

FOHL

REALTY & INVESTMENTS

NOVEMBER 2025 HAYWARD'S REAL ESTATE REPORT

HAYWARD'S #1 REALTOR



DO YOU OWN A LARGER HAYWARD LOT? EVER WONDERED IF YOU COULD SPLIT IT? THE 60/40 RULE MIGHT JUST BE FOR YOU!

Living in Hayward, chances are you've seen plenty of big lots around town, especially in some of the older neighborhoods. Maybe you've even looked at your own yard and thought, "This feels big enough for two homes." Well, thanks to California's SB 9 law, that idea isn't just wishful thinking anymore.

Here's how it works. SB 9 gives certain homeowners the ability to split a single-family lot into two, although not a free for all. The law has what's called the "60/40 rule," which simply means that after you split the property, neither lot can be less than forty percent of the original size. On top of that, each new lot has to be at least 1,200 square feet. So, for example, if you've got a 6,000 square foot lot, you might be able to create one lot that's 3,600 square feet and another that's 2,400 square feet. Suddenly, one piece of land becomes two.

Now, why would you want to do that? For some people, it's about unlocking hidden value. Maybe you'd sell the extra lot and use the cash for retirement or to pay down your mortgage. Others might want to build another home either for family, to rent out, or just to create long term equity. And let's be honest: in the Bay Area, the idea of adding more housing without waiting for a huge development project is a pretty big deal.

Of course, there are some strings attached. Not every lot qualifies. If your property is in a high fire zone, a historic area, or certain other restricted zones, SB 9 won't apply. And while the approval process is streamlined, splitting a lot isn't cheap. There are surveys, utility connections, and construction costs to think about. There's also a rule that says if you split your lot, you'll need to live on the property for at least three years.

Continued on page 5...



FOHL 2026 CALENDAR



MAKE ROOM ON THE FRIDGE, 2026 IS COMING!

My popular magnetic fridge calendars are back! Reserve yours today and get organized for the year ahead. A little holiday gift from me to you! Email info@fohlrealty.com or call my office at (510) 728-8610 to reserve yours.

