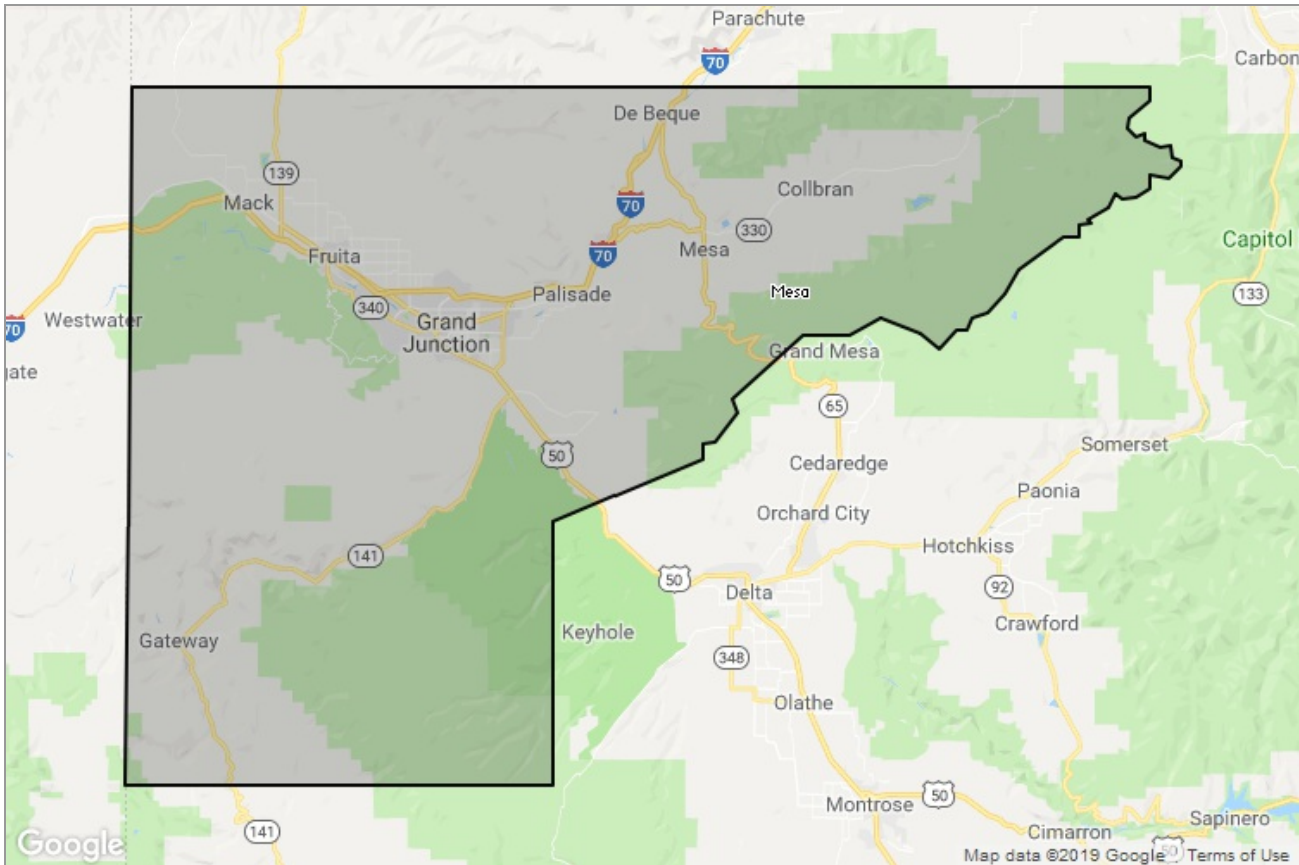




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2018 – 3/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/08/2019

**Scheduled:** Yes

Presented by

**Grand Junction Area REALTOR<sup>®</sup>  
Association**

(970) 243-3322

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

2743 Crossroads Blvd  
Grand Junction, CO 81506

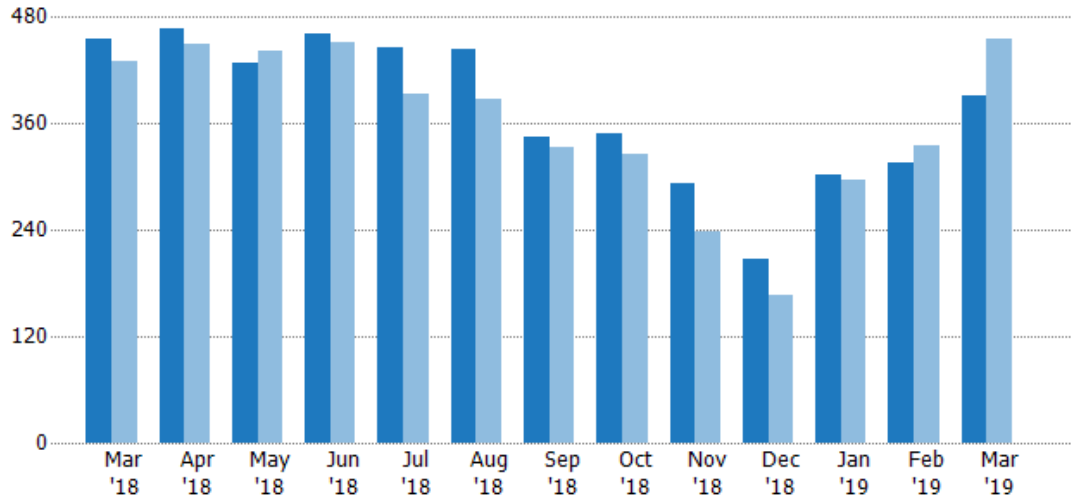
## New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '19	391	-14.1%
Mar '18	455	5.6%
Mar '17	431	-3%



