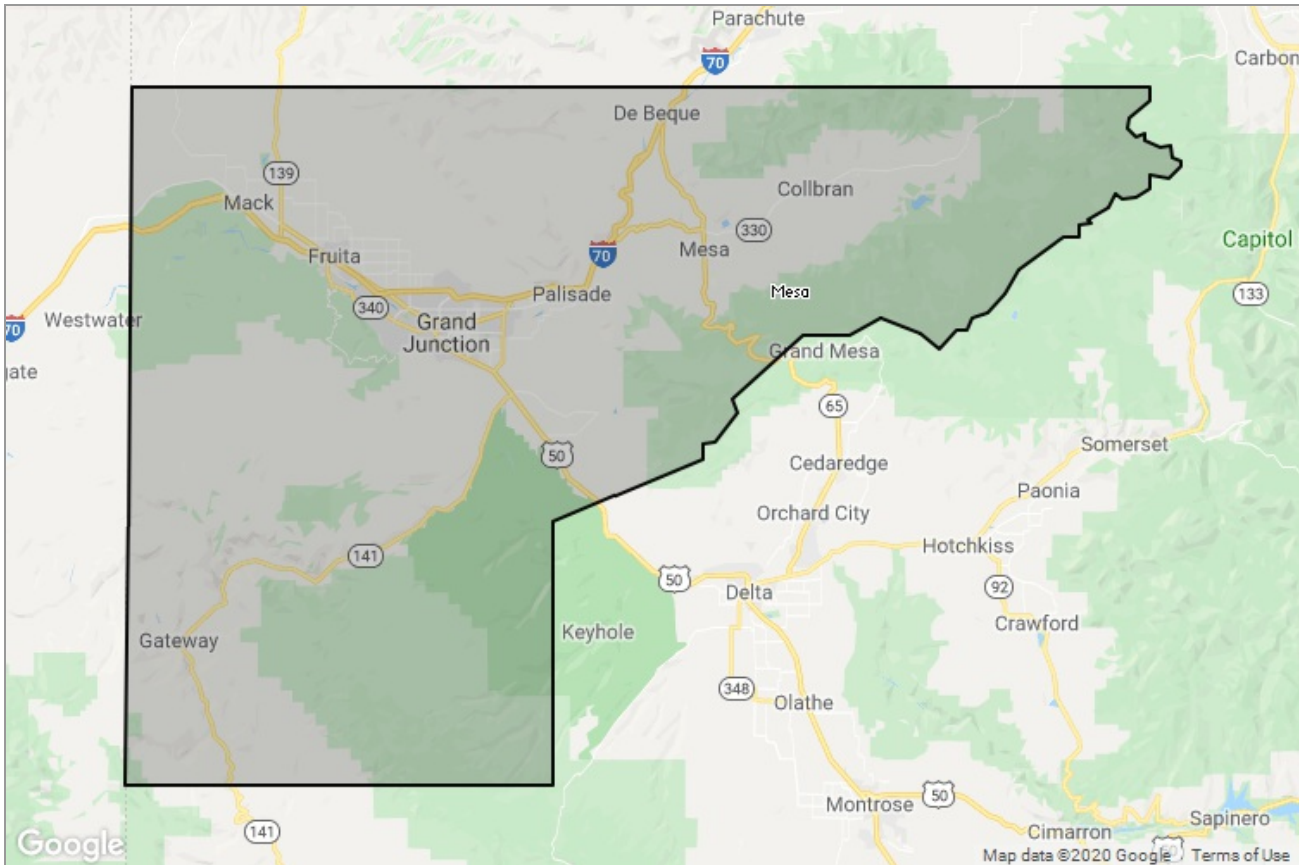




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2018 – 12/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/04/2020

**Scheduled:** Yes

Presented by

**Grand Junction Area REALTOR®  
Association**

(970) 243-3322

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

2743 Crossroads Blvd  
Grand Junction, CO 81506

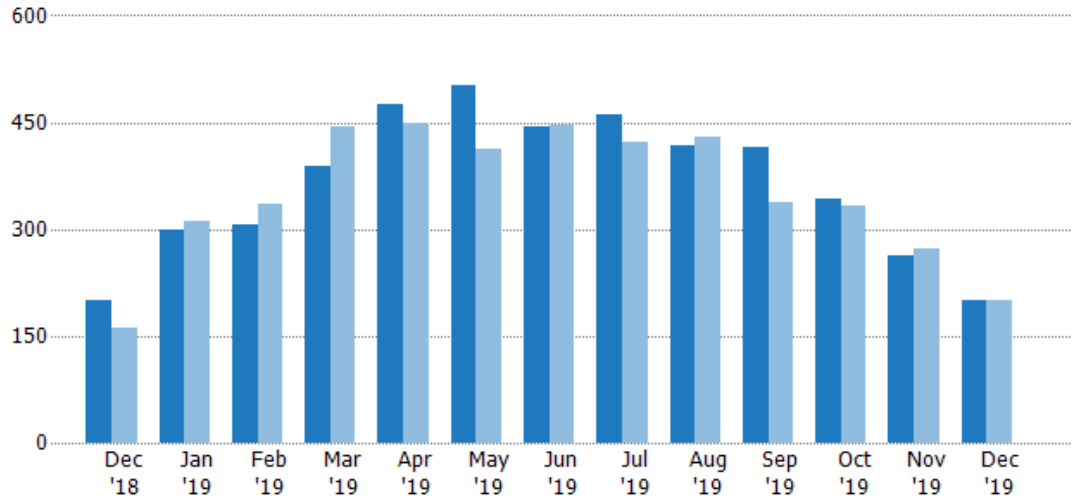
## New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '19	199	0%
Dec '18	199	22.8%
Dec '17	162	1.2%



