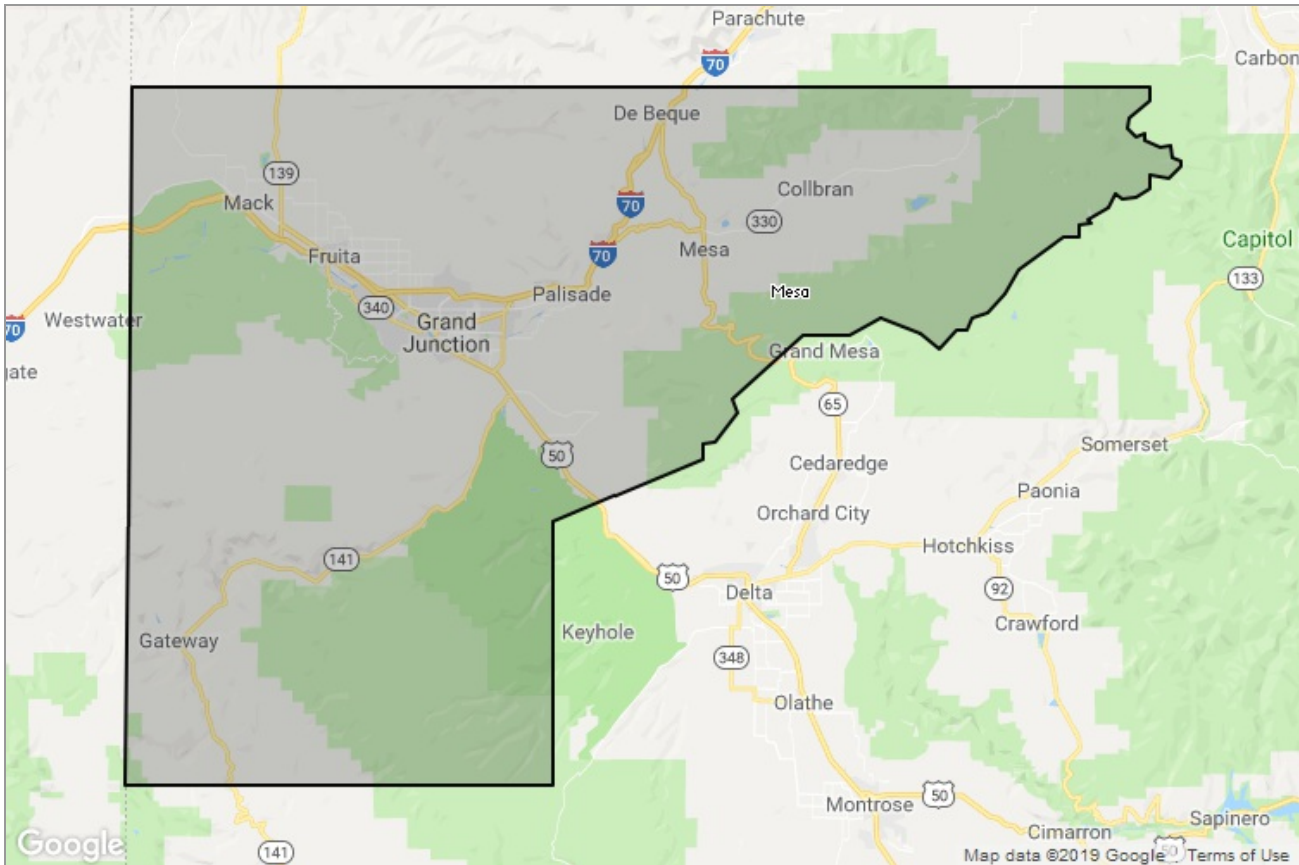




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
12/2017 – 12/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 01/08/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

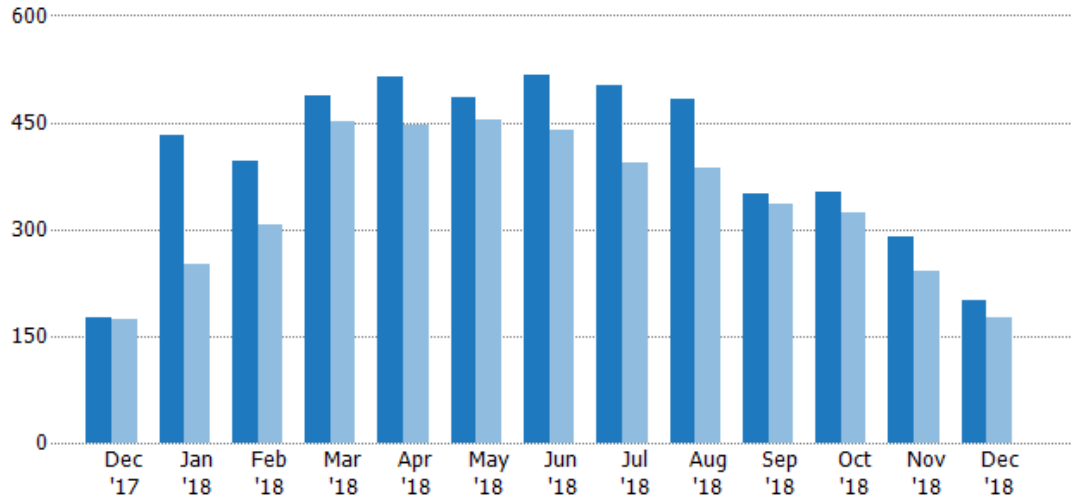
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '18	200	13.6%
Dec '17	176	1.7%
Dec '16	173	4%



