

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, June 23, 2006

| | | | |
|-------------------|-----|------------|--|
| Active Listings ▶ | 385 | Homes Sold | *Estimated Marketing Days to Sell inventory at current sale rate |
|-------------------|-----|------------|--|

| | | |
|----------------------------|----|-----|
| Pending Sales last 10 days | 28 | 138 |
| Pending Sales last 20 days | 58 | 133 |
| Pending Sales last 30 days | 78 | 148 |

| 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 | 59 | 8 | 221 |
| \$600,001 to \$750,000 | 85 | 15 | 170 |
| \$750,001 to \$900,000 | 80 | 24 | 100 |
| \$900,001 to \$1,050,000 | 56 | 11 | 153 |
| \$1,050,001 to \$1,300,000 | 60 | 12 | 150 |
| \$1,300,001 Plus | 45 | 8 | 169 |

* Time required to sell current inventory at Pending Sale rate

Notes:

** 28% of the homes sold in San Ramon over the last 30 days were priced over \$1,000,000. Amazing how our market has and is changing. The average sales price of a home in San Ramon is now \$893,000.

** Aside from the \$750K to \$900K market, the burn rate of our inventory is still over 150 days. The "best" selling season is now slipping behind us, and we have a couple of months of summer selling before the slow season begins in September, running through December.