

This spreadsheet tracks a two key metrics to help determine the state of the housing market in zip code 92008. One measures what percentage of homes are “distressed”. These are homes where the home owner is having difficulty paying of the loan. In an extreme case the home becomes bank owned and is a bank sale but in many cases a bank will allow for a “short sale” where the home is sold and only part of the loan is paid off with the proceeds thus falling “short” of the full loan amount. We have a distressed home expert on our team to help you navigate this complex area if unfortunately you are in this predicament. As distressed home typically are sold below market value the higher the percentage of distressed homes in an area the more likely home prices will remain depressed. A high inventory of homes for sale relative to how many homes are sold is another key factor. The spreadsheet below calculates the distressed home % and then also calculates how many months it will take to sell off the current inventory of homes for sales. Please refer to the “active” column for how many homes are for sale in a given month. High inventory and high % of distressed homes have plagued the USA home market for the last few years but not all areas are the same. Not only do zip codes vary but developments and even streets in an area can buck a negative trend. When we develop an analysis of the home you may wish to sell or purchase we take into account all these factors and more.

92008	Sold	Bank	S/S	Normal	Dist. %	Active	Inv/M
Jan '09	4	0	0	4	0	58	14.50
Feb '09	11	1	1	9	18	69	6.27
Mar '09	7	2	1	4	43	89	12.71
Apr '09	11	1	2	8	27	91	8.27
May '09	13	4	1	8	38	78	6.00
Jun '09	11	4	0	7	36	75	6.82
Jul '09	8	1	0	7	13	75	9.38
Aug '09	10	1	1	8	20	68	6.80
Sep '09	13	4	2	7	46	66	5.08
Oct '09	9	1	0	8	11	67	7.44
Nov '09	15	0	4	11	27	66	4.40
Dec '09	11	3	2	6	45	61	5.55
Jan '10	7	1	1	5	29	64	9.14
Feb '10	6	1	0	5	17	58	9.67
Mar '10	18	1	2	15	17	57	3.17
Apr '10	10	1	1	8	20	60	6.00
May '10	16	1	3	12	25	70	4.38
Jun '10	11	1	1	9	18	90	8.18
Jul '10	7	1	1	5	29	104	14.86
Aug '10	10	2	4	4	60	104	10.40
Sep '10	12	2	0	10	17	107	8.92
Oct '10	12	2	1	9	25	94	7.83
Nov '10	13	0	1	12	8	84	6.46
Dec '10	12	3	1	8	33	75	6.25
Jan '11	6	2	1	3	50	80	13.33
Feb '11	4	0	2	2	50	90	22.50
Mar '11	15	1	4	10	33	78	5.20

Apr '11	15	2	3	10	33	96	6.40
May '11	22	2	5	15	32	109	4.95
Jun '11	10	1	2	7	30	103	10.30
Jul '11	13	2	0	11	15	87	6.69
Aug '11	19	1	3	15	21	87	4.58
Sep '11	16	0	1	15	6	90	5.63
Oct '11	9	0	2	7	22	81	9.00