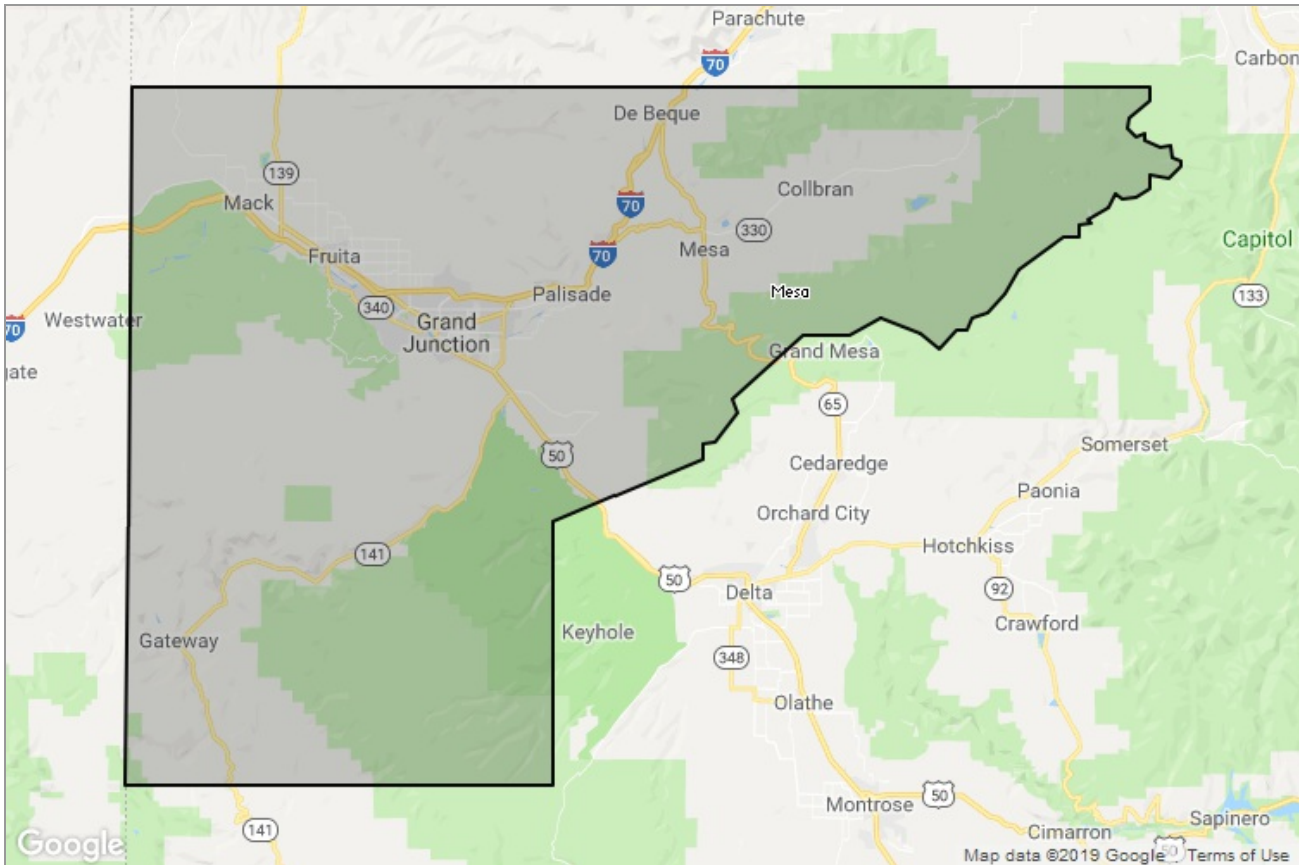




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2018 – 1/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/04/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

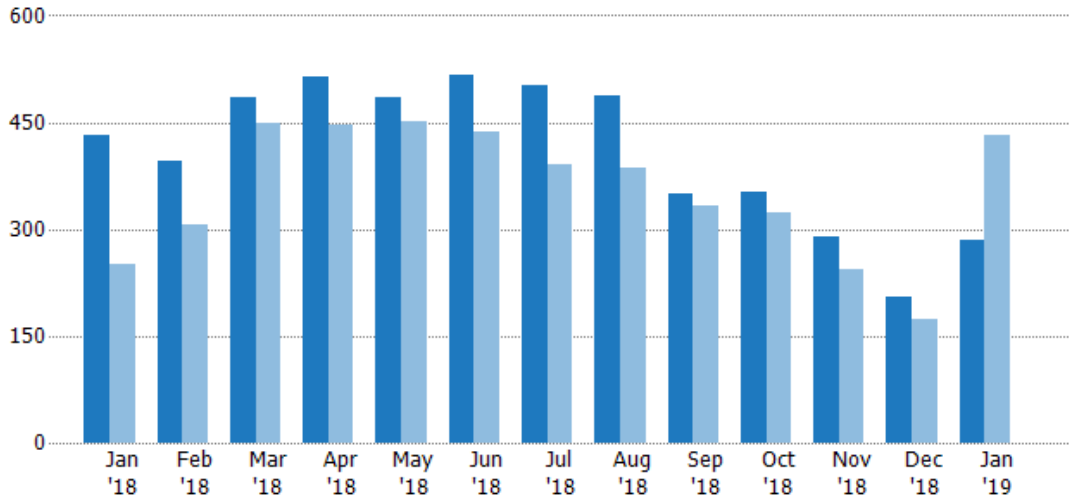
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '19	285	-33.9%
Jan '18	431	71.7%
Jan '17	251	-17.9%



