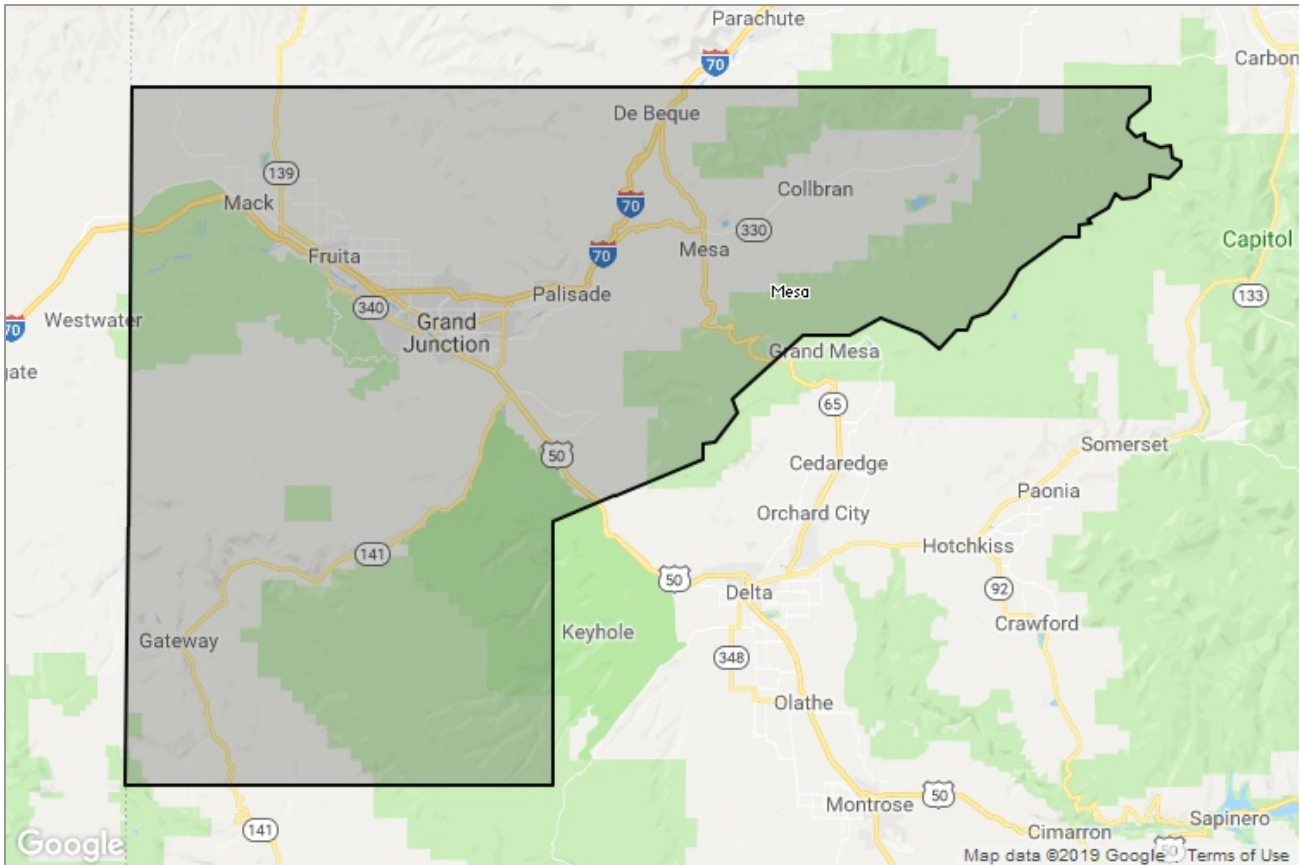




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2018 – 2/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

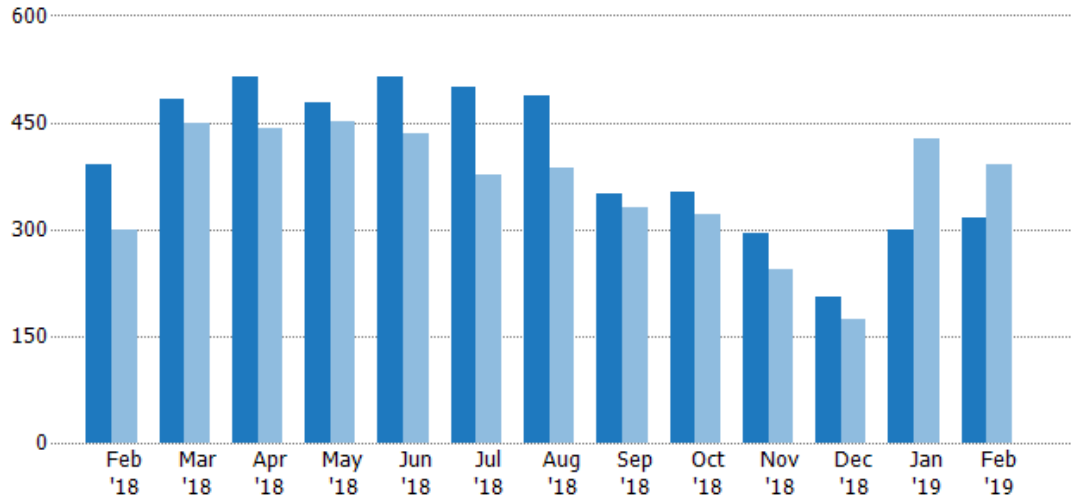
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '19	315	-19.2%
Feb '18	390	30%
Feb '17	300	-15%



