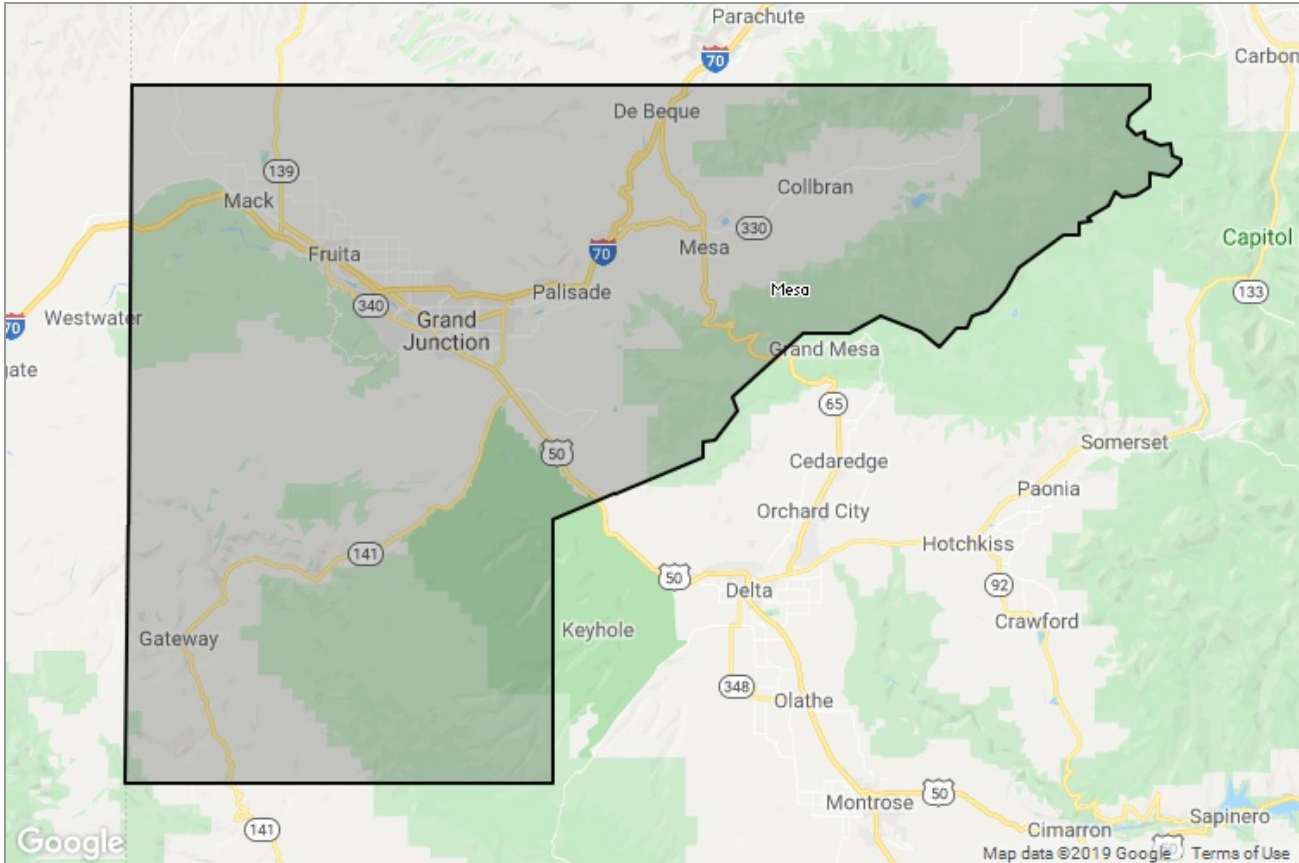




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2018 – 11/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/04/2019

Scheduled: Yes

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

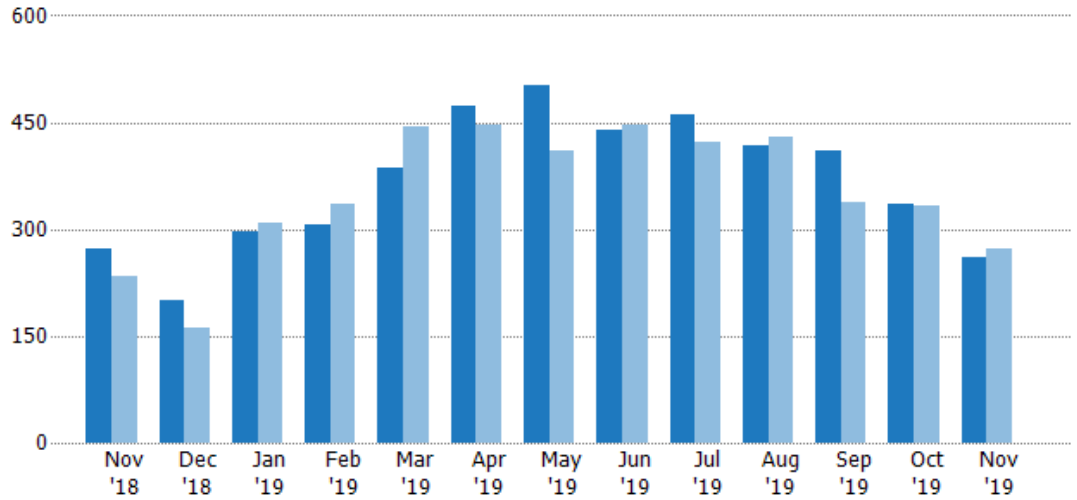
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Nov '19	261	-4.4%
Nov '18	273	17.2%
Nov '17	233	-10.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	273	199	297	307	387	474	502	440	460	417	411	335	261
Prior Year	233	162	309	335	445	447	411	446	422	430	338	333	273
Percent Change from Prior Year	17%	23%	-4%	-8%	-13%	6%	22%	-1%	9%	-3%	22%	1%	-4%

