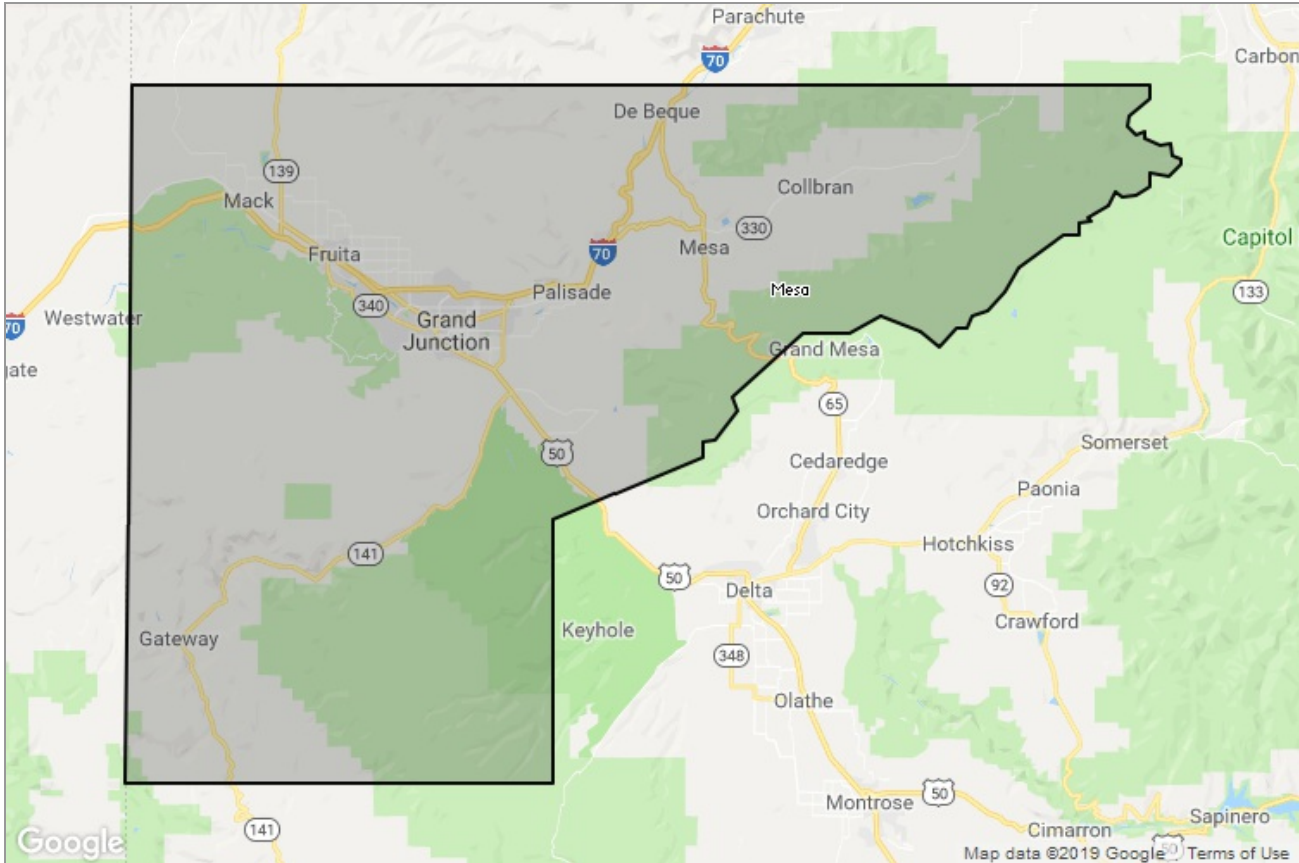




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
6/2018 – 6/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 07/06/2019

**Scheduled:** Yes

Presented by

**Grand Junction Area REALTOR®  
Association**

(970) 243-3322

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

2743 Crossroads Blvd  
Grand Junction, CO 81506

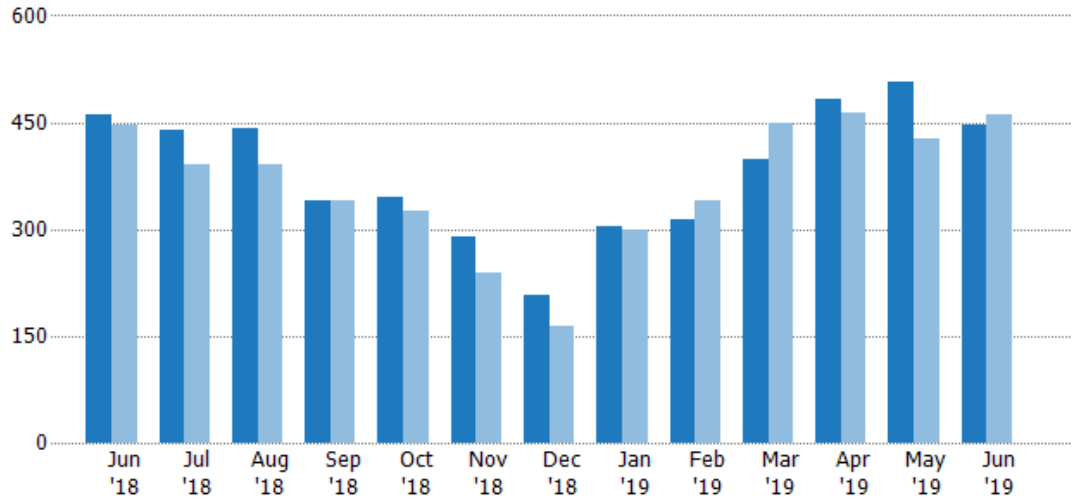
## New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jun '19	447	-3%
Jun '18	461	3.1%
Jun '17	447	-7.8%