Current Year	390	483	513	479	514	500	488	351	352	294	205	298	315
Prior Year	300	448	442	452	434	376	386	331	320	243	174	427	390
Percent Change from Prior Year	30%	8%	16%	6%	18%	33%	26%	6%	10%	21%	18%	-30%	-19%

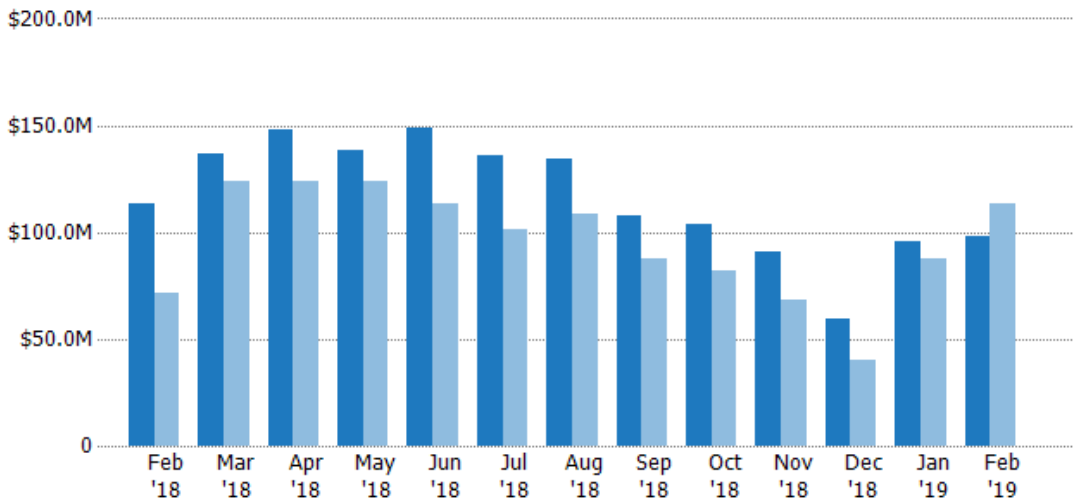
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Feb '19	\$97.9M	-13.8%
Feb '18	\$113M	58.8%
Feb '17	\$71.5M	-9.3%



Current Year	\$113M	\$137M	\$148M	\$138M	\$149M	\$136M	\$134M	\$108M	\$103M	\$90.6M	\$59.7M	\$95.8M	\$97.9M
Prior Year	\$71.5M	\$123M	\$124M	\$124M	\$113M	\$102M	\$108M	\$87.5M	\$81.7M	\$68.6M	\$40.3M	\$87.5M	\$113M
Percent Change from Prior Year	59%	11%	20%	12%	32%	34%	24%	23%	27%	32%	48%	10%	-14%

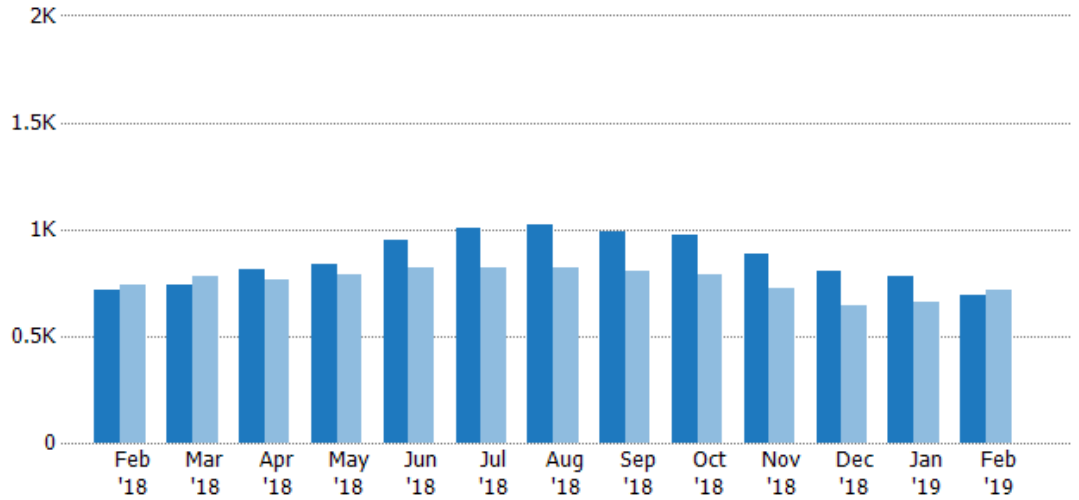
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '19	690	-3.5%
Feb '18	715	-3.8%
Feb '17	743	5%



Current Year	715	743	809	837	947	1.01K	1.02K	992	973	885	804	783	690
Prior Year	743	778	765	785	816	817	821	807	791	725	641	661	715
Percent Change from Prior Year	-4%	-4%	6%	7%	16%	24%	24%	23%	23%	22%	25%	18%	-3%

