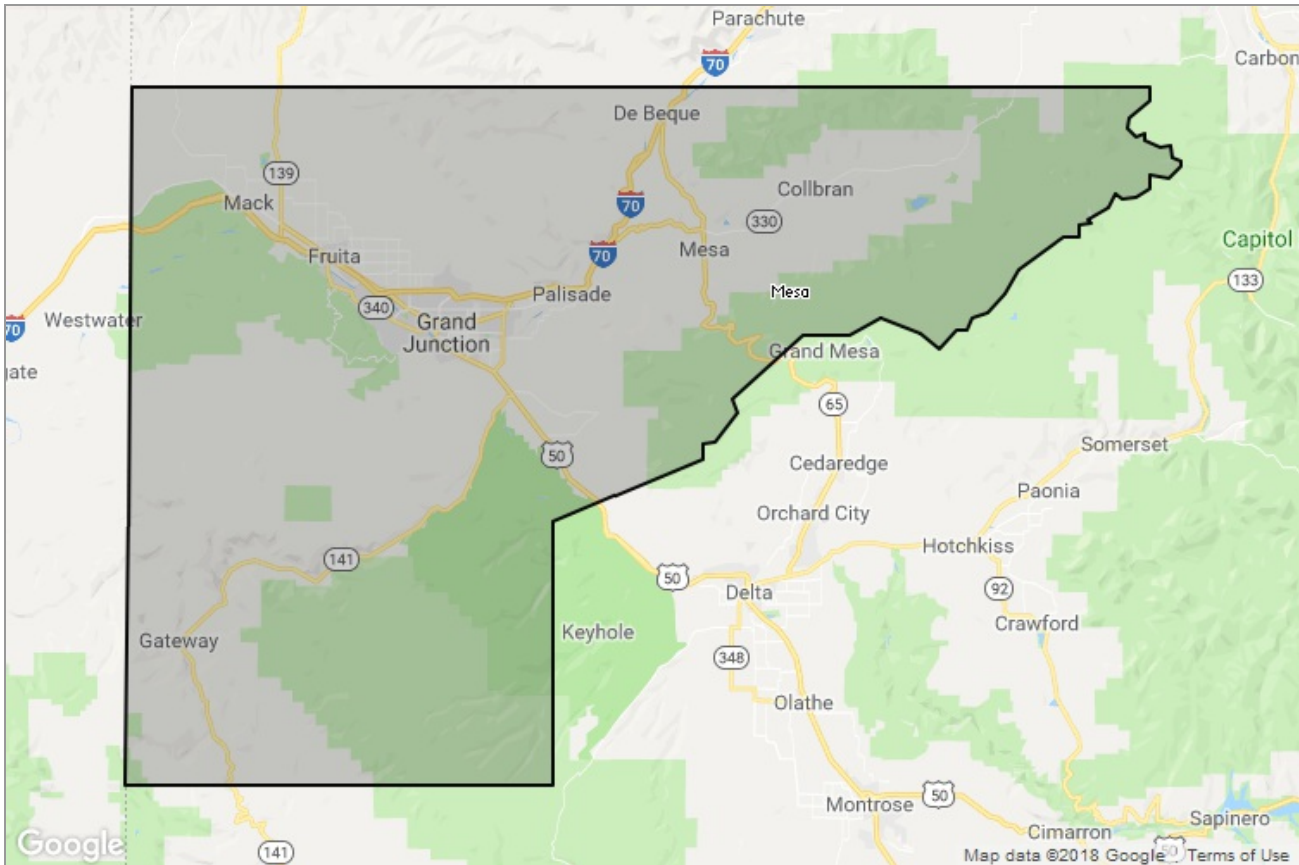




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2017 – 9/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/09/2018

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

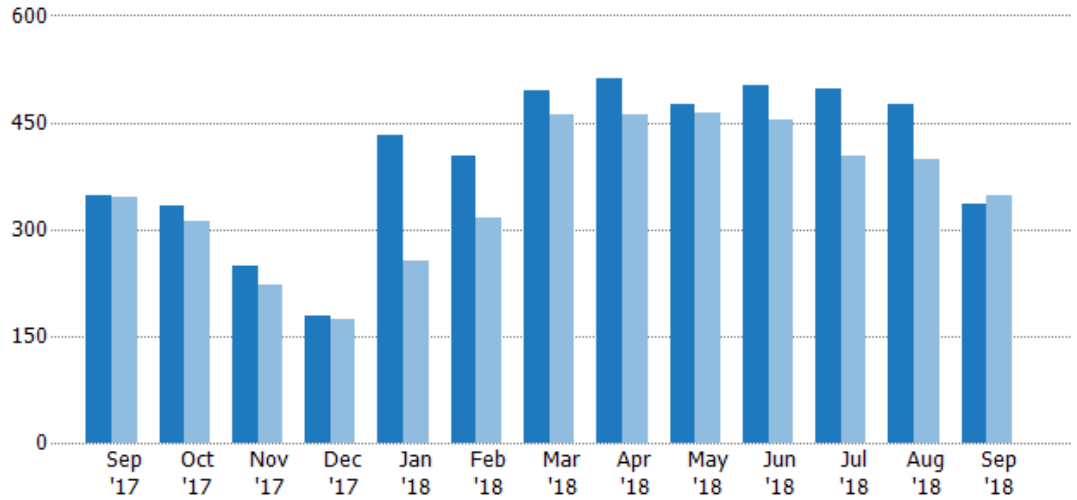
New Listings

The number of new residential listings that were added each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Sep '18	336	-3.4%
Sep '17	348	1.2%
Sep '16	344	-12.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	348	332	248	178	431	404	495	512	476	503	496	476	336
Prior Year	344	311	223	173	255	316	462	461	463	453	402	399	348
Percent Change from Prior Year	1%	7%	11%	3%	69%	28%	7%	11%	3%	11%	23%	19%	-3%

