

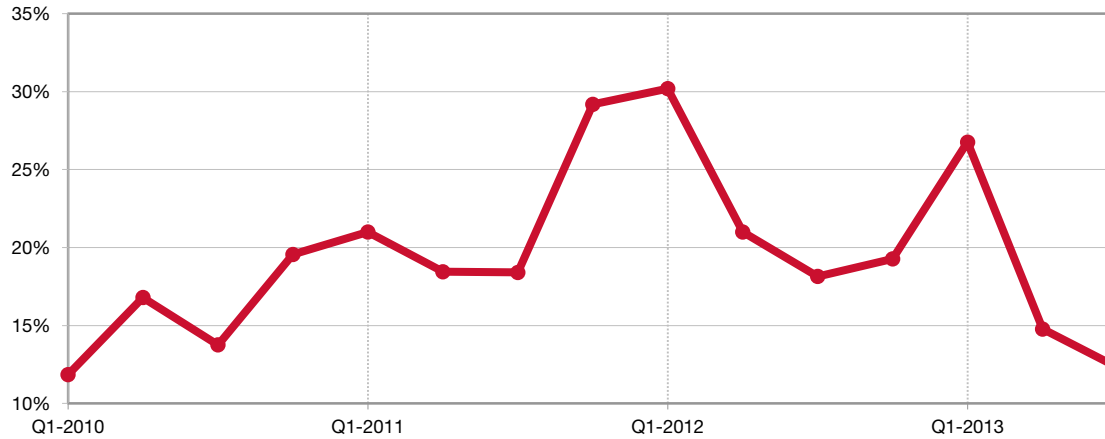
# Lender-Mediated Report – Q3-2013 **SOUTHWEST REGION**



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: **12.3%**



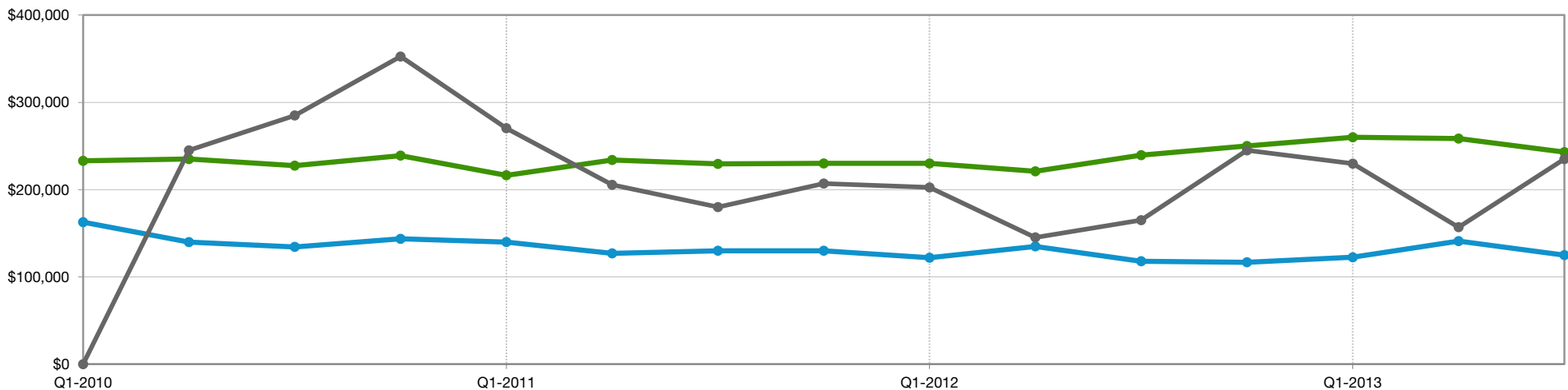
Sold Listings	Q3-2012	Q3-2013	+ / -
Traditional	442	577	+30.5%
REO	79	68	-13.9%
Short Sale	19	13	-31.6%
Total Market*	540	658	+21.9%

Median Sales Price	Q3-2012	Q3-2013	+ / -
Traditional	\$239,500	\$243,000	+1.5%
REO	\$118,000	\$125,000	+5.9%
Short Sale	\$165,000	\$235,000	+42.4%
Total Market*	\$215,000	\$229,000	+6.5%

\*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:

## Colorado Real Estate Network (CREN)

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