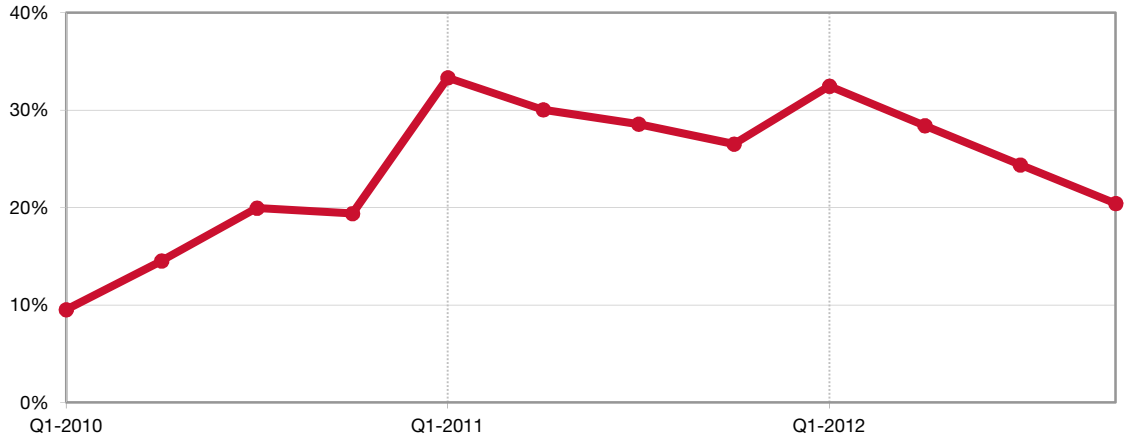
Lender-Mediated Report – Q4-2012 MOUNTAIN REGION

A research tool provided by the Colorado Association of REALTORS®. Includes the Gunnison Country Assoication of REALTORS® Inc, Steamboat Springs 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: 20.4%

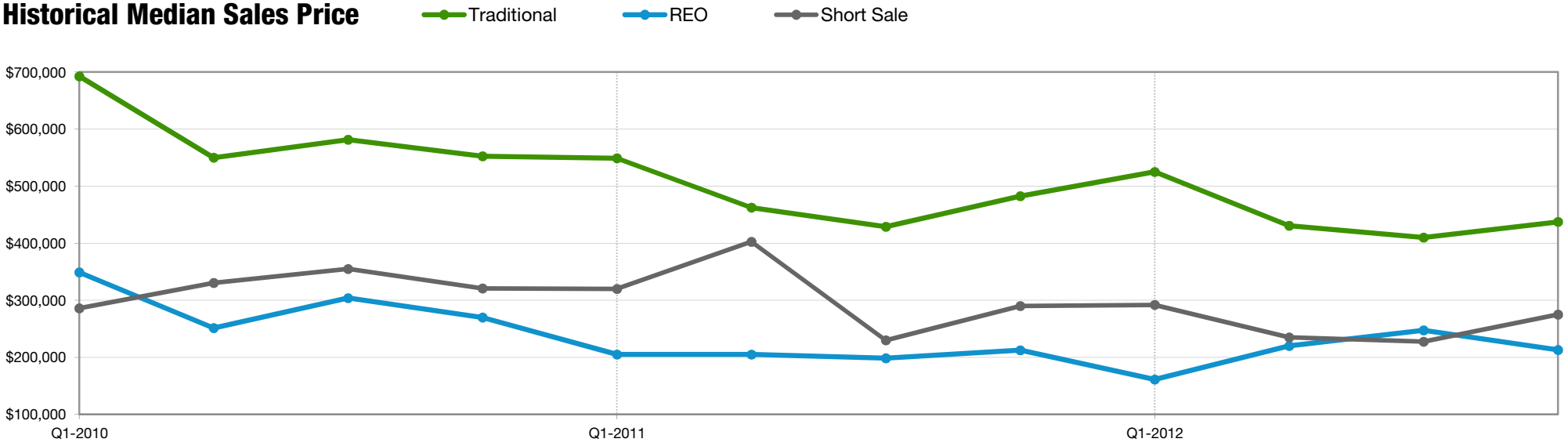


Sold Listings	Q4-2011	Q4-2012	+ / –
Traditional	374	487	+30.2%
REO	86	71	-17.4%
Short Sale	51	56	+9.8%
Total Market*	509	612	+20.2%

Median Sales Price	Q4-2011	Q4-2012	+ / –
Traditional	$482,500	$437,500	-9.3%
REO	$212,500	$213,000	+0.2%
Short Sale	$290,000	$275,000	-5.2%
Total Market*	$375,000	$385,000	+2.7%

*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



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:

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.

Vail Board of REALTORS® Mulitple Listing Service

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