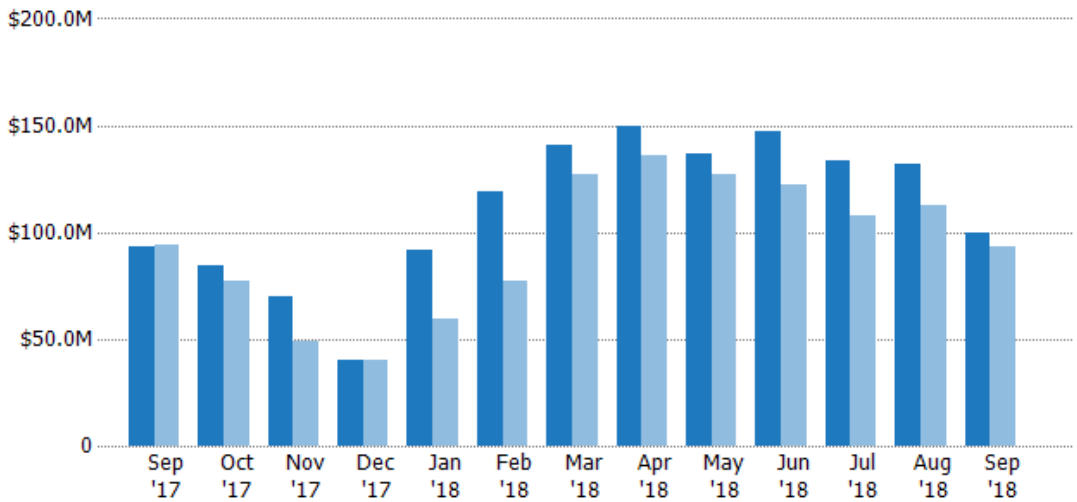
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Sep '18	\$100M	6.4%
Sep '17	\$93.6M	-0.4%
Sep '16	\$94M	-18.3%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$93.6M	\$84.1M	\$69.9M	\$40.1M	\$91.9M	\$119M	\$141M	\$150M	\$137M	\$147M	\$134M	\$132M	\$100M
Prior Year	\$94M	\$76.9M	\$49.2M	\$40.4M	\$59.5M	\$77.3M	\$127M	\$136M	\$127M	\$122M	\$108M	\$113M	\$93.6M
Percent Change from Prior Year	0%	9%	42%	-1%	55%	54%	10%	10%	8%	20%	24%	17%	6%

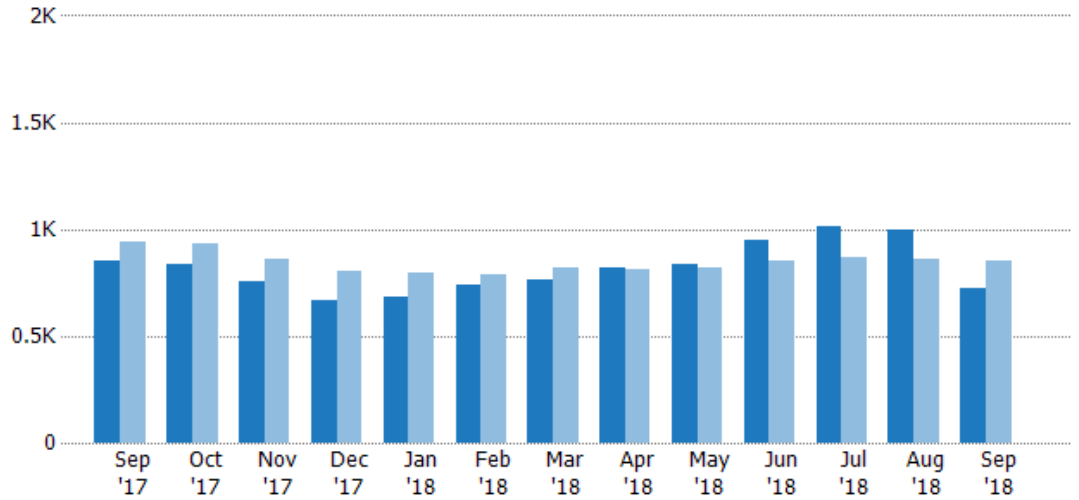
Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Sep '18	724	-15%
Sep '17	852	-9.1%
Sep '16	937	3.1%



Current Year	852	832	757	663	680	736	762	819	840	950	1,010	993	724
Prior Year	937	932	860	804	793	791	818	813	819	854	870	861	852
Percent Change from Prior Year	-9%	-11%	-12%	-18%	-14%	-7%	-7%	1%	3%	11%	16%	15%	-15%

