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HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS®

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**Mountain Region
Lender-Mediated Report
February 2016**



Lender-Mediated Report – February 2016

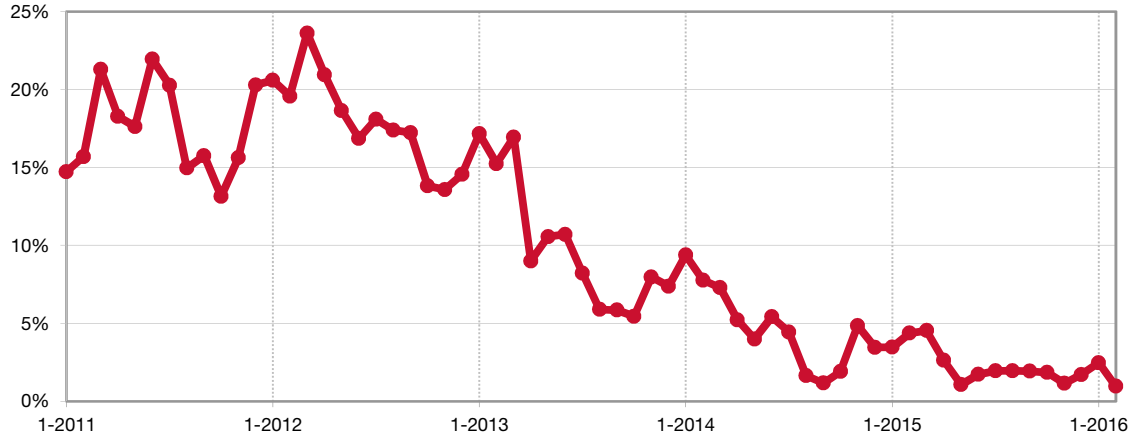
MOUNTAIN REGION



A research tool provided by the Colorado Association of REALTORS®. Includes the Aspen Board of REALTORS®, Glenwood Springs Association of REALTORS®, Gunnison Country Association of REALTORS® Inc, Steamboat Springs Association of REALTORS®, Summit Association of REALTORS®, Telluride Association of REALTORS®, and Vail 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: 1.0%



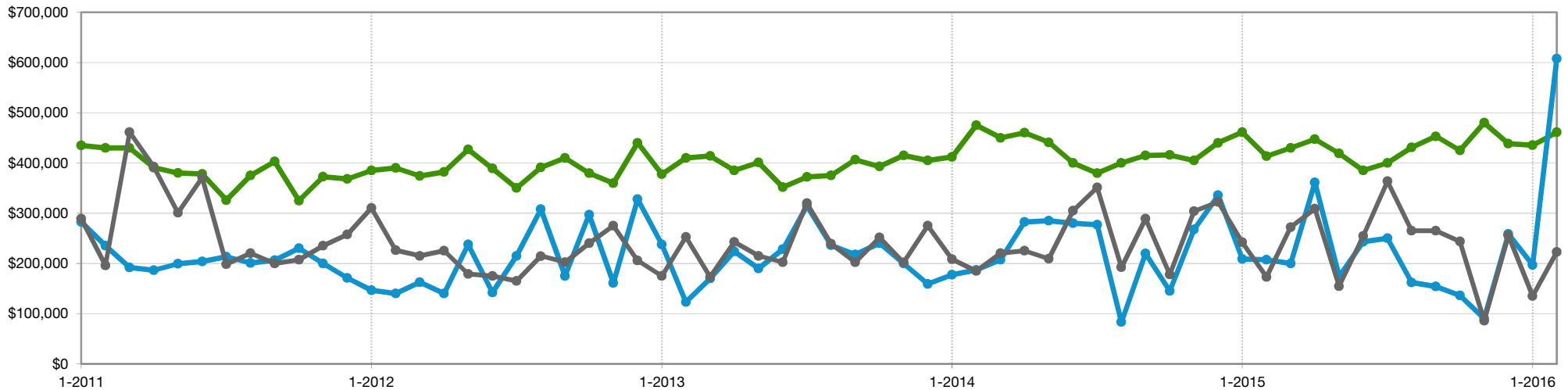
Sold Listings	2-2015	2-2016	+ / -
Traditional	306	310	+1.3%
REO	7	1	-85.7%
Short Sale	7	2	-71.4%
Total Market*	320	313	-2.2%

Median Sales Price	2-2015	2-2016	+ / -
Traditional	\$413,500	\$461,200	+11.5%
REO	\$207,500	\$607,777	+192.9%
Short Sale	\$173,000	\$222,500	+28.6%
Total Market*	\$404,000	\$459,900	+13.8%

*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:

Aspen/Glenwood MLS, Inc.

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

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.

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.

Summit MLS

- Foreclosure based on "BANK" field where value is either "Foreclosure" or "REO/Bank Owned."
- Short Sale based on "BANK" field where value is "Short Sale."
- Public Remarks "REMARKS" and "REMARKS2" fields are used for further distinction.

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.