

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, March 16, 2007

|            |                   |   |
|------------|-------------------|---|
| <b>243</b> | <b>Homes Sold</b> | <b>*Estimated Marketing Days to Sell inventory at current sale rate</b> |
|------------|-------------------|---|

|                                   |           |           |
|-----------------------------------|-----------|-----------|
| <b>Pending Sales</b> last 10 days | <b>26</b> | <b>93</b> |
| <b>Pending Sales</b> last 20 days | <b>55</b> | <b>88</b> |
| <b>Pending Sales</b> last 30 days | <b>96</b> | <b>76</b> |

| <b>Price Range Trends</b> | <b>Active Listings</b> | <b>Homes sold in the last 30 Days in each range</b> | <b>*Estimated Marketing Days to Sell inventory at current sale rate</b> |
|---------------------------|------------------------|---|---|
|---------------------------|------------------------|---|---|

|                            |    |    |     |
|----------------------------|----|----|-----|
| Up to \$600,000            | 50 | 20 | 75  |
| \$600,001 to \$750,000     | 56 | 25 | 67  |
| \$750,001 to \$900,000     | 39 | 21 | 56  |
| \$900,001 to \$1,050,000   | 33 | 12 | 83  |
| \$1,050,001 to \$1,300,000 | 26 | 12 | 65  |
| \$1,300,001 Plus           | 39 | 6  | 195 |

\* Time required to sell current inventory at Pending Sale rate

### Notes:

\*\* This week we had a slowdown, with sales sliding about 10% below previous weeks. The inventory is creeping up a little bit, and the 30 day burn through rate is now at 2 1/2 months.