FOHL

REALTY & INVESTMENTS

JUNE 2026 HAYWARD'S REAL ESTATE REPORT

HAYWARD'S #1 REALTOR

FROM "CRAZY BIDDING WARS" TO A SMARTER MARKET. HOW HAYWARD REAL ESTATE HAS CHANGED SINCE 2021.

If you bought or tried to buy a home in Hayward around 2021, you probably remember what it felt like: ultra low interest rates, multiple offers on nearly everything, and buyers stretching far over sellers' asking prices just to compete. It was a market driven by urgency, cheap money, and a real fear of missing out.

Today, the market feels different. It is still active, and well prepared and priced homes are still attracting strong interest, but the pace is more measured and the selling/marketing strategy sellers use matters more than ever. Instead of every listing turning into a bidding war frenzy, we are seeing a market that rewards thoughtful pricing, strong presentation, and a clear understanding of what buyers can actually afford.

One of the biggest shifts I'm seeing is that pricing and financing now work together differently than they did in 2021. Back then, buyers were often paying dramatically over asking prices, but they were also locking in historically low mortgage rates. Today, rates are much higher, which changes the monthly payment, and in some cases, buyers are not having to stretch quite as aggressively on price as they did during the Covid market. The math does not work out exactly the same for everyone, but for some households, the difference between a lower rate and a higher price versus a higher rate and a more measured sale price now is not as dramatic as people assume.

In today's market, the most successful sellers are those who are wisely pricing their homes a little under where we expect them to sell. The difference now is that it is more disciplined. It is not about creating chaos for the sake of chaos, but about positioning your home properly, generating the right attention, and letting real buyer demand bring the price where it should be. In Hayward, homes are still often selling at or above the listing price, which shows that strong pricing strategy still matters even in a more balanced market.

At the same time, not every homeowner who bought during the Covid years has seen a jump in value. That is one of the harder truths in today's market. Depending on the neighborhood, property type, condition, and what someone paid at the peak, some homes are worth about the same today as they were a few years ago, and in some cases a little less. That can be frustrating for sellers who expected every Bay Area home to keep climbing, but it is the reality of what happens when there is a buying spree going on, during an unusually heated market.

In a lot of ways, though, this is still a healthier market. Buyers often have a little more space to think, sellers can plan more strategically, and the process is less driven by panic. It may not have the excitement of 2021-2022, but for many homeowners in Hayward, a smarter market is actually a more workable one.

If you are curious how your home fits into today's market, this is where local context really matters. Some homes are still commanding strong premiums, while others need a more measured strategy based on what was paid, what has been updated, and how buyers are responding right now. If you are thinking about selling in the next six to twelve months, call me for a complimentary, no-pressure pricing review so you can understand where your home stands and what your best next move might be.

