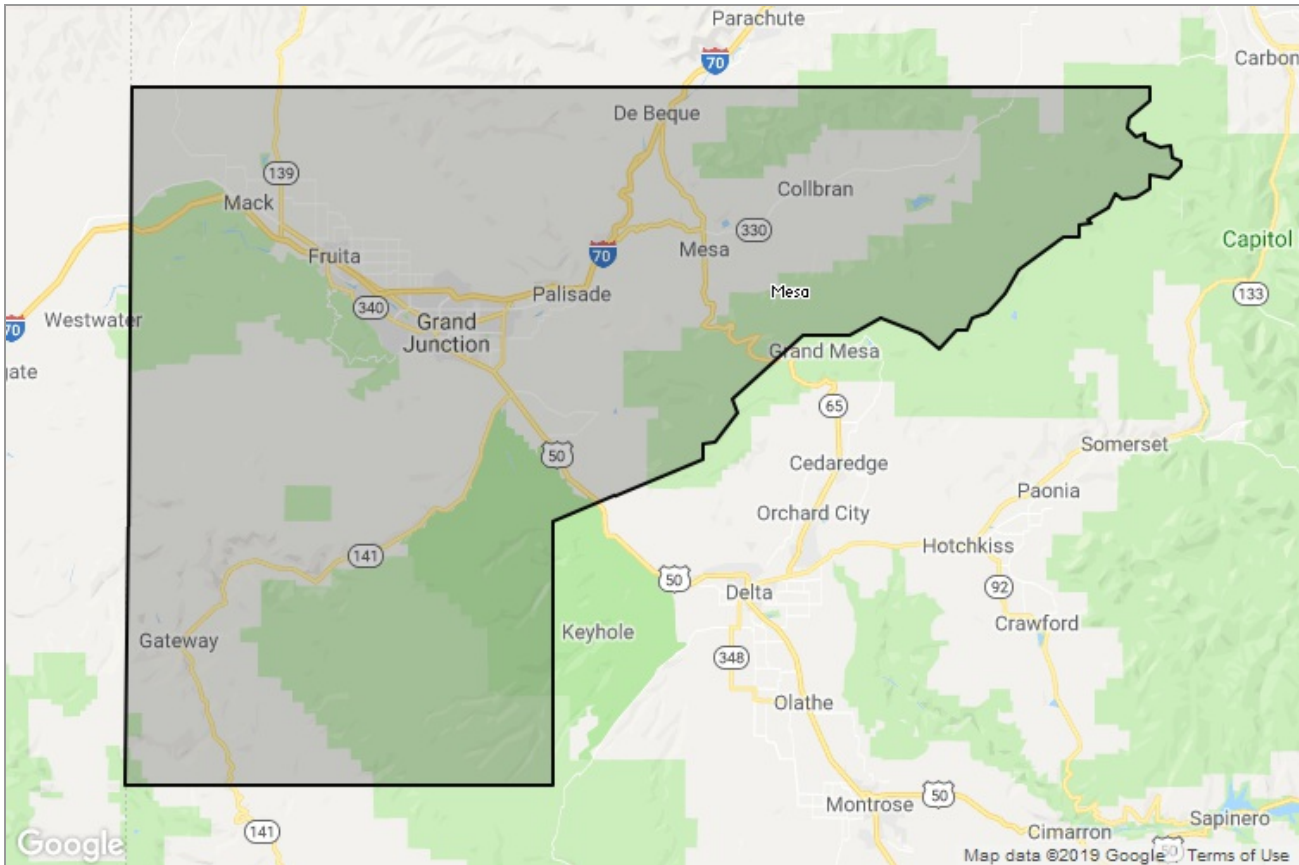




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2018 – 8/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/06/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

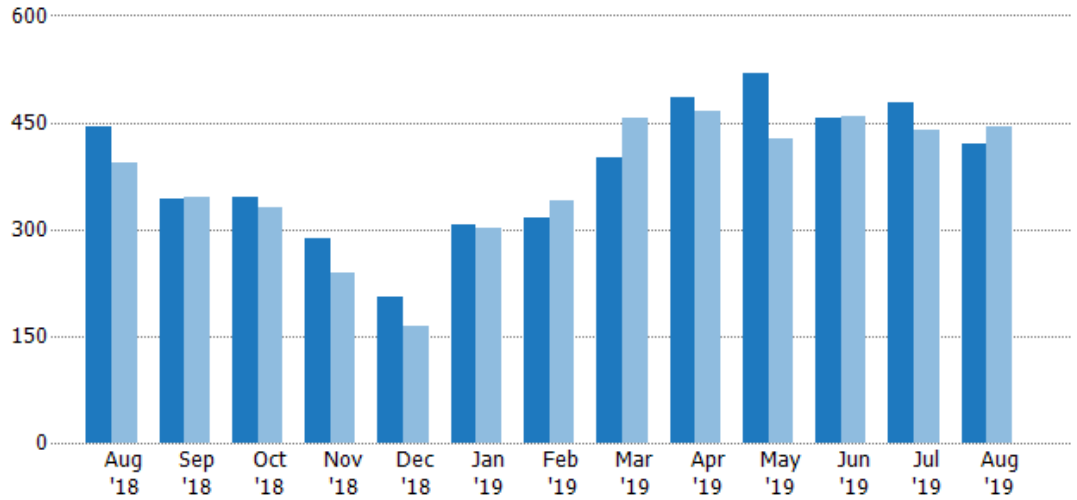
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Aug '19	419	-5.4%
Aug '18	443	12.4%
Aug '17	394	-5.1%



