



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

As we head into summer with America's 250th anniversary on the horizon, the spring housing market weathered notable volatility tied to the conflict in Iran and the oil disruptions that followed. Locally, inventory and sales activity have tracked closely with last year, the numbers are nearly identical, even if the experience on the ground feels much different. Inventory has been rising as anticipated, and the key variable to watch remains interest rates, which are affecting some market segments significantly while others move largely independent of them. The question now is whether summer will deliver the momentum spring held back. **For those considering selling or buying, the Gatti Team, powered by Compass, the nation's #1 brokerage, is here to provide clarity, strategy, and confidence in an evolving landscape.**

Understanding why the experience feels so different from last year requires a look at the broader rate environment. Perhaps the most consequential, and underreported, development of the moment: the 30-year Treasury yield has pushed past pre-2008 levels, signaling that mortgage rates will remain elevated this summer. Buyer purchasing power continues to feel the pressure, keeping transaction volume measured and serious buyers selective. Sellers still pricing to last year's expectations will be disappointed, the rate-driven demand surge isn't coming. Concessions, buy-downs, and realistic pricing will separate the transactions that close from the listings that stagnate.

That dynamic is playing out clearly in our own backyard. Here in the Greater Danville Area, encompassing Alamo, Danville, Diablo, and San Ramon, the parallels to last year are striking. Active detached listings stand at 248, virtually unchanged from 249 a year ago. Days-on-market have actually improved, averaging 32 days compared to 42 last year, and pending sales tell the same story: 103 this year versus 105 last year. Closed sales between April and May show a modest gap, 91 this year compared to 98 last year, but the more notable divergence is month-over-month: 126 detached properties closed last month versus 91 this month, a 21.78% decline. In the heart of spring, closings typically hold steady or increase, making a drop of this magnitude difficult to attribute to seasonality alone. Something systematic appears to be at play.

That something is the growing bifurcation of the market itself. Mortgage rate volatility is creating a textbook "K-shaped" housing market, driven in large part by the AI wealth effect. In the two years following ChatGPT's launch, home prices in the Bay Area's luxury ZIP codes rose an average of 13.4%, while the most affordable ZIP codes saw a 3.8% decline. Ultra-high-net-worth buyers, less dependent on financing and less sensitive to rate swings, are increasingly allocating capital into home assets as a long-term wealth preservation strategy.

For properties below \$2 million, however, the pressure runs in the opposite direction. Entry-level and mid-market buyers rely heavily on mortgages, making monthly payments a binding constraint, while their wealthier counterparts transact largely in cash or equity. San Ramon's broader city median compressed to \$1.3M, down 13.4% year-over-year, even as luxury properties in Gale Ranch and Windemere held firm above \$2M. Lower-end homes are frequently burdened by deferred maintenance, and condos in particular face the added headwind of elevated HOA fees that erode the appeal of a lower asking price, making them a difficult proposition for a buyer pool already navigating a challenging rate environment. The market, in short, is not broken, it is sorting. Knowing which side of that divide your property sits on, and pricing and positioning accordingly, is the strategic imperative of this moment.

In times of uncertainty like these, having experienced and trusted advisors in your corner matters more than ever. Whether you're buying or selling in 2026, the Gatti Team is here to help you navigate this evolving landscape with confidence and a clear, thoughtful strategy.

With 14 years of experience serving the Greater Danville area, I bring deep market knowledge 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. I've also had the privilege of working alongside my father, Ron Gatti, whose 48 years in local real estate built 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/quotes/US30Y?qsearchterm=30%20year%20treasury>, ² Data taken from the MLS during specific dates and under the criteria mentioned within the article.

JOSEPH GATTI LUXURY MEETS LOCAL HISTORY



SOLD!
5102 BLACKHAWK DR, DANVILLE
REPRESENTED BUYER
SOLD FOR \$2,600,000



PENDING!
2560 WALNUT BLVD, UNIT 4 WALNUT CREEK
1 BD 1 BTH 729 SQ FT
\$399,000



COMING SOON/ACTIVE
2717 STONE VALLEY ROAD, ALAMO
~1.8 AC TO BUILD YOUR DREAM HOME!



SOLD!
35 DANVILLE OAK PLACE, DANVILLE
REPRESENTED BOTH BUYER & SELLER SOLD FOR \$1,000,000



SOLD!
1394 VAN PATTEN DRIVE, DANVILLE
5 BD 3 BA 2671 SF
SOLD FOR \$2,125,000



SOLD!
323 LAUREL DRIVE, DANVILLE
4 BD 2.5 BA 1846 SF
SOLD FOR \$1,800,000



SOLD!
3428 BERMUDA COURT, SAN RAMON
REPRESENTED BUYER
SOLD FOR \$1,925,000



SOLD!
431 BOLERO DR, DANVILLE
5 BD 2.5 BA 2982 SF
SOLD FOR \$2,500,000

130 SAVONA WAY, BAY POINT | REPRESENTED SELLER SOLD FOR \$720,000



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