



INNER EAST BAY MARKET UPDATE*

Q2 2025





VANGUARD PROPERTIES

MARKET UPDATE

INNER EAST BAY* | Q2 2025

The Inner East Bay housing market continued to perform well in the second quarter of 2025. Buyer activity remained strong, especially for single-family homes, and while condos saw more mixed results, momentum is building.

Single-family homes remain the driver of strength in the Inner East Bay. The median sales price increased 2.4% year over year to \$1,280,000, and despite a small uptick in market time to 14 days (up from 13 last year), homes are still selling quickly. Contracts and closings both saw healthy growth. A total of 1,061 homes went into contract (up 2.7%) and 955 homes closed (up 2.9%), showing that demand is robust. Inventory also rose modestly, up 1.5% at quarter-end, but months supply of inventory (MSI) held at a tight 1.9, keeping upward pressure on pricing. While the percentage of homes selling over asking dipped 5.5% to 77.7%, that still represents a strong majority. Sellers continued to benefit from competitive offers, with final sales averaging 114.9% of list price.

The condo market was more mixed, but still encouraging overall. The median sales price declined 2.9% to \$582,500, and price per square foot edged down 0.9% to \$561. Median days on market rose slightly to 25, reflecting more selective buyer behavior. That said, buyer interest is building. Pending sales jumped 11.7% to 220, the strongest indicator that activity is gaining momentum in this segment. Closed sales held steady at 166, while active inventory rose nearly 10% to 333, bringing the MSI to 5.4, much higher than for single-family homes and indicative of a slower-paced, more negotiable market. Still, 39.2% of condos sold over asking, and sellers received an average of 101.6% of list price. That shows that well-presented and properly priced units are absolutely finding traction.

Mortgage rates are trending favorably. Freddie Mac reported that the average 30-year fixed-rate mortgage dropped to 6.67% last week, marking the fifth consecutive week of declines and the largest dip since early March. While affordability headwinds remain, falling rates are boosting buyer confidence and helping more sellers feel comfortable listing.

The Inner East Bay remains a competitive and desirable market. Single-family homes are moving quickly and often over asking, while condo buyers are starting to re-engage with greater inventory and a bit more flexibility. With summer typically being a quieter stretch, now could be a smart time to make a move before activity ramps up again in the fall.



SINGLE FAMILY HOMES



CONDOMINIUMS

Q2 2025

Median Sales Price	\$1,280,000 ↑
Days on market	14 ↑
\$ / SQ. FT.	\$739 ↓
# For Sale On Last Day Of Quarter	623 ↑
Went Into Contract	1,061 ↑
Properties Sold	955 ↑

Q2 2025

Median Sales Price	\$582,500 ↓
Days On Market	25 ↑
\$ / Sq. Ft.	\$561 ↓
# For Sale Last Day Of Quarter	333 ↑
Went Into Contract	220 ↑
Properties Sold	166

