FOHL
REALTY & INVESTMENTS

AUGUST 2025 HAYWARD REAL ESTATE REPORT

HAYWARD'S #1 REAL ESTATE TEAM

IT'S A GENERATIONAL THING ...

We've all watched the Progressive commercial where Dr. Rick, a "Parentmorphosis-Life Coach", offers advice to individuals struggling to resist the urge of becoming their parents. These commercials make us laugh because deep down, I think we all somehow relate in one way or another. As teens and in our twenties, the idea of becoming like our parents can be a dreadful one, but I've always found this rather fascinating. Understanding different generations, what they lived through, and how it impacted them, is very interesting.

Those who were born between 1902 and 1927 were part of the Greatest Generation. They lived through the Great Depression and then went off to fight in World War II. They are known for being hard workers and having grit. They were followed by the Silent Generation, who were born between 1928 and 1945. The silent generation famously got their name for being so conformist that they were silent through the McCarthy era when the fear of Communism swept the country. During this era, kids were expected to earn their way through life using a strong work ethic.

Then, our Baby Boomers arrived, being born between 1946 and 1964. This generation actually had a wild youth we often don't talk about. Boomers are named for the population that occurred after WWII, and many young people of this generation defied their parents, protested the Vietnam War, and created the "Summer of Love." Boomer parents redefined parenting by being the first generation to look at their kids perspective of growing up ... okay Boomers!

After the Boomers came Generation X (born between 1965-1980). They lived through the AIDS epidemic, MTV culture, and a shifting landscape that would give rise to LGBTQ+ rights. Childcare was cheap, maybe even "free", since the older siblings were the sitters. They were nick-named the "Latch-Key" Kids. This generation of kids was allowed to stay out and play on the street until the lights came on, remember? Ironically, Gen X'ers were the first group to "helicopter parent" their own children, and they tend to be far more involved with their children's social and educational development.

From 1981 to 1996 we welcomed our Millennials, or Gen-Y. They lived through 9/11 and they remember when Amazon only sold books. They're also the first generation to know a childhood both with and without the internet, which now plays a significant role in their personal lives. This generation has proven to be incredibly community-oriented and

Continued on page 5...

