



colorado association of REALTORS[®]
HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS[®]

Northwest District

Foreclosure

Quarter 1, 2014



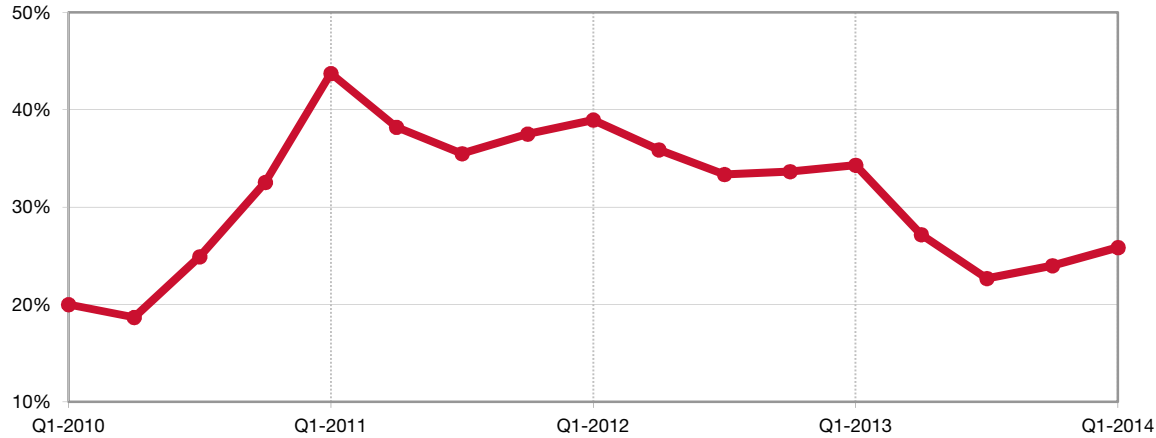
Lender-Mediated Report – Q1-2014 **NORTHWEST REGION**



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: **25.9%**



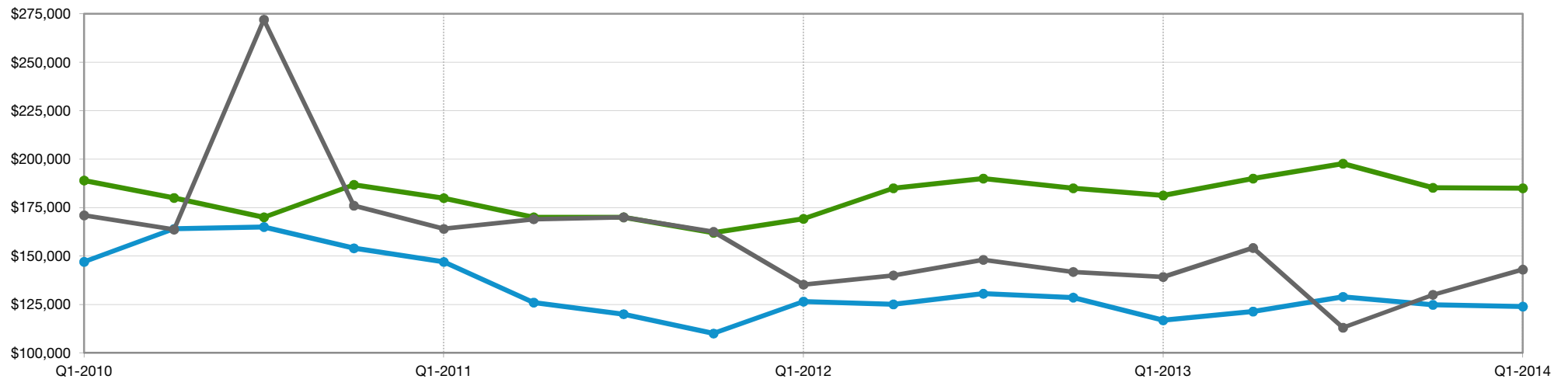
Sold Listings	Q1-2013	Q1-2014	+ / -
Traditional	515	519	+0.8%
REO	172	118	-31.4%
Short Sale	31	35	+12.9%
Total Market*	784	700	-10.7%

Median Sales Price	Q1-2013	Q1-2014	+ / -
Traditional	\$181,250	\$185,000	+2.1%
REO	\$116,800	\$123,900	+6.1%
Short Sale	\$139,200	\$143,000	+2.7%
Total Market*	\$155,000	\$167,900	+8.3%

*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 Craig Association of REALTORS®, Delta County Board of REALTORS®, Grand Junction Area REALTOR® Association, and the Montrose Association 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:

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.