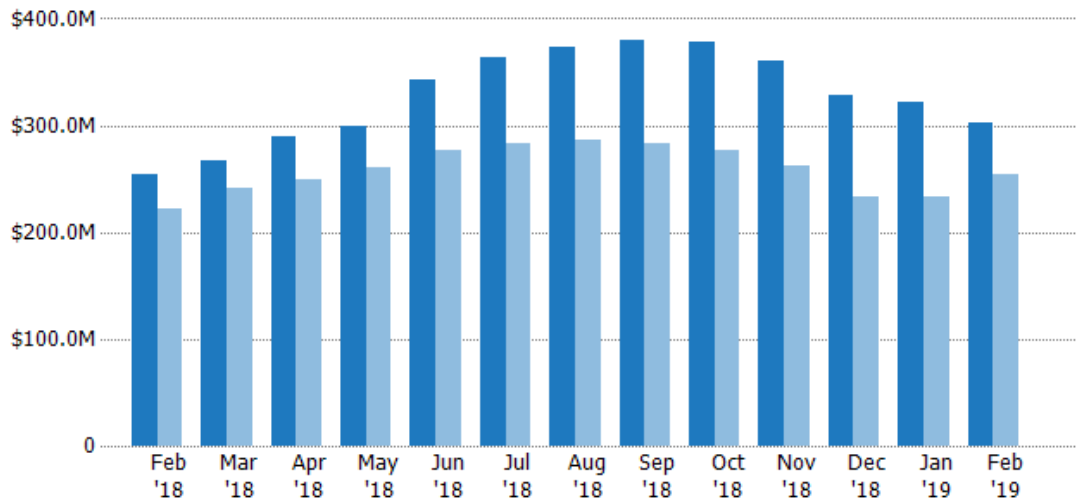
Active Listing Volume

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.
Feb '19	\$303M	19.2%
Feb '18	\$254M	14.1%
Feb '17	\$223M	9.6%



Current Year	\$254M	\$267M	\$289M	\$299M	\$342M	\$364M	\$373M	\$379M	\$378M	\$361M	\$329M	\$321M	\$303M
Prior Year	\$223M	\$242M	\$249M	\$261M	\$277M	\$283M	\$286M	\$283M	\$276M	\$262M	\$234M	\$233M	\$254M
Percent Change from Prior Year	14%	10%	16%	15%	24%	29%	30%	34%	37%	38%	41%	38%	19%

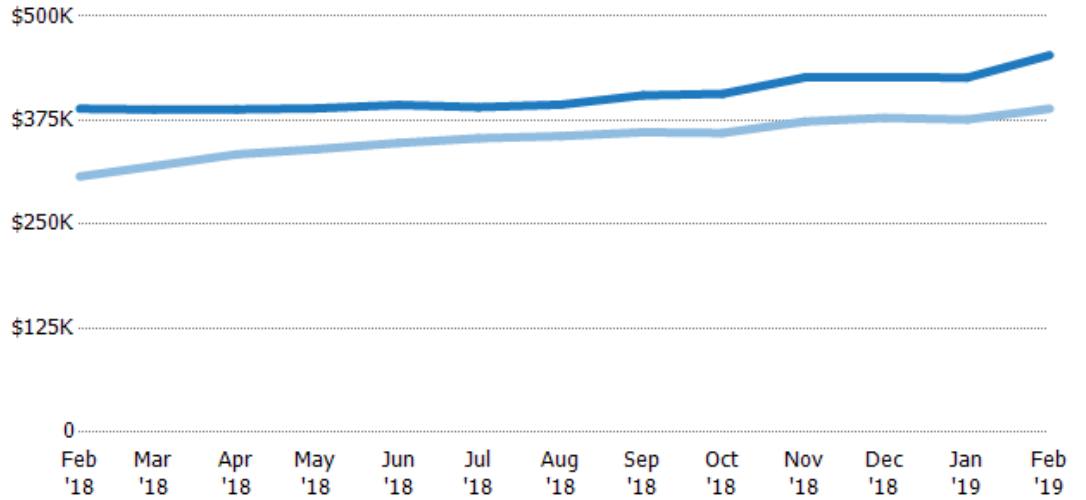
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Feb '19	\$453K	16.5%
Feb '18	\$389K	26.5%
Feb '17	\$307K	2.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$389K	\$388K	\$388K	\$389K	\$393K	\$391K	\$394K	\$405K	\$407K	\$427K	\$427K	\$426K	\$453K
Prior Year	\$307K	\$320K	\$334K	\$340K	\$348K	\$353K	\$356K	\$361K	\$360K	\$374K	\$378K	\$376K	\$389K
Percent Change from Prior Year	27%	21%	16%	14%	13%	11%	11%	12%	13%	14%	13%	13%	17%