Current Year	443	343	345	286	206	307	317	401	486	520	457	479	419
Prior Year	394	345	330	239	163	301	340	455	465	426	459	440	443
Percent Change from Prior Year	12%	-1%	5%	20%	26%	2%	-7%	-12%	5%	22%	0%	9%	-5%

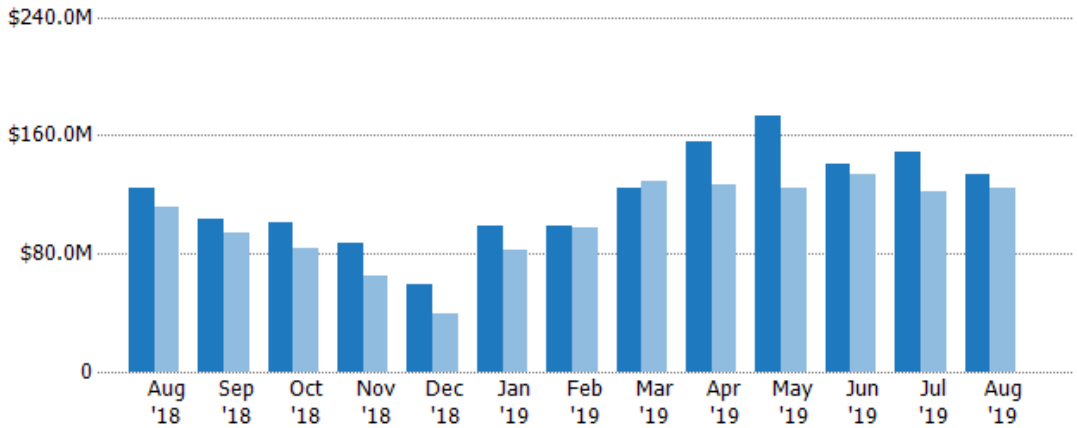
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Aug '19	\$133M	6.6%
Aug '18	\$125M	11.9%
Aug '17	\$112M	126.8%



Current Year	\$125M	\$103M	\$101M	\$87.6M	\$59.7M	\$99.1M	\$98.7M	\$125M	\$156M	\$173M	\$140M	\$149M	\$133M
Prior Year	\$112M	\$93.5M	\$83.4M	\$64.9M	\$38.8M	\$82.2M	\$97.2M	\$129M	\$126M	\$124M	\$134M	\$122M	\$125M
Percent Change from Prior Year	12%	10%	21%	35%	54%	21%	2%	-4%	23%	40%	5%	23%	7%

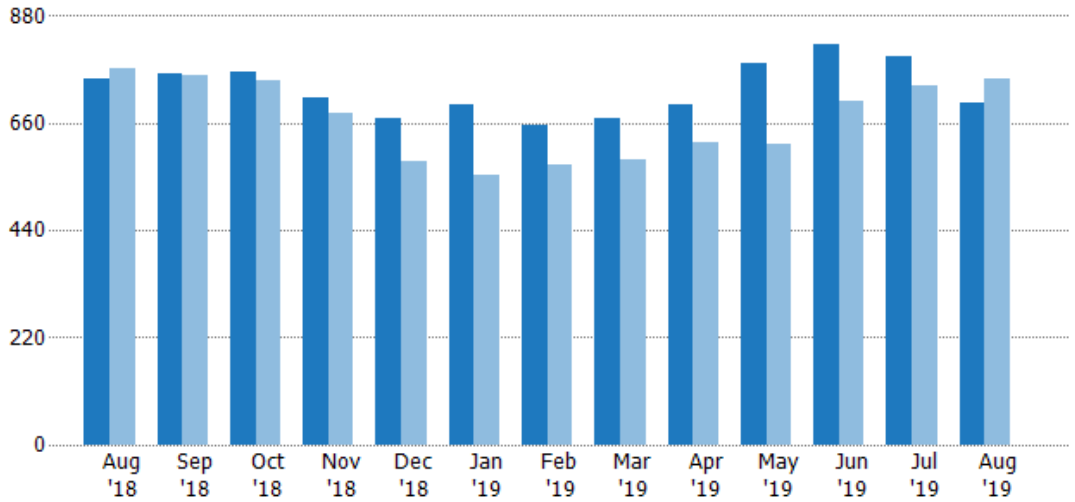
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Aug '19	701	-6.8%
Aug '18	752	-2.6%
Aug '17	772	14%



Current Year	752	761	765	711	671	698	655	669	698	781	820	798	701
Prior Year	772	758	748	679	582	554	575	584	622	618	704	738	752
Percent Change from Prior Year	-3%	0%	2%	5%	15%	26%	14%	15%	12%	26%	16%	8%	-7%

