

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, April 28, 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	31	95
Pending Sales last 20 days	57	104
Pending Sales last 30 days	78	114

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	50	4	375
\$600,001 to \$900,000	121	39	93
\$900,001 to \$1,300,000	86	26	99
\$1,300,001 Plus	38	9	127

* Time required to sell current inventory at Pending Sale rate

Notes:

** Sales have pickup, and the last 10 days saw a 50% increase in the number of pending sales. But the under \$600K market is still very quiet. My concern, if I may use an analogy, is similar to the food chain. If the bottom of the food chain is thin, everything further up will suffer. Our exception is the infusion of buyers from outside the area, who are currently the majority of purchasers. Without them, the market would be in very bad shape