

EAST BAY MARKET UPDATE | Q2 2022

SNAPSHOT

With half of the year now behind us and three months of Q2 data available, we can clearly see the market showing signs of correcting after what was one of the longest and most dramatic upswings in history. It is important to keep in mind that this report uses data from closed sales which are lagging indicators of what occurred in the market weeks and months earlier.

Overall sales numbers are trending lower compared with the ravenous pace of home sales we experienced in 2021. Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility

in the median sales price and price per square foot since May. If stock market prices are like small maneuverable jets, home prices are like large passenger airliners, which decelerate and turn slowly.

Concerns typically follow uncertainty, but a correction is not a crash. The factors that led to the 2008 crash are not applicable today. There is no telling at this stage whether there will be a simple softening of appreciation, relatively small price adjustments in the short-term, or anything else.

The real estate market across the East Bay is diverse and the slowdown has affected sectors unevenly. The numerous distinct cities

populated with unique homes is one of the many aspects that make this market so special. We at Vanguard Properties will remain at the forefront to serve all your real estate needs.

ALAMEDA COUNTY



Q2 2022 (Single family homes)

MEDIAN SALE PRICE	\$1,458,300 ↑
DAYS ON MARKET	9 ↑
\$ / SQ. FT.	\$837 ↑
# FOR SALE LAST DAY OF QUARTER	1,355 ↑
WENT INTO CONTRACT	2,711 ↓
PROPERTIES SOLD	2,915 ↓

CONTRA COSTA COUNTY



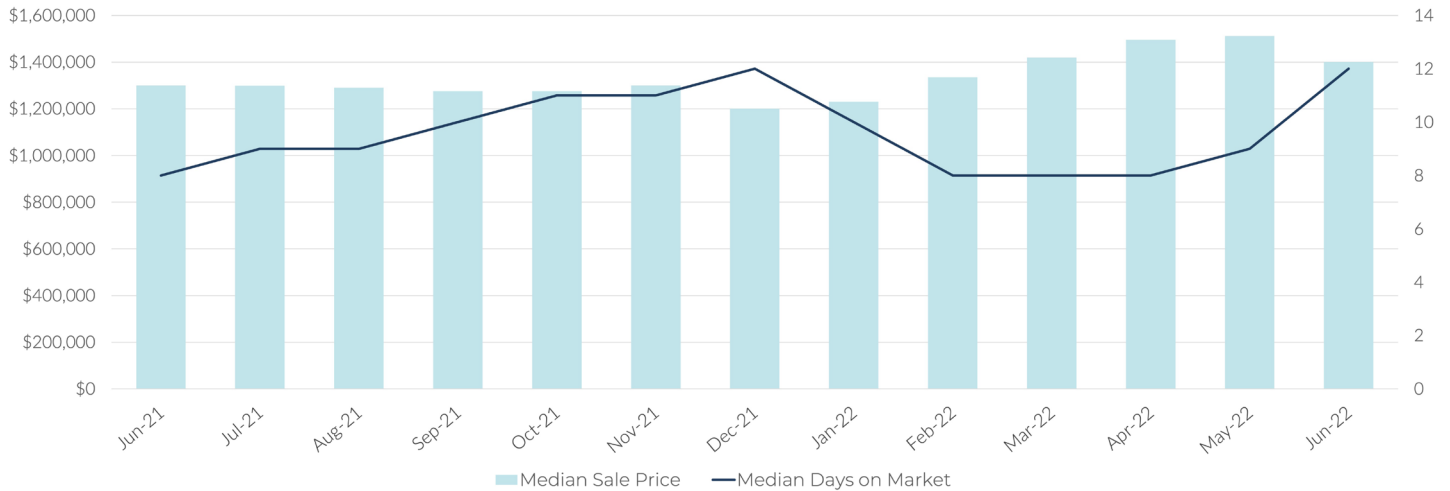
Q2 2022 (Single family homes)

MEDIAN SALE PRICE	\$975,000 ↑
DAYS ON MARKET	8 ↑
\$ / SQ. FT.	\$580 ↑
# FOR SALE LAST DAY OF QUARTER	1,454 ↑
WENT INTO CONTRACT	2,811 ↓
PROPERTIES SOLD	3,018 ↓

EAST BAY MARKET UPDATE | Q2 2022

ALAMEDA COUNTY

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-7.3%**

DAYS ON MARKET: **+3 days**

YEAR-OVER-YEAR COMPARISON



Yearly appreciation metrics continue to be overwhelmingly positive, though monthly indicators have shown volatility in the median sales price and price per square foot since May."

