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# Mountain Region Lender-Mediated Report July 2016



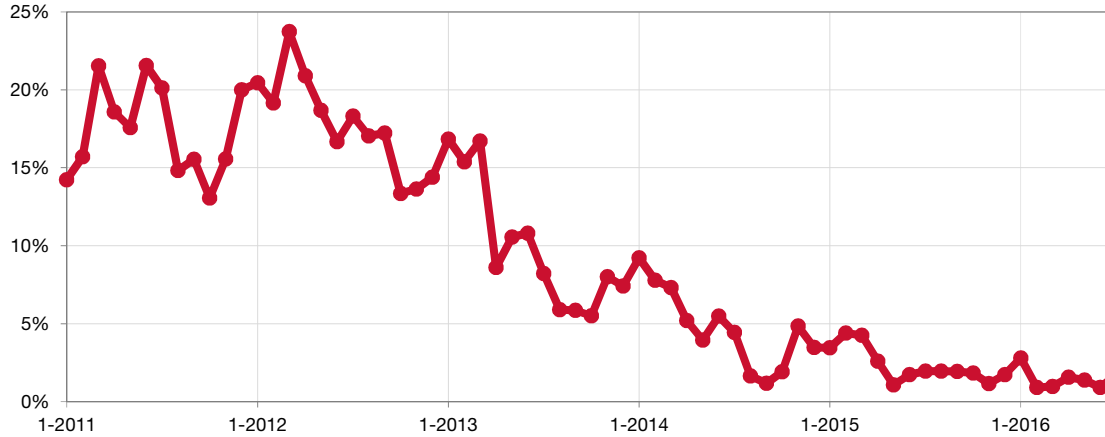
# Lender-Mediated Report – July 2016



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: 1.7%



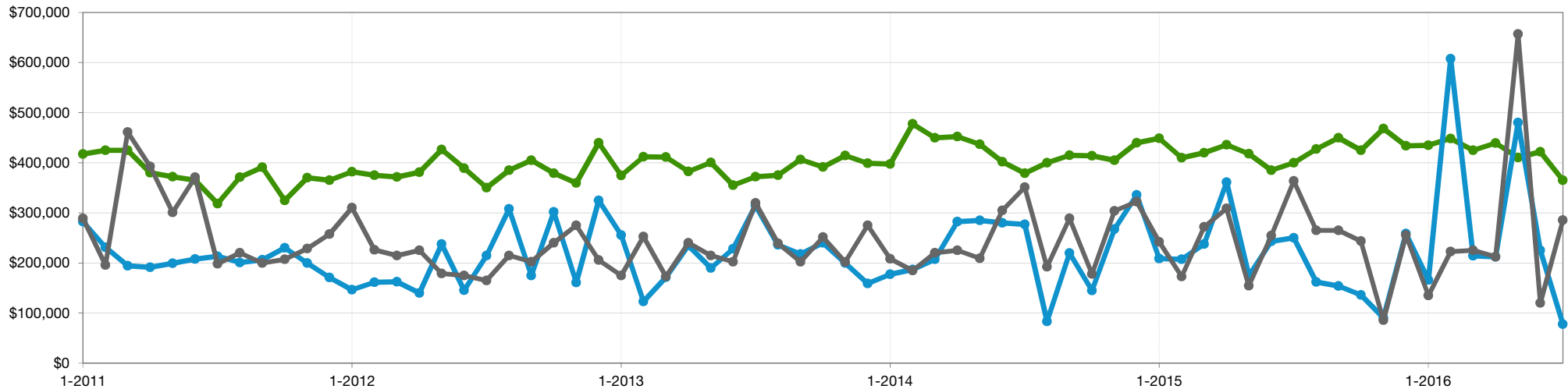
| Sold Listings | 7-2015 | 7-2016 | + / -  |
|---------------|--------|--------|--------|
| Traditional   | 653    | 563    | -13.8% |
| REO           | 7      | 5      | -28.6% |
| Short Sale    | 6      | 5      | -16.7% |
| Total Market* | 666    | 573    | -14.0% |

| Median Sales Price | 7-2015    | 7-2016    | + / -  |
|--------------------|-----------|-----------|--------|
| Traditional        | \$400,000 | \$365,000 | -8.8%  |
| REO                | \$250,000 | \$78,000  | -68.8% |
| Short Sale         | \$363,500 | \$285,500 | -21.5% |
| Total Market*      | \$400,000 | \$360,000 | -10.0% |

\* 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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## **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.