



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joe Gatti

As economic shifts unfold—driven by evolving tariff policy, market activity, and the upcoming Federal Reserve meeting—real estate has remained remarkably steady amid the uncertainty. In the Greater Danville Area, rising inventory and solid sales signal a market that's adjusting, not retreating. With summer on the horizon, both buyers and sellers may find new opportunities as conditions continue to evolve. The Gatti Team is committed to staying ahead of these developments, delivering accurate, timely real estate insights. Backed by Compass, the #1 brokerage in the U.S., and over 60 years of combined experience, we're here to help you navigate this dynamic market with clarity and confidence.

Nationally, economic attention is turning toward the Federal Reserve's meeting on May 6–7, as tariff tensions rise and market volatility continues. The Fed faces the challenge of balancing inflation control with the need to sustain economic growth—a task complicated by the ripple effects of new tariffs. These measures are expected to raise consumer prices and slow growth as companies and markets adjust. The uncertainty created by these changes is being felt across industries, and real estate is no exception. For our market, the key word is timing—with longer average days on market now becoming a clear trend.

Here in the Greater Danville Area—which includes Alamo, Danville, Diablo, and San Ramon—we saw a notable increase in housing inventory from March to April. Active detached listings rose 28.71%, jumping from 173 to 231, while average days on market climbed to 38. Pending sales declined 13.64%, with 82 homes under contract compared to 94 the previous month. Still, closed sales increased by 34.48%, rising from 72 to 102, and the median sold price saw a 3.99% uptick, moving from \$2,171,500 to \$2,260,000. The drop in pending sales aligns with broader economic trends and likely reflects the uncertainty triggered by new tariff announcements and subsequent market fluctuations in early April.

Looking ahead, active inventory is now at its highest level since before the pandemic—and it's expected to stay elevated, or even grow, as we move into the summer months. Affordability remains a challenge, with elevated mortgage rates, tariff-driven cost uncertainty, and record-high home prices weighing on many buyers. That said, homes that are turnkey, priced at \$2,200,000 or below, and competitively listed are continuing to attract attention and sell quickly. As financial markets stabilize, buyer confidence should follow. If uncertainty persists, we can expect longer days on market and more choices for buyers ready to act despite current interest rate and pricing conditions.

As you navigate this evolving landscape, the Gatti Team is here to help you make smart, informed real estate decisions—whether you're planning to sell or hoping to buy. If you're considering selling, contact us for a FREE, no-obligation home valuation and a private consultation.

I hope you found this article helpful. With 13 years of experience serving our real estate community, I'm passionate about helping clients navigate our local market. My business partner and father, Ron Gatti, brings over 40 years of expertise in the Greater Danville Area, making our team a trusted resource for all of your real estate needs. As Associate Brokers with Compass, the Gatti Team is proudly located at the 760 Camino Ramon office in Danville. If you have any questions about this article or would like personalized guidance, don't hesitate to reach out. You can email us at GattiRealEstate@gmail.com or call me directly at 925-588-3590. We're here to help!

JOE & RON GATTI AS DANVILLE NATIVES, WE KNOW DANVILLE AND THE SAN RAMON VALLEY



5 BUCKEYE LANE | COUNTRY ESTATE IN THE HEART OF DANVILLE
MAJESTIC 1.25 ACRE LOT | 4 BED | 3.5 BATH | 3030 SQFT | NEW PRICE \$2,749,000



GATTI
ESTABLISHED VALUE

JOE GATTI

Broker Assoc.
925.588.3590
DRE 01914487

RON GATTI

Broker Assoc.
925.596.1972
DRE 00623995

JULIE CYGAN

REALTOR®
510.501.5160
DRE 02059093

gattirealestate@gmail.com

GattiRealEstate.com

COMPASS

Compass is a real estate broker licensed by the State of California and abides by Equal Housing Opportunity laws. License Number 01527235. All material presented herein is intended for informational purposes only and is compiled from sources deemed reliable but has not been verified. Changes in price, condition, sale or withdrawal may be made without notice. No statement is made as to accuracy of any description. All measurements and square footage are approximate.