Les Fohl

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TOP 40 HAYWARD HOMES SOLD FROM APRIL 12TH, 2026 TO MAY 14TH, 2026

ADDRESS	BEDROOMS	BATHS	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
15594 Sharon St	3	1	1407	$599,000	$650,000	↑8.51%	4/28/2026
27777 E 12Th St	3	2	888	$725,000	$680,000	↓6.21%	5/6/2026
19378 Ricardo Ave	3	1	1156	$569,000	$745,000	↑30.93%	4/16/2026
27844 Miami Ave	3	2	1000	$744,000	$750,000	↑0.81%	4/17/2026
26847 Gaither Way	3	1	1227	$749,950	$750,000	↑0.01%	4/13/2026
937 Neil Way	3	1	998	$699,000	$750,000	↑7.30%	4/20/2026
24834 Joyce St	3	1	1000	$699,000	$760,000	↑8.73%	4/30/2026
2226 Vegas Ave	3	1	871	$749,999	$768,000	↑2.40%	4/27/2026
412 Solano Ave	3	1	1156	$799,999	$820,000	↑2.50%	4/28/2026
23719 Nevada Rd	3	2	1150	$779,000	$820,000	↑5.26%	4/13/2026
710 Grove Way	3	1	1309	$729,999	$820,000	↑12.33%	4/28/2026
22820 5th St	5	2	2064	$999,000	$850,000	↓14.91%	4/15/2026
18286 Meekland Ave	3	2	1315	$798,000	$850,000	↑6.52%	5/1/2026
22234 Prospect St	3	2	2039	$899,888	$869,000	↓3.43%	5/4/2026
26802 Lakewood Way	4	2	1501	$849,000	$880,000	↑3.65%	4/27/2026
30964 Faircliff St	3	2	1212	$945,888	$888,888	↓6.03%	4/24/2026
28458 Etta Ave	4	2	1224	$899,999	$899,999	Full Price	4/13/2026
27707 La Porte Ave	3	2	1200	$939,000	$905,000	↓3.62%	5/1/2026
28256 Karn Dr	3	2	1335	$849,999	$911,000	↑7.18%	5/1/2026
2644 Bal Harbor Ln	4	3	1942	$879,000	$915,000	↑4.10%	4/23/2026
266 Jerilynn Ln	4	3	1815	$919,999	$925,000	↑0.54%	4/28/2026
24839 Townsend Ave	3	2	1176	$919,000	$935,000	↑1.74%	4/16/2026
79 Middleton Pl	4	3	2043	$899,000	$940,000	↑4.56%	5/11/2026
22640 Filbert St	4	3	1835	$980,000	$980,000	Full Price	4/30/2026
31047 Brae Burn Ave	3	2	1161	$998,000	$998,000	Full Price	4/17/2026
29856 Ventnor Ct	3	2	1415	$985,000	$1,000,000	↑1.52%	4/30/2026
1131 Bishop Ave	3	2	1625	$998,000	$1,000,000	↑0.20%	4/15/2026
1510 Welford Cir	4	2	1901	$988,888	$1,000,000	↑1.12%	5/5/2026
24704 Manzanita St	3	2	1547	$998,000	$1,000,888	↑0.29%	5/7/2026
30683 Vanderbilt St	4	2	1590	$998,888	$1,100,000	↑10.12%	4/23/2026
278 Saint Andrews St	3	2	1250	$998,888	$1,100,000	↑10.12%	5/13/2026
792 Medford Ave	4	3	2142	$998,000	$1,100,000	↑10.22%	5/11/2026
25085 Silverthorne Pl.	4	3	2089	$1,089,999	$1,180,000	↑8.26%	5/1/2026
2473 Balmoral St	3	2	1308	$1,199,000	$1,275,000	↑6.34%	4/21/2026
27433 Whitman St	6	3	2529	$1,299,950	$1,299,950	Full Price	5/13/2026
29710 Cantera Dr	4	3	2997	$1,748,000	$1,715,000	↓1.89%	4/27/2026
2719 Shellgate Cir	5	3	2687	$1,750,000	$1,725,000	↓1.43%	4/24/2026
29803 Cantera Dr	4	3	2734	$1,775,000	$1,725,000	↓2.82%	4/29/2026
28719 Vista Grande Dr	5	3	2997	$1,768,888	$1,755,000	↓0.79%	5/1/2026
30253 Oakbrook Rd	6	4	3600	$1,825,000	$1,833,000	↑0.44%	4/27/2026
Average				**$996,080**	**$1,021,718**	**↑2.57%**	
Median				**$909,499**	**$920,000**	**↑1.15%**	
Lowest Sale				**$569,000**	**$650,000**	**↑14.24%**	
Highest Sale				**$1,825,000**	**$1,833,000**	**↑0.44%**	

CURRENT AVERAGE SOLD PRICES OF HOMES/CONDOS & TOWNHOUSES VS PREVIOUS HIGHS

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE APRIL 30, 2026	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE $ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	$1,132,520	$1,207,191	(May 2022)	**↓$74,671**	**↓6.19%**
Hayward Condos/TH	$629,099	$785,695	(March 2025)	**↓$156,596**	**↓19.93%**
San Leandro Homes	$973,658	$1,104,992	(April 2022)	**↓$131,334**	**↓11.89%**
San Leandro Condos/TH	$537,000	$662,857	(March 2025)	**↓$125,857**	**↓18.99%**

Proposed Oro Loma Sewer Lateral Ordinance: What You Need to Know.

Oro Loma Sanitary District is considering a new sewer lateral requirement that could significantly impact home sales in San Lorenzo and parts of San Leandro and Hayward (Properties in Unincorporated Alameda County). The proposed ordinance would require a sewer lateral inspection whenever a property in these unincorporated areas is sold and, if problems are found, the seller or buyer (as it's negotiable) would have to repair or replace the line as part of the transaction. For local homeowners and agents, this isn't just another disclosure form, because this requirement will add new costs, coordination, and timing considerations to the escrow process.

