

BAY EAST ASSOCIATION OF REALTORS® · RPR MARKET TRENDS

Union City Real Estate *Market Report*

May 2026 · Single-Family, Condo & Townhouse

Union City held firmly in **seller's-market** territory through May 2026. Homes sold at **103.5% of list** in a median of just **13 days**, and supply stayed tight at **2.67 months**. Here is the full month in numbers, recreated from the Bay East / RPR data.

\$1,340,000
MEDIAN SOLD PRICE

103.5%
SOLD-TO-LIST RATIO

13 days
MEDIAN DAYS ON
MARKET

2.67 mo
MONTHS OF
INVENTORY

Seller's Market · 58 new listings · median est. value \$1,409,000



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MARKET TYPE

A resilient seller's market

SELLER'S

BALANCED

BUYER'S

Union City sat firmly on the **seller's** side of the dial in May 2026, driven by tight supply (2.67 months) and homes closing above asking.

MEDIAN SOLD PRICE

\$1,340,000 ▼ 1.23% MoM

Half of homes sold above this price, half below.

SOLD-TO-LIST RATIO

103.5% ▼ 0.02% MoM

The typical home closed about 3.5% over its asking price.

MEDIAN DAYS ON MARKET

13 days ▲ 30% MoM

Half of homes went under contract in under two weeks.

MONTHS OF INVENTORY

2.67 mo ▼ 1.11% MoM

How long supply would last at the current pace. Under 3 favors sellers.

MEDIAN ESTIMATED PROPERTY VALUE

\$1,409,000

An automated valuation-model estimate for a typical Union City home (single-family, condo & townhouse). This is a model estimate, not a formal appraisal.

LAST MONTH

-0.8%

12 MONTHS

-3.7%

What it means. A "months of inventory" reading under three months is the classic marker of a seller's market: there are more ready buyers than there are homes to go around, so well-prepared, well-priced listings tend to draw competitive offers quickly. Estimated values have eased modestly over the past year even as day-to-day sales stayed strong, a reminder that pricing to the live market still matters.

EVERY PRICE POINT, MAY 2026

From new listing to closed sale

A single snapshot of where prices sit at each stage of the market, from what sellers are asking on brand-new listings to what buyers are actually paying at the close.

**\$744**

Median \$ / Sq Ft (new listings)

▼ 0.8% MoM

58

New listings entering the market

▼ 6.5% MoM

+7.7%

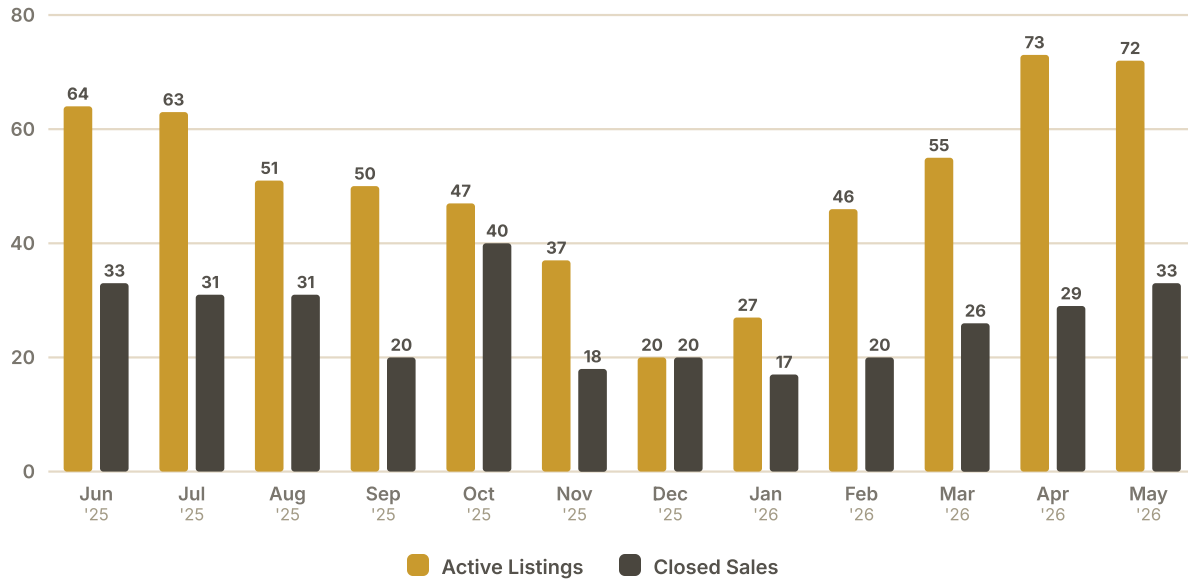
New-listing list price, month over month