Current Year	431	395	485	513	485	516	503	488	350	352	290	204	285
Prior Year	251	307	450	447	451	437	392	386	334	323	243	174	431
Percent Change from Prior Year	72%	29%	8%	15%	8%	18%	28%	26%	5%	9%	19%	17%	-34%

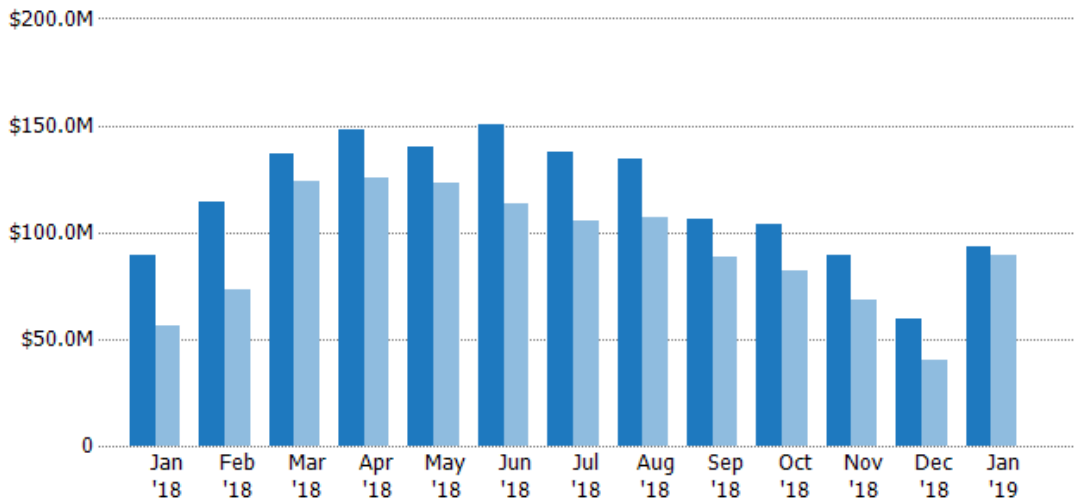
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '19	\$93.1M	4.7%
Jan '18	\$88.9M	58%
Jan '17	\$56.3M	-8.6%



Current Year	\$88.9M	\$114M	\$137M	\$148M	\$140M	\$150M	\$137M	\$135M	\$106M	\$104M	\$89.5M	\$59.7M	\$93.1M
Prior Year	\$56.3M	\$73.2M	\$124M	\$126M	\$123M	\$113M	\$106M	\$107M	\$88.7M	\$82.1M	\$68.3M	\$40M	\$88.9M
Percent Change from Prior Year	58%	56%	11%	18%	13%	33%	30%	26%	19%	26%	31%	49%	5%

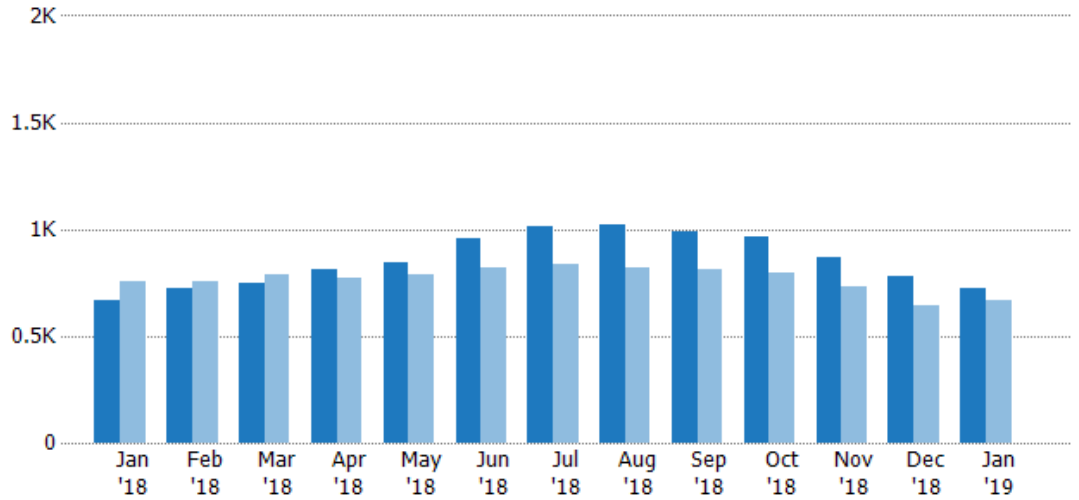
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '19	721	8.4%
Jan '18	665	-12.2%
Jan '17	757	1.3%



Current Year	665	722	748	815	847	954	1.02K	1.02K	989	966	871	782	721
Prior Year	757	755	784	774	789	822	834	822	812	795	728	644	665
Percent Change from Prior Year	-12%	-4%	-5%	5%	7%	16%	22%	24%	22%	22%	20%	21%	8%