Current Year	199	299	306	388	476	503	443	462	417	414	342	262	199
Prior Year	162	311	336	444	449	412	446	423	429	338	334	272	199
Percent Change from Prior Year	23%	-4%	-9%	-13%	6%	22%	-1%	9%	-3%	22%	2%	-4%	0%

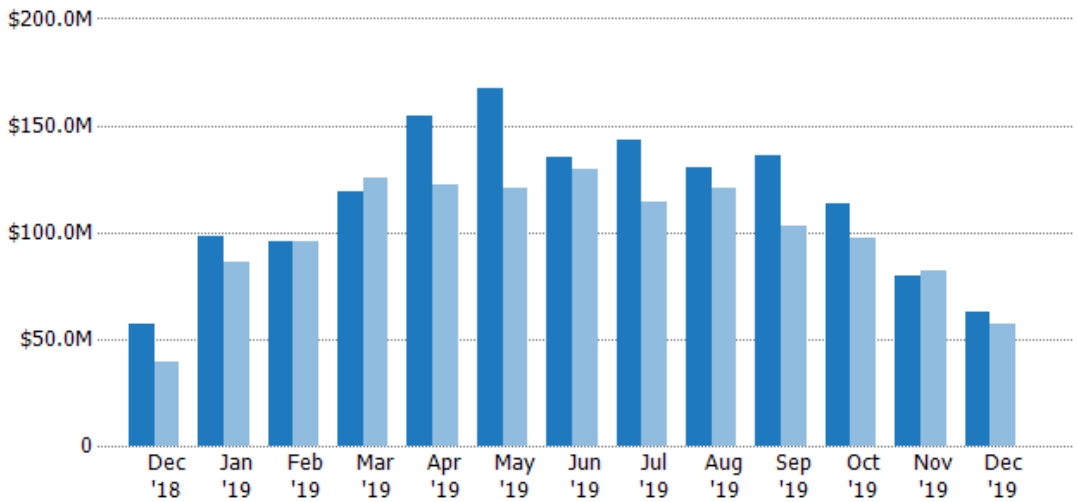
## New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Dec '19	\$62.4M	8.7%
Dec '18	\$57.4M	45.4%
Dec '17	\$39.5M	-2.8%



Current Year	\$57.4M	\$97.7M	\$95.6M	\$119M	\$154M	\$167M	\$135M	\$143M	\$130M	\$136M	\$113M	\$79.7M	\$62.4M
Prior Year	\$39.5M	\$86M	\$95.6M	\$126M	\$123M	\$120M	\$130M	\$114M	\$121M	\$103M	\$96.9M	\$82M	\$57.4M
Percent Change from Prior Year	45%	14%	0%	-6%	26%	39%	4%	25%	8%	33%	17%	-3%	9%

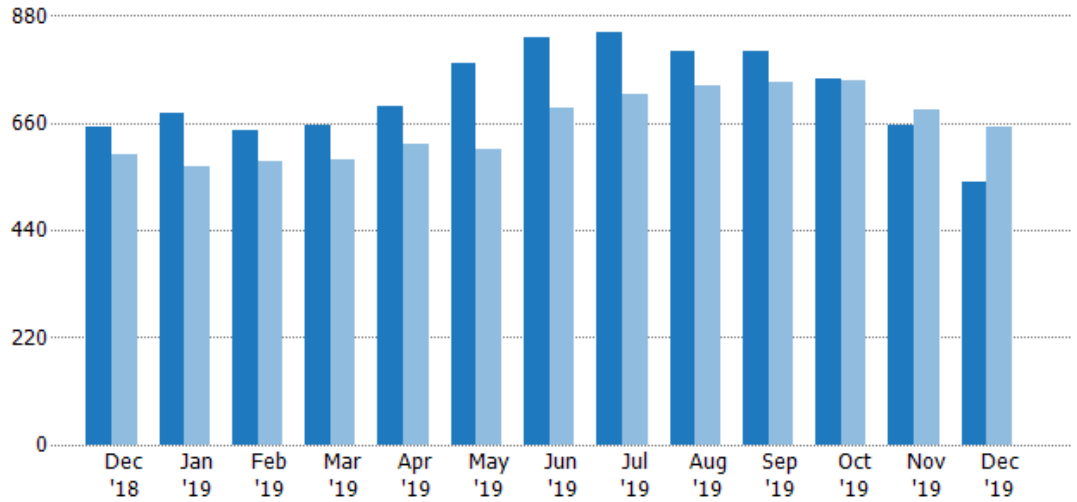
## Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '19	541	-17%
Dec '18	652	9.8%
Dec '17	594	22.7%



Current Year	652	681	646	657	695	783	836	846	806	806	752	657	541
Prior Year	594	571	583	585	616	608	692	720	736	743	748	689	652
Percent Change from Prior Year	10%	19%	11%	12%	13%	29%	21%	18%	10%	8%	1%	-5%	-17%

