



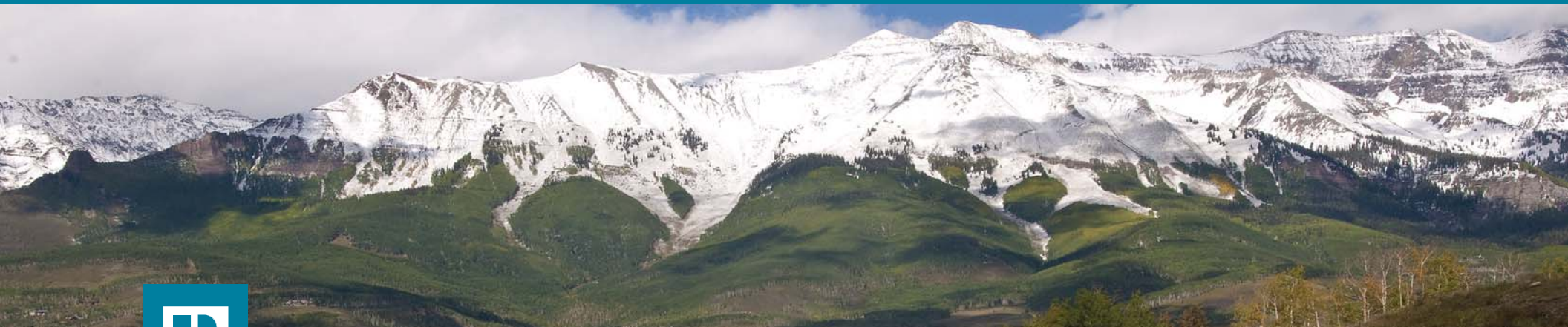
colorado association of REALTORS[®]
HOUSING REPORTS

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

Southwest District

Foreclosure

Quarter 1, 2014



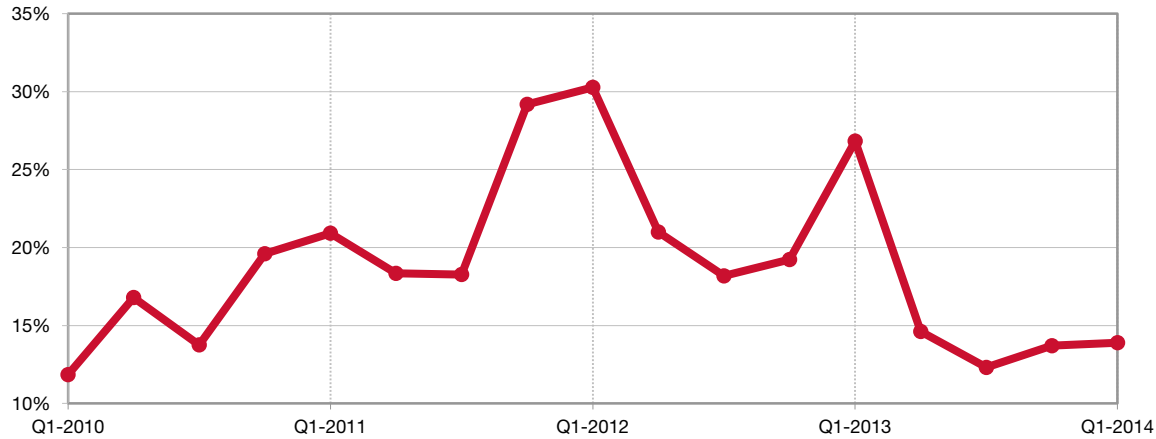
Lender-Mediated Report – Q1-2014 **SOUTHWEST REGION**



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: **13.9%**



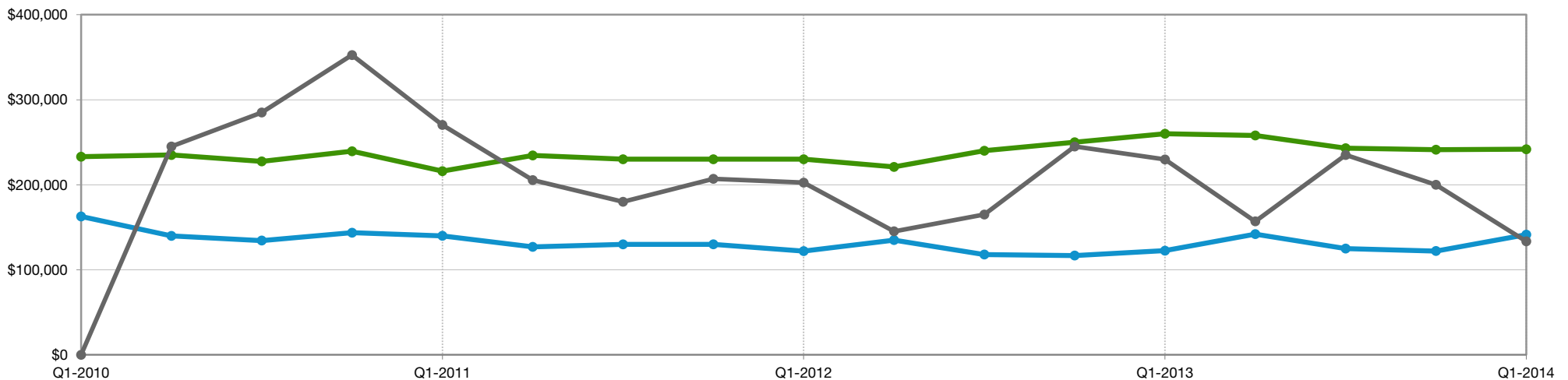
Sold Listings	Q1-2013	Q1-2014	+ / -
Traditional	270	285	+5.6%
REO	89	37	-58.4%
Short Sale	10	9	-10.0%
Total Market*	369	331	-10.3%

Median Sales Price	Q1-2013	Q1-2014	+ / -
Traditional	\$260,000	\$241,750	-7.0%
REO	\$122,500	\$141,374	+15.4%
Short Sale	\$229,750	\$133,500	-41.9%
Total Market*	\$201,500	\$229,000	+13.6%

*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

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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.