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Real estate Marketing Report: City of San Ramon

Snapshot of the Market for August 15, 2009

Homes on the Market: 156	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	34	46
Pending Sales last 20 days	67	47
Pending Sales last 30 days	100	47

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	65	41.7%	53	53.0%	37
\$600,001 to \$750,000	29	18.6%	24	24.0%	36
\$750,001 to \$900,000	18	11.5%	9	9.0%	60
\$900,001 to \$1,050,000	19	12.2%	5	5.0%	114
\$1,050,001 to \$1,300,000	10	6.4%	7	7.0%	43
\$1,300,001 Plus	15	9.6%	2	2.0%	225

* Time required to sell current inventory at Pending Sale rate

Notes:

** The number of homes for sale dropped another 6.5%, continuing an on-going trend of a shrinking inventory. Good news for sellers, frustration for buyers. The "buyers market" of 2009 has ended in the under \$900K price range. The biggest problem we're confronting are appraisers and the below market valuations they are creating on paper. A number of solid sales are threaten by "below market" appraisals, some over 10% below true market value. It's a very troubling sign.