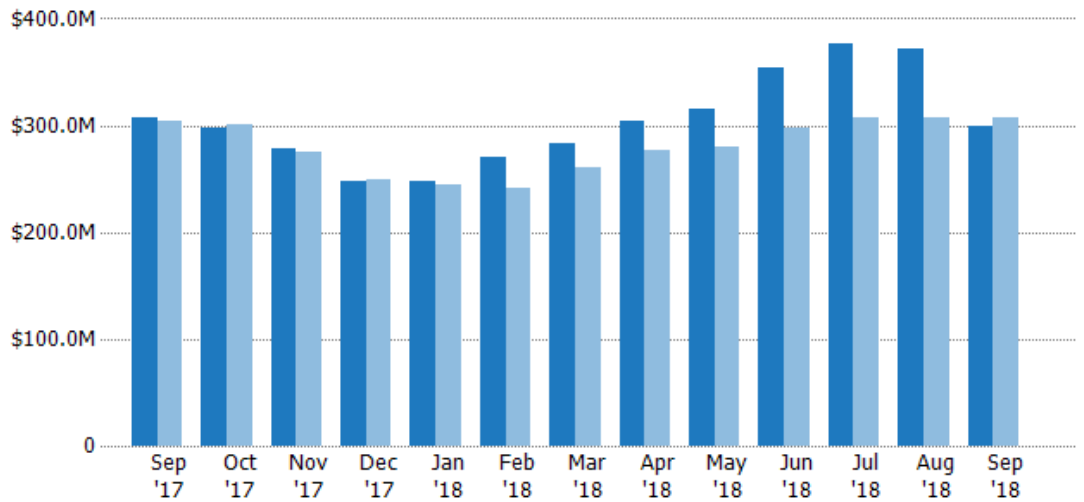
Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Sep '18	\$299M	-2.8%
Sep '17	\$307M	0.9%
Sep '16	\$305M	3.2%



Current Year	\$307M	\$298M	\$279M	\$247M	\$248M	\$270M	\$283M	\$304M	\$315M	\$355M	\$376M	\$372M	\$299M
Prior Year	\$305M	\$301M	\$276M	\$250M	\$245M	\$241M	\$260M	\$277M	\$279M	\$298M	\$308M	\$307M	\$307M
Percent Change from Prior Year	1%	-1%	1%	-1%	1%	12%	9%	10%	13%	19%	22%	21%	-3%

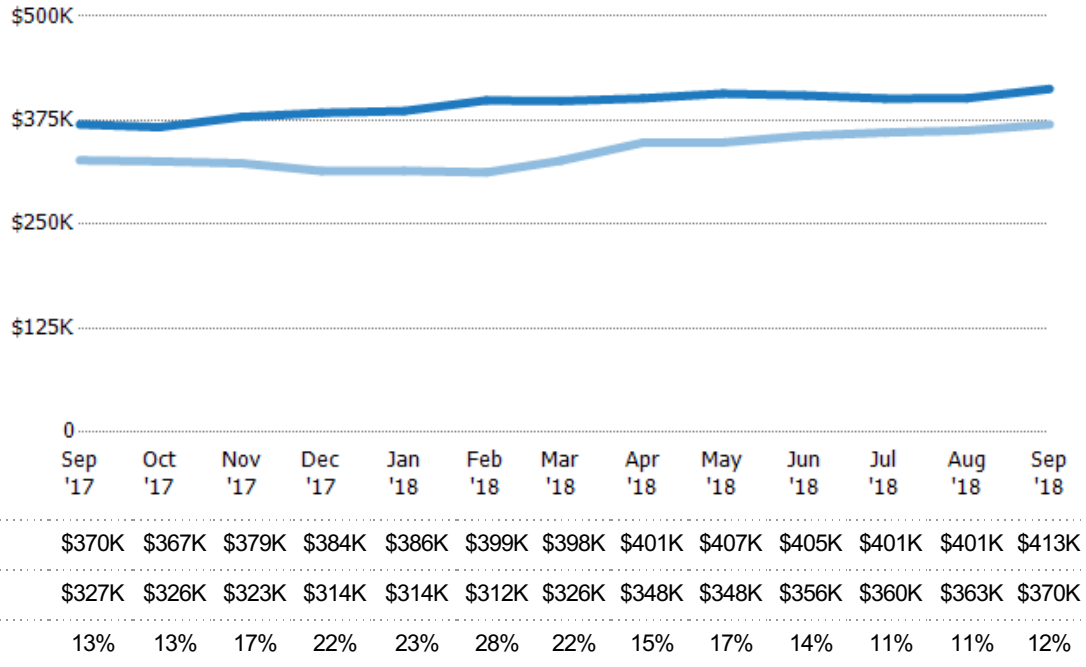
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Sep '18	\$413K	11.5%
Sep '17	\$370K	13.2%
Sep '16	\$327K	0.5%