Current Year	455	467	428	462	445	444	345	349	292	207	302	315	391
Prior Year	431	450	441	451	393	387	334	326	238	167	296	336	455
Percent Change from Prior Year	6%	4%	-3%	2%	13%	15%	3%	7%	23%	24%	2%	-6%	-14%

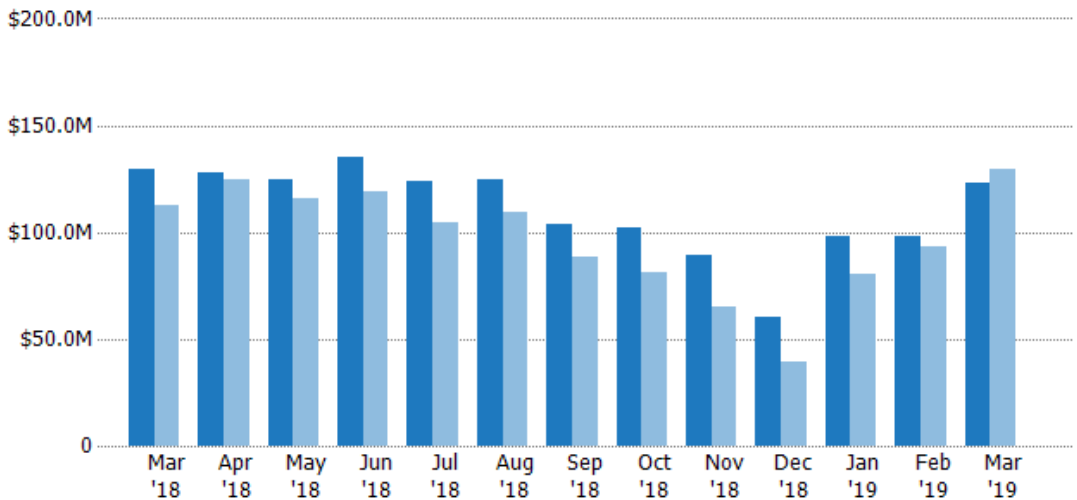
## New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Mar '19	\$123M	-4.8%
Mar '18	\$129M	14.7%
Mar '17	\$113M	-5.9%



Current Year	\$129M	\$128M	\$124M	\$135M	\$124M	\$125M	\$104M	\$102M	\$89.2M	\$60.2M	\$97.8M	\$98.5M	\$123M
Prior Year	\$113M	\$125M	\$116M	\$119M	\$105M	\$109M	\$88.6M	\$81.2M	\$64.8M	\$39.7M	\$80.4M	\$93M	\$129M
Percent Change from Prior Year	15%	2%	7%	13%	18%	14%	18%	26%	38%	52%	22%	6%	-5%

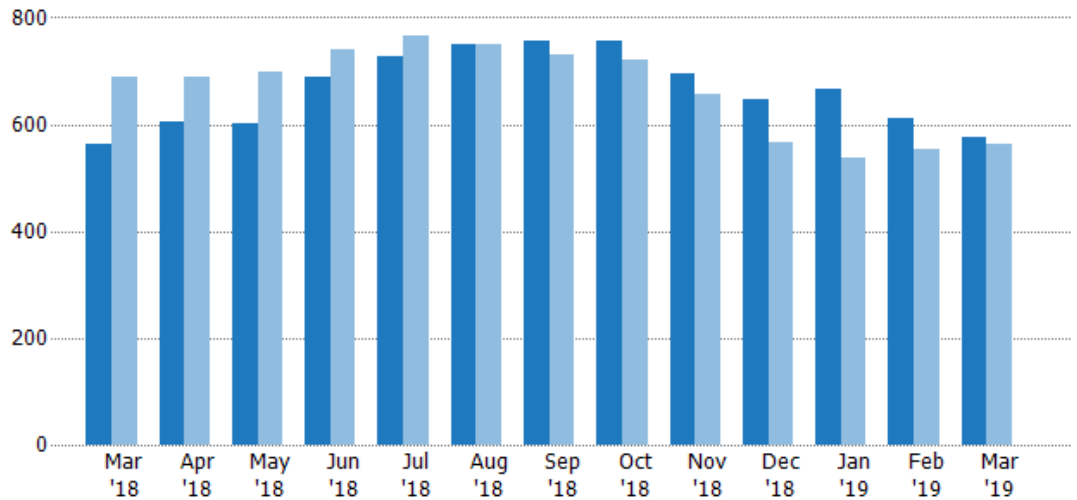
## Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '19	576	2.5%
Mar '18	562	-18.4%
Mar '17	689	10.4%



Current Year	562	605	603	689	728	749	757	757	696	648	666	611	576
Prior Year	689	688	698	741	765	751	732	720	657	566	537	553	562
Percent Change from Prior Year	-18%	-12%	-14%	-7%	-5%	0%	3%	5%	6%	14%	24%	10%	2%