*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

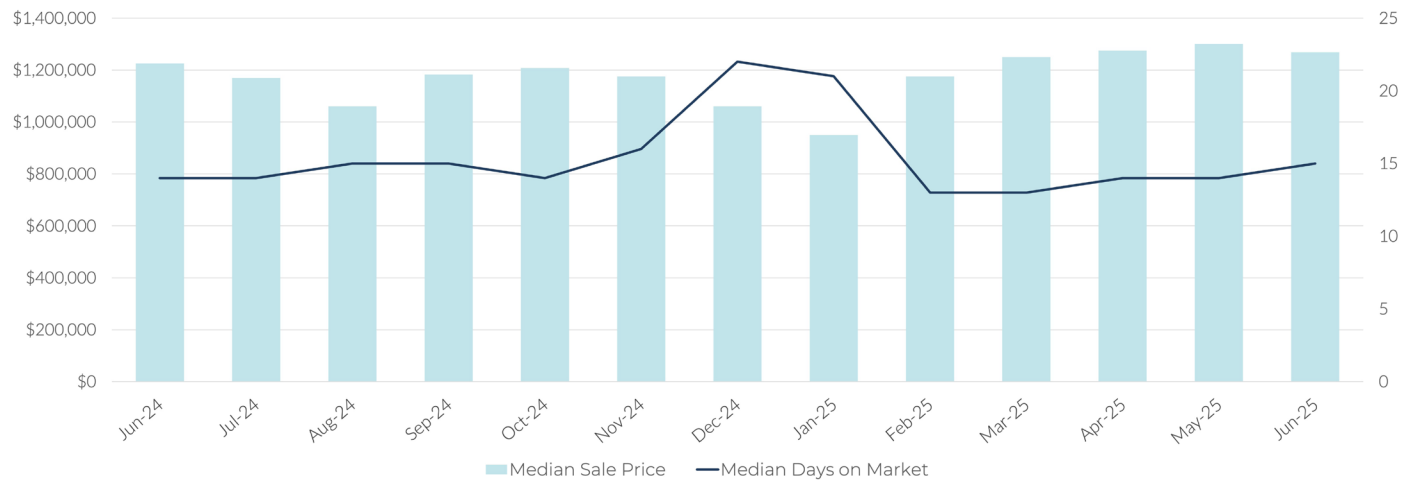


INNER EAST BAY MARKET UPDATE*

Q2 2025

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-2.5%**

DAYS ON MARKET: **+1 day**

YEAR-OVER-YEAR COMPARISON

"Single-family homes remain the driver of strength in the Inner East Bay. The median sales price increased 2.4% year over year to \$1,280,000, and despite a small uptick in market time to 14 days (up from 13 last year), homes are still selling quickly."

	MEDIAN		
	Q2 2025	Q2 2024	%Δ
Sales Price	\$1,280,000	\$1,250,000	+2.4%
Days On Market	14	13	+7.7%
\$ / SQ. FT.	\$739	\$770	-4.0%

	TOTAL		
	Q2 2025	Q2 2024	%Δ
Went Into Contract	1,061	1,033	+2.7%
Properties Sold	955	928	+2.9%
# For Sale Last Day of Quarter	623	614	+1.5%
% Of Properties Sold Over List	77.7%	82.2%	-5.5%
% Of List Price Received (Average)	114.9%	115.3%	-0.3%

*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. Sources: SFAR Super Regional MLS & Broker Metrics. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

INNER EAST BAY MARKET UPDATE*

Q2 2025

SINGLE FAMILY RESIDENCES

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ
Alameda	89	83	▲ 7%	13	12	▲ 8%	\$1,420,000	\$1,350,000	▲ 5%
Albany	24**	24**	0%	13	13	0%	\$1,320,000	\$1,300,000	▲ 2%
Berkeley	189	160	▲ 18%	14	13	▲ 8%	\$1,650,000	\$1,640,000	▲ 1%
El Cerrito	54	64	▼ 16%	14	13	▲ 8%	\$1,340,000	\$1,200,000	▲ 12%
Kensington	20**	15**	▲ 33%	14	13	▲ 8%	\$1,363,000	\$1,424,000	▼ 4%
Oakland*	445	419	▲ 6%	15	13	▲ 15%	\$1,135,000	\$1,200,000	▼ 5%
Piedmont	30**	34**	▼ 12%	12	13	▼ 8%	\$2,432,500	\$2,627,500	▼ 7%
San Leandro	104	129	▼ 19%	13	10	▲ 30%	\$872,500	\$850,000	▲ 3%
INNER EAST BAY*	955	928	▲ 3%	14	13	▲ 8%	\$1,280,000	\$1,250,000	▲ 2%

