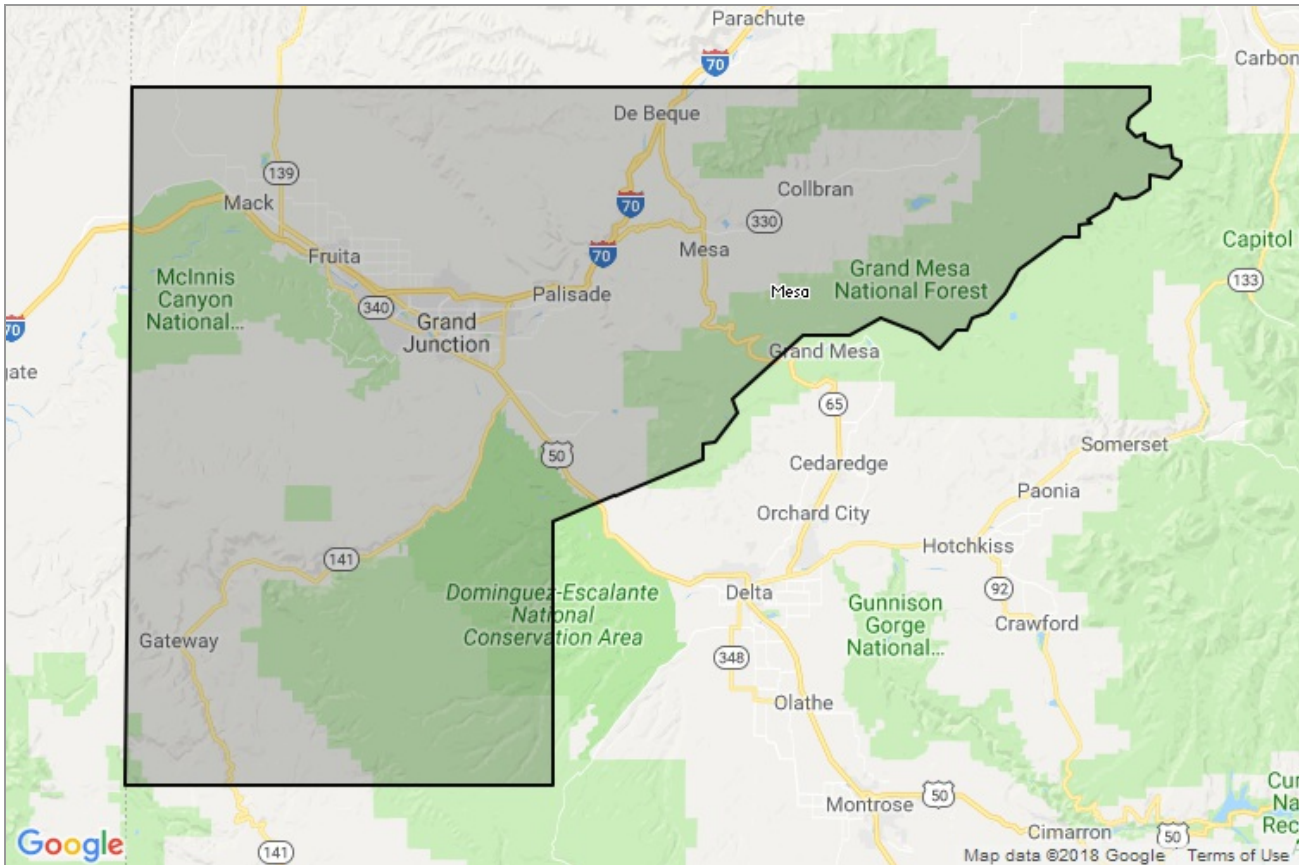




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2017 – 8/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/07/2018

Scheduled: Yes

Presented by

**Grand Junction Area REALTOR[®]
Association**

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

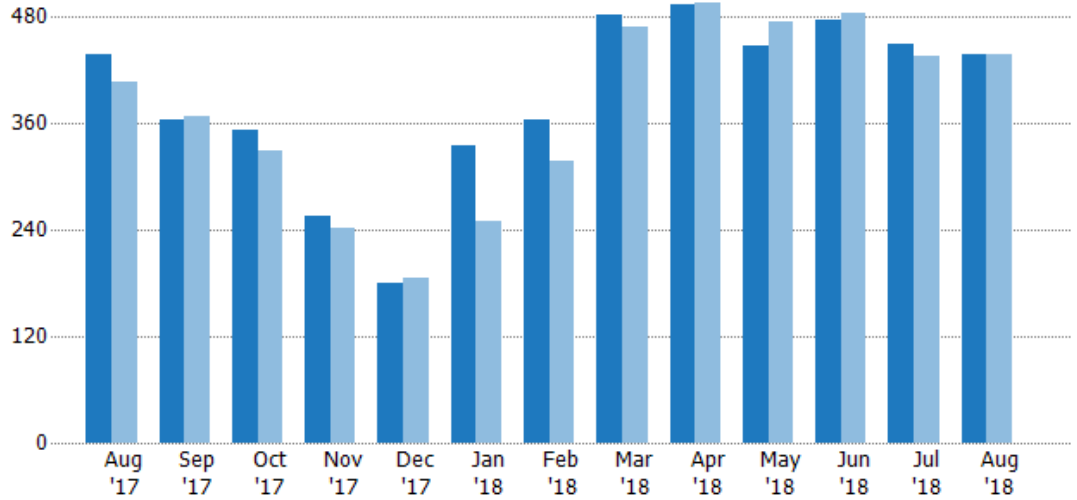
New Listings

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.
Aug '18	437	0%
Aug '17	437	7.4%
Aug '16	407	-17%