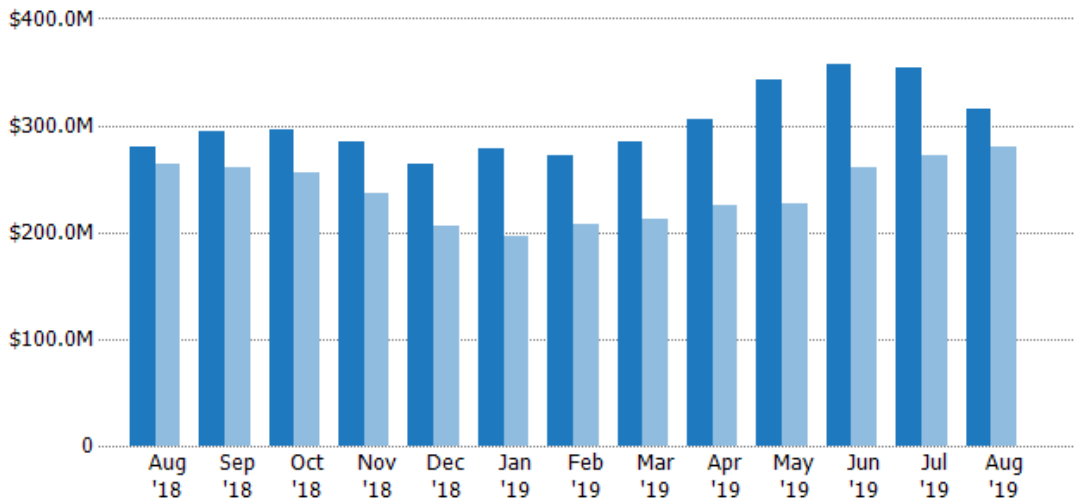
Active Listing Volume

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.
Aug '19	\$316M	12.8%
Aug '18	\$280M	6.3%
Aug '17	\$263M	3.8%



Current Year	\$280M	\$294M	\$296M	\$285M	\$264M	\$278M	\$271M	\$285M	\$305M	\$343M	\$358M	\$354M	\$316M
Prior Year	\$263M	\$261M	\$255M	\$237M	\$206M	\$196M	\$208M	\$212M	\$224M	\$226M	\$260M	\$272M	\$280M
Percent Change from Prior Year	6%	13%	16%	20%	28%	42%	31%	34%	36%	51%	37%	30%	13%

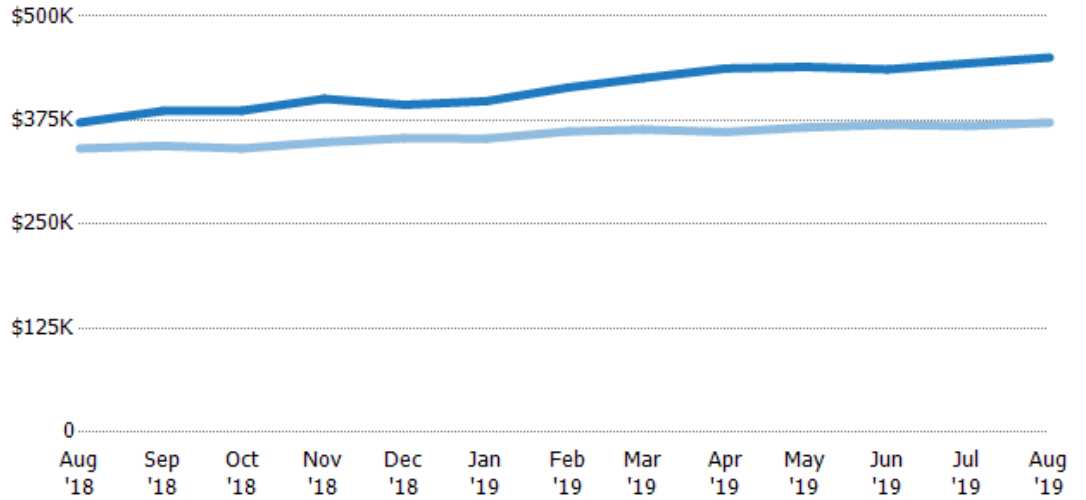
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Aug '19	\$450K	21%
Aug '18	\$372K	9.1%
Aug '17	\$341K	-8.9%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$372K	\$386K	\$386K	\$401K	\$394K	\$398K	\$414K	\$426K	\$437K	\$439K	\$436K	\$443K	\$450K
Prior Year	\$341K	\$344K	\$341K	\$349K	\$353K	\$353K	\$362K	\$364K	\$361K	\$366K	\$370K	\$368K	\$372K
Percent Change from Prior Year	9%	12%	13%	15%	11%	13%	15%	17%	21%	20%	18%	20%	21%

