



## THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joseph Gatti

February is here, and the year has quickly gained momentum after a slower close to 2025. As we head toward the spring real estate market, January delivered a mix of volatility and encouraging signals, with both buyers and sellers showing renewed readiness to act in the Greater Danville market. Key developments are shaping the early landscape, including fluctuating mortgage rates driven by national headlines and increased buyer engagement entering the new year. **If you're considering buying or selling in 2026, the Gatti Team—powered by Compass, the nation's #1 brokerage—remains committed to guiding clients with clarity, strategy, and confidence through every market shift.**

At the national level, interest rates opened the year with sharp volatility. On January 7, rates fell from 6.21% to 6.04%, briefly touching 5.99% after President Trump ordered Fannie Mae and Freddie Mac to purchase \$200 billion in mortgage bonds as part of an effort to ease cost-of-living pressures. That window was short-lived. From January 16 to 19, bond yields rose quickly amid concerns over a potential U.S.-Europe trade conflict following tariff threats related to Greenland. As of this writing, rates have rebounded to approximately 6.20%, highlighting the close connection between economic policy, global relations, and housing affordability.

Locally, the Greater Danville area—including Alamo, Danville, Diablo, and San Ramon—started the year on solid footing. There are currently 100 active detached listings on the market, offering healthy early-year inventory. As of this writing, 36 properties are under contract with a median price of \$2,239,000. Since the start of the year, 27 detached homes have closed escrow, with a median list price of \$1,850,000 and a median closing price of \$1,915,000. By comparison, 29 homes sold during the same period last year at a higher median sale price of \$1,950,000. While demand remains strong, the pricing impact of elevated interest rates over the past year is becoming more apparent.

Looking ahead, the professional outlook points to a largely level housing market. In 2025, the Greater Danville area saw 1,069 detached homes close escrow, with a median list price of \$1,999,000 and a median closing price of \$2,053,000. If conditions remain stable, these price levels are expected to hold for much of the year. Interest rates will remain a key variable: a decline could support stronger pricing, while a move back toward 7% may create downward pressure. Inventory trends will also play a critical role in shaping outcomes.

Inventory is already emerging as a defining factor. In 2025, higher active inventory levels led many sellers to withdraw listings in the fall as cautious buyer demand and a government shutdown disrupted much of the selling season. Many of those homes are expected to return to the market, joined by sellers who delayed listing in anticipation of more favorable conditions. The spring market will reveal whether this pent-up supply comes online all at once, and whether buyer demand can absorb it. Together, these dynamics position affordability as a central theme in the year ahead, shaped by the balance between interest rates, inventory levels, and employment conditions.

**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.**

*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.*

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

## JOSEPH GATTI



35 DANVILLE OAK PLACE,  
DANVILLE

3 BD 2.5 BA 1528 SF  
\$1,075,000

NEW LISTING



1411 MARCHBANKS DRIVE  
UNIT 2

1 BD 1 BA 665 SF  
\$359,000



500 SYCAMORE CIRCLE,  
DANVILLE

3 BD 2 BA 1390 SF  
\$860,000

COMING SOON/ACTIVE



2717 STONE VALLEY ROAD,  
ALAMO

~1.8 AC TO BUILD YOUR  
DREAM ON!



1394 VAN PATTEN DRIVE,  
DANVILLE

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



3428 BERMUDA COURT,  
SAN RAMON

REPRESENTED BUYER  
SOLD FOR \$1,925,000

## LUXURY MEETS LOCAL HISTORY



80 WOODBURY HIGHLANDS  
PLACE UNIT 10, LAFAYETTE

REPRESENTED BUYER  
SOLD FOR \$920,000



323 LAUREL DRIVE,  
DANVILLE

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



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