Current Year	176	431	395	487	514	485	516	503	483	351	352	289	200
Prior Year	173	252	307	451	447	453	438	393	387	336	324	242	176
Percent Change from Prior Year	2%	71%	29%	8%	15%	7%	18%	28%	25%	4%	9%	19%	14%

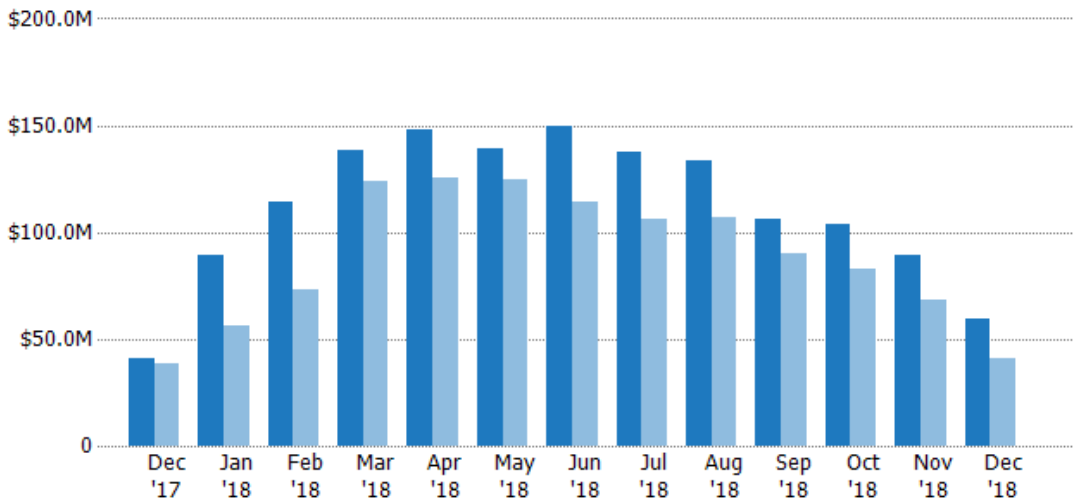
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Dec '18	\$59.2M	46.1%
Dec '17	\$40.5M	4.6%
Dec '16	\$38.8M	2.9%



Current Year	\$40.5M	\$88.9M	\$114M	\$138M	\$148M	\$139M	\$150M	\$137M	\$133M	\$106M	\$104M	\$88.8M	\$59.2M
Prior Year	\$38.8M	\$56.5M	\$73.2M	\$124M	\$126M	\$124M	\$115M	\$106M	\$107M	\$90.1M	\$82.6M	\$68.5M	\$40.5M
Percent Change from Prior Year	5%	57%	56%	11%	18%	12%	31%	30%	24%	18%	25%	30%	46%

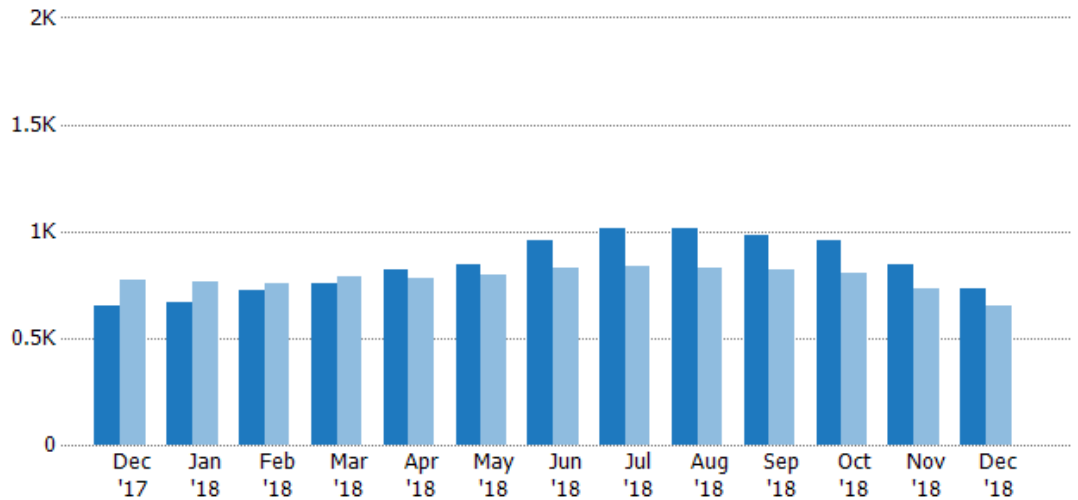
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '18	731	12.3%
Dec '17	651	-15.2%
Dec '16	768	5.6%



Current Year	651	668	726	752	817	848	955	1.02K	1.02K	982	953	847	731
Prior Year	768	762	758	786	776	793	825	838	827	819	802	734	651
Percent Change from Prior Year	-15%	-12%	-4%	-4%	5%	7%	16%	21%	23%	20%	19%	15%	12%