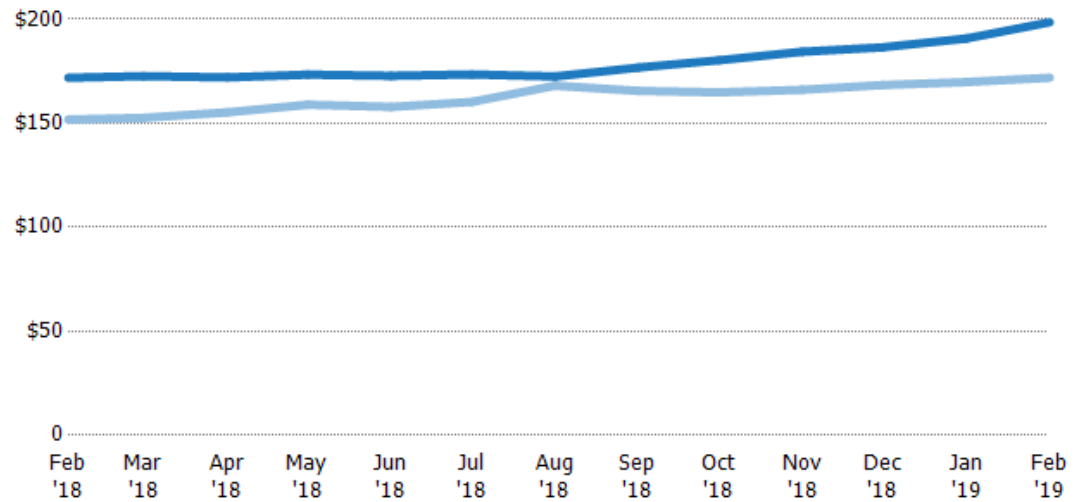
Average Listing Price per Sq Ft

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.
Feb '19	\$199	15.5%
Feb '18	\$172	13.2%
Feb '17	\$152	-4.9%



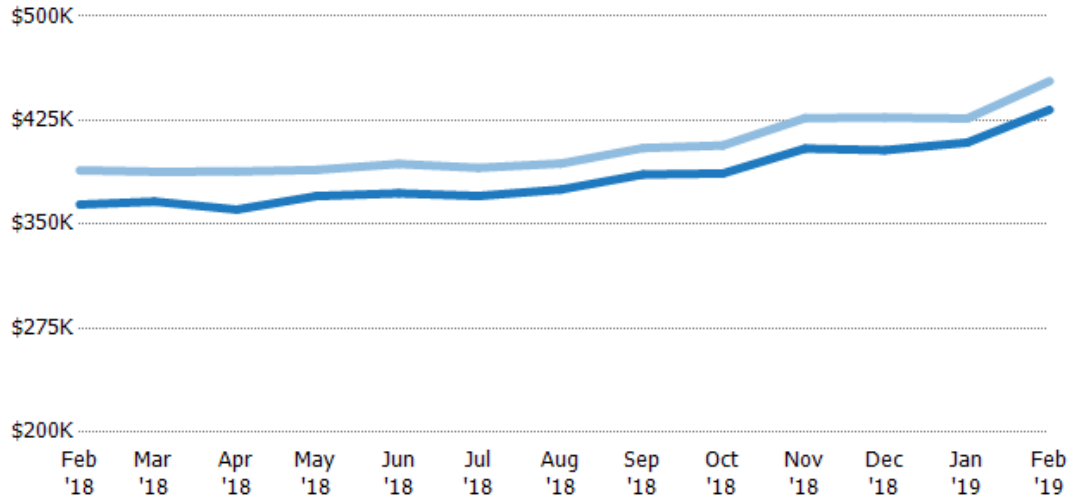
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	\$172	\$173	\$172	\$173	\$173	\$174	\$173	\$177	\$180	\$184	\$187	\$191	\$199
Prior Year	\$152	\$153	\$155	\$159	\$158	\$160	\$168	\$166	\$165	\$166	\$168	\$170	\$172
Percent Change from Prior Year	13%	13%	11%	9%	9%	8%	3%	7%	9%	11%	11%	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



Avg Est Value	\$364K	\$366K	\$361K	\$370K	\$372K	\$370K	\$375K	\$386K	\$387K	\$405K	\$403K	\$409K	\$433K
Avg Listing Price	\$389K	\$388K	\$388K	\$389K	\$393K	\$391K	\$394K	\$405K	\$407K	\$427K	\$427K	\$426K	\$453K
Avg Listing Price as a % of Avg Est Value	107%	106%	108%	105%	106%	105%	105%	105%	105%	105%	106%	104%	105%

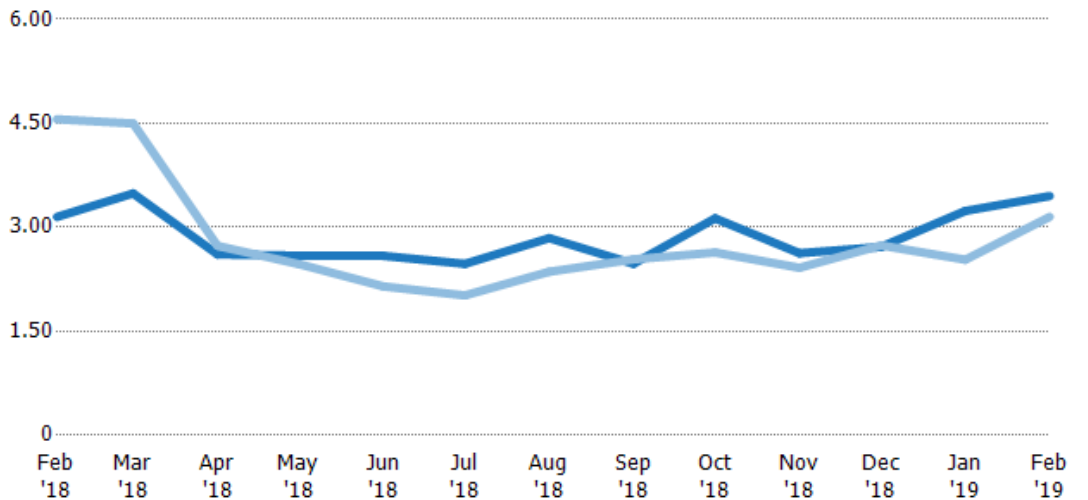
Months of Inventory

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.
Feb '19	3.45	9.5%
Feb '18	3.15	-30.9%
Feb '17	4.56	28.7%



