

Bill Clarkson, Broker

ERA Golden Hills Brokers

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Marketing Report: San Ramon

For the Week Ending: Friday, October 27, 2006

Active Listings ►	403	Homes Sold	*Estimated Marketing Days to Sell inventory at current sale rate
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Pending Sales last 10 days	24	168
Pending Sales last 20 days	44	183
Pending Sales last 30 days	69	175

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	83	11	226
\$600,001 to \$750,000	95	17	168
\$750,001 to \$900,000	86	18	143
\$900,001 to \$1,050,000	48	10	144
\$1,050,001 to \$1,300,000	49	4	368
\$1,300,001 Plus	41	9	137

* Time required to sell current inventory at Pending Sale rate

Notes:

** The number of homes on the market dropped another 5% this week. That is good news. Given the level of sales, our marketing time has dropped to 175 days, just less than 6 months. Not great news, but better than the last few months. As the holidays arrive, the number of homes for sale should continue to drop. If the number dips below 200, that will be good news for sellers. One of the predictors of our spring market; If the number of listings is above 200 on January 30, 2007, we may have another slow year. If they are below 150, we could see a market where homes again begin to appreciate in value.