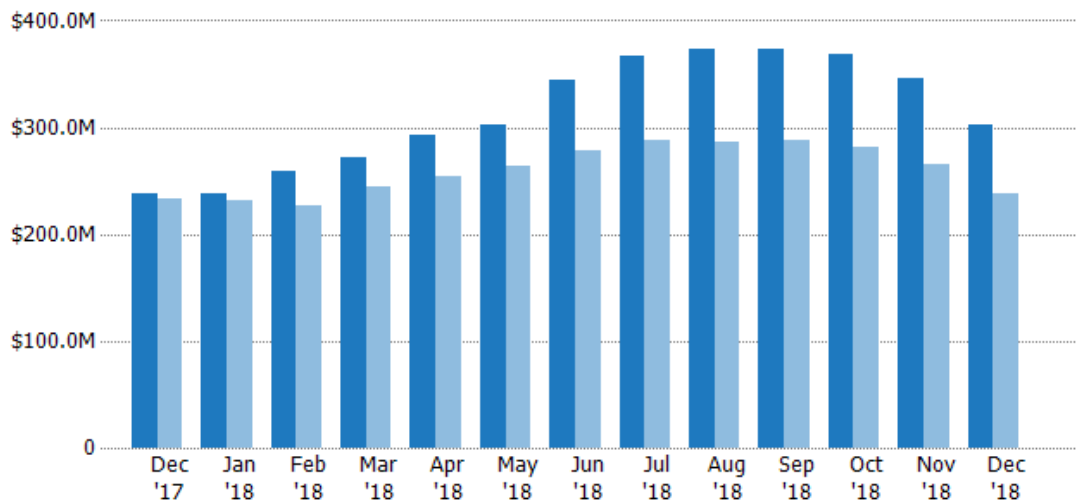
Active Listing Volume

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.
Dec '18	\$303M	27.2%
Dec '17	\$238M	2%
Dec '16	\$234M	6.4%



Current Year	\$238M	\$238M	\$259M	\$272M	\$293M	\$303M	\$345M	\$366M	\$373M	\$374M	\$368M	\$346M	\$303M	
Prior Year	\$234M	\$231M	\$226M	\$244M	\$254M	\$264M	\$279M	\$288M	\$287M	\$288M	\$281M	\$266M	\$238M	
Percent Change from Prior Year		2%	3%	15%	11%	15%	15%	24%	27%	30%	30%	31%	30%	27%

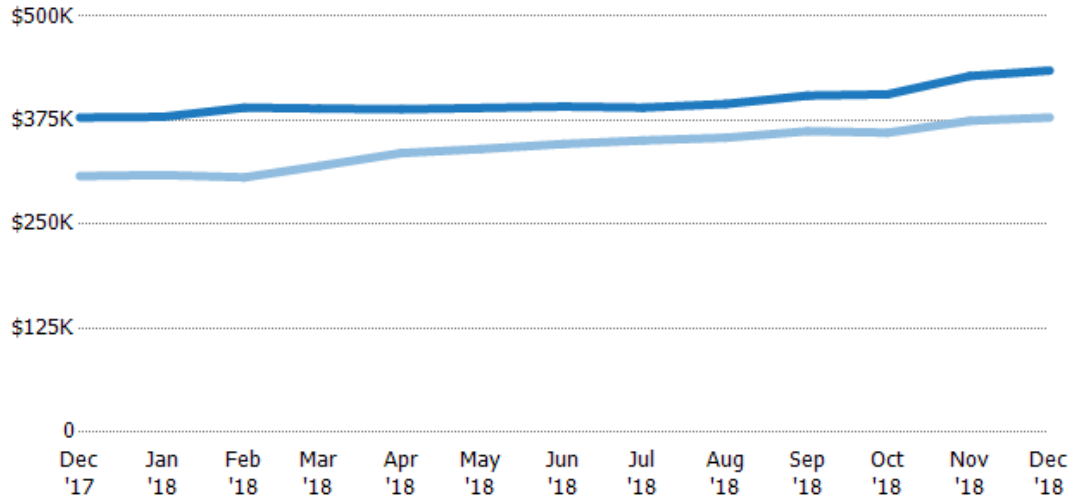
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Dec '18	\$435K	14.9%
Dec '17	\$378K	22.9%
Dec '16	\$308K	0.5%



Current Year	\$378K	\$379K	\$390K	\$389K	\$388K	\$390K	\$392K	\$390K	\$395K	\$405K	\$406K	\$428K	\$435K
Prior Year	\$308K	\$309K	\$306K	\$320K	\$336K	\$340K	\$346K	\$351K	\$354K	\$362K	\$360K	\$374K	\$378K
Percent Change from Prior Year	23%	23%	27%	22%	16%	15%	13%	11%	11%	12%	13%	14%	15%

