

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, May 5, 2006

<b>Active Listings</b> ▶	<b>326</b>	<b>Homes Sold</b>	<b>*Estimated Marketing Days to Sell inventory at current sale rate</b>
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<b>Pending Sales</b> last 10 days	<b>27</b>	<b>121</b>
<b>Pending Sales</b> last 20 days	<b>53</b>	<b>123</b>
<b>Pending Sales</b> last 30 days	<b>80</b>	<b>122</b>

<b>Price Range Trends</b>	<b>Active Listings</b>	<b>Homes sold in the last 30 Days in each range</b>	<b>*Estimated Marketing Days to Sell inventory at current sale rate</b>
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Up to \$600,000	51	7	219
\$600,001 to \$900,000	137	43	96
\$900,001 to \$1,300,000	97	23	127
\$1,300,001 Plus	41	7	176

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

### Notes:

\*\* Inventory resumed it's upward march, and is at a 6 year high of 326 homes. Sales are holding steady, but at the current burn rate, will take us 4 months to sell current inventory levels.

\*\* The number of existing homes under four-years of age in San Ramon is about 15% of the local inventory, yet they make up 33% of the homes for sale. This is an amazing number homes for sale in this age range. Yet these same under four years old homes make up only 25% of the sales.