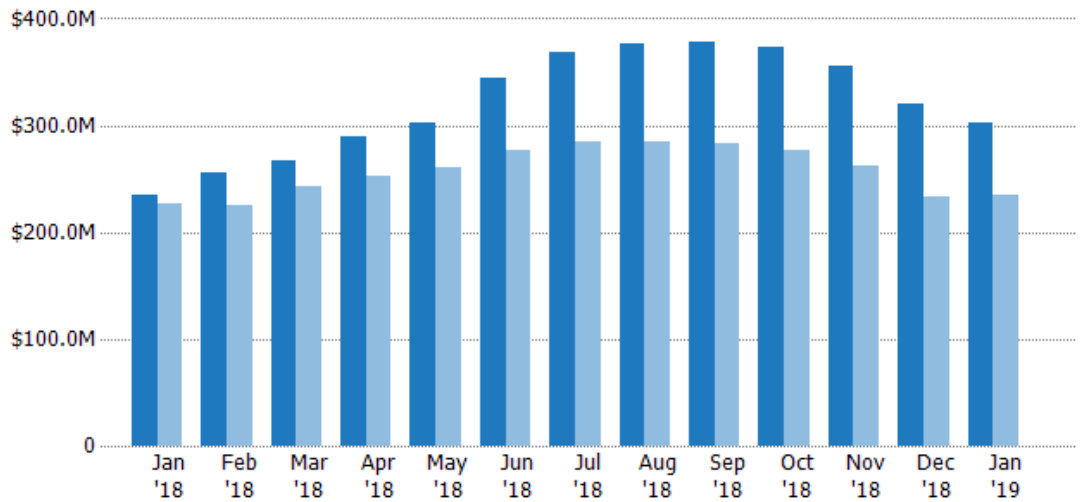
Active Listing Volume

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.
Jan '19	\$302M	28.8%
Jan '18	\$234M	3.4%
Jan '17	\$227M	5%



Current Year	\$234M	\$256M	\$268M	\$290M	\$303M	\$345M	\$369M	\$376M	\$379M	\$374M	\$356M	\$321M	\$302M
Prior Year	\$227M	\$225M	\$243M	\$253M	\$261M	\$277M	\$285M	\$284M	\$284M	\$277M	\$262M	\$234M	\$234M
Percent Change from Prior Year	3%	14%	10%	15%	16%	25%	29%	32%	34%	35%	36%	37%	29%

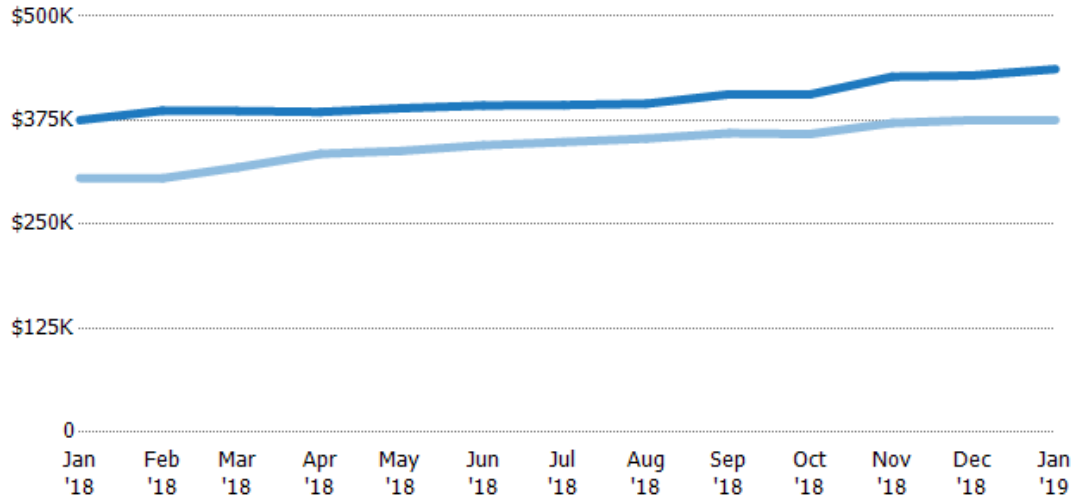
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Jan '19	\$436K	16.4%
Jan '18	\$375K	22.8%
Jan '17	\$306K	2.4%



Current Year	\$375K	\$387K	\$386K	\$385K	\$389K	\$393K	\$393K	\$395K	\$406K	\$406K	\$427K	\$429K	\$436K
Prior Year	\$306K	\$305K	\$318K	\$335K	\$338K	\$345K	\$349K	\$353K	\$359K	\$358K	\$372K	\$375K	\$375K
Percent Change from Prior Year	23%	27%	21%	15%	15%	14%	13%	12%	13%	13%	15%	14%	16%

