

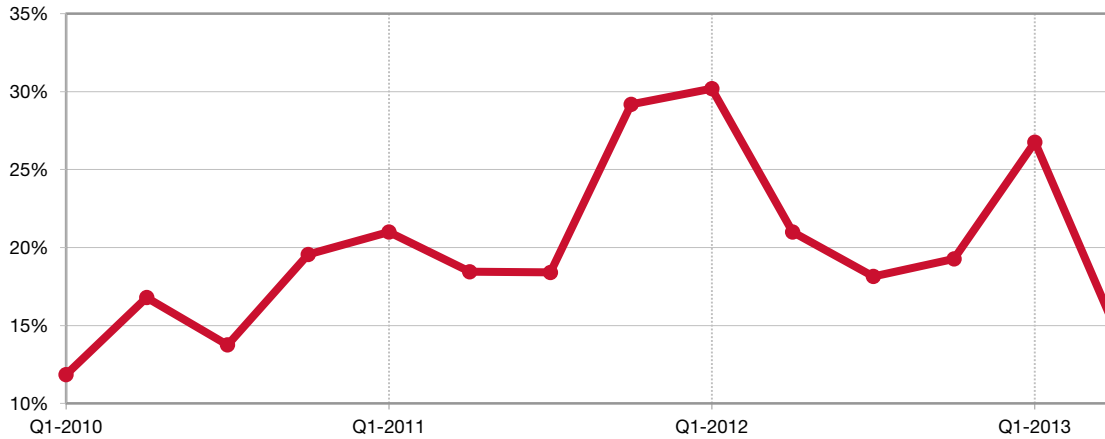
Lender-Mediated Report – Q2-2013 **SOUTHWEST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Durango Area Association of REALTORS®, Four Corners Board of REALTORS®, Pagosa Springs Area Association of REALTORS® and the San Luis Valley 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: **14.8%**



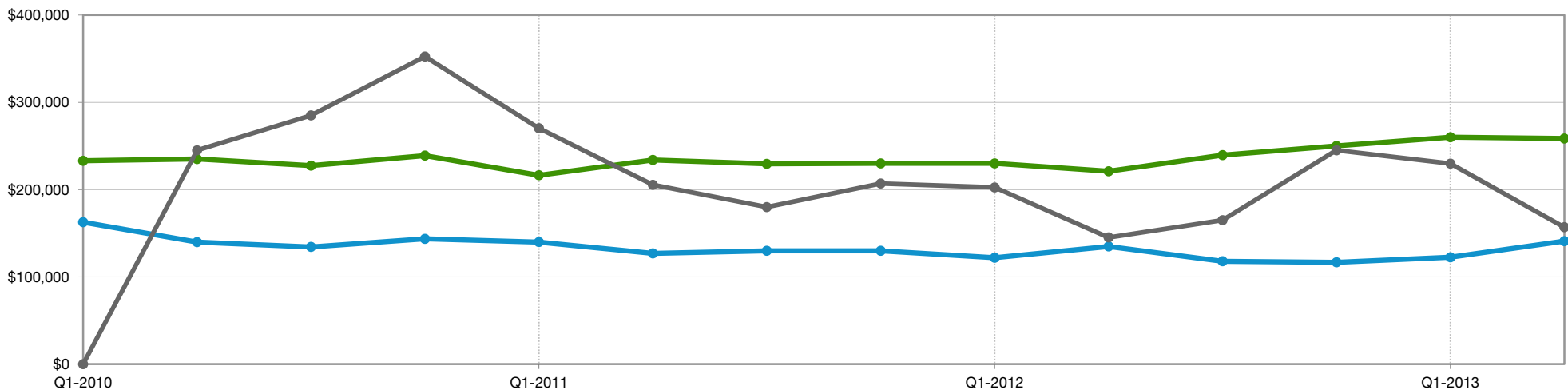
Sold Listings	Q2-2012	Q2-2013	+ / -
Traditional	365	479	+31.2%
REO	89	76	-14.6%
Short Sale	8	7	-12.5%
Total Market*	462	562	+21.6%

Median Sales Price	Q2-2012	Q2-2013	+ / -
Traditional	\$221,000	\$258,500	+17.0%
REO	\$135,000	\$141,000	+4.4%
Short Sale	\$145,300	\$157,000	+8.1%
Total Market*	\$197,450	\$239,000	+21.0%

*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

A research tool provided by the Colorado Association of REALTORS®. Includes the Durango Area Association of REALTORS®, Four Corners Board of REALTORS®, Pagosa Springs Area Association of REALTORS® and the San Luis Valley Board of REALTORS®.



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:

Colorado Real Estate Network (CREN)

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