MEDIAN

	Q2 2022	Q2 2021	%Δ
SALE PRICE	\$1,458,300	\$1,300,000	+12.2%
DAYS ON MARKET	9	8	+12.5%
\$/SQ. FT.	\$837	\$731	+14.5%

TOTAL

	Q2 2022	Q2 2021	%Δ
WENT INTO CONTRACT	2,711	3,593	-24.5%
PROPERTIES SOLD	2,915	3,553	-18.0%
# FOR SALE LAST DAY OF QUARTER	1,355	765	+77.1%
% OF PROPERTIES SOLD OVER LIST PRICE	87.3%	88.5%	-1.4%
% OF LIST PRICE RECEIVED (AVERAGE)	118.5%	116.3%	+1.9%

YEAR-OVER-YEAR REGION COMPARISON

ALAMEDA COUNTY

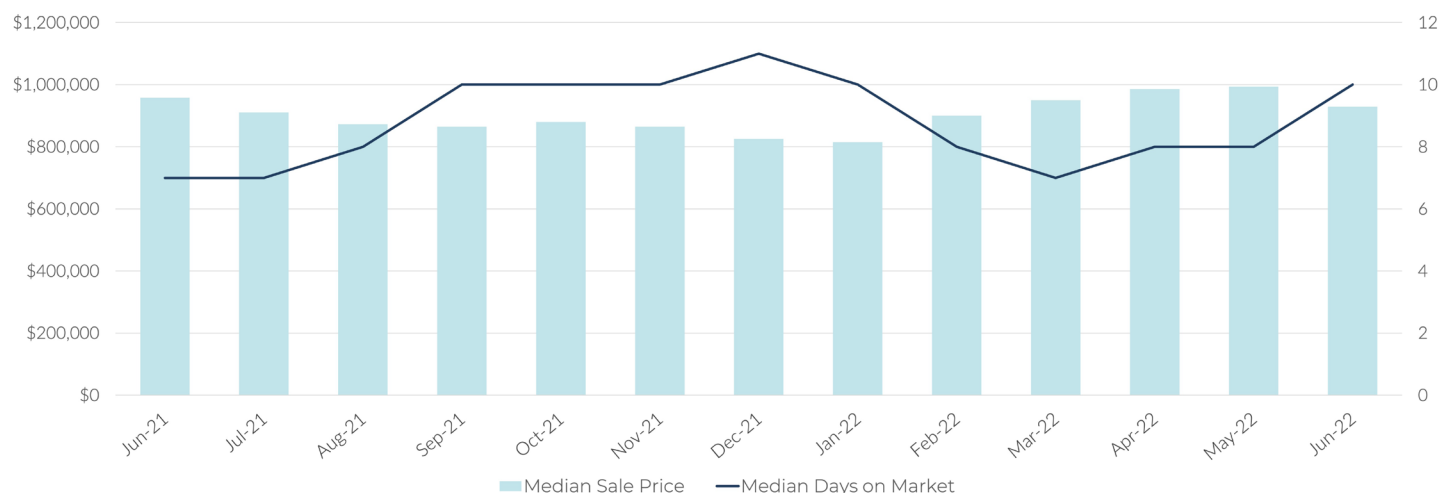
REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Alameda	120	144	▼ 17%	12	9	▲ 33%	\$1,556,500	\$1,517,500	▲ 3%
Albany	28*	38*	▼ 26%	11	11	0%	\$1,496,500	\$1,472,500	▲ 2%
Berkeley	229	180	▲ 27%	13	11	▲ 18%	\$1,850,000	\$1,617,500	▲ 14%
Dublin	127	179	▼ 29%	8	6	▲ 33%	\$1,728,000	\$1,420,000	▲ 22%
Emeryville	0	2*	▼ 100%	-	37	-	-	\$764,000	-
Fremont	343	429	▼ 20%	8	7	▲ 14%	\$1,750,000	\$1,475,000	▲ 19%
Hayward	236	257	▼ 8%	9	9	0%	\$1,050,000	\$915,000	▲ 15%
Livermore	312	407	▼ 23%	7	6	▲ 17%	\$1,322,500	\$1,110,000	▲ 19%
Newark	94	140	▼ 33%	7	7	0%	\$1,462,500	\$1,212,500	▲ 21%
Oakland	780	942	▼ 17%	12	11	▲ 9%	\$1,189,500	\$1,135,000	▲ 5%
Piedmont	42*	55	▼ 24%	11	9	▲ 22%	\$2,802,500	\$3,025,000	▼ 7%
Pleasanton	185	268	▼ 31%	7	6	▲ 17%	\$2,000,000	\$1,653,000	▲ 21%
San Leandro	161	192	▼ 16%	8	8	0%	\$1,000,000	\$880,000	▲ 14%
Union City	66	109	▼ 39%	9	7	▲ 29%	\$1,467,500	\$1,350,000	▲ 9%
Alameda County	2,915	3,553	▼ 18%	9	8	▲ 13%	\$1,458,300	\$1,300,000	▲ 12%

