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REALTY & INVESTMENTS

JANUARY 2026 HAYWARD'S REAL ESTATE REPORT

HAYWARD'S #1 REALTOR

2025... 2nd LOWEST number of Hayward homes sold in over 25 years!!

As I write this article on December 23, 2025, it's clear that 2025 will go down as one of the slowest years for single-family home sales in Hayward in more than 25 years. Based on the data shown in the charts I've created, total sales for the year are expected to come in at just under 650 homes, making 2025 the second lowest year on record. The only year with fewer sales was 2007, when just 502 homes sold. That period marked the beginning of the end of a major market shift, followed by a complete collapse in real estate and sharp price declines and a tsunami of short sales and foreclosures in the years that followed.

These charts also tell another important story. While prices softened year over year in 2025, buyer demand did not disappear. Homes that were properly prepared, professionally marketed, and priced strategically, continued to sell quickly and for strong prices, even in a slower market.

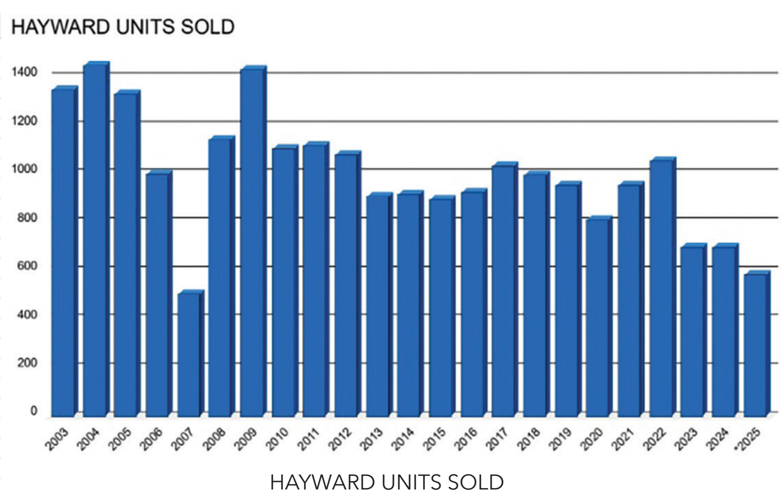
Looking ahead to 2026, mortgage rates remain the biggest factor. The average 30 year fixed rate is currently hovering between 6% and 6.25%, and expectations are that rates will remain near this range through most of 2026, with the potential for a gradual dip later in the year. The upside is that even a small improvement in rates typically brings more buyers back into the market, especially first time buyers, which can increase activity quickly.

In Hayward specifically, with prices having softened in 2025, 2026 will be less about "name your price" and more about "earn your price." The sellers who perform best will be those who prepare their homes intelligently, present them in their best light (including professional photography, videography, and drone marketing) and price their homes in the sweet spot where demand is strongest.

2026 is shaping up to be a year where smart, patient buyers will find opportunity, and well prepared sellers can still achieve strong results, but the days of autopilot are gone. This is no longer a market where you can simply put a home online and expect it to fly off the shelf. Today's buyers are cautious, informed, and selective, and sellers need a strategy, not just exposure.

That's exactly why having an experienced Hayward Realtor on your side in 2026 matters more than it has in years. Understanding the data, the charts, the neighborhoods, and today's buyers makes all the difference. If you're thinking about buying, selling, or investing in 2026, don't hesitate to give me a call at (510) 728-8610 to talk through your real estate goals.

YEAR	UNITS SOLD
2003	1347
2004	1446
2005	1331
2006	998
2007	502
2008	1140
2009	1429
2010	1104
2011	1117
2012	1077
2013	905
2014	915
2015	892
2016	925
2017	1033
2018	995
2019	951
2020	809
2021	952
2022	1053
2023	696
2024	697
*2025	582