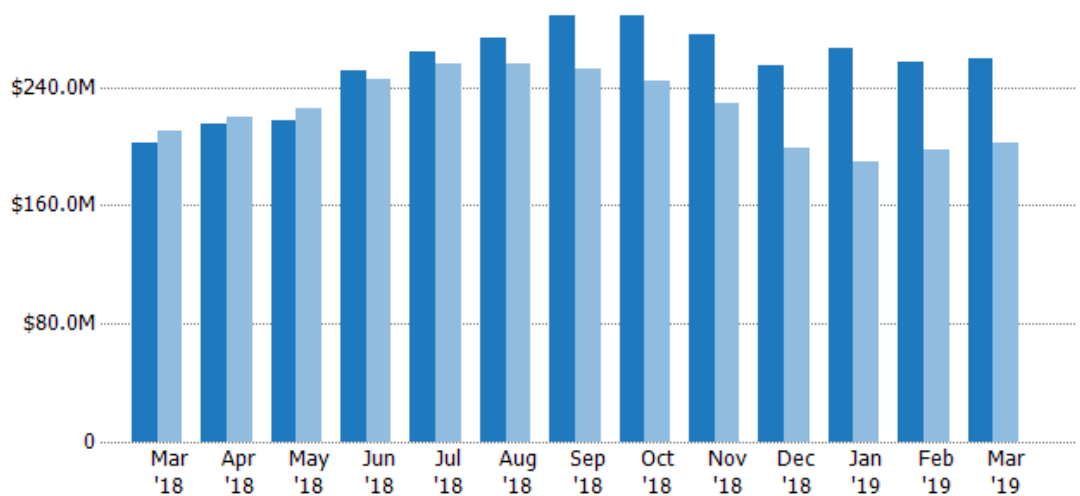
## Active Listing Volume

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.
Mar '19	\$259M	28.3%
Mar '18	\$202M	-4.1%
Mar '17	\$211M	6.4%



Current Year	\$202M	\$215M	\$218M	\$251M	\$264M	\$273M	\$288M	\$288M	\$276M	\$255M	\$266M	\$257M	\$259M
Prior Year	\$211M	\$220M	\$226M	\$246M	\$256M	\$256M	\$252M	\$244M	\$229M	\$199M	\$189M	\$198M	\$202M
Percent Change from Prior Year	-4%	-2%	-4%	2%	3%	7%	14%	18%	21%	28%	41%	30%	28%

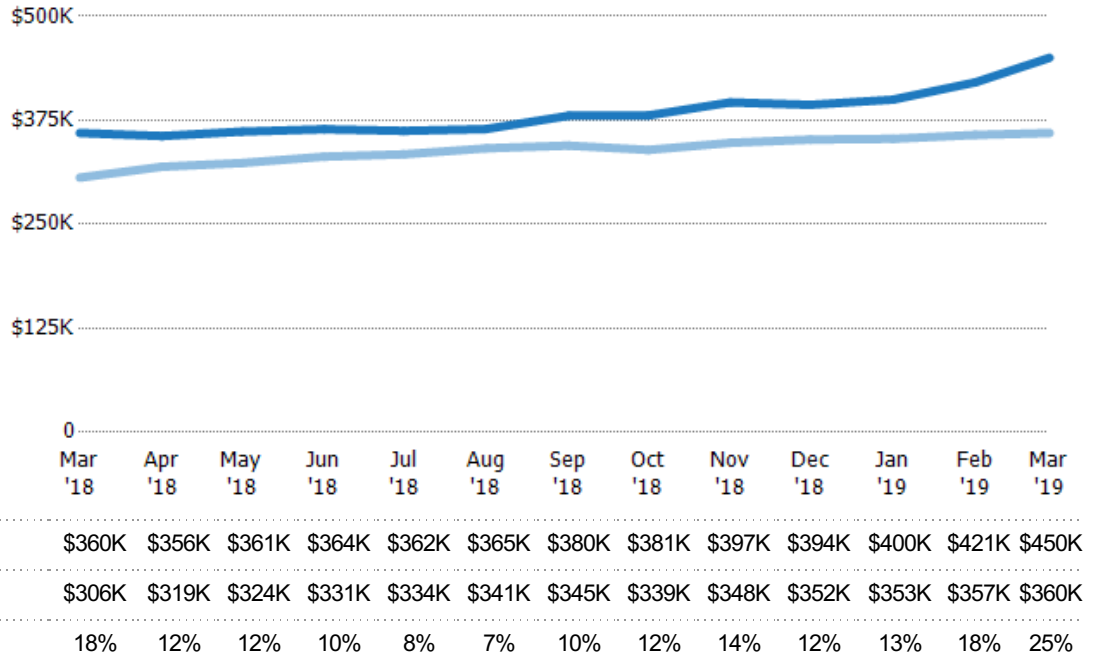
## Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Mar '19	\$450K	25.1%
Mar '18	\$360K	17.5%
Mar '17	\$306K	-3.7%