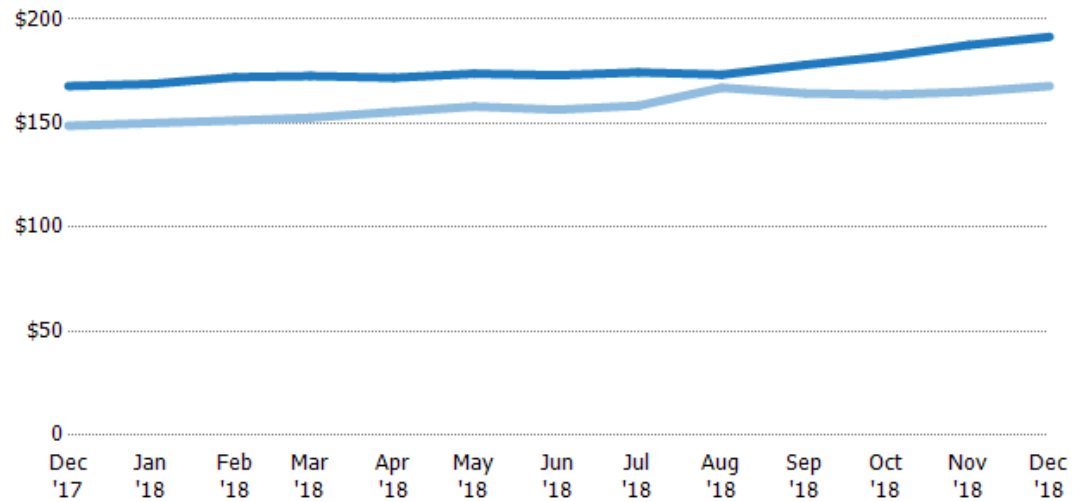
Average Listing Price per Sq Ft

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.
Dec '18	\$192	14.1%
Dec '17	\$168	12.8%
Dec '16	\$149	-3.8%



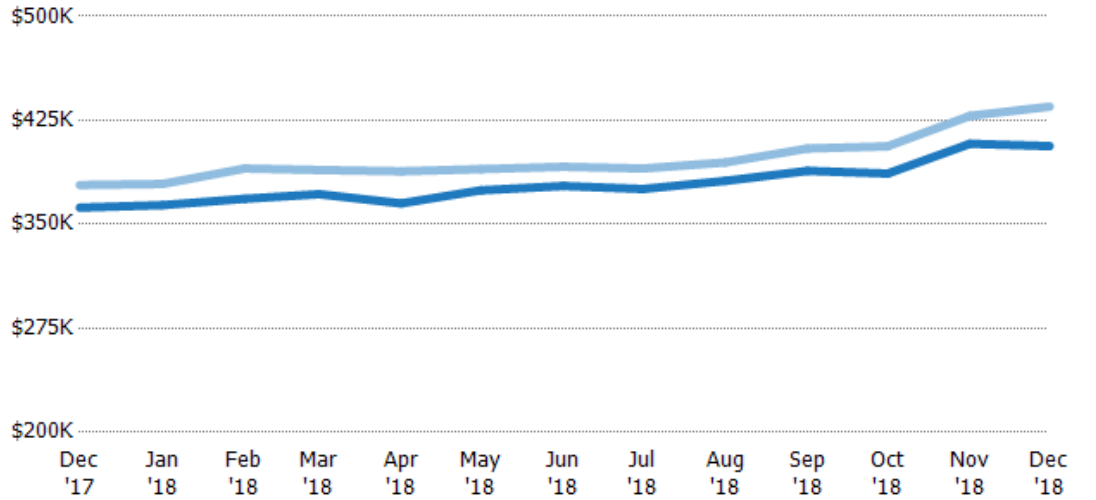
Current Year	\$168	\$169	\$172	\$173	\$172	\$174	\$173	\$174	\$173	\$178	\$182	\$188	\$192
Prior Year	\$149	\$150	\$151	\$153	\$155	\$158	\$157	\$158	\$167	\$164	\$164	\$165	\$168
Percent Change from Prior Year	13%	13%	14%	13%	11%	10%	11%	10%	4%	8%	11%	14%	14%

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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$362K	\$364K	\$368K	\$372K	\$365K	\$375K	\$378K	\$375K	\$381K	\$389K	\$387K	\$408K	\$406K
Avg Listing Price	\$378K	\$379K	\$390K	\$389K	\$388K	\$390K	\$392K	\$390K	\$395K	\$405K	\$406K	\$428K	\$435K
Avg Listing Price as a % of Avg Est Value	105%	104%	106%	105%	106%	104%	104%	104%	103%	104%	105%	105%	107%