HAYWARD UNITS SOLD

TOP 40 HAYWARD HOMES SOLD FROM NOVEMBER 24TH, 2025 TO DECEMBER 31ST, 2025

ADDRESS	BED	BATH	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
27828 Mandarin Ave	3	2	1264	$699,600	$559,000	↓20.10%	12/26/2025
19736 Royal Ave	3	1	1260	$699,000	$600,000	↓14.16%	12/26/2025
27894 Andrea St	3	1	927	$599,000	$625,000	↑4.34%	12/1/2025
26330 Hickory Ave	3	1	1042	$485,000	$650,000	↑34.02%	12/16/2025
27426 Patrick Ave	3	2	1442	$650,000	$660,000	↑1.54%	12/1/2025
22391 Princeton St	2	1	890	$650,000	$660,000	↑1.54%	12/19/2025
641 Jordan Way	3	1	1313	$715,000	$674,000	↓5.73%	12/30/2025
27628 Pensacola Way	3	2	1264	$749,950	$710,000	↓5.33%	12/29/2025
19837 Waverly Ave	3	1.5	1182	$659,888	$710,000	↑7.59%	12/11/2025
266 Gloria St	3	1	1107	$699,950	$715,000	↑2.15%	12/8/2025
26171 Eldridge Ave	3	1	1077	$699,000	$720,000	↑3.00%	12/1/2025
23136 Amador St	3	2	1200	$725,000	$725,000	↑0.00%	12/23/2025
19665 Royal Ave	3	1.5	1156	$825,000	$730,000	↓11.52%	12/2/2025
24660 Joanne St	3	2	1352	$699,000	$755,000	↑8.01%	12/26/2025
1068 Sumatra St	3	1.5	1125	$770,000	$770,000	Full Price	12/31/2025
22836 Fuller Ave	3	2	1307	$699,000	$790,000	↑13.02%	12/8/2025
27923 Havana Ave	3	2	1000	$780,000	$810,000	↑3.85%	11/24/2025
23735 Stonewall Ave.	3	2	1162	$799,999	$820,000	↑2.50%	12/15/2025
2072 Everglade St	3	2	1125	$845,000	$830,000	↓1.78%	12/3/2025
26623 Eldridge Ave	3	2	1663	$899,000	$835,000	↓7.12%	12/3/2025
2627 Naples St	3	2	1128	$819,998	$835,000	↑1.83%	12/30/2025
1513 Sylvia St	3	2.5	1410	$949,000	$850,000	↓10.43%	12/5/2025
507 Longwood Ct	3	1	1025	$818,000	$850,000	↑3.91%	12/9/2025
27584 La Porte Ave	3	2	1497	$899,888	$860,000	↓4.43%	12/10/2025
28023 Tampa Ave	3	2	1000	$797,000	$860,000	↑7.90%	12/3/2025
26132 Jane Ave	4	3	1974	$999,999	$878,888	↓12.11%	12/24/2025
24796 Pear St	5	2	1579	$799,000	$880,000	↑10.14%	12/5/2025
27159 Underwood Ave	3	2	1473	$849,950	$889,000	↑4.59%	12/24/2025
250 Jacaranda Dr	3	2	1296	$899,000	$900,000	↑0.11%	12/8/2025
22592 Sonoma St	4	3	1521	$935,000	$912,500	↓2.41%	12/11/2025
124 Montevina Way	3	3.5	1854	$925,000	$925,000	Full Price	12/5/2025
2710 Ocala St	3	2	1128	$899,000	$930,000	↑3.45%	11/26/2025
26142 Gettysburg Ave	3	3	1671	$985,000	$937,500	↓4.82%	12/19/2025
27553 Portsmouth Ave	3	2	1128	$899,000	$950,000	↑5.67%	11/24/2025
30847 Prestwick Ave	6	2	1559	$1,100,000	$955,000	↓13.18%	12/24/2025
794 Resota St	4	2	1701	$978,888	$1,030,000	↑5.22%	12/8/2025
29288 Chance St	4	2.5	1823	$1,370,000	$1,180,000	↓13.87%	12/16/2025
20342 Concord Ave	4	3	2036	$1,195,000	$1,195,000	Full Price	12/29/2025
28784 Vista Grande Dr	4	3	2734	$1,698,000	$1,710,000	↑0.71%	11/26/2025
30279 Brookfield Rd	5	3	2759	$1,698,000	$1,730,000	↑1.88%	11/26/2025
Average				**$850,758**	**$865,147**	**↑1.69%**	
Median				**$799,475**	**$835,000**	**↑4.44%**	
Lowest Sale				**$485,000**	**$559,000**	**↑15.26%**	
Highest Sale				**$1,698,000**	**$1,730,000**	**↑1.88%**	

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

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE SEPTEMBER 30, 2025	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE $ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	$1,006,981	$1,207,191	(May 2022)	**↓$200,210**	**↓16.58%**
Hayward Condos/TH	$637,442	$785,695	(March 2025)	**↓$148,253**	**↓18.87%**
San Leandro Homes	$900,104	$1,104,992	(April 2022)	**↓$204,888**	**↓18.54%**
San Leandro Condos/TH	$630,986	$662,857	(March 2025)	**↓$31,871**	**↓4.81%**

Prop 19: What We Thought We Voted For ... And What We Got.

If you've lived in Hayward for a while, you know California's rules around housing and taxes can feel like they're written in a foreign language. Folks just want a simple answer to a simple question: "What happens to my house and my kids when I'm gone?"