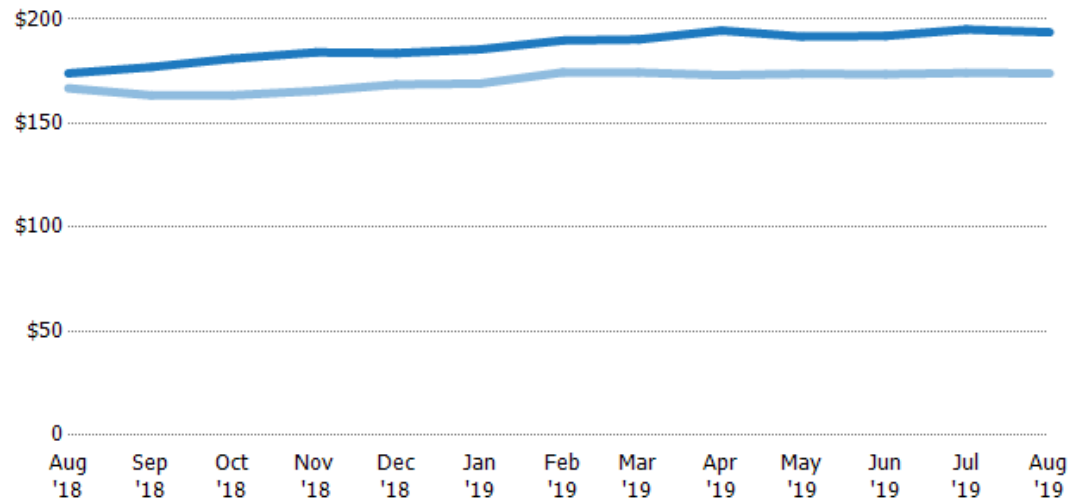
Average Listing Price per Sq Ft

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.
Aug '19	\$194	11.4%
Aug '18	\$174	4.3%
Aug '17	\$167	-11.7%



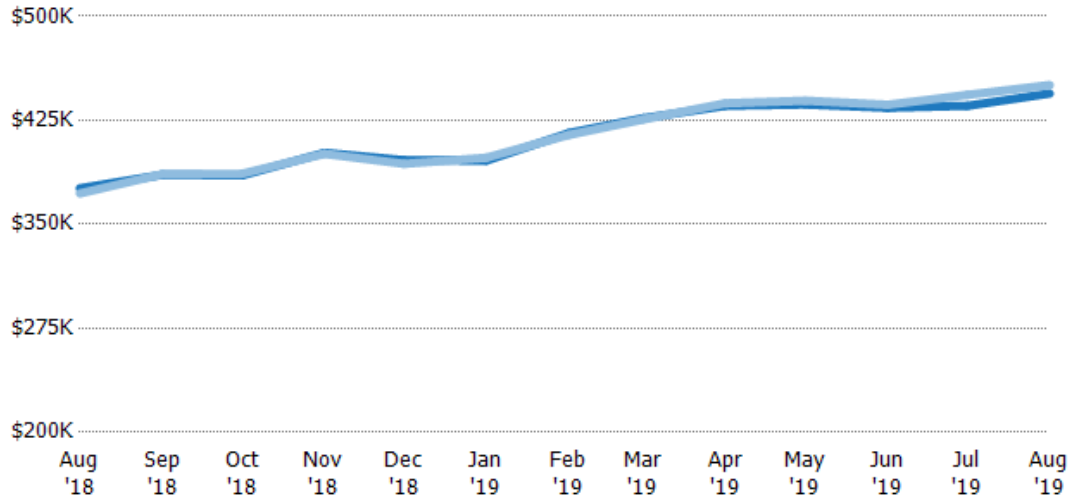
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$174	\$177	\$181	\$184	\$184	\$186	\$190	\$190	\$195	\$192	\$192	\$195	\$194
Prior Year	\$167	\$163	\$163	\$166	\$169	\$169	\$174	\$174	\$173	\$174	\$174	\$174	\$174
Percent Change from Prior Year	4%	8%	11%	11%	9%	10%	9%	9%	12%	10%	11%	12%	11%

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	\$376K	\$386K	\$385K	\$402K	\$396K	\$396K	\$416K	\$427K	\$436K	\$436K	\$434K	\$435K	\$444K
Avg Listing Price	\$372K	\$386K	\$386K	\$401K	\$394K	\$398K	\$414K	\$426K	\$437K	\$439K	\$436K	\$443K	\$450K
Avg Listing Price as a % of Avg Est Value	99%	100%	100%	100%	99%	101%	100%	100%	100%	101%	100%	102%	101%

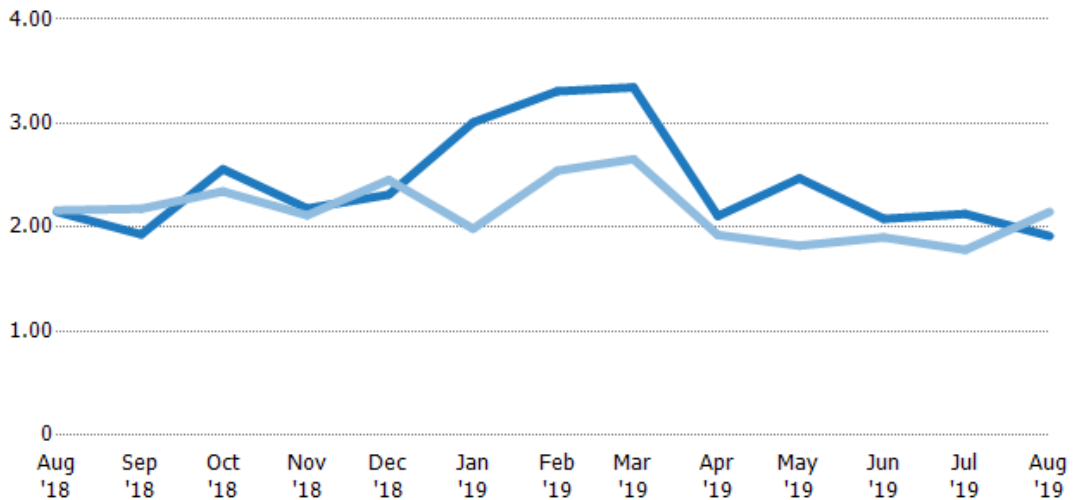
Months of Inventory

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.
Aug '19	1.92	-10.9%
Aug '18	2.15	-0.6%
Aug '17	2.16	30.8%



