

An aerial photograph of a dense urban area in San Francisco. A prominent building on the left features a large, colorful mural of a person holding a flower. The word "SHETZ" is visible on the building's upper facade. In the background, a building with a dome is visible. The text "INNER EAST BAY MARKET UPDATE*" is overlaid in white serif font.

INNER EAST BAY MARKET UPDATE*

MARCH 2025





VANGUARD PROPERTIES

MARKET UPDATE

INNER EAST BAY* | MARCH 2025

Buyer activity is picking up in the Inner East Bay, with the number of listings going into contract up more than 25% compared to February of last year. This signals renewed confidence and fresh opportunities for homeowners, investors, and first-time buyers alike.

While inventory remains limited, it's higher than this time last year, giving buyers more options—though competition is still strong, especially for sought-after neighborhoods and premium properties.

A key measure of market balance, Months Supply of Inventory (MSI), remains low. A seller's market typically occurs when MSI is below three months, and the Inner East Bay currently sits at 2.5 months of inventory for single-family homes. This means sellers still hold the advantage, though buyers are seeing more options than before.

Falling mortgage rates are also giving buyers a boost. Freddie Mac reported last week that the 30-year fixed-rate mortgage saw its largest weekly drop since September, which could motivate more buyers to enter the market. Lower rates are also driving refinancing activity, with refinance applications now making up nearly 44% of market activity—the highest level since December.

With increased inventory and strong demand, this spring is shaping up to be an active season for real estate in the Inner East Bay.



SINGLE FAMILY HOMES

FEBRUARY 2025

Median Sales Price	\$1,175,000 ↑
Days on market	13
\$ / SQ. FT.	\$697 ↑
# For Sale On Last Day Of Month	505 ↑
Went Into Contract	282 ↑
Properties Sold	199 ↑

*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



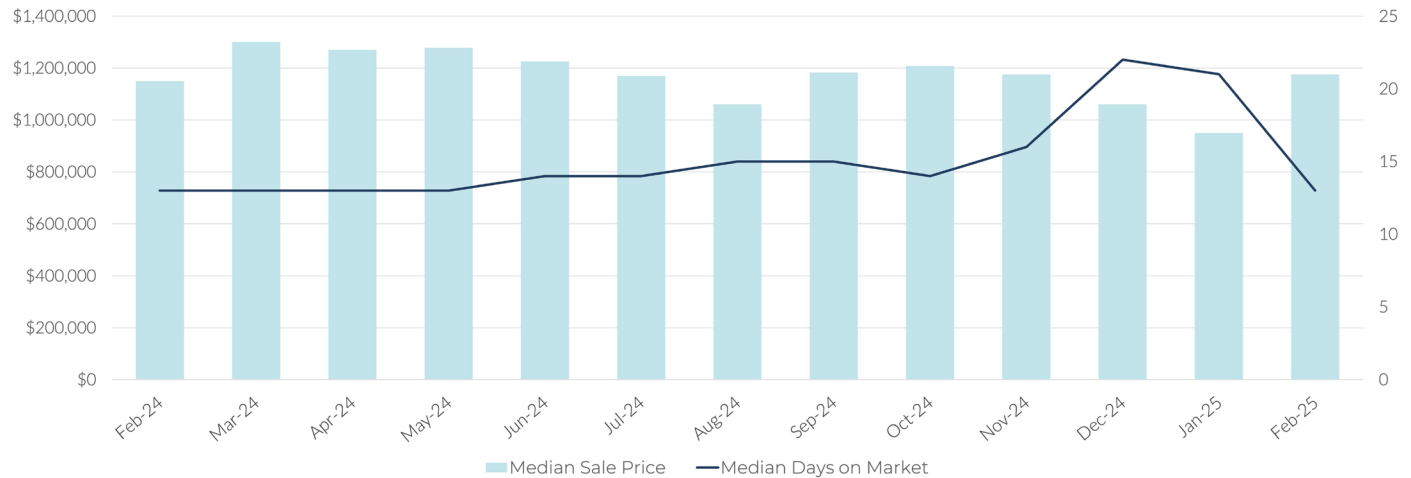
VANGUARD PROPERTIES

INNER EAST BAY MARKET UPDATE*

MARCH 2025

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+23.7%**

DAYS ON MARKET: **-8 days**

YEAR-OVER-YEAR COMPARISON

"Currently, the Inner East Bay stands at 2.5 months of inventory for single-family homes—a clear sign that sellers still hold the advantage, though buyers are seeing more options than before."