Current Year	3.15	3.49	2.61	2.59	2.59	2.47	2.84	2.47	3.13	2.63	2.72	3.24	3.45
Prior Year	4.56	4.5	2.73	2.47	2.15	2.02	2.36	2.54	2.64	2.42	2.74	2.53	3.15
Percent Change from Prior Year	-31%	-22%	-4%	5%	20%	23%	21%	-3%	19%	9%	-1%	28%	10%

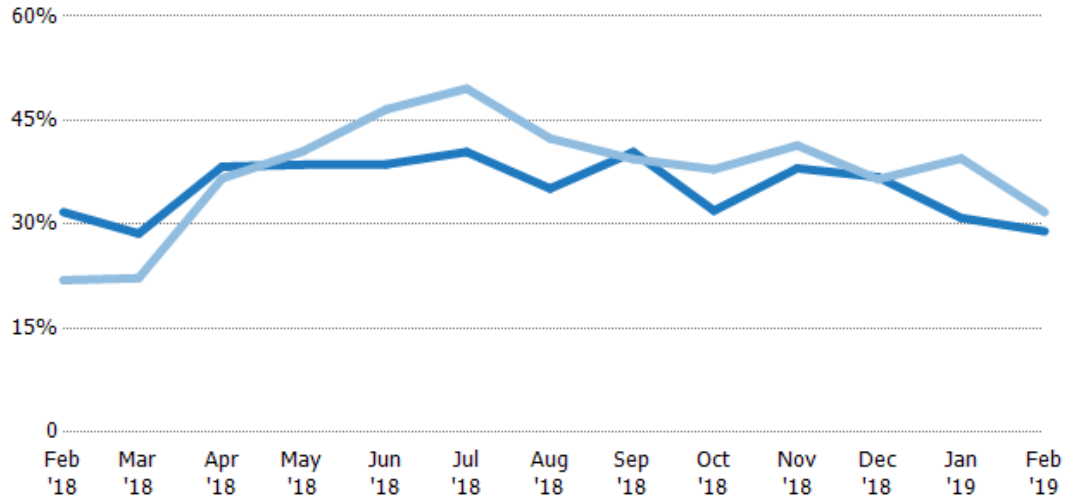
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Feb '19	29%	2.8%
Feb '18	32%	-9.8%
Feb '17	22%	-22.3%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	32%	29%	38%	39%	39%	40%	35%	40%	32%	38%	37%	31%	29%
Prior Year	22%	22%	37%	41%	47%	50%	42%	39%	38%	41%	37%	39%	32%
Change from Prior Year	-10%	-6%	-2%	2%	8%	9%	7%	-1%	6%	3%	0%	9%	3%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



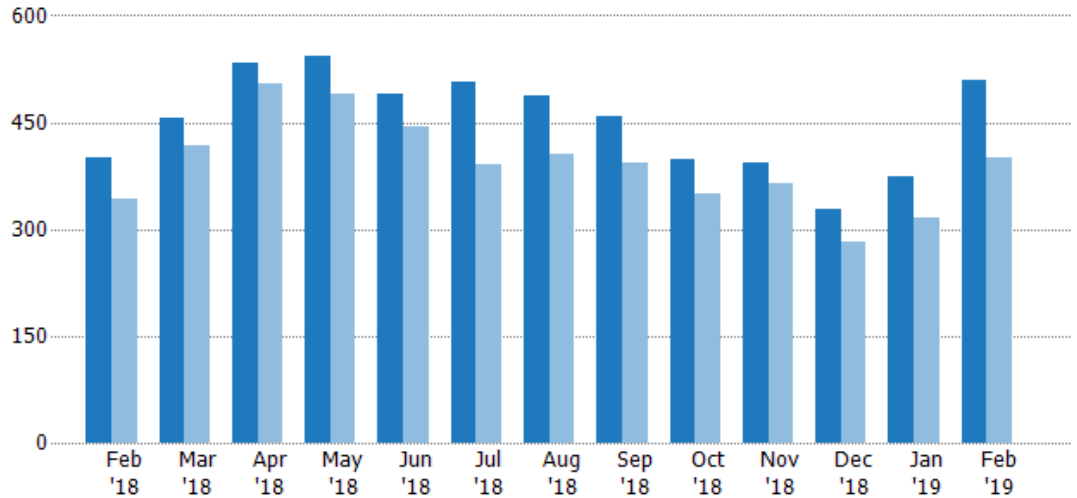
Pending Sales

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.
Feb '19	510	27.5%
Feb '18	400	16.6%
Feb '17	343	-23.9%



Current Year	400	457	534	544	489	508	487	459	397	394	329	375	510
Prior Year	343	418	505	491	445	392	406	393	351	364	283	316	400
Percent Change from Prior Year	17%	9%	6%	11%	10%	30%	20%	17%	13%	8%	16%	19%	28%

