

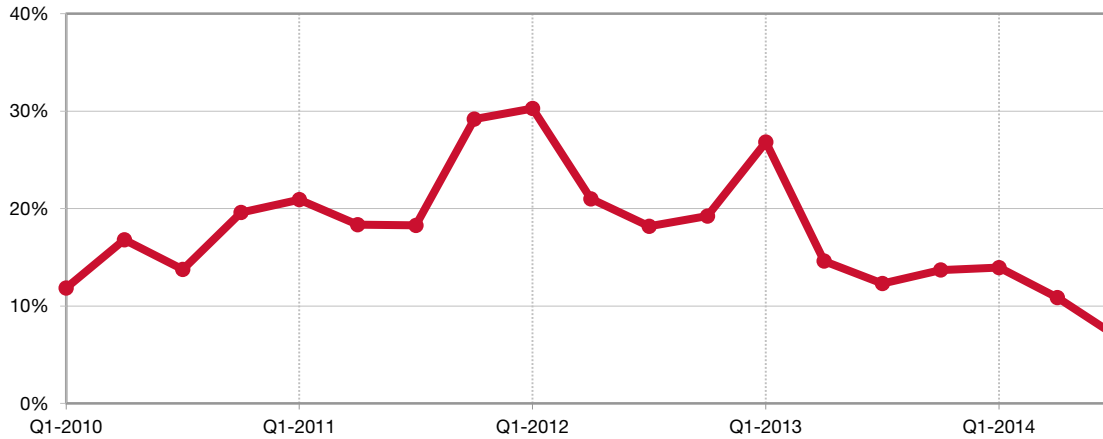
Lender-Mediated Report – Q3-2014 **SOUTHWEST REGION**



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: **6.9%**



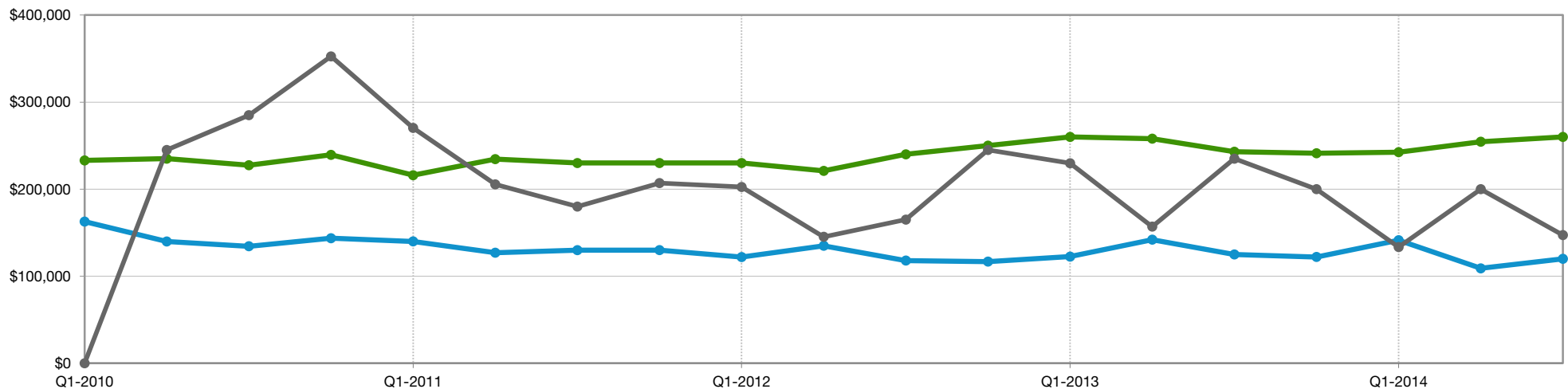
Sold Listings	Q3-2013	Q3-2014	+ / -
Traditional	577	616	+6.8%
REO	68	43	-36.8%
Short Sale	13	3	-76.9%
Total Market*	658	662	+0.6%

Median Sales Price	Q3-2013	Q3-2014	+ / -
Traditional	\$243,000	\$260,000	+7.0%
REO	\$125,000	\$120,000	-4.0%
Short Sale	\$235,000	\$147,250	-37.3%
Total Market*	\$229,000	\$250,000	+9.2%

*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.