Back in 2020, many Californians voted on Proposition 19 with that question in mind. The ballot title talked about helping seniors, people with disabilities, and wildfire victims, and it sounded like a way to "protect family homes" while also supporting firefighters and emergency response. It felt like one of those rare win-win measures. On it's face it seemed that a YES vote was obvious.

Over the last few years, though, a lot of Hayward families have learned the hard way that there was a second dark side to Prop 19 that didn't get much airtime. When the dust settled, many people discovered that the measure also took away long-standing tax protections on inherited property. For some families, that translated into a painful surprise: a big property-tax jump when a parent or grandparent passed away.

For some homeowners, Prop 19 did deliver a real benefit. If you're 55 or older, severely disabled, or your home was hit by a natural disaster, you can move somewhere else in California and take much of your low property tax base with you. That has helped some longtime owners downsize or move closer to kids without getting clobbered by a new tax bill. This was and remains great news.

The big shock came on the inheritance side. Before Prop 19, a parent could leave a home (and sometimes a small rental or other property) to their children, and the property tax assessment usually stayed low, even if the kids didn't move in. Under Prop 19, that safety net largely disappeared. Now, in most cases, for a child to keep the old tax base, the property must become the child's primary residence, and even then there's a value cap. If the house is worth much more than that cap or if the kids want to keep it as a rental or "family place" the taxes can jump to current market levels.

That change has led to some tough choices. Families who planned to keep a modest rental their parents bought decades ago are sometimes finding they can't afford the new tax bill. Others are forced to sell a long-time family home because the numbers simply don't pencil out. That's the real-world, kitchen-table impact of a measure that was sold as "protecting family homes."

When you look back at how Prop 19 was marketed, it's not hard to see why some voters feel like they didn't get the full story. The public messaging was filled with pictures of seniors, stories of wildfire victims, and promises about helping firefighters and schools. On the harsher side, the big property-tax hit many inherited homes and small family rentals, was buried in the fine print.

A lot of ordinary voters understandably thought they were voting to help Grandma move closer to the grandkids and to give firefighters more resources. They didn't realize they were also voting to limit the tax break their own kids or grandkids might rely on to keep a home in the family. Now, as families bump into these rules during some of the hardest moments in life after a death, that misunderstanding feels personal.

Oh, by the way, the firefighters' funding piece has also raised eyebrows. There was talk of new money being set aside for wildfire response, but in practice, the extra revenue picture has been murkier than people expected. That has only deepened the sense among some voters that the sales pitch and the outcome don't quite match.

Because of all this, there's now a growing effort to roll back or even repeal the Prop 19 changes that hit inherited property. You may hear these efforts described with phrases like "Repeal the Death Tax" or read/hear talk about restoring the old parent-to-child rules. These efforts are still working their way through the process and will likely show up as ballot measures or constitutional amendments in the next couple of years.

Continued on page 5...

RIDDLE: What is something that comes once in a minute, twice in a moment, but never in a thousand years?

ANSWER IS ON THE BACK PAGE

HOMES PROUDLY REPRESENTED BY FOHL REALTY

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HIGHLANDS
27449 DOBBEL AVE, HAYWARD
4 BEDROOMS | 2 BATHROOMS
FIXER UPPER ON LARGE 35,500 SQ FT LOT

BURBANK NEIGHBORHOOD
328 C ST, HAYWARD
4 BEDROOMS | 2.5 BATHROOMS
1,607 SQ FT HOUSE | 1,742 SQ FT LOT

EDEN GARDENS
2472 BRADFORD AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,468 SQ FT HOUSE | 5,035 SQ FT LOT

HIGHLANDS
3608 SISKIYOU CT, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,552 SQ FT HOUSE | 9,463 SQ FT LOT

THIS SPACE RESERVED FOR YOUR PROPERTY

FAIRVIEW
2746 EAST AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,451 SQ FT HOUSE | 7,590 SQ FT LOT

PROMINENCE
4520 RIDING CLUB CT, HAYWARD
4 BEDROOMS | 3 BATHROOMS
3,045 SQ FT HOUSE | 9,658 SQ FT LOT

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

FAIRVIEW
3246 SADDLE DR, HAYWARD
4 BEDROOMS | 2.5 BATHROOMS
1,854 SQ FT HOUSE | 0.38 ACRE LOT

Continued from page 3...

For Hayward families, the important thing to know is this: for now, Prop 19 is still the law. If you own a home and you want to leave it to your kids, or if you've just inherited a property, the current rules apply unless or until voters change them. That means it's wise to talk with a trusted tax professional or estate-planning attorney now, rather than assume the old rules still apply.

