

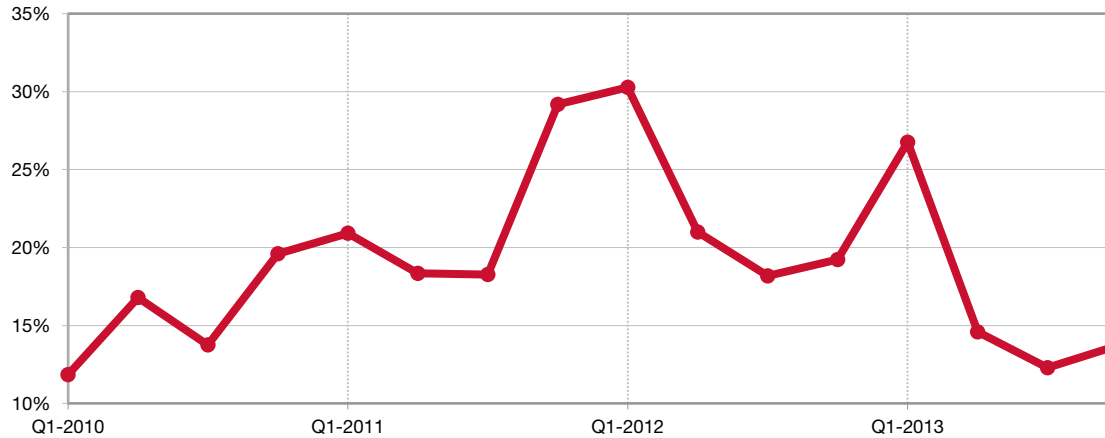
# Lender-Mediated Report – Q4-2013 **SOUTHWEST REGION**



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: **13.7%**



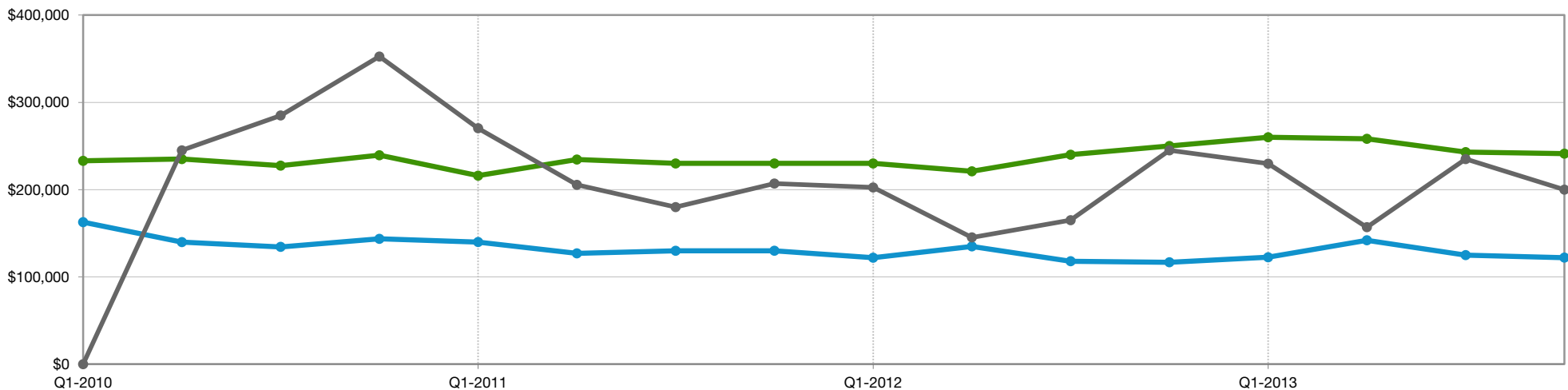
Sold Listings	Q4-2012	Q4-2013	+ / -
Traditional	378	422	+11.6%
REO	73	61	-16.4%
Short Sale	17	7	-58.8%
Total Market*	468	489	+4.5%

Median Sales Price	Q4-2012	Q4-2013	+ / -
Traditional	\$250,000	\$241,250	-3.5%
REO	\$116,800	\$122,150	+4.6%
Short Sale	\$245,000	\$200,000	-18.4%
Total Market*	\$220,635	\$225,000	+2.0%

\*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.