FOHL

REALTY & INVESTMENTS

# JUNE 2025 HAYWARD REAL ESTATE REPORT

## HAYWARD'S #1 REAL ESTATE TEAM

# HAYWARD'S HOME BUYER DEMAND SLUMPS AS INVENTORY SKYROCKETS. WHAT YOU'LL WANT TO KNOW.

As I write this article on the night of May 15th, there are 142 single family homes for sale in Hayward. Yep, inventory is up a staggering 373% from the 30 homes that were for sale on January 1st, 2025.

There was a 1.1 month's supply of homes for sale on January 1st, and tonight it's nearly a 4 month's supply. That's the HIGHEST number of months of supply in the last 13 years. Imagine, in December 2021 there was less than a half a month's supply. And the number of homes for sale has been increasing nearly every day.

So that's what's happening with inventory, but I know from decades of experience writing your newsletter, most of you are more interested in what's happening with prices, and what I would predict we'll see for the balance of 2025.

**PRICE:**

The average price for a single-family home in Hayward hit its highest price in the history of real estate in May 2022, at $1,207,191. If you sold a home at that specific time, congratulations! The highest price in all of 2023? $1,079,506. In 2024? $1,047,500.

And as I write this article, I see that April's average sales price was $1,013,658. With that said, my team and I continue to break records all across Hayward.

Before I address predictions for the rest of 2025, it's important to have another point of perspective, and that's to know how many homes sold in the 1st 4 months of each of these past 4 years, because the number is shrinking rapidly. How rapidly? Well, in the first 4 months of 2021, 247 homes sold. 2022 saw 284 homes sold in this same period. 2023? 217. 2024? 182. This