Current Year	461	438	442	340	344	290	207	303	313	399	483	507	447
Prior Year	447	391	390	341	326	239	163	298	339	450	463	427	461
Percent Change from Prior Year	3%	12%	13%	0%	6%	21%	27%	2%	-8%	-11%	4%	19%	-3%

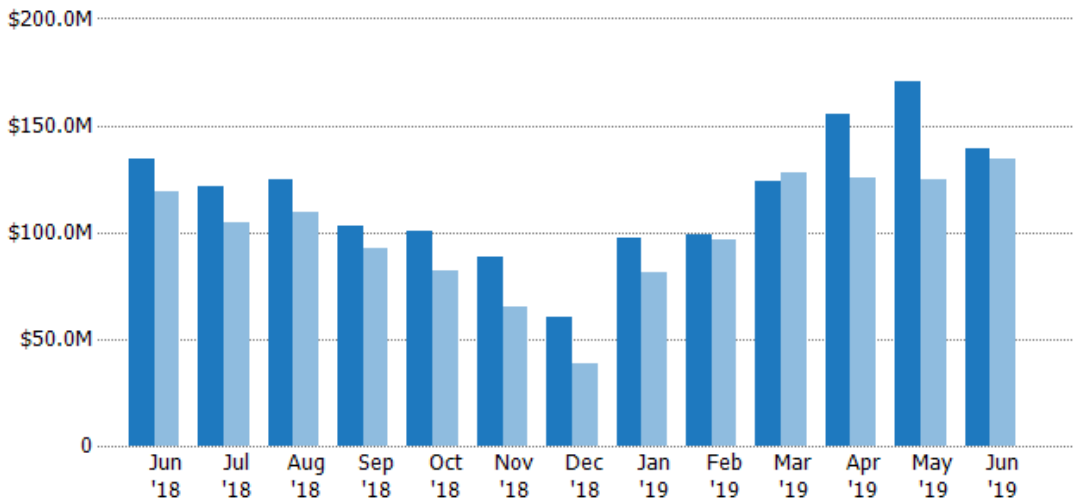
## New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jun '19	\$140M	3.6%
Jun '18	\$135M	13.5%
Jun '17	\$119M	-13.9%



Current Year	\$135M	\$122M	\$125M	\$103M	\$101M	\$88.8M	\$59.9M	\$97M	\$98.7M	\$124M	\$156M	\$171M	\$140M
Prior Year	\$119M	\$104M	\$110M	\$92.3M	\$81.9M	\$64.9M	\$38.8M	\$81.2M	\$96.6M	\$128M	\$126M	\$124M	\$135M
Percent Change from Prior Year	14%	17%	14%	12%	23%	37%	54%	20%	2%	-3%	24%	37%	4%

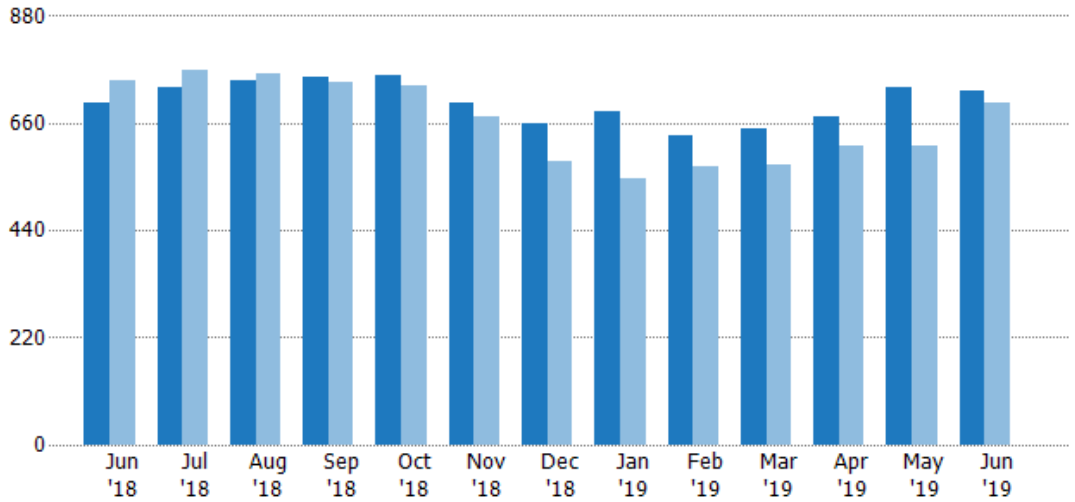
## Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jun '19	727	3.7%
Jun '18	701	-6.2%
Jun '17	747	17%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	701	735	748	756	758	701	661	684	633	648	672	732	727
Prior Year	747	770	760	745	737	675	580	548	571	576	615	614	701
Percent Change from Prior Year	-6%	-5%	-2%	1%	3%	4%	14%	25%	11%	13%	9%	19%	4%

