

FOHL

REALTY & INVESTMENTS

SEPTEMBER 2025 HAYWARD HILLS REAL ESTATE REPORT

HAYWARD'S #1 REAL ESTATE TEAM



WHY RIGHT NOW MIGHT BE THE BEST TIME TO BUY A HOME IN HAYWARD!

Are you one of those home buyers who's been patiently waiting on the sideline for rates to finally come down, so you can buy a home? Well, I've got some bad news for you ... SO IS EVERYONE ELSE!

If you take a look at the diagram below, you'll see a snapshot of what July has looked like for the last 3 years. I've included the average "30 year fixed" Freddie Mac rate, what that mortgage payment would look like with a 20% down payment, what the average sales price was for a 3 bedroom, 2 bath home under \$1,000,000 here in Hayward, and what the available home inventory was for that month.

Rates and payments have remained relatively the same (hovering in the high 6% range). But it's the inventory that stood out. Since our team is so active here in Hayward, we've seen some great deals these last several months! Sellers offering to do repairs, buy down interest rates, and even provide credits for closing costs.

The reality is, once rates drop, all those buyers on the sideline will jump back in. That means more competition, multiple offers, "As Is" sales, and homes selling tens of thousands over asking again. Don't find yourself wishing you'd bought "last year." If you want to own a home in the next year, call me today at (510) 728-8610 to talk strategy, you may be surprised at what deals are out there right now.

And by the way, if you need a good lender referral, give me a call and I can connect you with a qualified lender who can tell you about some of the almost unbelievably great programs being offered today. If your pre-approval is over a month old, now might be a good time to connect with your lender again to update that approval. Better to be ready than to miss out on a great buy because you weren't ready, right?

Les Fohl

	Average Home Mortgage Rate (per Freddie Mac)	Average 30 Year Mortgage Payment (w/20% down payment)	Average Sales Price (for 3 bedroom/2 bath home under \$1million in Hayward)	Available Inventory In Hayward
July, 2023	6.8%	\$5,450	\$869,307	48
July, 2024	6.77%	\$5,414	\$866,537	75
July 2025	6.72%	\$5,193	\$831,272	112