TOP 40 HAYWARD HOMES SOLD FROM JUNE 27TH, 2025 TO JULY 22ND, 2025

ADDRESS	BED	BATH	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
2242 Dunn Rd	2	1	953	$310,000	$410,000	↑32.26%	7/10/2025
2710 Ocala St	3	2	1128	$749,888	$650,000	↓13.32%	7/15/2025
25684 Sublett Dr	3	2	1403	$699,000	$665,000	↓4.86%	7/11/2025
178 Hermes Ct	3	1	1464	$699,000	$685,000	↓2.00%	7/11/2025
26618 Jane Ave	3	1	1130	$599,000	$690,000	↑15.19%	7/17/2025
338 Copperfield Ave	3	2	1318	$749,000	$700,000	↓6.54%	7/15/2025
968 Lester Ave	4	1	1340	$699,999	$715,000	↑2.14%	7/11/2025
27716 Calaroga Ave	3	2	1119	$695,000	$740,000	↑6.47%	7/3/2025
29183 Dixon St	2	2	868	$798,000	$740,000	↓7.27%	7/12/2025
21393 Birch St	3	2	1098	$739,000	$750,000	↑1.49%	7/3/2025
30456 Hoylake St	3	2	1250	$599,000	$750,000	↑25.21%	7/9/2025
18289 Meekland Ave	2	2	1200	$748,950	$755,000	↑0.81%	7/18/2025
452 Solano Ave	3	1.5	1156	$769,900	$755,000	↓1.94%	7/3/2025
27239 Dunbar Pl	4	2	1480	$798,000	$775,000	↓2.88%	6/30/2025
25530 Barnard St	3	2	1359	$975,000	$800,000	↓17.95%	7/10/2025
26804 Eldridge Ave	3	1.5	1635	$839,000	$825,000	↓1.67%	7/17/2025
26179 Mocine Ave	4	2	1655	$825,000	$825,000	Full Price	7/3/2025
22075 Baywood Ave	4	2	1767	$949,999	$830,000	↓12.63%	7/11/2025
1377 Henderson Ln	3	2	1231	$749,950	$850,000	↑13.34%	6/30/2025
26739 Gading Rd	3	1	1059	$875,000	$860,000	↓1.71%	7/15/2025
21732 Orange Ave	3	1	1288	$895,000	$867,750	↓3.04%	7/2/2025
278 Via Mirlo	4	2	1429	$868,000	$875,000	↑0.81%	7/15/2025
29865 Baltic Ct	3	2.5	1415	$899,000	$885,000	↓1.56%	6/26/2025
19335 Waverly Ave	3	2	1772	$899,000	$918,000	↑2.11%	7/17/2025
914 Leonardo Way	5	3	1540	$899,999	$935,000	↑3.89%	6/30/2025
1257 West St	3	2	1517	$949,000	$949,000	Full Price	7/8/2025
2481 Cabrillo Dr	3	2	1600	$899,000	$950,000	↑5.67%	6/27/2025
519 Banbury St	3	2	1458	$899,000	$970,000	↑7.90%	7/9/2025
1706 Grove Way	3	2	1636	$925,000	$975,000	↑5.41%	7/8/2025
1900 Osage Ave	3	2	1224	$998,000	$995,000	↓0.30%	7/8/2025
1061 Currant Way	3	2	1326	$949,000	$1,000,000	↑5.37%	7/1/2025
30113 Treeview St	3	2	1540	$1,079,000	$1,040,000	↓3.61%	7/9/2025
30566 Prestwick Ave	3	2	1419	$999,000	$1,045,000	↑4.60%	6/30/2025
2015 Parkhurst St	4	2.5	1888	$950,000	$1,050,000	↑10.53%	7/2/2025
22123 Peralta St	5	3	1986	$1,125,000	$1,050,000	↓6.67%	7/9/2025
635 Janice Ave	3	2	1371	$999,000	$1,075,000	↑7.61%	7/16/2025
2772 Shellgate Cir	4	2.5	2198	$1,588,000	$1,550,000	↓2.39%	7/18/2025
336 Arrowhead Way	5	3.5	2853	$1,699,000	$1,710,000	↑0.65%	7/11/2025
28752 Vista Grande Dr	5	3	2997	$1,725,000	$1,725,000	Full Price	7/13/2025
29848 Cantera Dr	4	3	3150	$1,830,000	$1,830,000	Full Price	7/2/2025
Average				**$923,542**	**$929,118**	**↑0.60%**	
Median				**$897,000**	**$863,875**	**↓3.69%**	
Lowest Sale				**$310,000**	**$410,000**	**↑32.26%**	
Highest Sale				**$1,830,000**	**$1,830,000**	**Full Price**	

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

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE JUNE 30, 2025	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE $ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	$1,072,294	$1,207,191	(May 2022)	**↓$134,897**	**↓11.17%**
Hayward Condos/TH	$677,339	$785,695	(March 2025)	**↓$108,356**	**↓13.79%**
San Leandro Homes	$865,483	$1,104,992	(April 2022)	**↓$239,509**	**↓21.68%**
San Leandro Condos/TH	$617,500	$662,857	(March 2025)	**↓$45,357**	**↓6.84%**

HOW PROPOSITION 19 IS HELPING HAYWARD RESIDENTS 55+ MAKE A MOVE!

I can't begin to tell you how many times I've sat across the table from you or one of your neighbors who proudly shared that they bought their home 40, even 50 or 60 years ago for under $30,000. Can you imagine? You can't even buy a descent car, a kitchen remodel, or a "starter level" family ski boat for that price today!

While it's something homeowners are proud of, especially if they were lucky enough to have paid it off without refinancing or otherwise pulling equity out, it's also something that has held many of you hostage here. Here's why ... in California, property taxes are based on your original purchase price and increase only modestly each year under Proposition 13. It's not uncommon to see homeowners in Hayward paying less than $1,500 a year in property taxes because of what they originally paid way back. As of July, 22nd the average home price in Hayward was $1,002,558, for a new buyer they could be looking at an annual tax bill of over $10,000. Yikes! ($sales price X .0125(est) =$ __)

So, while it's tempting to cash out and sell for a major profit, many long term homeowners might feel stuck. Selling your home means buying a new one and likely getting hit with a much higher tax bill that could stretch your fixed income far beyond comfort.

