



INNER EAST BAY MARKET UPDATE*

Q1 2025





VANGUARD PROPERTIES

MARKET UPDATE

INNER EAST BAY* | Q1 2025

The Inner East Bay real estate market continued its steady pace in the first quarter of 2025, with strong buyer demand and healthy sales activity—particularly in the single-family home segment. Single-family home sales jumped 14.5% year-over-year, while condo sales dipped 9.2%, reflecting shifting demand dynamics across segments.

Prices for single-family homes also saw healthy gains. The median sales price rose 2.1%, while the median price per square foot increased 2.0%—a sign of underlying strength in buyer confidence and market fundamentals.

The luxury segment also saw notable growth, especially for properties priced above \$2 million, which recorded an 11% increase in sales year over year.

Inventory has expanded notably compared to last year, offering buyers more choices across both segments. Active inventory for single-family homes is up 52.8% year over year, while condo inventory has increased 30.9%. The Months' Supply of Inventory (MSI) now stands at 2.2 for single-family homes, still definitively a seller's market. For condominiums, MSI has climbed to 6.5, squarely in buyer's market territory.

Despite the rise in inventory, single-family homes continue to sell quickly, with the median days on market holding steady at just 14 days—an exceptionally low figure that has remained consistent since Q1 2023 and underscores the competitiveness of the market.

Meanwhile, mortgage rates are providing additional tailwinds. Following the announcement of new tariffs last week, rates dropped sharply: Zillow reports the 30-year fixed rate fell 20 basis points to 6.39%, while the 15-year rate dipped to 5.72%.

With buyer demand holding strong, prices ticking upward, and inventory levels improving, the Inner East Bay is poised for an active and competitive spring season.



SINGLE FAMILY HOMES



CONDOMINIUMS

Q1 2025

Median Sales Price	\$1,200,000 ↑
Days on market	14
\$ / SQ. FT.	\$704 ↑
# For Sale On Last Day Of Quarter	547 ↑
Went Into Contract	793 ↑
Properties Sold	632 ↑

Q1 2025

Median Sales Price	\$535,000 ↓
Days On Market	30 ↑
\$ / Sq. Ft.	\$527 ↓
# For Sale Last Day Of Quarter	305 ↑
Went Into Contract	172 ↓
Properties Sold	128 ↓

*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*

Q1 2025

SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+6.4%**

DAYS ON MARKET: **No change**

YEAR-OVER-YEAR COMPARISON

"The Months' Supply of Inventory (MSI) now stands at 2.2 for single-family homes, still definitively a seller's market."

	MEDIAN		
	Q1 2025	Q1 2024	%Δ
Sales Price	\$1,200,000	\$1,175,000	+2.1%
Days On Market	14	14	0.0%
\$ / SQ. FT.	\$704	\$690	+2.0%

	TOTAL		
	Q1 2025	Q1 2024	%Δ
Went Into Contract	793	687	+15.4%
Properties Sold	632	552	+14.5%
# For Sale Last Day of Quarter	547	358	+52.8%
% Of Properties Sold Over List	72.0%	69.9%	+3.0%
% Of List Price Received (Average)	113.1%	111.1%	+1.8%

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INNER EAST BAY MARKET UPDATE*

Q1 2025

SINGLE FAMILY RESIDENCES

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ
Alameda	61	40**	▲ 53%	13	12	▲ 8%	\$1,380,000	\$1,428,500	▼ 3%
Albany	12**	11**	▲ 9%	13	15	▼ 13%	\$1,515,000	\$1,350,000	▲ 12%
Berkeley	81	89	▼ 9%	13	14	▼ 7%	\$1,576,000	\$1,530,000	▲ 3%
El Cerrito	32**	28**	▲ 14%	13	14	▼ 7%	\$1,187,500	\$1,277,500	▼ 7%
Kensington	16**	8**	▲ 100%	14	12	▲ 17%	\$1,367,500	\$1,395,000	▼ 2%
Oakland*	326	282	▲ 16%	14	14	0%	\$1,145,000	\$1,107,500	▲ 3%
Piedmont	24**	16**	▲ 50%	12	10	▲ 20%	\$3,002,500	\$2,370,000	▲ 27%
San Leandro	80	79	▲ 1%	12	11	▲ 9%	\$854,950	\$852,000	▲ 0%
INNER EAST BAY*	632	552	▲ 14%	14	14	0%	\$1,200,000	\$1,175,000	▲ 2%

