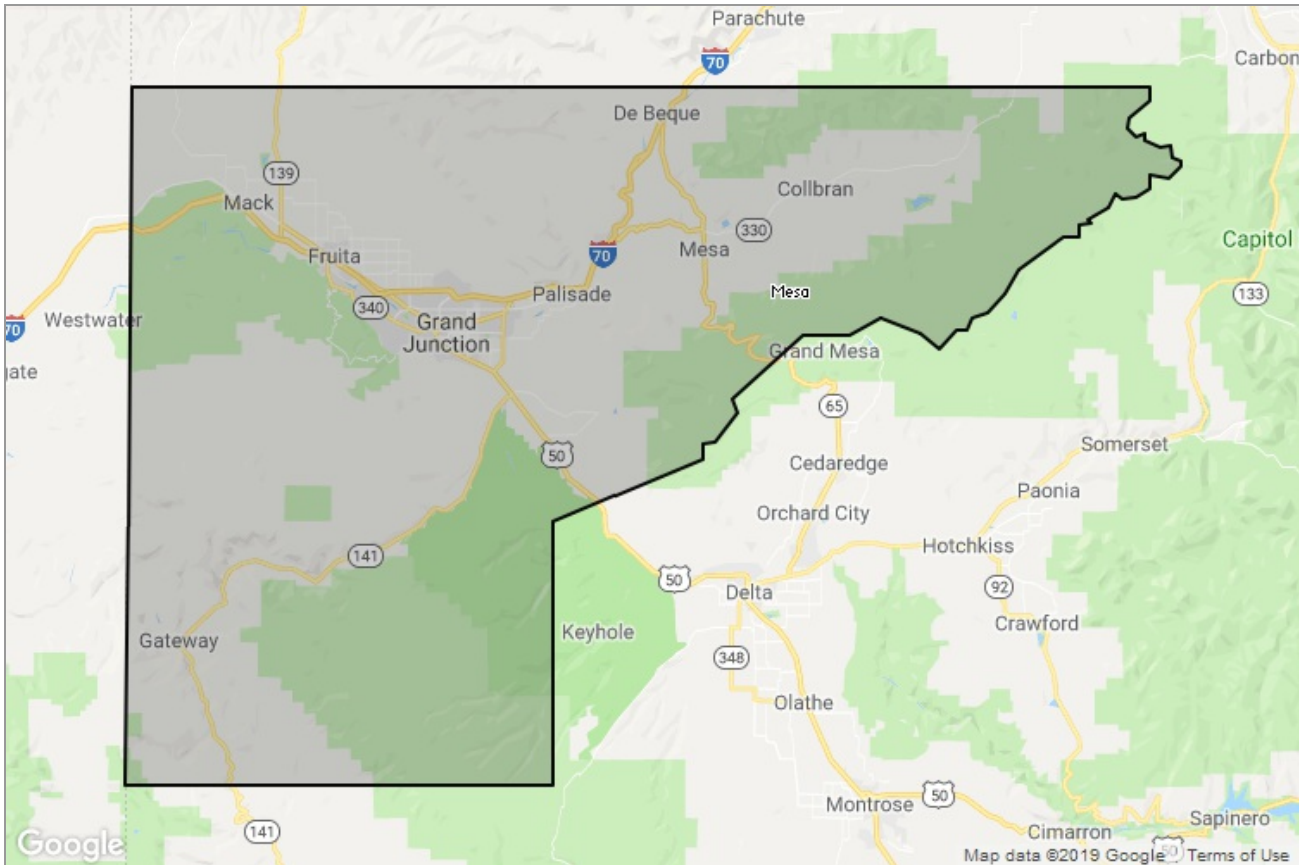




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2018 – 7/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/06/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

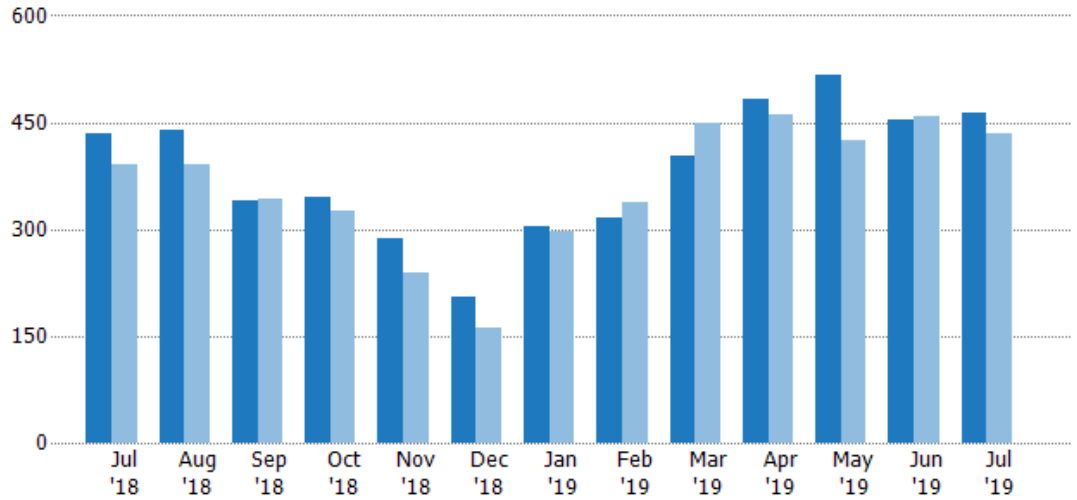
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jul '19	463	6.7%
Jul '18	434	10.7%
Jul '17	392	-11.7%



