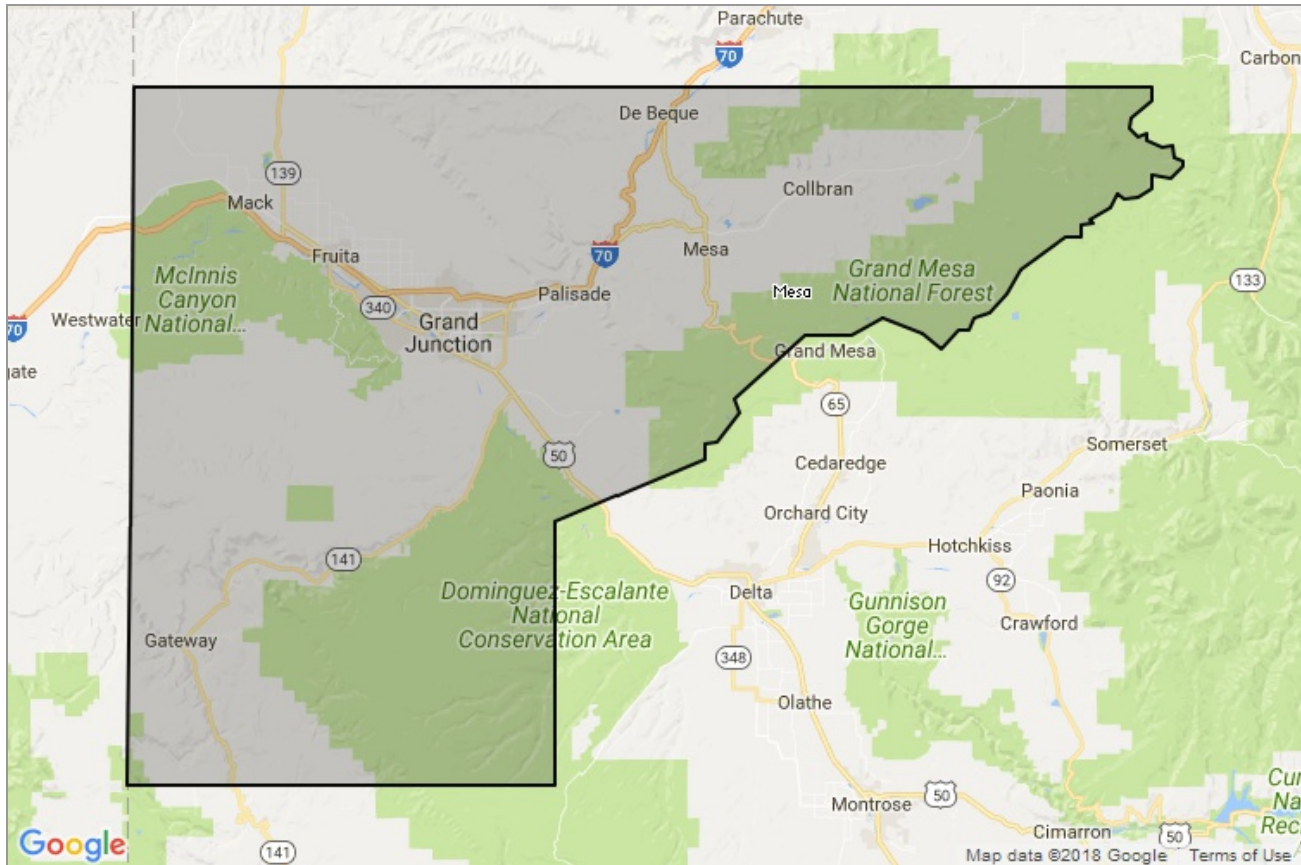




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2017 – 1/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/07/2018

Scheduled: Yes

Presented by

**Grand Junction Area REALTOR®
Association**

REALTOR®

(970) 243-3322

<http://www.gjrealtors.org/>

2743 Crossroads Blvd
Grand Junction, CO 81506

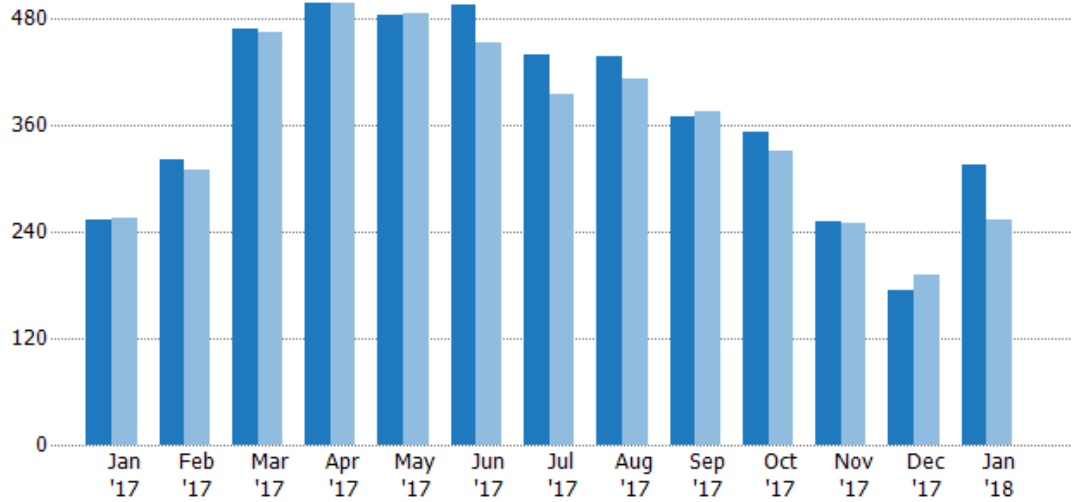
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '18	316	24.9%
Jan '17	253	-0.8%
Jan '16	255	18.8%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	253	321	469	498	484	496	439	437	370	353	252	175	316
Prior Year	255	309	466	498	486	453	395	412	375	332	249	192	253
Percent Change from Prior Year	-1%	4%	1%	0%	0%	9%	11%	6%	-1%	6%	1%	-9%	25%