TOP 40 HAYWARD HILLS HOMES SOLD FROM JUNE 24TH, 2025 TO AUGUST 19TH, 2025

ADDRESS	BED	BATH	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
26937 Hayward Blvd	3	2	1713	\$399,000	\$399,000	Full Price	7/28/2025
2425 Creekside Ct	1	1	785	\$435,000	\$430,000	↓1.15%	6/24/2025
26811 Hayward Blvd	2	2	839	\$499,000	\$499,000	Full Price	6/27/2025
2326 D St	3	2.5	1269	\$599,000	\$610,000	↑1.84%	6/27/2025
22756 Bayview Ave	2	1	1122	\$599,000	\$695,000	↑16.03%	7/31/2025
2195 Oak Creek Pl	2	2.5	1488	\$698,000	\$710,000	↑1.72%	7/9/2025
22756 Lorand Way	2	1	1237	\$695,000	\$720,000	↑3.60%	8/5/2025
1881 Chantilly Ln	3	2.5	1620	\$799,000	\$750,000	↓6.13%	7/10/2025
24443 Marie Dr	3	2	1178	\$757,900	\$750,000	↓1.04%	7/11/2025
2907 Winchester Dr	3	2.5	1355	\$829,000	\$775,000	↓6.51%	7/1/2025
2211 Nina St	3	2	1053	\$790,000	\$780,000	↓1.27%	8/14/2025
2875 Romagnolo St	3	1	1169	\$798,000	\$800,000	↑0.25%	8/13/2025
2019 E St	3	2	1148	\$749,000	\$820,000	↑9.48%	7/29/2025
2230 Romey Ln	2	2	1150	\$829,000	\$838,000	↑1.09%	7/14/2025
2219 Dexter Way	3	2	1310	\$819,000	\$850,000	↑3.79%	7/25/2025
22592 Mossy Rock Dr	2	2	1152	\$799,000	\$865,000	↑8.26%	6/26/2025
24964 Panitz St	3	2	1075	\$819,900	\$870,350	↑6.15%	7/23/2025
23239 Ernest Ct.	3	2	1640	\$998,950	\$940,000	↓5.90%	6/30/2025
22799 Moura Ct	3	2.5	1661	\$1,049,000	\$1,049,000	Full Price	7/30/2025
28061 Thorup Ln	3	3	1845	\$1,150,000	\$1,140,000	↓0.87%	8/18/2025
1054 Redstone Pl	3	2	1380	\$1,149,950	\$1,200,000	↑4.35%	8/5/2025
28111 Ziele Creek Dr	3	2.5	1819	\$1,199,000	\$1,200,000	↑0.08%	7/29/2025
3410 Big Oak Ct	5	3	2599	\$1,199,000	\$1,225,000	↑2.17%	7/28/2025
3495 Skyline Dr	3	2.5	1808	\$1,324,999	\$1,250,000	↓5.66%	8/11/2025
24923 Mead Way	4	3	2020	\$1,269,888	\$1,260,000	↓0.78%	7/7/2025
25660 Paul Ct	4	2.5	2320	\$1,359,500	\$1,260,000	↓7.32%	8/4/2025
25321 Morse Ct	4	4	3226	\$1,299,000	\$1,270,000	↓2.23%	8/15/2025
23232 Lori Way	5	3	2098	\$1,098,000	\$1,275,000	↑16.12%	7/11/2025
3218 Oakes Dr	5	3.5	3122	\$1,350,000	\$1,290,000	↓4.44%	8/13/2025
27880 Pebble Ct	4	3	2186	\$1,299,999	\$1,405,000	↑8.08%	8/8/2025
3589 Sentinel Ct	4	3	2552	\$1,249,999	\$1,405,000	↑12.40%	6/24/2025
3459 Pinewood Dr	5	3	2599	\$1,399,000	\$1,407,500	↑0.61%	7/7/2025
3070 Cromwell Pl	3	2	1630	\$1,349,000	\$1,438,900	↑6.66%	7/14/2025
27895 Adobe Ct	5	3	2650	\$1,849,000	\$1,885,000	↑1.95%	7/28/2025
3244 Ridgeview PL	5	3.5	3937	\$1,899,000	\$2,100,000	↑10.58%	8/13/2025
25389 Old Fairview Ave	5	3	2772	\$1,999,950	\$2,100,000	↑5.00%	8/13/2025
28817 Bailey Ranch Rd	5	3	3254	\$1,988,000	\$2,188,000	↑10.06%	7/11/2025
3565 Star Ridge Rd	4	3	3856	\$2,498,000	\$2,200,000	↓11.93%	8/1/2025
7 Stonebrae Rd	4	4.5	3927	\$2,748,800	\$2,500,000	↓9.05%	8/12/2025
4103 Greenoaks Way	7	6.5	6938	\$2,999,999	\$3,300,000	↑10.00%	7/25/2025
Average				\$1,191,045	\$1,211,243	↑1.70%	
Median				\$1,123,975	\$1,170,000	↑4.09%	
Lowest Sale				\$399,000	\$399,000	Full Price	
Highest Sale				\$2,999,999	\$3,300,000	↑10.00%	

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

CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE JULY 31, 2025	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE \$ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	\$1,038,594	\$1,207,191	(May 2022)	↓\$168,597	↓13.97%
Hayward Condos/TH	\$650,666	\$785,695	(March 2025)	↓\$135,029	↓17.19%
San Leandro Homes	\$872,657	\$1,104,992	(April 2022)	↓\$232,335	↓21.03%
San Leandro Condos/TH	\$617,111	\$662,857	(March 2025)	↓\$45,746	↓6.90%

Have you Heard of Earth Overshoot Day?

I wanted to take a moment to share something that I recently learned about, something global that actually hits close to home for all of us living here in Hayward.

Have you ever heard of Earth Overshoot Day? It's okay if you haven't .. neither had I.