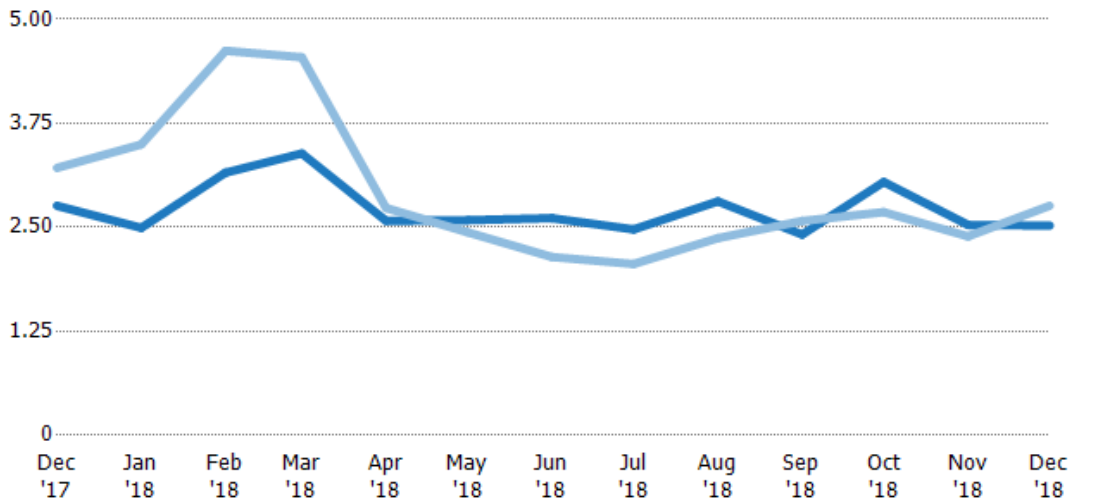
Months of Inventory

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.
Dec '18	2.52	-8.6%
Dec '17	2.76	-14.2%
Dec '16	3.21	33.5%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	2.76	2.49	3.16	3.39	2.58	2.59	2.61	2.47	2.81	2.41	3.04	2.53	2.52
Prior Year	3.21	3.5	4.62	4.54	2.73	2.44	2.14	2.06	2.37	2.58	2.68	2.39	2.76
Percent Change from Prior Year	-14%	-29%	-32%	-25%	-6%	6%	22%	20%	19%	-6%	14%	6%	-9%

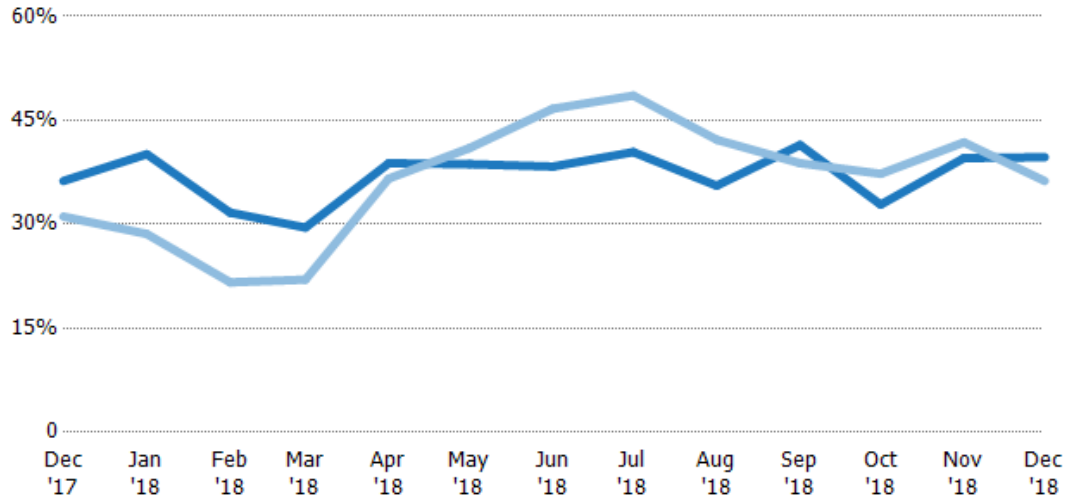
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Dec '18	40%	-3.4%
Dec '17	36%	-5.1%
Dec '16	31%	-25.1%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	36%	40%	32%	30%	39%	39%	38%	40%	36%	41%	33%	40%	40%
Prior Year	31%	29%	22%	22%	37%	41%	47%	49%	42%	39%	37%	42%	36%
Change from Prior Year	-5%	-12%	-10%	-8%	-2%	2%	8%	8%	7%	-3%	4%	2%	-3%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



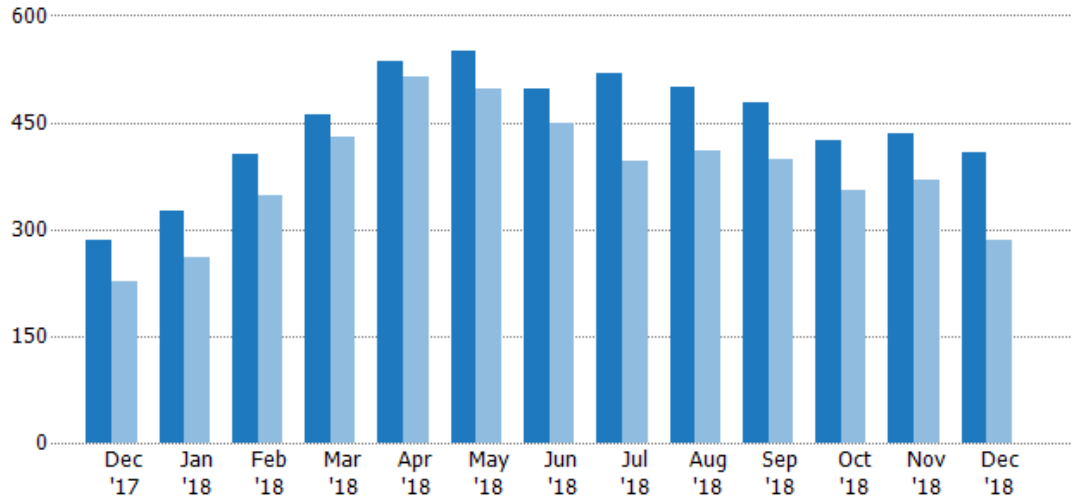
Pending Sales

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.
Dec '18	408	43.2%
Dec '17	285	26.1%
Dec '16	226	-8.4%



Current Year	285	325	405	461	535	551	498	518	499	477	425	435	408
Prior Year	226	261	348	430	513	497	449	396	411	399	354	370	285
Percent Change from Prior Year	26%	25%	16%	7%	4%	11%	11%	31%	21%	20%	20%	18%	43%

