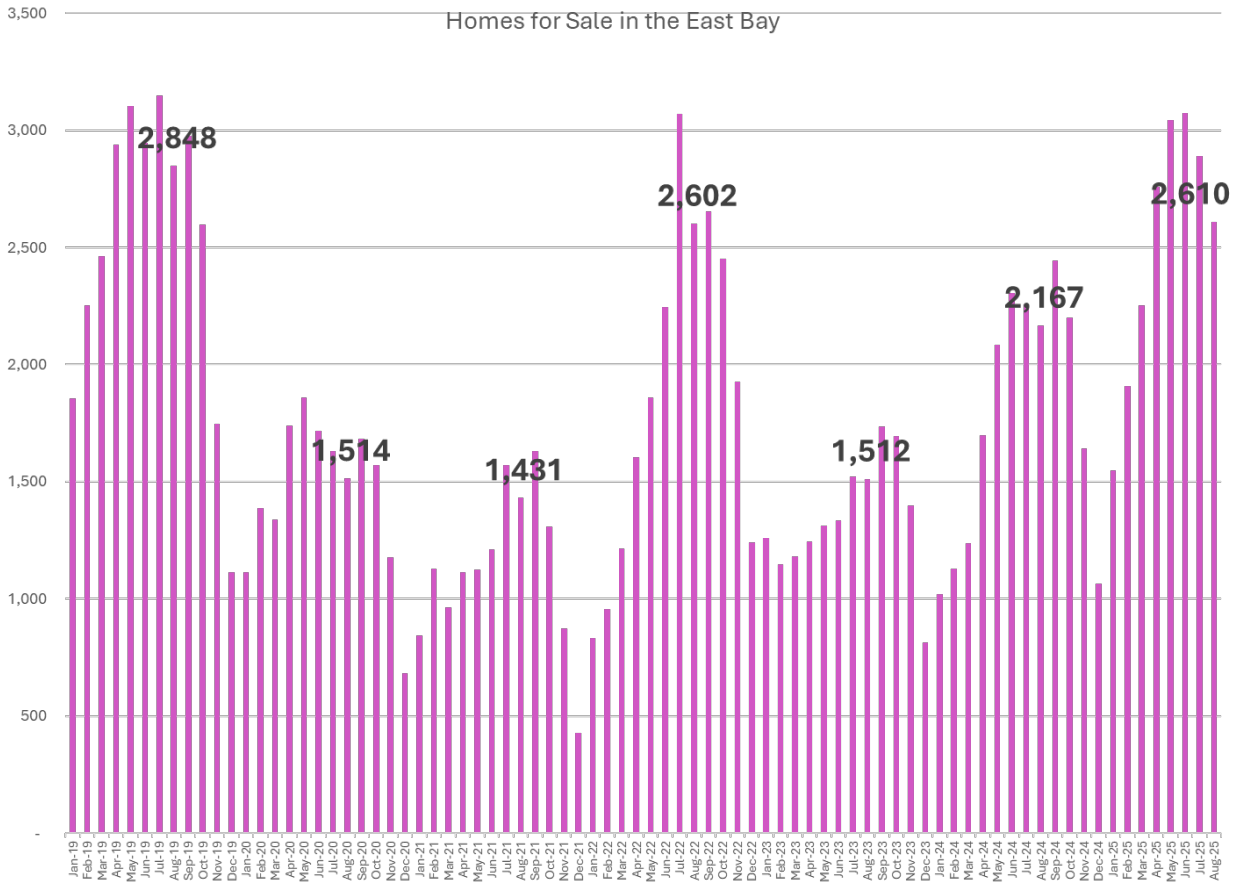


**Watch the full report here:** <https://bayeast.org/video/september-2025-east-bay-real-estate-weather-report/>

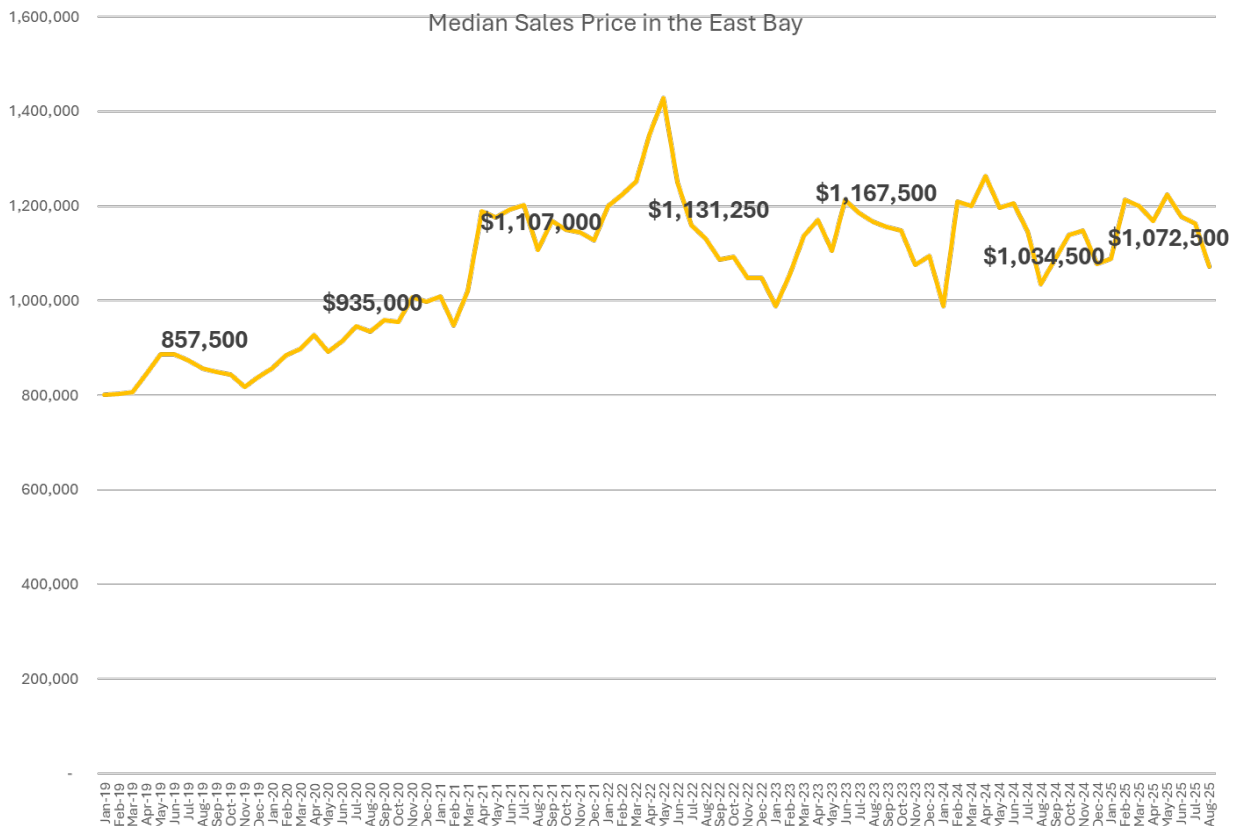
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**Market Overview**

During August 2025, East Bay housing inventory grew compared with the previous year, giving buyers more options even as monthly totals declined slightly from May and June.

