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Real estate Marketing Report: City of San Ramon

Snapshot of the Market for August 15, 2009

Homes on the Market: 167	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	40	42
Pending Sales last 20 days	79	42
Pending Sales last 30 days	115	44

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	72	43.1%	63	54.8%	34
\$600,001 to \$750,000	31	18.6%	25	21.7%	37
\$750,001 to \$900,000	27	16.2%	14	12.2%	58
\$900,001 to \$1,050,000	11	6.6%	7	6.1%	47
\$1,050,001 to \$1,300,000	11	6.6%	2	1.7%	165
\$1,300,001 Plus	14	8.4%	4	3.5%	105

* Time required to sell current inventory at Pending Sale rate

Notes:

The big trend here is the steady drop in home inventory over the last few months. We are currently under normal inventory levels, and now it's getting hard to find homes to show! What a turn around since early spring. But the price range above one million dollars is still a huge challenge, and sales are still running very slow. The number of troubled properties for sale (Short sales and REO's) is clearly dictated by price. Of the 115 home that sold over the last 30 days, 45 were SS's or REO's. If you broke out the lowest priced 50 homes that sold, fifty-six percent of them were SS's or REO's. But only twenty-five percent of the rest were SS's or REO's.