FOR IMMEDIATE RELEASE

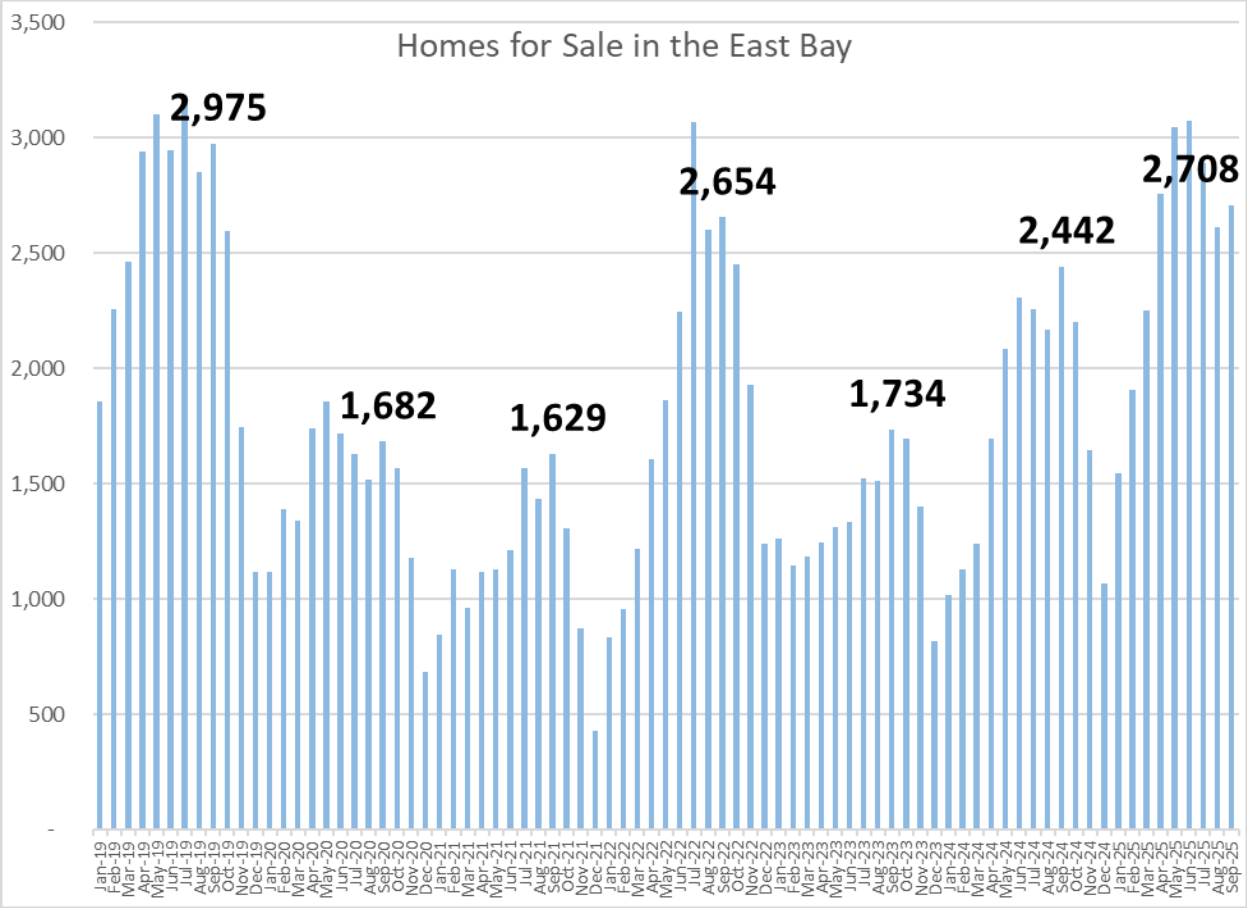
Contact:
David Stark
Chief Public Affairs and Communications Officer
Bay East Association of REALTORS®
925.914.7049 | davids@bayeast.org

October East Bay Real Estate Weather Report - Buyers took more time, bought more homes