It's the day each year when humanity uses up all the natural resources Earth can regenerate in a full year. In 2024, that day fell on August 1st. That means everything we used, energy, water, food and land from that day onward was more than our planet can sustainably give. Let that sink in. We used a year's worth of resources in just seven months!

Over the past 10 years, Overshoot Day has crept earlier and earlier: 2015 - August 13th, 2016 - August 5th, 2017 - August 2nd, 2018 - August 1st, 2019 - July 29th, 2020 - August 22nd (due to COVID lockdowns), 2021-2023: it happened in late July and in 2024 - August 1st. To tell you why that is concerning, in 1971 it fell on December 21st, ten years later it was November 12th. Then October 11th in 1991 and in 2001 it was September 23rd. Not a perfect picture is it?

At first glance, this might sound like a far off global problem, but in reality, it touches every corner of our daily lives, especially locally, where we're proud of our natural beauty, green rolling hills and blue oceans.

We are seeing the effects: rising temperatures,

more frequent droughts, increased wildfire risks, and stress on housing and infrastructure. Earth Overshoot Day is a "big picture" reminder that we can't keep taking more than the Earth can give.

The good news is that we can all make small changes every day that can help move the date later. Here are a few ideas you can start with right at home:

- Upgrade to energy-efficient appliances and LED lighting.
- Use low-flow fixtures and drought-tolerant landscaping to save water.
- Compost your food scraps and minimize single use plastics.
- Walk, bike, or take BART when you can.
- Support local businesses and farmers' markets to reduce transportation emissions.
- Volunteer for park clean-ups or community gardens.
- Plant trees, one of the simplest ways to fight climate change.

As your Realtor, I'm here to help not just with homes, but with sustainable choices that support our long term well-being. Whether you're looking to make your home more efficient, exploring eco-friendly upgrades, or just want to chat about green living in Hayward, I'm always happy to connect! Call me at (510) 728-8610

Les Fohl

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RIDDLE: You're a bus driver on a fall leaf tour. At the first stop, 4 people get on. At the second stop, 8 people get on, at the third stop 2 people get off and, at the fourth stop everyone got off. The question is what color are the bus driver's eyes?

ANSWER IS ON THE BACK PAGE

HOMES PROUDLY REPRESENTED BY FOHL REALTY

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STORIES. 2 BED/1 BATH APARTMENT ON
3RD LEVEL, 1 BED/1 BATH ON 2ND, AND ON
THE GROUND, LEVEL IS THE PROUD HOME
OF NEUMANALIS'S RESTAURANT, JUST
STEPS FROM HAYWARD CITY HALL. END-
LESS POSSIBILITIES. ZONED COMMERCIAL.
RESTAURANT INCLUDED? HMMM.... CALL
ME NOW FOR YOUR PRIVATE TOUR!**

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 \$1,049,950



**STONERIDGE TOWNHOME
7550 STONEDALE RD, PLEASANTON
3 BEDROOMS | 2.5 BATHROOMS
1,697 SQ FT TOWNHOME | 2,660 SQ FT LOT**

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PROPERTY**

PENDING



**MISSION-FOOTHILL
1076 CENTRAL BLVD, HAYWARD
3 BEDROOMS | 2.5 BATHROOMS
2,176 SQ FT HOUSE | 6,205 SQ FT LOT**

SOLD FOR \$1,200,000



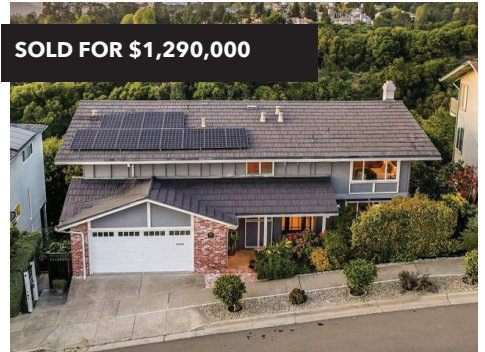
**HAYWARD HILLS
1054 REDSTONE PL, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,380 SQ FT HOUSE | 0.33 ACRE LOT**

