



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joe Gatti

With inflation cooling for now and trade tensions easing, signs of renewed stability are beginning to emerge. In the Greater Danville Area, inventory is at its highest since at least 2019, giving buyers more options than we've seen in years. Despite elevated interest rates, improving sentiment may create new opportunities this summer for both buyers and sellers. The Gatti Team—backed by Compass, the #1 brokerage in the U.S.—is committed to helping you navigate this dynamic market with clarity and confidence.

At its May 6th–7th meeting, the Federal Reserve held interest rates steady, citing concerns about unemployment and inflation amid ongoing tariff uncertainty. The Fed is waiting for more data before considering any rate cuts. On May 13th, April's consumer price index (CPI) came in at 2.3% year-over-year—down from 2.4% in March—marking the smallest annual gain since February 2021. Stocks, which had pulled back aggressively in April, rebounded in May after tariff agreements with the U.K. and China. Markets have reacted negatively to new tariff proposals but recover quickly on any sign of a pending resolution. As of this writing, the stock market is back in positive territory for the year.

Locally, detached home inventory in Alamo, Danville, Diablo, and San Ramon rose 30% over the past two months—from 173 in March to 249 currently. Active homes are averaging 42 days on market. Pending sales increased nearly 22% in May (105 homes under contract, up from 82), while closed sales dipped slightly from 102 to 98. The median sold price declined about 5% to \$2,152,500. The rise in buyer activity likely reflects improving economic confidence and reduced trade concerns.

Looking ahead, just as the market began to stabilize, news of a proposed tax bill pushed treasury yields higher, which will then have an effect on mortgage rates. Volatility remains a theme in financial markets, while locally, growing inventory is driven more by affordability constraints than weak demand. Active listings are expected to stay elevated. Interest rates will likely remain high as markets weigh the impact of increased federal debt. Still, as conditions settle, buyer confidence should build. For motivated buyers, today's market offers more choices and leverage than we've seen in years.

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 private consultations tailored to your goals..

I hope you found this article helpful. With 13 years of experience in the Greater Danville Area, I'm passionate about 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 a deep understanding of what makes our area unique. I'm proud to work alongside my father, Ron Gatti—who brings over 40 years of experience—my focus is on providing you with personalized, expert guidance every step of the way. If you have questions or would like a no-obligation home valuation, feel free to email me at GattiRealEstate@gmail.com or call me directly at 925-588-3590. I'm here to help.

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

JOE & RON GATTI

AS DANVILLE NATIVES, WE KNOW DANVILLE AND THE SAN RAMON VALLEY



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MAJESTIC 1.25 ACRE LOT | 4 BED | 3.5 BATH | 3030 SQFT | OFFERED AT \$2,749,000



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