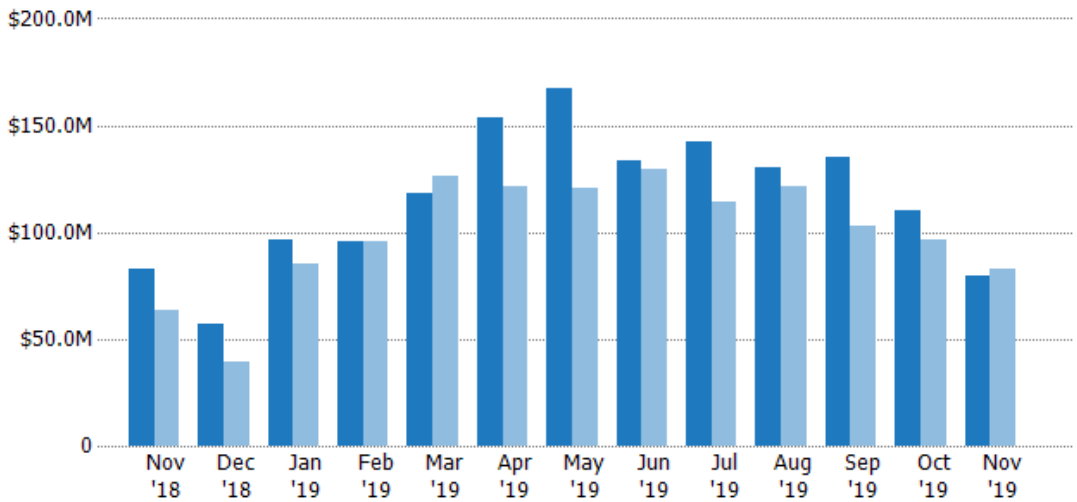
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Nov '19	\$79.2M	-3.9%
Nov '18	\$82.5M	30.2%
Nov '17	\$63.3M	-21.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$82.5M	\$57.4M	\$96.6M	\$95.9M	\$118M	\$153M	\$167M	\$134M	\$143M	\$130M	\$135M	\$110M	\$79.2M
Prior Year	\$63.3M	\$39.3M	\$85M	\$95.3M	\$126M	\$122M	\$120M	\$130M	\$114M	\$122M	\$103M	\$96.6M	\$82.5M
Percent Change from Prior Year	30%	46%	14%	1%	-6%	26%	39%	3%	25%	7%	31%	14%	-4%

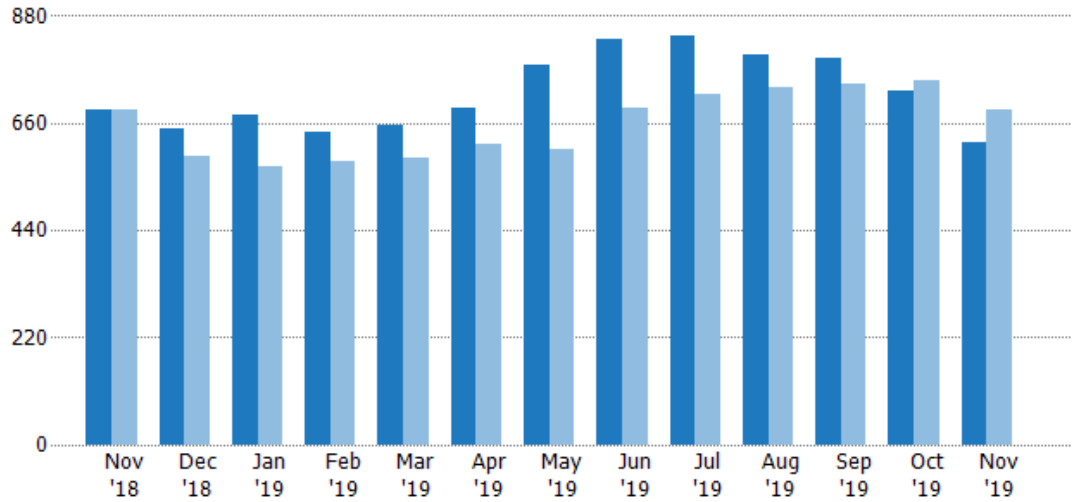
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Nov '19	621	-9.7%
Nov '18	688	0.3%
Nov '17	686	15.2%



Current Year	688	650	678	642	655	692	779	832	840	799	792	726	621
Prior Year	686	592	570	582	587	616	605	690	719	735	742	746	688
Percent Change from Prior Year	0%	10%	19%	10%	12%	12%	29%	21%	17%	9%	7%	-3%	-10%