Current Year	2.15	1.93	2.56	2.18	2.31	3.01	3.31	3.35	2.11	2.47	2.08	2.13	1.92
Prior Year	2.16	2.18	2.34	2.12	2.46	1.99	2.54	2.65	1.93	1.82	1.9	1.78	2.15
Percent Change from Prior Year	-1%	-11%	9%	3%	-6%	52%	30%	26%	10%	36%	9%	19%	-11%

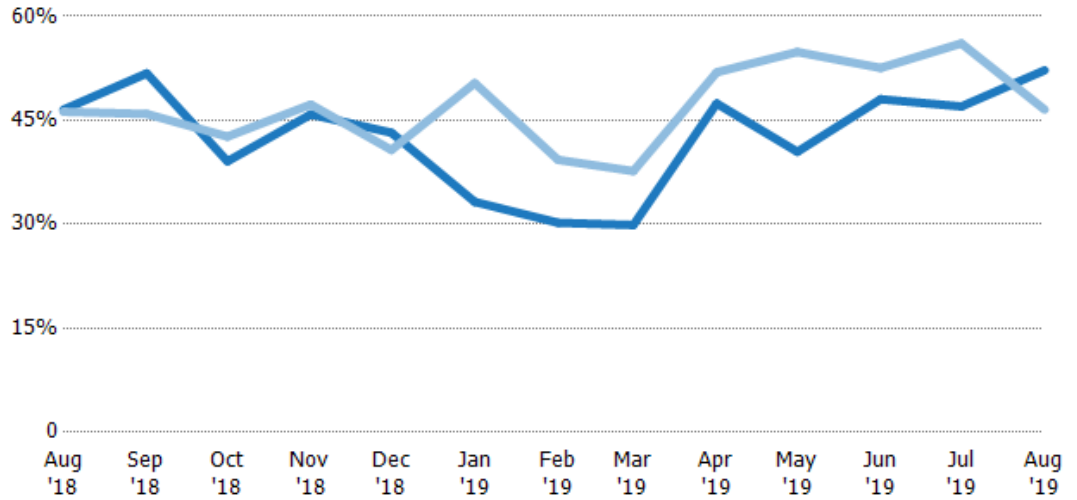
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Aug '19	52%	-5.7%
Aug '18	47%	-0.3%
Aug '17	46%	-23.6%

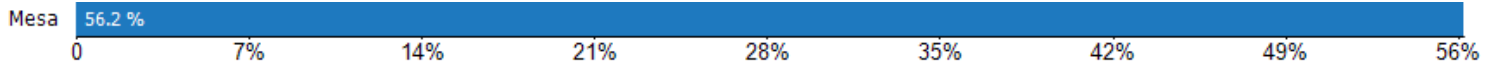


	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	47%	52%	39%	46%	43%	33%	30%	30%	47%	40%	48%	47%	52%
Prior Year	46%	46%	43%	47%	41%	50%	39%	38%	52%	55%	53%	56%	47%
Change from Prior Year	0%	-6%	4%	1%	-2%	17%	9%	8%	5%	14%	5%	9%	-6%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



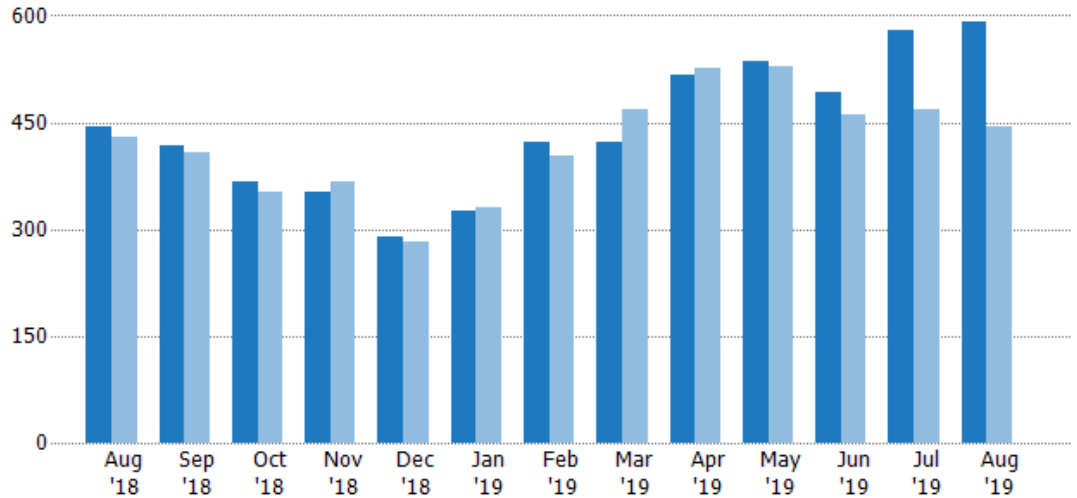
Pending Sales

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.
Aug '19	592	33%
Aug '18	445	3.5%
Aug '17	430	-14%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	445	417	366	353	289	326	422	423	517	535	493	579	592
Prior Year	430	407	353	367	282	330	404	468	527	529	462	467	445
Percent Change from Prior Year	3%	2%	4%	-4%	2%	-1%	4%	-10%	-2%	1%	7%	24%	33%