TOP 40 HAYWARD HOMES SOLD FROM SEPTEMBER 15TH, 2025 TO OCTOBER 8TH, 2025

ADDRESS	BED	BATH	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
22741 1St St	2	1	738	\$638,000	\$638,000	Full Price	9/15/2025
27844 Miami Ave	3	2	1000	\$720,000	\$690,000	↓4.17%	9/26/2025
237 Langley Way	3	1	1050	\$699,999	\$695,000	↓0.71%	9/29/2025
16148 Hesperian Blvd	3	1	1000	\$730,000	\$700,000	↓4.11%	9/29/2025
240 Ano Ave	2	1.5	1498	\$549,900	\$700,000	↑27.30%	9/22/2025
25589 Belhaven St	3	2	1359	\$700,000	\$700,000	Full Price	9/12/2025
27458 Capri Ave	3	2	1000	\$738,800	\$740,000	↑0.16%	9/12/2025
22574 6Th St	3	1	1146	\$699,000	\$750,000	↑7.30%	10/2/2025
574 Jefferson St	2	1	975	\$799,000	\$750,000	↓6.13%	9/17/2025
26568 Flamingo Ave	3	1	1056	\$780,000	\$785,000	↑0.64%	9/15/2025
561 Culp Avenue	3	1	992	\$725,000	\$785,000	↑8.28%	9/15/2025
27568 Gainesville Ave	5	2	1683	\$849,000	\$800,000	↓5.77%	9/25/2025
25807 Stanwood Ave	5	2	1552	\$799,888	\$800,000	↑0.01%	9/26/2025
157 Newton St	4	2	1602	\$749,888	\$800,000	↑6.68%	9/30/2025
341 Tennyson Rd	3	1	1050	\$785,000	\$805,000	↑2.55%	9/19/2025
24728 Stone Ct	3	2	1172	\$799,000	\$805,000	↑0.75%	9/30/2025
27846 Dolphin Ln	3	2	1000	\$799,000	\$805,000	↑0.75%	9/24/2025
26054 Cascade	3	1	1085	\$819,000	\$815,000	↓0.49%	9/26/2025
24349 Michelson St	4	2.5	1723	\$850,000	\$830,000	↓2.35%	9/16/2025
1352 D St	3	2	1566	\$850,000	\$850,000	Full Price	9/30/2025
26799 Contessa St	4	3	1545	\$818,888	\$850,000	↑3.80%	9/23/2025
27830 Thackeray Ave	3	2	1162	\$799,000	\$860,000	↑7.63%	9/23/2025
26045 Coleman Ave.	3	2	1165	\$798,000	\$860,000	↑7.77%	10/6/2025
178 Hermes Ct	3	1	1464	\$848,888	\$865,000	↑1.90%	10/1/2025
27675 Portsmouth Ave	3	2	1128	\$865,000	\$865,000	Full Price	10/1/2025
25024 Eden Ave	4	2	1446	\$948,000	\$885,000	↓6.65%	9/29/2025
2510 Kirkwood Dr	4	2	1404	\$999,000	\$920,000	↓7.91%	10/6/2025
26584 Underwood Ave	3	2	1158	\$888,000	\$920,000	↑3.60%	9/24/2025
1916 Osage Ave	3	2	1232	\$988,000	\$922,000	↓6.68%	9/18/2025
217 Catherine Pl	3	2.5	1891	\$943,800	\$935,000	↓0.93%	9/19/2025
246 Stanislaus Way	4	3	2192	\$975,000	\$940,000	↓3.59%	9/15/2025
27941 Emerson Ave	3	2	1264	\$965,000	\$965,000	Full Price	10/6/2025
31035 Brae Burn Ave	3	2	1161	\$950,000	\$970,000	↑2.11%	9/24/2025
2006 Jubilee Dr	4	4	1995	\$799,000	\$1,012,170	↑26.68%	9/12/2025
613 Evangeline Way	3	2	1175	\$1,059,000	\$1,020,000	↓3.68%	9/24/2025
24237 Nora Cir	4	2.5	1693	\$899,000	\$1,050,000	↑16.80%	9/12/2025
1572 Glenn St	4	3	2244	\$1,224,999	\$1,205,000	↓1.63%	9/12/2025
552 Stonehaven Ct	7	5	3079	\$1,374,800	\$1,450,000	↑5.47%	10/3/2025
29356 Taylor Ave	4	3.5	2402	\$1,501,000	\$1,460,000	↓2.73%	9/24/2025
2788 Sunset Dune Way	5	3	2894	\$1,680,000	\$1,772,000	↑5.48%	9/17/2025
Average				\$887,444	\$903,201	↑1.78%	
Median				\$848,944	\$855,000	↑0.71%	
Lowest Sale				\$549,900	\$638,000	↑16.02%	
Highest Sale				\$1,680,000	\$1,772,000	↑5.48%	

©BEAR, CCAR, bridgeMLS. Based on information from Bay East Association of REALTORS®. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by our firm or MLS. All information should be independently reviewed and verified for accuracy. Call Les Fohl for particulars on any given property.

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

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE AUGUST 31, 2025	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE \$ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	\$1,115,309	\$1,207,191	(May 2022)	↓\$91,882	↓7.61%
Hayward Condos/TH	\$644,839	\$785,695	(March 2025)	↓\$140,856	↓17.93%
San Leandro Homes	\$915,395	\$1,104,992	(April 2022)	↓\$189,597	↓17.16%
San Leandro Condos/TH	\$565,181	\$662,857	(March 2025)	↓\$97,676	↓14.74%

HAVE YOU HEARD OF FIT BODY BOOTCAMP?

I'm sold!!! Just over 6 months ago I joined Fit Body Boot Camp in Castro Valley, even though I have a fully outfitted home gym. Why? Because I've discovered I just can't put the same energy into my own workouts that I can when I go to a group setting. Positive peer pressure makes a world of difference. At Fit Body I get 30 minute, high intensity interval training HIIT Boot Camp workouts, specifically designed for rapid fat loss and improved fitness.

I think my home gym misses me, but the motivation to work out hard that I get from the members and AMAZING trainers/coaches at Fit Body has captured my heart.

The studio is owned by Trevon Croom, a true fitness professional with nearly 20 years of training experience. Every session I attend is led by happy, motivated (and motivating) certified trainers who provide us with expert guidance, real-time feedback, and personalized modifications for all fitness levels. It's awesome.