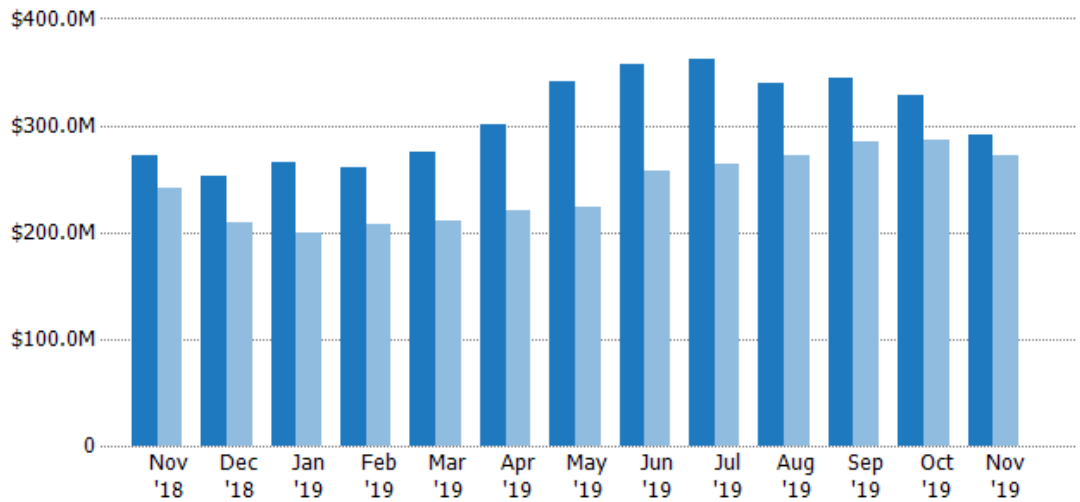
Active Listing Volume

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.
Nov '19	\$291M	6.6%
Nov '18	\$273M	13.2%
Nov '17	\$241M	5.6%



Current Year	\$273M	\$252M	\$266M	\$261M	\$275M	\$301M	\$341M	\$357M	\$362M	\$339M	\$345M	\$328M	\$291M
Prior Year	\$241M	\$210M	\$199M	\$208M	\$211M	\$221M	\$224M	\$257M	\$264M	\$272M	\$285M	\$287M	\$273M
Percent Change from Prior Year	13%	20%	34%	26%	30%	36%	52%	39%	37%	24%	21%	14%	7%

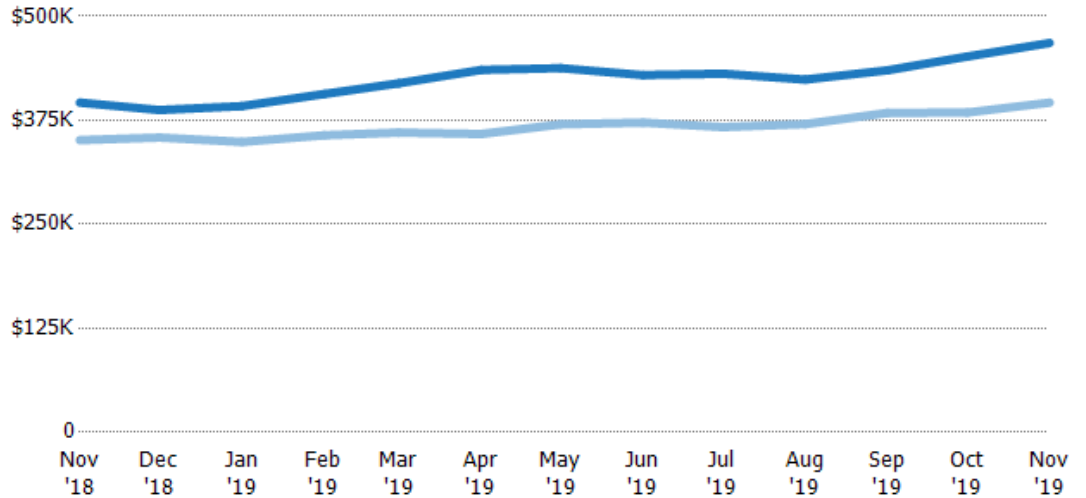
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Nov '19	\$468K	18.1%
Nov '18	\$396K	12.8%
Nov '17	\$351K	-8.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$396K	\$387K	\$392K	\$407K	\$419K	\$436K	\$438K	\$429K	\$431K	\$424K	\$435K	\$452K	\$468K
Prior Year	\$351K	\$354K	\$349K	\$357K	\$360K	\$359K	\$370K	\$372K	\$367K	\$370K	\$384K	\$384K	\$396K
Percent Change from Prior Year	13%	9%	12%	14%	16%	21%	18%	15%	18%	14%	13%	18%	18%