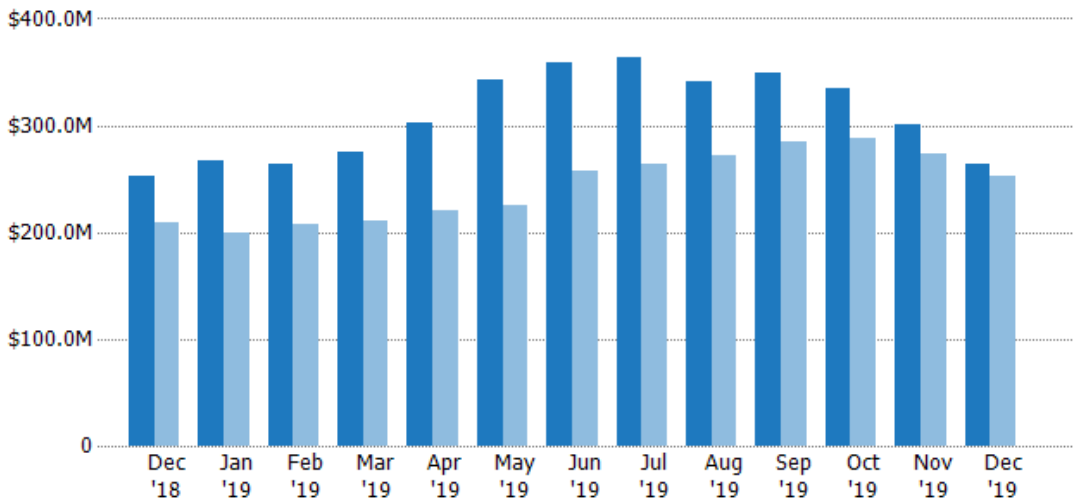
## Active Listing Volume

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.
Dec '19	\$263M	4.3%
Dec '18	\$252M	20.6%
Dec '17	\$209M	7.6%



Current Year	\$252M	\$268M	\$263M	\$276M	\$303M	\$343M	\$359M	\$364M	\$341M	\$349M	\$335M	\$301M	\$263M
Prior Year	\$209M	\$199M	\$208M	\$211M	\$220M	\$224M	\$257M	\$264M	\$272M	\$285M	\$288M	\$273M	\$252M
Percent Change from Prior Year	21%	35%	27%	31%	37%	53%	40%	38%	26%	23%	16%	10%	4%

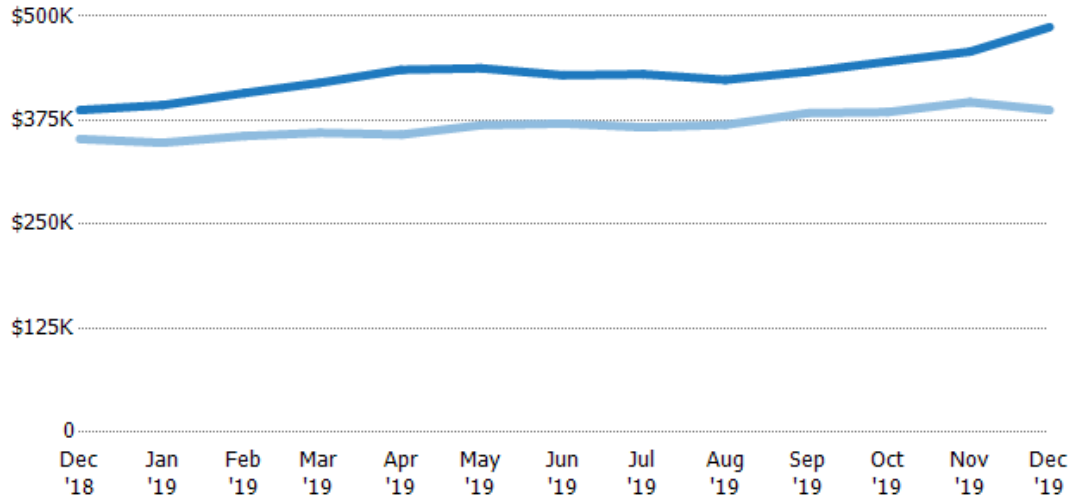
## Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Dec '19	\$487K	25.7%
Dec '18	\$387K	9.9%
Dec '17	\$352K	-12.3%



Current Year	\$387K	\$393K	\$408K	\$420K	\$436K	\$437K	\$429K	\$430K	\$424K	\$433K	\$445K	\$457K	\$487K
Prior Year	\$352K	\$348K	\$356K	\$360K	\$358K	\$369K	\$371K	\$367K	\$370K	\$384K	\$385K	\$397K	\$387K
Percent Change from Prior Year	10%	13%	14%	17%	22%	19%	16%	17%	15%	13%	16%	15%	26%

