

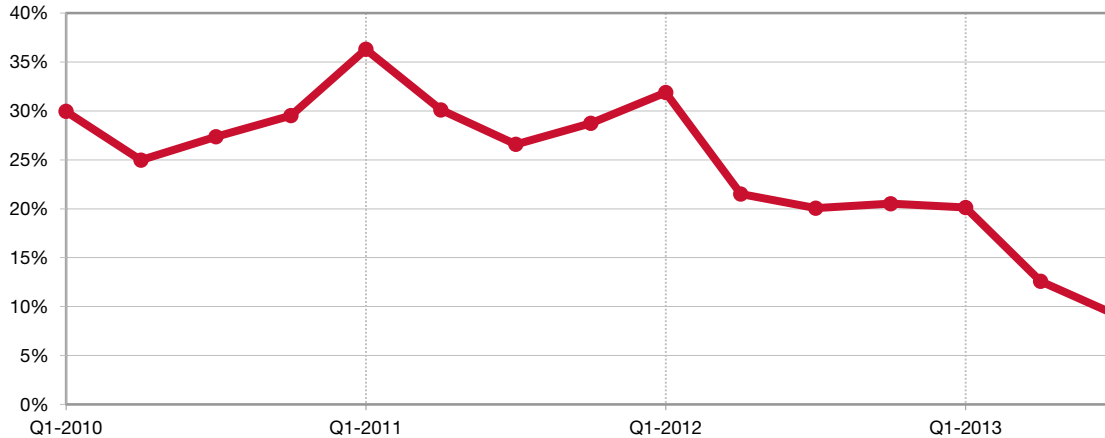
# Lender-Mediated Report – Q3-2013

A research tool provided by the Colorado 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: **9.2%**



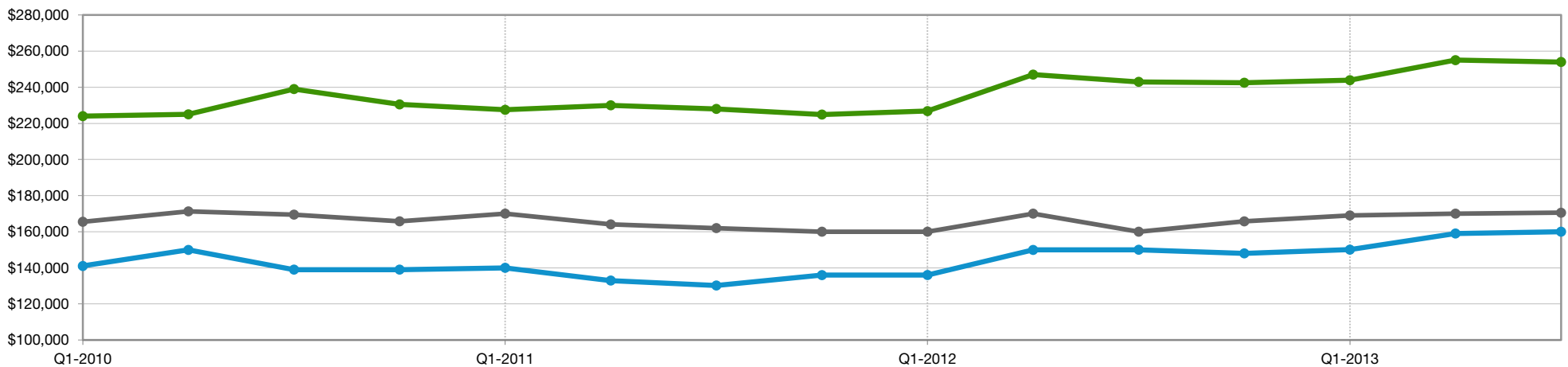
Sold Listings	Q3-2012	Q3-2013	+ / -
Traditional	18,956	25,752	+35.9%
REO	3,015	1,747	-42.1%
Short Sale	1,676	828	-50.6%
Total Market*	23,712	28,287	+19.3%

Median Sales Price	Q3-2012	Q3-2013	+ / -
Traditional	\$243,000	\$254,000	+4.5%
REO	\$150,000	\$160,000	+6.7%
Short Sale	\$160,000	\$170,500	+6.6%
Total Market*	\$225,000	\$245,000	+8.9%

\*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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## **Aspen/Glenwood MLS, Inc.**

- Foreclosure based exclusively on "Foreclosure" field.
- Short Sale based exclusively on "Short Sale" field.

## **Chaffee County Board of REALTORS®, Inc. Multiple Listing Service**

- Foreclosure based on "ForeclosureBankOwned" field and supplemented by "Public Remarks" field.
- Short Sale based exclusively on "Public Remarks" 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.

## **Gunnison County Association of REALTORS®, Inc. Multiple Listing Service**

- Foreclosure based on "Ownership" field where value is either "Real Estate Owned" or "Foreclosure."
- Short Sale based on "Ownership" field where value is "Short Sale."
- Public Remarks field is used for further distinction.

## **IRES, LLC**

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

## **Metrolist, Inc.**

- Foreclosure based on "SellerType" field where value is either "Bank/GSE" or "Government" and where "Description" field has a value of "HUD Owned."
- Short Sale based on "ApprovalCondition" field where value is "Short Sale."
- Fields "PublicRemarks," "BrokerRemarks" and "ContractLegalRemarks" are used for further distinction.

## **Pikes Peak REALTOR® Services Corporation**

- Foreclosure based on "Notices" field where value is "In Foreclosure."
- Short Sale based on "ShortSale Add Signed by Seller" field.
- Field "Property Description Remarks" used for further distinction.

## **Pueblo Association of REALTORS®, Inc./Arkansas Valley Board of REALTORS® Multiple Listing Service**

- Foreclosure exclusively based on "Remarks" and "Agent Remarks" fields.
- Short Sale based on "Terms" field and supplemented by "Remarks" and "Agent Remarks" fields.

## **Royal Gorge Association of REALTORS® Inc. Multiple Listing Service**

- Foreclosure and Short Sale are based on the "Agent Remarks" and "Remarks" fields.

## **Steamboat Springs MLS**

- Foreclosure based on the "REO Bank Owned Y/N" field equal to "Yes" and supplemented by the "Remarks" field.
- Short Sale based on the "Short Sale Potential" field equal to "Yes" and supplemented by the "Remarks" field.

## **Telluride Association of REALTORS® MLS**

- Foreclosure based on the "REO" field where value is "Yes - Please See Addendum"
- Short Sale based on the "Short Sale" field where value is "Yes - Please See Addendum"

## **Vail Board of REALTORS® Multiple Listing Service**

- Foreclosure and Short Sale are based exclusively on the "MarketingRemarks" and "AgentOnlyRemarks" fields.