

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, July 21, 2006

Active Listings ▶	416	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	32	130
Pending Sales last 20 days	64	130
Pending Sales last 30 days	85	147

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	73	17	129
\$600,001 to \$750,000	83	23	108
\$750,001 to \$900,000	90	20	135
\$900,001 to \$1,050,000	59	9	197
\$1,050,001 to \$1,300,000	58	6	290
\$1,300,001 Plus	53	10	159

* Time required to sell current inventory at Pending Sale rate

Notes:

** Uneventful week. The good news may be that interest rates have crested, and the fear of higher mortgage payments may begin to ease.

** A Repeat of last weeks comments: The inventory remains high. Buyers are driving some hard bargains. Summer is half over, and with the approach of fall and the "slower" season, some sellers are getting very anxious.