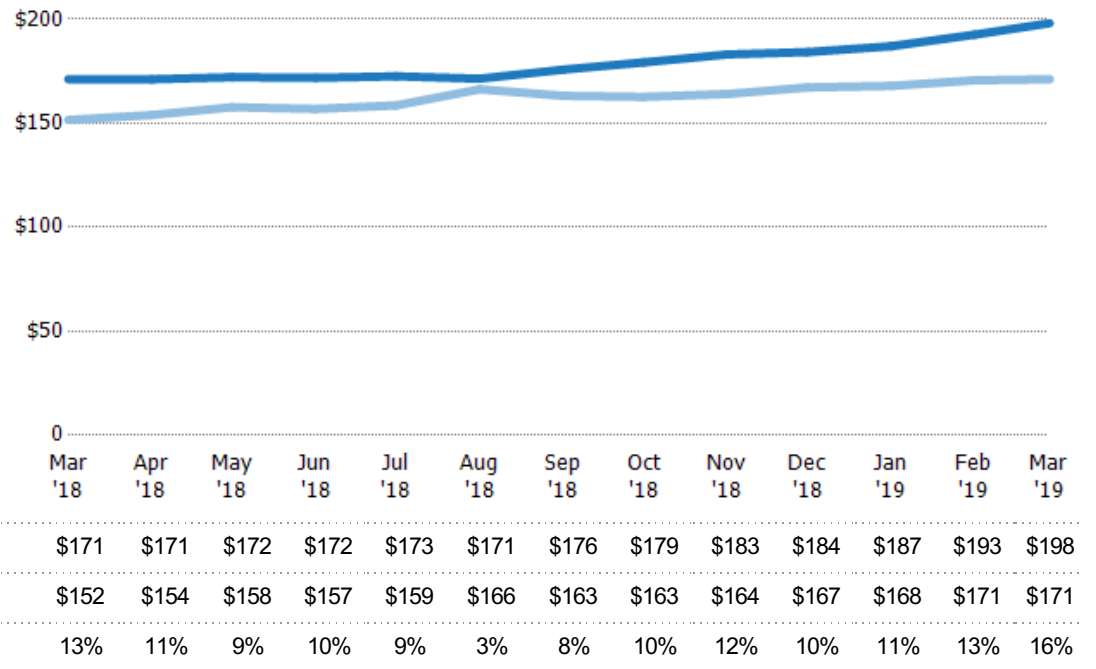
## Average Listing Price per Sq Ft

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.
Mar '19	\$198	15.7%
Mar '18	\$171	12.9%
Mar '17	\$152	-6.5%

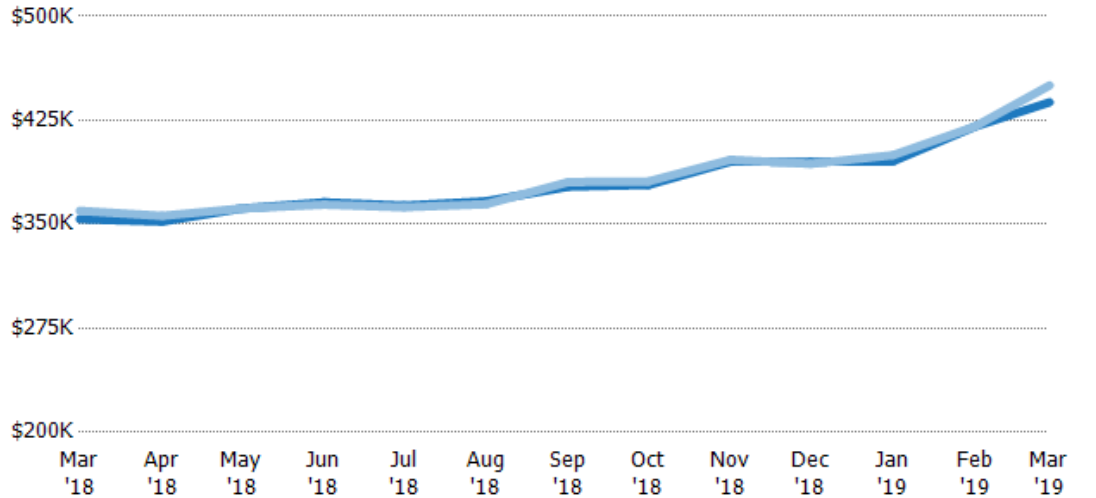


## Average Listing Price vs Average Est Value

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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$354K	\$352K	\$361K	\$366K	\$363K	\$367K	\$377K	\$378K	\$395K	\$395K	\$395K	\$421K	\$438K
Avg Listing Price	\$360K	\$356K	\$361K	\$364K	\$362K	\$365K	\$380K	\$381K	\$397K	\$394K	\$400K	\$421K	\$450K
Avg Listing Price as a % of Avg Est Value	102%	101%	100%	100%	100%	99%	101%	101%	100%	100%	101%	100%	103%

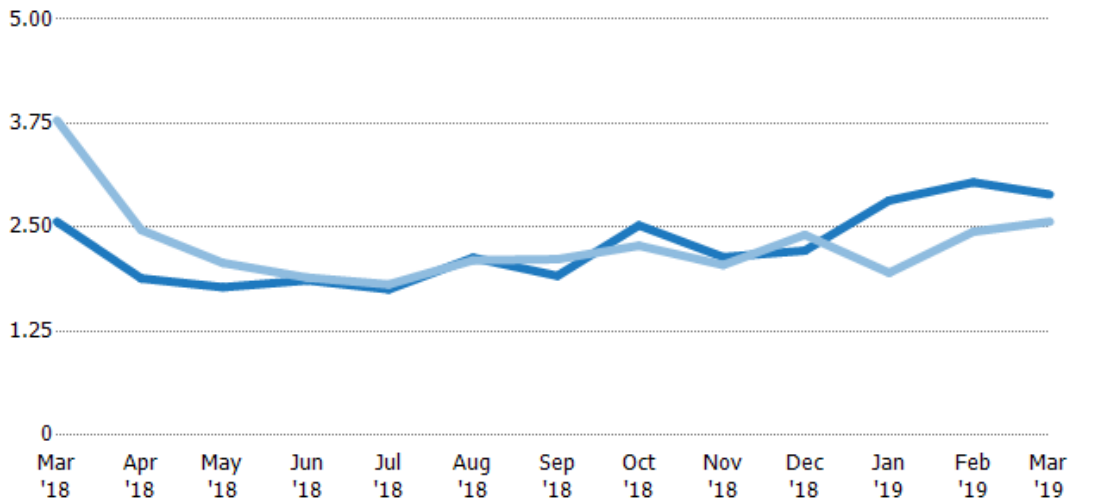
## Months of Inventory

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.
Mar '19	2.89	12.8%
Mar '18	2.57	-32.2%
Mar '17	3.79	21.8%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	2.57	1.88	1.78	1.86	1.75	2.13	1.92	2.52	2.14	2.22	2.82	3.04	2.89
Prior Year	3.79	2.47	2.07	1.9	1.81	2.1	2.12	2.28	2.05	2.41	1.95	2.45	2.57
Percent Change from Prior Year	-32%	-24%	-14%	-2%	-3%	1%	-9%	11%	5%	-8%	45%	24%	13%