Current Year	434	440	339	344	287	206	304	316	402	483	517	454	463
Prior Year	392	390	342	326	238	161	297	337	449	460	424	458	434
Percent Change from Prior Year	11%	13%	-1%	6%	21%	28%	2%	-6%	-10%	5%	22%	-1%	7%

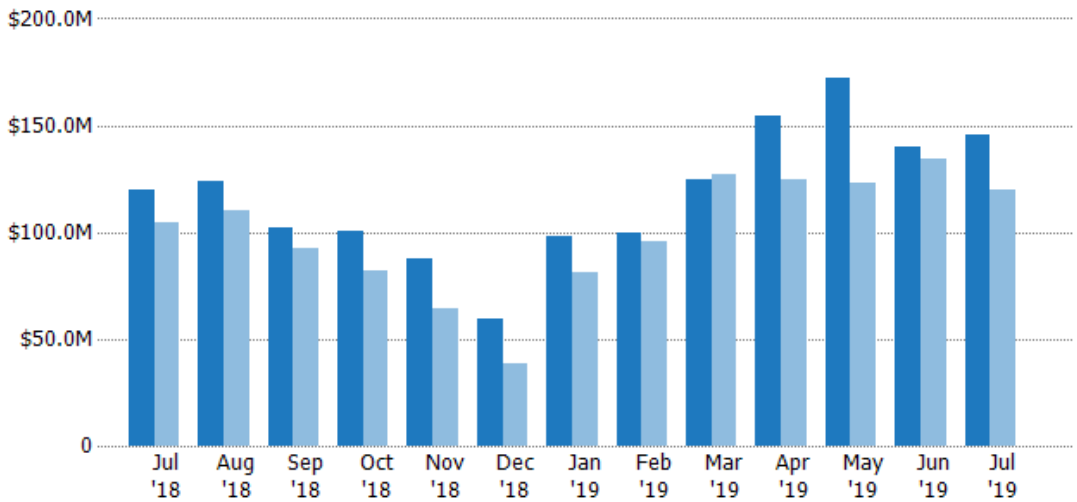
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jul '19	\$146M	21.9%
Jul '18	\$120M	14.6%
Jul '17	\$104M	-18.3%



Current Year	\$120M	\$124M	\$102M	\$101M	\$87.8M	\$59.7M	\$98.3M	\$100M	\$125M	\$154M	\$172M	\$140M	\$146M
Prior Year	\$104M	\$110M	\$92.7M	\$81.9M	\$64.6M	\$38.2M	\$80.9M	\$95.9M	\$127M	\$125M	\$123M	\$134M	\$120M
Percent Change from Prior Year	15%	12%	10%	23%	36%	56%	21%	4%	-2%	24%	40%	4%	22%

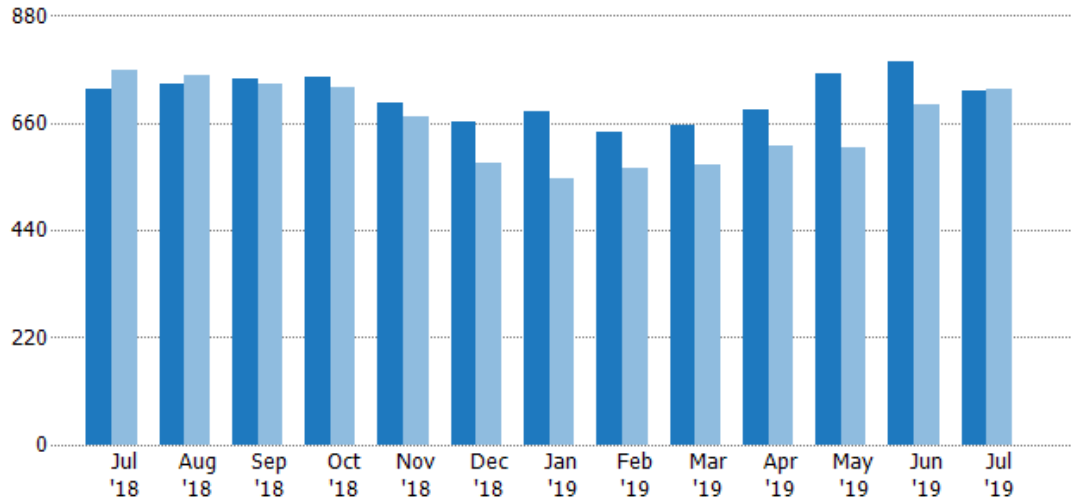
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jul '19	725	-0.5%
Jul '18	729	-5%
Jul '17	767	9.9%



Current Year	729	741	750	754	700	663	685	643	656	687	762	787	725
Prior Year	767	757	742	735	674	578	547	569	575	612	610	698	729
Percent Change from Prior Year	-5%	-2%	1%	3%	4%	15%	25%	13%	14%	12%	25%	13%	-1%

