

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, August 11, 2006

Active Listings ▶	440	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	17	259
Pending Sales last 20 days	50	176
Pending Sales last 30 days	79	167

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	86	15	172
\$600,001 to \$750,000	78	20	117
\$750,001 to \$900,000	105	15	210
\$900,001 to \$1,050,000	52	14	111
\$1,050,001 to \$1,300,000	57	5	342
\$1,300,001 Plus	62	10	186

* Time required to sell current inventory at Pending Sale rate

Notes:

** Another slow week for sales. Each of the last two weeks suffered from slowing sales and rising inventory. School will start in about two weeks, and that marks the beginning of a traditionally slow fall season. Given the anemic sales situation, the next three months could be very tough on sellers, and a prime buying opportunity for families looking to make a home in our Valley.