

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, May 26, 2006

|                   |     |            |  |
|-------------------|-----|------------|--|
| Active Listings ▶ | 362 | Homes Sold | *Estimated Marketing Days to Sell inventory at current sale rate |
|-------------------|-----|------------|--|

|                            |    |     |
|----------------------------|----|-----|
| Pending Sales last 10 days | 34 | 106 |
| Pending Sales last 20 days | 66 | 110 |
| Pending Sales last 30 days | 91 | 119 |

| 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 |
|--------------------|-----------------|--|--|
|--------------------|-----------------|--|--|

|                          |     |    |     |
|--------------------------|-----|----|-----|
| Up to \$600,000          | 47  | 17 | 83  |
| \$600,001 to \$900,000   | 151 | 43 | 105 |
| \$900,001 to \$1,300,000 | 119 | 27 | 132 |
| \$1,300,001 Plus         | 45  | 4  | 338 |

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

### Notes:

\*\* Interesting Facts. Only 15% of the home on the market are on lots of 10,000 sq. ft. or larger. Just under 50% of the homes are on lots that are .10 acres or less. That's an average of 10 homes per acre.

\*\* Half of the homes on the market are 10 years old or less. In fact, 12% of the homes for sale are brand new. Some never lived in. One third of the market is 3 years old or less.