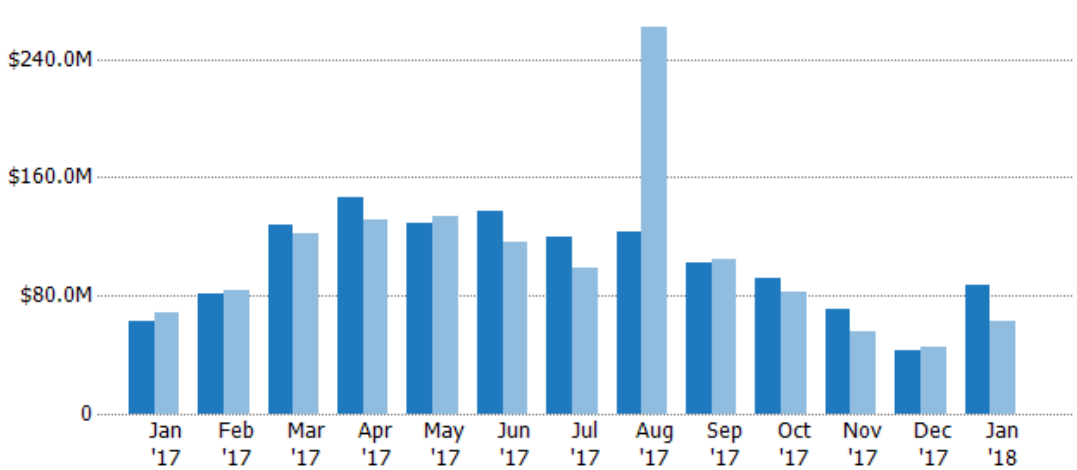
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '18	\$87.6M	38.5%
Jan '17	\$63.2M	-7.3%
Jan '16	\$68.2M	16.5%



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Current Year	\$63.2M	\$81.7M	\$128M	\$146M	\$129M	\$138M	\$120M	\$124M	\$103M	\$91.4M	\$70.4M	\$42.8M	\$87.6M
Prior Year	\$68.2M	\$83.6M	\$122M	\$131M	\$134M	\$116M	\$99.1M	\$261M	\$105M	\$82.6M	\$55.9M	\$45.4M	\$63.2M
Percent Change from Prior Year	-7%	-2%	5%	12%	-4%	18%	21%	-53%	-2%	11%	26%	-6%	39%

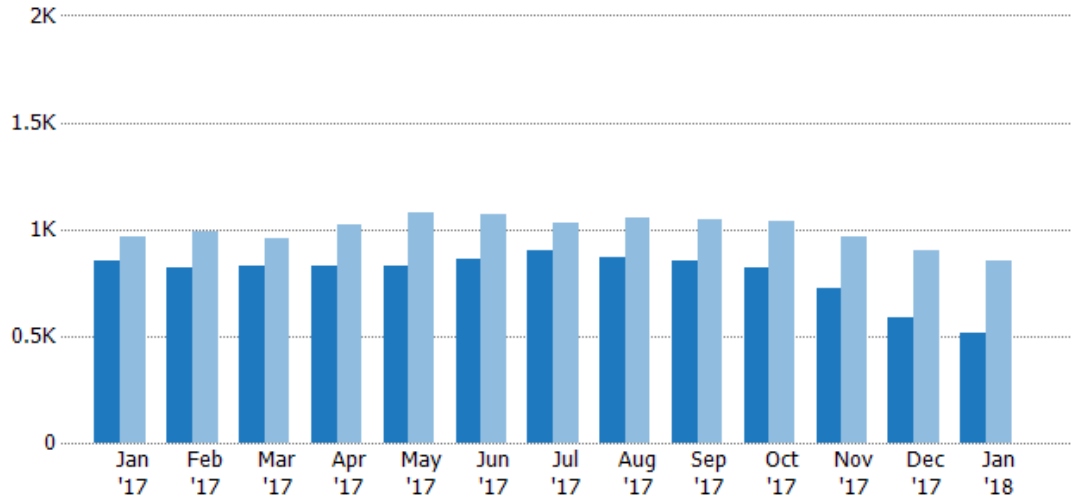
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '18	510	-40.3%
Jan '17	854	-11.1%
Jan '16	961	13.5%



Current Year	854	822	827	824	824	861	897	868	849	821	723	586	510
Prior Year	961	991	955	1.02K	1.08K	1.07K	1.03K	1.05K	1.05K	1.04K	967	899	854
Percent Change from Prior Year	-11%	-17%	-13%	-20%	-23%	-19%	-13%	-17%	-19%	-21%	-25%	-35%	-40%

