

EAST BAY MARKET UPDATE | Q3 2023

SNAPSHOT

Following the Labor Day holiday, the market experienced the anticipated surge in available inventory, though absorption rates did not see the same noteworthy rise.

Alameda County stands out amidst the regional trends within the broader Bay Area. While numerous neighboring counties continue to report figures lower than the previous year, Alameda County has notably recorded a 2 percent rise in its median sale price. Notable cities experiencing significant annual increases include Dublin and Pleasanton. Interestingly, San Leandro is the sole city within the county to report an increase in the number of homes sold.

Across Contra Costa County, the median sales price remained at parity with last year. Cities that saw the largest increases include Clayton, Orinda, and Pleasant Hill.

Interest rates continued to rise throughout the quarter, and stock markets generally exhibited a downward trend since mid-summer. The San Francisco market continues to be highly segmented with notable distinctions between single-family homes and condominiums, as well as drastic variations among different neighborhoods.

ALAMEDA COUNTY



Q3-2023

(Single family homes)

MEDIAN SALES PRICE	\$1,275,000 ↑
DAYS ON MARKET	11 ↓
\$/SQ. FT.	\$755 ↑
# FOR SALE LAST DAY OF QUARTER	1,022 ↓
WENT INTO CONTRACT	1,889 ↓
PROPERTIES SOLD	1,889 ↓

CONTRA COSTA COUNTY



Q3-2023

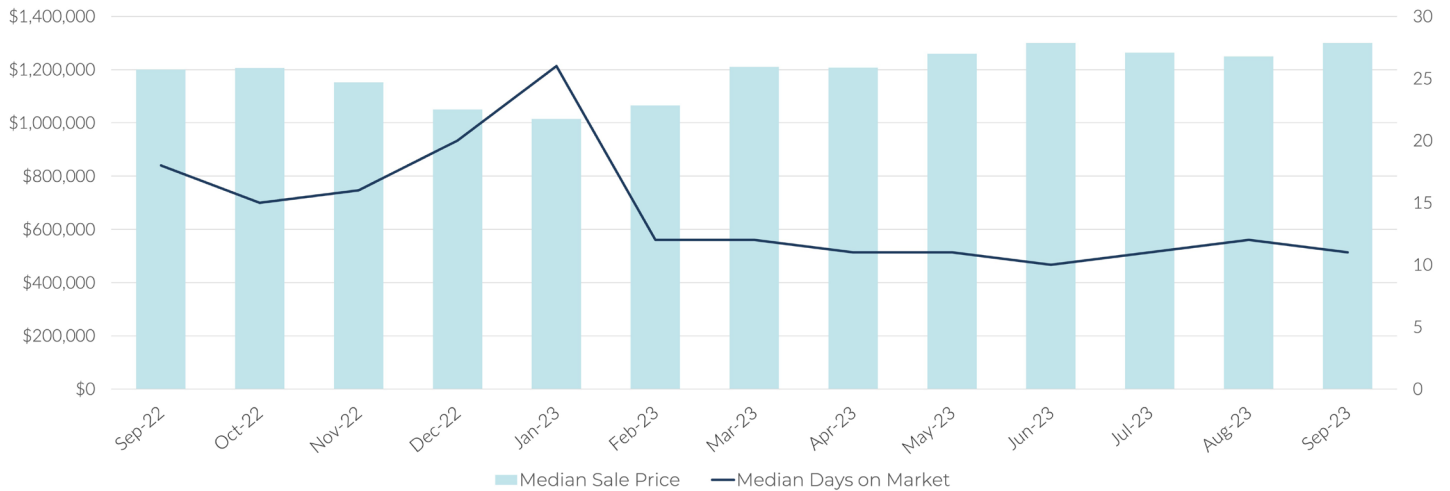
(Single family homes)

MEDIAN SALES PRICE	\$865,000
DAYS ON MARKET	12 ↓
\$/SQ. FT.	\$516 ↓
# FOR SALE LAST DAY OF QUARTER	1,406 ↓
WENT INTO CONTRACT	2,494 ↓
PROPERTIES SOLD	1,950 ↓

EAST BAY MARKET UPDATE | Q3 2023

ALAMEDA COUNTY

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+4.0%**

DAYS ON MARKET: **-1 day**

YEAR-OVER-YEAR COMPARISON



While numerous neighboring counties continue to report figures lower than the previous year, Alameda County has notably recorded a 2 percent rise in its median sale price."

