

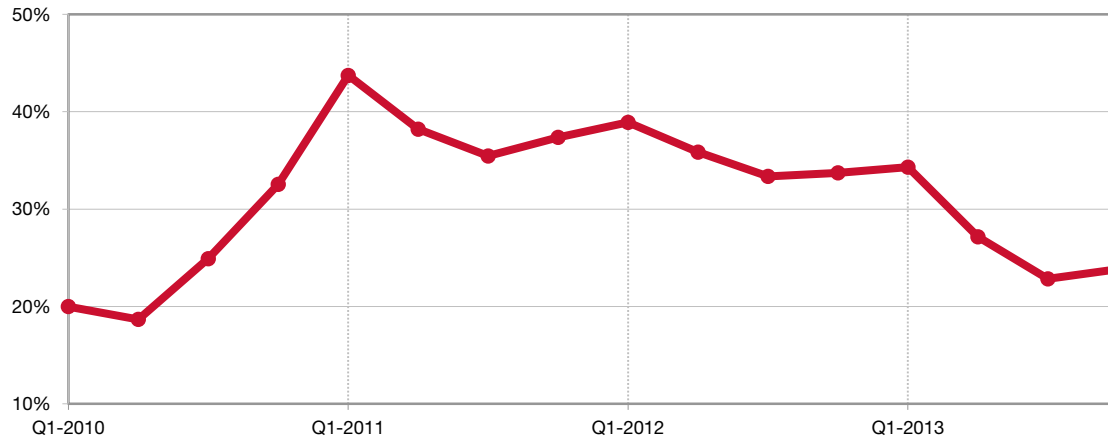
Lender-Mediated Report – Q4-2013 **NORTHWEST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Craig Association of REALTORS®, Delta County Board of REALTORS®, Grand Junction Area REALTOR® Association, and the Montrose Association 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: **23.8%**



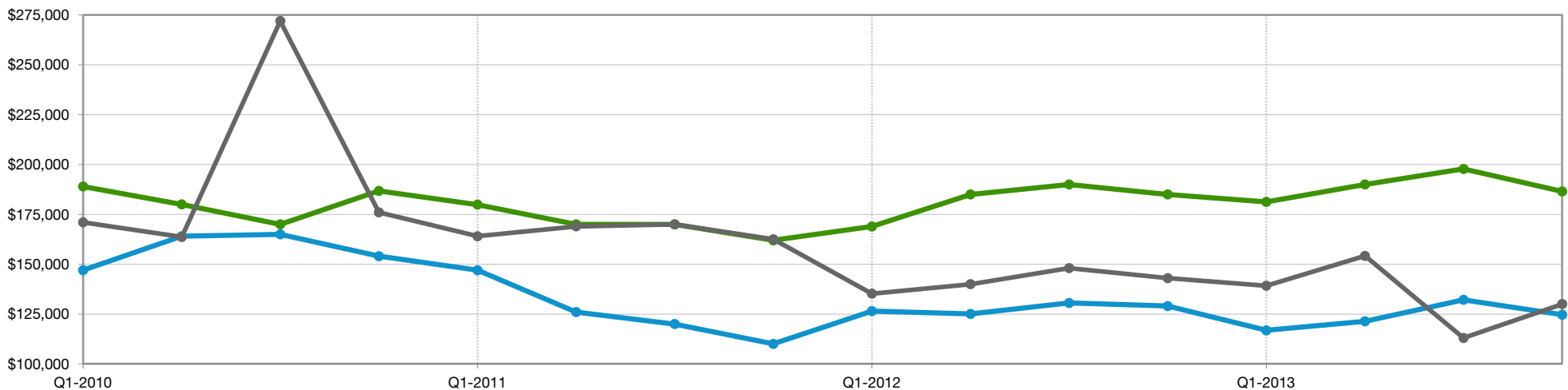
Sold Listings	Q4-2012	Q4-2013	+ / -
Traditional	617	668	+8.3%
REO	175	125	-28.6%
Short Sale	67	24	-64.2%
Total Market*	931	877	-5.8%

Median Sales Price	Q4-2012	Q4-2013	+ / -
Traditional	\$185,000	\$186,500	+0.8%
REO	\$129,000	\$124,630	-3.4%
Short Sale	\$143,000	\$130,000	-9.1%
Total Market*	\$160,000	\$170,000	+6.3%

*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:

Aspen/Glenwood Springs MLS Inc

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

Colorado Real Estate Network (CREN)

- Foreclosure based exclusively on "REO/Lender Owned" field.
- Short Sale based exclusively on "Short Sale" field.

Grand Junction Area REALTOR® Association MLS

- Foreclosure based on "Sale Type" field where value is "REO."
- Short Sale based on "Sale Type" field where value is "Short Sale."
- Non-specific distressed listings also include where "Sale Type" field is "HUD."
- Fields "Agent_Remarks" and "Remarks" are used for further distinction.