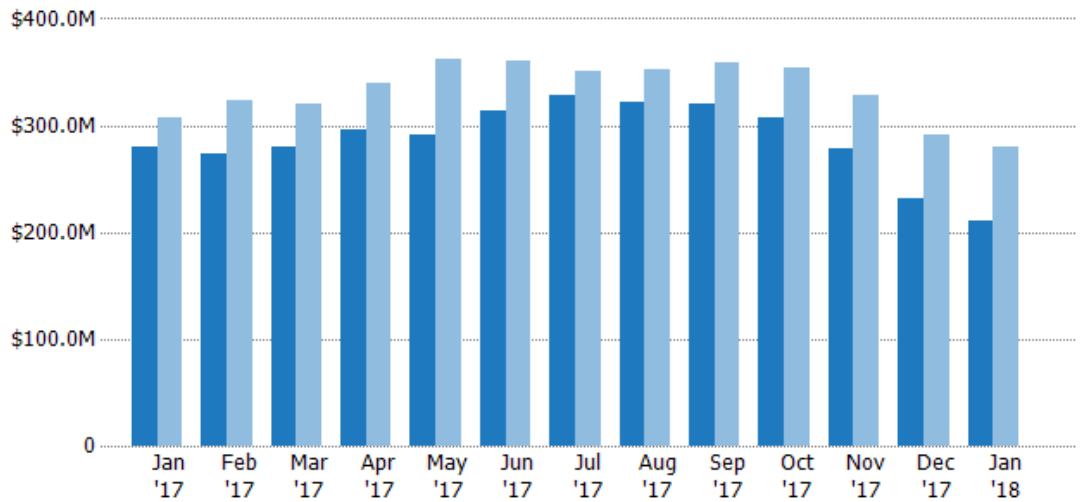
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '18	\$210M	-25.1%
Jan '17	\$281M	-8.7%
Jan '16	\$307M	10.1%



Current Year	\$281M	\$274M	\$279M	\$297M	\$291M	\$313M	\$327M	\$322M	\$320M	\$307M	\$278M	\$232M	\$210M
Prior Year	\$307M	\$324M	\$320M	\$340M	\$362M	\$360M	\$351M	\$352M	\$360M	\$353M	\$329M	\$291M	\$281M
Percent Change from Prior Year	-9%	-16%	-13%	-13%	-20%	-13%	-7%	-8%	-11%	-13%	-15%	-20%	-25%

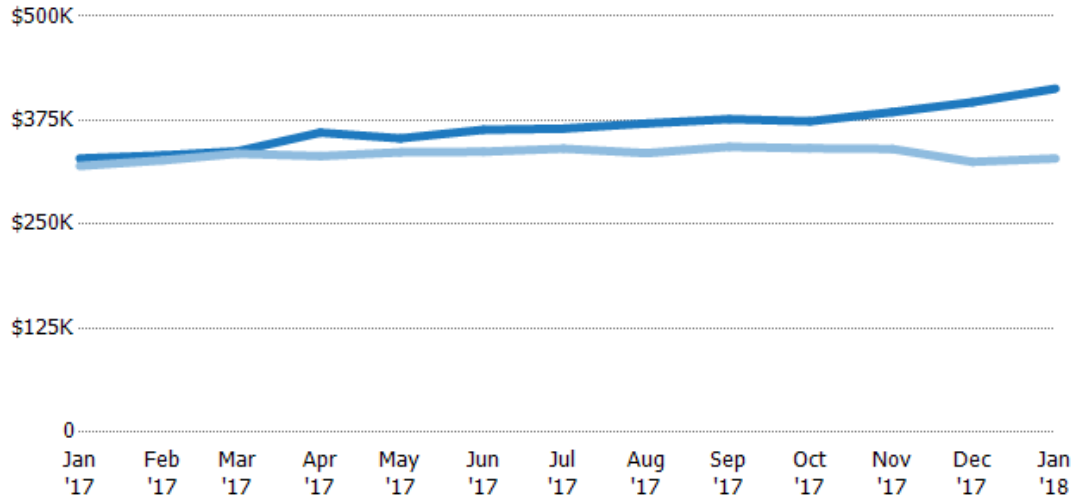
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Jan '18	\$413K	25.5%
Jan '17	\$329K	2.8%
Jan '16	\$320K	-3.1%



Current Year	\$329K	\$333K	\$338K	\$360K	\$353K	\$364K	\$365K	\$371K	\$376K	\$374K	\$385K	\$397K	\$413K
Prior Year	\$320K	\$327K	\$335K	\$332K	\$337K	\$337K	\$341K	\$336K	\$343K	\$341K	\$341K	\$325K	\$329K
Percent Change from Prior Year	3%	2%	1%	8%	5%	8%	7%	11%	10%	10%	13%	22%	26%