**Small sample size; use caution when interpreting statistics.

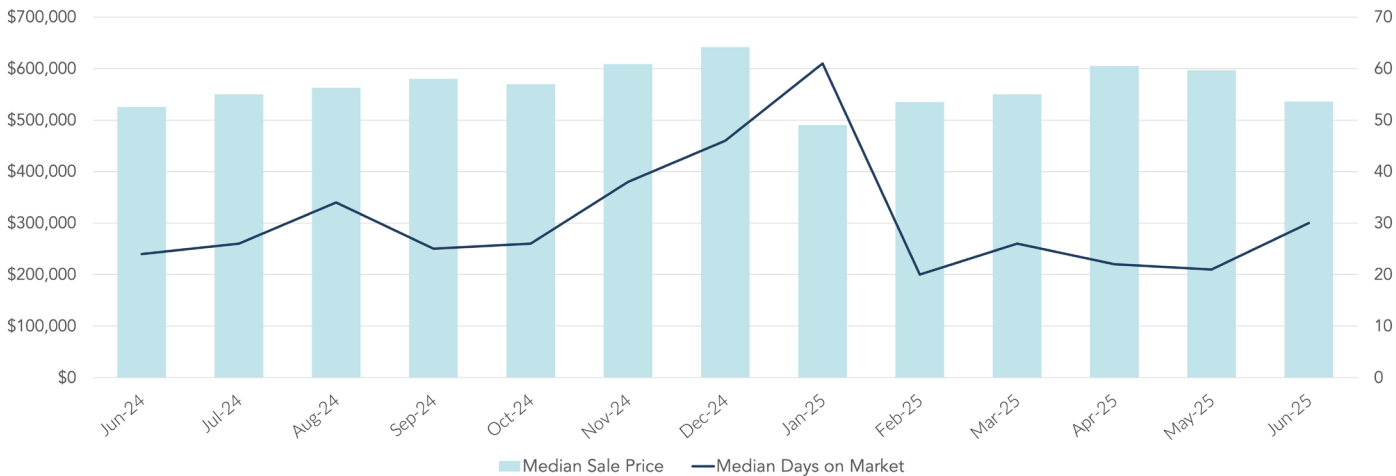
*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

INNER EAST BAY MARKET UPDATE*

Q2 2025

CONDOMINIUMS

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **-10.1%**

DAYS ON MARKET: **+9 days**

YEAR-OVER-YEAR COMPARISON

"Pending sales jumped 11.7% to 220, the strongest indicator that activity is gaining momentum in this segment."

	MEDIAN		
	Q2 2025	Q2 2024	%Δ
Sales Price	\$582,500	\$600,000	-2.9%
Days On Market	25	23	+8.7%
\$ / SQ. FT.	\$561	\$566	-0.9%

	TOTAL		
	Q2 2025	Q2 2024	%Δ
Went Into Contract	220	197	+11.7%
Properties Sold	166	166	0.0%
# For Sale Last Day of Quarter	333	303	+9.9%
% Of Properties Sold Over List	39.2%	37.3%	+5.1%
% Of List Price Received (Average)	101.6%	101.3%	+0.3%

*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

INNER EAST BAY MARKET UPDATE*

Q2 2025

CONDOMINIUMS

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ	Q2 2025	Q2 2024	%Δ
Alameda	22**	29**	▼ 24%	12	23	▼ 48%	\$752,500	\$862,500	▼ 13%
Albany	11**	12**	▼ 8%	48	31	▲ 55%	\$480,000	\$613,500	▼ 22%
Berkeley	33**	20**	▲ 65%	18	16	▲ 13%	\$850,000	\$671,500	▲ 27%
El Cerrito	0	1**	▼ 100%	-	48	-	-	\$750,000	-
Kensington	0	0	-	-	-	-	-	-	-
Oakland*	92	85	▲ 8%	32	23	▲ 39%	\$498,500	\$550,000	▼ 9%
Piedmont	0	0	-	-	-	-	-	-	-
San Leandro	8**	19**	▼ 58%	36	28	▲ 29%	\$471,250	\$520,000	▼ 9%
INNER EAST BAY*	166	166	0%	25	23	▲ 9%	\$582,500	\$600,000	▼ 3%