Hayward has always been a place where families put down roots, sometimes over several generations. Many of our residents bought their homes when prices were a fraction of what they are today. Those homes are not "luxury mansions" to the families who live in them; they're the nest egg, the safety net, and the place everyone comes back to for birthdays and holidays.

Prop 19 reminds us that a few lines of ballot-box language can reshape those plans in ways people don't expect. If nothing else, it's a lesson in slowing down, asking hard questions, and looking past the slogans the next time a "can't-miss" measure lands on our ballot.

If you'd like to learn more about how these rules might affect you or your family, consider attending a local workshop, reaching out to a trusted advisor, or contacting city or county offices that work with property tax and housing issues. The rules may be complicated, but the goal is simple: making sure Hayward families can make informed decisions about their homes and their future. Happy New Year!

Les Fohl

Say Goodbye to New Gas Water Heaters and Gas Furnaces. An Early Warning!

If you live in Hayward or anywhere in Alameda County, a shift with our gas appliances is coming, and while it's meant to move us toward safer, more energy efficient homes, it can impact you if you're thinking about selling or buying toward the end of 2026 or beyond.

Starting January 1, 2027, Alameda County begins a transition tied to new regional rules around gas water heaters. The important thing to know is this: homeowners are not being forced to remove an existing, functioning gas water heater simply because of the date. If your gas water heater is working, you can continue using it. However, the long term direction is clear. Traditional gas water heaters are being phased out, which means that when your unit eventually needs to be replaced, whether that's next year or several years from now, the replacement options will increasingly be electric or heat pump based systems.

For homeowners planning ahead, especially those considering selling in 2027, this is where awareness becomes key. Buyers today are more informed and more curious than ever. During inspections and negotiations, questions are already coming up about the age of water heaters, replacement costs, and whether a home is positioned for future compliance.
This doesn't mean your home suddenly becomes less valuable, but it does mean understanding the conversation helps you stay ahead of it.

Gas powered furnaces will face the same rules beginning January 1, 2029. For those of you who love to cook/bake with your gas stove/ovens, for the moment you're safe. There aren't any changes slated for these ... yet.

The shift away from gas water heaters and furnaces is less about urgency today and more about preparation for tomorrow. FYI, I agree and support these necessary changes. Knowing how old your current unit is, what replacement options look like, and whether an upgrade makes sense before listing can all factor into a smoother sale and stronger buyer confidence. Sometimes the right move is proactive, other times it's simply being able to explain what a buyer can expect down the road.

If you're wondering how these changes apply to your specific home, whether replacing a water heater before selling makes sense, or how to position your property strategically in a 2026 market, I'm always happy to talk it through. A quick conversation can often turn uncertainty into a clear plan, and I'd love to be a resource for you as you plan your next move.

SELL UNWANTED GIFT CARDS FOR CASH? 😲

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Please mail by January 15, 2026

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It's proper etiquette to thank someone for a gift, even if it's something you don't want or can't use. That's as true of gift cards as it is of ugly sweaters. Nearly half (47%) of Americans, and that includes ME, have at least one unused gift card or store credit. Interestingly I discovered that average balance is $175 per household, totaling $21 billion in neglected cards nationwide. Wow! Mindblowing right?

If your holidays were always filled with gift cards you don't feel like going through the time and energy needed to redeem, there are simple ways to turn those cards into cash. There are online companies like CardCash, GCX and Prepaid2Cash that will buy your cards and turn them into cash, or you can even trade them in for a different gift card of your choice.

Keep in mind that they will not pay you the value of the card and that there might be fees involved, but if you do your homework, you can actually get use out of those cards instead of putting them away only to find them again next year when you're cleaning out your junk drawer ... ha-ha?

Here's a very important tip if you are going to do this: make sure you confirm the balance on the cards <u>before</u> turning them in so that you make sure you get what you're expecting! Happy Shopping!

CHEERS TO THE NEW YEAR!!

As we step into January, I hope you and your loved ones enjoyed a wonderful holiday season and rang in the New Year safely and joyfully. As we look ahead to 2026, I want to remind you that I'm always here as your trusted, go-to resource for all things real estate. Whether you're navigating a Trust, Probate, or Foreclosure sale, exploring investment opportunities, or simply starting to think about buying or selling, you can count on my experience and guidance every step of the way. I'm truly grateful for your continued support and referrals to friends and family; it means more than you know! Let's make 2026 an incredible year, and I look forward to connecting with you to talk through your real estate goals, whatever they may be.

RIDDLE ANSWER: The Letter "M"

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LES FOHL

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