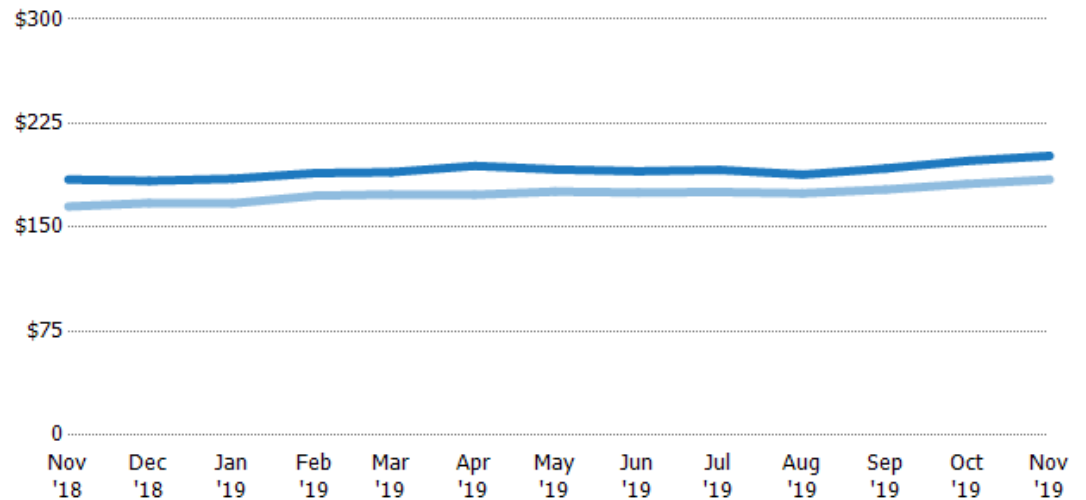
Average Listing Price per Sq Ft

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.
Nov '19	\$201	9.3%
Nov '18	\$184	11.8%
Nov '17	\$165	-8.9%



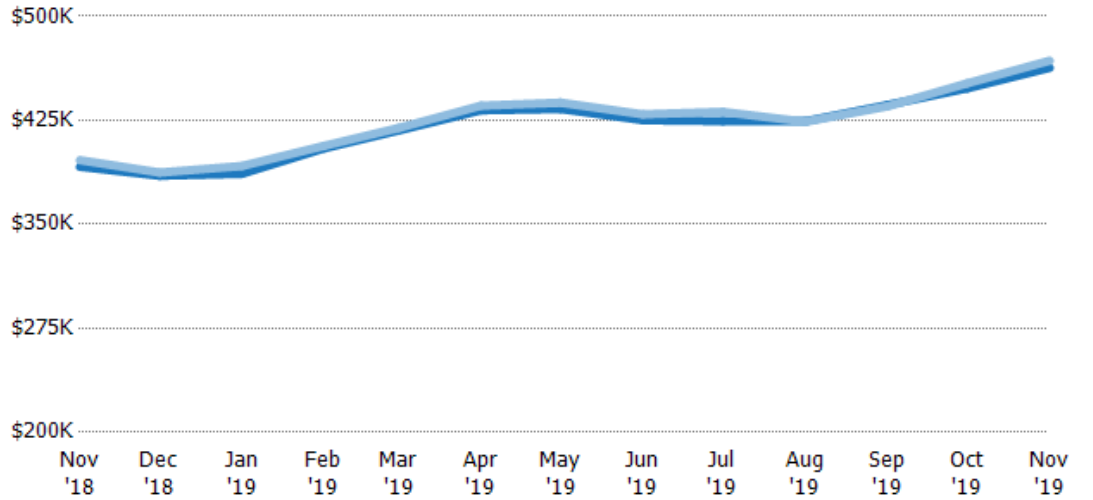
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$184	\$183	\$185	\$189	\$190	\$194	\$192	\$190	\$191	\$188	\$192	\$198	\$201
Prior Year	\$165	\$167	\$167	\$173	\$174	\$173	\$176	\$175	\$175	\$174	\$177	\$181	\$184
Percent Change from Prior Year	12%	10%	11%	9%	9%	12%	9%	9%	9%	8%	9%	9%	9%

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	\$392K	\$385K	\$386K	\$405K	\$418K	\$432K	\$433K	\$425K	\$424K	\$424K	\$436K	\$448K	\$463K
Avg Listing Price	\$396K	\$387K	\$392K	\$407K	\$419K	\$436K	\$438K	\$429K	\$431K	\$424K	\$435K	\$452K	\$468K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	100%	100%	101%	101%	101%	102%	100%	100%	101%	101%

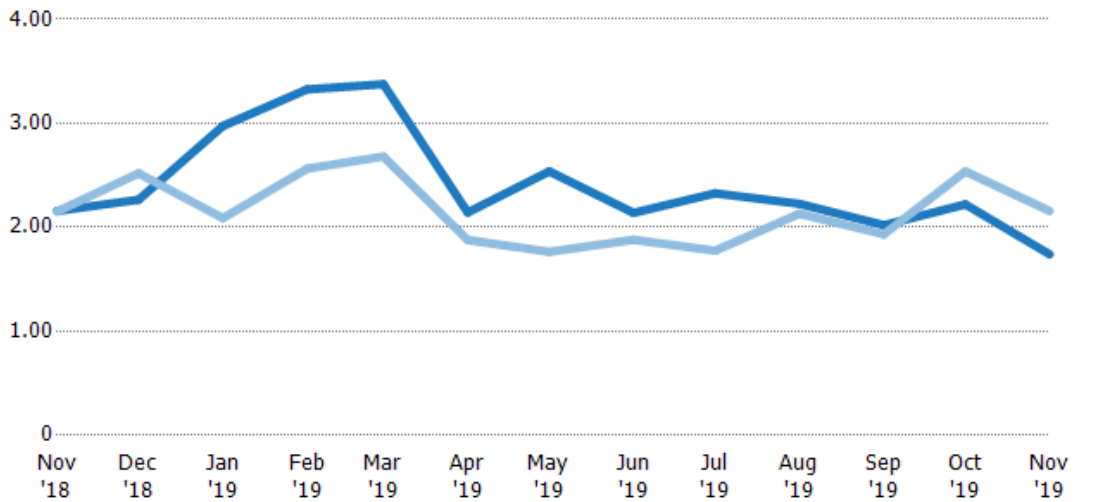
Months of Inventory

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.
Nov '19	1.74	-19.3%
Nov '18	2.16	0.3%
Nov '17	2.15	48.7%