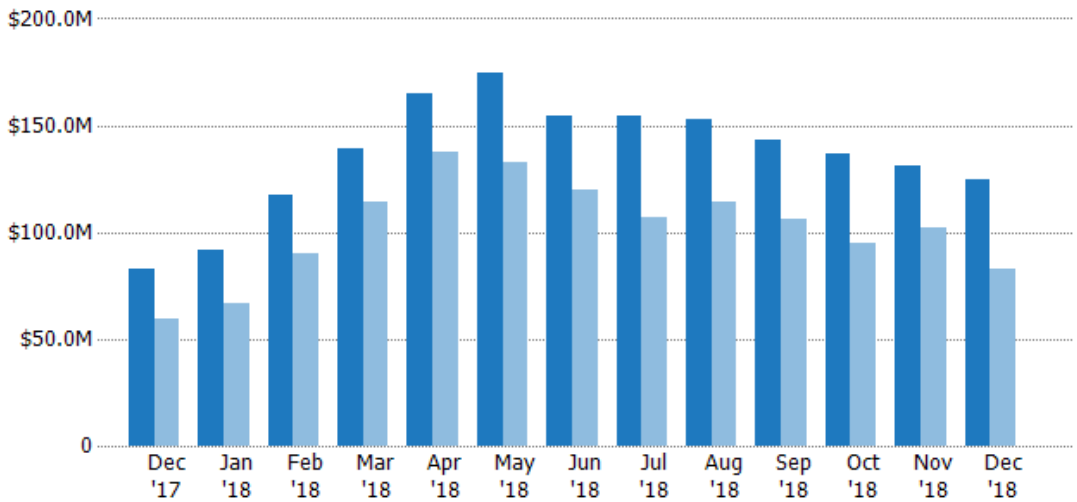
Pending Sales Volume

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.
Dec '18	\$125M	51.2%
Dec '17	\$82.6M	38.3%
Dec '16	\$59.7M	-19.1%



Current Year	\$82.6M	\$91.7M	\$118M	\$139M	\$165M	\$175M	\$154M	\$154M	\$153M	\$143M	\$136M	\$131M	\$125M
Prior Year	\$59.7M	\$66.8M	\$90.3M	\$114M	\$138M	\$132M	\$119M	\$107M	\$114M	\$106M	\$94.7M	\$102M	\$82.6M
Percent Change from Prior Year	38%	37%	30%	21%	19%	32%	29%	45%	34%	35%	44%	28%	51%

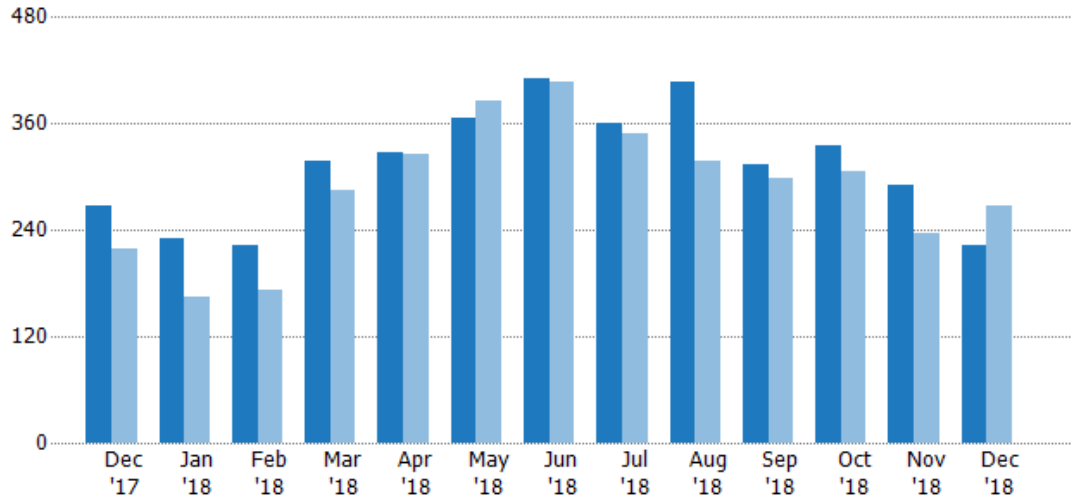
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '18	222	-17.2%
Dec '17	268	22.9%
Dec '16	218	-0.5%



Current Year	268	230	222	317	328	366	411	361	407	313	335	290	222
Prior Year	218	164	173	284	325	385	407	349	318	299	307	236	268
Percent Change from Prior Year	23%	40%	28%	12%	1%	-5%	1%	3%	28%	5%	9%	23%	-17%

