FOHL

REALTY & INVESTMENTS

MARCH 2026 HAYWARD'S REAL ESTATE REPORT

HAYWARD'S #1 REALTOR

IT'S THAT TIME OF YEAR AGAIN, TOMATO PLANTS!

One of my favorite traditions each year is coming back in early April my Early Girl tomato plant deliveries. It all started back in the 80's as a small way for my company to say thank you to the community that has supported my business over the years, and it's grown into something I genuinely look forward to every spring. In the begining, I delivered just over 1400 plants in the Southgate community. Now, 40 years later, as a company, we'll deliver nearly 20,000 plants to our Hayward neighbors.

During the first week of April, we'll be delivering Early Girl tomato plants to homes throughout Hayward. Early Girls are perfect for our local climate, easy to grow, and a great way to kick off the gardening season whether you're an experienced gardener or just trying it for the first time. For many families, it's become a fun annual tradition to plant them together and watch them grow throughout the summer. Plant deliveries will take place this year between March 31st- April 4th.

Because this has grown quite a bit over the years, I do want to mention that while we do our best to deliver to as many homes as possible, we unfortunately can't guarantee delivery to every Hayward household. That said, if you would like to ensure you receive a plant, just send us a quick email to info@fohlrealty.com with your address and we will make sure one gets set aside for you. We'd love to include you.

At the end of the day, this is simply a small way of saying thank you for being part of the community. Real estate has always been about relationships for me, and this is one of my favorite ways to stay connected outside of buying or selling homes.

I'm looking forward to seeing many of you in early April and hopefully seeing lots of tomatoes growing around Hayward this summer.

Les Fohl

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TOP 40 HAYWARD HOMES SOLD FROM JANUARY 9TH, 2026 TO FEBRUARY 24TH, 2026

ADDRESS	BEDROOMS	BATHS	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
25007 Oneil Ave	1	1	540	$499,000	$550,000	↑10.22%	2/18/2026
27911 Mandarin Ave	3	2	1180	$650,000	$625,000	↓3.85%	2/11/2026
864 Lester Ave	3	1	1292	$630,000	$630,000	Full Price	1/15/2026
22857 Fuller Ave	2	1	1041	$719,888	$672,500	↓6.58%	2/3/2026
314 Sparling Dr	3	1	951	$689,000	$705,000	↑2.32%	1/14/2026
19736 Times Ave	3	1.5	1182	$750,000	$710,000	↓5.33%	1/9/2026
24493 Pontiac St	3	2	1557	$700,000	$790,000	↑12.86%	2/6/2026
2270 Vestal Ave	3	2	1018	$848,000	$800,000	↓5.66%	2/20/2026
27946 Pompano Ave	4	3	1336	$650,000	$805,000	↑23.85%	1/28/2026
27493 Orlando Ave	4	3	1815	$869,000	$835,000	↓3.91%	1/13/2026
24282 Willimet Way	3	2	1152	$899,000	$840,000	↓6.56%	1/12/2026
2083 Everglade St	3	2	1000	$799,000	$860,000	↑7.63%	2/20/2026
26848 Eldridge Ave	3	2	1779	$799,000	$865,000	↑8.26%	2/9/2026
26555 Underwood Ave	5	3	1688	$849,999	$875,000	↑2.94%	1/30/2026
905 Longwood Ave	3	2	1618	$825,000	$880,000	↑6.67%	2/4/2026
1170 Cotter Way	3	2	1234	$888,000	$880,000	↓0.90%	1/20/2026
24920 Soto Rd	5	3.5	2388	$1,010,000	$890,000	↓11.88%	1/16/2026
620 Chevy Chase Way	4	2	1876	$865,000	$890,000	↑2.89%	1/13/2026
26754 Contessa St	3	2	1527	$975,000	$900,000	↓7.69%	1/27/2026
1252 Linfield Ln	4	2	1535	$848,000	$905,000	↑6.72%	2/6/2026
23735 Nevada Rd	3	2	1756	$899,000	$916,000	↑1.89%	2/10/2026
27480 Calaroga Ave	3	2	1119	$950,000	$920,000	↓3.16%	1/13/2026
254 Medford Ave	4	2	1636	$899,000	$920,000	↑2.34%	2/18/2026
601 Garin Ave	3	2	1392	$799,000	$930,000	↑16.40%	1/20/2026
2472 Bradford Ave	3	2	1468	$949,950	$930,000	↓2.10%	1/12/2026
24741 Calaroga Ave	3	2	1215	$949,999	$955,000	↑0.53%	2/17/2026
1933 Riverbank Ave	3	2.5	1773	$968,000	$977,000	↑0.93%	1/22/2026
27574 Loyola Ave	4	2	1657	$898,000	$990,000	↑10.24%	2/23/2026
328 C St	4	2.5	1607	$975,000	$1,008,000	↑3.38%	2/10/2026
29673 Holiday St	5	3	2809	$1,199,800	$1,080,000	↓9.98%	1/30/2026
1504 Middle Ln	3	2.5	1888	$999,988	$1,080,000	↑8.00%	1/20/2026
1512 Hayden St	4	3	2244	$1,250,000	$1,180,000	↓5.60%	2/11/2026
1525 Middle Ln	4	3	2244	$1,199,000	$1,250,000	↑4.25%	1/16/2026
1328 Mcbride Ln	4	3	2359	$1,128,888	$1,250,000	↑10.73%	1/27/2026
29273 Chance St	4	3	1895	$1,279,000	$1,279,000	Full Price	1/20/2026
265 Berry Ave	6	5	2974	$1,499,000	$1,495,000	↓0.27%	1/22/2026
2472 Spyglass Ct	4	2	1463	$1,395,000	$1,508,000	↑8.10%	1/30/2026
29928 Red Maple Ct	4	3	2549	$1,580,000	$1,530,000	↓3.16%	1/22/2026
2667 Beachwood Ave	5	4.5	3128	$1,875,000	$1,825,000	↓2.67%	1/23/2026
2671 Spindrift Cir	6	4	3490	$1,888,888	$2,078,800	↑10.05%	2/11/2026
Average				**$977,012**	**$1,000,232**	**↑2.38%**	
Median				**$898,500**	**$910,500**	**↑1.34%**	
Lowest Sale				**$499,000**	**$550,000**	**↑10.22%**	
Highest Sale				**$1,888,888**	**$2,078,800**	**↑10.05%**	