Current Year	2.16	2.26	2.97	3.33	3.38	2.14	2.54	2.14	2.33	2.23	2.02	2.22	1.74
Prior Year	2.15	2.52	2.09	2.56	2.68	1.88	1.76	1.88	1.78	2.13	1.93	2.54	2.16
Percent Change from Prior Year	0%	-10%	42%	30%	26%	14%	44%	14%	31%	4%	5%	-13%	-19%

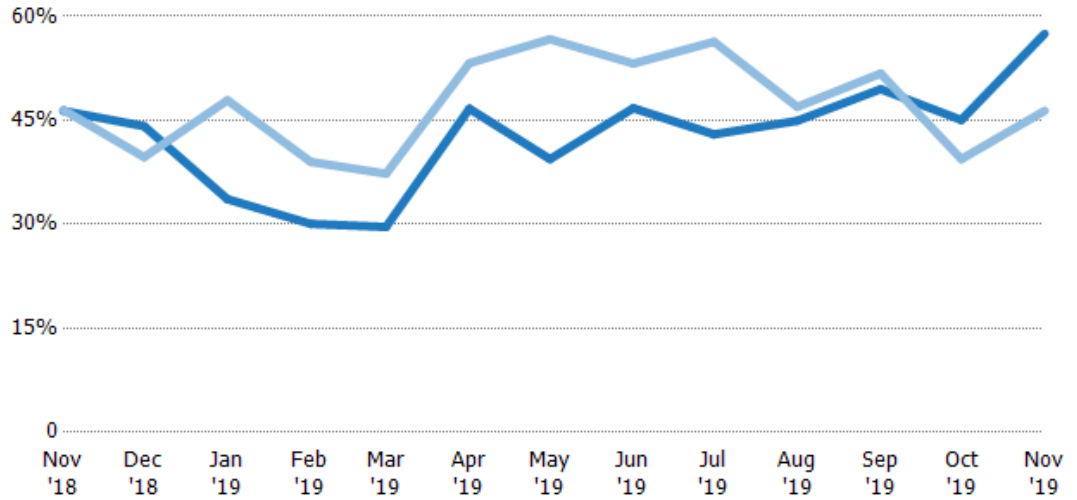
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Nov '19	57%	-11.1%
Nov '18	46%	0.1%
Nov '17	47%	-32.8%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	46%	44%	34%	30%	30%	47%	39%	47%	43%	45%	49%	45%	57%
Prior Year	47%	40%	48%	39%	37%	53%	57%	53%	56%	47%	52%	39%	46%
Change from Prior Year	0%	-4%	14%	9%	8%	7%	17%	6%	13%	2%	2%	-6%	-11%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



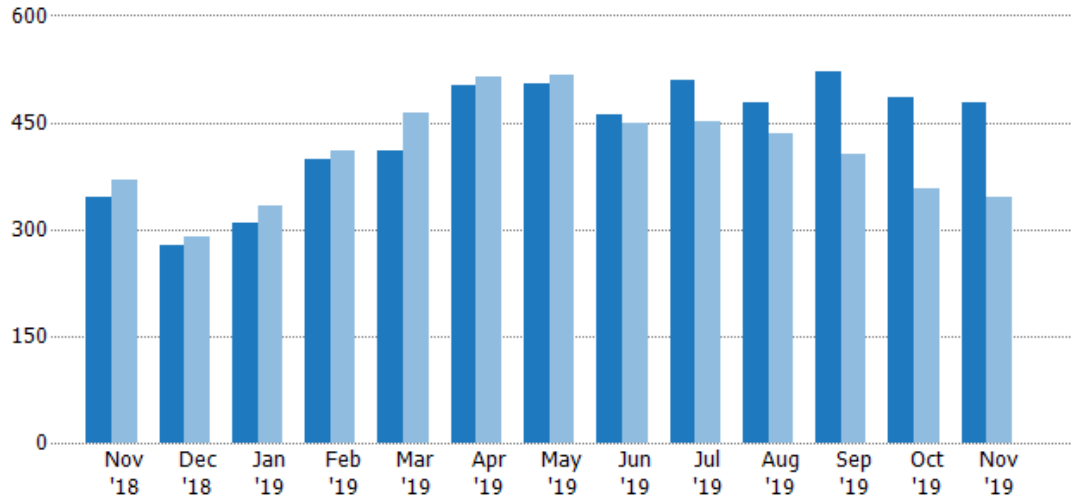
Pending Sales

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.
Nov '19	478	39%
Nov '18	344	-7%
Nov '17	370	-16.2%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	344	277	308	398	410	503	505	460	509	478	521	486	478
Prior Year	370	290	333	411	464	513	516	449	452	435	405	357	344
Percent Change from Prior Year	-7%	-4%	-8%	-3%	-12%	-2%	-2%	2%	13%	10%	29%	36%	39%

