

# Bill Clarkson, Broker

Golden Hills Brokers

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## Real estate Marketing Report: City of San Ramon

### Snapshot of the Market for July 1, 2009

Homes on the Market: 199	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	45	44
Pending Sales last 20 days	86	46
Pending Sales last 30 days	122	49

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	67	33.7%	65	53.3%	31
\$600,001 to \$750,000	40	20.1%	22	18.0%	55
\$750,001 to \$900,000	30	15.1%	27	22.1%	33
\$900,001 to \$1,050,000	24	12.1%	5	4.1%	144
\$1,050,001 to \$1,300,000	13	6.5%	4	3.3%	98
\$1,300,001 Plus	25	12.6%	1	0.8%	750

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

### Notes:

Inventory numbers are dropping quickly, and there are only 199 homes (We had over 350 a few months ago) on the market. Sales remain brisk (I would say "normal"), but they are primarily in the under \$900K price range. Sales in the \$1.300K price range and above have been VERY flat for the last two months. Foreclosures and Short sales accounted for 50% of all pending sales this month; 31% are short sales, 19% are foreclosures. Only half of the pending homes had a "normal" sale.