



THE GATTI REPORT: YOUR GREATER DANVILLE AREA REAL ESTATE UPDATE

By Joe Gatti

The spring market in the Greater Danville Area has officially kicked off, bringing new opportunities for both sellers and buyers. We're already seeing an uptick in active inventory, providing more options for those looking to make a move. As March 2025 unfolds, we're closely monitoring how the new presidential administration's policies, especially regarding Canada and Mexico, may shape the real estate building landscape. Changes in trade relations and tariffs could eventually affect key building materials, like lumber, potentially impacting home construction costs and eventually home prices in the mid to longer term. While economic factors such as inflation remain a hot topic, the Gatti Team is here to guide you through these evolving dynamics. With over 60 years of combined experience in the Greater Danville Area and the support of Compass—the #1 real estate brokerage in the U.S.—we provide expert, personalized real estate advice to meet your needs.

As inflation concerns persist, all eyes are on the next Federal Reserve meeting, set for March 18th and 19th, where any shifts in policy could have significant impacts. On February 12th, the Consumer Price Index (CPI) revealed a 3% increase in January, marking the fourth consecutive month of rising inflation since September's reading of 2.4%. This trend has raised concerns that inflation may become entrenched above the Federal Reserve's 2% target. With inflation pressures still elevated, much attention will be focused on how the new administration's tariff and immigration policies could push inflation higher, potentially affecting a number of economic industries. As these developments unfold, we'll also be closely watching the Federal Reserve's response, as its decisions will shape economic conditions in the coming months.

Locally, the Greater Danville Area, which includes Alamo, Danville, Diablo, and San Ramon, remains robust and active with 134 detached listings currently on the market, showing a surge of new properties for the spring season. As of this writing, 71 properties are under contract, with a median price of \$2,012,500 reflecting strong demand in the area. In the past month, 37 detached properties successfully closed escrow with a median sold price of \$2,230,000, indicating a healthy level of transaction activity during the closing winter season. This continued strength suggests that, despite broader financial concerns like inflation, the local real estate market remains strong and resilient.

Looking ahead to the spring selling months, a few key factors will be important to watch—specifically inventory levels compared to previous years and how those levels will impact buyers' options. It will be interesting to see whether buyers will have more or fewer choices within specific price points in our community, as this will likely shape the market dynamics in the warmer months ahead. In addition to inventory levels, the potential impact of tariffs, particularly on imports like lumber from Canada, could influence home building prices in the U.S. While these changes wouldn't be immediate, higher material costs could eventually be passed from builders to sellers and buyers, adding a new variable to home prices in the year ahead. Despite these potential challenges, the Greater Danville Area remains a strong and active market, with the potential for a more dynamic spring selling season than we've seen in recent years.

As you navigate this evolving real estate landscape, the Gatti Team is here to help you make informed decisions, whether you're preparing to sell or looking to make a purchase. If you're thinking of selling, contact us for a FREE, no-obligation estimate of your home's value and set up a private consultation today!

I hope you found this article helpful. With 13 years of experience serving our real estate community, I'm passionate about helping clients navigate our local market. My business partner and father, Ron Gatti, brings over 40 years of expertise in the Greater Danville Area, making our team a trusted resource for all of your real estate needs. As Associate Brokers with Compass, the Gatti Team is proudly located at the 760 Camino Ramon office in Danville. If you have any questions about this article or would like personalized guidance, don't hesitate to reach out. You can email us at GattiRealEstate@gmail.com or call me directly at 925-588-3590. We're here to help!

JOE & RON GATTI

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