

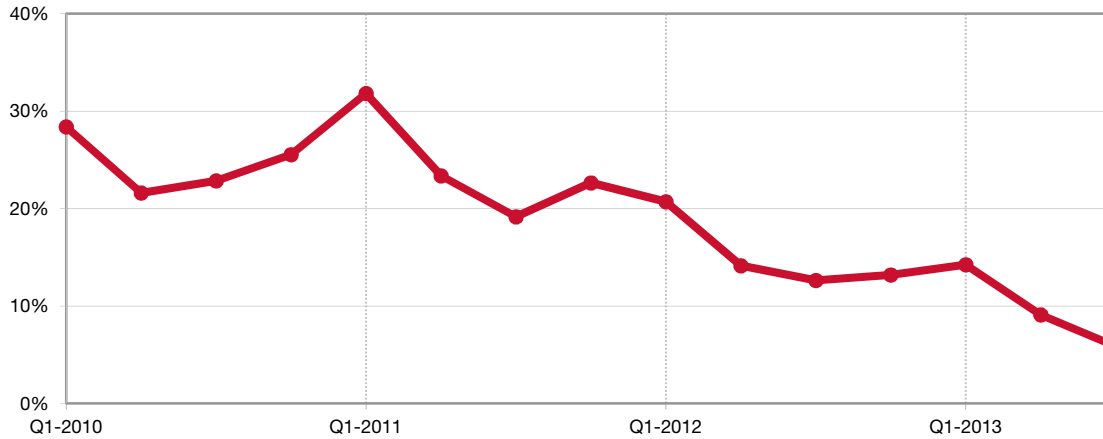
# Lender-Mediated Report – Q3-2013 **NORTHEAST REGION**



A research tool provided by the Colorado Association of REALTORS®. Includes the Boulder Area REALTOR® Association, Estes Park Board of REALTORS®, Fort Collins Board of REALTORS®, Greeley Area REALTOR® Association, Logan County Board of REALTORS®, Longmont Association of REALTORS®, Loveland/Berthoud Association of REALTORS®, and the Morgan County 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: **5.9%**



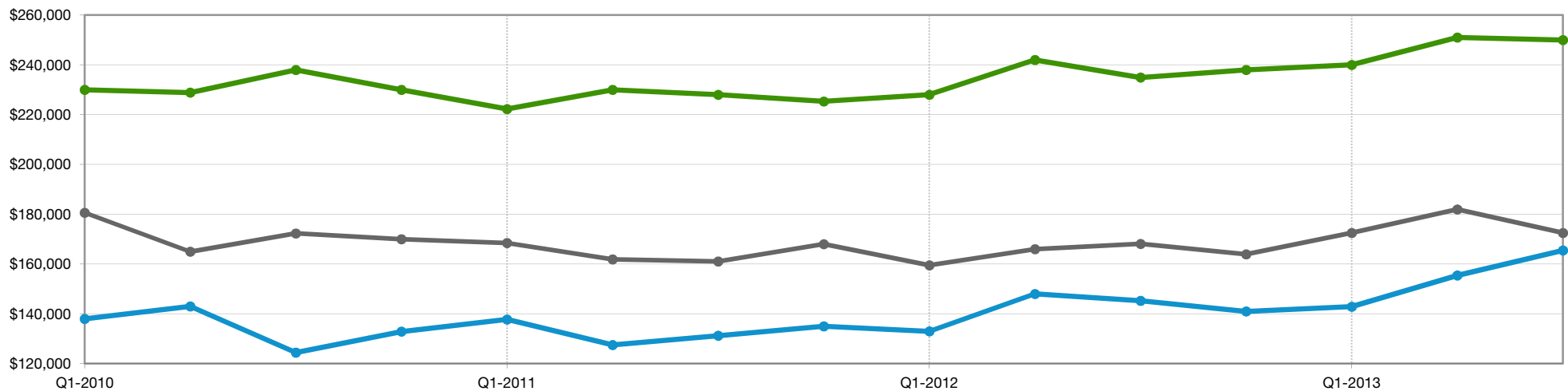
Sold Listings	Q3-2012	Q3-2013	+ / -
Traditional	3,639	4,640	+27.5%
REO	366	229	-37.4%
Short Sale	160	60	-62.5%
Total Market*	4,165	4,929	+18.3%

Median Sales Price	Q3-2012	Q3-2013	+ / -
Traditional	\$234,950	\$250,000	+6.4%
REO	\$145,255	\$165,500	+13.9%
Short Sale	\$168,100	\$172,500	+2.6%
Total Market*	\$223,500	\$245,000	+9.6%

\*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 Boulder Area REALTOR® Association, Estes Park Board of REALTORS®, Fort Collins Board of REALTORS®, Greeley Area REALTOR® Association, Logan County Board of REALTORS®, Longmont Association of REALTORS®, Loveland/Berthoud Association of REALTORS®, and the Morgan County 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:

## IRES, LLC

- Short Sale based on "FG\_NewFinancingIDs" field where value is either "Short Sale Pending Lender Approval" or "Short Pav."
- Foreclosure based on "FG\_OwnershipIDs" field where value is "HUD" or "Lender Owner/REO."