

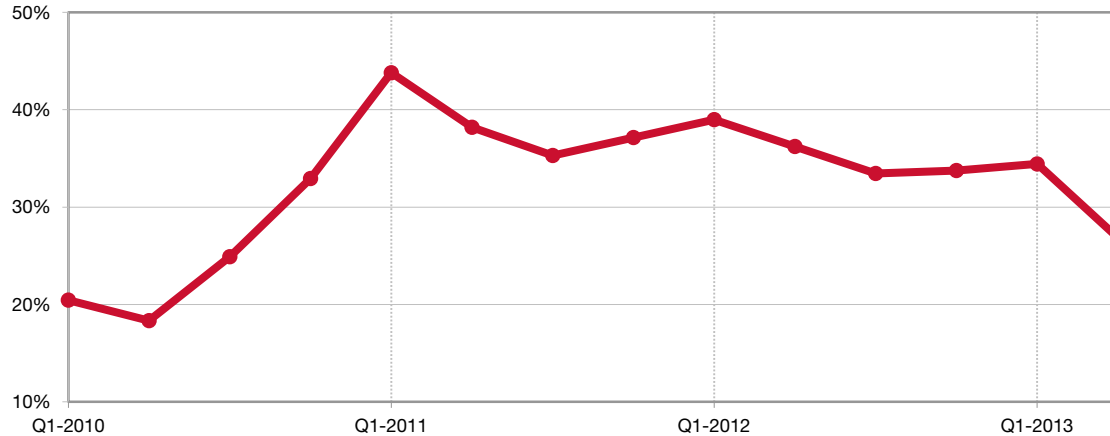
Lender-Mediated Report – Q2-2013 **NORTHWEST REGION**



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: **26.8%**



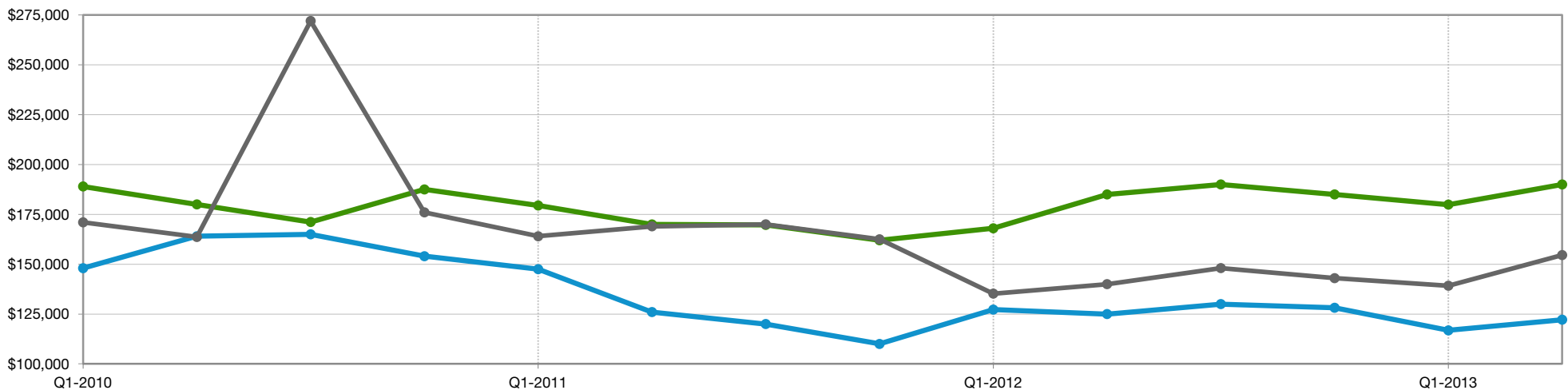
Sold Listings	Q2-2012	Q2-2013	+ / -
Traditional	660	793	+20.2%
REO	264	167	-36.7%
Short Sale	65	48	-26.2%
Total Market*	1,035	1,084	+4.7%

Median Sales Price	Q2-2012	Q2-2013	+ / -
Traditional	\$185,000	\$190,000	+2.7%
REO	\$125,000	\$122,175	-2.3%
Short Sale	\$140,000	\$154,578	+10.4%
Total Market*	\$165,000	\$170,000	+3.0%

*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:

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.