Well, here's some great news!! In November 2020, California voters passed Proposition 19, which gives homeowners aged 55 and over a powerful new option.

If you qualify, you can now transfer your current property tax base to a new home anywhere in California. For many folks, this means that you can now sell your longtime Hayward home and move to any county in California that you want. This might even bring you closer to friends, family (especially grandchildren), casinos (lol), or hospitals that better meet your needs. Whatever your needs may be, Prop 19 opens doors that were previously closed. And because it allows up to three tax base transfers in a lifetime, you're no longer locked into a one and done decision.

While there are other factors that should be considered when making the move (i.e. how this may impact your children/grandchildren if they planned to have your tax base transferred to them), it really is an incredible opportunity. If you're interested in learning more about Proposition 19, how you can take advantage of the opportunity and what I'd advise, call me at (510) 728-8610 and I'll be happy to chat with you and help you determine whether this is something that makes sense for you. I'll look forward to hearing from you.

Les Fohl

RIDDLE: With pointed fangs, I sit and wait; with piercing force, I crunch out fate; grabbing victims, proclaiming might; physically joining with a single bite. *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 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**

LISTED FOR $1,299,999

HAYWARD HILLS
24948 CAMPUS DR, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,142 SQ FT HOUSE | 9,983 SQ FT LOT

LISTED FOR $799,999

SOUTHGATE
2156 SLEEPY HOLLOW AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,501 SQ FT HOUSE | 5,445 SQ FT LOT

LISTED FOR $1,249,950

MOUNT EDEN
1572 GLENN ST, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,244 SQ FT HOUSE | 3,000 SQ FT LOT

PENDING

TENNYSON-ALQUIRE
29899 TAYLOR AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,156 SQ FT HOUSE | 3,348 SQ FT HOUSE

THIS SPACE RESERVED FOR YOUR PROPERTY

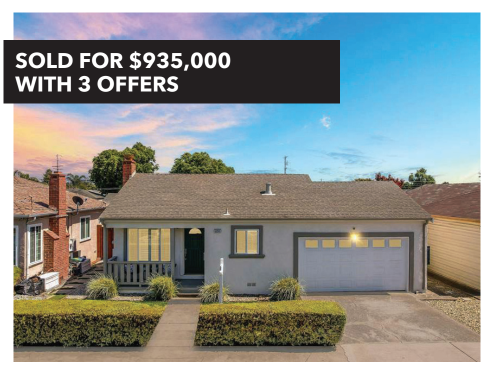
SOLD FOR $750,000

SCHAFER PARK
25896 BOOKER WAY, HAYWARD
3 BEDROOMS | 1 BATHROOM
1,040 SQ FT HOUSE | 6,205 SQ FT LOT

SOLD $100K OVER ASKING FOR $850,000 WITH 9 OFFERS

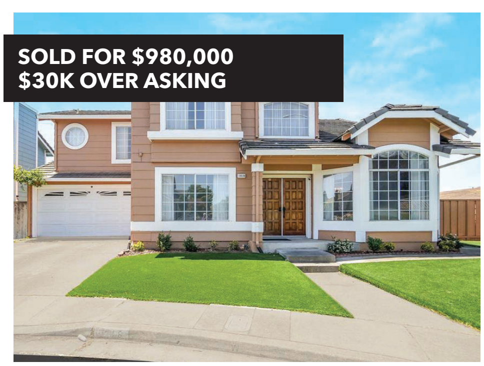
SCHAFER PARK
1377 HENDERSON LN, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,231 SQ FT HOUSE | 5,568 SQ FT LOT

SOLD FOR $935,000 WITH 3 OFFERS



WINTON GROVE
914 LEONARDO WAY, HAYWARD
5 BEDROOMS | 3 BATHROOMS
1,540 SQ FT HOUSE | 5,000 SQ FT LOT

SOLD FOR $980,000 $30K OVER ASKING



PENNY AREA
18606 GALTON LN, HAYWARD
4 BEDROOMS | 3 BATHROOMS
1,746 SQ FT HOUSE | 4,112 SQ FT LOT

Continued from front cover page page ...

environmentally conscious, which are traits being picked up by their kids.