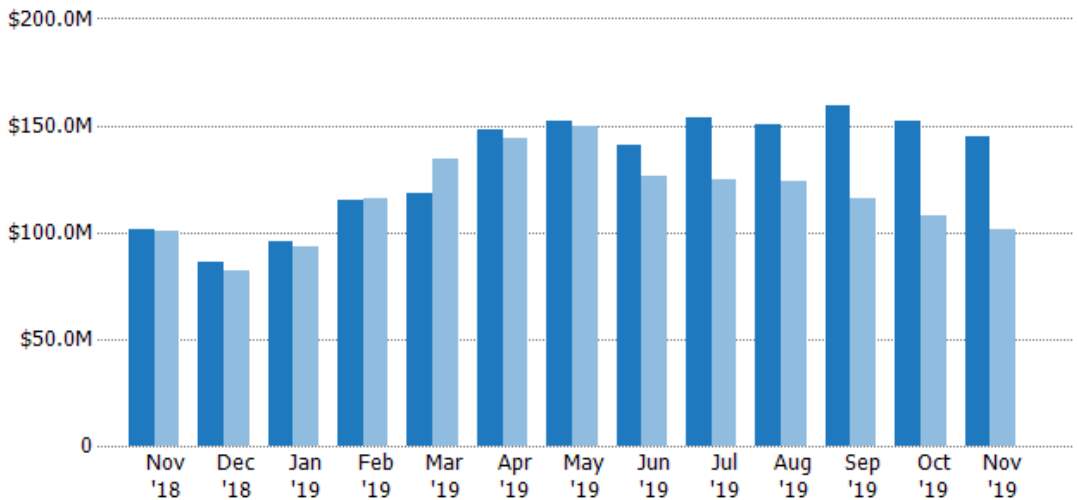
Pending Sales Volume

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.
Nov '19	\$145M	43.5%
Nov '18	\$101M	0.7%
Nov '17	\$100M	-21.9%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$101M	\$86M	\$95.4M	\$115M	\$118M	\$148M	\$152M	\$141M	\$154M	\$150M	\$159M	\$152M	\$145M
Prior Year	\$100M	\$82.1M	\$92.9M	\$116M	\$134M	\$144M	\$150M	\$126M	\$125M	\$124M	\$116M	\$108M	\$101M
Percent Change from Prior Year		1%	5%	3%	-1%	-12%	3%	1%	12%	23%	21%	38%	41%

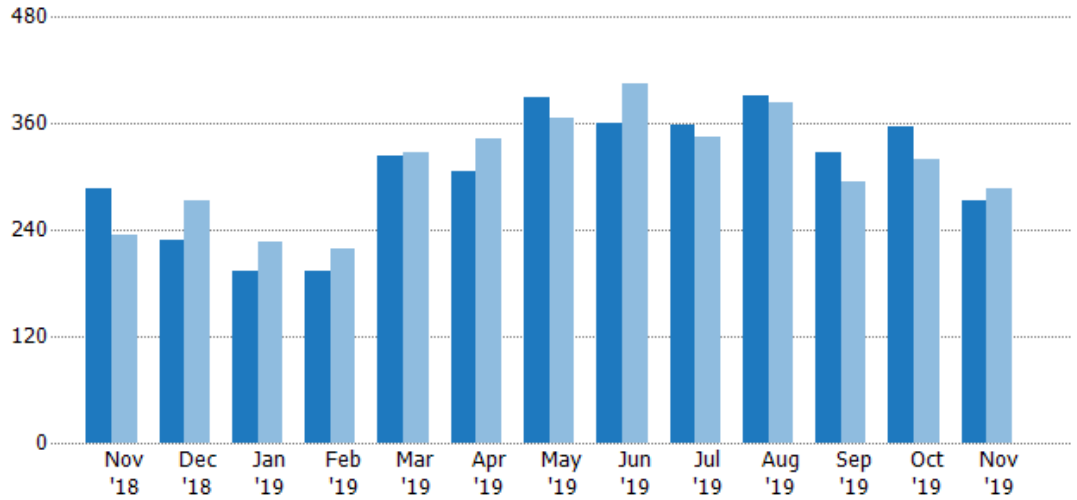
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Nov '19	274	-4.5%
Nov '18	287	22.1%
Nov '17	235	3%



Current Year	287	228	193	194	323	307	389	361	359	392	327	357	274
Prior Year	235	273	227	219	328	343	367	405	345	384	294	319	287
Percent Change from Prior Year	22%	-16%	-15%	-11%	-2%	-10%	6%	-11%	4%	2%	11%	12%	-5%

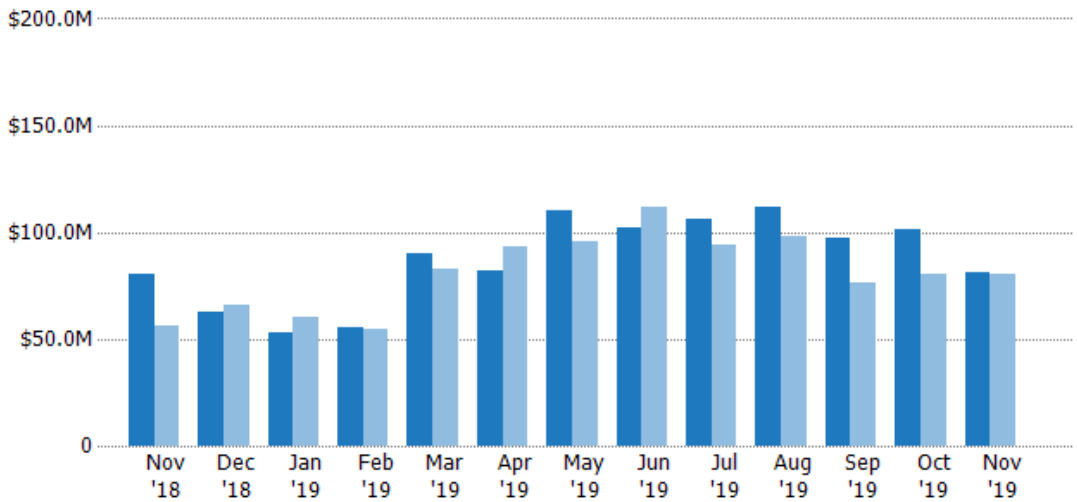
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Nov '19	\$81.1M	1.2%
Nov '18	\$80.2M	43.3%
Nov '17	\$56M	-1.3%