**Small sample size; use caution when interpreting statistics.

*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

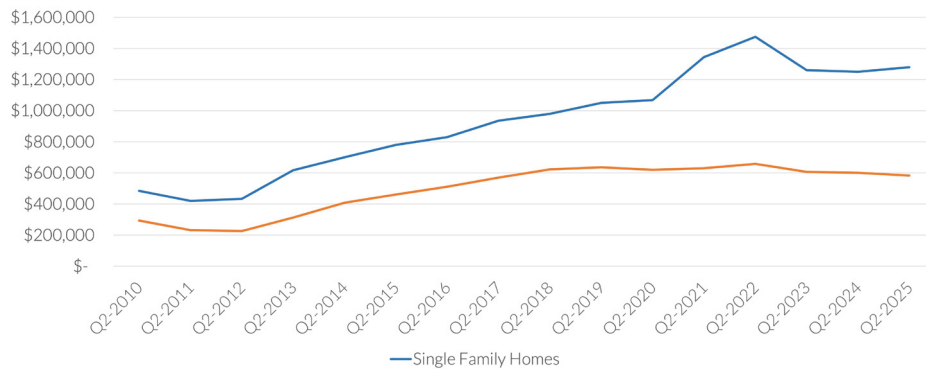


INNER EAST BAY MARKET UPDATE*

Q2 2025

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

\$1,280,000

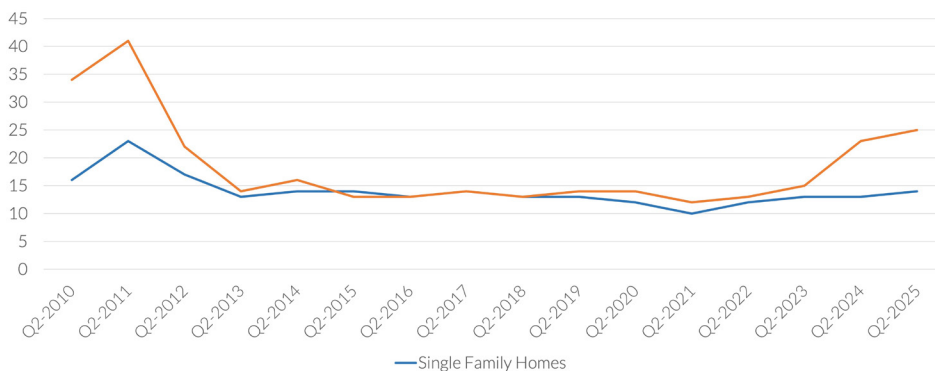
+2.4% change year-over-year

Condominium/TIC/COOPs

\$582,500

-0.9% change year-over-year

MEDIAN MARKET TIME



Single Family Residences

14 days

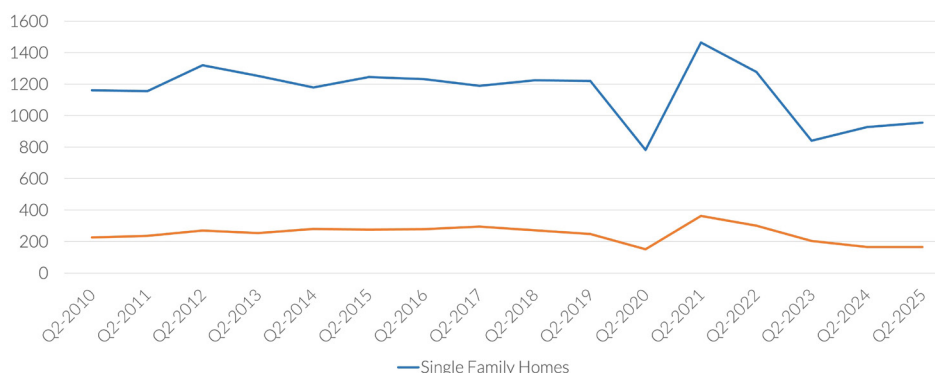
+1 day change year-over-year

Condominium/TIC/COOPs

25 days

+2 day change year-over-year

NUMBER OF SALES



Single Family Residences

955

+2.9% change year-over-year

Condominium/TIC/COOPs

166

No change year-over-year

*The data utilized for this Inner East Bay Market Update was pulled from the following cities: Alameda, Albany, Berkeley, El Cerrito, Kensington, Oakland (limited to the following Oakland zip codes: 94602, 94605, 94606, 94607, 94608, 94609, 94610, 94611, 94618, 94619 and 94705), Piedmont and San Leandro. 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. ©2025 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075