Current Year	437	364	353	256	180	335	365	483	495	447	477	450	437
Prior Year	407	368	330	243	186	249	318	469	496	475	485	436	437
Percent Change from Prior Year	7%	-1%	7%	5%	-3%	35%	15%	3%	0%	-6%	-2%	3%	0%

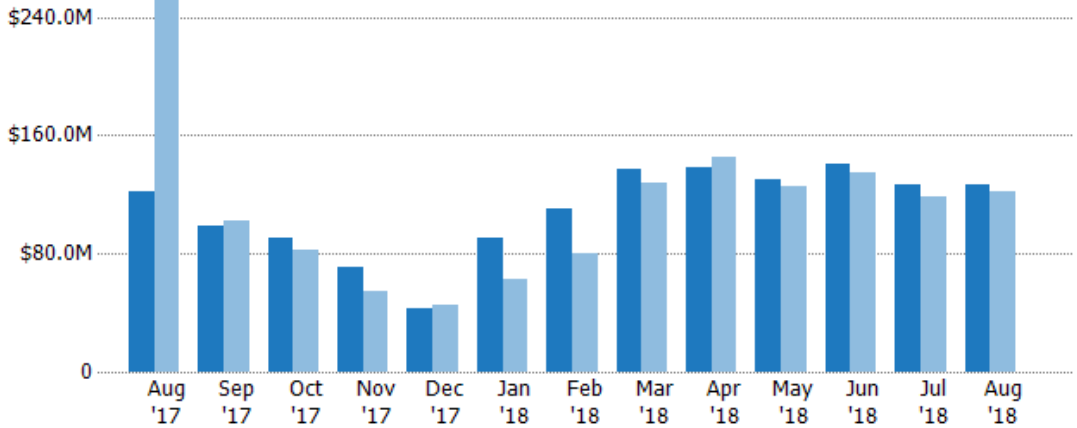
New Listing Volume

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.
Aug '18	\$127M	4.2%
Aug '17	\$122M	-53.3%
Aug '16	\$261M	-67.5%



Current Year	\$122M	\$98.9M	\$90.5M	\$70.4M	\$42.7M	\$90.1M	\$110M	\$137M	\$138M	\$130M	\$141M	\$127M	\$127M
Prior Year	\$261M	\$102M	\$82.7M	\$54.3M	\$44.8M	\$62.7M	\$80.6M	\$127M	\$145M	\$126M	\$135M	\$119M	\$122M
Percent Change from Prior Year	-53%	-3%	10%	29%	-5%	44%	37%	8%	-5%	4%	5%	7%	4%

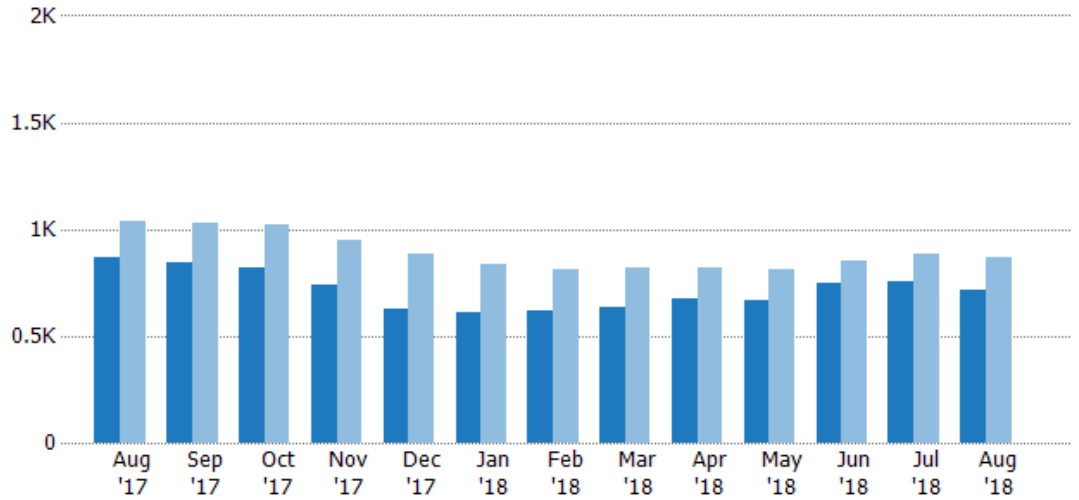
Active Listings

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.
Aug '18	712	-18.3%
Aug '17	871	-15.8%
Aug '16	1.03K	8.1%



Current Year	871	845	821	739	629	608	620	638	676	665	744	758	712
Prior Year	1.03K	1.03K	1.02K	951	883	840	812	820	819	814	853	888	871
Percent Change from Prior Year	-16%	-18%	-20%	-22%	-29%	-28%	-24%	-22%	-17%	-18%	-13%	-15%	-18%