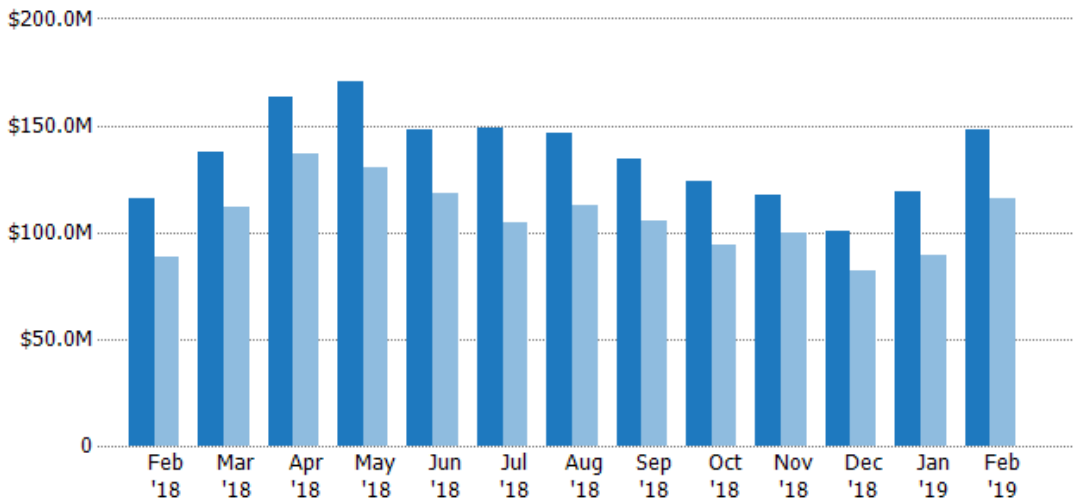
Pending Sales Volume

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.
Feb '19	\$148M	28%
Feb '18	\$116M	31.3%
Feb '17	\$88.3M	-27.1%



Current Year	\$116M	\$138M	\$164M	\$171M	\$148M	\$149M	\$146M	\$134M	\$124M	\$117M	\$101M	\$119M	\$148M
Prior Year	\$88.3M	\$112M	\$136M	\$130M	\$118M	\$105M	\$113M	\$105M	\$93.7M	\$99.4M	\$81.6M	\$89.1M	\$116M
Percent Change from Prior Year	31%	23%	20%	31%	26%	42%	30%	28%	32%	18%	24%	33%	28%

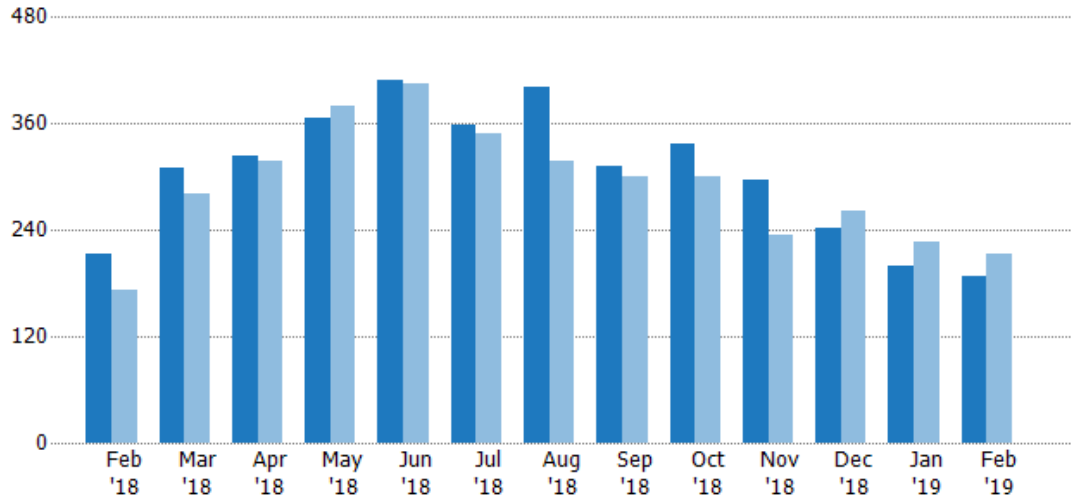
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '19	188	-11.7%
Feb '18	213	23.1%
Feb '17	173	-13.3%



Current Year	213	310	323	366	408	358	401	311	337	296	242	200	188
Prior Year	173	280	318	380	405	348	318	300	300	234	261	227	213
Percent Change from Prior Year	23%	11%	2%	-4%	1%	3%	26%	4%	12%	26%	-7%	-12%	-12%