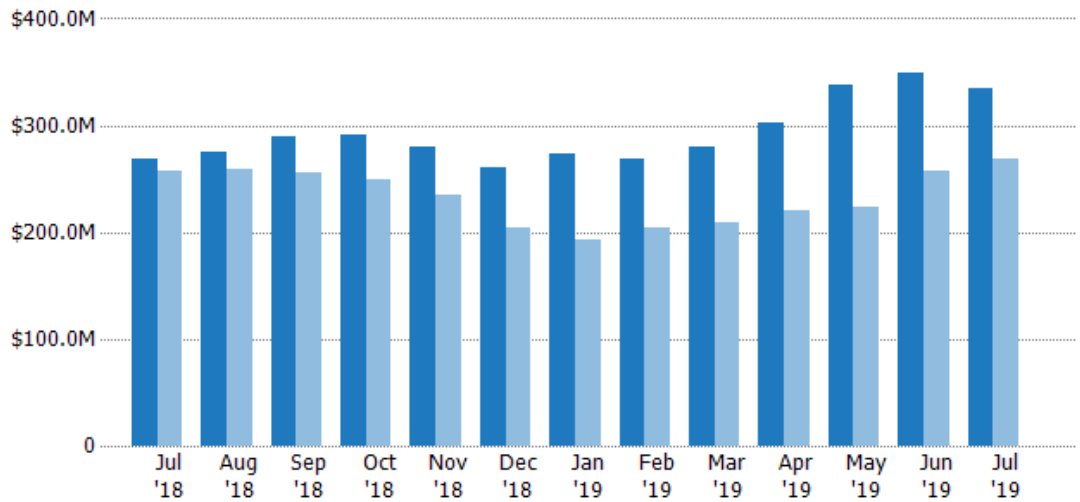
Active Listing Volume

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.
Jul '19	\$335M	24.8%
Jul '18	\$269M	4.4%
Jul '17	\$257M	2.7%



Current Year	\$269M	\$276M	\$290M	\$291M	\$281M	\$261M	\$273M	\$268M	\$280M	\$302M	\$338M	\$349M	\$335M
Prior Year	\$257M	\$258M	\$256M	\$250M	\$234M	\$204M	\$192M	\$205M	\$209M	\$220M	\$224M	\$257M	\$269M
Percent Change from Prior Year	4%	7%	13%	16%	20%	28%	42%	31%	34%	37%	51%	36%	25%

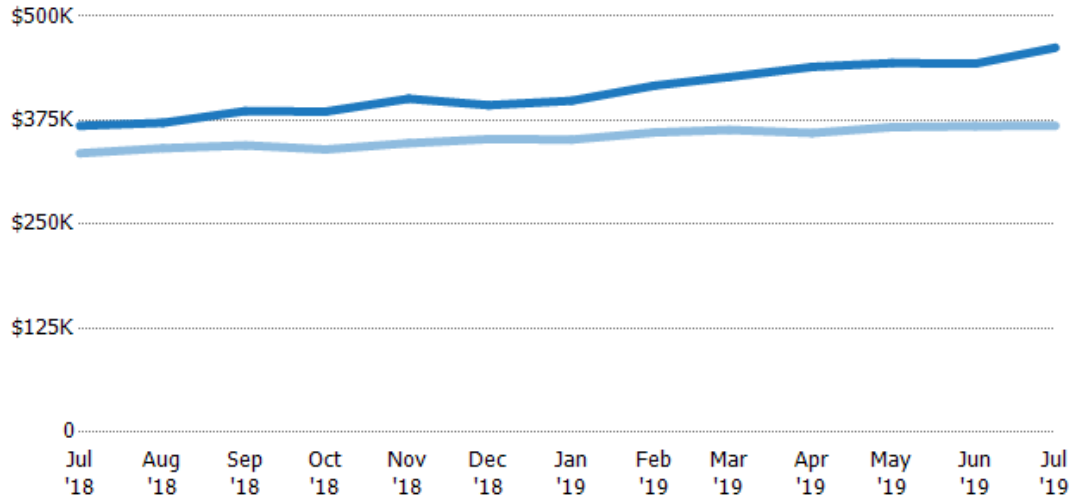
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Jul '19	\$462K	25.5%
Jul '18	\$368K	9.8%
Jul '17	\$335K	-6.5%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$368K	\$372K	\$386K	\$385K	\$401K	\$393K	\$398K	\$417K	\$427K	\$439K	\$444K	\$443K	\$462K
Prior Year	\$335K	\$341K	\$345K	\$340K	\$347K	\$352K	\$352K	\$360K	\$363K	\$360K	\$367K	\$368K	\$368K
Percent Change from Prior Year	10%	9%	12%	13%	15%	12%	13%	16%	18%	22%	21%	20%	25%

