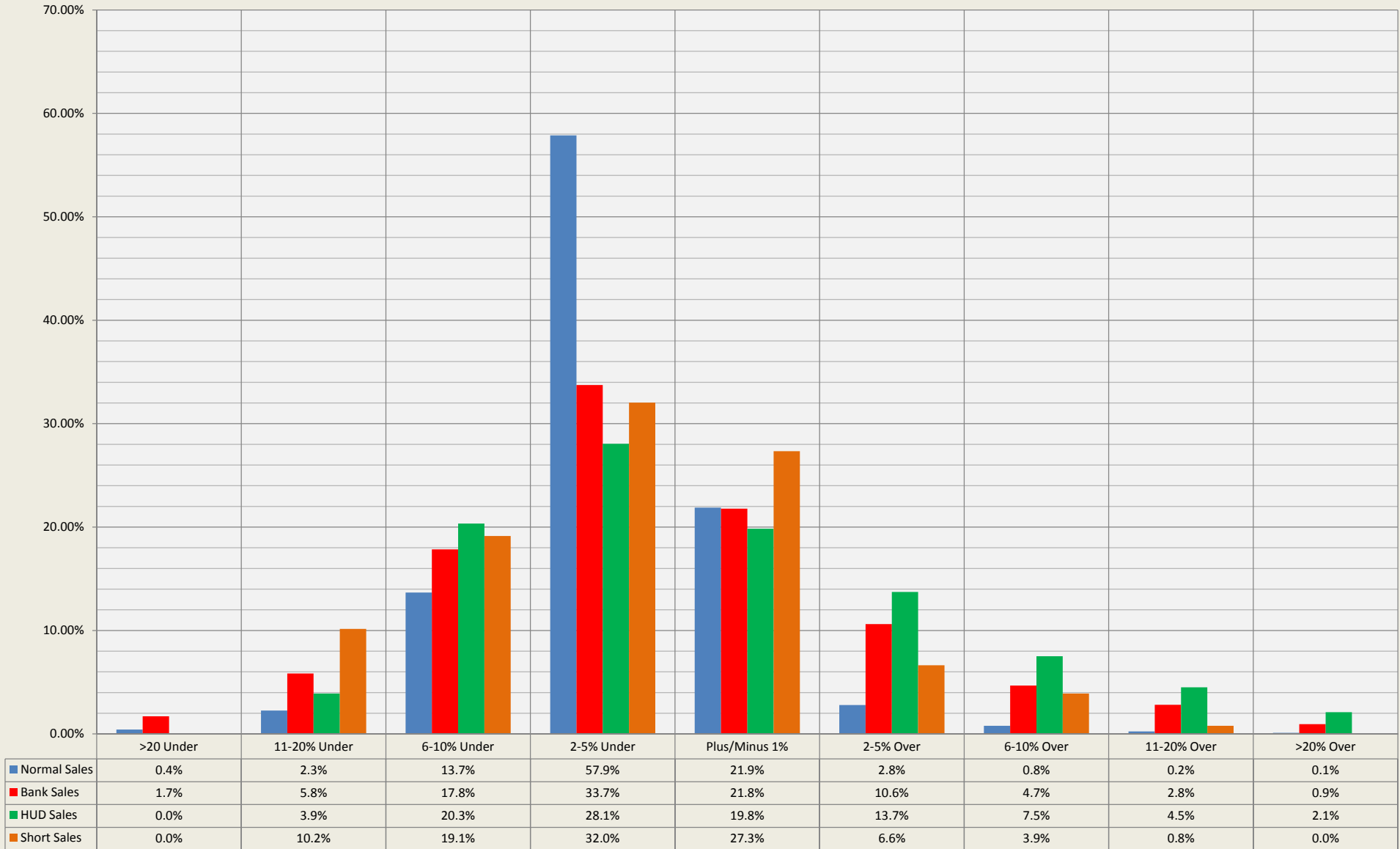


# Difference Between List Price and Sale Price: "Normal," Bank, HUD & Short Sales 2008-2010

Sales through MLS Only: "Normal" Sales Include all MLS Sales except Bank Sales, HUD Sales and New Construction



Compiled by Agents for Home Buyers LLC

[www.Agents4HomeBuyers.com](http://www.Agents4HomeBuyers.com)

Data Source: Metrolist & IRS MLS

Based on all sales of single family (detached) homes in Arvada, Broomfield, WestminsterThornton and Northglenn in 2008, 2009, and 2010. Data on 9,243 Normal Sales, 3933 Bank Sales and 998 HUD sales. Calculations for normal, bank and HUD sales based on difference between final asking price and net sold price. Net sold price is final sale price less any reported seller concessions (seller paid closing costs, etc.). Short sale data based on all 256 sales of single family (detached) homes in Boulder County listed in IRES MLS as short sales. No data on seller concessions, so difference based on final asking price vs. sale price.