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

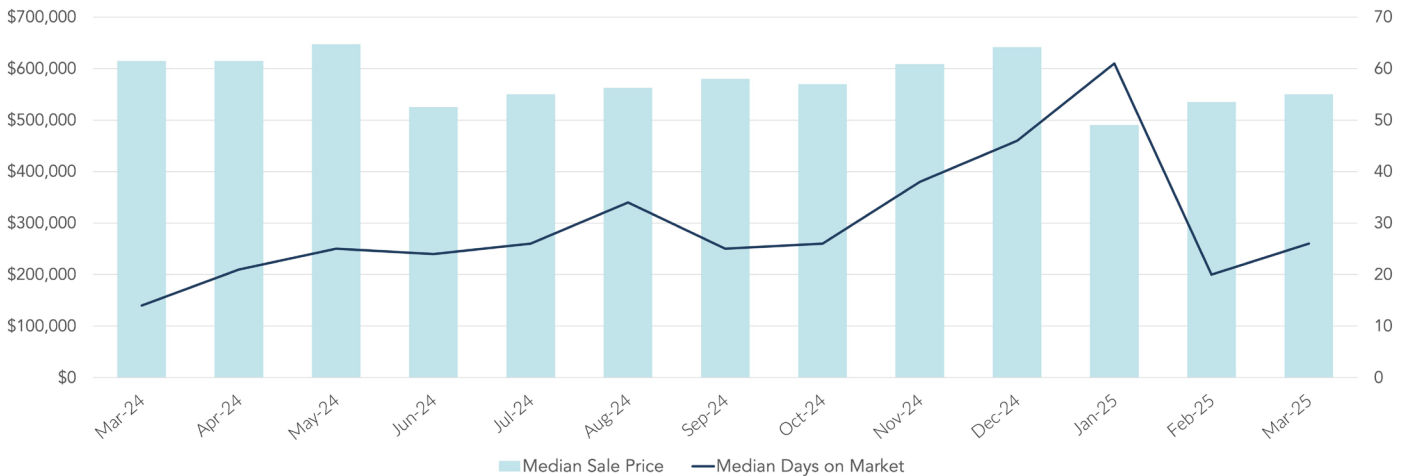
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CONDOMINIUMS

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: **+2.8%**

DAYS ON MARKET: **+6 days**

YEAR-OVER-YEAR COMPARISON

"For condominiums, MSI has climbed to 6.5, squarely in buyer's market territory."

	MEDIAN		
	Q1 2025	Q1 2024	%Δ
Sales Price	\$535,000	\$605,000	-11.6%
Days On Market	30	20	+50.0%
\$ / SQ. FT.	\$527	\$564	-6.6%

	TOTAL		
	Q1 2025	Q1 2024	%Δ
Went Into Contract	172	183	-6.0%
Properties Sold	128	141	-9.2%
# For Sale Last Day of Quarter	305	233	+30.9%
% Of Properties Sold Over List	34.4%	43.3%	-20.6%
% Of List Price Received (Average)	100.3%	101.4%	-1.1%

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CONDOMINIUMS

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ	Q1 2025	Q1 2024	%Δ
Alameda	19**	29**	▼ 34%	17	34	▼ 50%	\$799,000	\$810,000	▼ 1%
Albany	10**	9**	▲ 11%	43	55	▼ 22%	\$423,500	\$405,000	▲ 5%
Berkeley	12**	12**	0%	14	15	▼ 7%	\$763,000	\$694,000	▲ 10%
El Cerrito	1**	0	-	22	-	-	\$580,000	-	-
Kensington	0	0	-	-	-	-	-	-	-
Oakland*	75	73	▲ 3%	39	25	▲ 56%	\$488,000	\$600,000	▼ 19%
Piedmont	0	0	-	-	-	-	-	-	-
San Leandro	11**	18**	▼ 39%	32	10	▲ 220%	\$485,000	\$496,500	▼ 2%
INNER EAST BAY*	128	141	▼ -9%	30	20	▲ 50%	\$535,000	\$605,000	▼ 12%