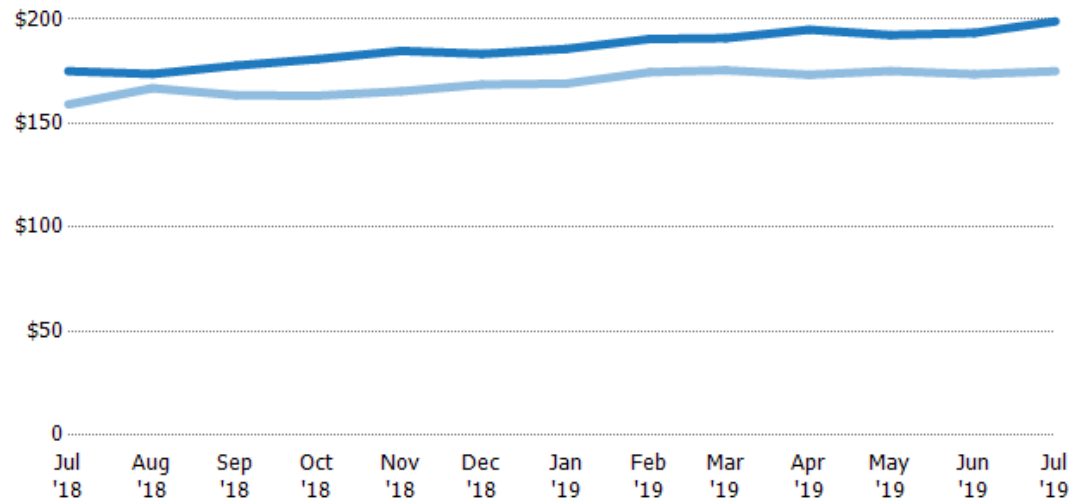
Average Listing Price per Sq Ft

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.
Jul '19	\$199	13.7%
Jul '18	\$175	10.1%
Jul '17	\$159	-7.8%



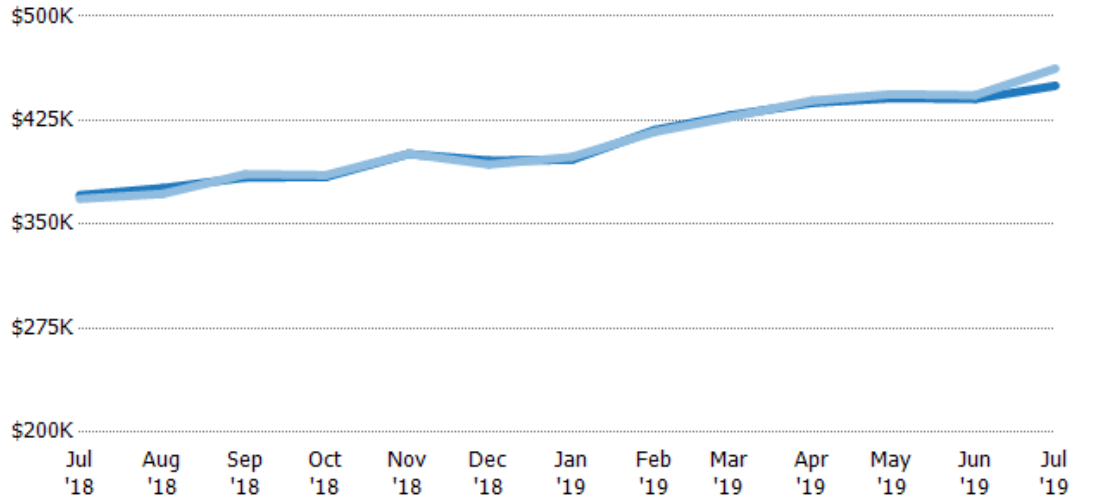
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$175	\$174	\$178	\$181	\$185	\$183	\$186	\$191	\$191	\$195	\$192	\$193	\$199
Prior Year	\$159	\$167	\$163	\$163	\$165	\$169	\$169	\$175	\$175	\$173	\$175	\$174	\$175
Percent Change from Prior Year	10%	4%	9%	11%	12%	9%	10%	9%	9%	12%	10%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$371K	\$376K	\$384K	\$384K	\$401K	\$396K	\$397K	\$418K	\$428K	\$438K	\$441K	\$440K	\$450K
Avg Listing Price	\$368K	\$372K	\$386K	\$385K	\$401K	\$393K	\$398K	\$417K	\$427K	\$439K	\$444K	\$443K	\$462K
Avg Listing Price as a % of Avg Est Value	99%	99%	101%	100%	100%	99%	100%	100%	100%	100%	101%	101%	103%

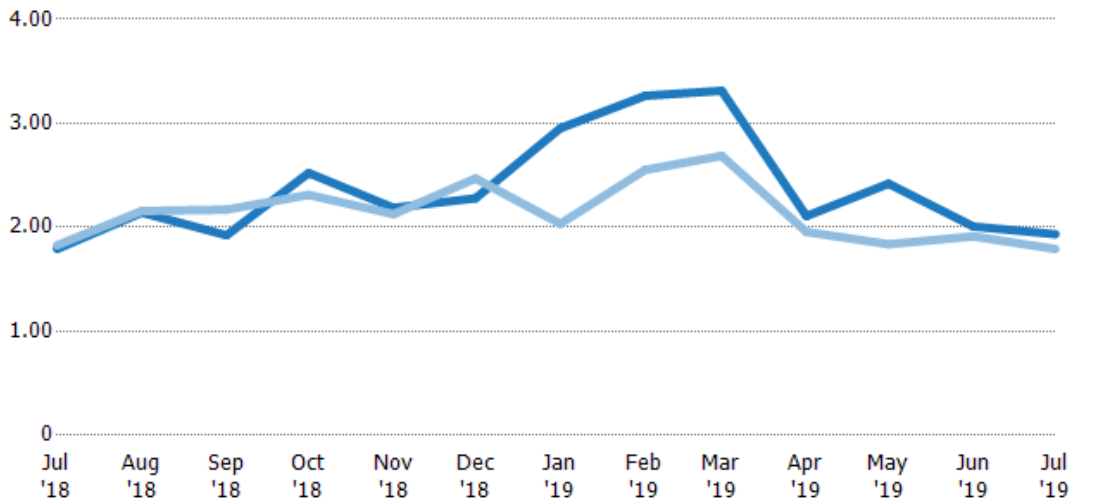
Months of Inventory

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.
Jul '19	1.93	7.9%
Jul '18	1.79	-1.9%
Jul '17	1.83	34.6%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	1.79	2.14	1.92	2.52	2.19	2.28	2.95	3.26	3.31	2.11	2.42	2.01	1.93
Prior Year	1.83	2.16	2.17	2.31	2.13	2.47	2.03	2.55	2.69	1.96	1.84	1.91	1.79
Percent Change from Prior Year	-2%	-1%	-11%	9%	3%	-8%	45%	28%	23%	8%	32%	5%	8%

