

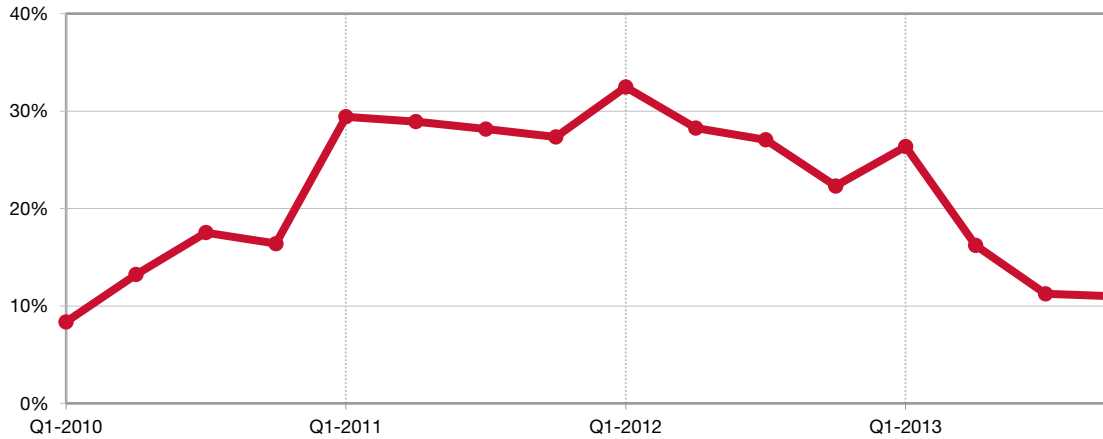
# Lender-Mediated Report – Q4-2013 **MOUNTAIN REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Aspen Board of REALTORS®, Glenwood Springs Association of REALTORS®, Gunnison County Association of REALTORS® Inc, Steamboat Springs Association of REALTORS®, Telluride Association of REALTORS®, and Vail Board of REALTORS®.

Lender-mediated properties are those marked in an MLS as a Foreclosure, REO, Short Sale or other distressed sales type. For a complete list of methodology used from each MLS, see page 2 of this report. Activity comprised of single-family properties, townhomes, and condominiums combined.

## Share of Sold Listings that were Lender-Mediated: **11.0%**



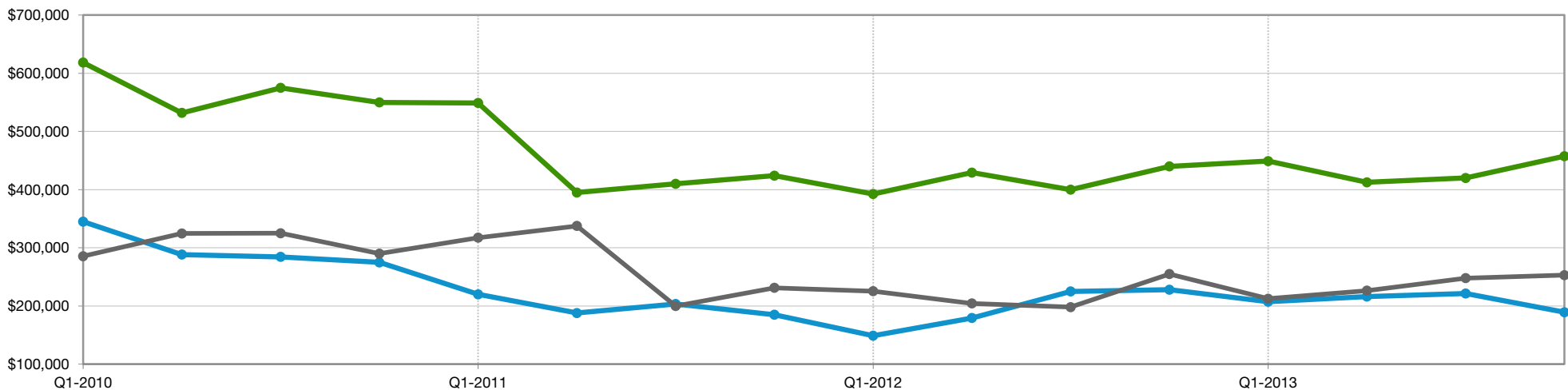
Sold Listings	Q4-2012	Q4-2013	+ / -
Traditional	853	834	-2.2%
REO	115	47	-59.1%
Short Sale	133	57	-57.1%
Total Market*	1,098	937	-14.7%

Median Sales Price	Q4-2012	Q4-2013	+ / -
Traditional	\$440,000	\$457,500	+4.0%
REO	\$228,000	\$189,250	-17.0%
Short Sale	\$255,000	\$253,000	-0.8%
Total Market*	\$380,000	\$417,000	+9.7%

\*Total Market is not a sum of traditional, REO and short sale activity, as some lender-mediated homes can be listed both as REO and short sale. Percent changes are calculated using rounded figures.

## Historical Median Sales Price

— Traditional    — REO    — Short Sale



# Lender-Mediated Report – Explanation of Methodology by MLS

A research tool provided by the Colorado Association of REALTORS®. Includes the Aspen Board of REALTORS®, Glenwood Springs Association of REALTORS®, Gunnison County Association of REALTORS® Inc, Steamboat Springs Association of REALTORS®, Telluride Association of REALTORS®, and Vail Board of REALTORS®.



Data in the Colorado Association of REALTORS® reports comes from the multiple listing services in the state. This lender-mediated report is focused on data from the following MLSs, and based on the methodology as follows:

## **Aspen/Glenwood MLS, Inc.**

- Foreclosure based exclusively on "Foreclosure" field.
- Short Sale based exclusively on "Short Sale" field.

## **Gunnison County Association of REALTORS®, Inc. Multiple Listing Service**

- Foreclosure based on "Ownership" field where value is either "Real Estate Owned" or "Foreclosure."
- Short Sale based on "Ownership" field where value is "Short Sale."
- Public Remarks field is used for further distinction.

## **Steamboat Springs MLS**

- Foreclosure based on the "REO Bank Owned Y/N" field equal to "Yes" and supplemented by the "Remarks" field.
- Short Sale based on the "Short Sale Potential" field equal to "Yes" and supplemented by the "Remarks" field.

## **Telluride Association of REALTORS® MLS**

- Foreclosure based on the "REO" field where value is "Yes - Please See Addendum"
- Short Sale based on the "Short Sale" field where value is "Yes - Please See Addendum"

## **Vail Board of REALTORS® Multiple Listing Service**

- Foreclosure and Short Sale are based exclusively on the "MarketingRemarks" and "AgentOnlyRemarks" fields.