MEDIAN

	Q3-2023	Q3-2022	%Δ
SALES PRICE	\$1,275,000	\$1,250,000	+2.0%
DAYS ON MARKET	11	15	-26.7%
\$/ SQ. FT.	\$755	\$729	+3.6%

TOTAL

	Q3-2023	Q3-2022	%Δ
WENT INTO CONTRACT	1,889	2,334	-19.1%
PROPERTIES SOLD	1,890	2,391	-21.0%
# FOR SALE LAST DAY OF SEPTEMBER	1,022	1,480	-30.9%
% OF PROPERTIES SOLD OVER LIST PRICE	73.7%	56.8%	+29.8%
% OF LIST PRICE RECEIVED (AVERAGE)	108.6%	105.5%	+2.9%

YEAR-OVER-YEAR REGION COMPARISON

ALAMEDA COUNTY

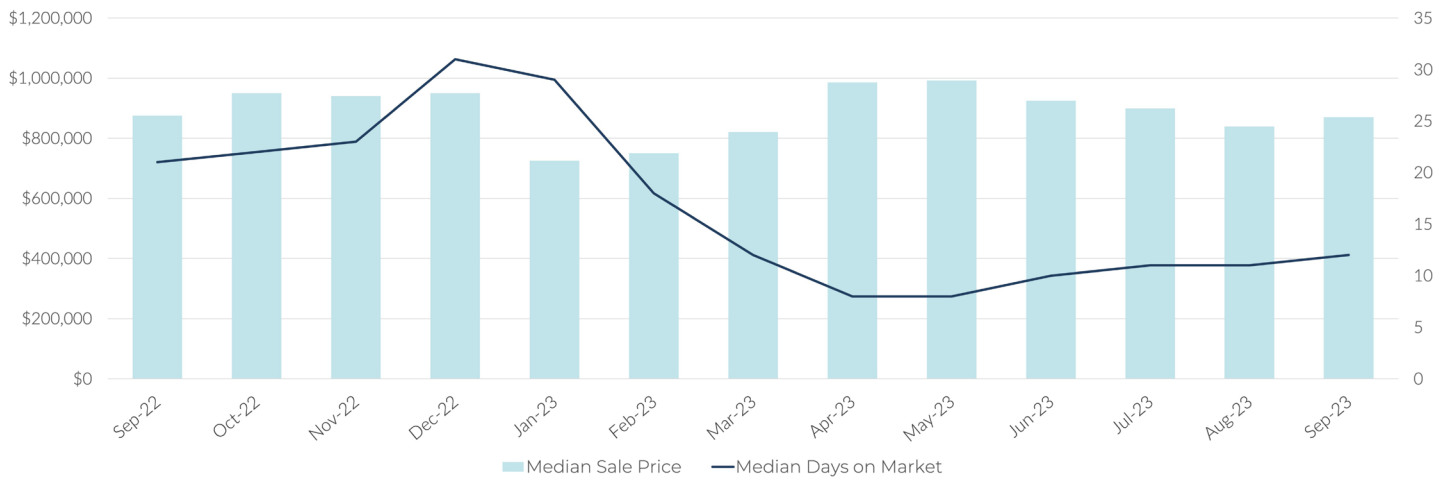
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALES PRICE (MEDIAN)		
	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ
Alameda	71	96	▼ 26%	12	13	▼ 8%	\$1,325,000	\$1,487,500	▼ 11%
Albany	18*	25*	▼ 28%	12	17	▼ 29%	\$1,378,500	\$1,449,888	▼ 5%
Berkeley	127	139	▼ 9%	14	14	0%	\$1,495,000	\$1,602,000	▼ 7%
Dublin	61	104	▼ 41%	7	14	▼ 50%	\$1,750,000	\$1,527,500	▲ 15%
Emeryville	1*	2*	▼ 50%	44	11	▲ 300%	\$599,000	\$1,280,000	▼ 53%
Fremont	227	278	▼ 18%	8	13	▼ 38%	\$1,650,000	\$1,550,000	▲ 6%
Hayward	182	230	▼ 21%	10	17	▼ 41%	\$943,500	\$894,750	▲ 5%
Livermore	160	223	▼ 28%	8	19	▼ 58%	\$1,262,500	\$1,175,000	▲ 7%
Newark	75	80	▼ 6%	8	17	▼ 53%	\$1,300,000	\$1,256,500	▲ 3%
Oakland	481	634	▼ 24%	15	15	0%	\$980,000	\$1,050,000	▼ 7%
Piedmont	32*	35*	▼ 9%	12	15	▼ 20%	\$2,305,000	\$2,435,000	▼ 5%
Pleasanton	126	158	▼ 20%	7	19	▼ 63%	\$1,837,500	\$1,617,500	▲ 14%
San Leandro	124	122	▲ 2%	11	14	▼ 21%	\$857,500	\$844,000	▲ 2%
Union City	59	72	▼ 18%	8	24	▼ 67%	\$1,400,000	\$1,319,000	▲ 6%
Alameda County	1,890	2,391	▼ 21%	11	15	▼ 27%	\$1,275,000	\$1,250,000	▲ 2%