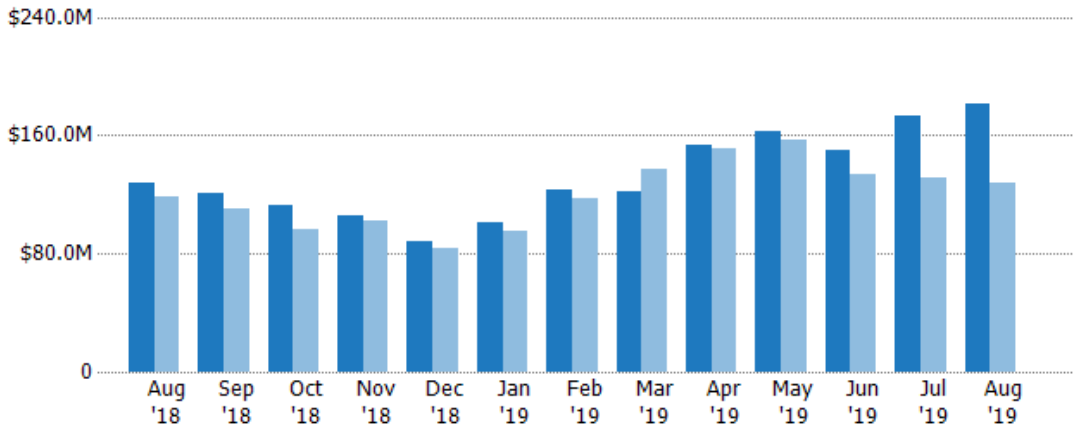
Pending Sales Volume

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.
Aug '19	\$181M	41.2%
Aug '18	\$128M	8.2%
Aug '17	\$119M	115.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$128M	\$121M	\$113M	\$106M	\$88.3M	\$101M	\$123M	\$122M	\$154M	\$162M	\$149M	\$174M	\$181M
Prior Year	\$119M	\$110M	\$95.9M	\$102M	\$83.1M	\$95.4M	\$117M	\$138M	\$151M	\$157M	\$134M	\$132M	\$128M
Percent Change from Prior Year	8%	10%	18%	3%	6%	6%	5%	-11%	2%	3%	12%	32%	41%

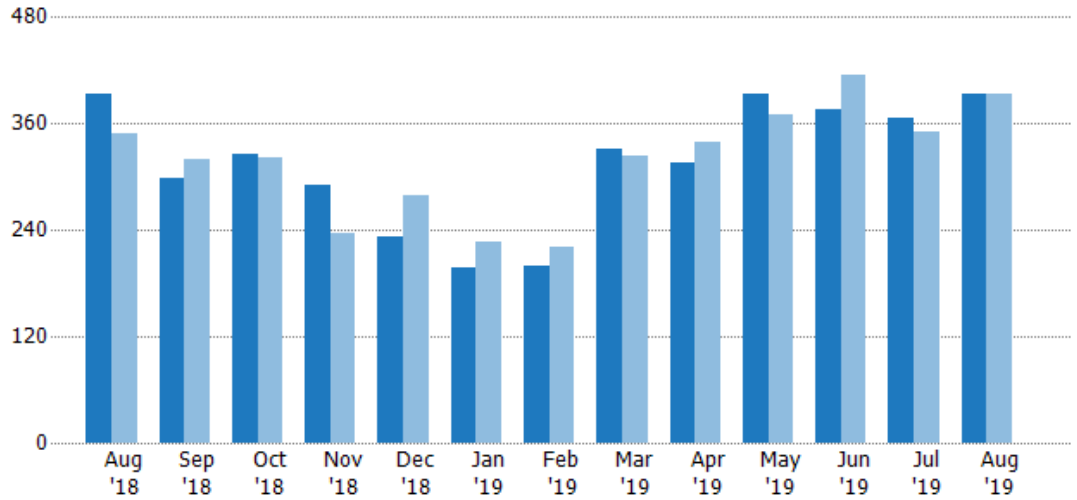
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Aug '19	394	0%
Aug '18	394	13.2%
Aug '17	348	-11.8%



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	394	299	326	290	232	198	200	331	316	394	375	366	394
Prior Year	348	319	321	237	279	226	220	323	339	370	414	350	394
Percent Change from Prior Year	13%	-6%	2%	22%	-17%	-12%	-9%	2%	-7%	6%	-9%	5%	0%

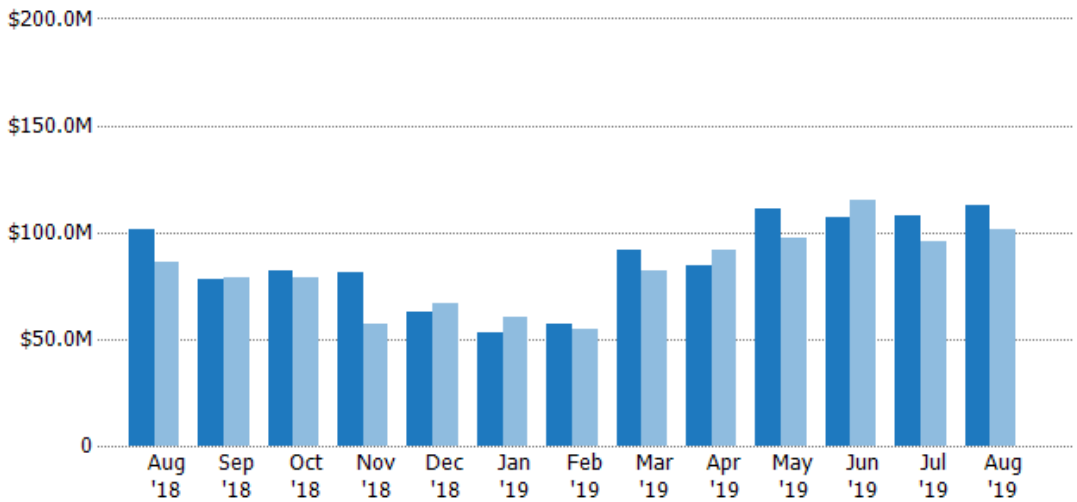
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Aug '19	\$113M	11.4%
Aug '18	\$101M	17.6%
Aug '17	\$86M	-16.4%



