

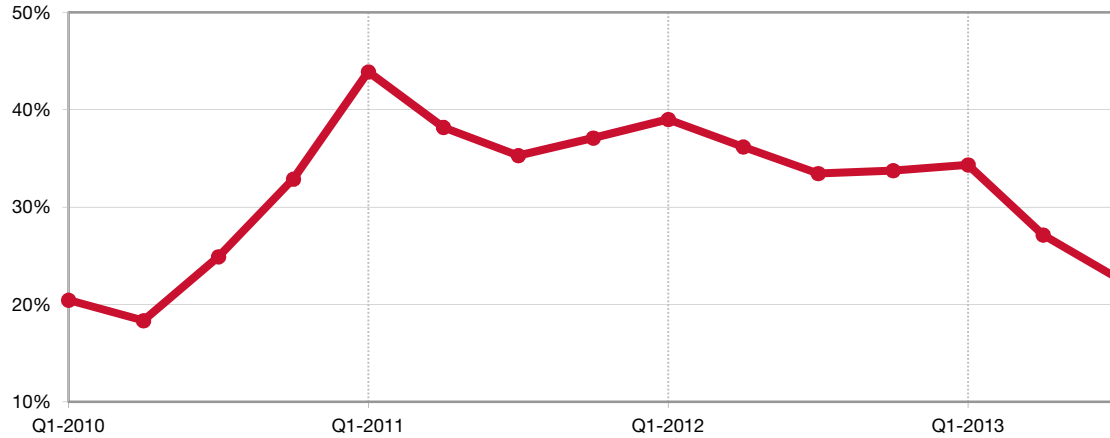
Lender-Mediated Report – Q3-2013 **NORTHWEST REGION**



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: **22.7%**



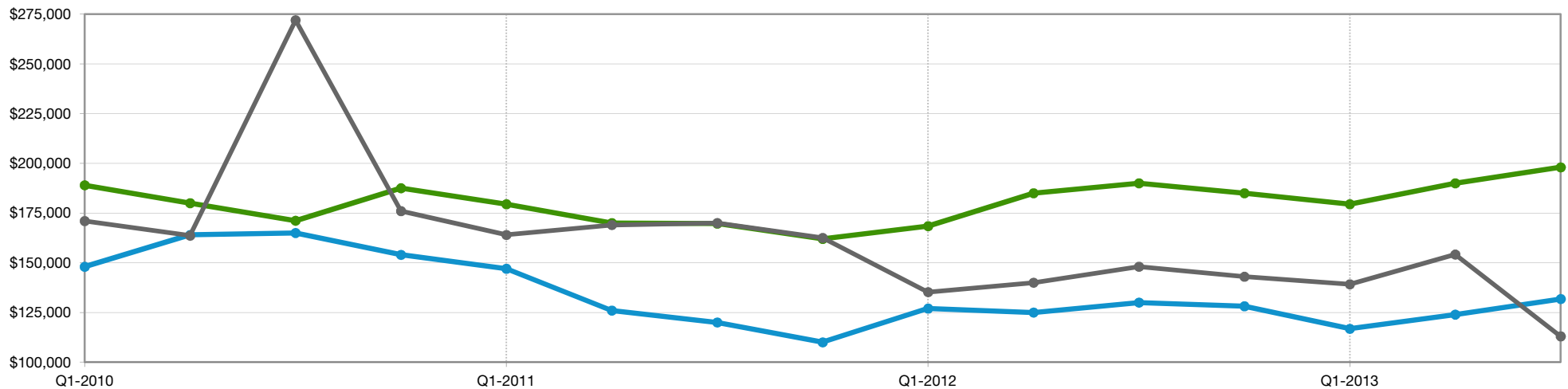
Sold Listings	Q3-2012	Q3-2013	+ / -
Traditional	698	855	+22.5%
REO	194	143	-26.3%
Short Sale	69	38	-44.9%
Total Market*	1,049	1,106	+5.4%

Median Sales Price	Q3-2012	Q3-2013	+ / -
Traditional	\$190,000	\$198,000	+4.2%
REO	\$130,000	\$131,799	+1.4%
Short Sale	\$148,050	\$113,000	-23.7%
Total Market*	\$169,700	\$175,500	+3.4%

*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.