



## FOR IMMEDIATE RELEASE

### East Bay Buyers Making Offers as Spring Market Gains Momentum

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**KEY TAKEAWAY:** East Bay buyers are becoming more active this spring, with pending sales rising even as inventory remains less than last year's levels.

### East Bay Market Snapshot

- Inventory: More choices than earlier this year but at least 250 fewer homes on the market than March 2025
- Prices: Up for the fourth consecutive month, but slightly less year-over-year
- Sales: Up seasonally but slightly less compared with last March
- Pending Sales: Up by more than 100 homes year-over-year

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Pleasanton, CA (April 13, 2026) – The East Bay housing market is becoming more active as the spring homebuying season gets underway, though activity slightly lags compared with last March. According to the latest *East Bay Real Estate Weather Report* from the Bay East Association of REALTORS®, buyers had more choices compared with earlier in the year, but inventory remained more than 250 homes less than during March 2025. Prices increased for the fourth consecutive month but were slightly lower year-over-year, while home sales rose seasonally but remained modestly below last year's pace.

"Buyers aren't just shopping, they're making offers, and sellers are accepting," said David Stark, Chief Public Affairs and Communications Officer for Bay East. "Pending sales are up significantly compared with last March, which is a strong signal that buyer activity is picking up as we move further into the spring market."

Watch the full Weather Report: <https://bayeast.org/video/april-2026-east-bay-real-estate-weather-report/>

### Market Overview

The East Bay housing market continued its seasonal transition during March, with increased buyer activity and rising prices compared with earlier in the year. Inventory improved compared with the first months of 2026, giving buyers more options, but remained significantly lower than the same time last year.

Median home prices have now increased for four consecutive months, reflecting steady demand for homeownership in the East Bay. However, prices remain slightly less than March 2025 levels, indicating continued price sensitivity among some buyers.

Home sales rose compared with February, consistent with seasonal trends, but were slightly less year-over-year. At the same time, pending sales increased by more than 100 homes compared with last March, signaling strengthening buyer demand heading into the peak homebuying season.

## Regional Trends

**880 Corridor:** Inventory declined across most communities, with Berkeley and Oakland both down more than 30%. Prices were mixed, with declines in Alameda, Albany, and Fremont, while Berkeley rose to more than \$1.6 million. Sales were mixed, with declines in Alameda, Oakland, and Union City, and modest gains in Albany, San Leandro, and San Lorenzo.

**West Contra Costa County:** Listings declined across most areas, including significant drops in Hercules and Richmond. Prices were also mostly down, with Hercules at approximately \$664,000 and Richmond at \$650,000. Sales were mixed, with El Cerrito down with increases in Hercules and Richmond.

**Central Contra Costa County:** Inventory declined across most communities, including Walnut Creek, which fell more than 20% with 41 homes on the market. Prices were mixed, with Clayton above \$1.1 million and Walnut Creek at \$1.4 million, while Pleasant Hill declined to just over \$1 million. Sales were also mixed, with Martinez down and both Pleasant Hill and Walnut Creek posting gains.

**Lamorinda:** Inventory declined across the region, including 31 homes available in Orinda. Prices were mixed, with Lafayette rising more than 20% to more than \$2.5 million. Sales declined overall, with 23 homes sold in Lafayette.

**Tri-Valley:** Inventory was mixed, with Dublin increasing to 61 homes for sale, while there were fewer homes on the market in Pleasanton and San Ramon. Prices declined across the region, although prices in Alamo and Danville remained above \$2 million. Prices in Pleasanton fell 21 % to \$1.4 million. Sales were down, including 29 homes sold in Pleasanton and 31 in San Ramon, both dropped more than 20%.

**Delta:** Inventory declined across most communities, with Antioch and Pittsburg both down nearly 30%. Prices were mostly down, including Discovery Bay at approximately \$734,000, a decline of more than 20%. Sales were mixed, with Discovery Bay increasing significantly while there were fewer sales in Pittsburg.

## Reporter Note

Bay East can provide city-level housing data, historical comparisons, and expert commentary on local market conditions across Alameda and Contra Costa counties. Journalists covering housing, affordability, or economic trends are encouraged to contact Bay East for additional data or interviews.

## About Bay East

The Bay East Association of REALTORS® is a professional trade association serving more than 5,700 real estate professionals throughout the East Bay. Bay East provides MLS services, professional development, advocacy, and resources to advance their members' success serving their clients and communities.

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## 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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