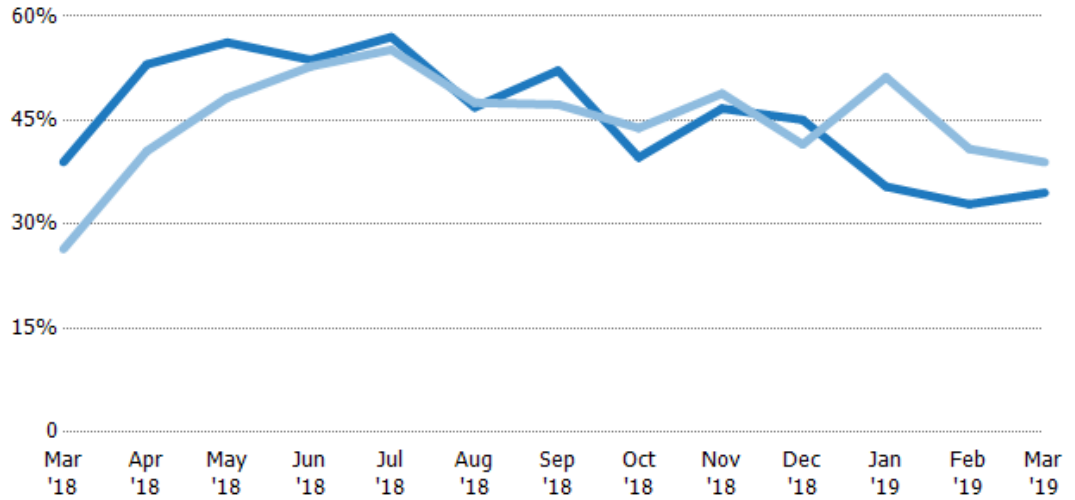
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Mar '19	35%	4.4%
Mar '18	39%	-12.6%
Mar '17	26%	-17.9%

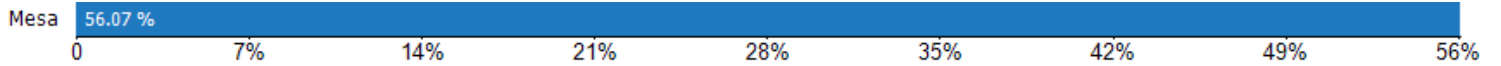


	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	39%	53%	56%	54%	57%	47%	52%	40%	47%	45%	35%	33%	35%
Prior Year	26%	41%	48%	53%	55%	48%	47%	44%	49%	42%	51%	41%	39%
Change from Prior Year	-13%	-13%	-8%	-1%	-2%	1%	-5%	4%	2%	-4%	16%	8%	4%

## Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



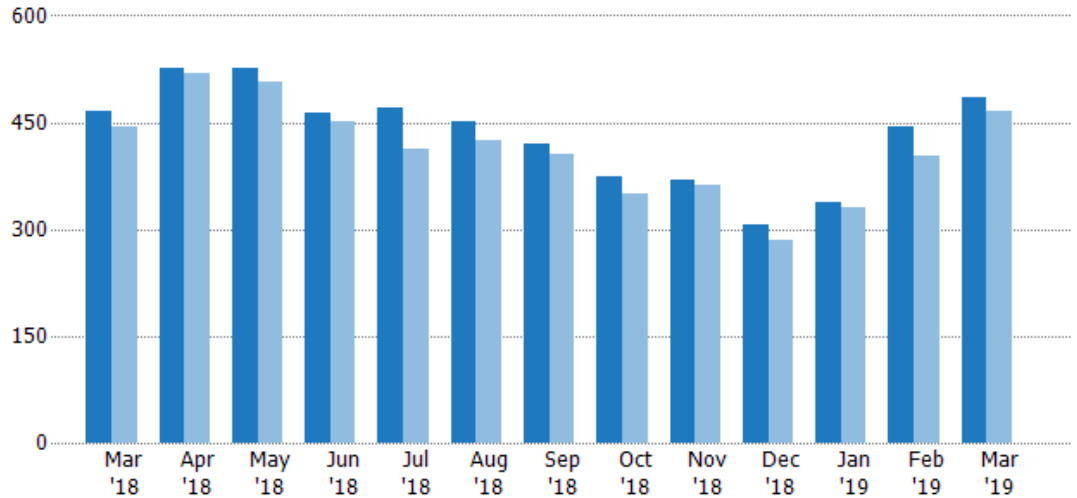
## Pending Sales

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.
Mar '19	485	4.1%
Mar '18	466	4.7%
Mar '17	445	-10.8%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	466	526	527	464	471	451	421	374	369	306	338	445	485
Prior Year	445	520	506	452	413	424	405	349	363	285	330	403	466
Percent Change from Prior Year	5%	1%	4%	3%	14%	6%	4%	7%	2%	7%	2%	10%	4%