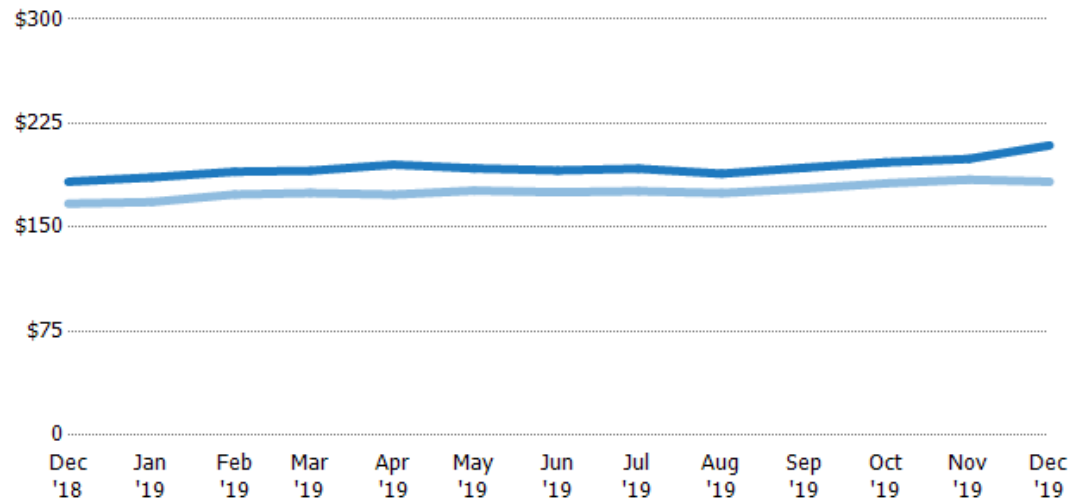
## Average Listing Price per Sq Ft

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.
Dec '19	\$209	14.3%
Dec '18	\$183	9.5%
Dec '17	\$167	-10.2%



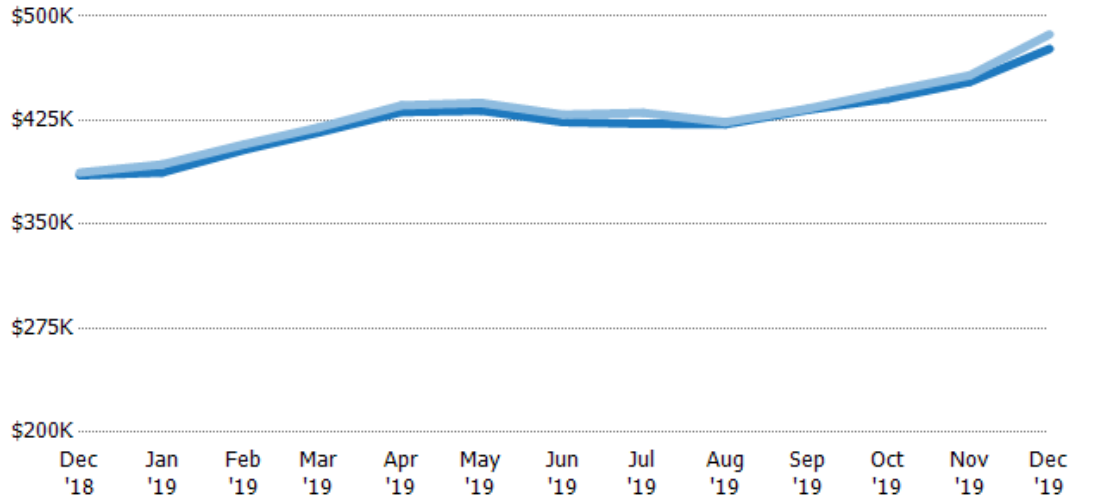
Current Year	\$183	\$186	\$190	\$191	\$195	\$192	\$191	\$192	\$189	\$193	\$197	\$199	\$209
Prior Year	\$167	\$168	\$174	\$175	\$174	\$176	\$175	\$176	\$175	\$178	\$182	\$184	\$183
Percent Change from Prior Year	9%	11%	9%	9%	12%	9%	9%	9%	8%	9%	8%	8%	14%

## 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



Avg Est Value	\$385K	\$387K	\$404K	\$416K	\$431K	\$432K	\$424K	\$422K	\$422K	\$433K	\$441K	\$453K	\$477K
Avg Listing Price	\$387K	\$393K	\$408K	\$420K	\$436K	\$437K	\$429K	\$430K	\$424K	\$433K	\$445K	\$457K	\$487K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	101%	101%	101%	102%	100%	100%	101%	101%	102%

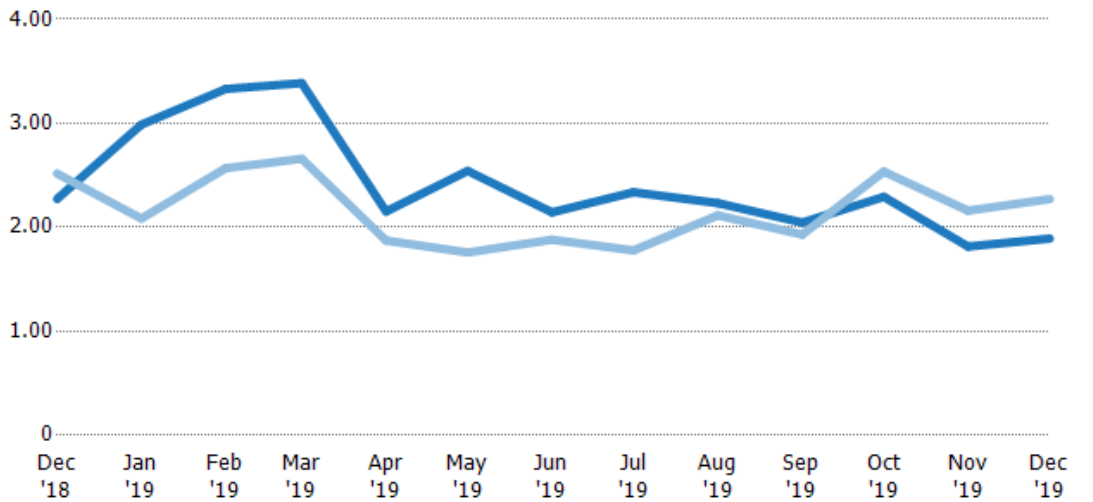
## Months of Inventory

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.
Dec '19	1.89	-16.7%
Dec '18	2.27	-9.7%
Dec '17	2.52	18.7%