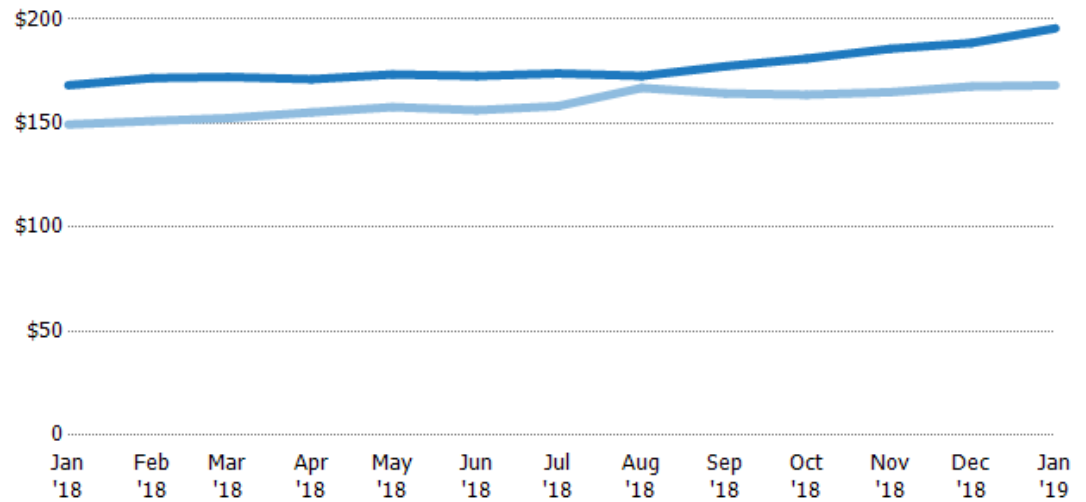
Average Listing Price per Sq Ft

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 '19	\$196	16.3%
Jan '18	\$168	12.6%
Jan '17	\$149	-2.3%



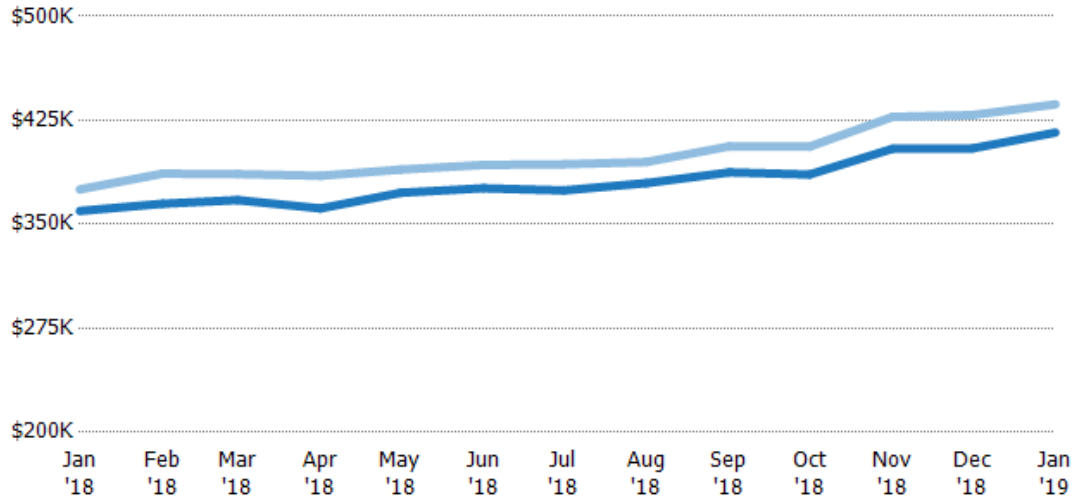
Current Year	\$168	\$172	\$172	\$171	\$173	\$173	\$174	\$173	\$177	\$181	\$186	\$189	\$196
Prior Year	\$149	\$151	\$152	\$155	\$158	\$156	\$158	\$167	\$164	\$164	\$165	\$168	\$168
Percent Change from Prior Year	13%	14%	13%	10%	10%	11%	10%	3%	8%	11%	13%	12%	16%

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 '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$360K	\$365K	\$367K	\$361K	\$373K	\$376K	\$374K	\$380K	\$387K	\$386K	\$404K	\$405K	\$416K
Avg Listing Price	\$375K	\$387K	\$386K	\$385K	\$389K	\$393K	\$393K	\$395K	\$406K	\$406K	\$427K	\$429K	\$436K
Avg Listing Price as a % of Avg Est Value	104%	106%	105%	107%	104%	104%	105%	104%	105%	105%	106%	106%	105%

