

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, August 31, 2007

<b>386</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>13</b>	<b>297</b>
<b>Pending Sales</b> last 20 days	<b>33</b>	<b>234</b>
<b>Pending Sales</b> last 30 days	<b>52</b>	<b>223</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	79	5	474
\$600,001 to \$750,000	88	23	115
\$750,001 to \$900,000	85	12	213
\$900,001 to \$1,050,000	51	4	383
\$1,050,001 to \$1,300,000	32	2	480
\$1,300,001 Plus	51	6	255

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

### Notes:

\*\*One of our slowest weeks in years. The last 10 days saw the burn-through rate running at almost 10 months. The \$1,050K to \$1,300K price range has a 16 month burn-through time. Only the \$600K to \$750K price range has a reasonable marketing time, selling 4 times faster than latter range.