Trevon opened his operation in November 2020. He has an extensive background in personal and athletic training as well as a degree in kinesiology and athletic training from California State University, Long Beach. As a matter of fact, in less than 5 years, he has built his business up to the point that he is now moving to a much larger facility, and you know exactly where it's at ... right across from the Safeway Store on Redwood Road, near Castro Valley Blvd. (Talk about convenient).

Each workout session lasts EXACTLY 30 minutes and incorporates HIIT with active rest segments. Concise, results driven workouts are designed to burn calories for up to 36 hours post session, making them time efficient and effective. Go on Google and ask it, "what is the difference between working out at a normal gym, versus going to a Boot Camp environment. Impressive difference.

Make no mistake about it, going to Fit Body Boot Camp is miles away from going to a regular gym. It's even miles beyond having an expensive personal trainer I speak from experience. And regardless of age, current condition, or time constraints, I find this to be the best health decision I've made in years. I may not live longer, but I sure live better. Also, a big shout out to all of the members I see each day, who collectively push me, and each other to "give it our all".

When I asked Trevon if he would mind me writing an article (not an advertisement) for his business, he not only agreed, but he also provided me with the QR code you see below. You owe it to yourself to at least look at what they are doing there, and when you make a decision to take your health to another level, this QR code will offer you a discount.

I hope I see you there, you won't regret getting fit!



Scan for a discount!
Try out a class today!



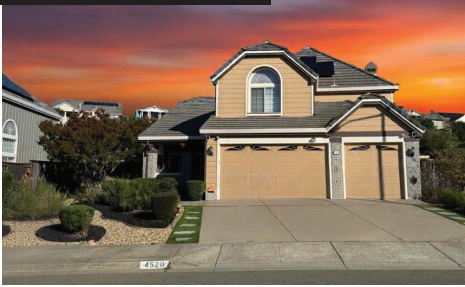
RIDDLE: I am taken before I'm given, kept only when I'm broken, and lost the moment I'm kept. What am I?

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 \$1,799,999



PROMINENCE

4520 RIDING CLUB CT, HAYWARD

4 BEDROOMS | 3 BATHROOMS

3,045 SQ FT HOUSE | 9,626 SQ FT LOT

LISTED FOR \$499,000



UPPER B STREET

1641 B ST, HAYWARD

2 BEDROOMS | 1 BATHROOM

928 SQ FT HOUSE | 10,000 SQ FT LOT

LISTED FOR \$900,000



FAIRVIEW

22633 MOSSY ROCK DR, HAYWARD

3 BEDROOMS | 2 BATHROOMS

1,280 SQ FT HOUSE | 5,206 SQ FT LOT

LISTED FOR \$899,999



FAIRVIEW

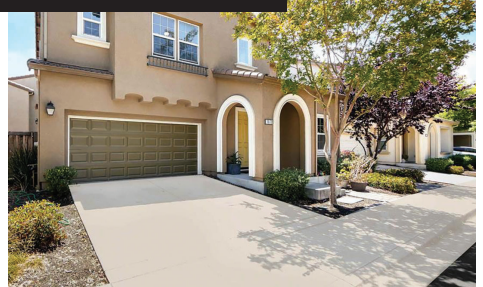
3246 SADDLE DR, HAYWARD

4 BEDROOMS | 2.5 BATHROOMS

1,854 SQ FT HOUSE | 0.38 ACRE LOT

**THIS SPACE
RESERVED
FOR YOUR
PROPERTY**

SOLD FOR \$1,205,000



MOUNT EDEN

1572 GLENN ST, HAYWARD

4 BEDROOMS | 3 BATHROOMS

2,244 SQ FT HOUSE | 3,000 SQ FT LOT

SOLD FOR \$835,000



WINTON GROVE

804 BLUEFIELD LN, HAYWARD

3 BEDROOMS | 2 BATHROOMS

1,560 SQ FT HOUSE | 5,830 SQ FT LOT

SOLD FOR \$929,900



HAYWARD HILLSIDE

1076 CENTRAL BLVD, HAYWARD

3 BEDROOMS | 2.5 BATHROOMS

2,176 SQ FT HOUSE | 6,205 SQ FT LOT

SOLD FOR \$810,000



SOUTHGATE

2156 SLEEPY HOLLOW AVE, HAYWARD

3 BEDROOMS | 2 BATHROOMS

1,501 SQ FT HOUSE | 5,445 SQ FT LOT

Plus, you only get one shot, once you've used SB 9, you can't split that same property again!

