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Real estate Marketing Report: City of San Ramon

Snapshot of the Market for October 15, 2009

Homes on the Market: 128	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	42	30
Pending Sales last 20 days	83	31
Pending Sales last 30 days	125	31

Price Range Trends	Active Listings	Percent of Market	Homes sold in the last 30 Days in each range	Percent of Sales	*Estimated Marketing Days to Sell inventory at current sale rate
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Up to \$600,000	61	47.7%	66	52.8%	28
\$600,001 to \$750,000	19	14.8%	29	23.2%	20
\$750,001 to \$900,000	15	11.7%	21	16.8%	21
\$900,001 to \$1,050,000	13	10.2%	4	3.2%	98
\$1,050,001 to \$1,300,000	9	7.0%	5	4.0%	54
\$1,300,001 Plus	11	8.6%	2	1.6%	165

* Time required to sell current inventory at Pending Sale rate

Notes:

** If you were to just look just at the numbers, it has the appearance of a strong market. Inventory stands at 128 homes and sales over the last 30 days were 125 home. Great numbers. But if you dig deeper, you'll discover that just 43% of the sales were not "Short Sales" or foreclosurers. The majority of our sellers are in financial trouble, and many of the "normal" sellers are also experiencing financial issues.