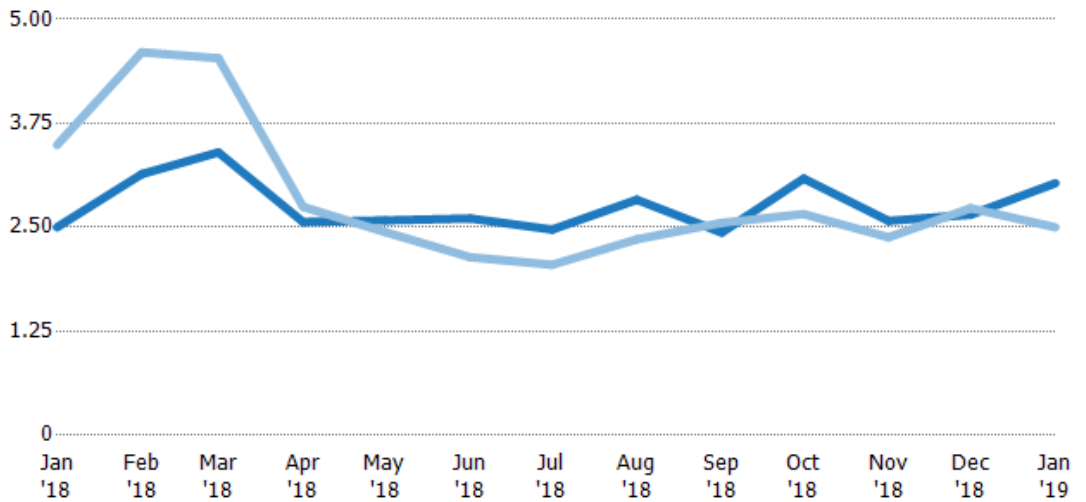
Months of Inventory

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 '19	3.03	21.2%
Jan '18	2.5	-28.3%
Jan '17	3.49	1.8%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	2.5	3.14	3.4	2.56	2.58	2.61	2.47	2.83	2.44	3.09	2.58	2.65	3.03
Prior Year	3.49	4.6	4.53	2.74	2.44	2.14	2.05	2.36	2.55	2.66	2.38	2.73	2.5
Percent Change from Prior Year	-28%	-32%	-25%	-7%	6%	22%	21%	20%	-5%	16%	8%	-3%	21%

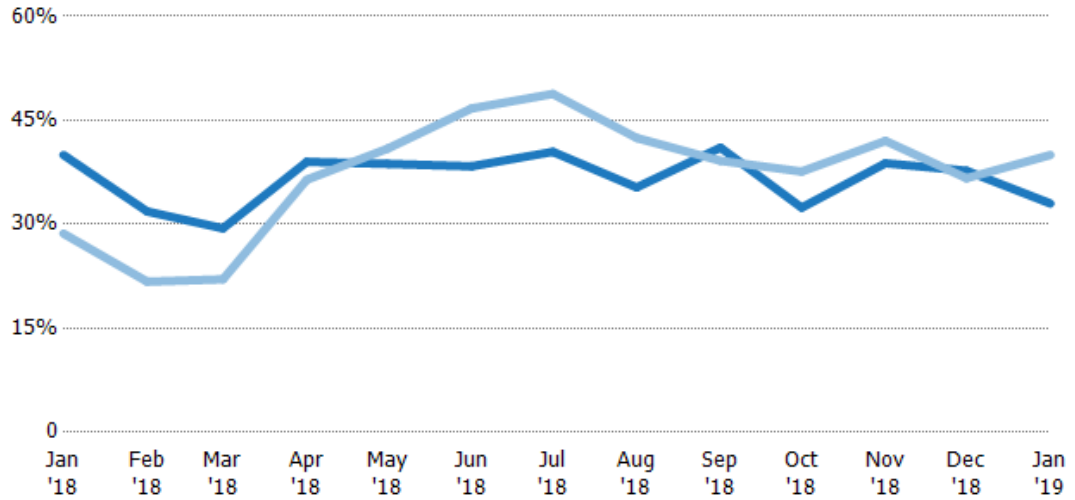
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Jan '19	33%	7%
Jan '18	40%	-11.3%
Jan '17	29%	-1.7%

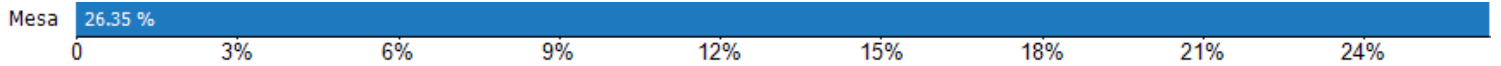


	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	40%	32%	29%	39%	39%	38%	40%	35%	41%	32%	39%	38%	33%
Prior Year	29%	22%	22%	36%	41%	47%	49%	42%	39%	38%	42%	37%	40%
Change from Prior Year	-11%	-10%	-7%	-3%	2%	8%	8%	7%	-2%	5%	3%	-1%	7%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



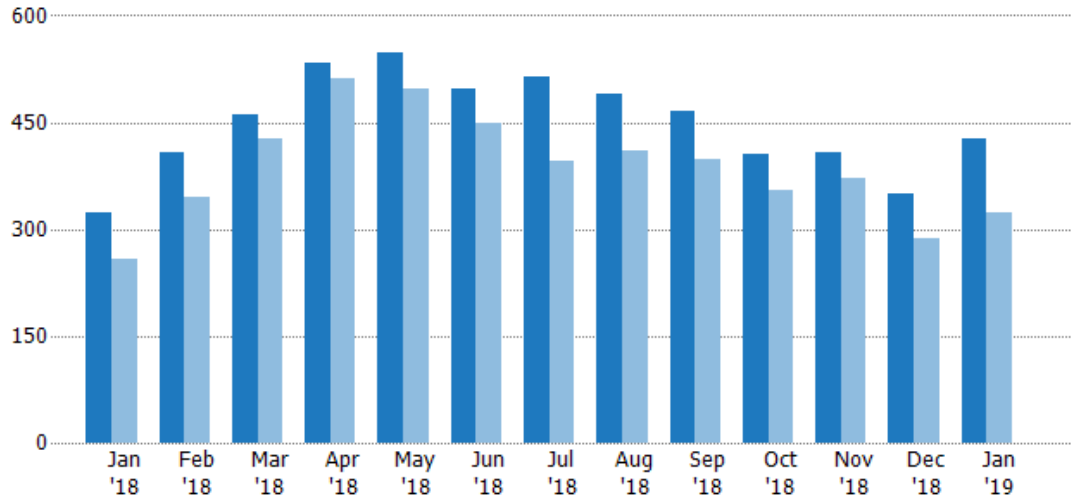
Pending Sales

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.
Jan '19	426	31.5%
Jan '18	324	25.6%
Jan '17	258	-6.6%