* Small sample size; use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

EAST BAY MARKET UPDATE | Q2 2023

CONTRA COSTA COUNTY

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **+3.7%**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON

	MEDIAN		
	Q3-2023	Q3-2022	%Δ
SALES PRICE	\$865,000	\$865,000	0.0%
DAYS ON MARKET	12	17	-29.4%
\$/SQ. FT.	\$516	\$519	-0.6%



Across Contra Costa County, the median sales price remained at parity with last year.”

TOTAL

	Q3-2023	Q3-2022	%Δ
WENT INTO CONTRACT	2,494	2,979	-16.3%
PROPERTIES SOLD	1,950	2,441	-20.1%
# FOR SALE LAST DAY OF SEPTEMBER	1,406	1,998	-29.6%
% OF PROPERTIES SOLD OVER LIST PRICE	60.4%	45.7%	+32.2%
% OF LIST PRICE RECEIVED (AVERAGE)	102.9%	101.0%	+1.9%

YEAR-OVER-YEAR REGION COMPARISON CONTRA COSTA COUNTY

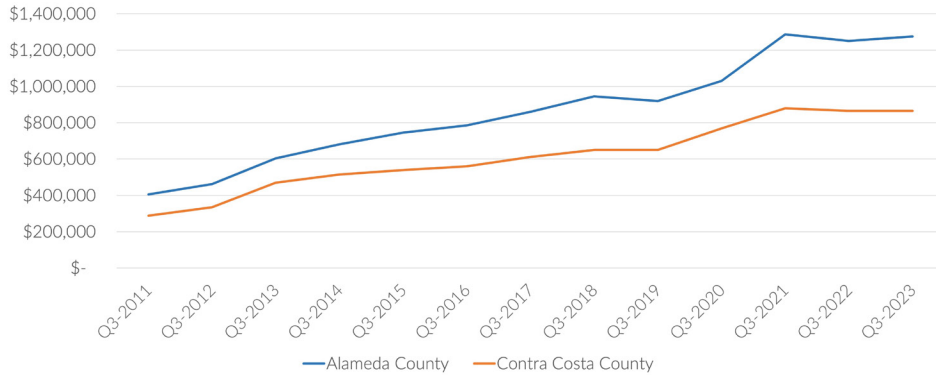
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALES PRICE (MEDIAN)		
	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ	Q3-2023	Q3-2022	%Δ
Alamo	41*	39*	▲ 5%	10	19	▼ 47%	\$2,280,000	\$2,550,000	▼ 11%
Antioch	210	273	▼ 23%	12	19	▼ 37%	\$622,500	\$645,000	▼ 3%
Brentwood	176	208	▼ 15%	13	19	▼ 32%	\$800,000	\$827,450	▼ 3%
Clayton	41*	32*	▲ 28%	17	20	▼ 15%	\$1,215,900	\$1,087,500	▲ 12%
Concord	200	264	▼ 24%	10	17	▼ 41%	\$819,500	\$817,500	0%
Danville	138	130	▲ 6%	9	13	▼ 31%	\$2,105,000	\$2,037,500	▲ 3%
El Cerrito	39*	53	▼ 26%	14	15	▼ 7%	\$1,000,000	\$1,275,000	▼ 22%
Hercules	21*	32*	▼ 34%	13	14	▼ 7%	\$955,000	\$927,500	▲ 3%
Lafayette	66	85	▼ 22%	11	11	0%	\$1,782,500	\$1,930,000	▼ 8%
Martinez	97	117	▼ 17%	10	22	▼ 55%	\$835,000	\$800,000	▲ 4%
Oakley	117	126	▼ 7%	13	23	▼ 43%	\$680,000	\$679,000	▲ 0%
Orinda	49*	57	▼ 14%	9	14	▼ 36%	\$2,275,000	\$2,050,000	▲ 11%
Pinole	27*	26*	▲ 4%	15	18	▼ 17%	\$760,000	\$761,000	▼ 0%
Pittsburg	102	152	▼ 33%	12	19	▼ 37%	\$613,500	\$625,000	▼ 2%
Pleasant Hill	55	91	▼ 40%	8	17	▼ 53%	\$1,250,000	\$1,130,000	▲ 11%
Richmond	155	179	▼ 13%	13	17	▼ 24%	\$710,000	\$692,500	▲ 3%
San Pablo	31*	46*	▼ 33%	23	17	▲ 35%	\$620,000	\$617,500	▲ 0%
San Ramon	113	167	▼ 32%	8	19	▼ 58%	\$1,770,000	\$1,770,000	0%
Walnut Creek	101	152	▼ 34%	10	11	▼ 9%	\$1,460,000	\$1,513,500	▼ 4%
Contra Costa County	1,950	2,441	▼ 20%	12	17	▼ 29%	\$865,000	\$865,000	0%