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

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE JANUARY 31, 2026	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE $ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	$950,527	$1,207,191	(May 2022)	**↓$256,664**	**↓21.26%**
Hayward Condos/TH	$670,363	$785,695	(March 2025)	**↓$115,332**	**↓14.68%**
San Leandro Homes	$933,950	$1,104,992	(April 2022)	**↓$171,042**	**↓15.48%**
San Leandro Condos/TH	$474,333	$662,857	(March 2025)	**↓$188,524**	**↓28.44%**

What Hayward Homeowners Should Know About The "We Buy Homes" Companies Whose Ads You Keep Seeing on T.V. What You Don't Know Can Hurt You Badly.

Be FULLY Informed before you flush $100,000 or more down the toilet!

You've seen the ads on television, billboard signs, or received postcards or text messages from people or companies offering to buy your home "ALL CASH, CLOSE THE DEAL AS SOON AS YOU WANT, NO NEED FOR YOU TO CLEAN OR MAKE REPAIRS, WE PAY ALL CLOSING COSTS, YOU PAY NOTHING, NO REALTOR'S FEES, BANKS, OR COMMISSIONS", right?

Sounds almost too good to be true doesn't it? But there's a reason our parents told us (in one way or another) that "if something seems too good to be true, it probably is". While these companies do promise (and usually deliver) speed, simplicity, and a stress-free sale, these things come at a price. A price where most homeowners probably don't fully realize what they are giving up in exchange for these conveniences…. TENS OR EVEN HUNDREDS OF THOUSANDS OF DOLLARS.

Cash buying companies make money by purchasing homes below market value. WELL below market value. It should be obvious that this is the way they make money playing the Real Estate game. It's not illegal, and they are not breaking the law. Since they are generally not licensed Real Estate agents, they are not required to give you qualified advice, make sure the deal really is "fair", or in any way act in the fiduciary capacity a Realtor is OBLIGATED to.

Once you sign a real estate contract with them, quite often, they IMMEDIATELY begin marketing YOUR property to investors BEFORE they've even bought it from you. That's because their contracts usually say something on the order of "BUYER MARKETING. Seller grants buyer the right to market the property to potential investors or buyers on social media, and other online and off-line platforms by owner".

I believe their goal is to offload YOUR property to one of their investors, for a <u>substantial and immediate profit</u>, instead of truly buying your property. This happens because in their purchase agreements, they have the right to "assign" their contract to one of their investors. They charge the investor an "assignment fee", which can be well over $100,000, and still leave room for the actual investor/flipper to also make a bunch of money. These are NOT amateurs. Selling your home at such huge discounts, more often than not, means tens or even hundreds of thousands of dollars of YOUR EQUITY JUST EVAPORATES. And it's legal. But for many families, that equity represents years of hard work, retirement security, or the ability to comfortably move into their next chapter of life.

Personally, I believe that if most people knew they could still sell their home for "all cash, as is, no repairs, close when you want" and walk away with all of that equity in their own bank accounts,

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RIDDLE: What can be seen in the middle of March and April that cannot be seen at the beginning or end of either month?

