

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, February 9, 2007

253	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	31	82
Pending Sales last 20 days	60	84
Pending Sales last 30 days	84	90

Price Range Trends	Active Listings	Homes sold in the last 30 Days in each range	*Estimated Marketing Days to Sell inventory at current sale rate
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Up to \$600,000	54	13	125
\$600,001 to \$750,000	58	26	67
\$750,001 to \$900,000	41	18	68
\$900,001 to \$1,050,000	39	12	98
\$1,050,001 to \$1,300,000	28	9	93
\$1,300,001 Plus	33	6	165

* Time required to sell current inventory at Pending Sale rate

Notes:

** Good week of news! Both the 10 and 20 day burn rates are under 90 days, which is very good news for the resell market. The \$750,000 to \$900,000 price range is doing very well, turning the whole inventory over in less than 69 days. That's a normal market, so we may be heading into a spring market where neither buyer nor seller hold an unfair advantage in negotiations.