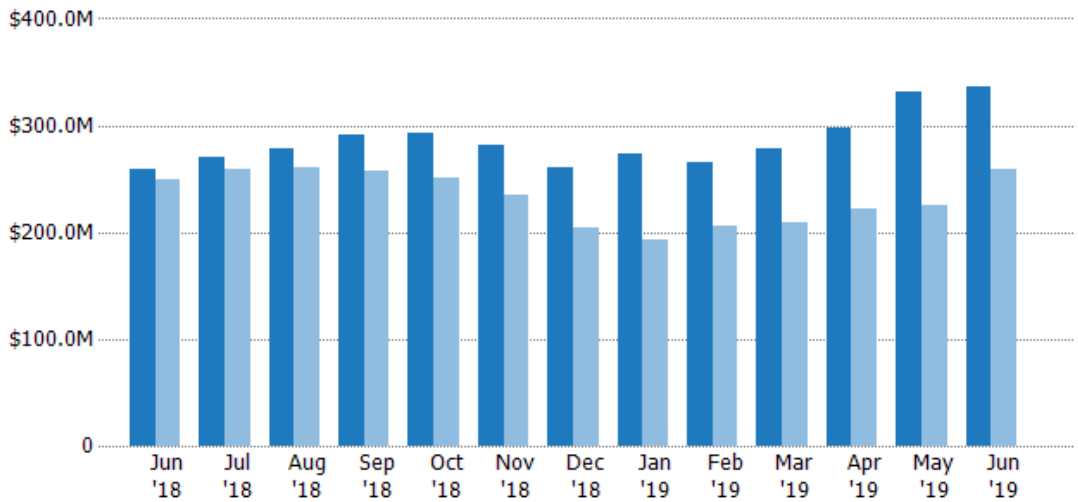
## Active Listing Volume

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.
Jun '19	\$336M	29.7%
Jun '18	\$259M	3.9%
Jun '17	\$249M	8.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$259M	\$271M	\$279M	\$292M	\$293M	\$281M	\$261M	\$273M	\$265M	\$278M	\$298M	\$331M	\$336M
Prior Year	\$249M	\$259M	\$260M	\$257M	\$251M	\$235M	\$205M	\$193M	\$206M	\$209M	\$223M	\$225M	\$259M
Percent Change from Prior Year	4%	5%	7%	13%	17%	20%	28%	42%	29%	33%	34%	47%	30%

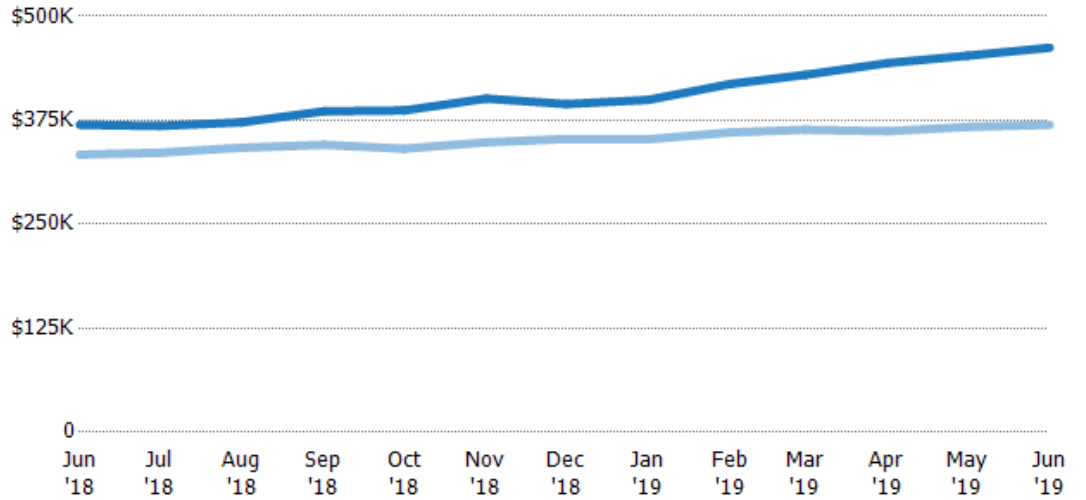
## Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Jun '19	\$462K	25.1%
Jun '18	\$370K	10.8%
Jun '17	\$334K	-7.2%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$370K	\$368K	\$373K	\$386K	\$387K	\$401K	\$395K	\$400K	\$419K	\$430K	\$444K	\$453K	\$462K
Prior Year	\$334K	\$336K	\$342K	\$345K	\$341K	\$349K	\$353K	\$352K	\$361K	\$364K	\$362K	\$367K	\$370K
Percent Change from Prior Year	11%	10%	9%	12%	13%	15%	12%	13%	16%	18%	23%	23%	25%