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**

FIVE CANYONS
4905 APRICOT CT, CASTRO VALLEY
4 BEDROOMS | 3 BATHROOMS
2,375 SQ FT HOUSE | 10,330 SQ FT LOT

BURBANK NEIGHBORHOOD
328 C ST, HAYWARD
4 BEDROOMS | 2.5 BATHROOMS
1,607 SQ FT HOUSE | 1,856 SQ FT LOT

HIGHLANDS
3608 SISKIYOU CT, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,552 SQ FT HOUSE | 9,462 SQ FT LOT

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

WINTON GROVE
905 LONGWOOD AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,618 SQ FT HOUSE | 5,568 SQ FT LOT

GLEN EDEN
27669 LOYOLA AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,128 SQ FT HOUSE | 6,500 SQ FT LOT

FAIR WAY PARK
30951 FAIRCLIFF ST, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,556 SQ FT HOUSE | 8,190 SQ FT LOT

Continued from page 3...

they would want to know about that BEFORE even considering selling at a huge discount. The biggest difference between accepting a private cash offer from an investor and selling on the open market is competition. When a home is properly priced and then exposed to ALL Realtors and buyers, buyers often compete for the property. This competition is exactly what protects a homeowner's value and equity. In a private sale, there's usually only one offer, and no opportunity for the market to bring YOU what YOUR home is truly worth. This applies to the nisest homes exactly as it applies to homes that need everything no matter how bad the condition.

This topic is especially important to me right now because I am currently consulting with a homeowner who signed an agreement with one of these companies during a vulnerable time in her life. Due to her age and medical situation, it appears that she accepted an offer that is undoubtedly WAY below market value. As I write this article, her attorneys are working through the processes needed to see if she can legally cancel that contract, so she has the opportunity to either keep her home OR sell it in the future and get the true "fair value" for it. It's a difficult situation, and it's a reminder of how quickly bad decisions can be made when someone is under stress, duress, not thinking clearly, or who doesn't have someone on their side to protect them. This isn't saying every cash buyer is bad, or that off-market sales never make sense. There are situations where speed, privacy, or simplicity are the priority. The important part for someone considering taking a low-ball offer is understanding the true trade-off, and making that decision with clear information, qualified counsel/advice, and not under pressure. I'd estimate that 90% or more people who have sold their homes the "fast and easy way" regretted it after all was said and done.

Hayward continues to be a strong real estate market, and so many homeowners have built substantial value in their homes over time. Before signing anything, IT'S ALWAYS WORTH GETTING A SECOND OPINION, so you fully understand your options and what your home is truly worth, even if you want an "ALL CASH, AS-IS, PRIVATE, FAST SALE". What do you have to lose in getting a second opinion? Even more concerning is what do you have to lose if you don't get a second opinion.

My goal has always been simple: to make sure homeowners are informed, PROTECTED, and confident in whatever decision they make whether that means selling now, later, or not at all. I'm always happy to take a look and give you an honest opinion of value, with no pressure, no obligation, and no cost…just clear information so you can make the decision that's right for you and your family! Want to discuss this further? Call me quickly at **(510) 728-8610**

Happy St. Patrick's Day!

Fun Fact: Blue was actually the original color associated with St. Patrick; green became popular later because of Ireland's nickname, "The Emerald Isle," and all that lush countryside.

Spring is Coming. How's your Furnace and AC?

With spring right around the corner, many homeowners start thinking about cleaning, yard work, and getting ready for warmer days. But one thing often overlooked is making sure your furnace and air conditioning systems are ready for the seasonal change.

After working hard all winter, your furnace almost certainly needs a new filter. Filters should be replaced every three months. If you can't remember the last time you changed yours, it's probably overdue 😊. A dirty filter can reduce efficiency by 5–15% and make your system feel like it's barely heating. The good news? A new standard pleated 1-inch filter (MERV 8–11) costs only $10–$20 and takes about ten minutes to replace.

Before summer's heat arrives, it's smart to give your HVAC system a quick tune-up. A seasonal check ensures it's running efficiently and safely and can prevent costly repairs later. If you've ever had your furnace fail in winter or your AC quit during a heatwave, you already know how tough and expensive emergency service can be. For reliable local help, call Rudy Delphino at Absolute Air Solutions, my trusted HVAC partner for years. Rudy's offering our readers a special through May 31, 2026: a Furnace Service and AC Inspection for just $69.95. It's an easy, affordable way to extend your system's life and avoid summer breakdowns. Schedule your Spring Tune-Up today at (510) 695-3349.

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Please mail by March 18, 2026

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LOOKING TO SELL IN THE NEXT 3-6 MONTHS?

CALL OR EMAIL ME TO SCHEDULE AN APPOINTMENT TODAY!