* Small sample size (n<50); 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. ©2022 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

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CONTRA COSTA COUNTY

MONTH-OVER-MONTH COMPARISON



CHANGE IN PAST MONTH:

SALE PRICE: **-6.5%**

DAYS ON MARKET: **+2 days**

YEAR-OVER-YEAR COMPARISON

	MEDIAN		
	Q2 2022	Q2 2021	%Δ
SALE PRICE	\$975,000	\$970,000	+0.5%
DAYS ON MARKET	8	7	+14.3%
\$/SQ. FT.	\$580	\$538	+7.8%

“

There is no telling at this stage whether there will be a simple softening of appreciation, relatively small price adjustments in the short-term, or anything else.”

TOTAL

	Q2 2022	Q2 2021	%Δ
WENT INTO CONTRACT	2,811	3,654	-23.1%
PROPERTIES SOLD	3,018	3,751	-19.5%
# FOR SALE LAST DAY OF QUARTER	1,454	757	+92.1%
% OF PROPERTIES SOLD OVER LIST PRICE	80.5%	85.1%	-5.4%
% OF LIST PRICE RECEIVED (AVERAGE)	109.0%	110.5%	-1.4%

Sources: SFAR 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. ©2022 Vanguard Properties. All rights reserved. Equal Housing Opportunity. DRE No. 01486075

