

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 21, 2006

Active Listings ▶	295	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	22	134
Pending Sales last 20 days	47	126
Pending Sales last 30 days	69	128

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	46	4	345
\$600,001 to \$900,000	122	32	114
\$900,001 to \$1,300,000	89	24	111
\$1,300,001 Plus	39	9	130

* Time required to sell current inventory at Pending Sale rate

Notes:

** The market was expected to slow a little with the "Easter/Spring" break, and it did. This week saw a rush of new listings, and San Ramon has a 6-year high number of homes for sale at 295. Sales continued to slow, and the average marketing time has grown to over 4 months.

** The biggest surprise is the slowdown in the lower priced homes. The inventory in the under \$600K homes jumped to 46 from 30, but sales remained flat at 4. At the current selling rate, it would take almost a year to clear out just today's inventory of homes in this price range!