Still, I think this is an exciting opportunity for Hayward homeowners. Our city has a lot of generous sized parcels that could be put to better use, whether that's building homes for your family or creating rental income. It won't be the right move for everyone, but for the right lot, it could be a game changer.

So here's my advice ... if you've ever wondered

whether your property might qualify, let's take a closer look. Sometimes it's just a matter of running the numbers and sketching out what a 60/40 split would look like on your land. And even if SB 9 doesn't fit, there are other options, like building an ADU that might make more sense.

At the end of the day, the land you already own could hold more potential than you realize. And the 60/40 rule might just be the key to unlocking it! Give me a call (510) 728.8610 so we can discuss your options.

KITCHEN & DESIGN TRENDS TO WATCH IN 2026

If you're thinking about refreshing your home in 2026, the kitchen is where the biggest changes are happening. After years of stark white spaces, homeowners are leaning into warmth and natural finishes. Creamy cabinet colors like Benjamin Moore Simply White and Sherwin Williams Accessible Beige are leading the way they feel timeless but softer than bright white, and painting your cabinets is still the easiest way to update on a budget. For a high end look, mid tone wood cabinetry is back in style. Even just adding a wood island can transform a space.

Designers are also embracing countertop hutches, a stylish mix of open and closed storage that doubles as an appliance garage. On the surfaces side, bold veining on counters and backsplashes remains a favorite, while Zellige tile has replaced subway tile with its handcrafted, organic feel. Floors are trending toward waterproof mid tone wood and LVP, making it easy to carry the same look throughout the main level.

Color trends continue to lean toward calm, nature inspired hues. From soft sage greens to smoky jade, these shades are the "new neutrals." Paint companies are in agreement, whether it's Behr's- Hidden Gem, Valspar's- Warm Eucalyptus, or Dutch Boy's- Melodious Ivory. And if you're looking for a soft white that always works, my favorite is still Sherwin Williams - Alabaster! It's warm, inviting, and never harsh.

The overall vibe for 2026 is cozy elegance. Creamy tones, natural wood, and classic details like arch doorways and dark wood islands that make kitchens feel both current and timeless.

Thinking about a remodel before selling or just curious which upgrades matter most to buyers in our current market? Let's connect and talk about what makes sense for your home.



Hidden Gem
N430-6A



SW 7008
Alabaster

2026 GOOD NEIGHBOR YARD CARE PROGRAM



We all know how much pride our neighborhoods take in keeping our streets looking beautiful. But sometimes life happens, health challenges, financial strain, or simply not having the time or ability to keep up with yard work. That's where we want to step in and help.

In 2026 we're launching our "Good Neighbor Yard Care Program", we want to give back to those in our community who need a little extra support. Every quarter, we'll select one homeowner who could use help cleaning up their front yard. Our real estate team will personally roll up our sleeves and get the work done, pulling weeds, trimming, and making sure the space feels cared for again.

But we don't want this to be just a one time cleanup. We're also inviting neighbors to step in and commit to small, ongoing acts of upkeep like mowing the lawn every other month or pulling weeds when needed, so that the yard continues to thrive.

FOHL
REALTY & INVESTMENTS

Please mail by November 8, 2025

PRESORTED
STANDARD
US POSTAGE
PAID
FolgerGraphics

How It Works:

Nominate a Neighbor: Send us the name and address of a neighbor you feel could use the support, and tell us why?

Quarterly Selection: Each quarter, one home will be chosen to receive a full yard cleanup from our team. No charge, just a good deed.

Community Support: We'll connect with nearby neighbors to see if anyone can help with simple upkeep after the initial cleanup.

To nominate a neighbor, scan the QR code below to fill out the form. If you have any issues with the QR code, please call our office at (510) 728-8610 and we can add the information for you.



SCAN ME TO
NOMINATE
A NEIGHBOR!

RIDDLE ANSWER: A Promise

HAYWARD'S #1 REALTOR - SERVING YOU SINCE 1977!



LES FOHL

FOHL
REALTY & INVESTMENTS

(510) 728-8610

INFO@FOHLREALTY.COM

WWW.FOHLREALTY.COM

22326 Main Street, Hayward, CA 94541

DRE: 01275388

**LOOKING TO SELL
IN THE NEXT 3-6
MONTHS?**

**CALL OR EMAIL ME TO
SCHEDULE
AN APPOINTMENT
TODAY!**