

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, May 19, 2006

Active Listings ▶	351	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	34	103
Pending Sales last 20 days	64	110
Pending Sales last 30 days	92	115

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	45	15	90
\$600,001 to \$900,000	143	43	100
\$900,001 to \$1,300,000	116	28	124
\$1,300,001 Plus	47	6	235

* Time required to sell current inventory at Pending Sale rate

Notes:

** Inventory inched up another 3% this week, and sales increased by over 7%.

** For those of you who have been reading these weekly marketing reports, the headlines in the papers are not news, but as always, the media has over-played the information. The market is soft, but it's been this way for the last 5 months, with the brief exception of a few weeks in March when the market was making a move to breakout and get going.

** To the point; For homes in a good location, that show well, and are priced at market; they are selling within a few weeks. For homes with location or condition issues, pricing discounts are the norm now.