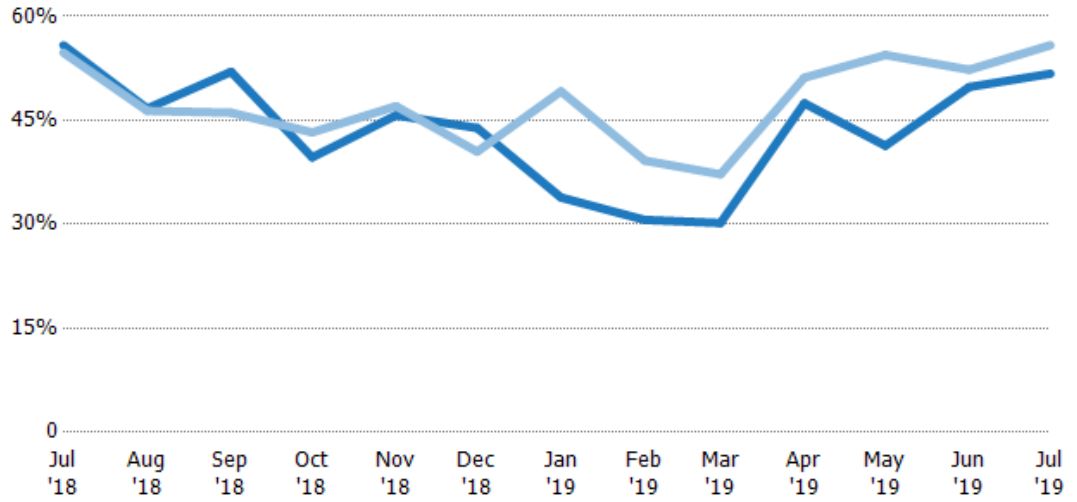
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Jul '19	52%	4.1%
Jul '18	56%	-1.1%
Jul '17	55%	-25.7%

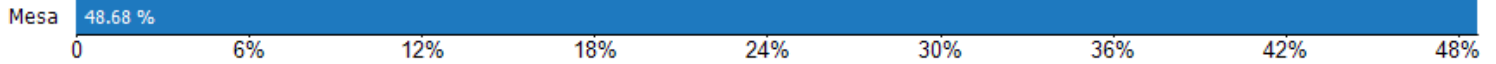


	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	56%	47%	52%	40%	46%	44%	34%	31%	30%	47%	41%	50%	52%
Prior Year	55%	46%	46%	43%	47%	40%	49%	39%	37%	51%	54%	52%	56%
Change from Prior Year	-1%	0%	-6%	4%	1%	-3%	15%	9%	7%	4%	13%	2%	4%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



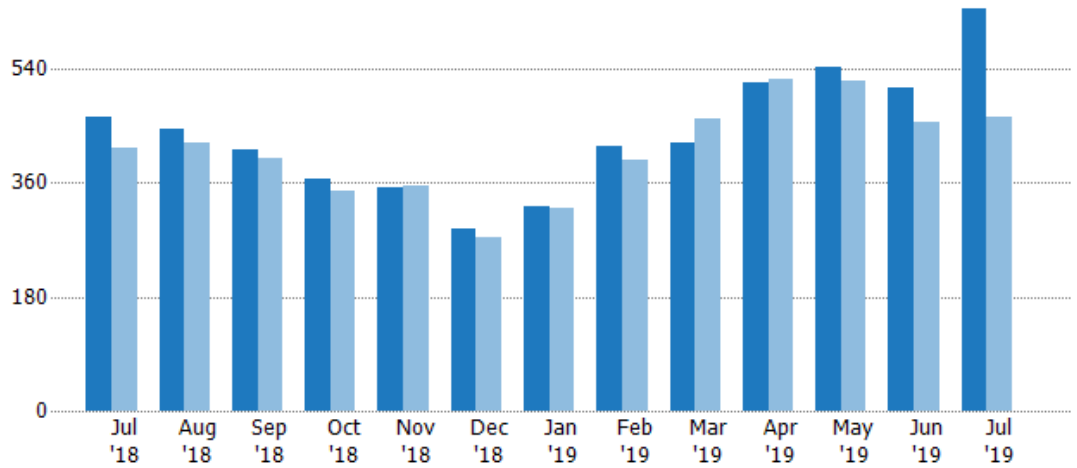
Pending Sales

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.
Jul '19	634	36.6%
Jul '18	464	11.8%
Jul '17	415	-0.7%



Current Year	464	445	412	365	353	288	322	419	423	518	543	509	634
Prior Year	415	424	400	346	356	275	320	397	460	524	520	456	464
Percent Change from Prior Year	12%	5%	3%	5%	-1%	5%	1%	6%	-8%	-1%	4%	12%	37%