Current Year	324	407	462	534	549	496	514	491	466	406	408	350	426
Prior Year	258	345	426	511	496	448	395	410	399	355	371	287	324
Percent Change from Prior Year	26%	18%	8%	5%	11%	11%	30%	20%	17%	14%	10%	22%	31%

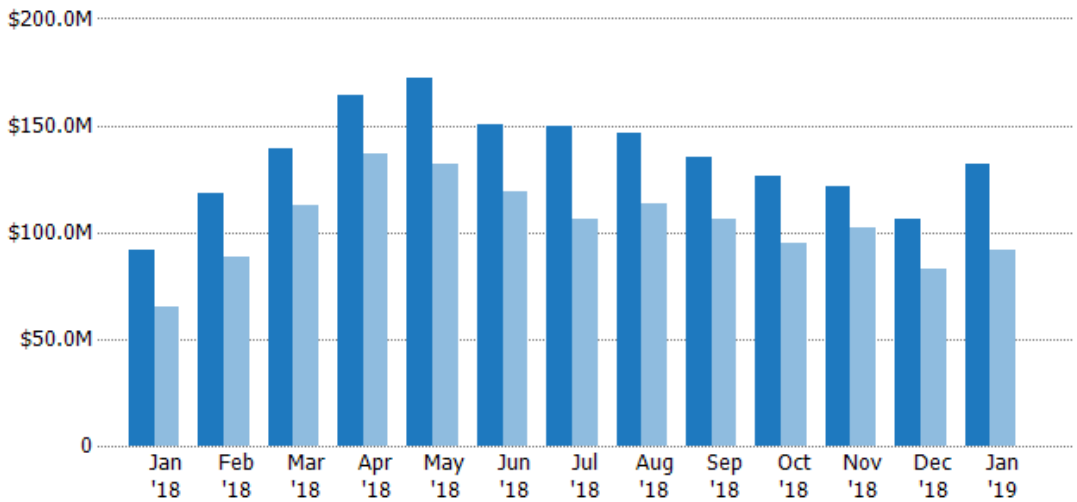
Pending Sales Volume

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.
Jan '19	\$132M	44.3%
Jan '18	\$91.4M	40.4%
Jan '17	\$65.1M	-13.8%



Current Year	\$91.4M	\$118M	\$139M	\$164M	\$172M	\$150M	\$150M	\$147M	\$135M	\$126M	\$121M	\$106M	\$132M
Prior Year	\$65.1M	\$88.6M	\$113M	\$137M	\$132M	\$119M	\$106M	\$113M	\$106M	\$94.8M	\$102M	\$83M	\$91.4M
Percent Change from Prior Year	40%	33%	23%	20%	31%	27%	41%	30%	28%	33%	19%	28%	44%

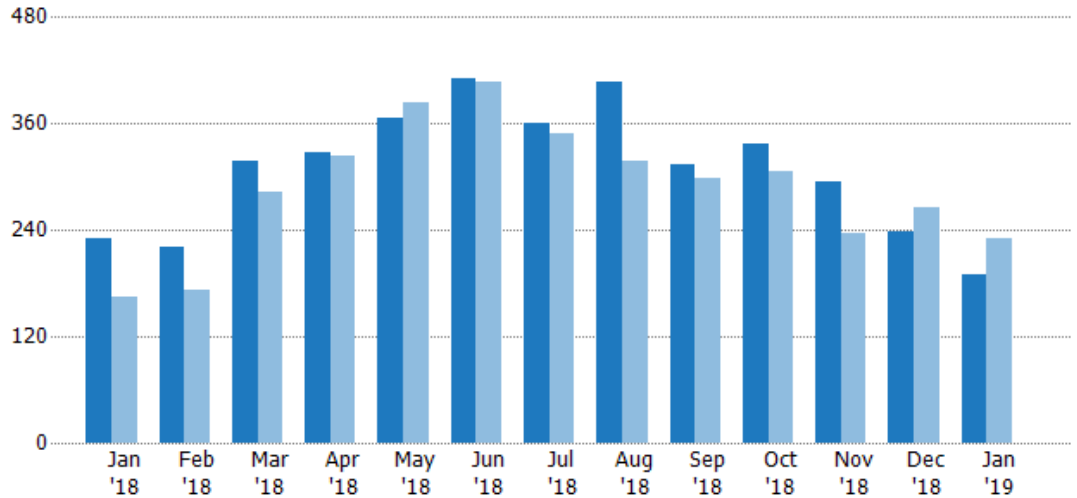
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '19	190	-17.4%
Jan '18	230	40.2%
Jan '17	164	-18.9%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	230	220	318	328	366	411	361	406	313	338	295	238	190
Prior Year	164	173	282	323	384	407	349	318	299	306	236	266	230
Percent Change from Prior Year	40%	27%	13%	2%	-5%	1%	3%	28%	5%	10%	25%	-11%	-17%