▲ rising

Reading the pipeline. Sellers raised asking prices on fresh inventory (new-listing median up 7.7% to \$1,398,500), while the median **closed** sale settled at \$1,340,000. With homes still selling at 103.5% of list, the gap between asking and closing stayed narrow, which is exactly what you expect when demand outweighs supply. Active-listing medians run lower because longer-sitting inventory tends to be priced more conservatively.

TOTAL SALES VS ACTIVE LISTINGS · LAST 12 MONTHS

How many homes, how many buyers



MONTHS SUPPLY OF INVENTORY

2.67

Last month -1.1%

12 months +14.6%

Inventory is up meaningfully from a year ago, but at 2.67 months it remains firmly in seller's-market range.

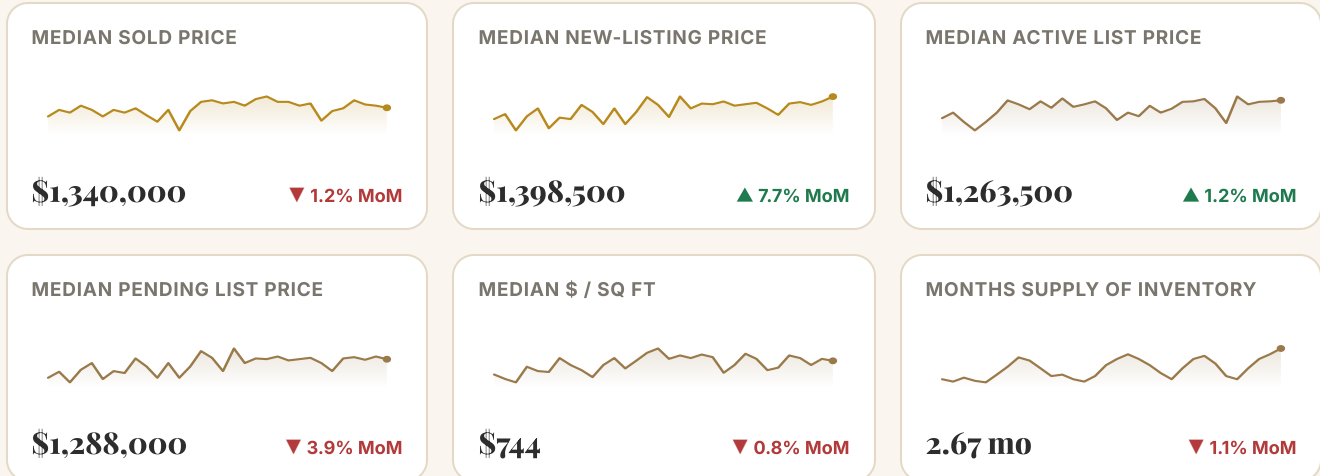
MONTH	LISTINGS	SALES
Jun '25	64	33
Jul '25	63	31
Aug '25	51	31
Sep '25	50	20
Oct '25	47	40
Nov '25	37	18
Dec '25	20	20
Jan '26	27	17
Feb '26	46	20
Mar '26	55	26
Apr '26	73	29
May '26	72	33

The seasonal swing. Active listings bottomed at just 20 in December 2025 and rebuilt to 72 by May 2026 as the spring market opened. Closed sales held remarkably steady in the 17–40 range all year, so even as more homes came up for sale, buyer demand kept absorbing them.