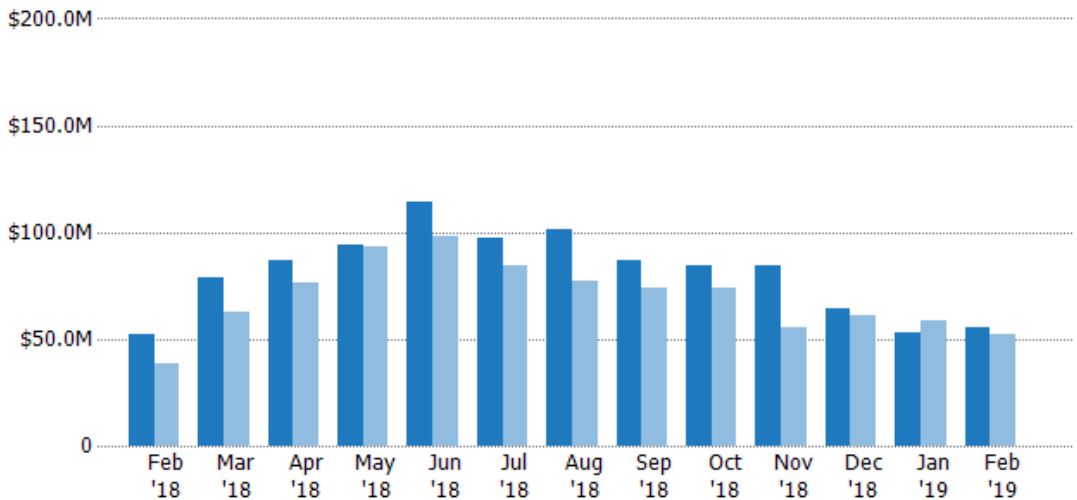
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Feb '19	\$55.2M	6.2%
Feb '18	\$52M	35.6%
Feb '17	\$38.4M	-20%



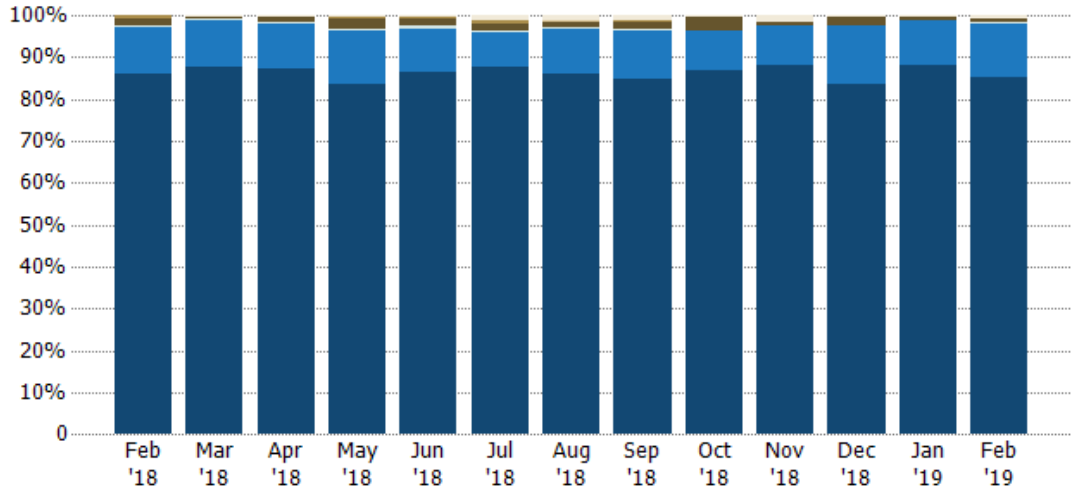
Current Year	\$52M	\$78.6M	\$86.8M	\$94.2M	\$114M	\$97.6M	\$101M	\$87.1M	\$84.3M	\$84.5M	\$64.3M	\$53.2M	\$55.2M
Prior Year	\$38.4M	\$62.4M	\$76.6M	\$93M	\$98.2M	\$84.5M	\$77.3M	\$73.8M	\$73.5M	\$55.2M	\$61.5M	\$58.5M	\$52M
Percent Change from Prior Year	36%	26%	13%	1%	16%	16%	31%	18%	15%	53%	5%	-9%	6%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado



