

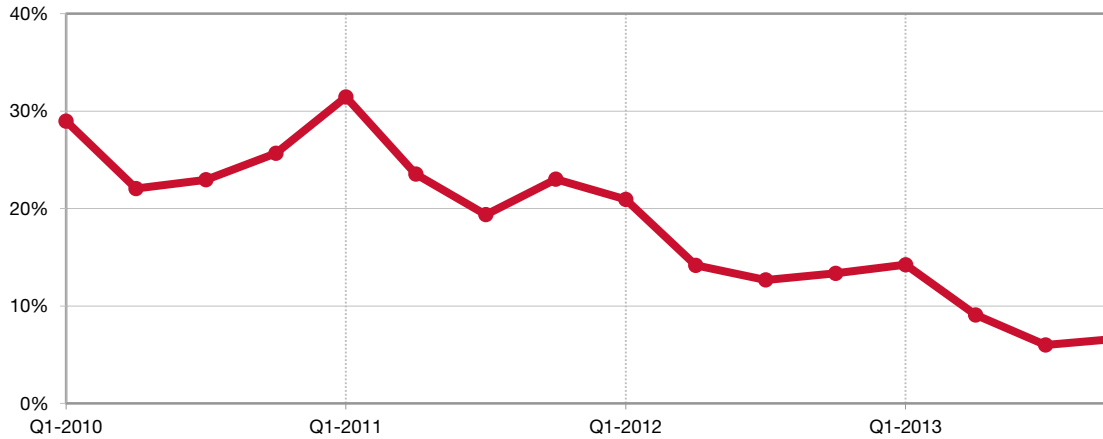
Lender-Mediated Report – Q4-2013 **NORTHEAST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Boulder Area REALTOR® Association, Estes Park Board of REALTORS®, Fort Collins Board of REALTORS®, Greeley Area REALTOR® Association, Logan County Board of REALTORS®, Longmont Association of REALTORS®, Loveland/Berthoud Association of REALTORS®, and the Morgan County 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: **6.6%**



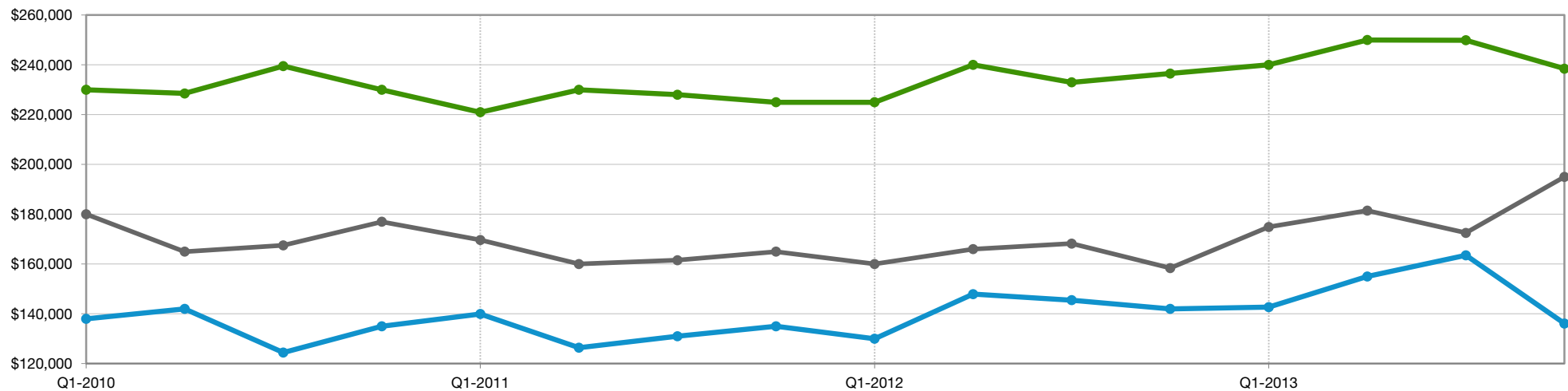
Sold Listings	Q4-2012	Q4-2013	+ / -
Traditional	2,784	3,298	+18.5%
REO	308	172	-44.2%
Short Sale	122	63	-48.4%
Total Market*	3,213	3,532	+9.9%

Median Sales Price	Q4-2012	Q4-2013	+ / -
Traditional	\$236,500	\$238,450	+0.8%
REO	\$142,000	\$136,100	-4.2%
Short Sale	\$158,375	\$195,000	+23.1%
Total Market*	\$225,000	\$234,000	+4.0%

*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

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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:

IRES, LLC

- Short Sale based on "FG_NewFinancingIDs" field where value is either "Short Sale Pending Lender Approval" or "Short Pav."
- Foreclosure based on "FG_OwnershipIDs" field where value is "HUD" or "Lender Owner/REO."