INNER EAST BAY MARKET UPDATE* SEPTEMBER 2025



MARKET UPDATE

INNER EAST BAY* | SEPTEMBER 2025

As we enter the fall selling season, historically one of the busiest times of the year, the Inner East Bay's housing market is showing renewed energy. While some key metrics reflect year-over-year declines, the overall picture remains encouraging. Lower mortgage rates, tighter inventory, and strong buyer competition are setting the stage for an active fall.

Perhaps the most encouraging development is on the financing side. Freddie Mac reported the 30-year fixed-rate mortgage fell 15 basis points from last week, the largest weekly drop in the past year. This decline is creating new opportunities for buyers to re-enter the market or expand their purchasing power. The shift is already fueling stronger demand, helping to offset the slower pace that characterized the summer months and building momentum for the months ahead.



SINGLE FAMILY HOMES

AUGUST 2025

Median Sales Price	\$1,110,800 ↑		
Days on market	17 ↑		
\$ / SQ. FT.	\$681		
# For Sale On Last Day Of Month	524 ↓		
Went Into Contract	285 ★		
Properties Sold	241 ★		



SINGLE FAMILY RESIDENCES

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALES PRICE: -1.3%

DAYS ON MARKET: +1 day

MEDIAN

TOTAL

YEAR-OVER-YEAR COMPARISON

"...While some key metrics reflect year-over-year declines, the overall picture remains encouraging. Lower mortgage rates, tighter inventory, and strong buyer competition are setting the stage for an active fall."

	AUG-2025	AUG-2024	%∆	
Sales Price	\$1,110,800	\$1,060,000	+4.8%	
Days On Market	17	15	+13.3%	
\$/SQ.FT.	\$681	\$687	-0.9%	

	AUG-2025	AUG-2024	%∆
Went Into Contract	285	311	-8.4%
Properties Sold	241	303	-20.5%
# For Sale Last Day of Month	524	577	-9.2%
% Of Properties Sold Over List	70.1%	75.9%	-7.6%
% Of List Price Received (Average)	112.1%	111.0%	+1.0%

SINGLE FAMILY RESIDENCES

	HOMES SOLD (TOTAL)		DAYS ON MARKET (MEDIAN)		SALE PRICE (MEDIAN)				
REGION	Q2 2025	Q2 2024	%∆	Q2 2025	Q2 2024	%∆	Q2 2025	Q2 2024	%∆
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	1 8%	14	13	▲ 8%	\$1,650,000	\$1,640,000	1 %
El Cerrito	54	64	▼ 16%	14	13	▲ 8%	\$1,340,000	\$1,200,000	1 2%
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	4 3%
INNER EAST BAY*	955	928	▲ 3%	14	13	▲ 8%	\$1,280,000	\$1,250,000	▲ 2%



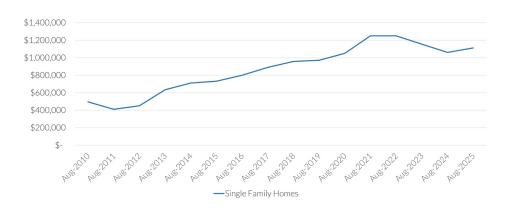


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SEPTEMBER 2025

YFAR-OVER-YFAR COMPARISONS

MEDIAN SALE PRICE

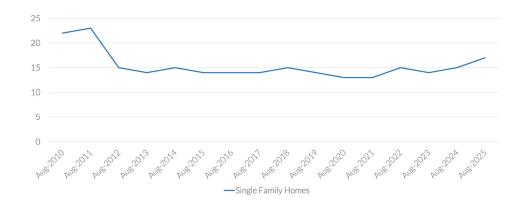


Single Family Residences

\$1.110.800

+4.8% change year-over-year

MEDIAN MARKET TIME

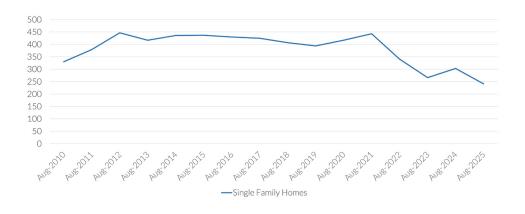


Single Family Residences

17 days

+2 day change year-over-year

NUMBER OF SALES



Single Family Residences

241

-20.5% change year-over-year



