



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joe Gatti

As the spring real estate season wraps up in the Greater Danville Area, and July 4th approaches, attention turns to the summer market—and the broader economic signals shaping it. At its June 18th meeting, the Federal Reserve held interest rates steady, reinforcing the current economic holding pattern. Locally, shifting inventory levels continue to drive market conditions—marking a notable change from trends over the past five years. Despite elevated interest rates, both buyers and sellers have unique opportunities in today's evolving landscape. **The Gatti Team, backed by Compass—the #1 brokerage in the U.S.—is here to guide you through this dynamic market with clarity, strategy, and confidence.**

The Fed kept its key borrowing rate between 4.25% and 4.50%, where it has remained since December. Unless a major economic shift occurs, this range is expected to hold through at least the Fed's final summer meeting in July. Officials reiterated a cautious stance, pointing to persistent inflation concerns tied to tariff policy and its potential impact on GDP and the Consumer Price Index. While inflation is projected to remain elevated and economic growth may soften, the Fed's latest "dot plot" still anticipates two rate cuts before the end of the year.

On the local front, detached home inventory in Alamo, Danville, Diablo, and San Ramon continues to rise, increasing 8.83% month-over-month—from 249 active listings in May to 272 in June. Active homes are averaging 37 days on the market. Pending sales declined by 8.96% in June, with 96 homes under contract compared to 105 in May. These pending properties averaged 26 days on market, highlighting how competitively priced homes are still attracting serious buyers.

Looking at year-over-year trends, the first half of 2025 shows some key shifts. From January 1 to June 18, 2024, 507 detached homes sold in the Greater Danville Area at a median price of \$2,162,000. In the same period this year, 457 homes sold—a 10.37% drop—while the median price dipped slightly to \$2,150,000, just over a half-point decrease. The numbers reflect a market that's finding equilibrium amid elevated interest rates, price sensitivity, and broader economic uncertainty.

These factors—ranging from shifting buyer behavior to global developments—are influencing neighborhoods and property types differently. Still, the market's overall stability speaks to the strength and desirability of our area. As we move further into summer, inventory will likely continue to grow. Homes priced accurately for today's market will sell efficiently, while properties based on outdated comps from 6–12 months ago may require price adjustments to meet current expectations.

With July 4th just around the corner, we wish you and your loved ones a safe and joyful holiday. It's the perfect moment to celebrate the community we're fortunate to be a part of!

I hope you found this article helpful. With 13 years of experience in the Greater Danville Area, I'm dedicated to helping clients navigate the market with clarity 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 experience—my focus is on delivering results through thoughtful guidance, strong communication, and a deep commitment to your goals. I'm here to be your trusted resource in every step of your real estate journey.

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. We're here to help.

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

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