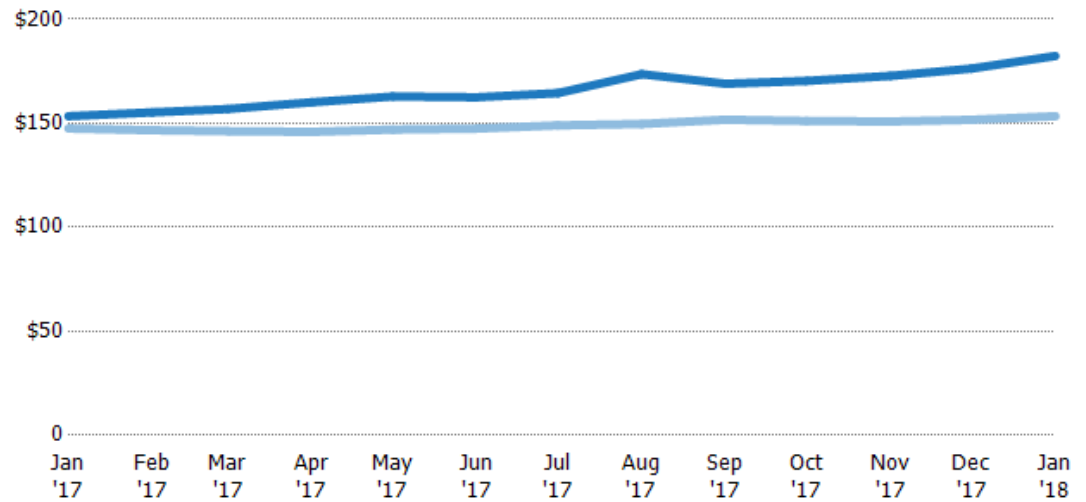
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Price/sq ft	% Chg.
Jan '18	\$182	18.9%
Jan '17	\$153	4%
Jan '16	\$148	-7.4%



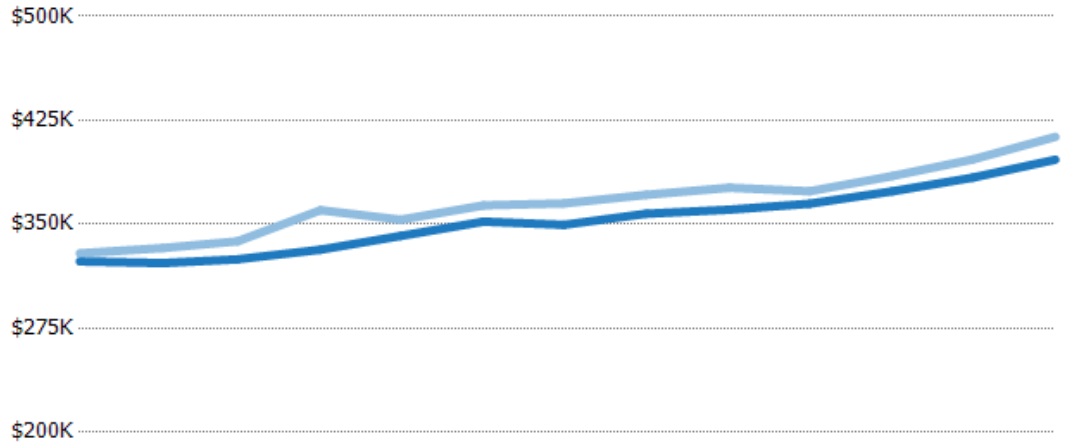
Current Year	\$153	\$155	\$157	\$160	\$163	\$163	\$164	\$174	\$169	\$170	\$173	\$176	\$182
Prior Year	\$148	\$147	\$146	\$146	\$147	\$147	\$149	\$150	\$152	\$151	\$151	\$152	\$153
Percent Change from Prior Year	4%	6%	7%	10%	11%	10%	10%	16%	11%	13%	15%	16%	19%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: Mesa County, Colorado



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$323K	\$322K	\$325K	\$332K	\$342K	\$352K	\$350K	\$358K	\$361K	\$365K	\$374K	\$384K	\$397K
Avg Listing Price	\$329K	\$333K	\$338K	\$360K	\$353K	\$364K	\$365K	\$371K	\$376K	\$374K	\$385K	\$397K	\$413K
Avg Listing Price as a % of Avg Est Value	102%	103%	104%	109%	103%	103%	104%	104%	104%	102%	103%	103%	104%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: Mesa County, Colorado



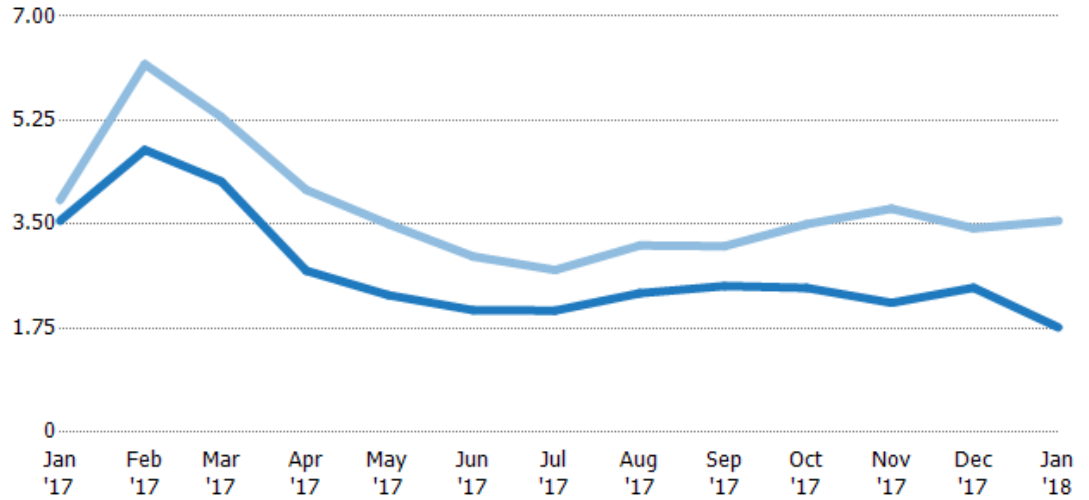
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: Mesa County, Colorado