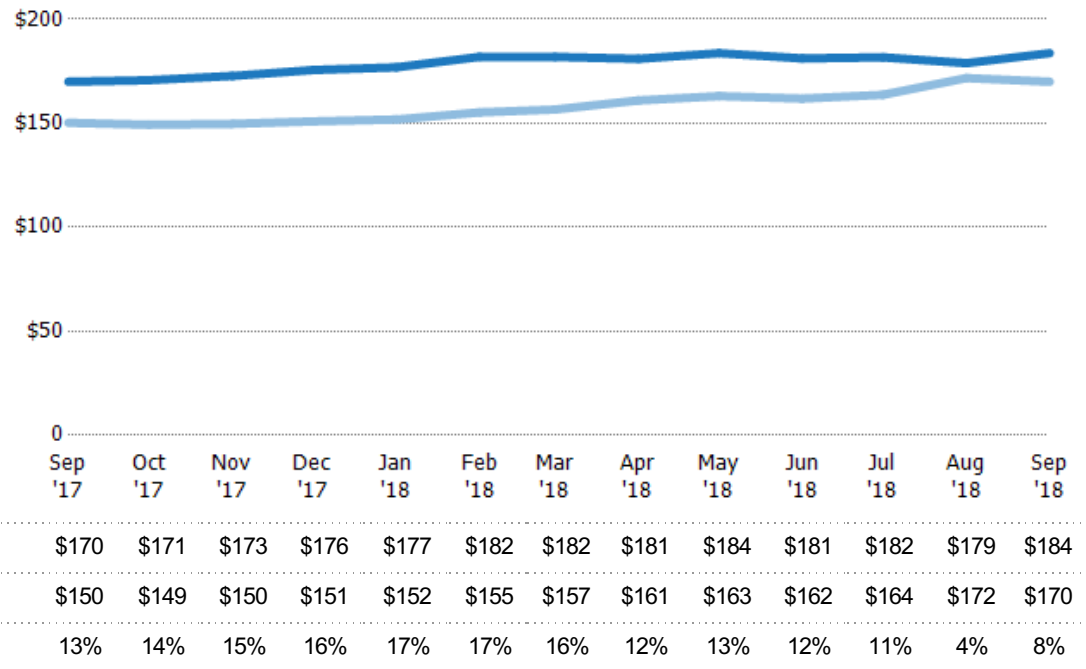
Average Listing Price per Sq Ft

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.
Sep '18	\$184	8.1%
Sep '17	\$170	13.1%
Sep '16	\$150	-3.5%

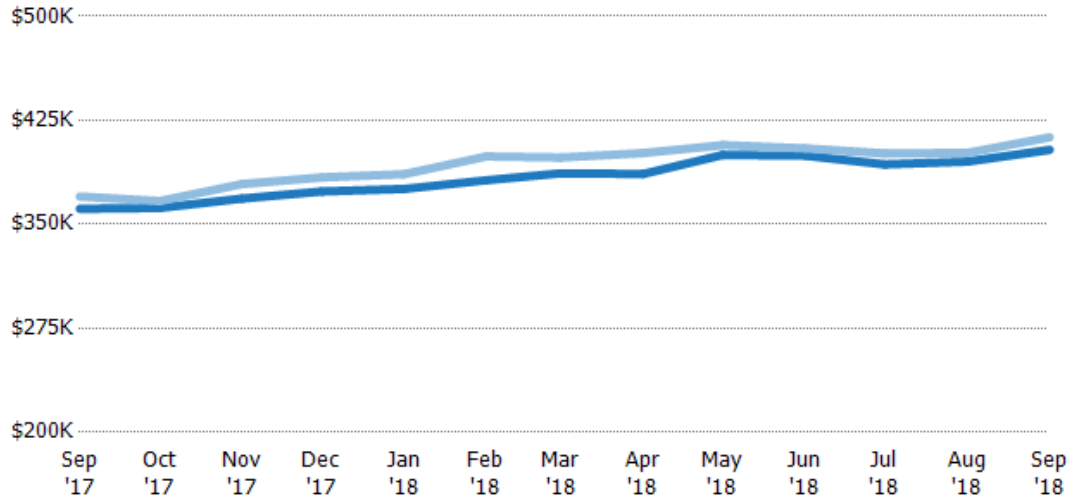


Average Listing Price vs Average Est Value

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



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$361K	\$362K	\$369K	\$374K	\$375K	\$382K	\$387K	\$386K	\$400K	\$399K	\$393K	\$395K	\$404K
Avg Listing Price	\$370K	\$367K	\$379K	\$384K	\$386K	\$399K	\$398K	\$401K	\$407K	\$405K	\$401K	\$401K	\$413K
Avg Listing Price as a % of Avg Est Value	102%	101%	103%	103%	103%	104%	103%	104%	102%	101%	102%	102%	102%

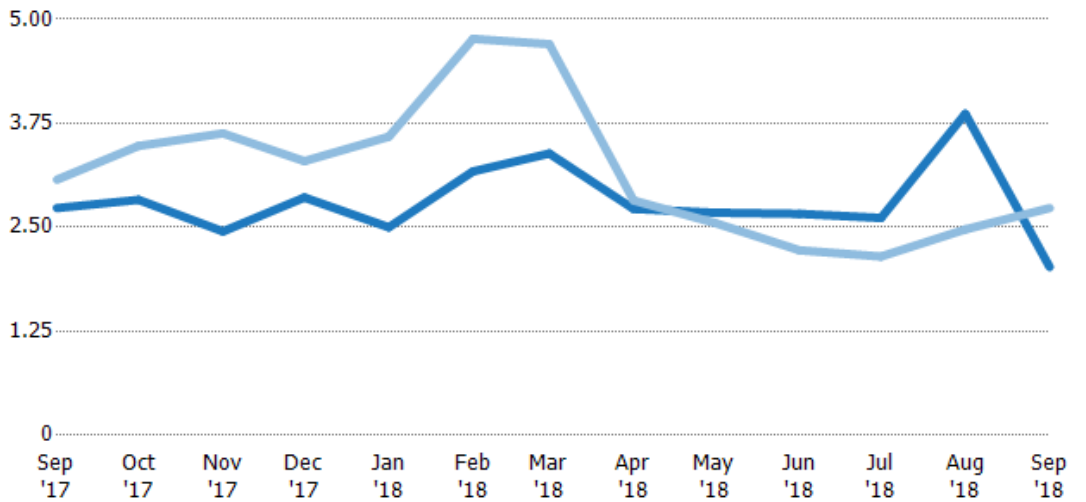
Months of Inventory

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.
Sep '18	2.02	-25.9%
Sep '17	2.73	-11.1%
Sep '16	3.07	41.6%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	2.73	2.83	2.45	2.86	2.5	3.17	3.39	2.72	2.68	2.66	2.61	3.86	2.02
Prior Year	3.07	3.48	3.63	3.3	3.59	4.77	4.7	2.82	2.55	2.22	2.15	2.47	2.73
Percent Change from Prior Year	-11%	-19%	-32%	-13%	-30%	-33%	-28%	-4%	5%	20%	22%	56%	-26%