FIVE-YEAR SHAPE · MAY 2021 → MAY 2026

Where each number has been

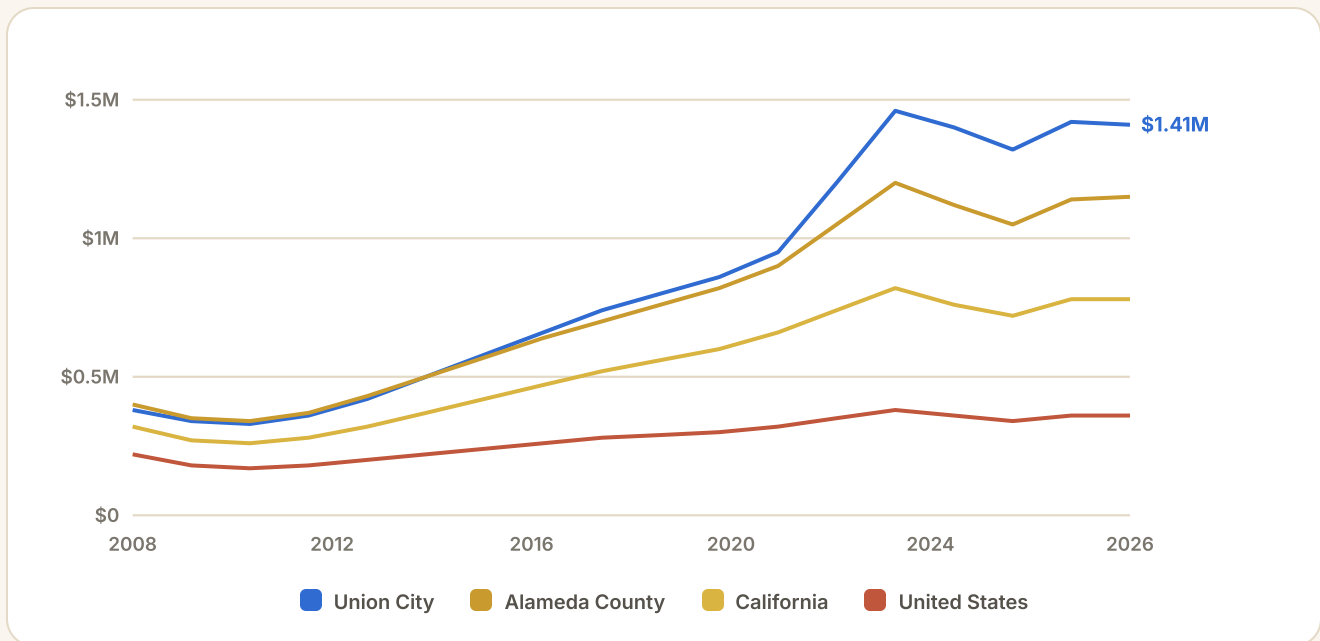
Each line traces the metric's path over the past five years; the figure shown is the exact May 2026 value. Trend shapes are recreated from the RPR market-trends charts.



Illustrative five-year trend shapes recreated from the RPR charts; each figure shown is the exact May 2026 value.

MEDIAN ESTIMATED VALUE · LONG RUN

Union City vs the county, state & nation



THINKING ABOUT A MOVE?

Let's talk about *your* Union City home

Numbers tell the story of the whole market. To know what they mean for your specific home or your next purchase, let's have a quick, no-pressure conversation.

1

Get a real number

A model estimate is a starting point. I'll give you a true, address-specific opinion of value based on the homes actually selling on your street.

2

Time it right

Whether you're buying or selling, the month you act in matters. I'll show you the live Union City data the day you're ready.

3

Build the plan

Pricing, prep, offer strategy. We'll map the whole move around your timeline and the current market, with no pressure.



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Prepared by Harv Balu, REALTOR® (CA DRE# 02195792), Realty Experts (CA DRE# 00414413). Market figures are recreated from the Bay East Association of REALTORS® / Realtors Property Resource® (RPR®) market-trends report for Union City, California (single-family, condo & townhouse), generated June 17, 2026, reflecting data through May 2026. RPR draws on MLS and public-record sources where licensed; the median estimated value is an automated model estimate, not a formal appraisal. The 12-month sales, active-listing, and headline median figures and the data table are reproduced exactly from that report; the long-run and five-year trend lines are faithful shape recreations of the RPR charts, with each current value labeled exactly. Figures are deemed reliable but not guaranteed, are subject to revision, and are not a prediction of future value. Harv Balu is a licensed REALTOR®, not a lender, attorney, or CPA, and does not provide legal, tax, or lending advice. Each office is independently owned and operated.