Month/Year	Months	% Chg.
Jan '18	1.76	-50.4%
Jan '17	3.56	-8.9%
Jan '16	3.91	26.4%



Current Year	3.56	4.75	4.22	2.72	2.31	2.05	2.05	2.34	2.46	2.43	2.18	2.43	1.76
Prior Year	3.91	6.19	5.31	4.08	3.5	2.96	2.73	3.14	3.13	3.5	3.76	3.43	3.56
Percent Change from Prior Year	-9%	-23%	-20%	-33%	-34%	-31%	-25%	-26%	-21%	-31%	-42%	-29%	-50%

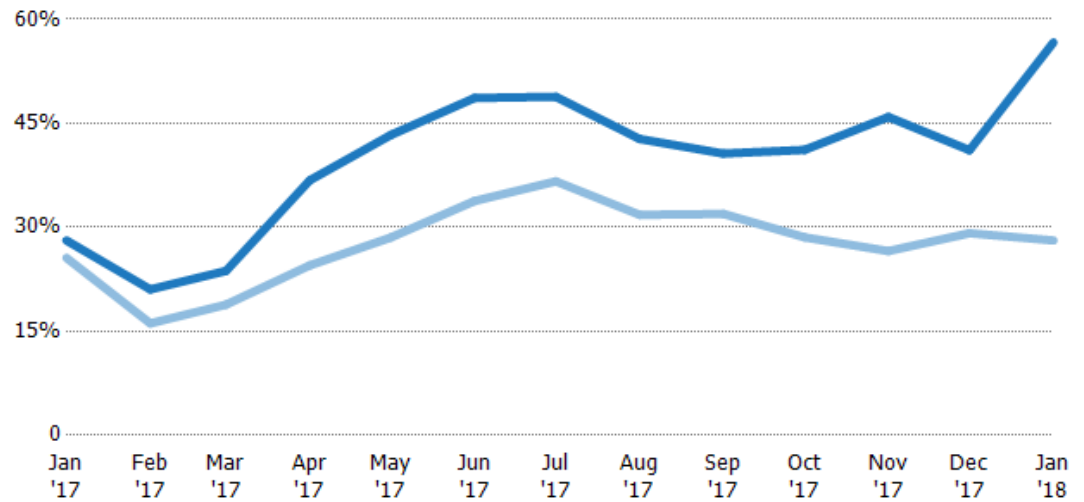
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Jan '18	57%	-28.6%
Jan '17	28%	-2.5%
Jan '16	26%	-20.9%



Current Year	28%	21%	24%	37%	43%	49%	49%	43%	41%	41%	46%	41%	57%
Prior Year	26%	16%	19%	25%	29%	34%	37%	32%	32%	29%	27%	29%	28%
Change from Prior Year	-3%	-5%	-5%	-12%	-15%	-15%	-12%	-11%	-9%	-13%	-19%	-12%	-29%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: Mesa County, Colorado



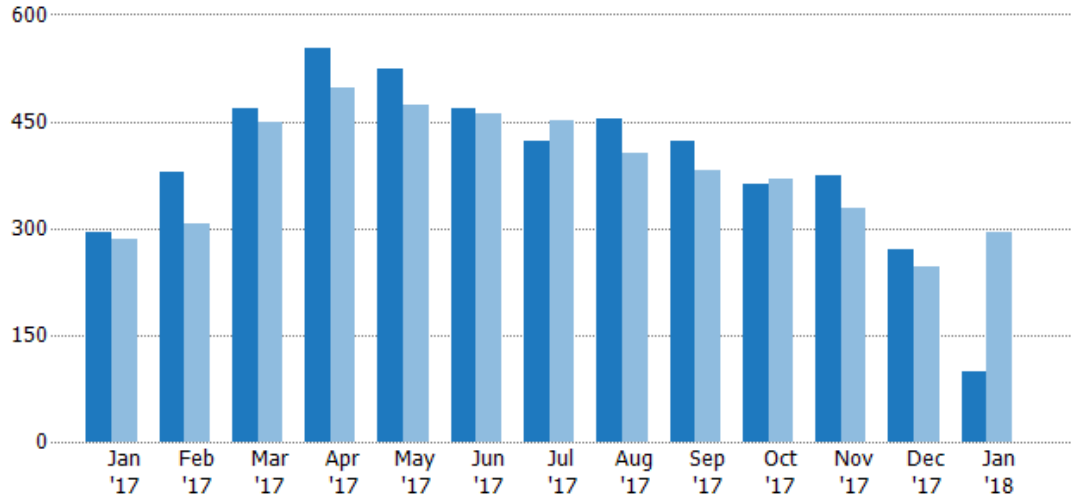
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: Mesa County, Colorado

Month/ Year	Count	% Chg.
Jan '18	99	-66.3%
Jan '17	294	3.5%
Jan '16	284	6%



Current Year	294	379	468	552	523	468	422	454	423	363	375	269	99
Prior Year	284	306	448	497	474	460	452	405	382	368	328	245	294
Percent Change from Prior Year	4%	24%	4%	11%	10%	2%	-7%	12%	11%	-1%	14%	10%	-66%

