

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, June 8, 2007

344	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	33	104
Pending Sales last 20 days	54	127
Pending Sales last 30 days	81	128

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	61	12	153
\$600,001 to \$750,000	81	20	122
\$750,001 to \$900,000	50	20	75
\$900,001 to \$1,050,000	48	13	111
\$1,050,001 to \$1,300,000	48	8	180
\$1,300,001 Plus	56	7	240

* Time required to sell current inventory at Pending Sale rate

Notes:

** Some good news and some worrisome news. We had a nice pick up in sales this week, but the inventory expanded another 6%. We should be averaging about 100 sales per month with an inventory of about 250, but our trends have been moving away from this ideal, and the inventory is the most troublesome issue.