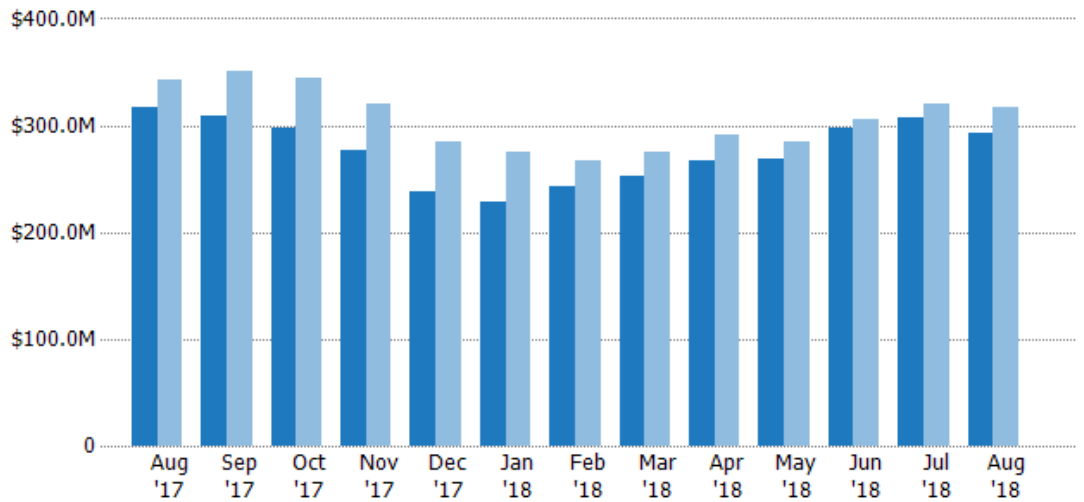
Active Listing Volume

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.
Aug '18	\$292M	-7.6%
Aug '17	\$316M	-7.8%
Aug '16	\$343M	7.7%



Current Year	\$316M	\$309M	\$298M	\$277M	\$238M	\$229M	\$243M	\$252M	\$267M	\$269M	\$298M	\$307M	\$292M
Prior Year	\$343M	\$350M	\$345M	\$321M	\$285M	\$275M	\$267M	\$275M	\$292M	\$284M	\$306M	\$319M	\$316M
Percent Change from Prior Year	-8%	-12%	-13%	-14%	-16%	-17%	-9%	-8%	-9%	-5%	-3%	-4%	-8%

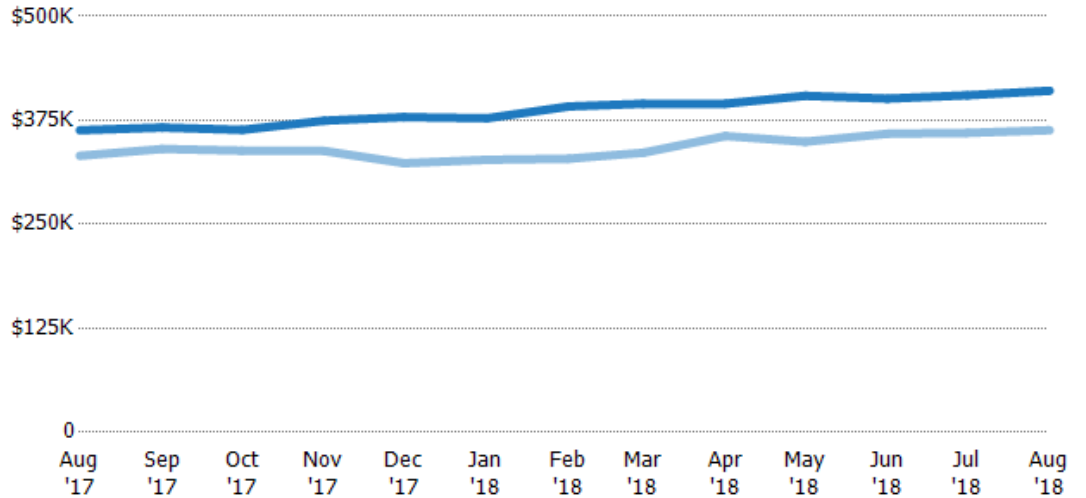
Average Listing Price

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.
Aug '18	\$411K	13.1%
Aug '17	\$363K	9.2%
Aug '16	\$332K	-0.6%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$363K	\$366K	\$363K	\$375K	\$379K	\$377K	\$392K	\$395K	\$395K	\$404K	\$401K	\$405K	\$411K
Prior Year	\$332K	\$341K	\$338K	\$338K	\$323K	\$328K	\$329K	\$336K	\$356K	\$349K	\$359K	\$360K	\$363K
Percent Change from Prior Year	9%	8%	7%	11%	17%	15%	19%	18%	11%	16%	12%	13%	13%

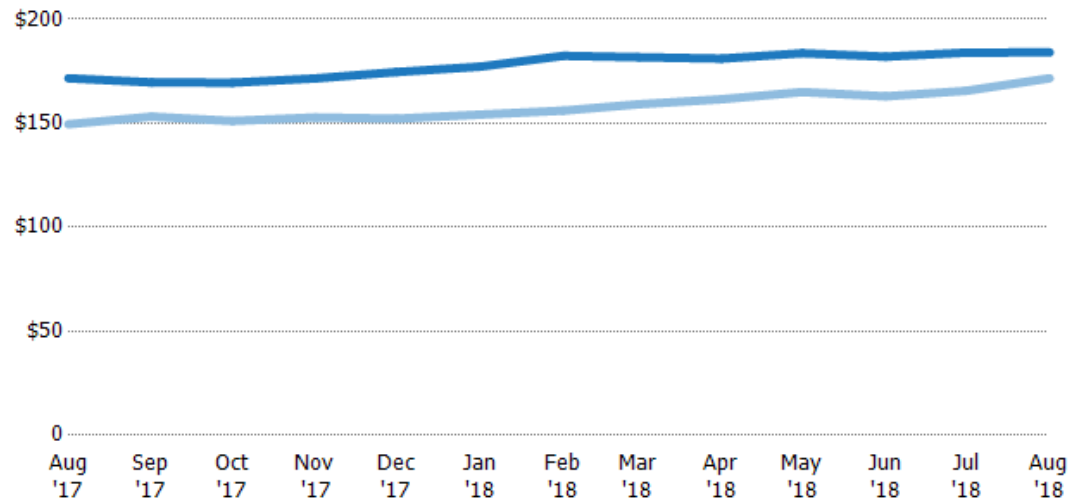
Average Listing Price per Sq Ft

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.
Aug '18	\$184	7.2%
Aug '17	\$172	14.8%
Aug '16	\$150	-3.1%