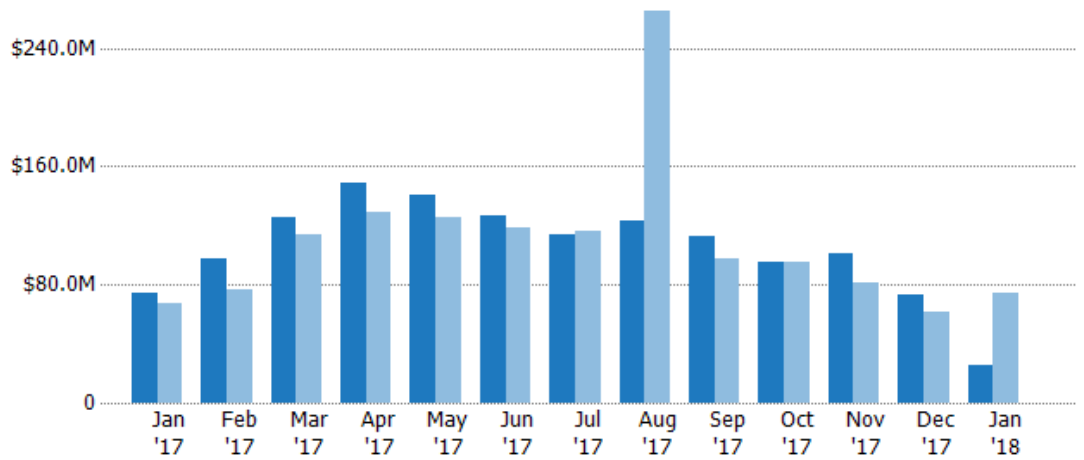
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '18	\$25.6M	-65.2%
Jan '17	\$73.7M	8.8%
Jan '16	\$67.7M	0.4%



Current Year	\$73.7M	\$97M	\$125M	\$149M	\$140M	\$126M	\$114M	\$123M	\$113M	\$95.5M	\$101M	\$72.8M	\$25.6M
Prior Year	\$67.7M	\$76.4M	\$114M	\$129M	\$125M	\$119M	\$116M	\$265M	\$97.5M	\$95.7M	\$81.7M	\$61.7M	\$73.7M
Percent Change from Prior Year	9%	27%	10%	15%	12%	6%	-1%	-54%	16%	0%	23%	18%	-65%

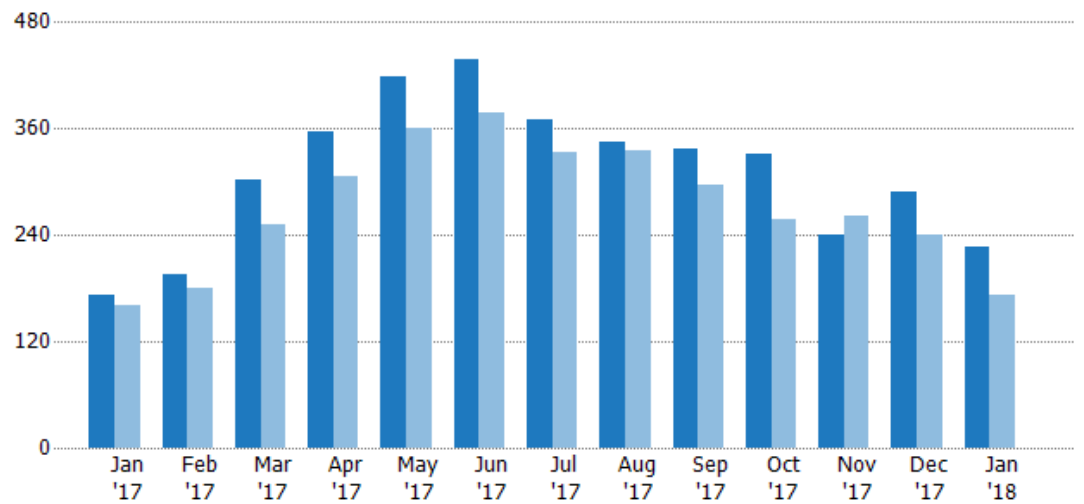
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '18	227	31.2%
Jan '17	173	8.1%
Jan '16	160	-9.4%



Current Year	173	196	303	357	419	438	371	345	338	332	241	289	227
Prior Year	160	180	251	307	361	378	334	335	297	257	262	240	173
Percent Change from Prior Year	8%	9%	21%	16%	16%	16%	11%	3%	14%	29%	-8%	20%	31%

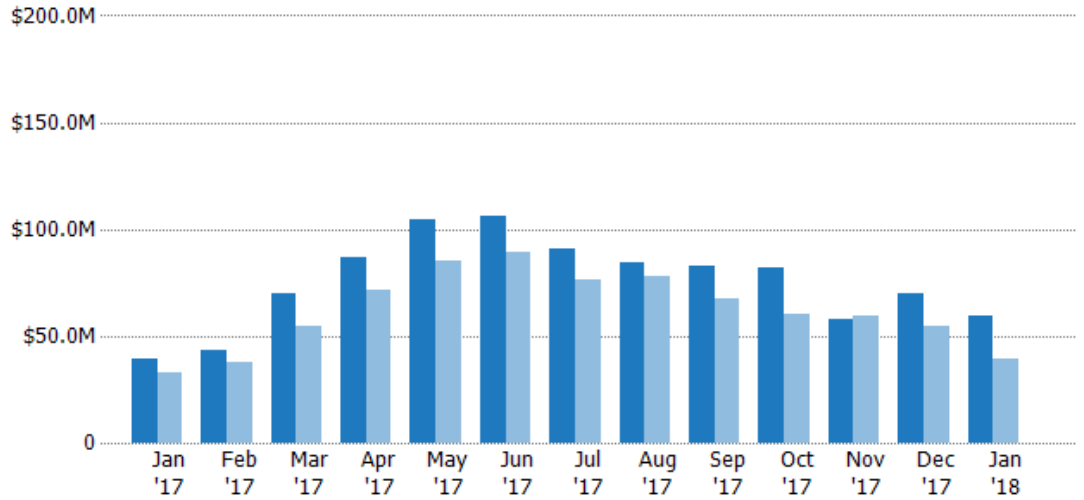
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/ Year	Volume	% Chg.
Jan '18	\$59.6M	50.9%
Jan '17	\$39.5M	18.8%
Jan '16	\$33.2M	-13.8%