The focus is the private sewer lateral, the pipe that runs from your home to the public sewer line that usually runs under your street. These lines are often old, cracked, or root-intruded, which allows excess water into the system and increases the risk of leaks. In response to regional pressure to fix this, several East Bay communities have already adopted similar point of sale sewer lateral programs, and Oro Loma is now weighing the same approach. What sounds simple on paper, requires them to inspect, then repair if needed. Which can in reality mean scheduling contractors, pulling permits, and potentially opening up yards, driveways, or even parts of the street, sometimes right in the middle of a tight escrow.

For sellers, the biggest concern is surprise. Most owners have never "scoped" their sewer lateral and only find out about problems when there's a backup or an inspection requirement. Learning halfway through a 21 or 30 day escrow that you may need a multi-thousand dollar sewer-lateral replacement or repair can upend carefully planned moving timelines, down payment strategies, and even the ability to close on a replacement home. Buyers, meanwhile, will need clear expectations around who pays, how work will be scheduled, and whether repairs must be completed before closing or can be handled through credits and post closing agreements.

The Bay East Association of REALTORS® is actively engaging with Oro Loma because of these practical and financial impacts. A failing lateral discovered during escrow can cause major delays, unexpected expenses, or even jeopardize the deal altogether. Our association is urging the District to consider realistic timelines, phased implementation, and potential assistance or financing options so that environmental and infrastructure goals are met without overburdening homeowners. The goal is not to avoid responsibility for aging infrastructure, but to ensure any new requirement is predictable, transparent, and workable in real-world transactions.

For now, the key is awareness and now you're aware. The ordinance is not yet in effect, but the Oro Loma Board of Directors is scheduled to vote on it at their May 26th meeting. That meeting will be an important opportunity for homeowners, REALTORS®, and community members to hear the final details, ask questions, and share real world feedback about how this would affect everyday sales. If you own property in San Lorenzo or in Oro Loma-served areas of San Leandro or Hayward or you're thinking about buying or selling there, now is the time to pay attention, talk with us about possible sewer lateral impacts, and be prepared for this potential new layer in the sales process.

RIDDLE: I'm wasted by the careless, Hunted by the busy, Priceless once I'm gone. What am I?

ANSWER IS ON THE BACK PAGE

HOMES PROUDLY REPRESENTED BY FOHL REALTY

Selling your home? Homeowners who list their properties with Fohl Realty and Investments benefit by having their home marketed in our widely distributed newsletter. There is NO OTHER SINGLE SOURCE of marketing available in today's marketplace where a homeowner can get printed distribution of the information on their home to more potential buyers than being in this Newsletter. Picture your home here! Your home deserves this unique exposure. It separates your home from the thousands of homes competing with yours when buyers go online. Look, you're reading it now. PRINT marketing works! Call us today to reserve your home's space in our next newsletter! **(510) 728.8610**

SOLD OVER ASKING IN 12 DAYS FOR $2,100,000

HIGHLANDS
3499 LA MESA DR, HAYWARD
5 BEDROOMS | 3.5 BATHROOMS
3,668 SQ FT | 0.39 ACRE LOT

OFFERED AT $1,399,000

BEAUTIFUL VICTORIAN HOME
742 B STREET, HAYWARD
3 BEDROOMS | 3 BATHROOMS
4,200 SQ FT HOUSE | 9,726 SQ FT LOT

LISTED FOR $799,999

EDEN GARDENS
26003 DODGE AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,244 SQ FT HOUSE | 5,278 SQ FT LOT

SOLD OVER ASKING IN 8 DAYS FOR $911,000

SOUTH HAYWARD
28256 KARN DR, HAYWARD
3 BEDROOMS |2.5 BATHROOMS
1,335 SQ FT | 5,096 SQ FT

SOLD OVER ASKING IN 9 DAYS FOR $1,280,000

WOODLAND ESTATES
2617 LANCASTER RD, HAYWARD
4 BEDROOMS | 2 BATHROOMS
1,684 SQ FT | 9,000 SQ FT LOT

SOLD OVER ASKING IN 7 DAYS FOR $1,180,000

JACKSON TRIANGLE
25085 SILVERTHORNE PL, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,089 SQ FT | 4,000 SQ FT

SOLD OVER ASKING IN 10 DAYS AT $863,000

FAIRVIEW
22643 VALLEY VIEW DR, FAIRVIEW
3 BEDROOMS | 1.5 BATHROOMS
1069 SQ FT | 7,315 SQ FT

SOLD OVER ASKING FOR $1,050,000

HAYWARD HILLS
25480 UNIVERSITY CT, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,258 SQ FT | 0.55 ACRE LOT

