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**East Bay Home Prices Mirror National
Upward Trend**

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Pleasanton, California (November 5, 2025) – Even with more homes on the market, prices in the East Bay rose during October.

Strong buyer demand continues to drive local price appreciation, with some communities posting double-digit gains year-over-year. East Bay market conditions mirror a national trend that saw home prices increase 77% during the third quarter, according to the National Association of REALTORS® (NAR).

According to NAR's latest quarterly report, the median price for single-family existing-home nationally grew 1.7% year-over-year to \$426,800. The San Francisco-Oakland-Hayward metro area maintained its position as the third most expensive market in the nation at \$1,315,000, reflecting a 0.5% year-over-year increase.

“What we're seeing in the national data is playing out right here in the East Bay,” said Tracey Esling, 2025 President of the Bay East Association of REALTORS®. “Prices seem to be up across most of our communities compared to last year and even areas that may be seen as relatively affordable have increased.”

NAR’s report highlighted that supply-constrained markets have generally experienced stronger price appreciation, a trend that’s reflected in the East Bay. While inventory increased in many areas compared to October 2024, it wasn't enough to soften prices in most communities.

“The numbers tell an interesting story,” Esling explained. “We seem to have more homes on the market in October compared to last year, but prices still went up in most areas. That tells you demand remains strong. If homes are sitting on the market longer, but buyers are actively making offers, that's not just window shopping, that's serious buyer activity.”

The East Bay market showed varied patterns across different regions with Oakland posting double-digit price gains, while the Tri-Valley experienced more mixed results, with some softening in higher-priced communities like Alamo, Danville, and San Ramon.

“For buyers, this market requires strategy and decisiveness,” said Esling. “Working with a local real estate professional who knows the neighborhood-by-neighborhood differences is essential. For sellers, the data shows your home is likely worth more than it was last year in most East Bay communities, and there are motivated buyers ready to act. The key is pricing correctly and working with a professional who understands current market dynamics.”

NAR Chief Economist Lawrence Yun noted that nationwide, monthly mortgage payments decreased 2.8% from the previous quarter, offering some relief to buyers. Combined with the East Bay's strong job market and diverse housing options, opportunities exist for buyers at various price points.

“Whether you're a first-time buyer trying to enter the market or a homeowner considering a move, this is a market where local expertise matters more than ever,” Esling added. “The East Bay isn't one market, but it's dozens of unique neighborhoods, each with its own story. For someone looking to enter the market, working with a trusted guide is essential to help you through these nuances and help you make smart decisions about your real estate goals.”

About the Bay East Association of REALTORS®

The Bay East Association of REALTORS® is a professional trade association serving more than 6,000 residential and commercial real estate professionals throughout the San Francisco Bay Area by providing programs and services to enhance their ability to conduct business with integrity and competence. Bay East offers access to the Multiple Listing Service, professional development training, advocacy to protect private property rights, and promotes homeownership and a variety of networking opportunities and events.

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