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

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

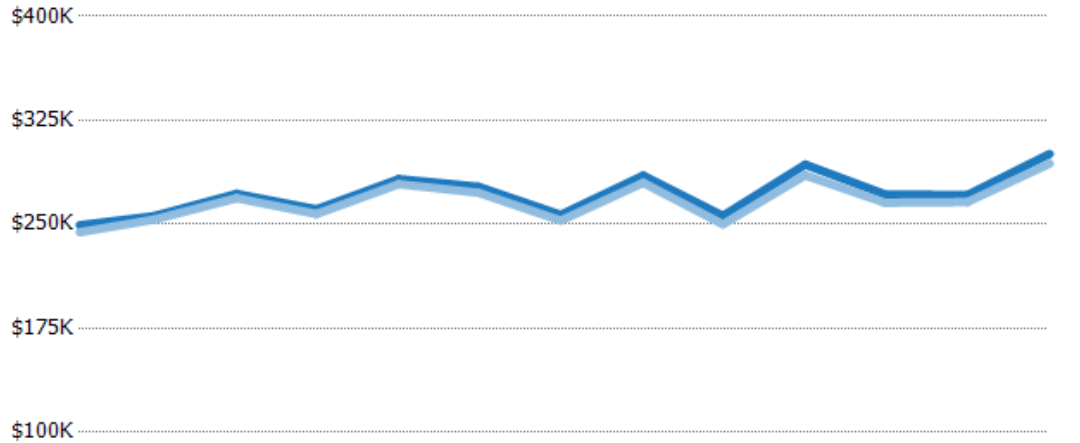


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



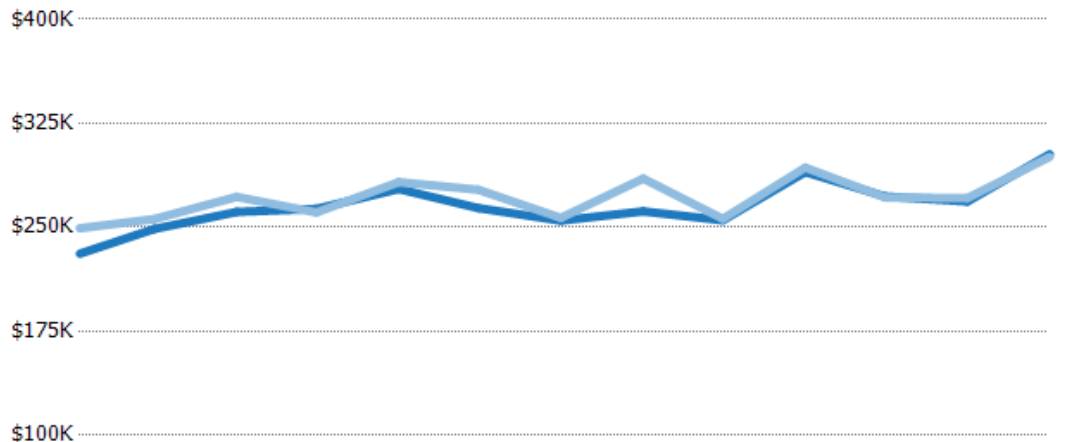
	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg List Price	\$249K	\$256K	\$272K	\$261K	\$283K	\$277K	\$257K	\$285K	\$256K	\$293K	\$272K	\$271K	\$301K
Avg Sales Price	\$244K	\$253K	\$269K	\$257K	\$279K	\$273K	\$253K	\$280K	\$250K	\$285K	\$266K	\$266K	\$294K
Avg Sales Price as a % of Avg List Price	98%	99%	99%	99%	99%	98%	98%	98%	98%	97%	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



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Avg Est Value	\$231K	\$249K	\$261K	\$263K	\$278K	\$264K	\$255K	\$261K	\$255K	\$290K	\$272K	\$269K	\$303K
Avg Sales Price	\$249K	\$256K	\$272K	\$261K	\$283K	\$277K	\$257K	\$285K	\$256K	\$293K	\$272K	\$271K	\$301K
Avg Sales Price as a % of Avg Est Value	108%	103%	104%	99%	102%	105%	101%	109%	100%	101%	100%	101%	99%

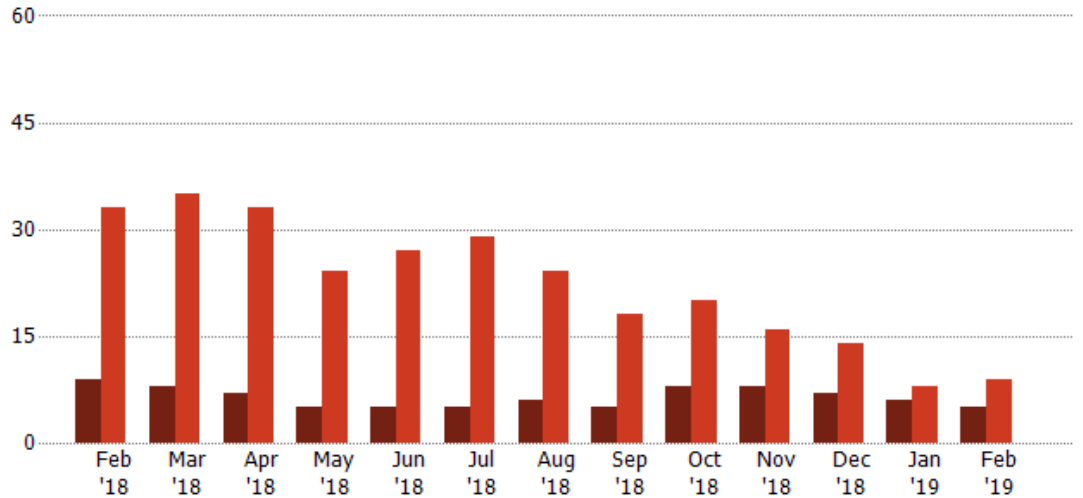
Distressed Listings

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.
Feb '19	5	-44.4%
Feb '18	9	-72.7%
Feb '17	33	78.8%

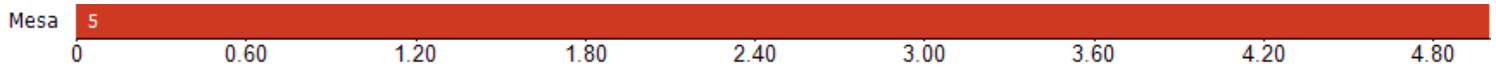


Current Year	9	8	7	5	5	5	6	5	8	8	7	6	5
Prior Year	33	35	33	24	27	29	24	18	20	16	14	8	9
Percent Change from Prior Year	-73%	-77%	-79%	-79%	-81%	-83%	-75%	-72%	-60%	-50%	-50%	-25%	-44%

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: 03/04/2019

Scheduled: Yes

Report Date Range: From 2/2018 To: 2/2019

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 2/2019 data

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