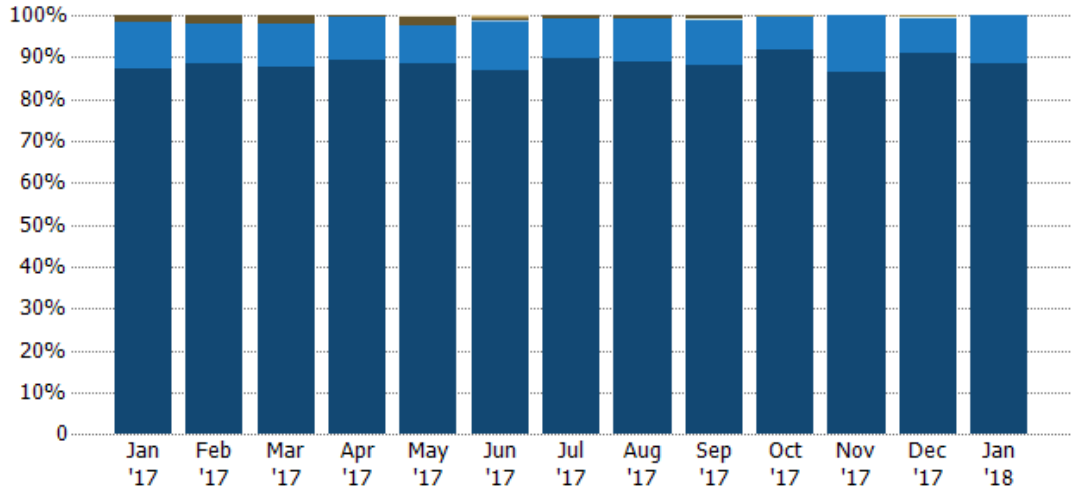
Current Year	\$39.5M	\$43.3M	\$70M	\$86.6M	\$105M	\$106M	\$90.5M	\$84.4M	\$82.8M	\$82.1M	\$57.5M	\$70.3M	\$59.6M
Prior Year	\$33.2M	\$37.4M	\$54.7M	\$71.7M	\$85.1M	\$89M	\$76M	\$77.9M	\$67.3M	\$60M	\$59.5M	\$54.4M	\$39.5M
Percent Change from Prior Year	19%	16%	28%	21%	23%	19%	19%	8%	23%	37%	-3%	29%	51%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used

County: Mesa County, Colorado



Property Type	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Other	-	-	-	-	0%	-	-	-	-	-	-	-	-
Coop	-	-	-	-	-	0%	-	-	-	-	-	-	-
Farm/Ranch	-	-	-	-	-	0%	-	-	-	0%	-	0%	-
Lot/Land	2%	2%	2%	0%	2%	0%	1%	1%	1%	-	-	-	-
Multifamily/Multiplex	-	-	-	-	-	-	-	-	0%	-	-	0%	-
Mobile/Manufactured	-	-	-	-	-	0%	-	-	-	-	-	-	-
Condo/Townhouse	11%	10%	10%	11%	9%	12%	9%	10%	11%	8%	14%	8%	11%
Single Family Residence	87%	88%	88%	89%	88%	87%	90%	89%	88%	92%	86%	91%	89%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

