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HOUSING REPORTS

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Southeast Region
Lender-Mediated Report
December 2015



Lender-Mediated Report – December 2015

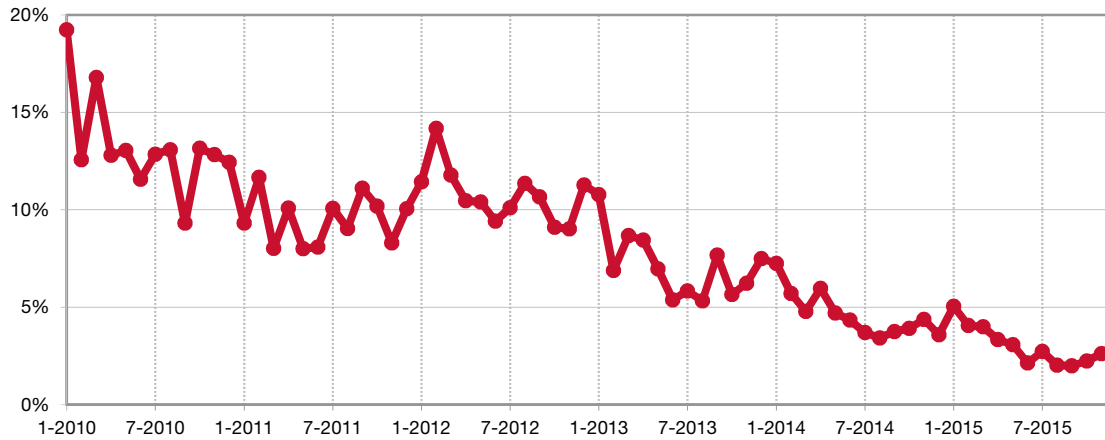
SOUTHEAST REGION



A research tool provided by the Colorado Association of REALTORS®. Includes the Arkansas Valley Board of REALTORS®, Chaffee County Board of REALTORS®, Pikes Peak Association of REALTORS®, Pueblo Association of REALTORS® and the Royal Gorge 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: 2.9%



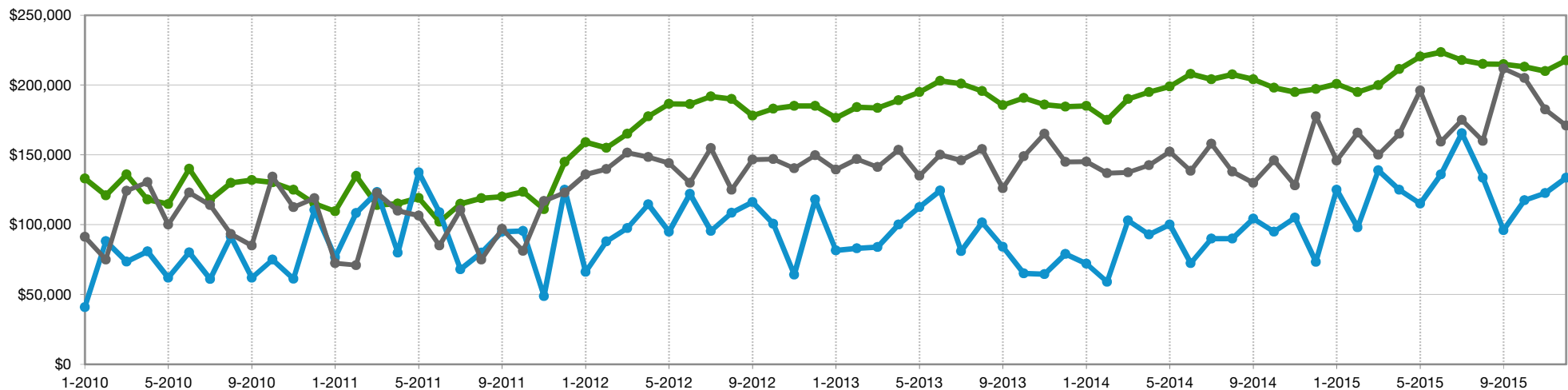
Sold Listings	12-2014	12-2015	+ / -
Traditional	1,240	1,496	+20.6%
REO	14	17	+21.4%
Short Sale	33	35	+6.1%
Total Market*	1,286	1,540	+19.8%

Median Sales Price	12-2014	12-2015	+ / -
Traditional	\$197,125	\$217,700	+10.4%
REO	\$73,250	\$133,500	+82.3%
Short Sale	\$177,500	\$171,000	-3.7%
Total Market*	\$196,000	\$215,005	+9.7%

*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:

Chaffee County Board of REALTORS®, Inc. Multiple Listing Service

- Foreclosure based on "ForeclosureBankOwned" field and supplemented by "Public Remarks" field.
- Short Sale based exclusively on "Public Remarks" field.

Pikes Peak REALTOR® Services Corporation

- Foreclosure based on "Notices" field where value is "In Foreclosure."
- Short Sale based on "ShortSale Add Signed by Seller" field.
- Field "Property Description Remarks" used for further distinction.

Pueblo Association of REALTORS®, Inc./Arkansas Valley Board of REALTORS® Multiple Listing Service

- Foreclosure exclusively based on "Remarks" and "Agent_Remarks" fields.
- Short Sale based on "Terms" field and supplemented by "Remarks" and "Agent_Remarks" fields.

Royal Gorge Association of REALTORS® Inc. Multiple Listing Service

- Foreclosure and Short Sale are based on the "Agent_Remarks" and "Remarks" fields.