SOLD FOR \$1,405,000



**HIGHLANDS
27880 PEBBLE CT, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,186 SQ FT HOUSE | 8,008 SQ FT LOT**

SOLD FOR \$1,290,000



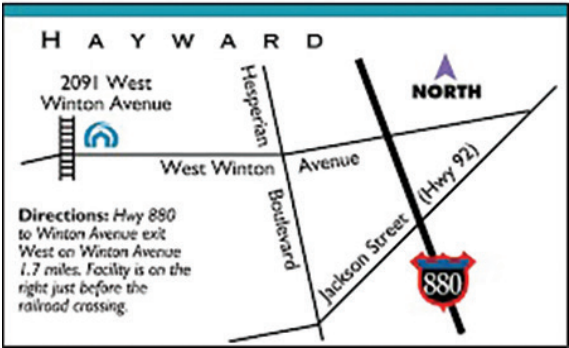
**WOODLAND ESTATES
3218 OAKES DR, HAYWARD
5 BEDROOMS | 3.5 BATHROOMS
3,122 SQ FT HOUSE | 0.26 ACRE LOT**

WHAT SHOULD I DO WITH THAT OLD PAINT IN THE GARAGE?

Keeping in line with the article on Earth Overshoot Day, I thought this might be a good time to remind you that some things should NEVER end up in your garage.

Happily Hayward happens to be one of only four cities in Alameda County with its own Household Hazardous Waste (HHW) facility. The Hayward Facility is operated by StopWaste and is located at 2091 West Winton Avenue. They are open Thursday and Friday from 9 AM to 2:30 PM, and Saturday from 9 AM to 4 PM, no appointment needed! They accept a wide range of items, including oil-based paints, car products, pesticides, batteries, and fluorescent bulbs. But here's what's great, this service is FREE to Hayward residents!

What are you waiting for? Go clean out that garage!



HAYWARD SPOTLIGHT ON LOCAL ARTIST!

This month I would like to shine our spotlight on a young man by the name of Louis Jiminez who was raised here in the city of Hayward and is using his talent to showcase the city of Hayward. When I asked him about his mural, Louis said, "Hayward Nostalgia is my tribute to the city I grew up in and the memories that shaped me. Inspired by the places and landmarks that defined Hayward in my childhood, this piece captures the soul of a city that's changed over the years. Many of these icons are no longer around, but through this painting, I wanted to bring them back to life-unlocking memories of burger joints, bowling alleys, skating rinks, and familiar signs that once welcomed us home."

To share this love for Hayward beyond the canvas, Louis partnered with The Vatos Brand Clothing to put this piece on apparel. You can now wear a quality piece of Hayward history-Hayward Nostalgia t-shirts, hoodies, and more-available at Thevatosbrand.myShopify.com.

As a show of support, we would like to offer "Hayward Nostalgia" T-Shirts to the first 20 people who request one. You can e-mail us at: info@fohlrealty.com or call our office at (510) 728-8610 to request one. You can also find both Louis Jiminez and The Vatos Brand on Instagram: [@Biglou510](https://www.instagram.com/Biglou510) and [@The_Vatos_Brand](https://www.instagram.com/The_Vatos_Brand) to support them and to purchase merchandise. Go Hayward!





HAPPY 70TH BIRTHDAY LES FOHL!!

On September 15th, 2025, our favorite Realtor is turning 70 and we would like to take the opportunity to wish him a very HAPPY Birthday!

As many of you know, Les Fohl started his Real Estate career in 1977 right here in the city of Hayward. Many of us have had the privilege of working with him for 15, 20, even 25 years and we couldn't be more grateful. Although Les thought he could retire, we have been blessed to have him back at the office as of January of this year (in case you didn't know). It is clear to us that for Les, Real Estate isn't a "job" ... it's a PASSION! Thank you for coming back and continuing to support and teach us, and for continuing to represent so many clients, who almost inevitably become friends. Happy Birthday Les Fohl, you sure do make 70 look good!

Love,
Brenda, Cristina, Anna, Anthony, Carmen, Edder, Jeff, Kerissa, Mirella, and the entire staff!

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Les at age 7



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