



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

September ushers in both warm weather and the start of the fall real estate season, traditionally one of the most active times of year for new listings. Last year, September ranked among the busiest months for the Greater Danville Area, and signs point to a similar surge in 2025. Interest rates are already trending lower than earlier this year, creating renewed momentum among buyers. On September 17th, the Federal Reserve will meet, and if a rate reduction is announced, it could further amplify confidence and activity. **Through these shifts, the Gatti Team—powered by Compass, the nation's #1 brokerage—is here to guide clients with clarity, strategy, and confidence.**

The Federal Reserve's upcoming decision is especially important for the housing market. With unemployment remaining low but economic growth described as " tepid," the Fed may step in to support borrowing and spending. Trade-related uncertainty has added another layer of caution, strengthening the case for a modest rate cut. Lower interest rates would improve mortgage affordability, giving buyers more purchasing power and making it easier to act on well-priced homes. Sellers, in turn, could benefit from heightened demand and competitive bidding on desirable properties. For the Greater Danville Area—including Danville, Alamo, Diablo, and San Ramon—any move by the Fed is likely to stimulate a more active and favorable market this fall.

Locally, the market is already showing signs of seasonal transition. From July to August, active inventory declined 16.8%, dropping from 286 to 238 listings as the summer months wound down. Homes also spent slightly longer on the market, averaging 51 days in August compared to 44 in July. Yet, demand remains steady. Pending sales rose 8%, increasing from 87 to 94 transactions, with these homes averaging 32 days on market. This stability suggests that well-prepared and properly priced homes continue to attract strong interest even as overall inventory contracts.

Sales data further highlights this balance. In July, 97 homes sold at a median price of \$2.1 million, averaging 21 days on market. August followed closely, with 92 homes sold at a median price of \$1.88 million and an average of 20 days on market. While the number of sales remains consistent, the slight price dip and longer market times reflect a more selective buyer pool. For both buyers and sellers, this reinforces the importance of thoughtful pricing, careful preparation, and strategic timing.

Looking ahead, the fall season promises a market that is active but discerning. Mortgage rates have eased slightly from their peak, sparking renewed interest among buyers searching for move-in-ready, competitively priced homes. Properties that are overpriced or under-prepared may linger, while those marketed with care will continue to capture attention. Buyers can expect more options and some negotiating room, though competition remains strong for top-tier homes. Overall, conditions point toward price stabilization and steady sales volume, with the strongest results achieved by sellers who market strategically and buyers who act decisively.

As autumn begins across Danville, Alamo, Diablo, and San Ramon, now is an excellent time to evaluate your real estate goals. Whether you're considering buying, selling, or simply assessing your options, the Gatti Team is here to provide trusted guidance 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 worked alongside my father, Ron Gatti, whose 45+ years in real estate provided me a solid 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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HISTORY



**1394 VAN PATTEN DR
DANVILLE**

5 BD 3 BA 2867 SF

\$2,599,000



**323 LAUREL DR
DANVILLE**

4 BD 2.5 BA 1846 SF

\$2,049,000



**120 WOODCREST DR
SAN RAMON**

4 BD 2.5 BA 2103 SF

\$1,526,888



**1411 MARCHBANKS DR #2
WALNUT CREEK**

1 BD 1 BA 665 SF

\$389,500



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