Filters Used: County: Mesa County, Colorado

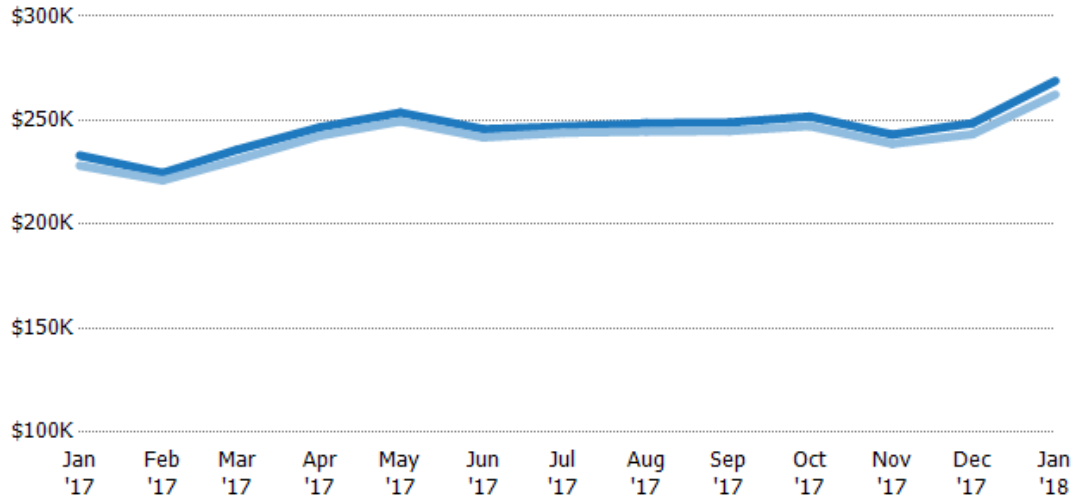


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: Mesa County, Colorado



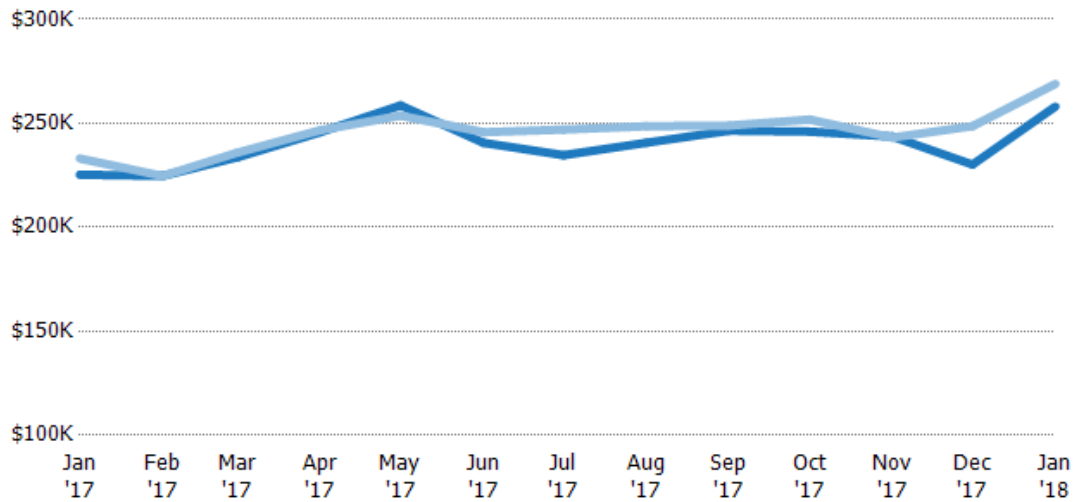
	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg List Price	\$233K	\$225K	\$236K	\$247K	\$254K	\$246K	\$247K	\$249K	\$249K	\$252K	\$243K	\$249K	\$269K
Avg Sales Price	\$228K	\$221K	\$231K	\$243K	\$250K	\$242K	\$244K	\$245K	\$245K	\$247K	\$239K	\$243K	\$262K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	98%	98%	99%	98%	98%	98%	98%	98%	98%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: Mesa County, Colorado



	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18
Avg Est Value	\$225K	\$225K	\$234K	\$246K	\$259K	\$241K	\$235K	\$241K	\$246K	\$246K	\$244K	\$230K	\$258K
Avg Sales Price	\$233K	\$225K	\$236K	\$247K	\$254K	\$246K	\$247K	\$249K	\$249K	\$252K	\$243K	\$249K	\$269K
Avg Sales Price as a % of Avg Est Value	103%	100%	101%	100%	98%	102%	105%	103%	101%	102%	100%	108%	104%

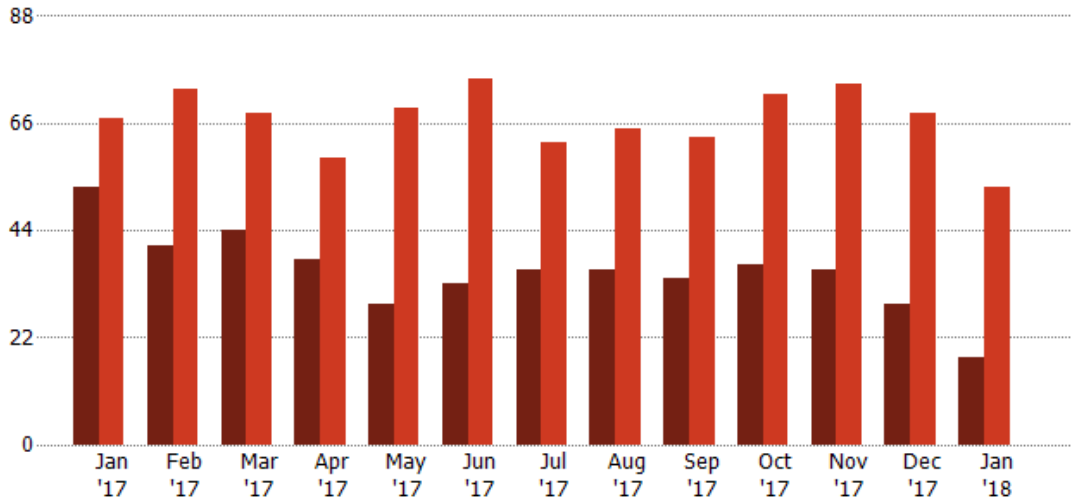
Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '18	18	-66%
Jan '17	53	-20.9%
Jan '16	67	32.8%



Current Year	53	41	44	38	29	33	36	36	34	37	36	29	18
Prior Year	67	73	68	59	69	75	62	65	63	72	74	68	53
Percent Change from Prior Year	-21%	-44%	-35%	-36%	-58%	-56%	-42%	-45%	-46%	-49%	-51%	-57%	-66%

Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: Mesa County, Colorado



Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 02/07/2018

Scheduled: Yes

Report Date Range: From 1/2017 To: 1/2018

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: Mesa County, Colorado

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 1/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area