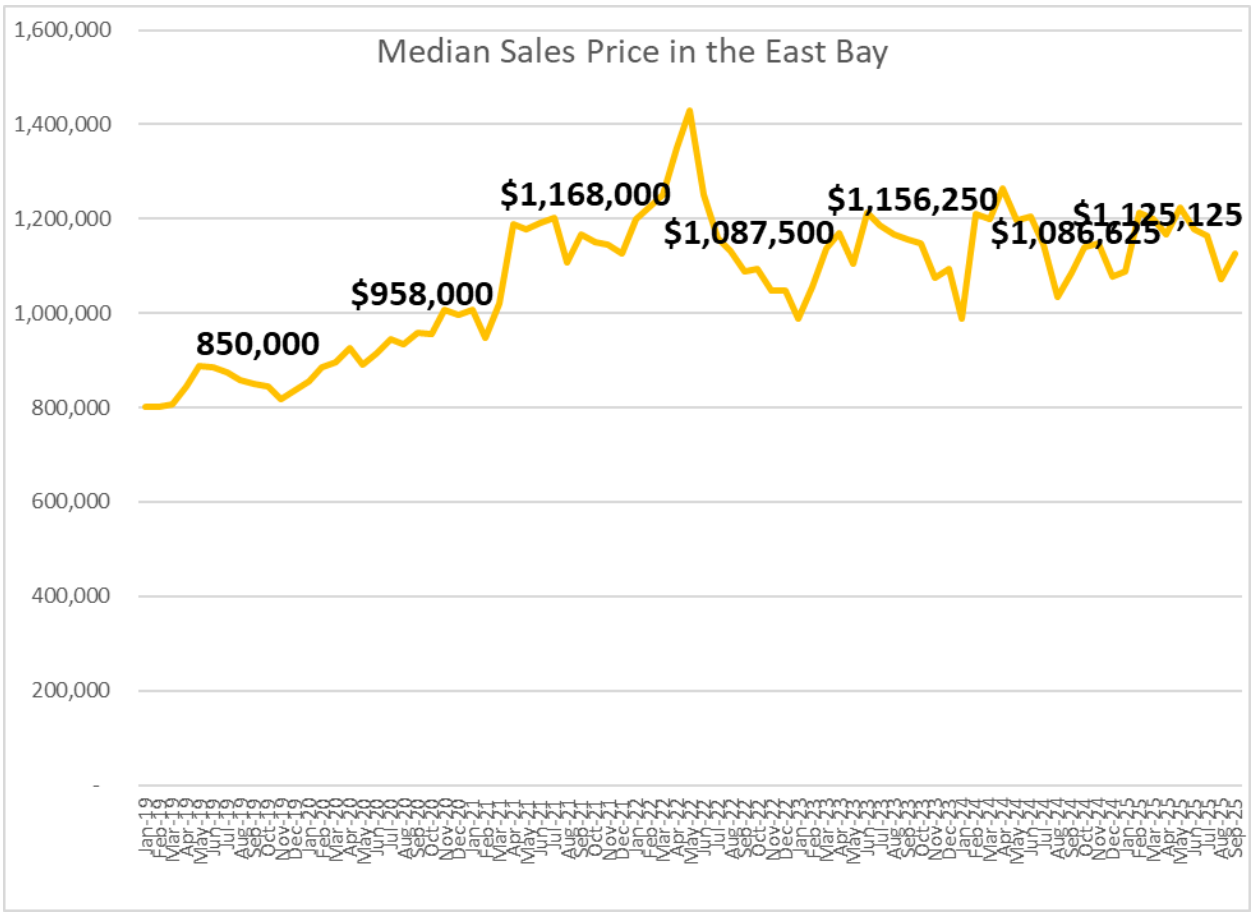
PLEASANTON, CA – October 15, 2025 – Buyers took a bit more time and bought a few more homes across the East Bay during September.
According to the latest *East Bay Real Estate Weather Report* from the Bay East Association of REALTORS®, homes remained on the market an average of 32 days, and the number of homes for sale increased compared with both 2024 and 2023.