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

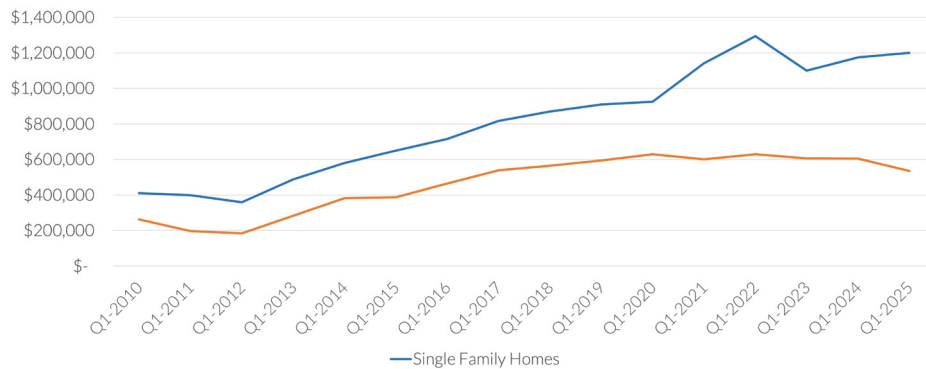
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YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



Single Family Residences

\$1,200,000

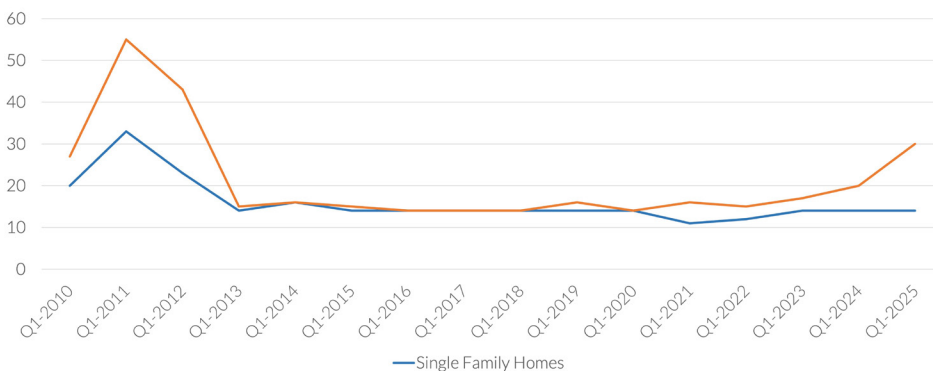
+2.1 change year-over-year

Condominium/TIC/COOPs

\$535,000

-11.6% change year-over-year

MEDIAN MARKET TIME



Single Family Residences

14 days

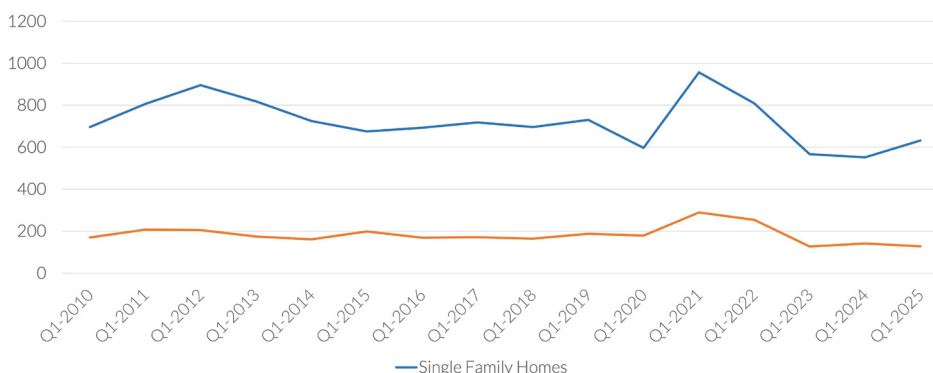
No change year-over-year

Condominium/TIC/COOPs

30 days

+10 day change year-over-year

NUMBER OF SALES



Single Family Residences

632

+14.5% change year-over-year

Condominium/TIC/COOPs

128

-9.2% change year-over-year

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