

Bill Clarkson, Broker

ERA Golden Hills Brokers

Back to: www.BillClarkson.com

Bill@BillClarkson.com

(925) 200-5380

Marketing Report: San Ramon

For the Week Ending: Friday, January 12, 2007

231	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	16	144
Pending Sales last 20 days	28	165
Pending Sales last 30 days	45	154

Price Range Trends	Active Listings	Homes sold in the last 30 Days in each range	*Estimated Marketing Days to Sell inventory at current sale rate
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Up to \$600,000	45	11	123
\$600,001 to \$750,000	55	13	127
\$750,001 to \$900,000	42	10	126
\$900,001 to \$1,050,000	42	3	420
\$1,050,001 to \$1,300,000	12	5	72
\$1,300,001 Plus	35	3	350

* Time required to sell current inventory at Pending Sale rate

Notes:

** At the same time last year, we had 180 homes on the market (231 in 2007). Our average marketing time is down to 154 days (30 days time frame) as opposed to the 216 days in 2006. So the market is starting out stronger in 2007, and this bodes well for a good spring.