SOLD IN 5 DAYS FOR $899,999

TENNYSON-ALQUIRE
28458 ETTA AVE, HAYWARD
4 BEDROOMS | 2 BATHROOMS
1224 SQ FT | 5,000 SQ FT

Why Online "Home Value Estimates" in Hayward Are Off by $50,000 to $100,000

(In many cases, even more! How is this possible?

Many Hayward homeowners today turn to online home value estimates when they start thinking about selling. I've written about AVMs (automated valuation models) before, but it's worth revisiting, especially if you are considering a move and want a more dialed in understanding of your home's value.

Recently, while preparing a real life valuation for a homeowner, I used that property as a case study to compare online estimates. Across the major platforms, the estimated values for the same home ranged from the high $800,000s to over $1,040,000 - a spread of more than $100,000 for one address. That kind of gap is exactly why relying on a single online number can be misleading.

These online figures are generated by AVMs, essentially "good comps robots." They pull public data such as square footage, bed and bath counts, prior sales, tax records, and neighborhood trends to predict a value. While they can be a useful starting point, they are not appraisals or professional pricing opinions, and each company uses different data, boundaries, and algorithms, which is why the numbers often don't match. More importantly, AVMs have limitations that matter in the real world.

They cannot see interior condition, quality of upgrades, layout, curb appeal, or micro-location factors such as whether a home is on a quiet interior street or a busy corner. They also do not account for selling strategy or current hyper local buyer demand. Even the AVM companies publish median error rates of around 5-7% or more for off-market homes, which can translate to tens of thousands of dollars on a typical property.

This is where my neighborhood expertise becomes invaluable. I'm an expert in this city and especially, your neighborhood. Because I study local floor plans, lot nuances, recent sales, and what today's buyers will actually pay for specific features, I can interpret comparable sales with context in a way no algorithm (and most non-Hayward agents) can. My custom pricing analysis goes beyond what the data alone suggests, aligning condition, competition, and strategy to position your home for the strongest possible result.

Online estimates are best treated as rough data points, not as your home's value. If you are thinking about selling in the next 3-6 months and would like a more precise, in-person valuation tailored to your specific home and goals, I'd be happy to prepare a complimentary, no-pressure pricing review for you. Call me quickly at **(510) 728-8610**

Summer 2026 in Hayward: Staycation Style Fun Close to Home

Summer in Hayward is the perfect excuse to stay local and still have a great time. With longer days, warmer evenings, and plenty happening around town, you do not need to battle traffic or book a flight to enjoy the season.

Downtown's **Summer Street Parties** return to B Street on the third Thursday of June, July, and August from 5:00 p.m. to 9:00 p.m. Expect live music, food, local vendors, and that fun neighborhood energy where you are bound to run into familiar faces.

Looking for something a little more active? Hayward's **first annual 5K Medal Run** is happening **Saturday, June 20th at 11:00 a.m. at Mt. Eden High School**, and it is shaping up to be a fun community event for runners, walkers, and families alike. Even better, **FOHL Real Estate is proud to sponsor one of the hydration stations**, so come out, get moving, and be sure to stop by and say hello while you cool off and cheer on your neighbors.

For a more relaxed summer evening, the **Hayward Municipal Band** offers free Sunday concerts at Memorial Park's Tony Morelli Bandstand behind the Hayward Plunge. Pack a blanket, bring snacks, and enjoy everything from jazz to movie themes in a laid back setting that feels straight out of a small-town summer movie.

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Please mail by May 30, 2026

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H.A.R.D. and the City of Hayward also host family-friendly events throughout the season, including wellness activities, kids' programs, and community celebrations. Their event calendars are great resources when you are looking for easy weekend plans close to home. Want my favorite local summer spots, parks, coffee shops, or neighborhoods closest to the action? Send me a text or email. I am always happy to help you discover the lifestyle and community that feels most like home.

RIDDLE ANSWER: Time

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LOOKING TO SELL IN THE NEXT 3-6 MONTHS?

CALL OR EMAIL ME TO SCHEDULE AN APPOINTMENT TODAY!