

Bill Clarkson, Broker

Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, October 12, 2007

| | | |
|------------|-------------------|---|
| 390 | Homes Sold | *Estimated Marketing Days to Sell inventory at current sale rate |
|------------|-------------------|---|

| | | |
|-----------------------------------|-----------|------------|
| Pending Sales last 10 days | 11 | 355 |
| Pending Sales last 20 days | 24 | 325 |
| Pending Sales last 30 days | 32 | 366 |

| 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 | 84 | 8 | 315 |
| \$600,001 to \$750,000 | 90 | 8 | 338 |
| \$750,001 to \$900,000 | 85 | 5 | 510 |
| \$900,001 to \$1,050,000 | 43 | 6 | 215 |
| \$1,050,001 to \$1,300,000 | 36 | 3 | 360 |
| \$1,300,001 Plus | 52 | 2 | 780 |

* Time required to sell current inventory at Pending Sale rate

Notes:

**Fifth week in a row of poor sales numbers. This is the "slow" season every year, and should continue until the first of the year. Inventory did drop by 10 more homes. That would be a encouraging trend, and a drop off to about 250 by the first of the year would be good news.