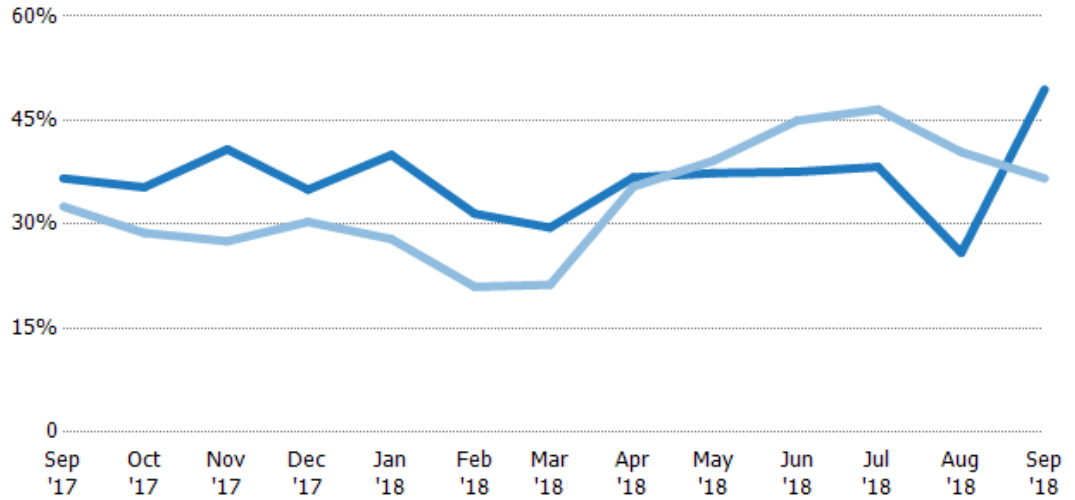
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Sep '18	49%	-12.8%
Sep '17	37%	-4.1%
Sep '16	33%	-29.4%

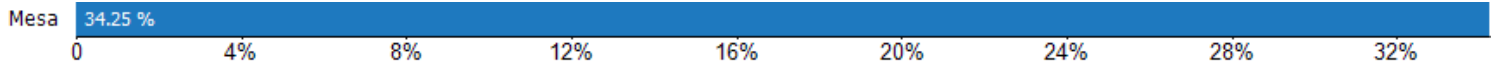


	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	37%	35%	41%	35%	40%	32%	30%	37%	37%	38%	38%	26%	49%
Prior Year	33%	29%	28%	30%	28%	21%	21%	35%	39%	45%	47%	40%	37%
Change from Prior Year	-4%	-7%	-13%	-5%	-12%	-11%	-8%	-1%	2%	7%	8%	15%	-13%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



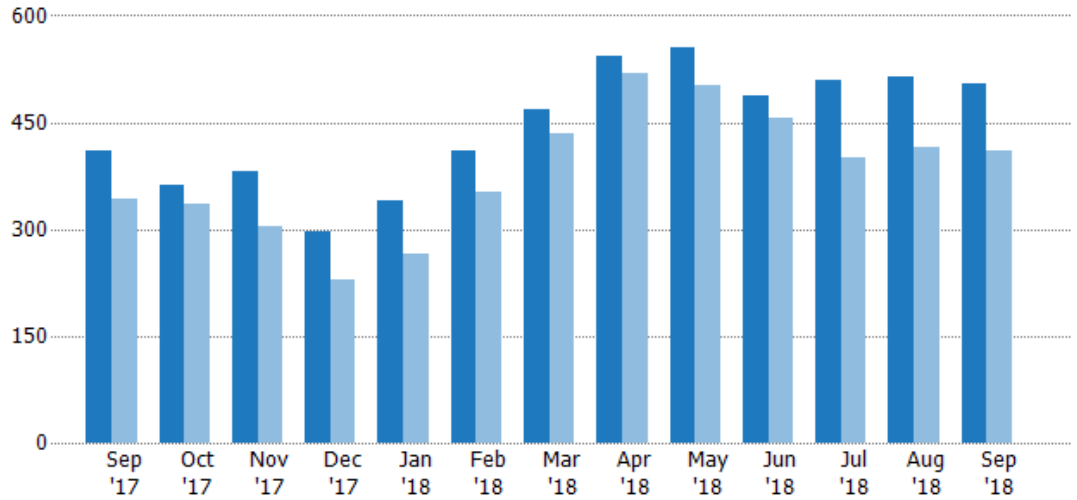
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Sep '18	504	22.9%
Sep '17	410	19.9%
Sep '16	342	-5.8%



Current Year	410	363	382	296	340	411	469	544	555	488	509	513	504
Prior Year	342	335	303	229	265	353	435	519	503	455	401	416	410
Percent Change from Prior Year	20%	8%	26%	29%	28%	16%	8%	5%	10%	7%	27%	23%	23%