Current Year	2.27	2.99	3.33	3.39	2.15	2.54	2.14	2.34	2.23	2.05	2.29	1.81	1.89
Prior Year	2.52	2.08	2.57	2.66	1.87	1.76	1.88	1.78	2.11	1.93	2.54	2.16	2.27
Percent Change from Prior Year	-10%	43%	30%	27%	15%	45%	14%	31%	6%	6%	-10%	-16%	-17%

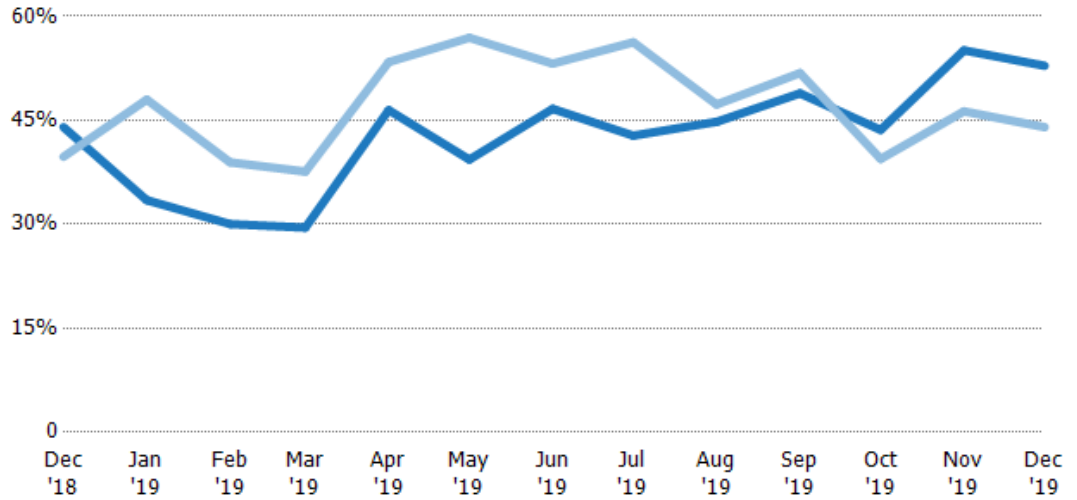
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Dec '19	53%	-8.9%
Dec '18	44%	-4.3%
Dec '17	40%	-15.8%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	44%	33%	30%	30%	46%	39%	47%	43%	45%	49%	44%	55%	53%
Prior Year	40%	48%	39%	38%	53%	57%	53%	56%	47%	52%	39%	46%	44%
Change from Prior Year	-4%	15%	9%	8%	7%	18%	7%	13%	3%	3%	-4%	-9%	-9%

## Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



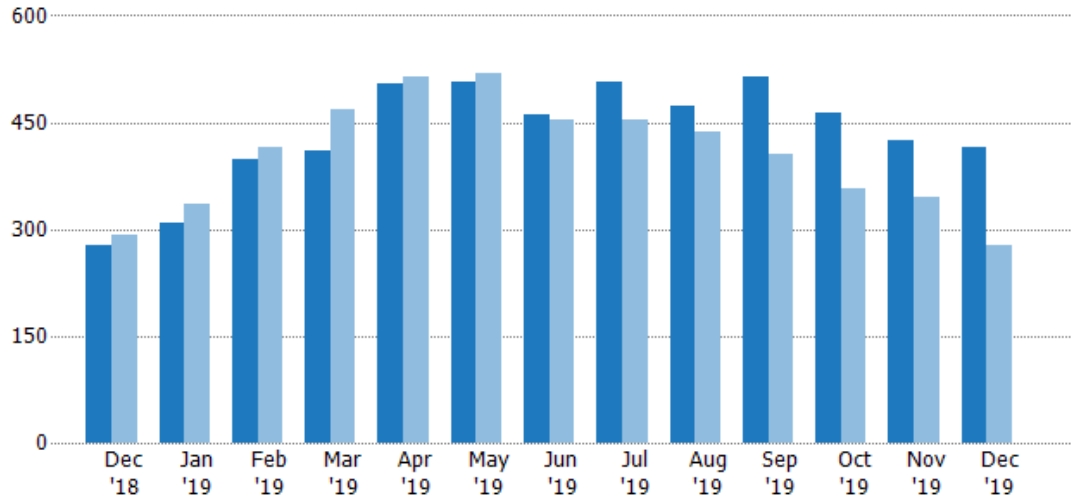
## Pending Sales

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.
Dec '19	414	49.5%
Dec '18	277	-4.8%
Dec '17	291	-17.9%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	277	308	399	411	505	506	462	507	474	513	464	425	414
Prior Year	291	335	414	467	515	519	453	454	436	405	357	345	277
Percent Change from Prior Year	-5%	-8%	-4%	-12%	-2%	-3%	2%	12%	9%	27%	30%	23%	49%

