



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

The 2026 spring market is officially underway. The coming months will show whether we return to last fall's slower, volatile pace, or see a more energized, bullish housing market. January and February delivered a mix of market swings and encouraging activity across select price points and property types, with both buyers and sellers showing renewed readiness in the Greater Danville market. As spring unfolds, rising inventory, mortgage rate trends, and buyer response will be key factors to watch. **If you're considering buying or selling in 2026, the Gatti Team, powered by Compass, the nation's #1 brokerage, is ready to guide you with clarity, strategy, and confidence.**

Nationally, inflation is showing signs of easing. The Consumer Price Index (CPI) reported 2.4% on February 13, down 0.3% from December. Markets are now watching the Federal Reserve's March 18 meeting for potential rate cut signals. Mortgage rates have gradually fallen to 6.05% after hovering near 6.20% from mid-January to mid-February, influenced by bond yields amid a possible U.S.–Europe trade dispute over Greenland during that period. These shifts highlight how global economic policy continues to impact local housing affordability.

Locally, the Greater Danville area—including Alamo, Danville, Diablo, and San Ramon, shows similarities to last year, with one notable difference: pricing. In mid-February 2025, there were 134 active detached listings; this year, there are 152, a 12.6% increase. Last year, 71 homes were under contract with a median price of \$2,239,000, compared to 67 pending sales this year at a median price of \$1,949,000. While contracts are slightly lower, the median price reflects a possible more significant 13% decline. Pending sales also slowed nationally in January, influenced by economic uncertainty, elevated prices, and interest rates that remain higher than during the COVID-era market.

Year-to-date sales further emphasize this price shift. From January 1 to mid-February 2025, 67 detached homes closed escrow at a median price of \$2,075,000, before prolonged higher interest rates fully impacted the market. This year, the same number sold at a median price of \$1,915,000, a 7.7% decline. In the months ahead, market dynamics will hinge on the balance between rising inventory and interest rate movements.

Looking toward the spring selling season, housing inventory and interest rates will remain central. Many sellers withdrew listings in late 2025 due to cautious buyer demand and a government shutdown. Those homes are expected to return, along with sellers who postponed listing last year for more favorable conditions. If rates stay above 6% and economic uncertainty persists, the market may resemble last fall's slower, methodical pace. But, if rates drop giving buyers reason to reenter the market, higher inventory could be absorbed, and overall buyer payment trajectories may improve. With inflation easing and interest rates trending toward a potential decrease, affordability will remain a central theme, shaped by the interplay of rates, inventory, and employment.

With the spring market underway, now is an ideal time to prepare for your next move. If you're considering buying or selling in 2026, the Gatti Team provides expert guidance and tailored strategic planning.

With 14 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 both buyers and sellers. I've also had the privilege of working alongside my father, Ron Gatti, whose 48 years in local real estate provided a strong foundation in this community. Today, my focus remains on guiding clients with modern strategies, clear communication, and a commitment to success, helping you navigate the market with confidence and achieve your real estate goals.

¹<https://www.cnbc.com/2026/02/13/cpi-inflation-report-january-2026.html>

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

JOSEPH GATTI LUXURY MEETS LOCAL HISTORY



NEW LISTING!

57 DANVILLE OAK PLACE, DANVILLE

3 BD 2 BA 1392 SF
\$965,000



ACTIVE!

35 DANVILLE OAK PLACE, DANVILLE

3 BD 2.5 BA 1528 SF
\$1,049,000



COMING SOON/ACTIVE

2717 STONE VALLEY ROAD, ALAMO

~1.8 AC TO BUILD YOUR DREAM HOME!



SOLD!

1394 VAN PATTEN DRIVE, DANVILLE

5 BD 3 BA 2671 SF
SOLD FOR \$2,125,000



SOLD!

3428 BERMUDA COURT, SAN RAMON

REPRESENTED BUYER
SOLD FOR \$1,925,000



SOLD!

80 WOODBURY HIGHLANDS PLACE UNIT 10, LAFAYETTE

REPRESENTED BUYER
SOLD FOR \$920,000



SOLD!

323 LAUREL DRIVE, DANVILLE

4 BD 2.5 BA 1846 SF
SOLD FOR \$1,800,000

1411 MARCHBANKS DRIVE UNIT 2 WALNUT CREEK | SOLD FOR \$342,000

500 SYCAMORE CIRCLE, DANVILLE | SOLD FOR \$860,000



CALL OR TEXT **925.588.3590** TO REDEFINE THE WAY YOU SELL & BUY WITH MODERN MARKET EXPERTISE.

JOSEPH@GATTIREALESTATE.COM | GATTIREALESTATE.COM
DRE 01914487, 00623995, 02059093



JOSEPH GATTI
BROKER ASSOCIATE

RON GATTI
BROKER ASSOCIATE

JULIE CYGAN
REALTOR®

COMPASS