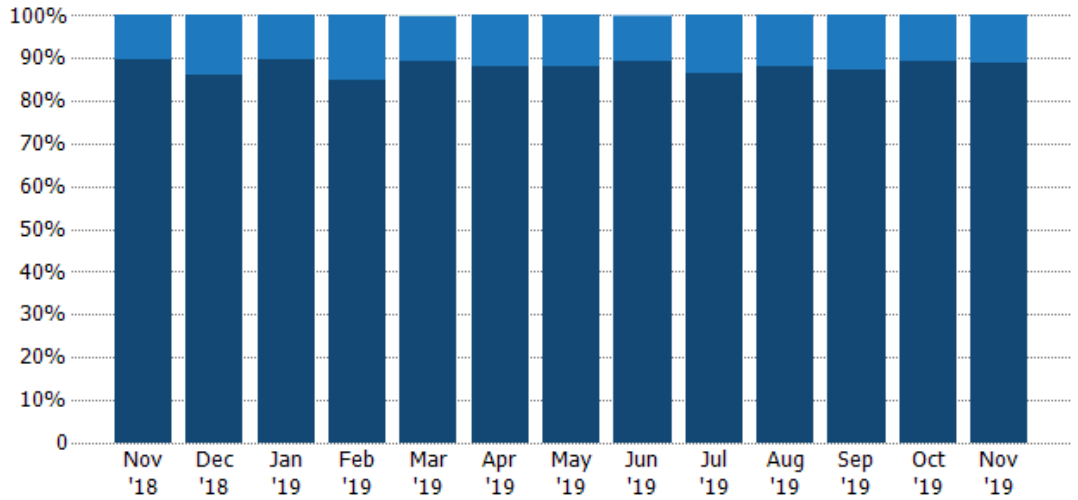
Current Year	\$80.2M	\$62.4M	\$53.1M	\$55.4M	\$89.7M	\$82.2M	\$110M	\$102M	\$106M	\$112M	\$97.2M	\$101M	\$81.1M
Prior Year	\$56M	\$65.6M	\$60.2M	\$54.7M	\$83.1M	\$93.3M	\$95.8M	\$112M	\$93.9M	\$98.1M	\$76.5M	\$80.7M	\$80.2M
Percent Change from Prior Year	43%	-5%	-12%	1%	8%	-12%	15%	-9%	13%	14%	27%	26%	1%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado



Multifamily/Multiplex	-	-	-	-	0%	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	-	0%	-	-	-	-	-
Condo/Townhouse	10%	14%	10%	15%	10%	12%	12%	11%	14%	12%	13%	11%	11%
Single Family Residence	90%	86%	90%	85%	89%	88%	88%	89%	86%	88%	87%	89%	89%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