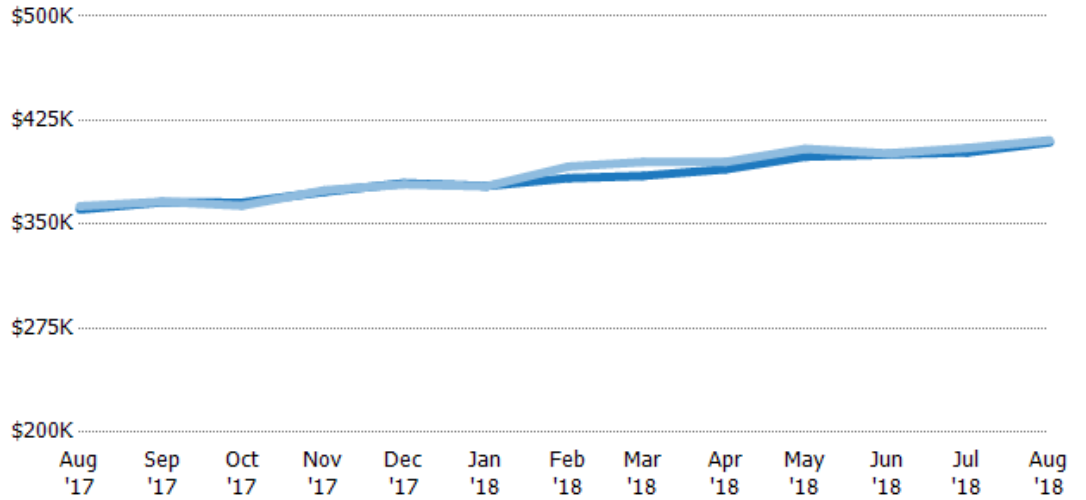
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$172	\$170	\$170	\$172	\$175	\$177	\$182	\$182	\$181	\$184	\$182	\$184	\$184
Prior Year	\$150	\$153	\$151	\$153	\$152	\$154	\$156	\$159	\$162	\$165	\$163	\$166	\$172
Percent Change from Prior Year	15%	11%	12%	12%	15%	15%	17%	14%	12%	11%	12%	11%	7%

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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	\$361K	\$366K	\$366K	\$373K	\$380K	\$378K	\$383K	\$385K	\$390K	\$399K	\$400K	\$402K	\$409K
Avg Listing Price	\$363K	\$366K	\$363K	\$375K	\$379K	\$377K	\$392K	\$395K	\$395K	\$404K	\$401K	\$405K	\$411K
Avg Listing Price as a % of Avg Est Value	101%	100%	99%	100%	100%	100%	102%	103%	101%	101%	100%	101%	100%

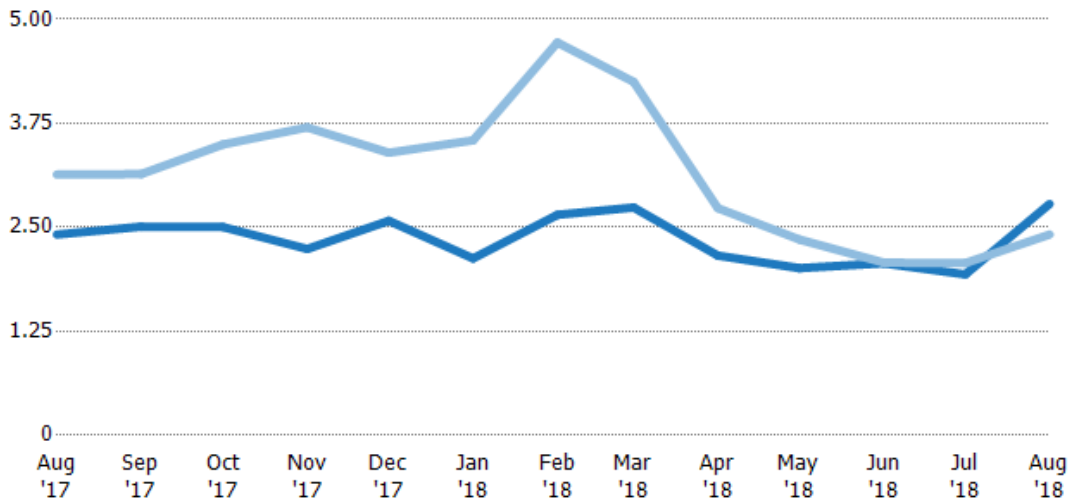
Months of Inventory

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.
Aug '18	2.78	15.3%
Aug '17	2.41	-23%
Aug '16	3.13	10.5%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	2.41	2.51	2.5	2.24	2.58	2.13	2.65	2.74	2.16	2.01	2.07	1.93	2.78
Prior Year	3.13	3.14	3.49	3.7	3.4	3.54	4.72	4.25	2.73	2.35	2.08	2.07	2.41
Percent Change from Prior Year	-23%	-20%	-28%	-39%	-24%	-40%	-44%	-36%	-21%	-15%	0%	-7%	15%