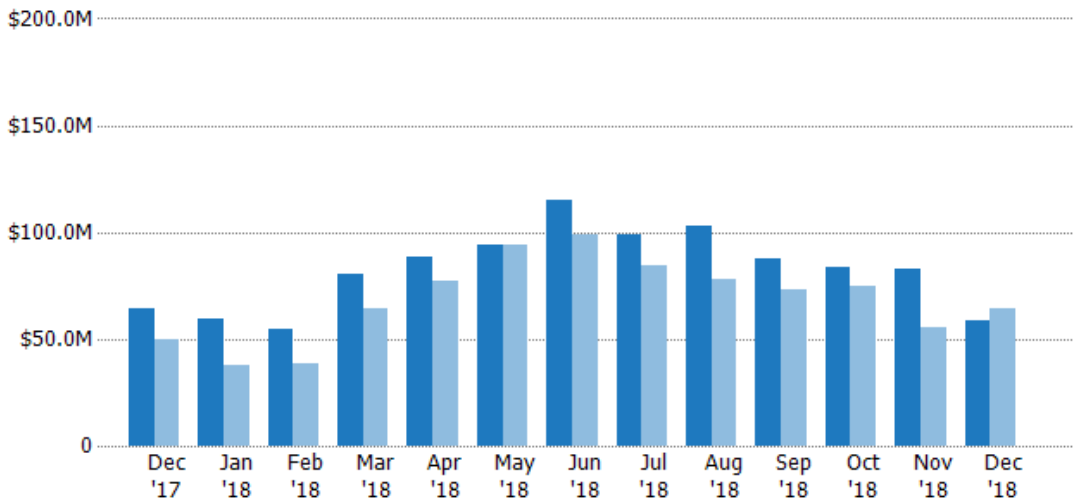
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Dec '18	\$58.9M	-8.7%
Dec '17	\$64.5M	30%
Dec '16	\$49.6M	-8.7%



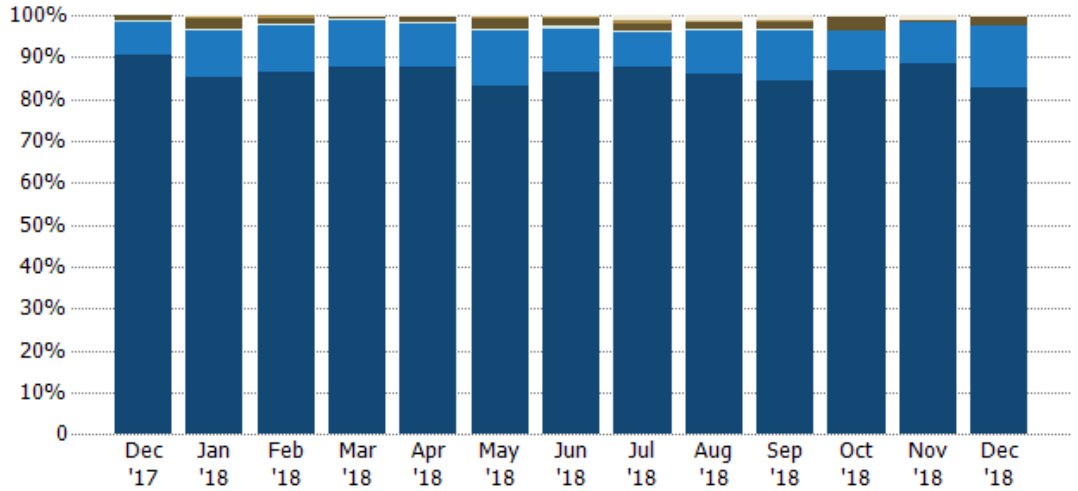
Current Year	\$64.5M	\$59.2M	\$54.6M	\$80.5M	\$88.3M	\$94.2M	\$115M	\$98.7M	\$103M	\$87.7M	\$83.3M	\$82.8M	\$58.9M
Prior Year	\$49.6M	\$37.5M	\$38.4M	\$64.2M	\$77.3M	\$94.1M	\$98.6M	\$84.7M	\$77.9M	\$73.3M	\$74.9M	\$55.6M	\$64.5M
Percent Change from Prior Year	30%	58%	42%	25%	14%	0%	16%	16%	32%	20%	11%	49%	-9%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado



Other	-	0%	-	1%	1%	0%	0%	1%	1%	1%	1%	1%	0%
Coop	-	-	-	-	-	-	-	-	0%	-	-	-	-
Farm/Ranch	-	0%	1%	-	-	1%	0%	1%	0%	0%	-	-	-
Lot/Land	1%	3%	1%	0%	1%	2%	2%	2%	1%	2%	3%	0%	2%
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-	-	-
Mobile/Manufactured	-	-	-	-	-	0%	-	-	-	-	-	-	-
Condo/Townhouse	8%	11%	11%	11%	11%	13%	10%	9%	10%	12%	9%	10%	14%
Single Family Residence	90%	85%	86%	88%	88%	83%	86%	88%	86%	84%	87%	88%	83%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