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# TOP 40 HAYWARD HOMES SOLD FROM APRIL 8TH, 2025 TO MAY 7TH, 2025

| ADDRESS | BED | BATH | APX. SQ. FT. | LIST PRICE | SOLD PRICE | % DIFFERENCE | CLOSED |
|---|---|---|---|---|---|---|---|
| 263 Ano Ave | 2 | 1 | 905 | $499,000 | $530,000 | ↑6.21% | 4/25/2025 |
| 522 B St | 2 | 1 | 1012 | $550,000 | $549,000 | ↓0.18% | 5/2/2025 |
| 20987 Meekland Ave | 2 | 1 | 833 | $650,000 | $550,000 | ↓15.38% | 5/1/2025 |
| 1217 Richard Pl | 2 | 1 | 980 | $630,000 | $615,000 | ↓2.38% | 4/21/2025 |
| 22637 6Th St | 5 | 1 | 1728 | $595,000 | $705,000 | ↑18.49% | 4/8/2025 |
| 519 Banbury St | 3 | 2 | 1458 | $720,000 | $720,000 | Full Price | 4/14/2025 |
| 27816 Orlando Ave | 3 | 2 | 1418 | $690,000 | $750,000 | ↑8.70% | 4/16/2025 |
| 350 Carson Dr | 3 | 1 | 1215 | $748,000 | $755,000 | ↑0.94% | 4/25/2025 |
| 16731 Bar Ave | 3 | 1.5 | 1154 | $728,000 | $760,000 | ↑4.40% | 4/9/2025 |
| 21295 Birch St | 3 | 1.5 | 1917 | $830,000 | $770,000 | ↓7.23% | 4/28/2025 |
| 21168 Times Ave | 3 | 1 | 1014 | $740,000 | $775,000 | ↑4.73% | 4/18/2025 |
| 373 Rotary St | 3 | 1 | 1014 | $775,000 | $786,000 | ↑1.42% | 4/23/2025 |
| 18844 Ricardo Ave | 3 | 1 | 1120 | $769,000 | $810,000 | ↑5.33% | 5/5/2025 |
| 17004 Via Media | 3 | 1 | 1134 | $840,000 | $825,000 | ↓1.79% | 4/21/2025 |
| 1117 Via Dolorosa | 3 | 1 | 1043 | $799,000 | $825,000 | ↑3.25% | 4/14/2025 |
| 22286 Thelma St | 3 | 1 | 1040 | $799,999 | $830,000 | ↑3.75% | 4/16/2025 |
| 17033 Via Primero | 3 | 1 | 1000 | $787,000 | $830,000 | ↑5.46% | 4/15/2025 |
| 942 Rose St | 3 | 2 | 1358 | $828,000 | $860,000 | ↑3.86% | 5/2/2025 |
| 23740 Nevada Rd | 3 | 1.5 | 1150 | $799,000 | $863,000 | ↑8.01% | 5/7/2025 |
| 28445 Etta Ave | 4 | 3 | 1224 | $799,000 | $875,000 | ↑9.51% | 4/15/2025 |
| 23335 Reed Way | 3 | 2 | 1359 | $899,000 | $900,000 | ↑0.11% | 4/15/2025 |
| 24842 Willimet Way | 3 | 2 | 1116 | $898,000 | $920,000 | ↑2.45% | 4/30/2025 |
| 24631 Soto Rd | 5 | 4 | 1800 | $950,000 | $925,000 | ↓2.63% | 4/18/2025 |
| 24833 Willimet Way | 3 | 2 | 1116 | $899,000 | $940,000 | ↑4.56% | 4/14/2025 |
| 26795 Wauchula Way | 3 | 2 | 1215 | $885,000 | $945,000 | ↑6.78% | 4/11/2025 |
| 958 Pope Way | 5 | 3 | 1861 | $880,000 | $955,555 | ↑8.59% | 4/21/2025 |
| 23518 Wright Dr | 4 | 3.5 | 1602 | $925,000 | $956,000 | ↑3.35% | 4/23/2025 |
| 1872 Grove Way | 3 | 2 | 1541 | $960,000 | $960,000 | Full Price | 5/7/2025 |
| 24208 Nora Cir | 3 | 2.5 | 1632 | $949,000 | $975,000 | ↑2.74% | 4/23/2025 |
| 25755 Booker Way | 3 | 2 | 1600 | $899,999 | $980,000 | ↑8.89% | 5/7/2025 |
| 1136 Via Esperanza | 4 | 2 | 1615 | $925,000 | $980,000 | ↑5.95% | 5/1/2025 |
| 1867 Knox St | 3 | 2 | 1428 | $998,800 | $1,045,000 | ↑4.63% | 4/14/2025 |
| 21476 Orange Ave | 3 | 2.5 | 1366 | $998,000 | $1,075,000 | ↑7.72% | 4/18/2025 |
| 24252 Nora Cir | 4 | 3 | 1824 | $1,075,000 | $1,117,500 | ↑3.95% | 4/25/2025 |
| 32273 Crest Ln | 3 | 2 | 1489 | $1,025,000 | $1,160,000 | ↑13.17% | 4/25/2025 |
| 24710 Elderberry Ct | 3 | 2.5 | 1547 | $1,194,490 | $1,210,775 | ↑1.36% | 4/25/2025 |
| 24426 Calaveras Rd | 4 | 3 | 2249 | $1,288,000 | $1,273,000 | ↓1.16% | 4/28/2025 |
| 21531 Knoll Way | 4 | 4 | 3048 | $1,300,000 | $1,315,000 | ↑1.15% | 4/25/2025 |
| 2632 Crown Ct | 3 | 2 | 1374 | $1,399,999 | $1,399,000 | ↓0.07% | 4/8/2025 |
| 2799 Breaker Cir | 5 | 5 | 4102 | $2,249,000 | $2,230,000 | ↓0.84% | 4/18/2025 |
| **Average** | | | | **$904,357** | **$931,120** | **↑2.96%** | |
| **Median** | | | | **$860,000** | **$887,500** | **↑3.20%** | |
| **Lowest Sale** | | | | **$499,000** | **$520,000** | **↑4.21%** | |
| **Highest Sale** | | | | **$2,249,000** | **$2,230,000** | **↓0.845%** | |



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

| CITY HOMES / CONDOS & TOWNHOUSES (TH) | CURRENT AVERAGE PRICE APRIL 30, 2025 | PREVIOUS HIGHEST AVERAGE PRICE | MONTH/YEAR THAT OCCURRED | DIFFERENCE $ (↑/↓) | DIFFERENCE % (↑/↓) |
|---|---|---|---|---|---|
| **Hayward Homes** | $1,013,658 | $1,207,191 | (May 2022) | **↓$193,533** | **↓10.24%** |
| **Hayward Condos/TH** | $710,400 | $756,896 | (October 2024) | **↓$46,496** | **↓18.37%** |
| **San Leandro Homes** | $991,880 | $1,104,992 | (April 2022) | **↓$113,112** | **↓10.24%** |
| **San Leandro Condos/TH** | $530,185 | $649,533 | (April 2022) | **↓$119,348** | **↓18.37%** |

# 7 THINGS TO DO ON A SATURDAY TO SAVE YOU MONEY!

Okay, we all know Saturdays are for sleeping in, and catching up on TV shows. But what if we told you that with just a couple of hours and a little effort, you could actually make your Saturday work for you ... financially?