When it comes to parenting, millennials are more likely than prior generations to encourage their children to live as their authentic selves, and they're leading the movement in helping gender nonconforming kids to be happy with who they are. Because they likely had "helicopter" parents, they are now taking on a freer approach to parenting, allowing their children to explore and create without constant structure or supervision.

Generation Z or I-Gen kids were born from 1997-2010. They are the first to be born into a world where they know nothing besides constant connection to one another, albeit through phones, screens, and tablets. However, like millennials before them, Gen Z'ers are often environmentally conscious, inclusive and accepting of others, and extremely politically aware, even if they're not of voting age.

Lastly, but of no less importance, kids born between 2010 and 2024 are part of Generation Alpha. They're the first generation of kids who will never know a time when social media didn't exist, and they're far more tech-savvy than any generation previously, which may change humanity in many positive ways. On the flip side, this reliance on technology could lead to reduced attention spans and fewer in-person connections.

Some Gen Alphas were the first to be born during the COVID-19 pandemic, they're more diverse than any other generation, and they're more likely to be in a single parent household. Sadly, while we all grew up with fire and earthquake drills at school, this generation is also having active shooter drills. Ugh.

This year we started welcoming our Beta Generation (born 2025-2039). They'll likely be tech-savvy and socially conscious like Gen-Alpha, and they might prioritize adaptability, individuality, and sustainability. Unlike past generations, artificial intelligence (AI) and digital connectivity will likely be a part of their daily lives.

So, what generation are you from? How were you impacted by world events? Keep in mind that the technological advances and the economy play a role in this too. In fact, in 1984 when my parents bought their first home, the median home sales price in the U.S. was approximately $78,200, while the median house-hold income was $74,600. In 2024, the median home sales price was $398,400, while the median household income was $97,800!! The rise in home values, as a percentage has risen much higher then our income.

While interest rates are significantly lower today, (i.e. 7% vs. 13.88%), it's still incredibly difficult for first-time home buyers to get into a home. This has led to the era of multigenerational homes, and in some cases sandwich homes, where you have 3 different generations living under one roof. Let's hope this helps lead the way for a generation of very, very patient kids haha!

Les Fohl

Buyers - Think there's only one interest rate? Think again! You can actually ask a seller for a credit to buy down your rate—often lowering your monthly payment more than if you'd offered less for the home. This strategy can mean serious long-term savings and a more affordable payment from day one.

Curious how this works? Reach out—I'll break it down for you in minutes!

santa cruz lending group
MASONMAC

BRITTANY McCLELLAN
831-325-9677
Brittany@santacruzlending.com
NMLS 1923314

FOHL
REALTY & INVESTMENTS

Please mail by August 9, 2025

PRESORTED
STANDARD
US POSTAGE
PAID
FolgerGraphics

THANK- **FOHL** HEART RAFFLE

At Fohl Realty, we're more than just your local real estate team, we're your neighbors. We understand that rising costs can make everyday essentials feel like a stretch. That's why we're doing our Thank-FOHL Heart Raffle. A small gesture to show our appreciation for the Hayward community we love so much!

As a token of gratitude, we're raffling off two prizes to help lighten the load:

- **A $100 gas card or**
- **A $100 Safeway gift card**

Because sometimes, a full tank or a few groceries can go a long way!

Want to enter? It's easy! Scan the QR code to enter.

Having issues with the QR code? Give our office a call to manually enter yourself. Please just provide **Your Name, Phone Number and Home Address.**

One entry per household. Complete the form by Friday, August 29th. The winners will be contacted the following week.

Good Luck!

RIDDLE ANSWER: A Stapler

READY TO SELL YOUR HOME?

CALL/TEXT OR EMAIL US TO SCHEDULE AN APPOINTMENT TODAY!

FOHL
REALTY & INVESTMENTS

(510) 961-1179
INFO@FOHLREALTY.COM
22326 Main Street, Hayward, CA 94541
DRE: 01275388