



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

As the summer real estate season continues, inventory in the Greater Danville Area is at a five-year high, and our region is gaining national attention for its exceptional quality of life. All eyes recently turned to the Federal Reserve's July 30th meeting—the final one before fall and the first following a noticeable uptick in inflation. Locally, elevated inventory, pricing, and interest rates are shaping today's market. With fall just around the corner, both buyers and sellers have distinct opportunities ahead. **The Gatti Team, backed by Compass—the #1 brokerage in the U.S.—is here to guide you through this dynamic landscape with clarity, strategy, and confidence.**

The July 30th Fed meeting drew significant attention, both for its response to rising inflation and for what it signaled about Jerome Powell's future as Chair. Inflation increased in June from 2.4% to 2.7%, with tariffs seen as a key factor. In response, the Trump administration renewed calls for interest rate cuts. The Fed's decision is expected to shape rate discussions in the coming months and may further intensify debate over whether the administration has authority to replace the Fed Chair before his term ends.

Closer to home, the Greater Danville Area — including Alamo, Danville, Diablo, and San Ramon—earned positive national recognition. *USA Today* ranked Alamo as the 5th wealthiest suburb in the U.S., with nearby Orinda at #9. While Alamo was the highlight, this recognition reflects the broader strength and prosperity of the East Bay, including Danville, Diablo, San Ramon, Lafayette, and Walnut Creek. It's another reminder of what makes this area such a desirable place to live.

In terms of market data, detached home inventory across Alamo, Danville, Diablo, and San Ramon rose about 5% in July, from 272 to 286. Active listings are averaging 44 days on market—a genuine summer slowdown, as July is a prime vacation month. Pending sales fell 9.8%, with 87 homes under contract compared to 96 in June. These homes averaged 31 days on market, highlighting a shift as sellers adjust to longer selling timelines compared to the brisk pace of 2–3 years ago.

Looking ahead, the fall season — typically the second busiest in local real estate, running from September through Thanksgiving—presents fresh opportunities. Inventory is above pre-COVID levels, giving buyers more options and more frequent price reductions. Sellers, in turn, will need to focus on curb appeal, presentation, and pricing based on the past 1–2 months of comparable sales — not outdated data. Broader market shifts, from evolving buyer behavior to global economic trends, continue to affect neighborhoods and property types in different ways. Still, the market's overall stability underscores the ongoing strength and desirability of our region. As summer winds down, expect inventory to grow, with well-priced homes moving efficiently and overpriced listings requiring adjustments.

Wishing you a wonderful rest of summer — I look forward to seeing what the next season in real estate brings! If you're considering selling or buying in the Greater Danville Area, now is a great time to strategize—reach out to us to start the conversation with trusted local experts by your side.

I hope you found this article helpful. With 13 years of experience in the Greater Danville Area, I'm committed to helping clients navigate the market with clarity, strategy, and confidence. As an Associate Broker with Compass and a long-time member of our local real estate community, I bring deep market knowledge and a highly personalized approach to every client relationship. I'm proud to work alongside my father, Ron Gatti, who brings over 40 years of expertise. Our team delivers results through thoughtful guidance, clear communication, and an unwavering commitment to your goals. I'm here to be your trusted resource every step of the way.

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

¹www.usatoday.com/story/money/2025/07/20/wealthiest-suburbs-in-america/85273754007

²Data taken from the MLS during specific dates and under the criteria mentioned within the article.

JOSEPH GATTI

WHERE LUXURY
MEETS LOCAL HISTORY



**120 WOODCREST DRIVE,
SAN RAMON**

4 BD 2.5 BA 2,103 SF
UPDATED&MOVE-IN READY
LISTED AT \$1,574,000



**2717 STONE VALLEY
ROAD, ALAMO**

ATTENTION BUILDERS! ~1.84
ACRES OF OPPORTUNITY
LISTED AT \$1,500,000



**SOLD! 5 BUCKEYE LANE,
DANVILLE**

4 BD 3.5 BA 3,030 SF
MAJESTIC 1.25 ACRE LOT
SOLD FOR \$2,750,000

CALL OR TEXT 925.588.3590 FOR MORE
INFORMATION ABOUT THE CURRENT MARKET



GATTIREALESTATE@GMAIL.COM
GATTIREALESTATE.COM



JOSEPH GATTI
BROKER ASSOCIATE | DRE 01914487

RON GATTI
BROKER ASSOCIATE | DRE 00623995

JULIE CYGAN
REALTOR® | DRE 02059093

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