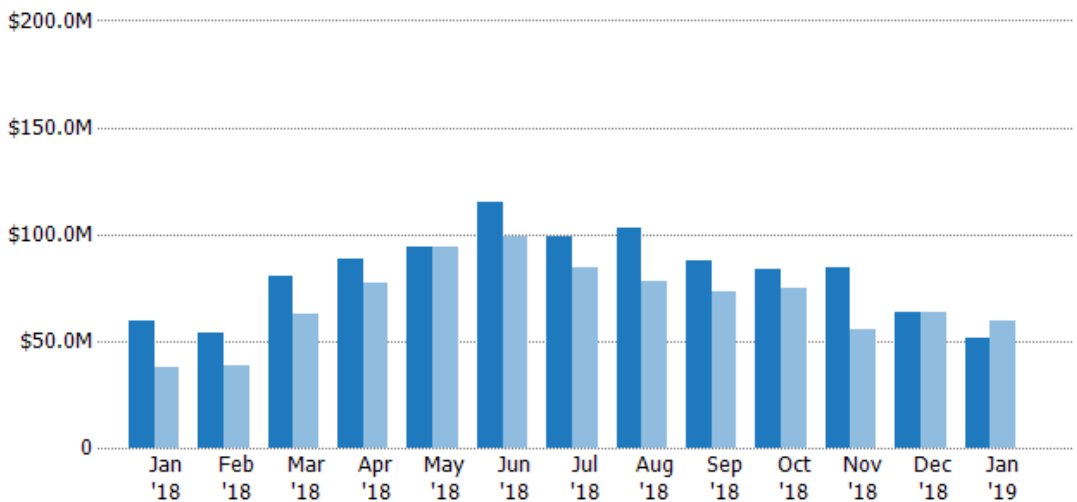
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '19	\$51.1M	-13.7%
Jan '18	\$59.2M	58.2%
Jan '17	\$37.5M	-25.8%



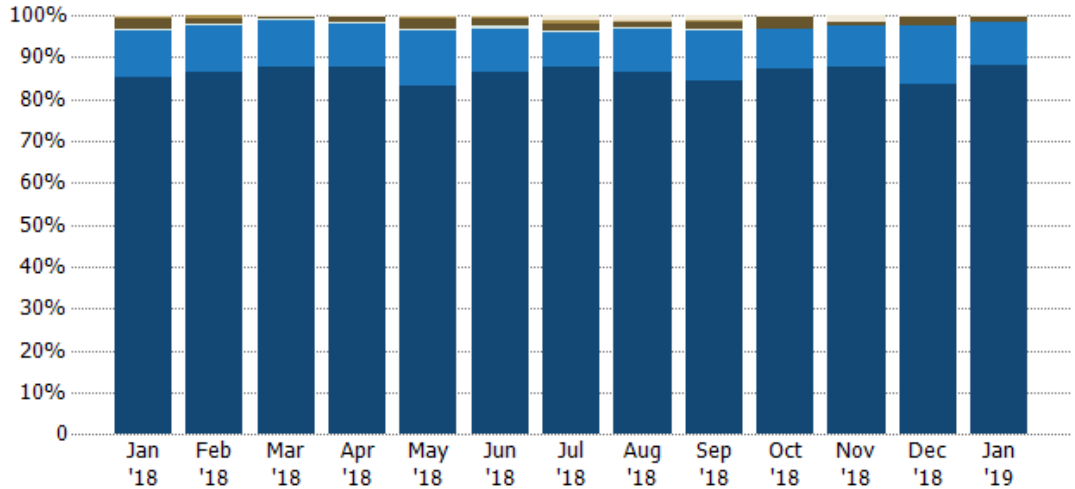
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$59.2M	\$54M	\$80.7M	\$88.3M	\$94.2M	\$115M	\$98.7M	\$103M	\$87.7M	\$83.9M	\$84.2M	\$63.4M	\$51.1M
Prior Year	\$37.5M	\$38.4M	\$62.9M	\$76.9M	\$93.7M	\$98.6M	\$84.7M	\$77.9M	\$73.3M	\$74.7M	\$55.6M	\$63.8M	\$59.2M
Percent Change from Prior Year	58%	41%	28%	15%	0%	16%	16%	32%	20%	12%	52%	-1%	-14%