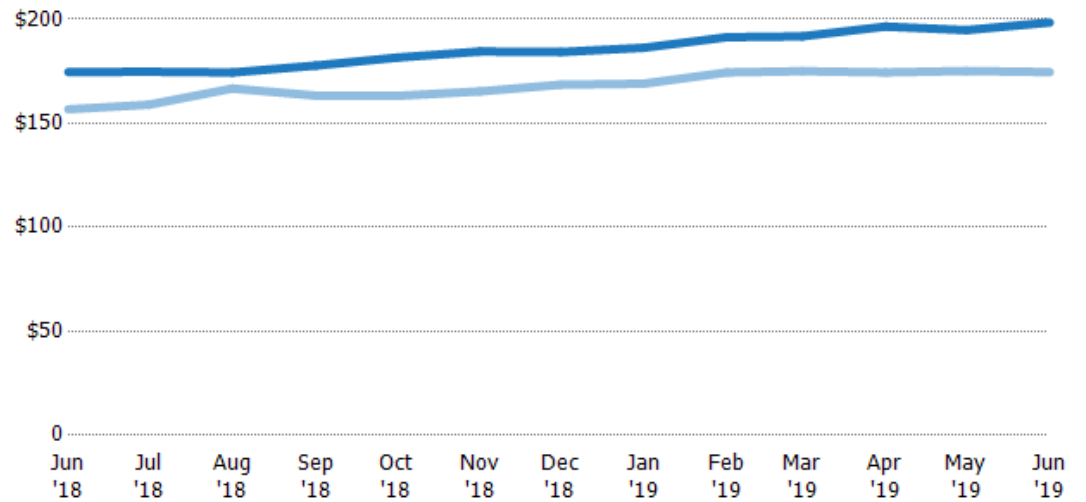
## Average Listing Price per Sq Ft

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.
Jun '19	\$198	13.6%
Jun '18	\$175	11.4%
Jun '17	\$157	-6.9%



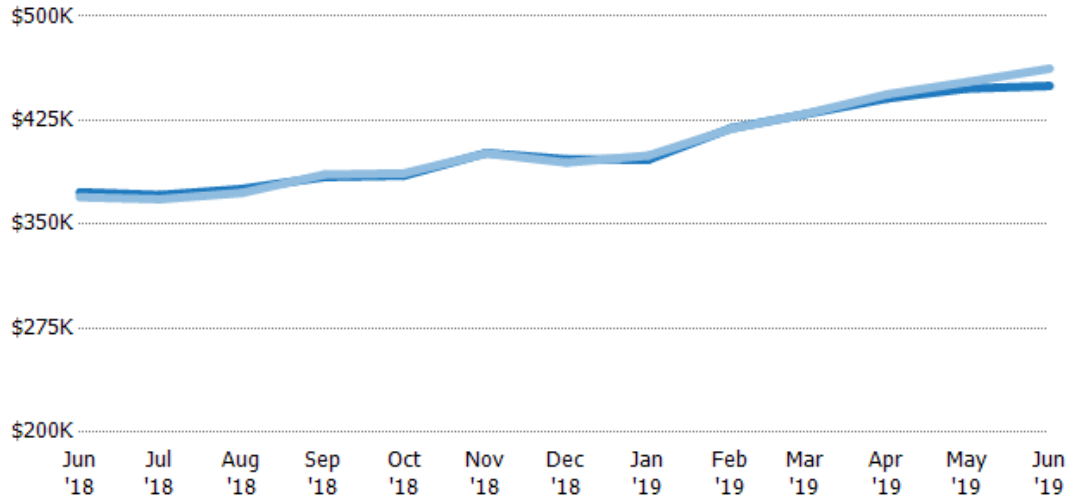
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$175	\$175	\$174	\$178	\$182	\$185	\$184	\$186	\$191	\$192	\$197	\$195	\$198
Prior Year	\$157	\$159	\$167	\$163	\$163	\$165	\$169	\$169	\$174	\$175	\$174	\$175	\$175
Percent Change from Prior Year	11%	10%	5%	9%	11%	12%	9%	10%	10%	10%	13%	11%	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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$373K	\$371K	\$375K	\$384K	\$385K	\$401K	\$397K	\$397K	\$419K	\$429K	\$441K	\$448K	\$450K
Avg Listing Price	\$370K	\$368K	\$373K	\$386K	\$387K	\$401K	\$395K	\$400K	\$419K	\$430K	\$444K	\$453K	\$462K
Avg Listing Price as a % of Avg Est Value	99%	99%	99%	100%	100%	100%	99%	101%	100%	100%	101%	101%	103%

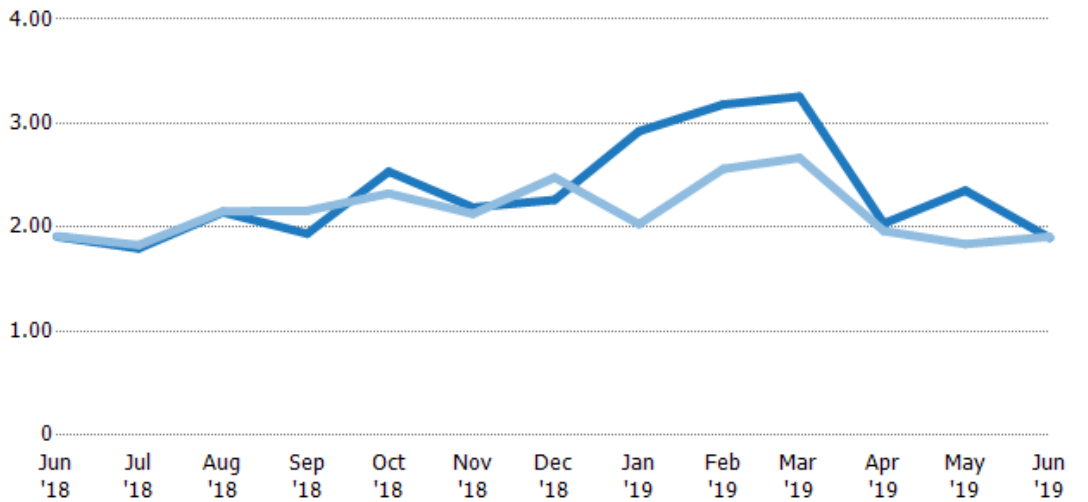
## Months of Inventory

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.
Jun '19	1.9	-0.6%
Jun '18	1.91	-0.3%
Jun '17	1.92	39.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	1.91	1.8	2.14	1.94	2.54	2.19	2.26	2.92	3.18	3.26	2.04	2.35	1.9
Prior Year	1.92	1.83	2.15	2.16	2.32	2.13	2.48	2.03	2.56	2.67	1.96	1.84	1.91
Percent Change from Prior Year	0%	-2%	0%	-10%	9%	3%	-9%	44%	24%	22%	4%	28%	-1%