* Small sample size; use caution when interpreting statistics. Sources: SFAR Super Regional MLS & BrokerMetrics. Property types covered: Single-family. Only property data posted on the MLS is covered. All information is deemed reliable, but not guaranteed for accuracy. All data is subject to errors, omissions, revisions, and is not warranted. ©2023 Vanguard Properties. All rights reserved. Equal Housing Opportunity, DRE No. 01486075

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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALES PRICE



ALAMEDA COUNTY

\$1,275,000

+2.0% year-over-year

CONTRA COSTA COUNTY

\$865,000

No change year-over-year

MEDIAN MARKET TIME

ALAMEDA COUNTY

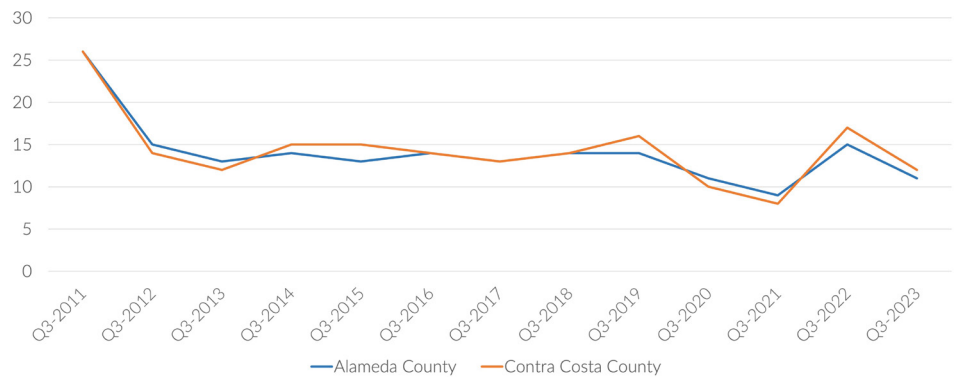
11 days

-4 day change year-over-year

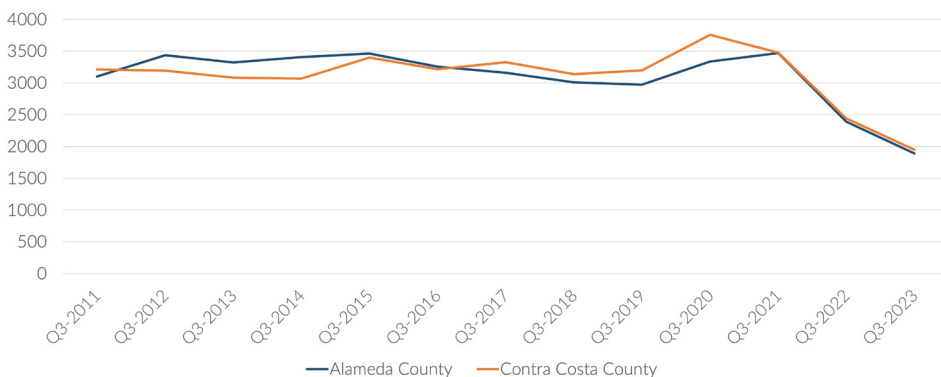
CONTRA COSTA COUNTY

12 days

-5 day change year-over-year



NUMBER OF SALES



ALAMEDA COUNTY

1,890

-21.0% year-over-year

CONTRA COSTA COUNTY

1,950

-20.1% year-over-year