	MEDIAN		
	FEB-2025	FEB-2024	%Δ
Sales Price	\$1,175,000	\$1,150,000	+2.2%
Days On Market	13	13	0.0%
\$ / SQ. FT.	\$697	\$689	+1.2%

	TOTAL		
	FEB-2025	FEB-2024	%Δ
Went Into Contract	282	224	+25.9%
Properties Sold	199	177	+12.4%
# For Sale Last Day of Month	505	353	+43.1%
% Of Properties Sold Over List	74.9%	74.0%	+1.2%
% Of List Price Received (Average)	113.6%	112.8%	+0.7%

*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*

MARCH 2025

SINGLE FAMILY RESIDENCES

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	2024	2023	%Δ	2024	2023	%Δ	2024	2023	%Δ
Alameda	286	277	▲ 3%	13	12	▲ 8%	\$1,400,000	\$1,300,000	▲ 8%
Albany	79	67	▲ 18%	14	12	▲ 17%	\$1,350,000	\$1,301,000	▲ 4%
Berkeley	510	436	▲ 17%	14	14	0%	\$1,500,000	\$1,515,000	▼ 1%
El Cerrito	180	168	▲ 7%	14	14	0%	\$1,200,000	\$1,150,000	▲ 4%
Kensington	48**	57	▼ 16%	14	14	0%	\$1,537,500	\$1,500,000	▲ 3%
Oakland**	1,604	1,471	▲ 9%	16	14	▲ 14%	\$1,100,000	\$1,150,000	▼ 4%
Piedmont	108	102	▲ 6%	12	12	0%	\$2,400,000	\$2,605,000	▼ 8%
San Leandro	474	405	▲ 17%	13	11	▲ 18%	\$868,000	\$849,000	▲ 2%
INNER EAST BAY*	3,289	2,983	▲ 10%	14	14	0%	\$1,200,000	\$1,200,000	0%

**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

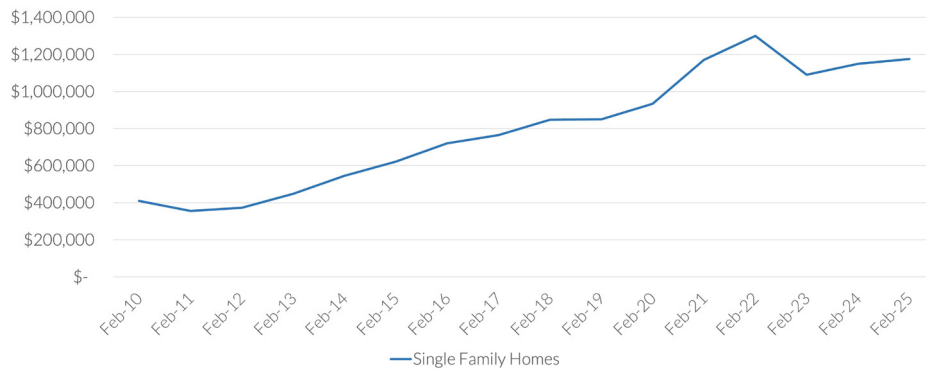


INNER EAST BAY MARKET UPDATE*

MARCH 2025

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE

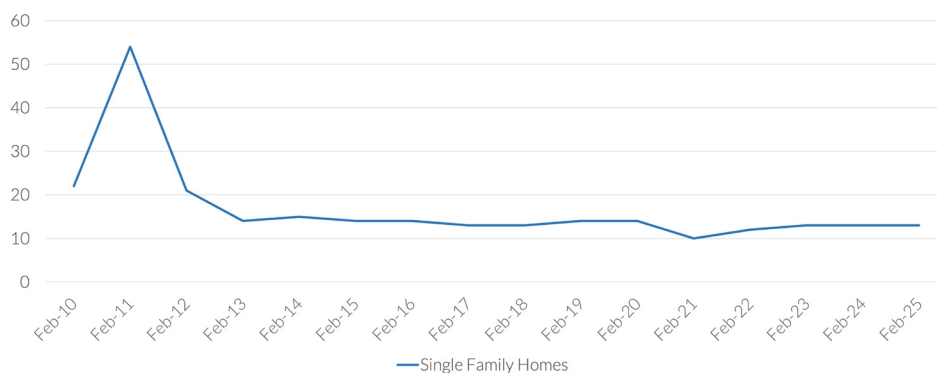


Single Family Residences

\$1,175,000

+2.2% change year-over-year

MEDIAN MARKET TIME

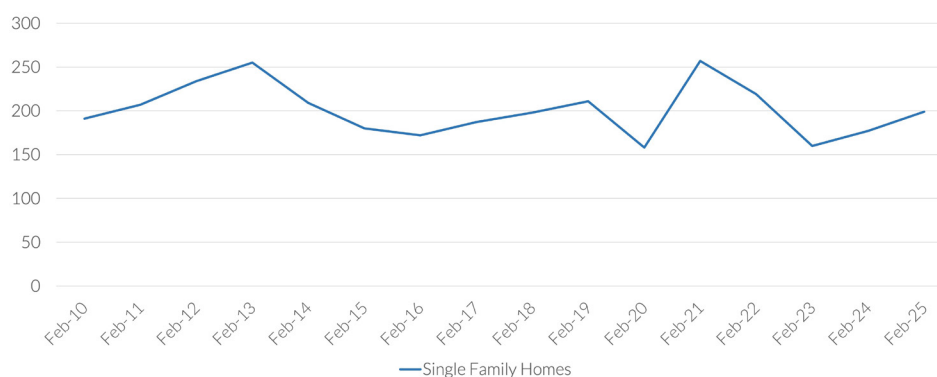


Single Family Residences

13 days

No change year-over-year

NUMBER OF SALES



Single Family Residences

199

+12.4% change year-over-year