



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

With October on the horizon, September brought important economic shifts that will shape our local real estate market this fall. After August 20th, interest rates began a gradual decline, and on September 17th the Federal Reserve announced its first rate cut since December 2024. Together, these moves lowered rates from 6.62% to 6.15%, signaling the start of a new downward rate cycle. For buyers, this creates meaningful opportunities to save on home purchases while boosting confidence and activity across the market. **Through these changes, the Gatti Team—powered by Compass, the nation's #1 brokerage—remains committed to guiding clients with clarity, strategy, and confidence.**

The Fed's September 17th rate cut also signals two important shifts. First, interest rates have eased to 6.15% as of this writing. At the same time, inflation rose slightly to 2.9% in August from 2.7% in July, but it is no longer the Fed's main concern. Instead, the focus has shifted to the labor market: August's jobs report showed just 22,000 new jobs versus 75,000 expected, and payrolls from April 2024 to March 2025 were revised down by 911,000. Job data will now be the key driver in anticipating future rate cuts. Taken together, these developments

point to a new cycle of gradually declining rates, creating opportunities for prepared buyers. While trade-related uncertainty adds some caution, the outlook for the Greater Danville Area—including Danville, Alamo, Diablo, and San Ramon—suggests that falling rates could help stimulate a more active, favorable market this fall.

Locally, the detached home market continued to cool from July to September. Active inventory dropped 25.5%—from 286 to 213 listings—as overpriced homes were absorbed. Days on market also improved, falling from 51 in August to 46 in September. Pending sales remained steady, slipping only slightly from 94 to 90, with those homes averaging 31 days on market. This stability shows that well-prepared, properly priced homes are best positioned to benefit from lower rates.

Sales data further highlights renewed activity. In August, 92 homes sold at a median price of \$1.88 million, averaging 20 days on market. By September, sales rose 13% to 104 properties, with an average price of \$2,087,500 and 26 days on market. The uptick in both sales and prices suggests buyers are responding to improved interest rate conditions. For both buyers and sellers, this underscores the importance of thoughtful pricing, strong preparation, and strategic timing.

Looking ahead, economic news will remain two-sided, with close attention on both job reports and inflation. On September 17th, the Federal Reserve shifted its focus toward stabilizing employment rather than pushing inflation down to its 2.0% target. In the coming months, interest rates are expected to gradually ease through the bond market if job growth remains soft, while inflation near 3% may persist in the short to mid-term as tariff effects work through the economy. For local real estate, this means more favorable borrowing conditions, with activity driven largely by buyer confidence in purchasing power and job security. Overall, conditions point toward stable prices and steady sales this fall, with the best outcomes for sellers who market strategically and buyers who act decisively.

The fall market has arrived in Danville, Alamo, Diablo, and San Ramon—making now the perfect time to reassess your real estate goals for 2026. Whether you're planning to sell, buy, or simply explore your options, the Gatti Team is here to guide you every step of the way.

With 13 years of experience serving the Greater Danville Area, I bring deep market insight and a personalized, strategic approach to every client relationship. As an Associate Broker with Compass, I combine national resources with local expertise to deliver results for buyers and sellers alike. I have also worked alongside my father, Ron Gatti, whose 45+ years in real estate provided me a strong foundation to serve this market. My focus remains on guiding today's clients with modern strategies, clear communication, and a commitment to success. My goal is to be your trusted advisor throughout the process, helping you navigate the fall market with confidence and achieve your real estate goals.

If you have questions or would like a complimentary home valuation, feel free to email me at Joseph@GattiRealEstate.com or call me directly at 925-588-3590.

¹Data taken from the MLS during specific dates and under the criteria mentioned within the article.

JOSEPH GATTI

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**1394 VAN PATTEN DRIVE,
DANVILLE**

5 BD 3 BA 2867 SF
\$2,450,000



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\$1,998,000



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SAN RAMON**

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JOSEPH GATTI
BROKER ASSOCIATE

RON GATTI
BROKER ASSOCIATE

JULIE CYGAN
REALTOR®

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