

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, March 23, 2007

<b>258</b>	<b>Homes Sold</b>	<b>*Estimated Marketing Days to Sell inventory at current sale rate</b>
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<b>Pending Sales</b> last 10 days	<b>24</b>	<b>108</b>
<b>Pending Sales</b> last 20 days	<b>54</b>	<b>96</b>
<b>Pending Sales</b> last 30 days	<b>86</b>	<b>90</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>
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Up to \$600,000	51	15	102
\$600,001 to \$750,000	60	20	90
\$750,001 to \$900,000	39	23	51
\$900,001 to \$1,050,000	34	12	85
\$1,050,001 to \$1,300,000	32	10	96
\$1,300,001 Plus	42	6	210

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

### Notes:

\*\* We had some back sliding this week. Inventory rose by 6% and sales decreased by about 8%. We are entering traditionally the best marketing season of the year with April and May, and the trend lines need to resume their positive direction or we may be in for a flat season.