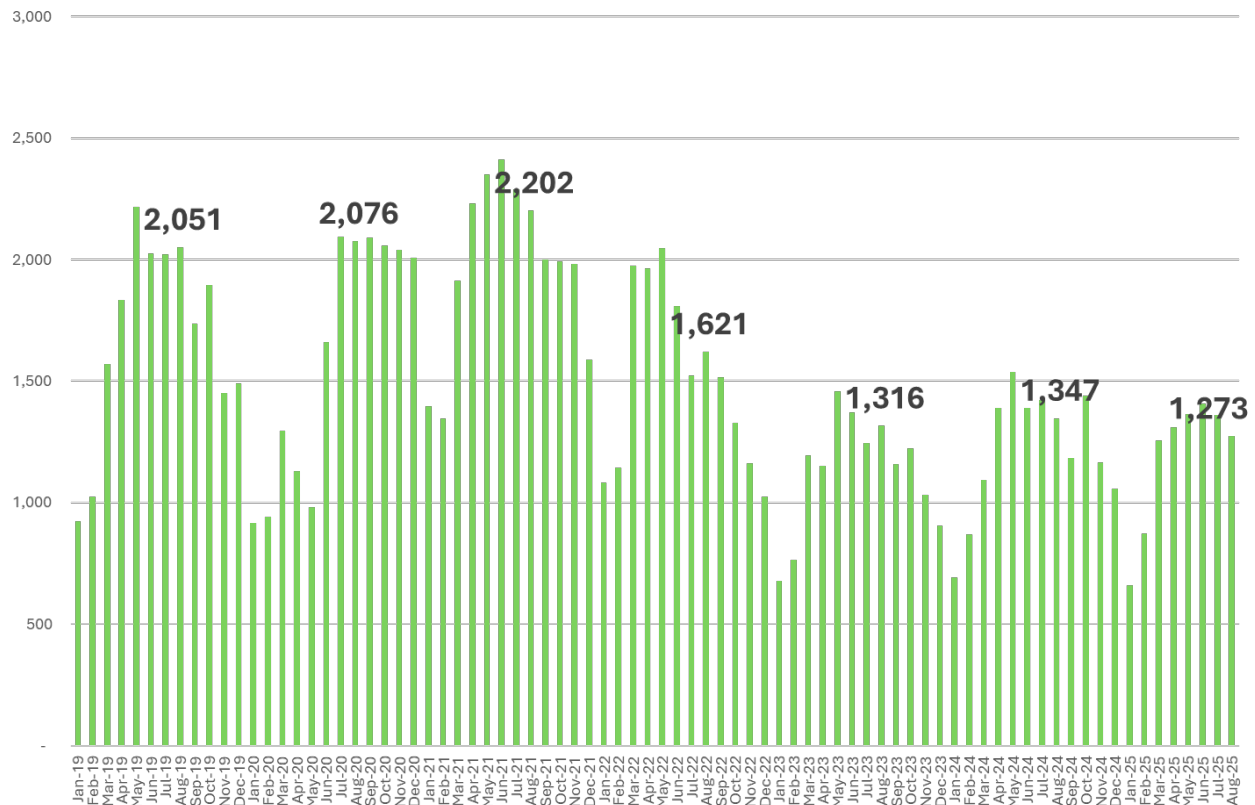


The median sales price fell again month-over-month, marking the third consecutive decline, though it remained higher than August 2024.



Sales volume decreased compared with both July 2025 and the same month last year, underscoring continued seasonal cooling in the market.

Homes Sold in the East Bay



## Regional Trends

- 880 Corridor:** Inventory was mixed, with more homes available in Castro Valley, Fremont, and Hayward, while Oakland declined nearly 20%. Prices varied as Fremont's median dropped more than 10% to \$1.685 million, while Hayward rose eight percent to \$940,000. Sales were mostly down, with Hayward reporting 55 transactions and San Leandro 26. Fremont was a notable exception, with 97 sales, up 35%, and Albany also experienced significant increases.
- West Contra Costa County:** Listings increased in Hercules, Pinole, Richmond, and San Pablo. Prices were mixed, with El Cerrito rising more than 40% to \$1.4 million, while Pinole fell more than 10% to \$670,000. Sales were down broadly, with El Cerrito and Hercules both declining nearly 50%.
- Central Contra Costa County:** More homes were available in most areas, including Concord with 133 and Martinez with 65, while Walnut Creek declined slightly. Prices rose modestly across the region, with Clayton and Pleasant Hill surpassing \$1 million and Walnut Creek at \$1.55 million. Sales were generally down, with Martinez and Pleasant Hill both dropping more than 20%, while Walnut Creek posted 47 transactions, a modest increase compared with last year.
- Lamorinda:** Buyers had significantly more choices in Moraga where there were 23 homes on the market representing an increase of more than 40%. Prices were

mixed, with both Moraga and Orinda near \$1.5 million, each down approximately 15%. Sales were also mixed, with declines recorded in both Moraga and Orinda.

- **Tri-Valley:** Listings expanded throughout the region, with Dublin doubling to 49 homes, and Pleasanton and San Ramon each rising nearly 25%. Prices edged upward between 2 to 5% in most communities, although Livermore fell 5% to \$1.19 million. Sales were largely down, with Danville dropping more than 20%.
- **Delta:** Inventory rose significantly, including more than 200 homes on the market in Brentwood. Prices fell in each community, with Oakley down nearly 15% to \$630,000. Sales activity weakened as Antioch fell almost 30% to 76 transactions and Brentwood declined 25% with 50 homes sold.

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### **Bay East Experts Available**

Real estate market experts from the Bay East Association of REALTORS® are available for interviews, in-depth analysis, and community-specific data.

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### **About Bay East**

The Bay East Association of REALTORS® is a professional trade association serving more than 5,000 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.