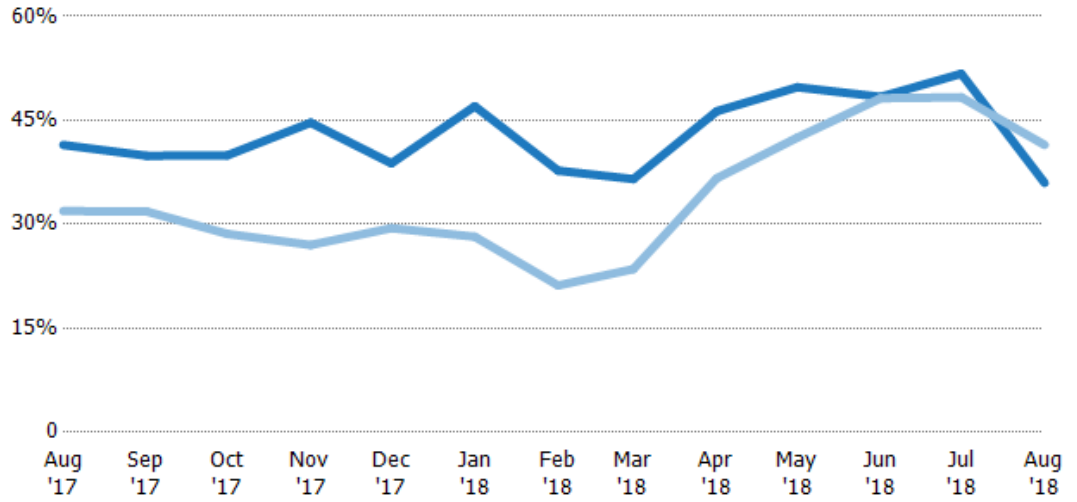
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Aug '18	36%	5.5%
Aug '17	41%	-9.5%
Aug '16	32%	-9.5%

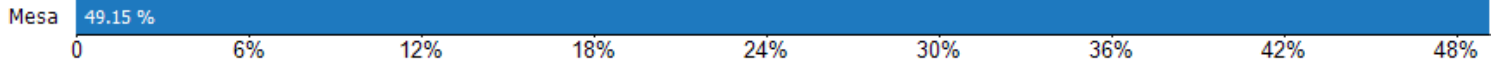


Current Year	41%	40%	40%	45%	39%	47%	38%	37%	46%	50%	48%	52%	36%
Prior Year	32%	32%	29%	27%	29%	28%	21%	24%	37%	43%	48%	48%	41%
Change from Prior Year	-10%	-8%	-11%	-18%	-9%	-19%	-17%	-13%	-10%	-7%	0%	-3%	5%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



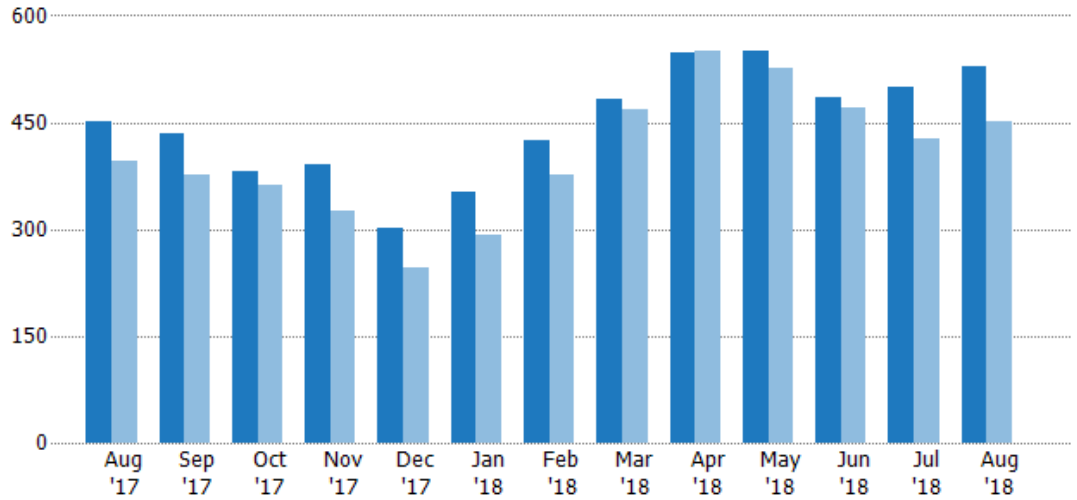
Pending Sales

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.
Aug '18	528	16.8%
Aug '17	452	14.4%
Aug '16	395	-2.8%



Current Year	452	434	381	392	302	353	424	482	547	551	485	499	528
Prior Year	395	377	363	326	245	291	377	468	550	526	471	426	452
Percent Change from Prior Year	14%	15%	5%	20%	23%	21%	12%	3%	-1%	5%	3%	17%	17%

