

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: The City of San Ramon

For the Week Ending: Friday, April 7, 2006

Active Listings ▶	273	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	22	124
Pending Sales last 20 days	48	114
Pending Sales last 30 days	66	124

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	30	8	113
\$600,001 to \$900,000	102	33	93
\$900,001 to \$1,300,000	86	18	143
\$1,300,001 Plus	34	7	146

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

### Notes:

\*\* The market has slowed to January activity levels, not a great sign for sellers, but exciting news for buyers, who may decide the time is right to jump in and make a deal. Sellers will resist discounting their homes, and for those in nice locations, no discounting should occur.

\*\* The slowdown in sales is striking all price levels. The trends that bodes ill for sellers is the run up in inventory from from 203 homes on March 3rd to the current number of 273 a month later.

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