

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, August 17, 2007

387	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	23	168
Pending Sales last 20 days	44	176
Pending Sales last 30 days	65	179

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	81	8	304
\$600,001 to \$750,000	90	22	123
\$750,001 to \$900,000	81	12	203
\$900,001 to \$1,050,000	42	9	140
\$1,050,001 to \$1,300,000	37	6	185
\$1,300,001 Plus	56	8	210

* Time required to sell current inventory at Pending Sale rate

Notes:

**It has been a tough couple of weeks for the credit markets, and the fallout is hitting the real estate industry. The effects of the permissive sub-prime lending practices is being felt very hard in many outlying areas like Brentwood and Pittsburg. Our valley will also experience a slowdown, but nothing like the others. If the stock market continues a steady decline, the loss of consumer confidence will create more problems for us than the credit and lending issues of our front pages.