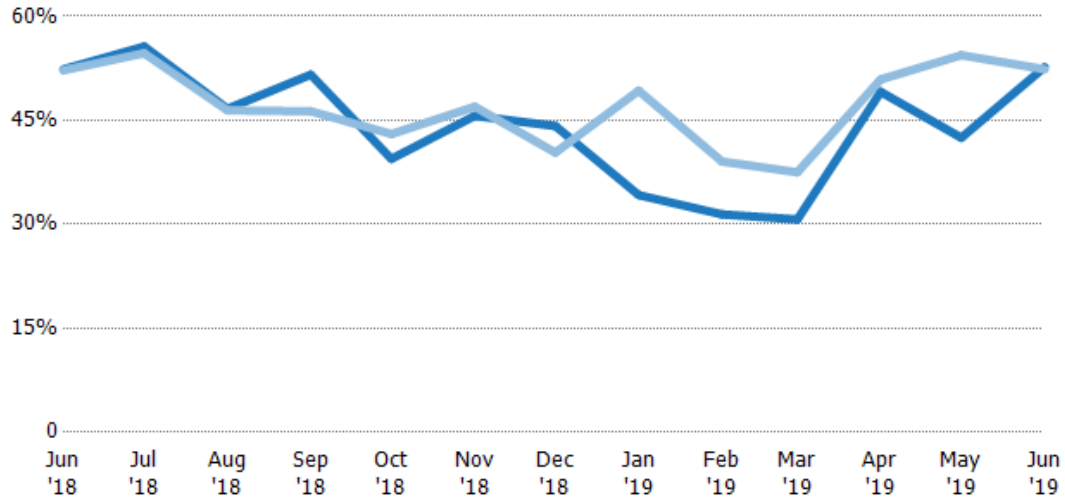
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Jun '19	53%	-0.3%
Jun '18	52%	-0.1%
Jun '17	52%	-28.3%

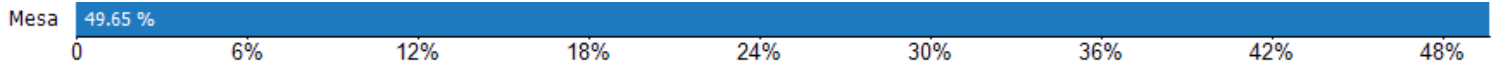


	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	52%	56%	47%	52%	39%	46%	44%	34%	31%	31%	49%	42%	53%
Prior Year	52%	55%	46%	46%	43%	47%	40%	49%	39%	38%	51%	54%	52%
Change from Prior Year	0%	-1%	0%	-5%	4%	1%	-4%	15%	8%	7%	2%	12%	0%

## Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



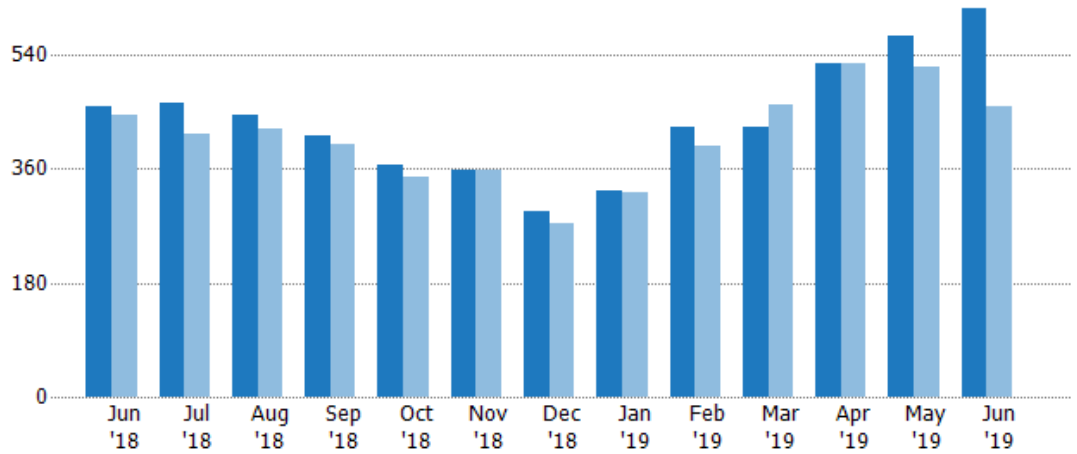
## Pending Sales

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.
Jun '19	613	33.6%
Jun '18	459	2.9%
Jun '17	446	-5.2%



Current Year	459	465	446	413	367	358	292	326	427	425	527	570	613
Prior Year	446	416	423	400	346	357	275	322	397	462	526	521	459
Percent Change from Prior Year	3%	12%	5%	3%	6%	0%	6%	1%	8%	-8%	0%	9%	34%

