

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, September 21, 2007

	401	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
Pending Sales last 10 days		10	401
Pending Sales last 20 days		24	334
Pending Sales last 30 days		44	274

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
Up to \$600,000	85	6	425
\$600,001 to \$750,000	90	15	180
\$750,001 to \$900,000	92	9	307
\$900,001 to \$1,050,000	48	3	480
\$1,050,001 to \$1,300,000	34	5	204
\$1,300,001 Plus	52	6	260

* Time required to sell current inventory at Pending Sale rate

Notes:

**Second week in a row of poor sales numbers. The message is clear, if you don't have to sell, don't do it in this market unless you have too, or unless you are going to go out and buy another home in the same market. This may be a great time to buy a home, because sellers will soon begin to wait for January and the hopes of a better market. The best buying season is now through November.