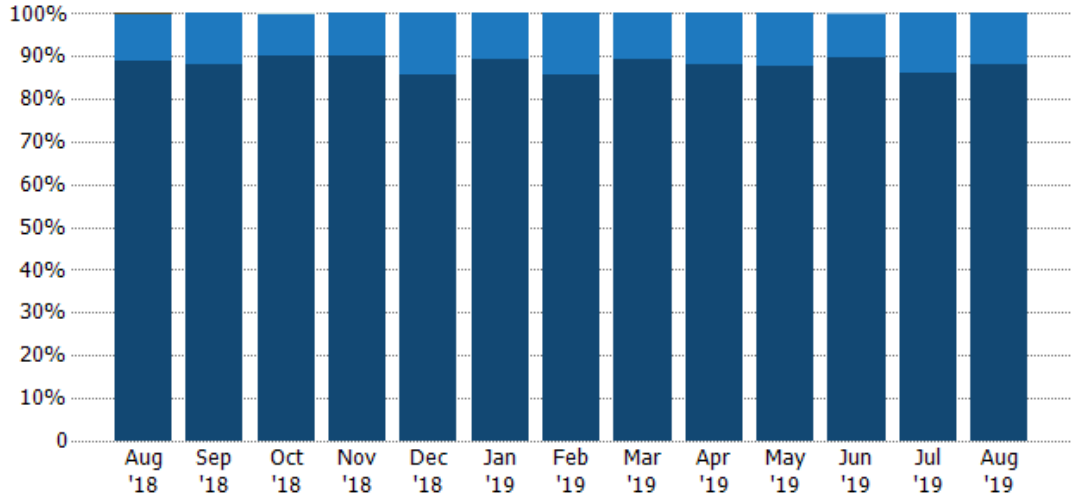
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	\$101M	\$77.8M	\$82.3M	\$80.9M	\$62.9M	\$53.2M	\$57M	\$91.6M	\$84.7M	\$111M	\$107M	\$108M	\$113M
Prior Year	\$86M	\$78.9M	\$78.7M	\$56.7M	\$67.1M	\$60.3M	\$54.6M	\$82M	\$91.8M	\$97M	\$115M	\$95.5M	\$101M
Percent Change from Prior Year	18%	-1%	5%	43%	-6%	-12%	4%	12%	-8%	14%	-7%	13%	11%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado

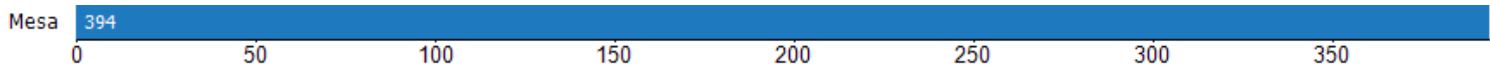


Coop	0%	-	-	-	-	-	-	-	-	-	-	-	-
Lot/Land	-	-	0%	-	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	-	-	-	0%	-	-	-
Condo/Townhouse	11%	12%	10%	10%	14%	11%	15%	11%	12%	12%	10%	14%	12%
Single Family Residence	89%	88%	90%	90%	86%	89%	86%	89%	88%	88%	90%	86%	88%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