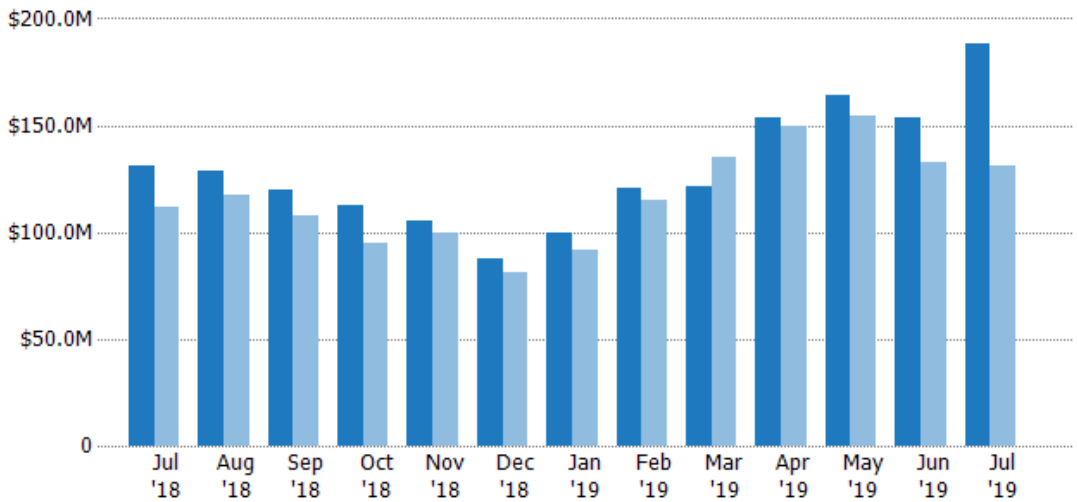
Pending Sales Volume

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.
Jul '19	\$188M	43.4%
Jul '18	\$131M	17.5%
Jul '17	\$112M	-4.9%



Current Year	\$131M	\$128M	\$120M	\$113M	\$105M	\$87.4M	\$100M	\$121M	\$121M	\$153M	\$164M	\$154M	\$188M
Prior Year	\$112M	\$118M	\$108M	\$94.5M	\$99.3M	\$81M	\$92M	\$115M	\$135M	\$150M	\$154M	\$133M	\$131M
Percent Change from Prior Year	17%	9%	11%	19%	6%	8%	8%	5%	-10%	3%	6%	16%	43%

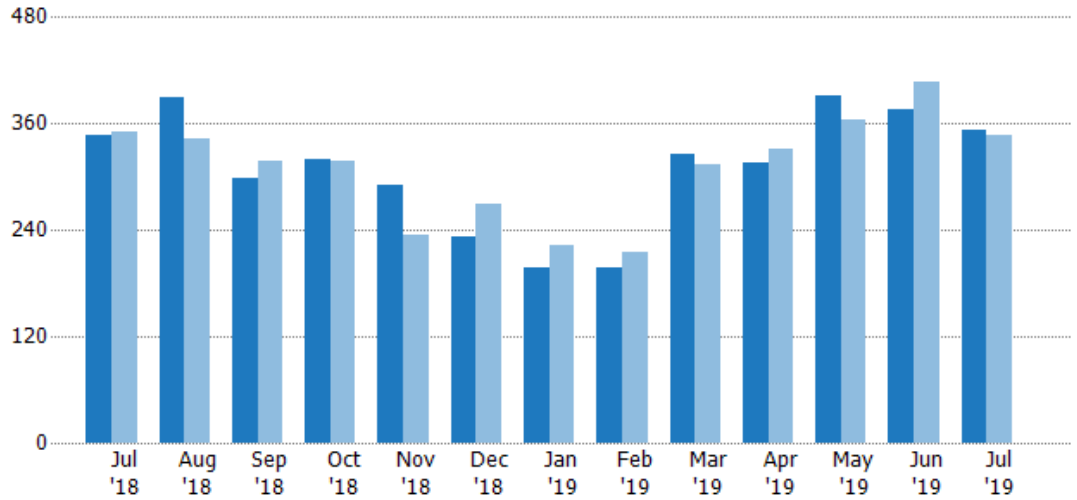
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jul '19	353	2%
Jul '18	346	-1.4%
Jul '17	351	-11.7%



Current Year	346	390	299	320	291	232	197	198	326	315	392	375	353
Prior Year	351	342	318	317	234	269	223	214	313	332	365	407	346
Percent Change from Prior Year	-1%	14%	-6%	1%	24%	-14%	-12%	-7%	4%	-5%	7%	-8%	2%

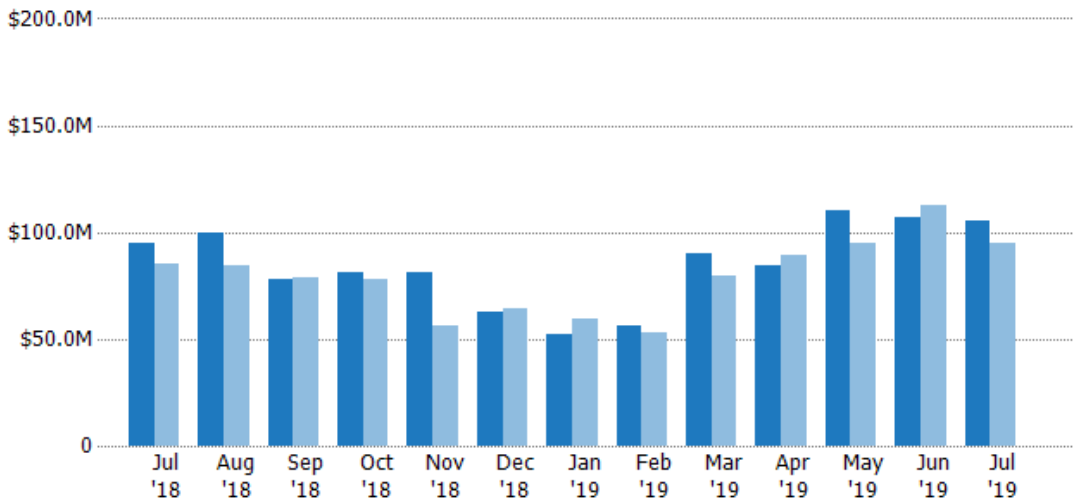
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jul '19	\$105M	11.3%
Jul '18	\$94.5M	11.4%
Jul '17	\$84.9M	-17.1%



