

Bill Clarkson, Broker

ERA Golden Hills Brokers

Back to: www.BillClarkson.com

Bill@BillClarkson.com

(925) 200-5380

Marketing Report: San Ramon

For the Week Ending: Friday, August 31, 2006

Active Listings ▶	443	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	33	134
Pending Sales last 20 days	49	181
Pending Sales last 30 days	59	225

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	79	12	198
\$600,001 to \$750,000	99	11	270
\$750,001 to \$900,000	95	20	143
\$900,001 to \$1,050,000	53	3	530
\$1,050,001 to \$1,300,000	60	7	257
\$1,300,001 Plus	57	6	285

* Time required to sell current inventory at Pending Sale rate

Notes:

** Good news this week. Sales about doubled to a normal rate of 3.3 homes selling per day. if we had a normal inventory of about 180 homes for sale, the average marketing time would be about 54 days, within the range the industry considers normal. But with our current 443 homes on the market, the average time is now 134 days, or about 4.5 months. The slowest price range in terms of sales, are the \$900,000 to \$1,050,000 priced homes. The average time in that range is 530 days, or about 17+ months.