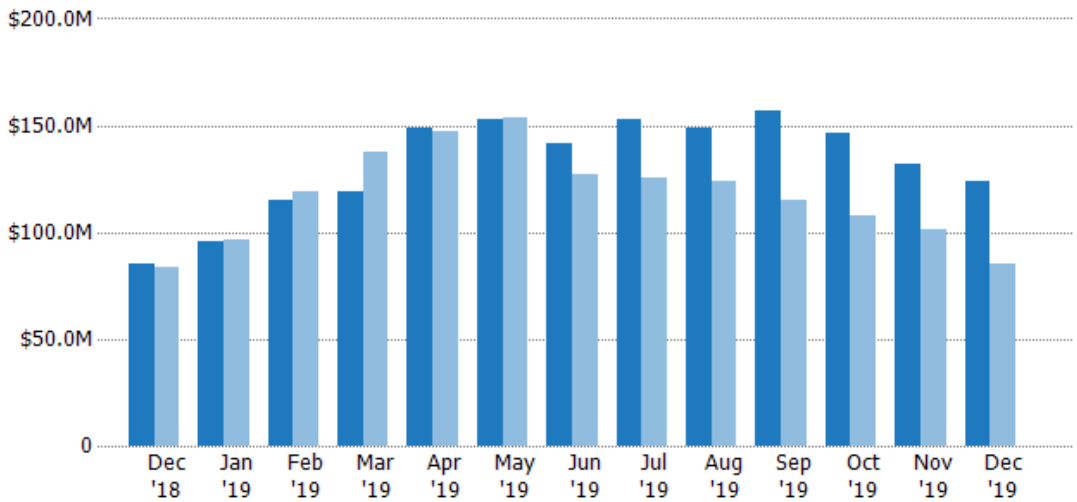
## Pending Sales Volume

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.
Dec '19	\$124M	45.7%
Dec '18	\$85.3M	2.4%
Dec '17	\$83.3M	-27.4%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	
Current Year	\$85.3M	\$95.4M	\$115M	\$119M	\$149M	\$153M	\$142M	\$153M	\$149M	\$157M	\$147M	\$132M	\$124M	
Prior Year	\$83.3M	\$96.2M	\$119M	\$138M	\$147M	\$153M	\$127M	\$126M	\$124M	\$115M	\$107M	\$101M	\$85.3M	
Percent Change from Prior Year		2%	-1%	-3%	-14%	1%	0%	11%	22%	20%	36%	36%	30%	46%

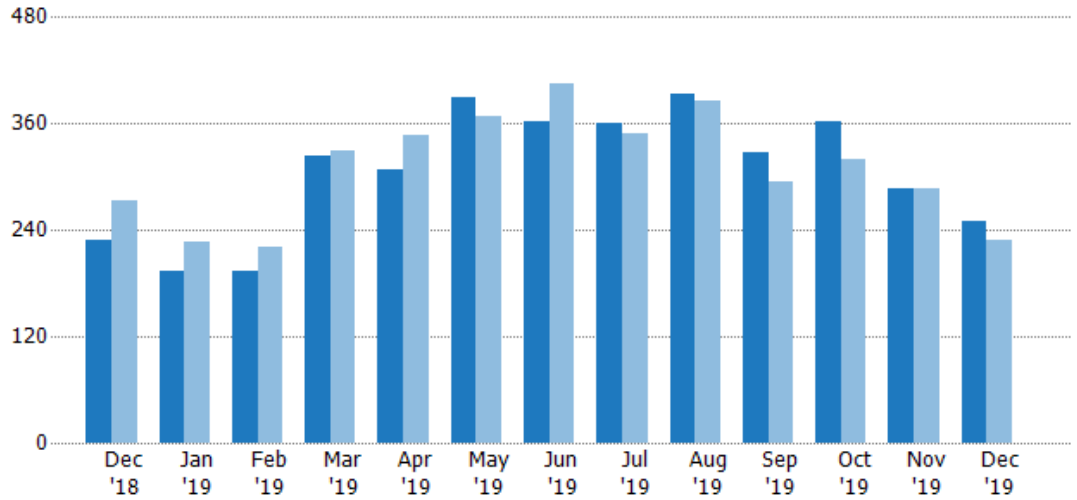
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Dec '19	249	9.2%
Dec '18	228	-16.8%
Dec '17	274	-18.2%



Current Year	228	194	194	323	308	390	362	361	394	328	362	286	249
Prior Year	274	227	220	329	346	368	405	348	385	295	319	287	228
Percent Change from Prior Year	-17%	-15%	-12%	-2%	-11%	6%	-11%	4%	2%	11%	13%	0%	9%

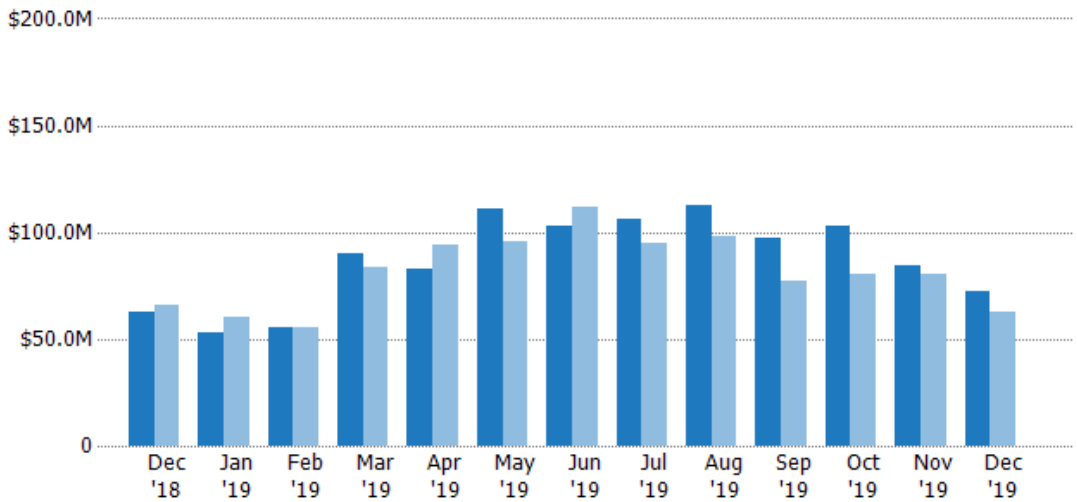
## Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Dec '19	\$72.7M	16.6%
Dec '18	\$62.4M	-5.2%
Dec '17	\$65.8M	-21.2%



