



**FOR IMMEDIATE RELEASE**

**The Slower Winter Market May Thaw  
Quickly As Spring Approaches**

**CONTACT:**

Devin Davis  
(925)-730-3269  
devind@bayeast.org

*Pleasanton, California* (March 13, 2026) - National home sales edged up in February, and the East Bay is showing the same early signs of a spring thaw, with its own set of caveats.

According to the National Association of REALTORS® (NAR), existing-home sales rose 1.7% nationally in February, with the Western region of the country posting the biggest monthly gain of any region at 8.2%.

The median home price in the West dipped slightly, down 1.9% year-over-year which was the only area of the country where prices eased.

Mortgage rates also helped with the average 30-year fixed rate falling to 6.05% in February, down from 6.84% a year ago, pushing affordability in the West to its highest level since early 2022.

“There’s no perfect time to buy a home, but when mortgage rates are dropping a bit, it makes our clients feel better about their decisions,” said Bill Espinola, 2026 President of the Bay East Association of REALTORS®.

Locally, the picture is more nuanced. Recent data shows buyers beginning to re-engage across Alameda County, but the market hasn’t hit its stride yet.

Inventory remains below levels that were seen in 2025 in most cities and the limited supply is keeping a floor under prices, but there are communities that saw year-over-year declines like San Leandro and Castro Valley.

“Buyers who’ve been waiting on the sidelines might want to take a closer look right now,” said Espinola. “Rates are slightly lower, affordability seems to be improving, and we’re not seeing the spring competition heat up yet. That window won’t stay open forever.”

The one notably bright spot is pending sales. Homes that went under contract in February jumped compared to both January and February of 2025. That uptick in signed contracts suggests closed sales in March and April could look considerably better.

Espinola said, “The time of the year in the spring when the market is heating up looks like its coming around earlier than usual. It’s nice when the market doesn’t follow a calendar cycle because that means people are really trusting the guidance from professionals they’re working with.”

**About the Bay East Association of REALTORS®**

The Bay East Association of REALTORS® is a professional trade association serving more than 5,700 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.

###