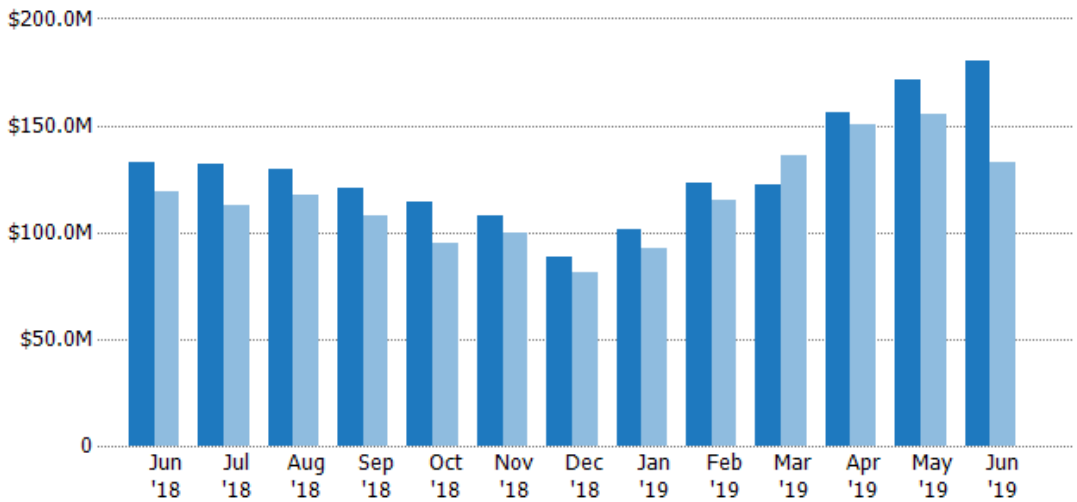
## Pending Sales Volume

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.
Jun '19	\$180M	35.3%
Jun '18	\$133M	12.1%
Jun '17	\$119M	-7.6%



Current Year	\$133M	\$132M	\$129M	\$121M	\$114M	\$107M	\$88.6M	\$101M	\$123M	\$122M	\$156M	\$172M	\$180M
Prior Year	\$119M	\$112M	\$117M	\$108M	\$94.5M	\$100M	\$81M	\$92.5M	\$115M	\$136M	\$150M	\$155M	\$133M
Percent Change from Prior Year	12%	17%	10%	12%	21%	8%	9%	9%	7%	-10%	4%	11%	35%

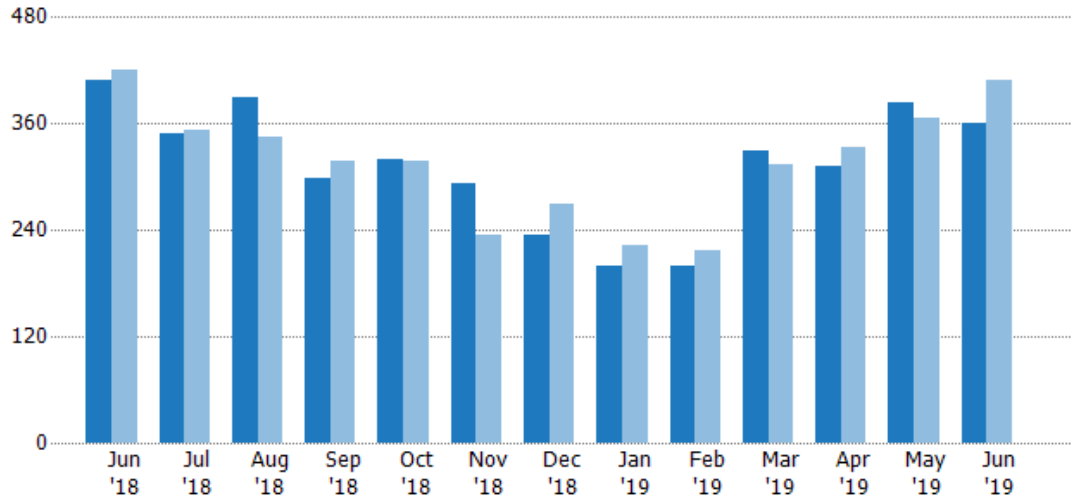
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jun '19	361	-11.7%
Jun '18	409	-2.9%
Jun '17	421	-17.3%



Current Year	409	349	390	299	320	292	234	199	199	330	311	383	361
Prior Year	421	353	345	317	317	234	270	223	216	313	334	367	409
Percent Change from Prior Year	-3%	-1%	13%	-6%	1%	25%	-13%	-11%	-8%	5%	-7%	4%	-12%