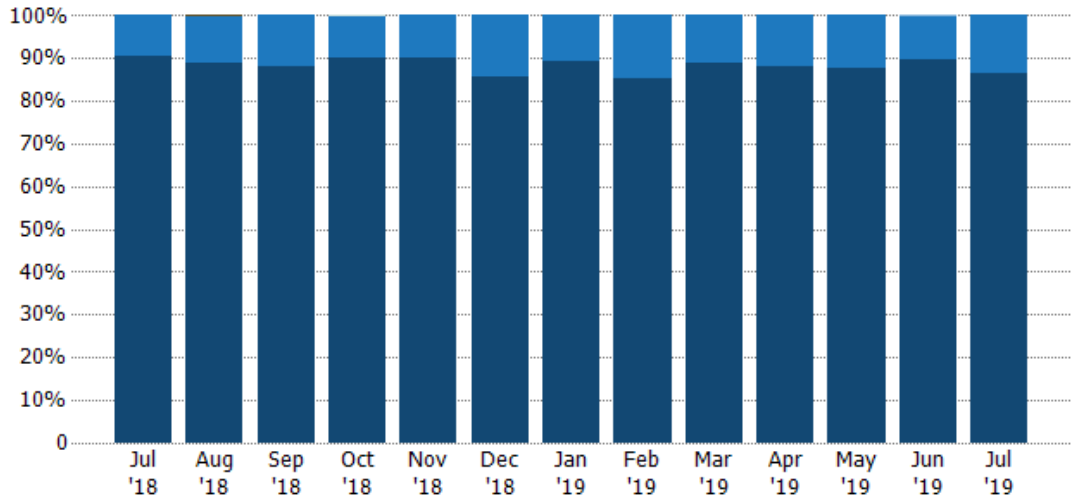
Current Year	\$94.5M	\$100M	\$78.1M	\$81.1M	\$81.2M	\$62.9M	\$52.5M	\$56.4M	\$90.3M	\$84.4M	\$110M	\$107M	\$105M
Prior Year	\$84.9M	\$84.1M	\$78.7M	\$77.7M	\$55.9M	\$64.1M	\$59.8M	\$53M	\$79.7M	\$89.6M	\$95M	\$112M	\$94.5M
Percent Change from Prior Year	11%	19%	-1%	4%	45%	-2%	-12%	6%	13%	-6%	16%	-4%	11%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado

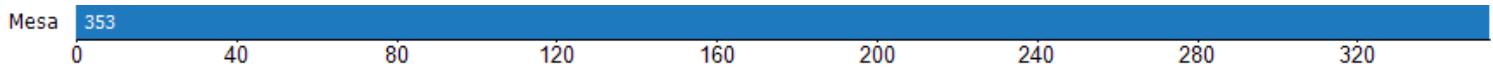


Coop	-	0%	-	-	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	-	0%	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	-	-	-	-	-	0%	-
Condo/Townhouse	10%	11%	12%	10%	10%	14%	11%	15%	11%	12%	12%	10%	14%
Single Family Residence	90%	89%	88%	90%	90%	86%	89%	85%	89%	88%	88%	90%	86%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