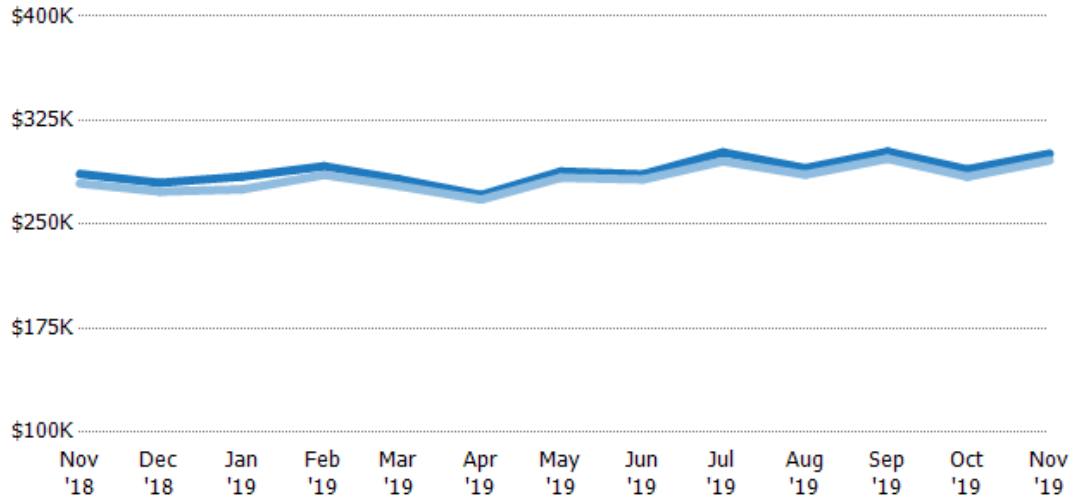


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



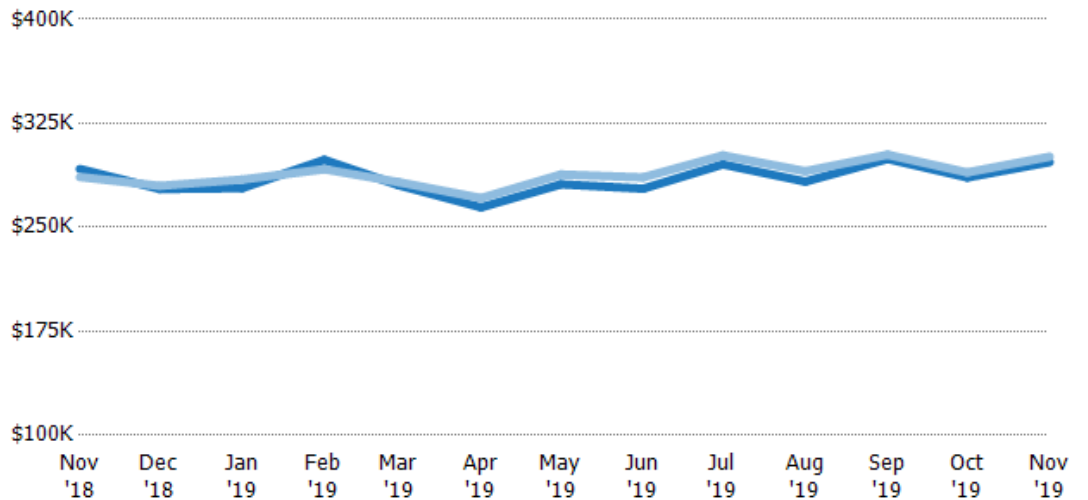
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$286K	\$280K	\$284K	\$292K	\$283K	\$271K	\$288K	\$286K	\$302K	\$290K	\$302K	\$290K	\$301K
Avg Sales Price	\$279K	\$274K	\$275K	\$286K	\$278K	\$268K	\$284K	\$282K	\$295K	\$286K	\$297K	\$284K	\$296K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	98%	98%	99%	98%	99%	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



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$292K	\$278K	\$278K	\$299K	\$280K	\$264K	\$281K	\$278K	\$295K	\$283K	\$299K	\$286K	\$297K
Avg Sales Price	\$286K	\$280K	\$284K	\$292K	\$283K	\$271K	\$288K	\$286K	\$302K	\$290K	\$302K	\$290K	\$301K
Avg Sales Price as a % of Avg Est Value	98%	101%	102%	98%	101%	103%	103%	103%	102%	103%	101%	101%	101%

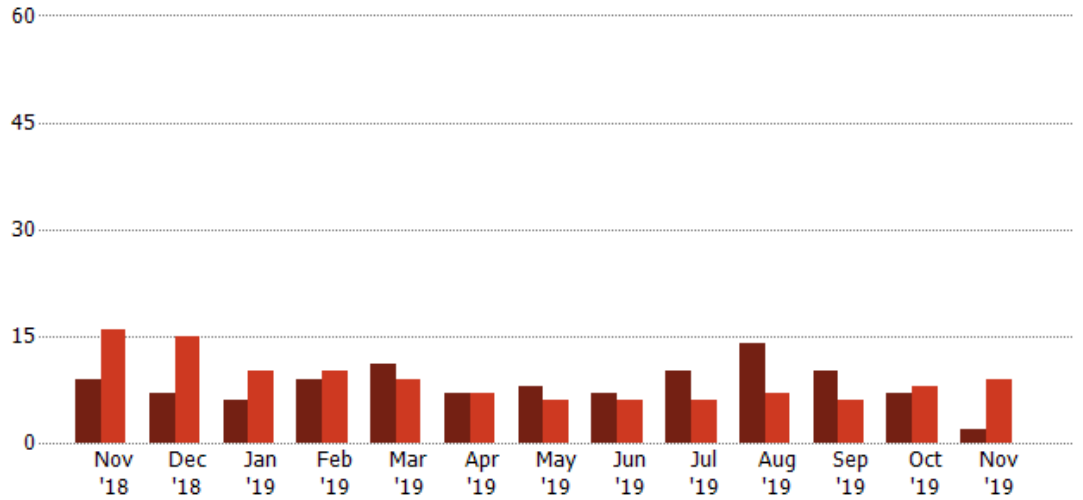
Distressed Listings

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.
Nov '19	2	-77.8%
Nov '18	9	-43.8%
Nov '17	16	262.5%

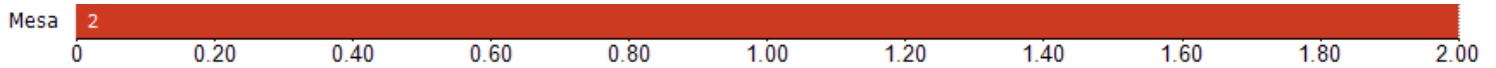


Current Year	9	7	6	9	11	7	8	7	10	14	10	7	2
Prior Year	16	15	10	10	9	7	6	6	6	7	6	8	9
Percent Change from Prior Year	-44%	-53%	-40%	-10%	22%	0%	33%	17%	67%	100%	67%	-13%	-78%

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: 12/04/2019

Scheduled: Yes

Report Date Range: From 11/2018 To: 11/2019

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 11/2019 data

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