

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, June 30, 2006

Active Listings ▶	395	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	19	208
Pending Sales last 20 days	45	176
Pending Sales last 30 days	75	158

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	58	8	218
\$600,001 to \$750,000	91	12	228
\$750,001 to \$900,000	83	23	108
\$900,001 to \$1,050,000	55	13	127
\$1,050,001 to \$1,300,000	63	9	210
\$1,300,001 Plus	46	10	138

* Time required to sell current inventory at Pending Sale rate

Notes:

** Trends Lines: The number of homes that sell every 30 days has dropped from the 90's to the mid-70's in the last 2 months. The "burn-rate", the time to sell all homes at the current sale rate, has jumped from 118 days on May 12th to 158 days today.

** The under \$600K price range has slowed dramatically. The lower prices are very important, as these sellers move up in price as they sell. If they don't sell, the upper price ranges will suffer. It's just like the food chain in nature. Cut it off, and those who live off them higher up in the food chain will starve. If it wasn't for the large number of outside buyers coming into our market, the higher prices would also be suffering their fate.