YEAR-OVER-YEAR REGION COMPARISON

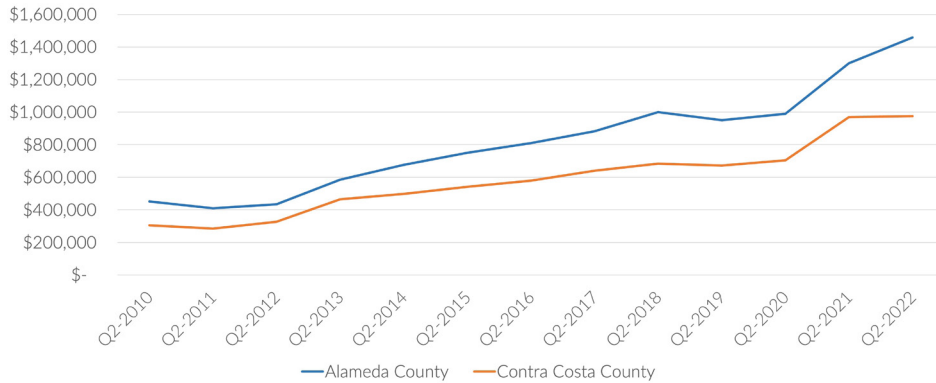
CONTRA COSTA COUNTY

REGION	HOMES SOLD (TOTAL)			DAYS ON MARKET (MEDIAN)			SALE PRICE (MEDIAN)		
	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ	Q2 2022	Q2 2021	%Δ
Alamo	49*	121	▼ 60%	7	6	▲ 17%	\$3,010,000	\$2,475,000	▲ 22%
Antioch	343	316	▲ 9%	9	6	▲ 50%	\$685,000	\$600,000	▲ 14%
Brentwood	292	387	▼ 25%	8	6	▲ 33%	\$902,500	\$820,000	▲ 10%
Clayton	46*	53	▼ 13%	7	5	▲ 40%	\$1,380,000	\$1,153,000	▲ 20%
Concord	347	360	▼ 4%	8	7	▲ 14%	\$890,000	\$850,000	▲ 5%
Danville	197	322	▼ 39%	7	6	▲ 17%	\$2,470,000	\$1,926,500	▲ 28%
El Cerrito	58	65	▼ 11%	13	11	▲ 18%	\$1,441,000	\$1,350,000	▲ 7%
Hercules	46*	46*	0%	12	6	▲ 100%	\$972,500	\$902,500	▲ 8%
Lafayette	115	141	▼ 18%	8	7	▲ 14%	\$2,195,000	\$1,937,023	▲ 13%
Martinez	128	149	▼ 14%	7	7	0%	\$927,500	\$850,000	▲ 9%
Oakley	132	159	▼ 17%	8	6	▲ 33%	\$725,500	\$660,000	▲ 10%
Orinda	98	136	▼ 28%	7	7	0%	\$2,384,000	\$2,035,000	▼ 17%
Pinole	49*	53	▼ 8%	11	9	▲ 22%	\$855,000	\$785,000	▲ 9%
Pittsburg	151	146	▲ 3%	12	7	▲ 71%	\$650,000	\$613,400	▲ 6%
Pleasant Hill	96	118	▼ 19%	7	6	▲ 17%	\$1,273,000	\$1,100,000	▲ 16%
Richmond	176	198	▼ 11%	12	9	▲ 33%	\$842,500	\$675,000	▲ 25%
San Pablo	49*	48*	▲ 2%	11	9	▲ 22%	\$675,000	\$590,000	▲ 14%
San Ramon	200	296	▼ 32%	7	6	▲ 17%	\$2,072,500	\$1,615,500	▲ 28%
Walnut Creek	175	274	▼ 36%	7	6	▲ 17%	\$1,710,000	\$1,500,000	▲ 14%
Contra Costa County	3,018	3,751	▼ 20%	8	7	▲ 14%	\$975,000	\$970,000	▲ 1%

EAST BAY MARKET UPDATE | Q2 2022

YEAR-OVER-YEAR COMPARISONS

MEDIAN SALE PRICE



ALAMEDA COUNTY

\$1,458,300

+12.2% year-over-year

CONTRA COSTA COUNTY

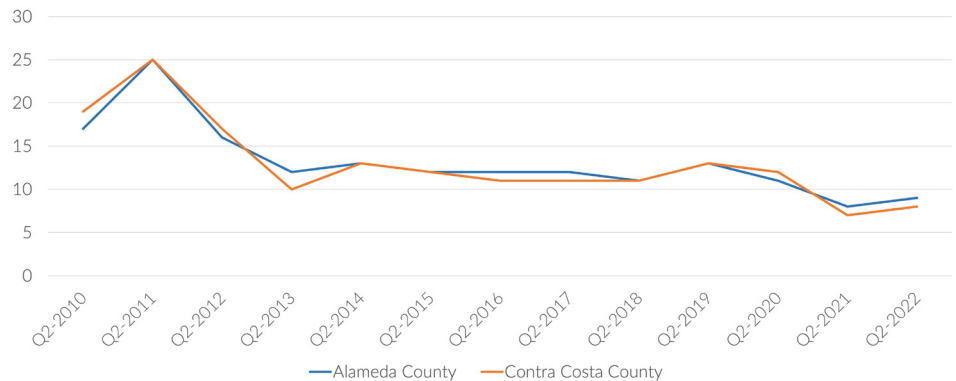
\$975,000

+0.5% year-over-year

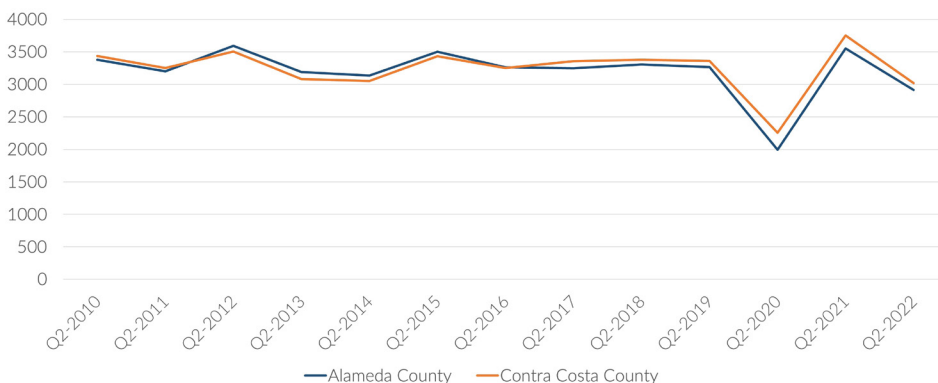
MEDIAN MARKET TIME

ALAMEDA COUNTY
9 days
+1 day change year-over-year

CONTRA COSTA COUNTY
8 days
+1 day change year-over-year



NUMBER OF SALES



ALAMEDA COUNTY

2,915

-18.0% year-over-year

CONTRA COSTA COUNTY

3,018

-19.5% year-over-year