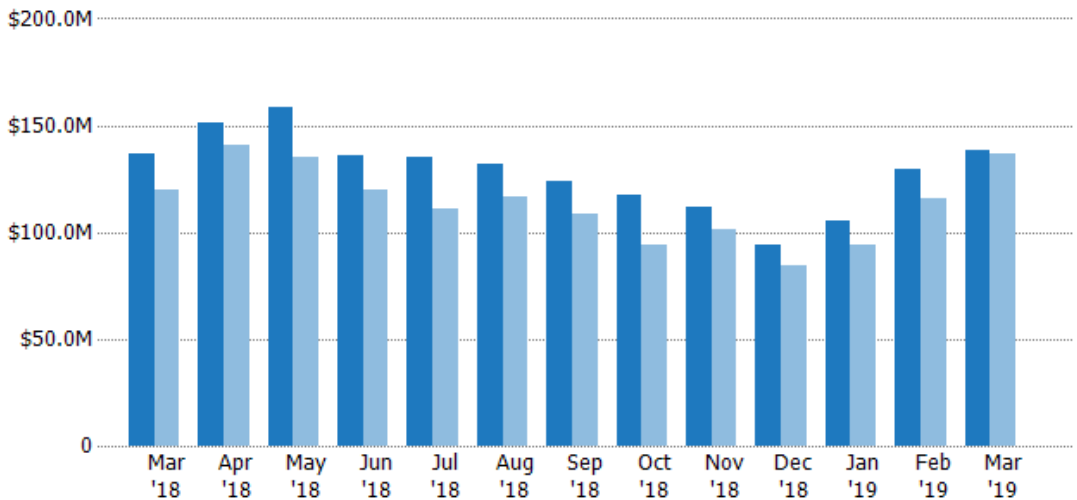
## Pending Sales Volume

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.
Mar '19	\$138M	1.2%
Mar '18	\$137M	14.2%
Mar '17	\$120M	-16.1%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$137M	\$152M	\$158M	\$136M	\$135M	\$132M	\$124M	\$117M	\$112M	\$94M	\$105M	\$129M	\$138M
Prior Year	\$120M	\$141M	\$135M	\$120M	\$111M	\$116M	\$109M	\$94.2M	\$102M	\$84.1M	\$94.5M	\$115M	\$137M
Percent Change from Prior Year	14%	8%	17%	13%	21%	14%	14%	24%	10%	12%	11%	12%	1%

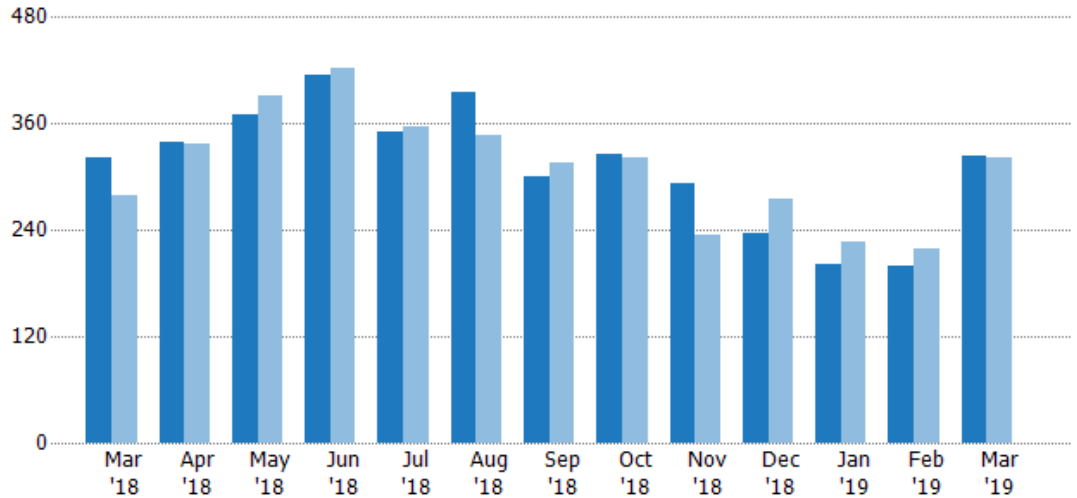
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '19	323	0.6%
Mar '18	321	15.1%
Mar '17	279	-18.3%



Current Year	321	339	370	415	351	395	300	325	292	236	201	199	323
Prior Year	279	337	391	422	357	346	316	321	235	275	226	219	321
Percent Change from Prior Year	15%	1%	-5%	-2%	-2%	14%	-5%	1%	24%	-14%	-11%	-9%	1%

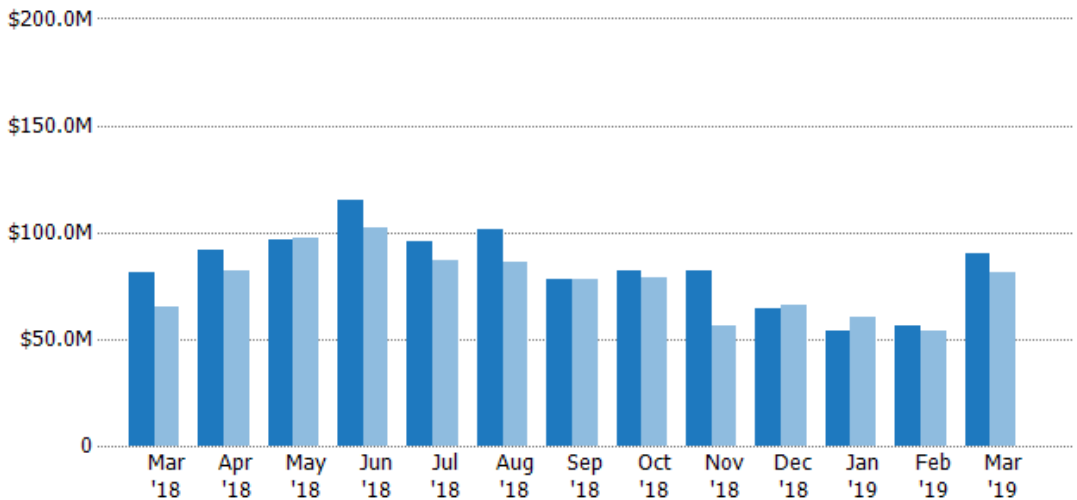
## Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Mar '19	\$90.4M	10.9%
Mar '18	\$81.5M	24.8%
Mar '17	\$65.3M	-22.6%



