

Bill Clarkson, Broker

Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, October 5, 2007

400	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	12	333
Pending Sales last 20 days	24	333
Pending Sales last 30 days	37	325

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	82	8	308
\$600,001 to \$750,000	95	10	285
\$750,001 to \$900,000	89	7	381
\$900,001 to \$1,050,000	47	4	353
\$1,050,001 to \$1,300,000	36	5	216
\$1,300,001 Plus	51	3	510

* Time required to sell current inventory at Pending Sale rate

Notes:

**Fourth week in a row of poor sales numbers. This will probably continue until the start of December, and then we should begin to see the sales numbers improve. The next true test will be the month of January. If our listings are above 300 and sales below 60 per month (a 5 to 1 ratio), it could spell trouble this spring. A normal market's ratio should be 3 to 1 or less.