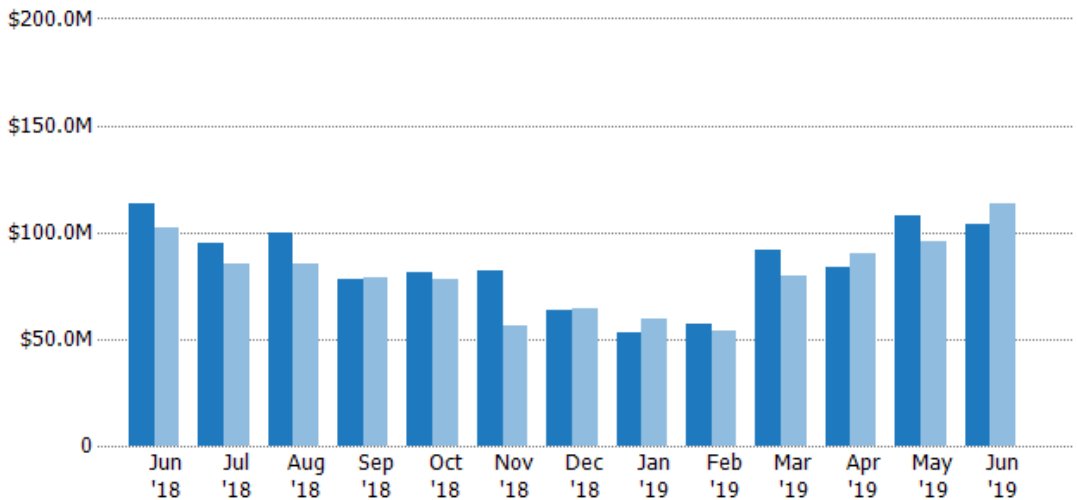
## Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jun '19	\$104M	-7.9%
Jun '18	\$113M	10.8%
Jun '17	\$102M	-19.9%



Current Year	\$113M	\$94.9M	\$100M	\$78.1M	\$81M	\$82M	\$63.7M	\$53M	\$56.7M	\$91.8M	\$83.4M	\$108M	\$104M
Prior Year	\$102M	\$85.3M	\$85.2M	\$78.6M	\$77.7M	\$55.9M	\$64.4M	\$59.8M	\$53.5M	\$79.7M	\$90.3M	\$95.6M	\$113M
Percent Change from Prior Year	11%	11%	17%	-1%	4%	47%	-1%	-11%	6%	15%	-8%	13%	-8%

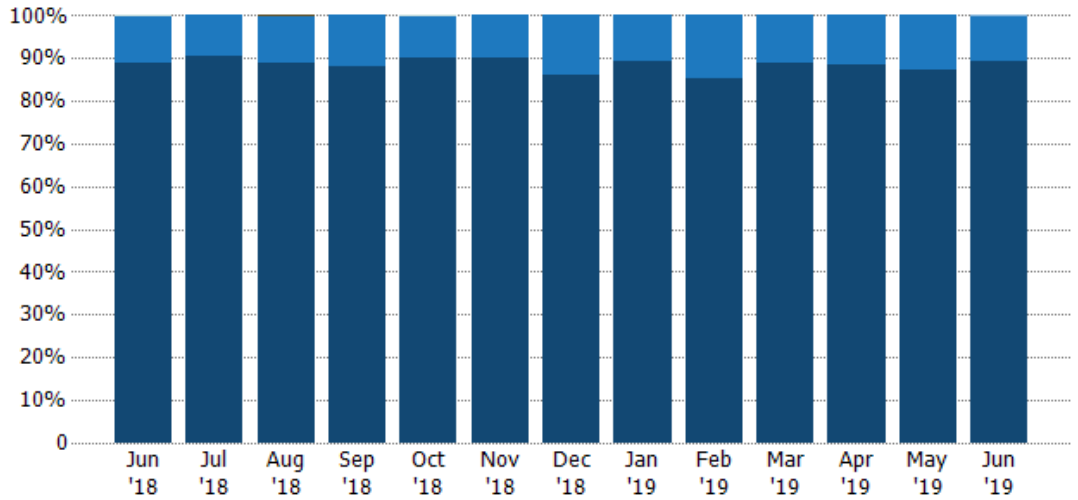


## Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado



Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Coop	-	-	0%	-	-	-	-	-	-	-	-	-	-
Lot/Land	0%	-	-	-	0%	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	-	-	-	-	-	-	0%
Condo/Townhouse	11%	9%	11%	12%	10%	10%	14%	11%	15%	11%	12%	13%	11%
Single Family Residence	89%	91%	89%	88%	90%	90%	86%	89%	85%	89%	88%	87%	89%

## Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

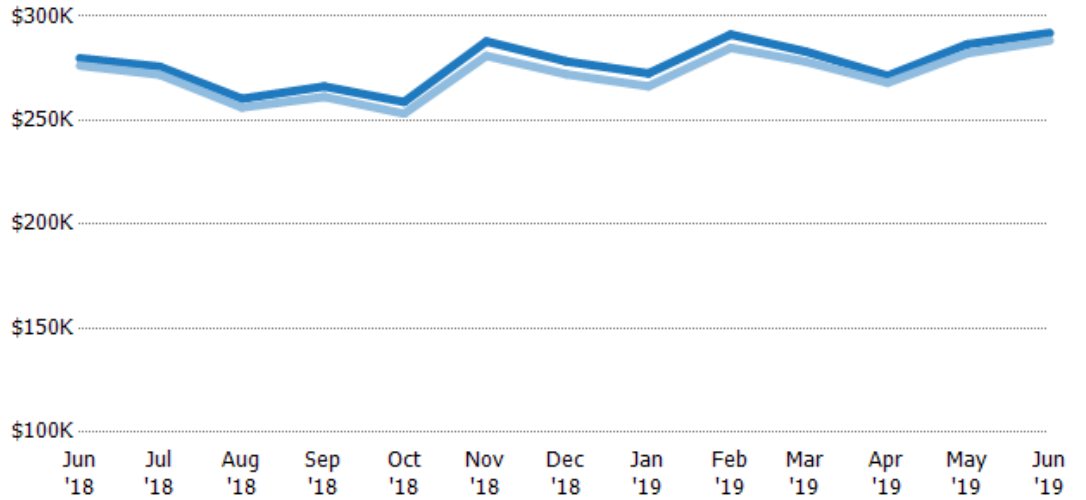


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



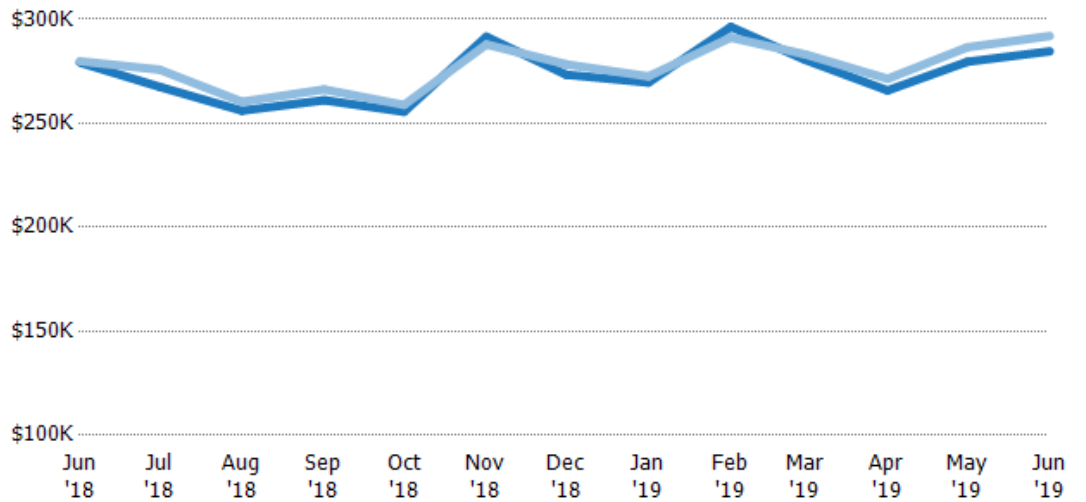
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	\$280K	\$276K	\$260K	\$266K	\$259K	\$288K	\$278K	\$273K	\$291K	\$283K	\$271K	\$287K	\$292K
Avg Sales Price	\$276K	\$272K	\$256K	\$261K	\$253K	\$281K	\$272K	\$266K	\$285K	\$278K	\$268K	\$282K	\$288K
Avg Sales Price as a % of Avg List Price	99%	99%	98%	98%	98%	98%	98%	98%	98%	98%	99%	98%	99%

## 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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	\$279K	\$268K	\$256K	\$261K	\$256K	\$292K	\$273K	\$270K	\$296K	\$281K	\$266K	\$280K	\$285K
Avg Sales Price	\$280K	\$276K	\$260K	\$266K	\$259K	\$288K	\$278K	\$273K	\$291K	\$283K	\$271K	\$287K	\$292K
Avg Sales Price as a % of Avg Est Value	100%	103%	102%	102%	101%	99%	102%	101%	98%	101%	102%	103%	103%

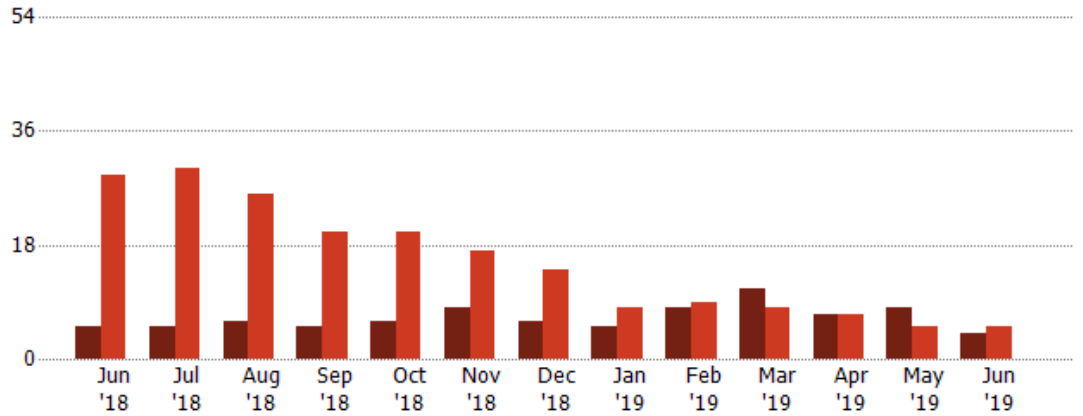
## Distressed Listings

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.
Jun '19	4	-20%
Jun '18	5	-82.8%
Jun '17	29	134.5%

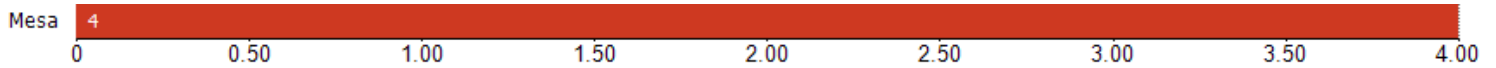


Current Year	5	5	6	5	6	8	6	5	8	11	7	8	4
Prior Year	29	30	26	20	20	17	14	8	9	8	7	5	5
Percent Change from Prior Year	-83%	-83%	-77%	-75%	-70%	-53%	-57%	-38%	-11%	38%	0%	60%	-20%

## 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:** 07/06/2019

**Scheduled:** Yes

**Report Date Range:** From 6/2018 To: 6/2019

## 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 6/2019 data

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