Current Year	\$81.5M	\$91.6M	\$96.6M	\$115M	\$95.9M	\$101M	\$78.4M	\$82.2M	\$82M	\$63.9M	\$53.9M	\$56.1M	\$90.4M
Prior Year	\$65.3M	\$82.1M	\$97.6M	\$102M	\$86.7M	\$85.7M	\$78M	\$78.5M	\$56.2M	\$65.7M	\$60.2M	\$53.9M	\$81.5M
Percent Change from Prior Year	25%	12%	-1%	13%	11%	18%	0%	5%	46%	-3%	-10%	4%	11%

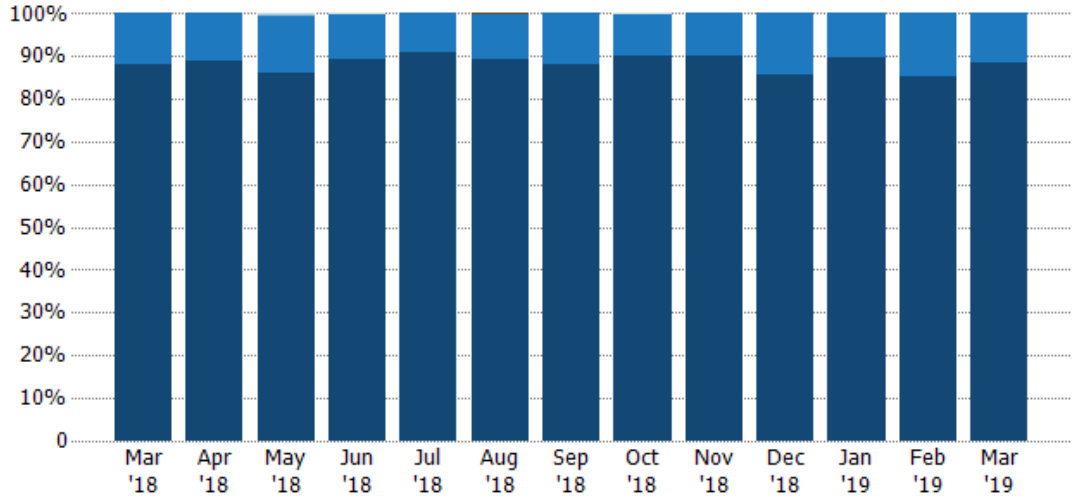


## Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado

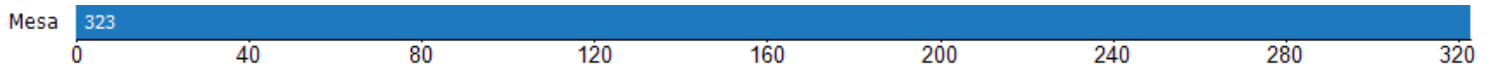


Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Coop	-	-	-	-	-	0%	-	-	-	-	-	-	-
Lot/Land	-	-	0%	0%	-	-	-	0%	-	-	-	-	-
Mobile/Manufactured	-	-	0%	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	12%	11%	14%	11%	9%	11%	12%	10%	10%	14%	10%	15%	11%
Single Family Residence	88%	89%	86%	89%	91%	89%	88%	90%	90%	86%	90%	85%	89%

## Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

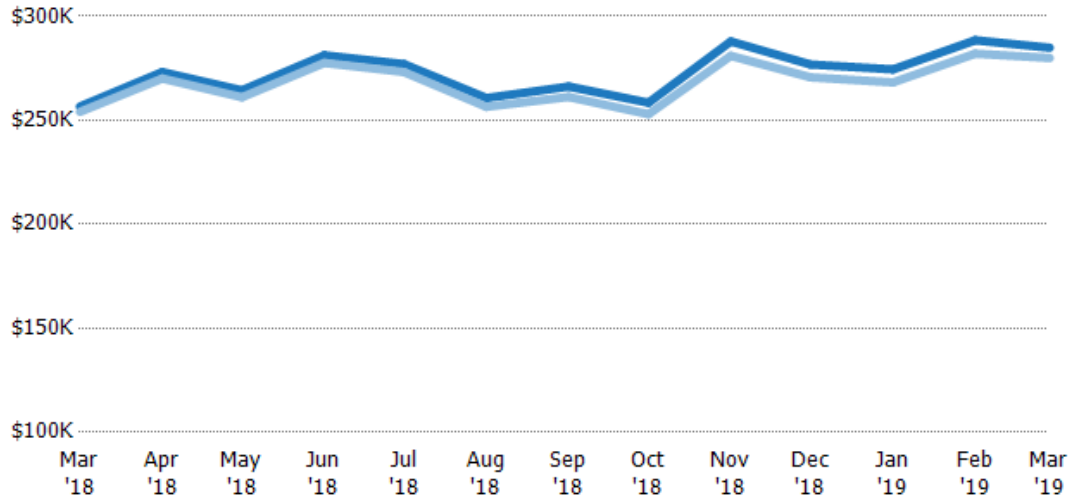


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



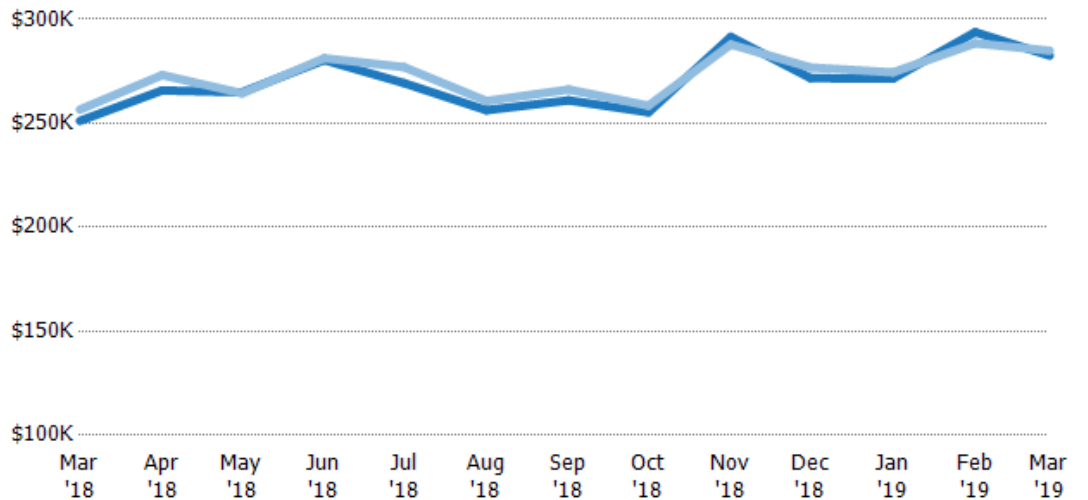
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	\$257K	\$273K	\$264K	\$281K	\$277K	\$261K	\$266K	\$258K	\$288K	\$277K	\$274K	\$288K	\$285K
Avg Sales Price	\$254K	\$270K	\$261K	\$278K	\$273K	\$256K	\$261K	\$253K	\$281K	\$271K	\$268K	\$282K	\$280K
Avg Sales Price as a % of Avg List Price	99%	99%	99%	99%	99%	98%	98%	98%	98%	98%	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



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg Est Value	\$251K	\$266K	\$265K	\$280K	\$269K	\$256K	\$261K	\$255K	\$292K	\$272K	\$271K	\$294K	\$283K
Avg Sales Price	\$257K	\$273K	\$264K	\$281K	\$277K	\$261K	\$266K	\$258K	\$288K	\$277K	\$274K	\$288K	\$285K
Avg Sales Price as a % of Avg Est Value	102%	103%	100%	100%	103%	102%	102%	101%	99%	102%	101%	98%	101%

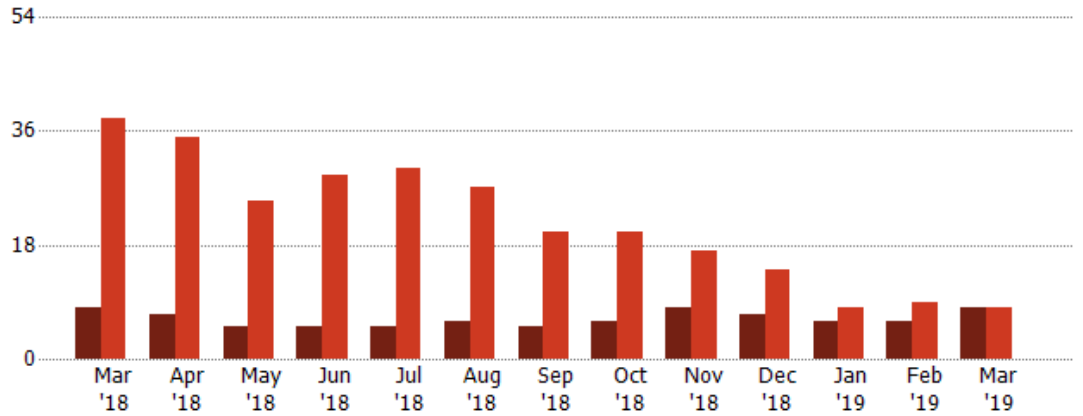
## Distressed Listings

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.
Mar '19	8	0%
Mar '18	8	-78.9%
Mar '17	38	73.7%

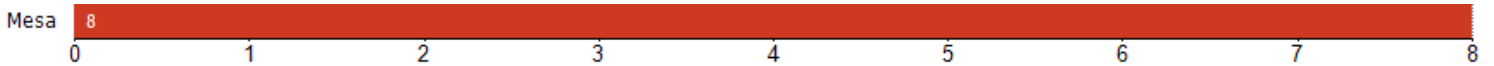


Current Year	8	7	5	5	5	6	5	6	8	7	6	6	8
Prior Year	38	35	25	29	30	27	20	20	17	14	8	9	8
Percent Change from Prior Year	-79%	-80%	-80%	-83%	-83%	-78%	-75%	-70%	-53%	-50%	-25%	-33%	0%

## 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:** 04/08/2019

**Scheduled:** Yes

**Report Date Range:** From 3/2018 To: 3/2019

## 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 3/2019 data

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