Current Year	\$62.4M	\$53.3M	\$55.4M	\$89.7M	\$83M	\$111M	\$103M	\$106M	\$113M	\$97.5M	\$103M	\$84.5M	\$72.7M
Prior Year	\$65.8M	\$60.2M	\$55.1M	\$83.3M	\$94.1M	\$96M	\$112M	\$94.8M	\$98.3M	\$77M	\$80.7M	\$80.2M	\$62.4M
Percent Change from Prior Year	-5%	-11%	1%	8%	-12%	15%	-8%	12%	15%	27%	27%	5%	17%

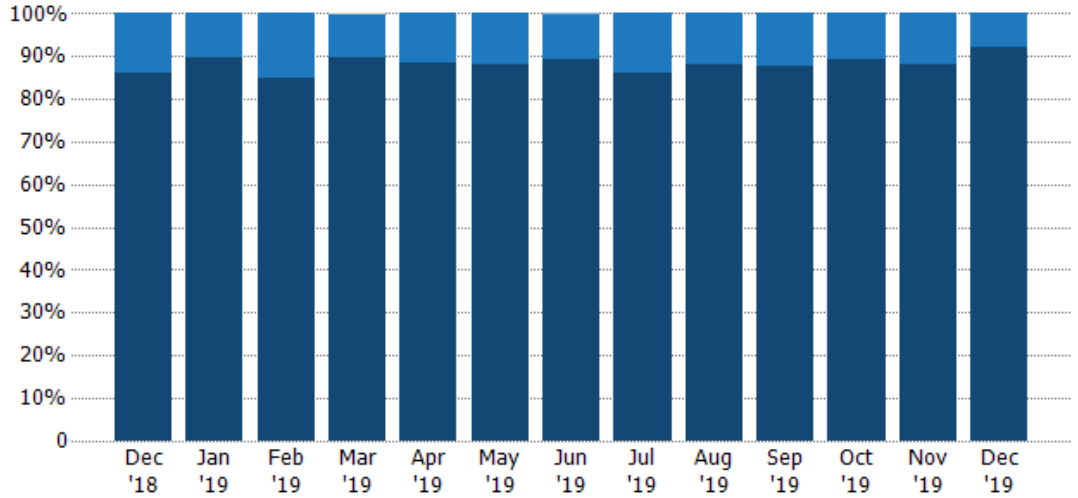


## Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado

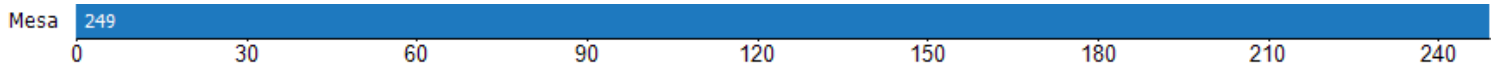


Multifamily/Multiplex	-	-	-	0%	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	-	-	0%	-	-	-	-	-	-
Condo/Townhouse	14%	10%	15%	10%	12%	12%	10%	14%	12%	13%	11%	12%	8%
Single Family Residence	86%	90%	85%	90%	88%	88%	89%	86%	88%	88%	89%	88%	92%

## Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

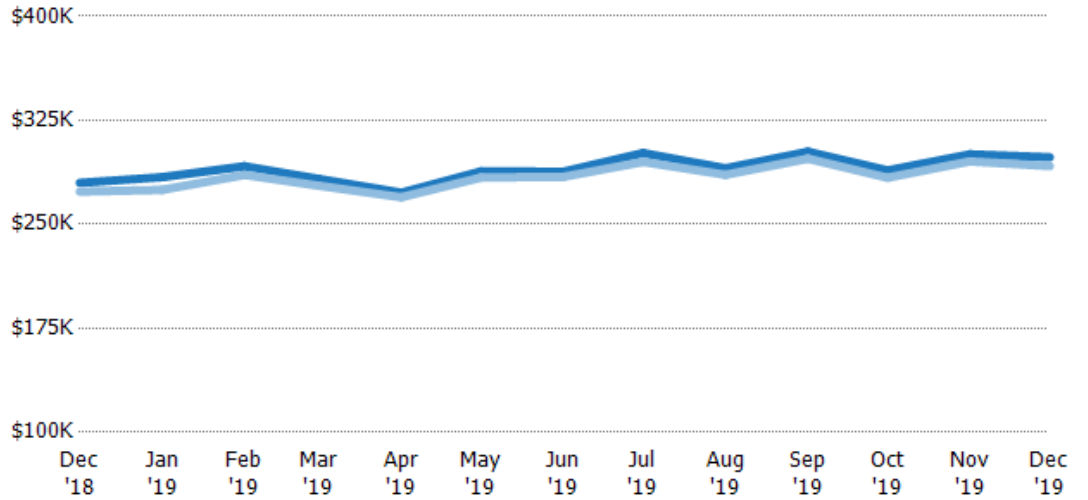


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



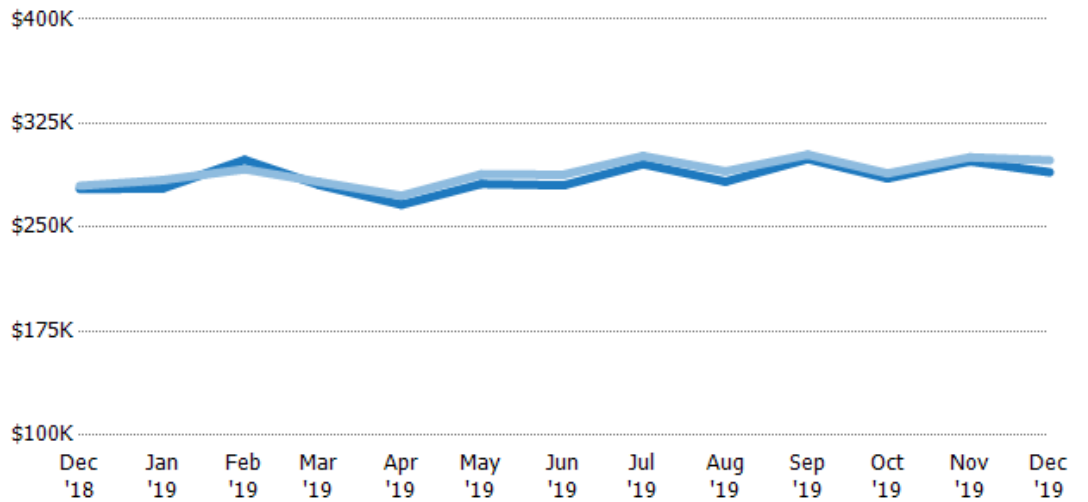
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg List Price	\$280K	\$284K	\$292K	\$283K	\$273K	\$288K	\$288K	\$301K	\$290K	\$302K	\$289K	\$300K	\$298K
Avg Sales Price	\$274K	\$275K	\$286K	\$278K	\$270K	\$284K	\$284K	\$295K	\$286K	\$297K	\$284K	\$295K	\$292K
Avg Sales Price as a % of Avg List Price	98%	97%	98%	98%	99%	98%	99%	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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	\$278K	\$278K	\$299K	\$280K	\$266K	\$281K	\$280K	\$296K	\$283K	\$299K	\$285K	\$298K	\$290K
Avg Sales Price	\$280K	\$284K	\$292K	\$283K	\$273K	\$288K	\$288K	\$301K	\$290K	\$302K	\$289K	\$300K	\$298K
Avg Sales Price as a % of Avg Est Value	101%	102%	98%	101%	102%	102%	103%	102%	103%	101%	101%	101%	103%

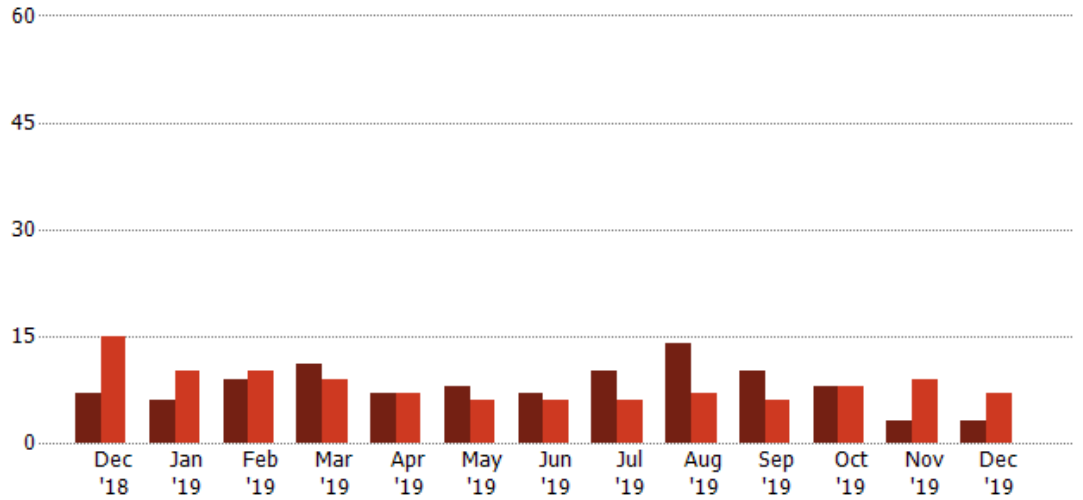
## Distressed Listings

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.
Dec '19	3	-57.1%
Dec '18	7	-53.3%
Dec '17	15	280%



Current Year	7	6	9	11	7	8	7	10	14	10	8	3	3
Prior Year	15	10	10	9	7	6	6	6	7	6	8	9	7
Percent Change from Prior Year	-53%	-40%	-10%	22%	0%	33%	17%	67%	100%	67%	0%	-67%	-57%

## 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:** 01/04/2020

**Scheduled:** Yes

**Report Date Range:** From 12/2018 To: 12/2019

## 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 12/2019 data

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