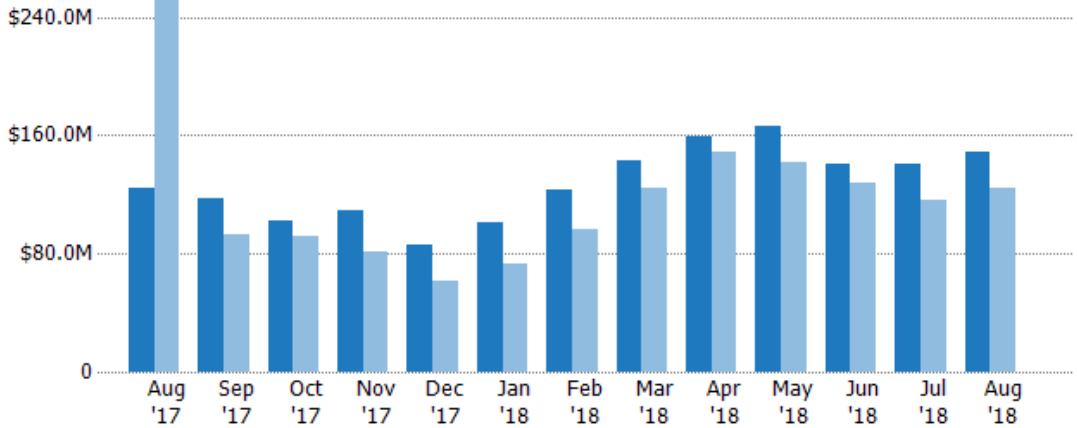
Pending Sales Volume

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.
Aug '18	\$149M	20%
Aug '17	\$124M	-52.3%
Aug '16	\$260M	-65.9%



Current Year	\$124M	\$117M	\$102M	\$109M	\$86.3M	\$101M	\$124M	\$143M	\$159M	\$167M	\$140M	\$141M	\$149M
Prior Year	\$260M	\$93M	\$91.8M	\$81.6M	\$61.7M	\$73.4M	\$96.6M	\$124M	\$149M	\$141M	\$128M	\$117M	\$124M
Percent Change from Prior Year	-52%	26%	11%	33%	40%	38%	28%	15%	7%	18%	10%	21%	20%

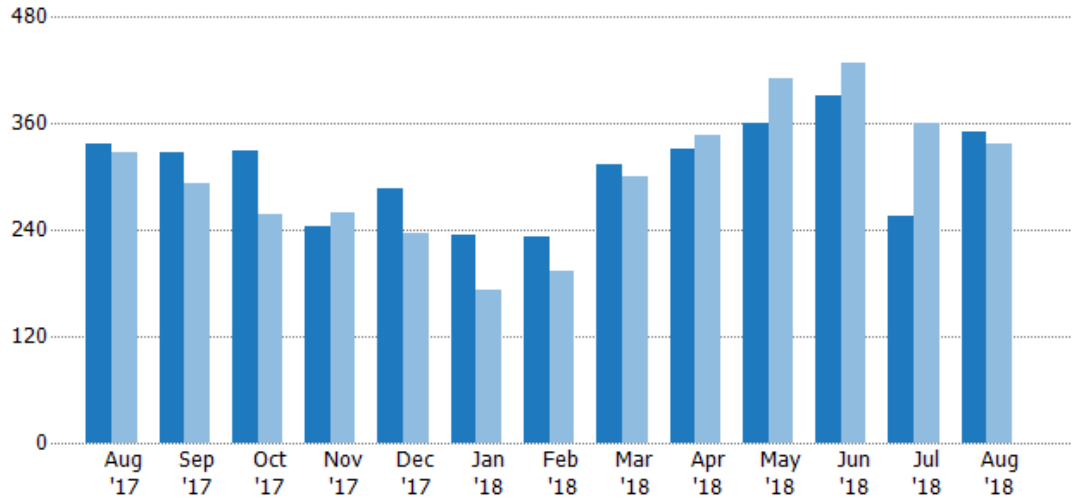
Closed Sales

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Aug '18	350	3.9%
Aug '17	337	2.7%
Aug '16	328	-23.5%



Current Year	337	328	330	244	286	234	233	313	331	360	392	256	350
Prior Year	328	293	257	260	237	172	193	300	346	411	429	361	337
Percent Change from Prior Year	3%	12%	28%	-6%	21%	36%	21%	4%	-4%	-12%	-9%	-29%	4%

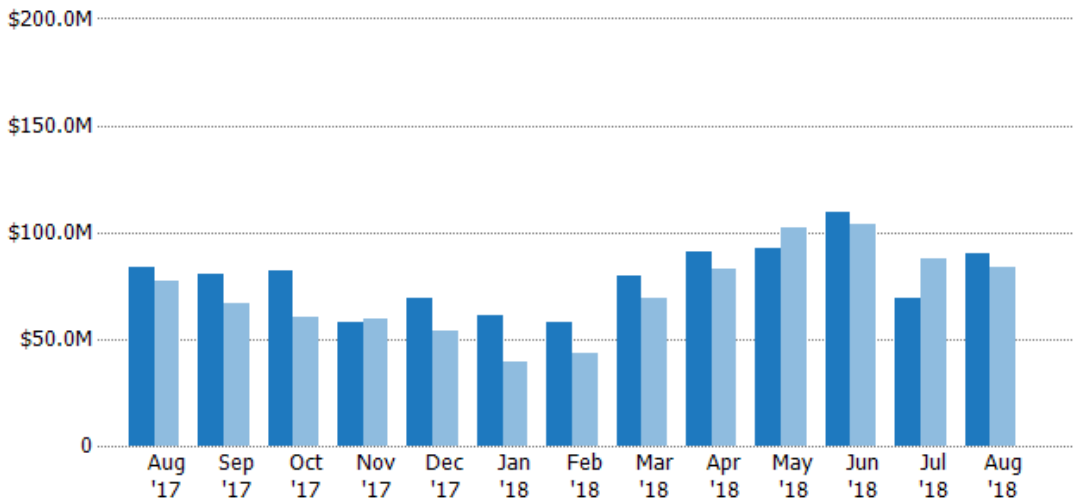
Closed Sales Volume

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.
Aug '18	\$89.8M	7.6%
Aug '17	\$83.4M	8.2%
Aug '16	\$77.1M	-26.7%



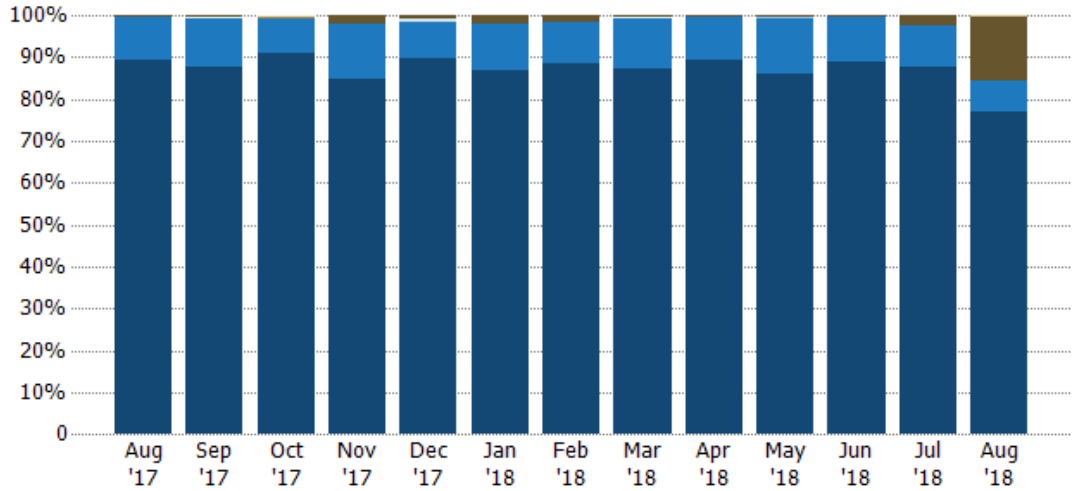
Current Year	\$83.4M	\$80.5M	\$82.1M	\$57.5M	\$69.3M	\$61.3M	\$58.1M	\$79.7M	\$90.8M	\$92.8M	\$109M	\$69.3M	\$89.8M
Prior Year	\$77.1M	\$66.6M	\$60.5M	\$59.2M	\$54.1M	\$39.3M	\$43.1M	\$69.4M	\$83.1M	\$102M	\$103M	\$87.9M	\$83.4M
Percent Change from Prior Year	8%	21%	36%	-3%	28%	56%	35%	15%	9%	-9%	6%	-21%	8%

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

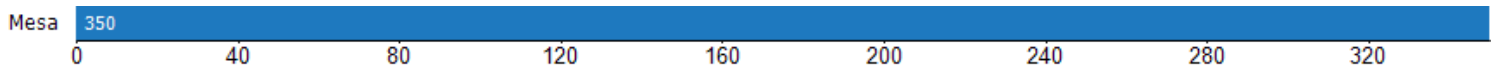


Property Type	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Other	-	-	0%	-	-	-	-	-	-	-	-	-	-
Coop	-	-	-	-	-	-	-	-	-	-	-	-	0%
Farm/Ranch	-	-	0%	-	-	-	-	-	-	-	-	-	-
Lot/Land	1%	1%	0%	2%	1%	2%	2%	0%	0%	1%	0%	2%	15%
Multifamily/Multiplex	-	0%	-	-	1%	-	-	0%	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	-	-	-	0%	-	-	-
Condo/Townhouse	10%	11%	8%	13%	8%	11%	10%	12%	11%	13%	11%	10%	7%
Single Family Residence	89%	88%	91%	85%	90%	87%	88%	87%	89%	86%	89%	88%	77%