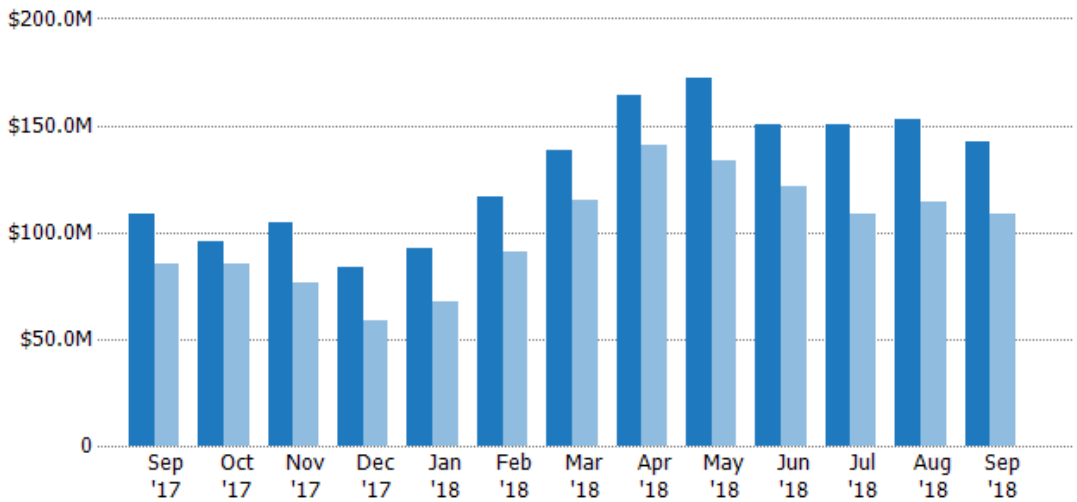
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Sep '18	\$142M	31.2%
Sep '17	\$108M	27.3%
Sep '16	\$85.1M	-11.4%



Current Year	\$108M	\$96M	\$104M	\$83.9M	\$92.2M	\$117M	\$138M	\$164M	\$172M	\$150M	\$150M	\$153M	\$142M
Prior Year	\$85.1M	\$85M	\$76.4M	\$58.8M	\$67.4M	\$90.5M	\$115M	\$140M	\$134M	\$122M	\$108M	\$114M	\$108M
Percent Change from Prior Year	27%	13%	36%	43%	37%	29%	20%	17%	29%	23%	39%	34%	31%

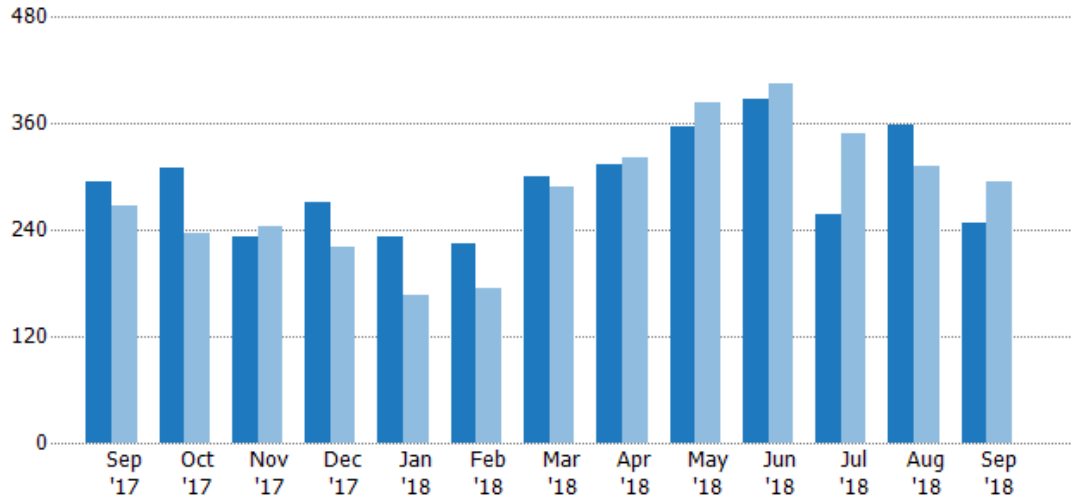
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Sep '18	248	-15.6%
Sep '17	294	9.7%
Sep '16	268	-21.3%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	294	309	232	272	232	225	301	314	357	387	257	358	248
Prior Year	268	237	244	221	166	174	288	321	384	405	348	312	294
Percent Change from Prior Year	10%	30%	-5%	23%	40%	29%	5%	-2%	-7%	-4%	-26%	15%	-16%

