

# Bill Clarkson, Broker

Golden Hills Brokers

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## Real estate Marketing Report: City of San Ramon

### Snapshot of the Market for June 15, 2009

Homes on the Market: 215	<b>Homes Sold</b>	*Estimated Marketing Days to Sell inventory at current sale rate
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<b>Pending Sales</b> last 10 days	32	67
<b>Pending Sales</b> last 20 days	81	53
<b>Pending Sales</b> last 30 days	127	51

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	75	34.9%	71	55.9%	32
\$600,001 to \$750,000	43	20.0%	30	23.6%	43
\$750,001 to \$900,000	37	17.2%	17	13.4%	65
\$900,001 to \$1,050,000	22	10.2%	7	5.5%	94
\$1,050,001 to \$1,300,000	13	6.0%	2	1.6%	195
\$1,300,001 Plus	25	11.6%	1	0.8%	750

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

### Notes:

Of the 127 homes that sold over the last 30 days, 51% were either foreclosures (17%) or short sales (34%). In addition, the lower priced homes had both the highest sales rates and the highest foreclosure rate too. The bottom third (in terms of sales price) of homes that went pending were either foreclosures or short sales in 73% of the cases.