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

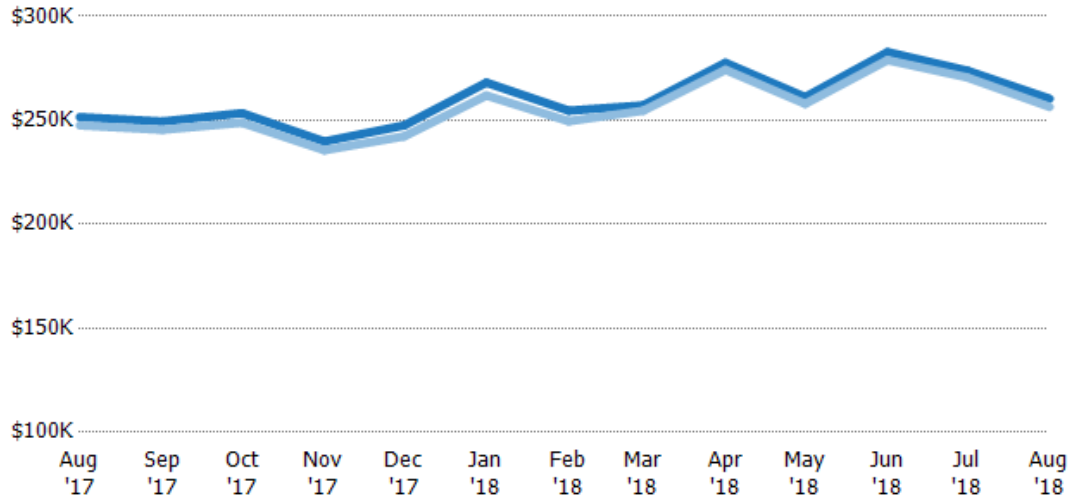


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



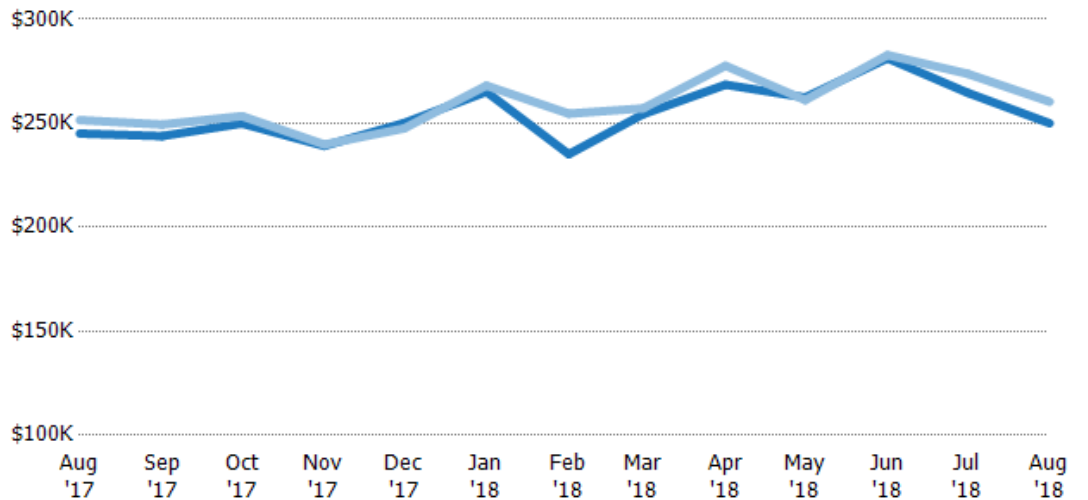
	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg List Price	\$252K	\$249K	\$253K	\$240K	\$248K	\$268K	\$255K	\$257K	\$278K	\$261K	\$283K	\$274K	\$260K
Avg Sales Price	\$248K	\$245K	\$249K	\$236K	\$242K	\$262K	\$250K	\$255K	\$274K	\$258K	\$279K	\$271K	\$256K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	98%	98%	98%	99%	99%	99%	99%	99%	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



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Avg Est Value	\$245K	\$244K	\$250K	\$239K	\$250K	\$265K	\$235K	\$254K	\$269K	\$262K	\$281K	\$265K	\$250K
Avg Sales Price	\$252K	\$249K	\$253K	\$240K	\$248K	\$268K	\$255K	\$257K	\$278K	\$261K	\$283K	\$274K	\$260K
Avg Sales Price as a % of Avg Est Value	103%	102%	101%	100%	99%	101%	108%	101%	103%	100%	101%	103%	104%

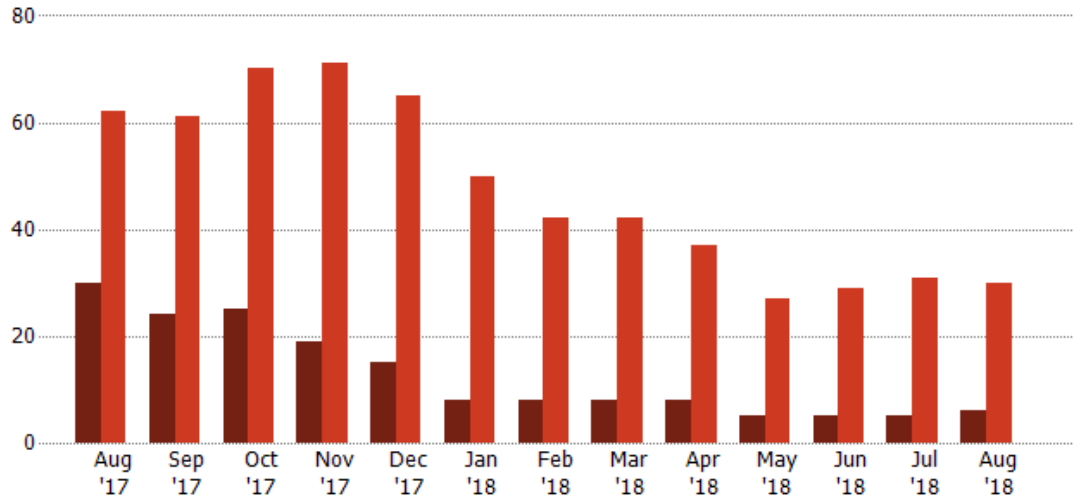
Distressed Listings

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.
Aug '18	6	-80%
Aug '17	30	-51.6%
Aug '16	62	27.4%



Current Year	30	24	25	19	15	8	8	8	8	5	5	5	6
Prior Year	62	61	70	71	65	50	42	42	37	27	29	31	30
Percent Change from Prior Year	-52%	-61%	-64%	-73%	-77%	-84%	-81%	-81%	-78%	-81%	-83%	-84%	-80%

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: 09/07/2018

Scheduled: Yes

Report Date Range: From 8/2017 To: 8/2018

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 8/2018 data

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