We're talking small, doable home tasks that add up to serious savings. Whether you're looking to lower that utility bill, prep your home to run more efficiently, or just feel like a certified adult for knocking out a productive to-do list, we've got your back.

Here are 7 things you can do this Saturday to save you money in the long run .. and don't worry, there's still plenty of time for a mimosa afterward.

**1. Wash Clothes in Cold Water & Air Dry:**
Heating water eats up a surprising amount of energy. Switching to cold washes and line-drying your clothes (even just partially!) can make a noticeable dent in your utility bills and your clothes will thank you, too.

**2. Unplug Electronics Not in Use:**
Those chargers, coffee makers, and toasters? Even when turned off, they're still sipping energy. Do a quick sweep and unplug anything that's not actively in use. It's the easiest way to fight phantom power drain.

**3. Install LED Bulbs:**
Still rocking old school incandescent bulbs? Swap them out with LEDs. They last longer, use a fraction of the energy, and knock a few bucks off your electric bill every month. Tackle a few rooms at a time and feel the glow of savings.

**4. Install Faucet Aerators and Low-Flow Showerheads:**
These little upgrades reduce water usage without sacrificing water pressure. Your utility bill shrinks, and your morning shower stays satisfying. Win-win.

**5. Switch Ceiling Fans to Spin Counterclockwise (in Summer):**
In summer mode, ceiling fans push cool air down to keep rooms comfortable. That means less work for your A/C and more money staying in your wallet. (Do the opposite in the winter)

**6. Change Your Air Filters:**
A clogged air filter makes your HVAC system work overtime. Swapping it out regularly improves air quality, boosts efficiency, and prolongs the life of your system all while helping you save.

**7. Update Water Heater Settings:**
Most water heaters are set way higher than necessary. Dial yours down to 120° F, it's plenty warm for showers and dishwashing, and it could cut down your water heating costs by up to 10%.

So there you have it, 7 simple budget-friendly ways to turn your Saturday into a money saving powerhouse. The best part? Most of these fixes are one and done or only need to be revisited every few months. A little effort now means lower bills later and that's something your future self will definitely appreciate.

*Kerissa Calvo*

## RIDDLE:

**I have keys but no locks. I have space but no room. You can enter, but you can't go inside. What am I?**

ANSWER IS ON THE BACK.

# HOMES PROUDLY REPRESENTED BY FOHL REALTY

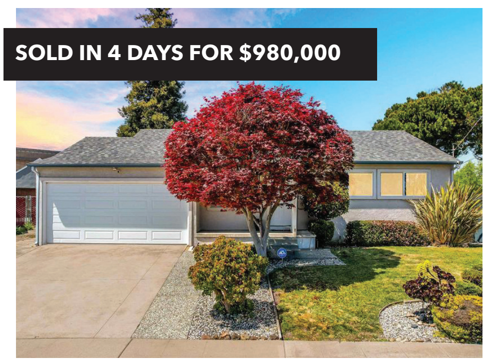
Selling your home? Homeowners who list their properties with Fohl Realty and Investments benefit by having their home marketed in our widely distributed newsletter. There is NO OTHER SINGLE SOURCE of marketing available in today's marketplace where a homeowner can get printed distribution of the information 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**

## 4 PLEX FOR SALE

**25793 FRANKLIN AVE, HAYWARD**

Great 4 plex for investors, but more importantly, an extremely RARE and WISE financial opportunity for a financially smart first-time buyer, or 2 or more friends/relatives interested in partnering/securing their financial futures. 4-unit property with 3 units vacant. How rare! SO desirable for owner occupants!!! Pick the unit(s) you want to occupy! Detached 2 bed 1 bath front house with yard. Detached triplex in rear. Two 2-bedroom, 2 bath upstairs flats over 7 CAR GARAGE PARKING, and in the back of the property, a 2 story, 2 bed 1 1/2 bath "Townhouse Style" unit, which also has a yard! ALL units have dual pane windows! Front house appears to have been built in the late 1940's or early 1950's, and the owner/contractor built the 3-unit rear building in approximately 1990. Total Building is 4,118 Sq. Ft. Call on this uniquely spectacular proprty right now!

**SOLD IN 4 DAYS FOR $980,000**



**SCHAFER PARK**
**25755 BOOKER WAY, HAYWARD**
**3 BEDROOMS | 2 BATHROOMS**
**1,600 SQ FT HOUSE | 8,352 SQ FT LOT**

## THIS SPACE RESERVED FOR YOUR PROPERTY

**PENDING OFFER**

**WOODLAND ESTATES**
**26859 PELHAM PL, HAYWARD**
**3 BEDROOMS | 3 BATHROOMS**
**2,552 SQ FT HOUSE | 10,509 SQ FT LOT**

**PENDING OFFER**

**WINTON GROVE**
**23890 WRIGHT DR, HAYWARD**
**2 BEDROOMS | 1 BATHROOM**
**824 SQ FT HOUSE | 5,000 SQ FT LOT**

**SOLD IN 8 DAYS FOR $1,200,000**

**FAIRVIEW**
**3276 LOPES CT, HAYWARD**
**4 BEDROOMS | 2.5 BATHROOMS**
**1,780 SQ FT HOUSE | 0.41 ACRES**

**SOLD IN 7 DAYS FOR $1,365,000**

**EDEN SHORES**
**29133 EDEN SHORES DR, HAYWARD**
**4 BEDROOMS | 2 BATHROOMS**
**1,822 SQ FT HOUSE | 8,381 SQ FT LOT**

Continued from front cover page page ...

year, from January 1 through April 30, ONLY 160. Kind of scary, isn't it? Only 160, and inventory is skyrocketing.

We are at the highest level of inventory, and the lowest number of buyers since 2012. This should be a concern for anyone who wants or needs to sell in the near future.

Mortgage rates are still high, and many economists are warning that a recession could be on the horizon. Studying the Multiple Listing Service, I see that some sellers have had to cut their prices to make a deal. Buyers are out there, but they are being very picky, and with so many homes on the market, they can afford to be. In speaking with many buyers the last few months, many acknowledge that part of their hesitancy is the stock market. Personally, I can unhappily tell you that my IRA has taken a bit of a beating lately.

Fortunately, on the other side of that, is the fact that we are still seeing bidding wars break out over homes that are 1) properly prepared 2) properly priced, and 3) properly presented to the market: the "3 P's". Homes that don't hit these 3 critical targets take much longer to sell, and will most likely sell under their asking price.

**PREDICTIONS:**

Personally, I expect that the single-family home market will remain stable (flat) to slightly soft over the next year. There will almost certainly be modest downward price changes this spring/summer, but I believe there will be continued competition among qualified buyers for the best offerings on the market. If interest rates come down, there should be more sales. If they remain the same, or worse, go up, then the immediate picture gets bleak.

Other forecasts I've read agree there will be a slight decrease in home values, with one-year projections anticipating a slight decline of around 2.1% for the broader San Francisco-Oakland-Hayward metro area.

Adding to all of this, affordability is a big problem here in California. The California Association of Realtors (C.A.R.) said that only about 15% of California households could afford to purchase a median priced single-family home in the fourth quarter of 2024. This issue alone will keep a lid on runaway price growth.

Luckily for us, Hayward's relative affordability compared to other Bay Area cities may help support demand, whereas higher-priced markets will more likely see more pronounced corrections.

Bottom line? Expect a stable (at best) to slightly soft market for Hayward single-family homes over the next 12 months. I believe that no major crash is in store for Hayward.

If you're even remotely considering selling in 2025, call me and get a professional opinion about your home and specific situation. The worst advice is no advice. **(510) 728-8610**

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

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


FOHL REALTY & INVESTMENTS

Please mail by May 31, 2025

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## PROPS TO LARRY'S TIRES ON A STREET!

Every now and then we give a shout-out to LOCALLY OWNED AND OPERATED businesses in Hayward; ones that give exceptional service. One such shout-out goes to Sal Mosayer, the owner of Larry's Tires. (750 A Street, near Mission Blvd, across the street from Lucky's).

For well over 20 years now, nearly everyone on the FOHL team, as well as many of our friends, family, and many clients have had them replace worn tires, replace brakes, upgrade wheels, handle alignments, and made "curbed" wheels look brand new again.

The team Sal has assembled over the years speaks volumes about him and his business, and I highly recommend them. They treat you like family, their prices are right, and their service is amazing.

Given the choice, I always make it a point to go to locally owned businesses, as opposed to the big chain/corporate ones.

If you need any of the above services, call Larry's Tires. (510) 581-6020. Tell them I sent you, and through July 1st, 2025, Sal says he will authorize a 15% discount for you when you buy 4 tires.

*Les Fohl*

Sal Mossayer with Les Fohl

RIDDLE ANSWER: A Keyboard


**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**