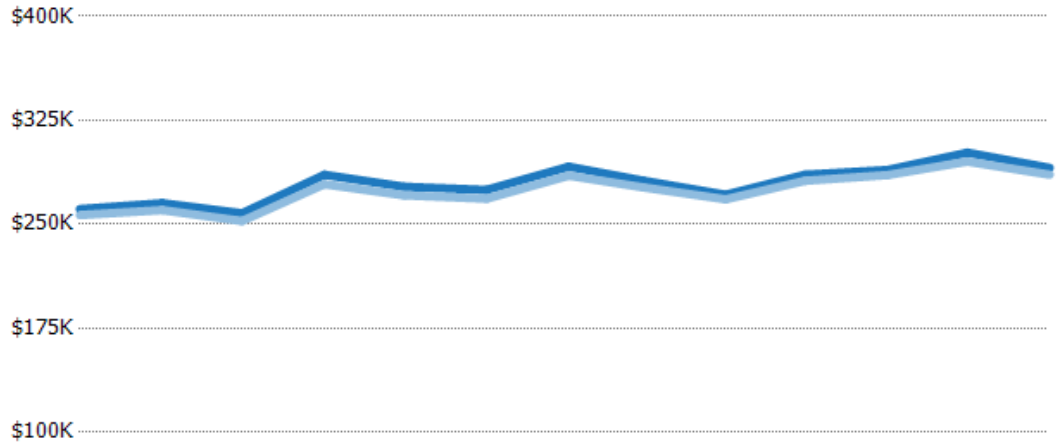


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



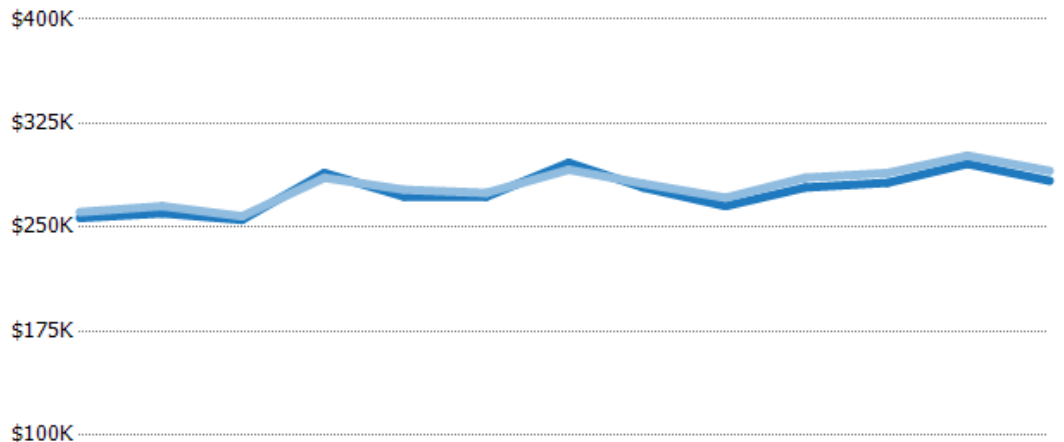
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$261K	\$265K	\$258K	\$286K	\$277K	\$275K	\$292K	\$281K	\$271K	\$286K	\$289K	\$302K	\$291K
Avg Sales Price	\$257K	\$260K	\$252K	\$279K	\$271K	\$268K	\$285K	\$277K	\$268K	\$281K	\$286K	\$295K	\$286K
Avg Sales Price as a % of Avg List Price	98%	98%	98%	98%	98%	98%	98%	98%	99%	98%	99%	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



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg Est Value	\$257K	\$260K	\$255K	\$289K	\$272K	\$272K	\$296K	\$279K	\$265K	\$279K	\$282K	\$296K	\$284K
Avg Sales Price	\$261K	\$265K	\$258K	\$286K	\$277K	\$275K	\$292K	\$281K	\$271K	\$286K	\$289K	\$302K	\$291K
Avg Sales Price as a % of Avg Est Value	102%	102%	101%	99%	102%	101%	98%	101%	102%	103%	103%	102%	103%

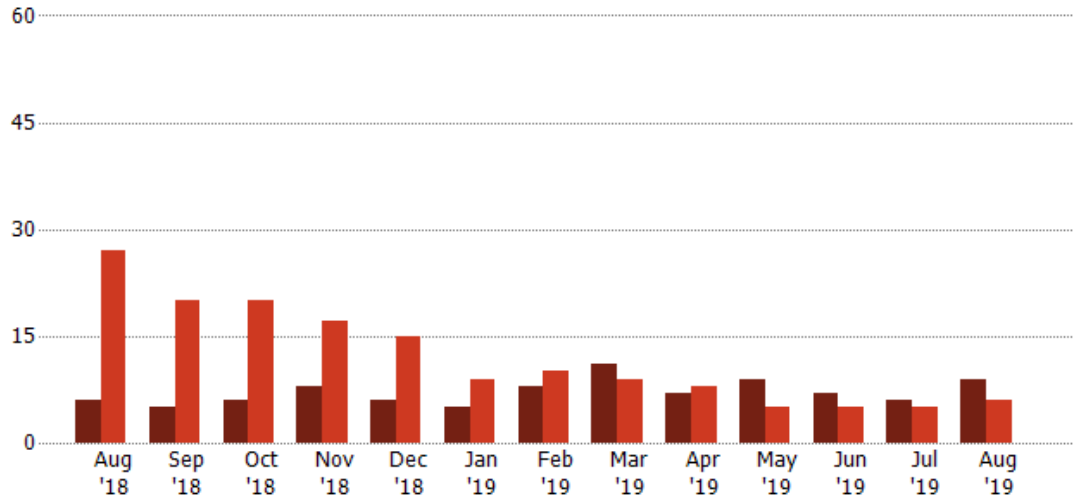
Distressed Listings

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.
Aug '19	9	50%
Aug '18	6	-77.8%
Aug '17	27	114.8%

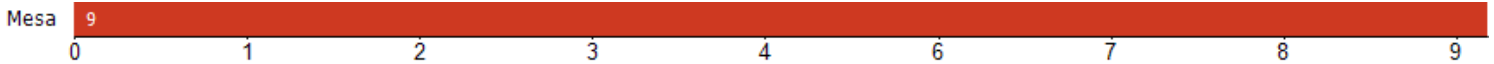


Current Year	6	5	6	8	6	5	8	11	7	9	7	6	9
Prior Year	27	20	20	17	15	9	10	9	8	5	5	5	6
Percent Change from Prior Year	-78%	-75%	-70%	-53%	-60%	-44%	-20%	22%	-13%	80%	40%	20%	50%

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: 09/06/2019

Scheduled: Yes

Report Date Range: From 8/2018 To: 8/2019

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 8/2019 data

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