

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, April 14, 2006

Active Listings ▶	264	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	26	102
Pending Sales last 20 days	47	112
Pending Sales last 30 days	74	107

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	4	225
\$600,001 to \$900,000	102	42	73
\$900,001 to \$1,300,000	86	21	123
\$1,300,001 Plus	34	7	146

* Time required to sell current inventory at Pending Sale rate

Notes:

** The interesting part of this week's statistics is the slowing of the lowest price range, the under \$600,000 homes and townhouses. This segment of the market is usually the strongest and most predictable, but I believe it is a reflection of the slowdown in the condo and townhouse markets, who's numbers dominate this price range.

** This is the end of the spring break and the Easter weekend slowdown. The next few weeks should demonstrate which way our market will go this year. Many families will be marketing their homes and looking for homes as the summer vacation break allows a seamless move between schools. If the inventory continues to build up and if sales don't breakout of their doldrums, we will have a flat and unexciting market. A buyers opportunity to make a good deal.