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

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

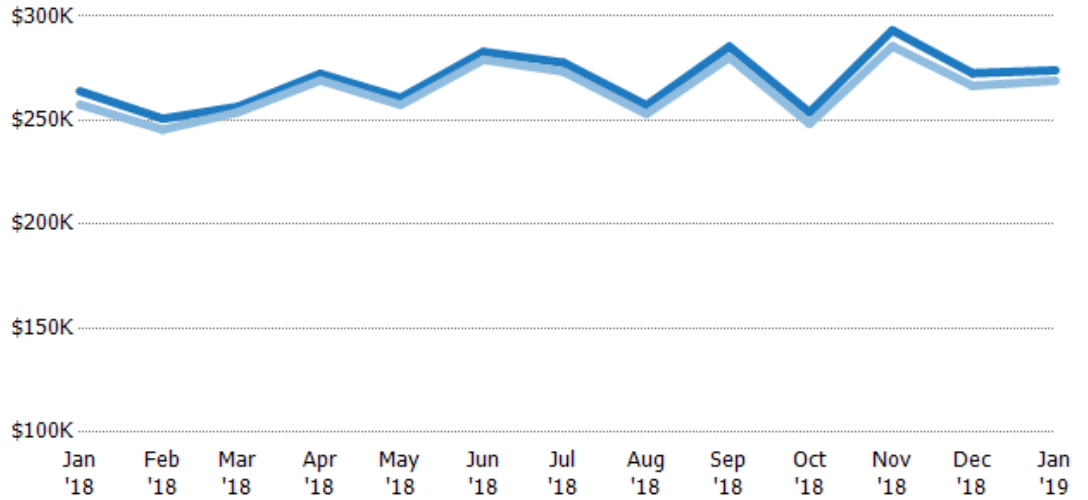


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



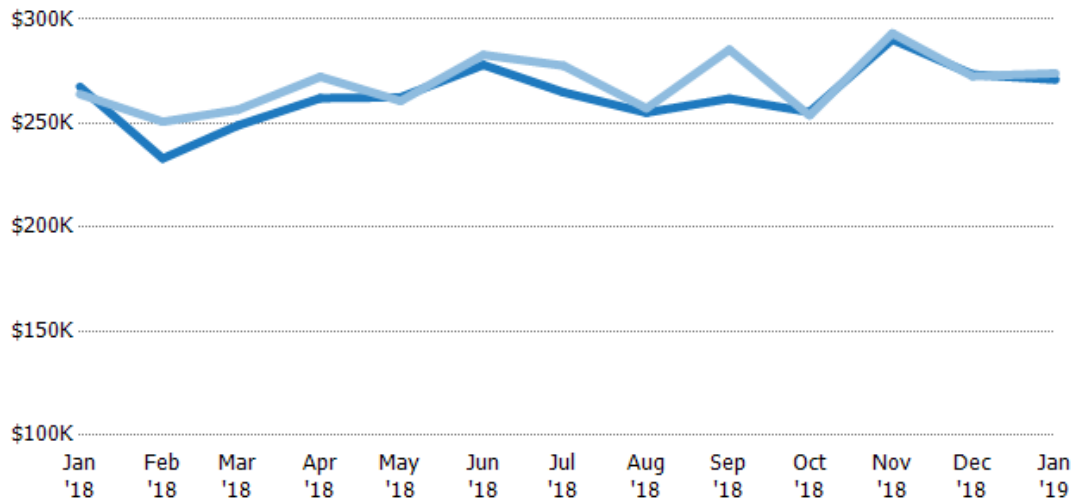
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$264K	\$251K	\$256K	\$272K	\$261K	\$283K	\$278K	\$257K	\$285K	\$254K	\$293K	\$273K	\$274K
Avg Sales Price	\$258K	\$245K	\$254K	\$269K	\$257K	\$279K	\$273K	\$253K	\$280K	\$248K	\$286K	\$267K	\$269K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	99%	99%	98%	98%	98%	98%	97%	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 '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$268K	\$233K	\$249K	\$262K	\$262K	\$278K	\$265K	\$255K	\$262K	\$255K	\$290K	\$273K	\$271K
Avg Sales Price	\$264K	\$251K	\$256K	\$272K	\$261K	\$283K	\$278K	\$257K	\$285K	\$254K	\$293K	\$273K	\$274K
Avg Sales Price as a % of Avg Est Value	99%	108%	103%	104%	99%	102%	105%	101%	109%	99%	101%	100%	101%

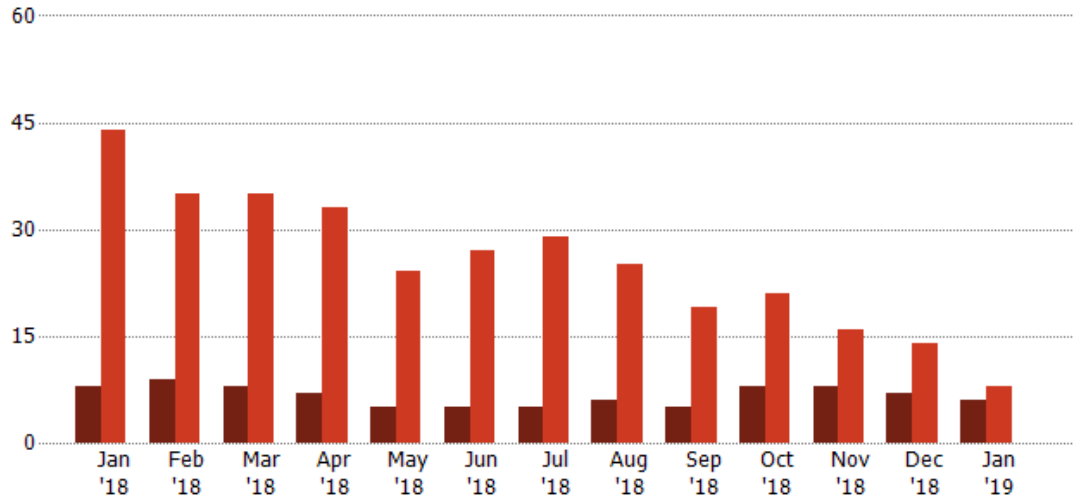
Distressed Listings

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.
Jan '19	6	-25%
Jan '18	8	-81.8%
Jan '17	44	25%



Current Year	8	9	8	7	5	5	5	6	5	8	8	7	6
Prior Year	44	35	35	33	24	27	29	25	19	21	16	14	8
Percent Change from Prior Year	-82%	-74%	-77%	-79%	-79%	-81%	-83%	-76%	-74%	-62%	-50%	-50%	-25%

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: 02/04/2019

Scheduled: Yes

Report Date Range: From 1/2018 To: 1/2019

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 1/2019 data

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