

Bill Clarkson, Broker

Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, October 19, 2007

Homes on the Market: 390	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate 390
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Pending Sales last 10 days	10	390
Pending Sales last 20 days	22	355
Pending Sales last 30 days	37	317

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	10	246
\$600,001 to \$750,000	91	11	248
\$750,001 to \$900,000	86	5	516
\$900,001 to \$1,050,000	44	6	220
\$1,050,001 to \$1,300,000	35	4	263
\$1,300,001 Plus	52	1	1560

* Time required to sell current inventory at Pending Sale rate

Notes:

** Our traditional "slow" season is here (buyers usually do not like to close or move during the holidays), which typically runs from October 15 to about December 15 (buyers usually close their purchase 40 days after an accepted offer, so a purchase on December 15 usually mean a close toward the end of January). The question is, how "slow" will it be? If our inventory levels remain above 300 (currently at 390), it will bode ill for the spring market.