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ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, September 22, 2006

Active Listings ▶	456	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	20	228
Pending Sales last 20 days	40	228
Pending Sales last 30 days	64	214

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	89	16	167
\$600,001 to \$750,000	95	15	190
\$750,001 to \$900,000	106	13	245
\$900,001 to \$1,050,000	59	6	295
\$1,050,001 to \$1,300,000	56	7	240
\$1,300,001 Plus	51	7	219

* Time required to sell current inventory at Pending Sale rate

Notes:

** The average marketing time is over 7 months, and this trend has been consistent for the last 30 days. Those properties under \$700,000 are selling quicker, averaging about 5-6 months. The traditional slow time is October and November, so the situation is tough for sellers who "have to" sell now. If you don't have to sell now, you're better off waiting for the "spring season" of January and February to begin to market your home.