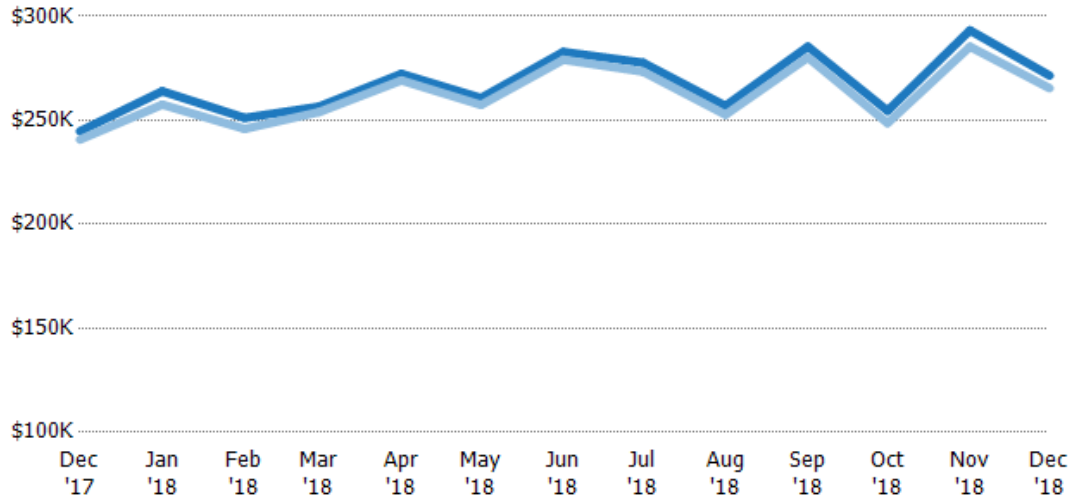


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



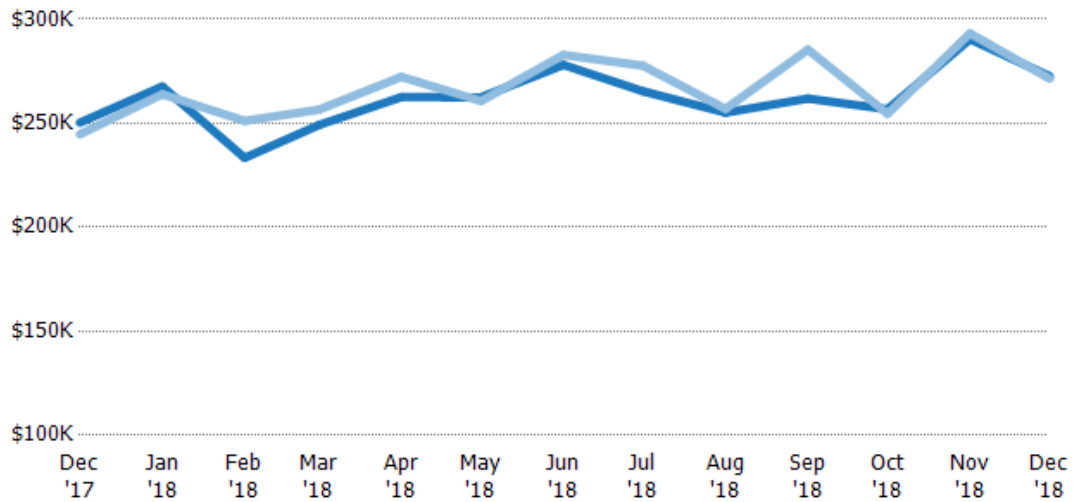
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	\$245K	\$264K	\$251K	\$257K	\$272K	\$261K	\$283K	\$278K	\$257K	\$285K	\$255K	\$293K	\$271K
Avg Sales Price	\$241K	\$258K	\$246K	\$254K	\$269K	\$257K	\$279K	\$273K	\$253K	\$280K	\$249K	\$285K	\$265K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	99%	99%	99%	99%	98%	98%	98%	98%	97%	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



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$250K	\$268K	\$233K	\$249K	\$263K	\$263K	\$278K	\$265K	\$255K	\$262K	\$257K	\$290K	\$273K
Avg Sales Price	\$245K	\$264K	\$251K	\$257K	\$272K	\$261K	\$283K	\$278K	\$257K	\$285K	\$255K	\$293K	\$271K
Avg Sales Price as a % of Avg Est Value	98%	99%	108%	103%	104%	99%	102%	105%	101%	109%	99%	101%	100%

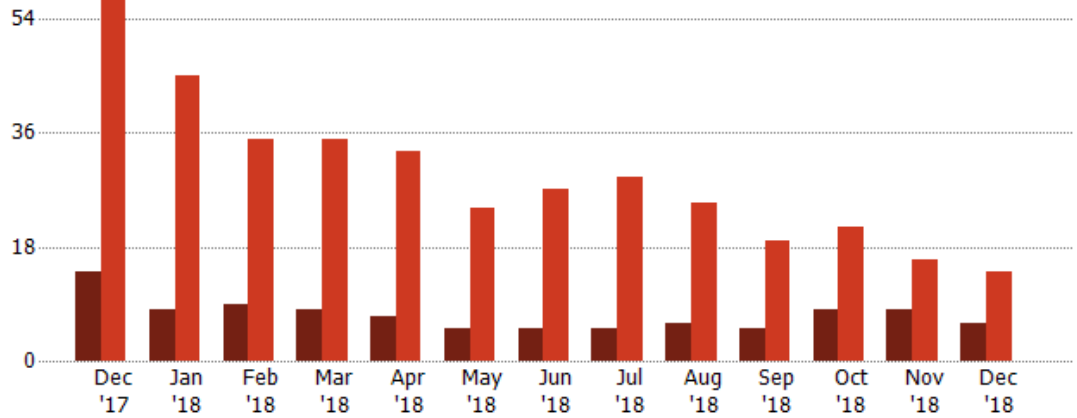
Distressed Listings

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.
Dec '18	6	-57.1%
Dec '17	14	-75.4%
Dec '16	57	15.8%



Current Year	14	8	9	8	7	5	5	5	6	5	8	8	6
Prior Year	57	45	35	35	33	24	27	29	25	19	21	16	14
Percent Change from Prior Year	-75%	-82%	-74%	-77%	-79%	-79%	-81%	-83%	-76%	-74%	-62%	-50%	-57%

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: 01/08/2019

Scheduled: Yes

Report Date Range: From 12/2017 To: 12/2018

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 12/2018 data

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