

Bill Clarkson, Broker

ERA Golden Hills Brokers

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For the Week Ending: Friday, January 13, 2006

Active Listings	180	Homes Sold	*Estimated Marketing Days to Sell
Pending Sales last 10 days		9	200
Pending Sales last 20 days		11	327
Pending Sales last 30 days		25	216

Price Trends Sales	Homes	Homes sold in the last 30 Days	*Estimated Marketing Days to Sell
Up to to \$600,000	31	4	233
\$600,001 to \$900,000	75	13	173
\$900,001 to \$1,300,000	49	5	294
\$1,300,001 Plus	25	1	750

* Time required to sell current inventory at Pending Sale rate

Notes:

**Sale were slow, as in very Holiday season, between the days Nov 1 to about Dec 31.

Trends do show a pick up in activity after the Jan 1st date

**The price range above \$1,300,000 is very slow, and many homes for sale in the newer areas are vacant, and may be speculators trying to flip properties

**The speculation of declining values and a slowing market will play out in a couple of ways

**One: If developers begin to discount their unsold homes, including adding upgrades at no or little cost to prospective buyers

**Two: The inventory should be turning over every 60 days or so. Look at the numbers above, they range from 173 to 750 days to turn the inventory. If these numbers don't drop below 100 soon (February 1), it could spell trouble.