

# Bill Clarkson, Broker

Golden Hills Brokers

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## Real estate Marketing Report: City of San Ramon

### Snapshot of the Market for February 1, 2011

|                          |            |  |
|--------------------------|------------|--|
| Homes on the Market: 220 | Homes Sold | *Estimated Marketing Days to Sell inventory at current sale rate |
|--------------------------|------------|--|

|                            |    |    |
|----------------------------|----|----|
| Pending Sales last 10 days | 37 | 59 |
| Pending Sales last 20 days | 64 | 69 |
| Pending Sales last 30 days | 75 | 88 |

| 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 |
|--------------------|-----------------|-------------------|--|------------------|--|
|--------------------|-----------------|-------------------|--|------------------|--|

|   |     |       |    |       |     |
|---|-----|-------|----|-------|-----|
| Up to \$600,000                               | 128 | 58.2% | 45 | 60.0% | 85  |
| \$600,001 to \$750,000                        | 27  | 12.3% | 13 | 17.3% | 62  |
| \$750,001 to \$900,000                        | 33  | 15.0% | 10 | 13.3% | 99  |
| \$900,001 to \$1,050,000                      | 12  | 5.5%  | 3  | 4.0%  | 120 |
| \$1,050,001 to \$1,300,000                    | 10  | 4.5%  | 2  | 2.7%  | 150 |
| \$1,300,001 Plus                              | 10  | 4.5%  | 2  | 2.7%  | 150 |
| Distressed Properties:<br>Short Sales & REO's | 113 | 51.4% | 46 | 61.3% | 74  |
| Normal Sales                                  | 107 | 48.6% | 29 | 38.7% | 111 |

\* Time required to sell current inventory at Pending Sale rate

### Notes: