

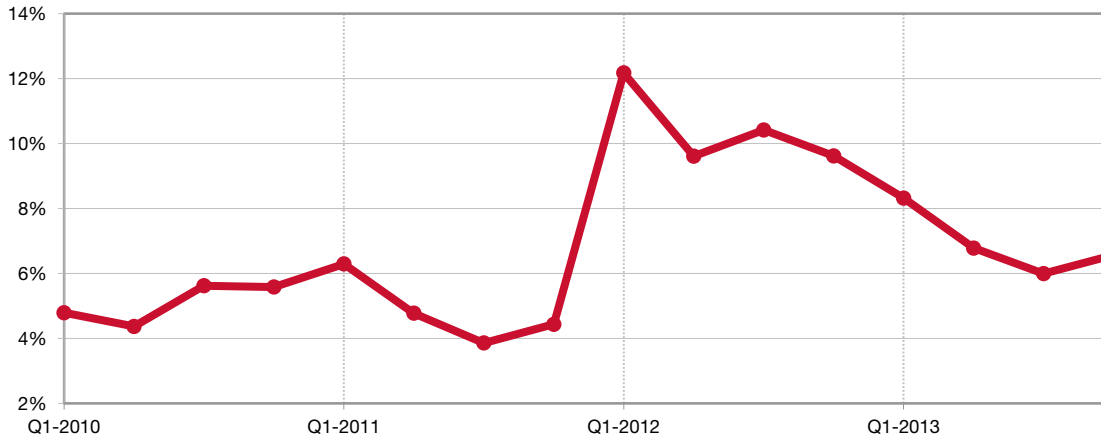
Lender-Mediated Report – Q4-2013 **SOUTHEAST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Arkansas Valley Board of REALTORS®, Chaffee County Board of REALTORS®, Pikes Peak Association of REALTORS®, Pueblo Association of REALTORS® and the Royal Gorge 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: **6.6%**



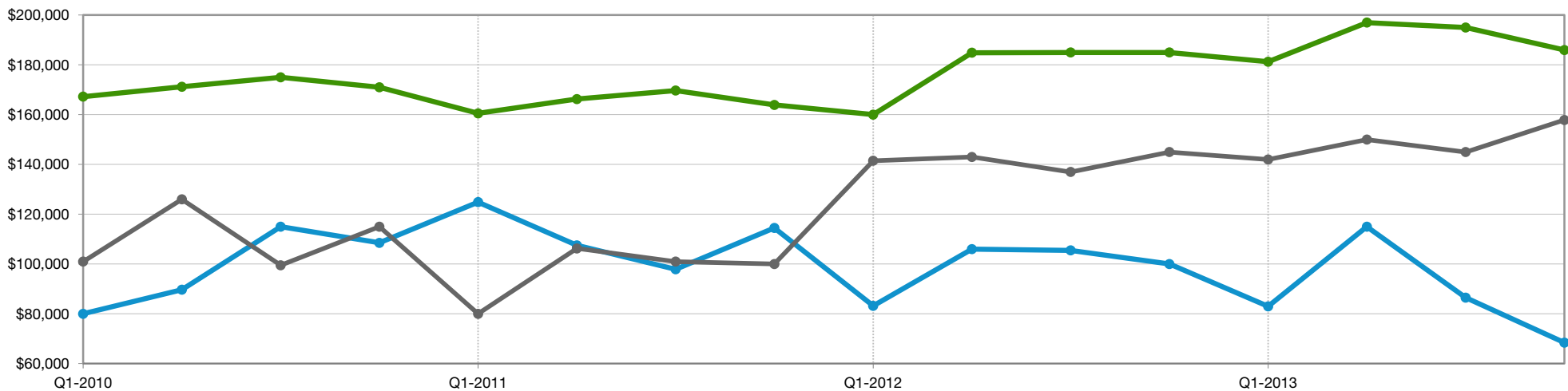
Sold Listings	Q4-2012	Q4-2013	+ / -
Traditional	2,893	3,087	+6.7%
REO	93	84	-9.7%
Short Sale	238	145	-39.1%
Total Market*	3,201	3,304	+3.2%

Median Sales Price	Q4-2012	Q4-2013	+ / -
Traditional	\$185,000	\$185,950	+0.5%
REO	\$100,000	\$68,425	-31.6%
Short Sale	\$145,000	\$157,850	+8.9%
Total Market*	\$179,000	\$181,000	+1.1%

*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:

Chaffee County Board of REALTORS®, Inc. Multiple Listing Service

- Foreclosure based on "ForeclosureBankOwned" field and supplemented by "Public Remarks" field.
- Short Sale based exclusively on "Public Remarks" field.

Pikes Peak REALTOR® Services Corporation

- Foreclosure based on "Notices" field where value is "In Foreclosure."
- Short Sale based on "ShortSale Add Signed by Seller" field.
- Field "Property Description Remarks" used for further distinction.

Pueblo Association of REALTORS®, Inc./Arkansas Valley Board of REALTORS® Multiple Listing Service

- Foreclosure exclusively based on "Remarks" and "Agent Remarks" fields.
- Short Sale based on "Terms" field and supplemented by "Remarks" and "Agent Remarks" fields.

Royal Gorge Association of REALTORS® Inc. Multiple Listing Service

- Foreclosure and Short Sale are based on the "Agent Remarks" and "Remarks" fields.