



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

Happy New Year! We hope your Christmas and December holiday season was healthy, joyful, and spent with family and friends. As we welcome 2026, January marks a new chapter for the Greater Danville real estate market. With a fresh year comes a renewed outlook, and three key areas will shape the months ahead: home prices, sales activity/inventory, and mortgage rates. If you're considering buying or selling in 2026, the Gatti Team is here to help. **Through every market shift, the Gatti Team, powered by Compass, the nation's #1 brokerage, remains committed to guiding clients with clarity, strategy, and confidence.**

Starting with home prices, values softened toward the end of 2025. Focusing on a central Danville corridor between Sycamore Valley Road and Crow Canyon Road, including sought-after neighborhoods such as Greenbrook, Danville Crest, Shadow Hills, Danville Station, Brookside, and Danville South, we see a notable shift. From October 1 to December 16, 2024, 17 detached homes sold at a median price of \$1,875,000. During the same period in late 2025, sales volume remained identical at 17 homes, but the median price declined to \$1,700,000, a year-over-year decrease of 9.79%. Contributing factors included the government shutdown and rising concerns over a slowing economy, reinforced by October job numbers showing a decline of 105,000 positions. The upcoming spring market will determine whether this trend continues or proves to be a short-lived correction.

Sales activity tells a slightly different story. Overall transaction volume across the Greater Danville Area remained remarkably consistent year-over-year. In 2024, 1,060 detached homes sold across Danville, Alamo, Diablo, and San Ramon, compared to 1,040 in 2025, a marginal difference of just 20 properties. However, 2025 experienced higher active inventory levels, with many listings withdrawn to potentially relist at a later date. At the same time, some homeowners chose to delay selling in hopes of more favorable market conditions. As a result, both inventory and sales activity are expected to increase in 2026, with the months ahead serving as the first true test.

Mortgage rates remain another critical factor. The Federal Reserve lowered its base rate for a third consecutive meeting on December 10, yet mortgage rates stayed stubbornly in the low-6% range throughout the final three months of 2025. Looking ahead, employment data will play a central role. Rising unemployment could push rates into the upper-5% range, while stronger job growth or renewed inflationary pressure would likely keep rates steady or move them higher. Overall, mortgage rates are expected to trend modestly lower in 2026, though significant swings appear unlikely.

All of these factors point to affordability as a central theme for 2026. Since the pandemic, affordability has steadily declined, worsening further after interest rates spiked in 2022. As we move forward, we may be entering a period of price stabilization, largely dependent on the balance between interest rates, inventory levels, and employment conditions. From all of us at the Gatti Team, we wish you and your loved ones a healthy, happy, and prosperous 2026.

With the new year underway, now is an ideal time to prepare for your next move. If you're considering buying or selling in 2026, the Gatti Team is ready to provide expert guidance and a tailored strategic plan. Reach out today for a personalized evaluation of your real estate options and enter the year with clarity and confidence.

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.

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

JOSEPH GATTI

WISHING YOU A WONDERFUL
& BRIGHT NEW YEAR!



NEW PRICE

**1394 VAN PATTEN DRIVE,
DANVILLE**

5 BD 3 BA 2671 SF
\$2,199,000



PENDING

**80 WOODBURY HIGHLANDS
PLACE, LAFAYETTE**

UNIT 10 2 BD 2.5 BA
REPRESENTING BUYER



SOLD

**3428 BERMUDA COURT,
SAN RAMON**

REPRESENTED BUYER
SOLD FOR \$1,925,000



SOLD

**323 LAUREL DRIVE,
DANVILLE**

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

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2717 STONE VALLEY ROAD, ALAMO
~1.8 AC TO BUILD YOUR DREAM ON!

35 DANVILLE OAK PLACE
COMING SOON IN DANVILLE!

500 SYCAMORE CIRCLE
DANVILLE | \$860,000 | 3 BD 2 BA 1390 SF

1411 MARCHBANKS DRIVE UNIT 2
\$375,000 | WALNUT CREEK



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