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

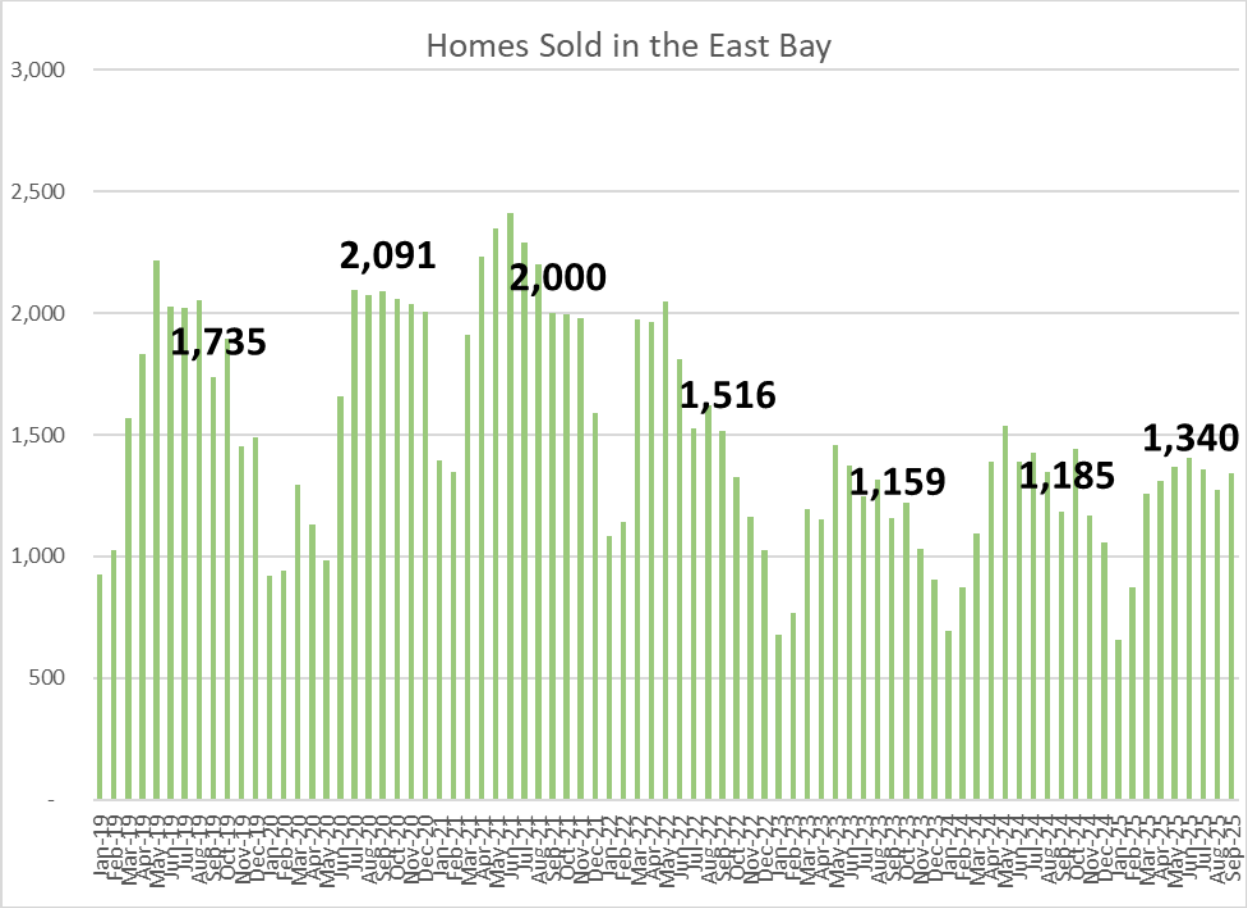
Market Overview
The number of homes for sale across Alameda and Contra Costa counties continued to exceed last year's levels, giving buyers more options. Homes spent an average of 32 days on the market in September, up from earlier in the summer, as buyers took additional time to evaluate their options.



Following three consecutive months of price declines, the median sales price across the East Bay rose modestly in September and remained higher year-over-year.



More choices and more time to shop added up to more sales during September compared with August and compared with September 2024.



Regional Trends

- **880 Corridor:** Homes for sale increased in more than half of the communities. Fremont and Newark both reported large inventory gains, while Oakland listings declined almost 25 percent. Prices were mostly down, with Hayward's median at $855,000, a 10% drop from last year. Sales activity was mixed but generally stronger, with Alameda, Castro Valley, Newark, and San Lorenzo all reporting higher transaction volumes.
- **West Contra Costa County:** Listings increased almost everywhere, with Pinole and San Pablo both more than doubling compared with 2024. Prices were generally down, with Richmond and San Pablo each in the $600,000 range, down about 7%. Sales were mostly higher, led by Pinole with 13 homes sold—an increase of nearly 90% from last year.
- **Central Contra Costa County:** More homes were available in nearly every community, including Concord with 129 listings and Walnut Creek with 79. Prices mostly rose, with Clayton and Pleasant Hill both in the $1 million range. Sales also improved, with Martinez leading at 33 homes sold, up 65% year-over-year.
- **Lamorinda:** Inventory was mixed, with Lafayette slightly down and Orinda up. Prices were also mixed, as Orinda surpassed $2 million, up almost 15%. Sales followed a similar trend, led by a significant increase in Orinda transactions.

- **Tri-Valley:** Listings were up substantially across the region. Dublin's inventory nearly doubled year-over-year to 55 homes. Prices were mostly down, including Alamo at $2.3 million - a decline of more than 25% - and both Livermore and Pleasanton down more than 10%. Prices in San Ramon rose slightly to $1.8 million. Sales were mostly higher, particularly in Danville, Pleasanton, and San Ramon.
- **Delta:** Inventory increased almost everywhere, with notable gains in Discovery Bay and Oakley. Prices were mostly down, with Brentwood and Discovery Bay both around $770,000—each roughly 10% less than last year. Sales were mostly flat or down, as Pittsburg recorded 32 closed transactions, down more than 25%.

About the East Bay Real Estate Weather Report

The *East Bay Real Estate Weather Report* is a monthly video produced by the Bay East Association of REALTORS® that provides hyperlocal, community-by-community insight into housing market conditions across Alameda and Contra Costa counties.

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.