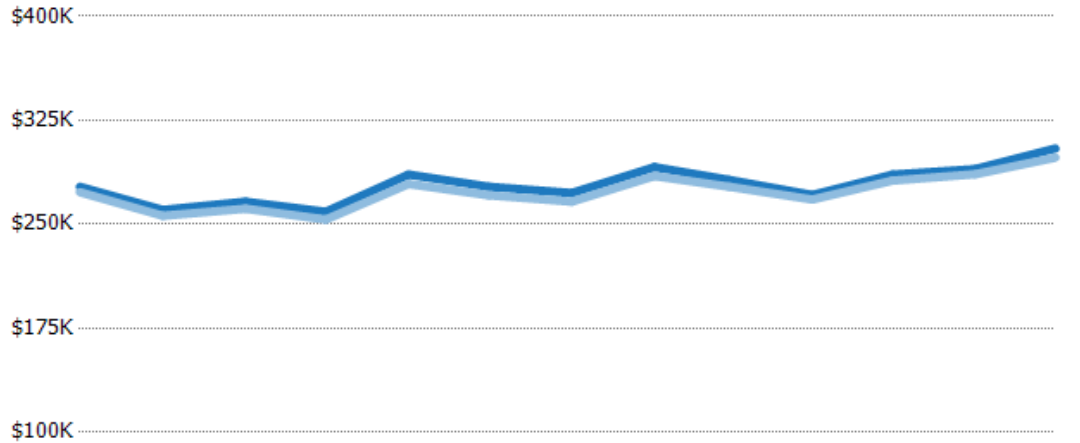


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



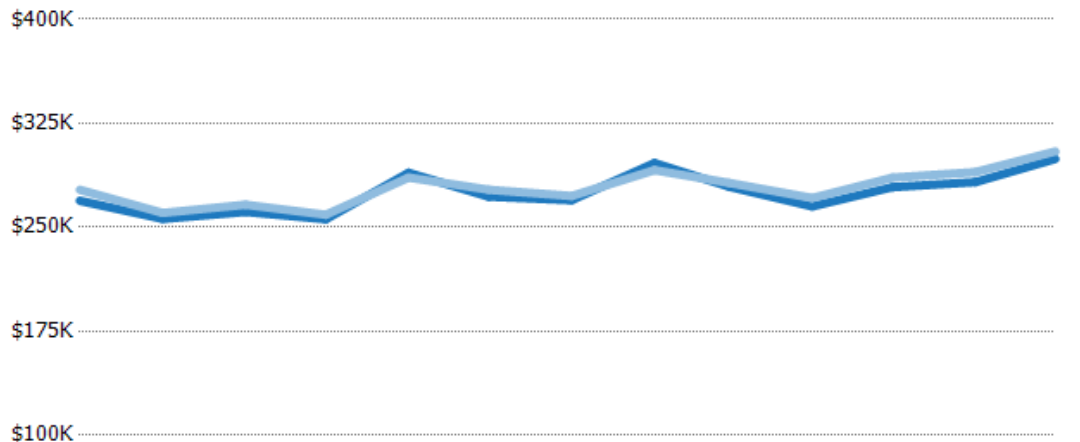
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$277K	\$260K	\$266K	\$259K	\$286K	\$277K	\$273K	\$291K	\$282K	\$271K	\$286K	\$290K	\$305K
Avg Sales Price	\$273K	\$256K	\$261K	\$253K	\$279K	\$271K	\$266K	\$285K	\$277K	\$268K	\$282K	\$286K	\$298K
Avg Sales Price as a % of Avg List Price	99%	98%	98%	98%	98%	98%	98%	98%	98%	99%	98%	99%	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



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$269K	\$256K	\$261K	\$256K	\$289K	\$272K	\$270K	\$296K	\$279K	\$265K	\$279K	\$283K	\$299K
Avg Sales Price	\$277K	\$260K	\$266K	\$259K	\$286K	\$277K	\$273K	\$291K	\$282K	\$271K	\$286K	\$290K	\$305K
Avg Sales Price as a % of Avg Est Value	103%	102%	102%	101%	99%	102%	101%	98%	101%	102%	102%	103%	102%

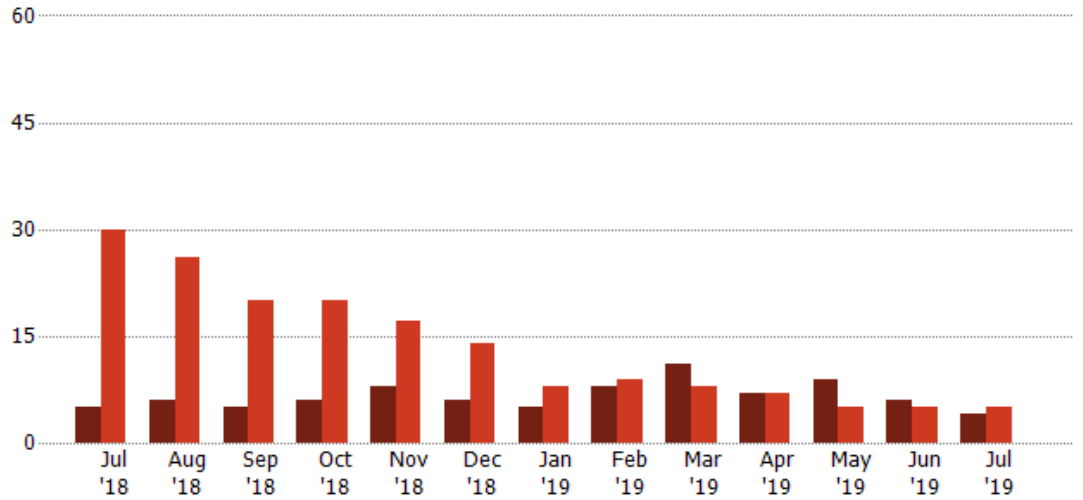
Distressed Listings

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.
Jul '19	4	-20%
Jul '18	5	-83.3%
Jul '17	30	83.3%

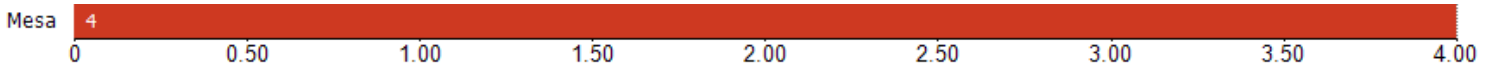


Current Year	5	6	5	6	8	6	5	8	11	7	9	6	4
Prior Year	30	26	20	20	17	14	8	9	8	7	5	5	5
Percent Change from Prior Year	-83%	-77%	-75%	-70%	-53%	-57%	-38%	-11%	38%	0%	80%	20%	-20%

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: 08/06/2019

Scheduled: Yes

Report Date Range: From 7/2018 To: 7/2019

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 7/2019 data

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