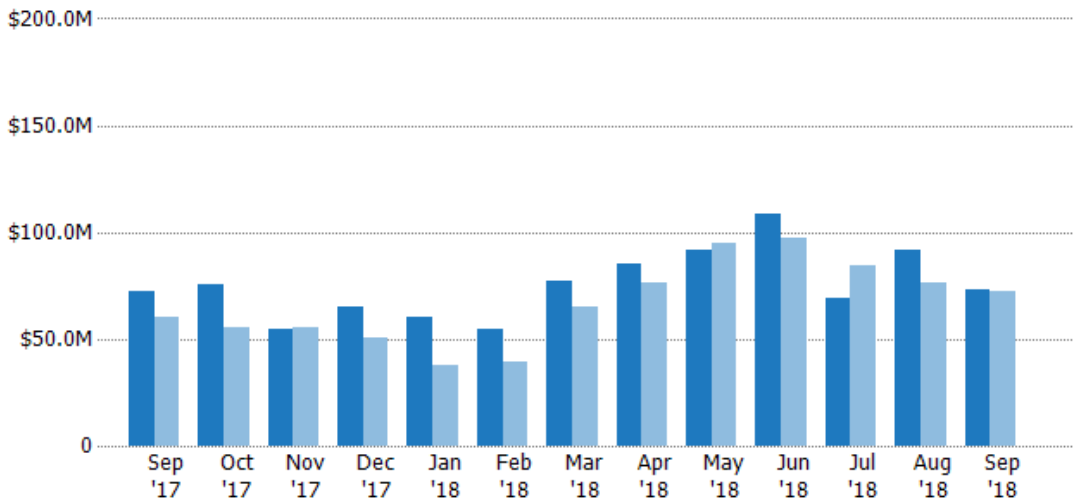
Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Sep '18	\$73.3M	1.8%
Sep '17	\$72.1M	20.3%
Sep '16	\$59.9M	-26.8%



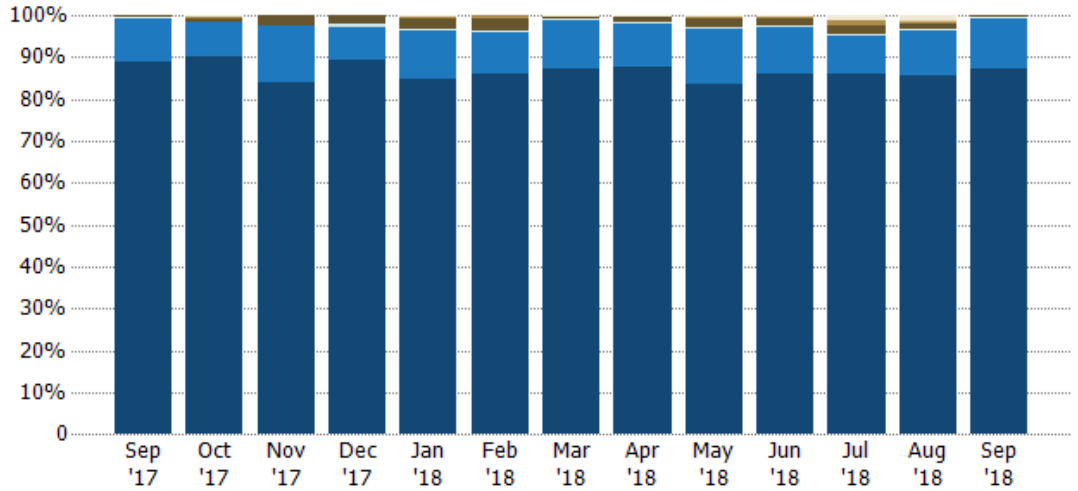
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$72.1M	\$75.5M	\$54.8M	\$64.9M	\$60.1M	\$54.6M	\$76.9M	\$85.1M	\$91.8M	\$109M	\$69M	\$91.2M	\$73.3M
Prior Year	\$59.9M	\$55.4M	\$55.5M	\$50.5M	\$38M	\$39.1M	\$64.8M	\$76.4M	\$94.7M	\$97.2M	\$84M	\$76.6M	\$72.1M
Percent Change from Prior Year	20%	36%	-1%	29%	58%	40%	19%	11%	-3%	12%	-18%	19%	2%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

County: Mesa County, Colorado

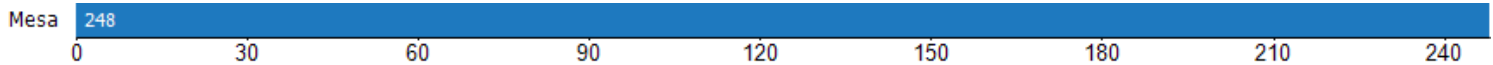


Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Other	-	0%	-	-	0%	-	1%	1%	0%	1%	1%	1%	-
Coop	-	-	-	-	-	-	-	-	-	-	-	0%	-
Farm/Ranch	-	1%	-	-	0%	1%	-	-	1%	1%	1%	0%	-
Lot/Land	1%	1%	3%	2%	3%	3%	0%	1%	2%	2%	2%	1%	0%
Multifamily/Multiplex	0%	-	-	1%	0%	0%	0%	0%	0%	1%	0%	0%	0%
Mobile/Manufactured	-	-	-	-	-	-	-	-	0%	-	-	-	-
Condo/Townhouse	10%	8%	13%	8%	11%	10%	12%	11%	13%	11%	9%	11%	12%
Single Family Residence	89%	90%	84%	89%	85%	86%	87%	88%	83%	86%	86%	85%	87%

Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: Mesa County, Colorado

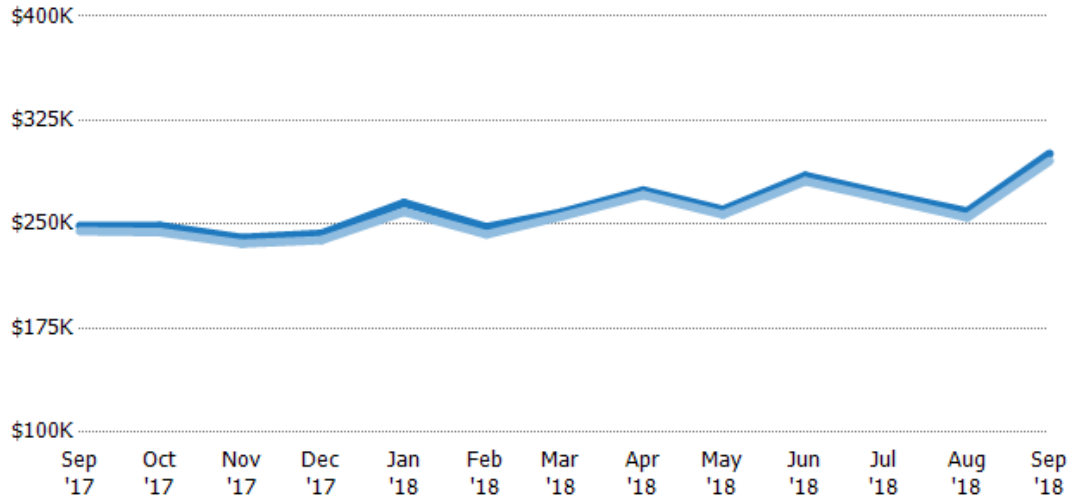


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado

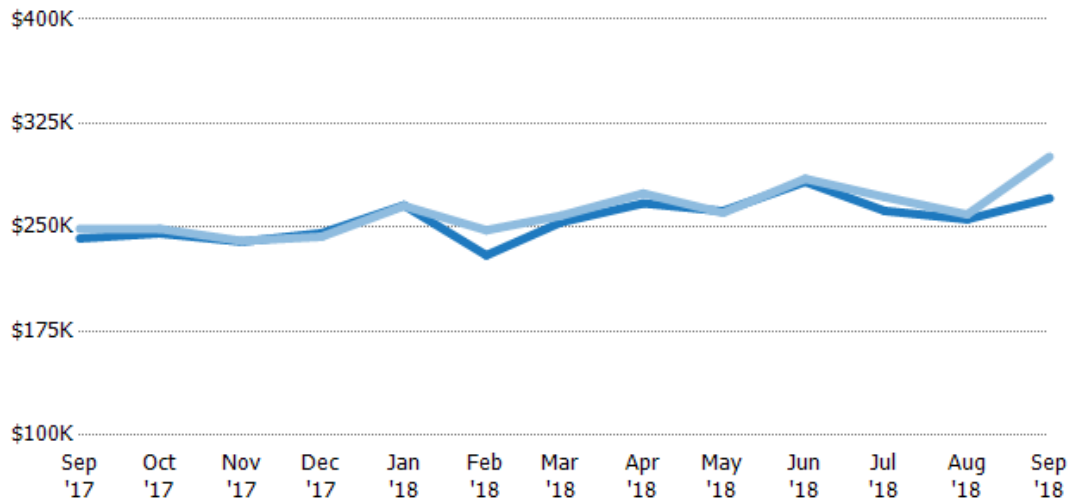


Average Sales Price vs Average Est Value

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



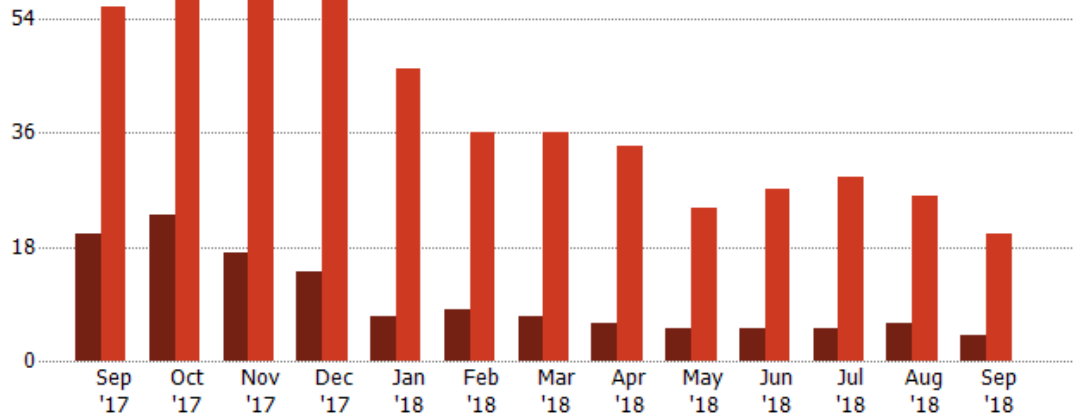
Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Sep '18	4	-80%
Sep '17	20	-64.3%
Sep '16	56	17.9%

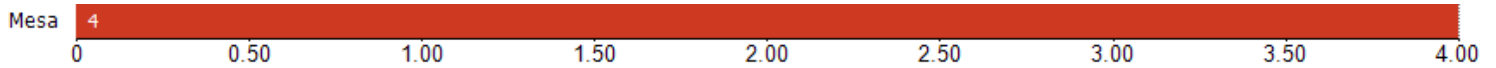


Current Year	20	23	17	14	7	8	7	6	5	5	5	6	4
Prior Year	56	61	62	58	46	36	36	34	24	27	29	26	20
Percent Change from Prior Year	-64%	-62%	-73%	-76%	-85%	-78%	-81%	-82%	-79%	-81%	-83%	-77%	-80%

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: 10/09/2018

Scheduled: Yes

Report Date Range: From 9/2017 To: 9/2018

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 9/2018 data

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