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Real estate Marketing Report: City of San Ramon

Snapshot of the Market for November 14, 2009

Homes on the Market: 125	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	26	48
Pending Sales last 20 days	61	41
Pending Sales last 30 days	102	37

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	48.8%	56	54.9%	33
\$600,001 to \$750,000	18	14.4%	25	24.5%	22
\$750,001 to \$900,000	13	10.4%	10	9.8%	39
\$900,001 to \$1,050,000	11	8.8%	5	4.9%	66
\$1,050,001 to \$1,300,000	10	8.0%	5	4.9%	60
\$1,300,001 Plus	12	9.6%	1	1.0%	360

* Time required to sell current inventory at Pending Sale rate

Notes:

The number of REO's (Foreclosures) and Short Sales (negative equity) is now at 62% of all San Ramon pending sales over the last 30 days, a discouraging high number. This is the primary reason why despite very brisk sales (only 37 days to turn inventory over once), property value refuse to budge up.