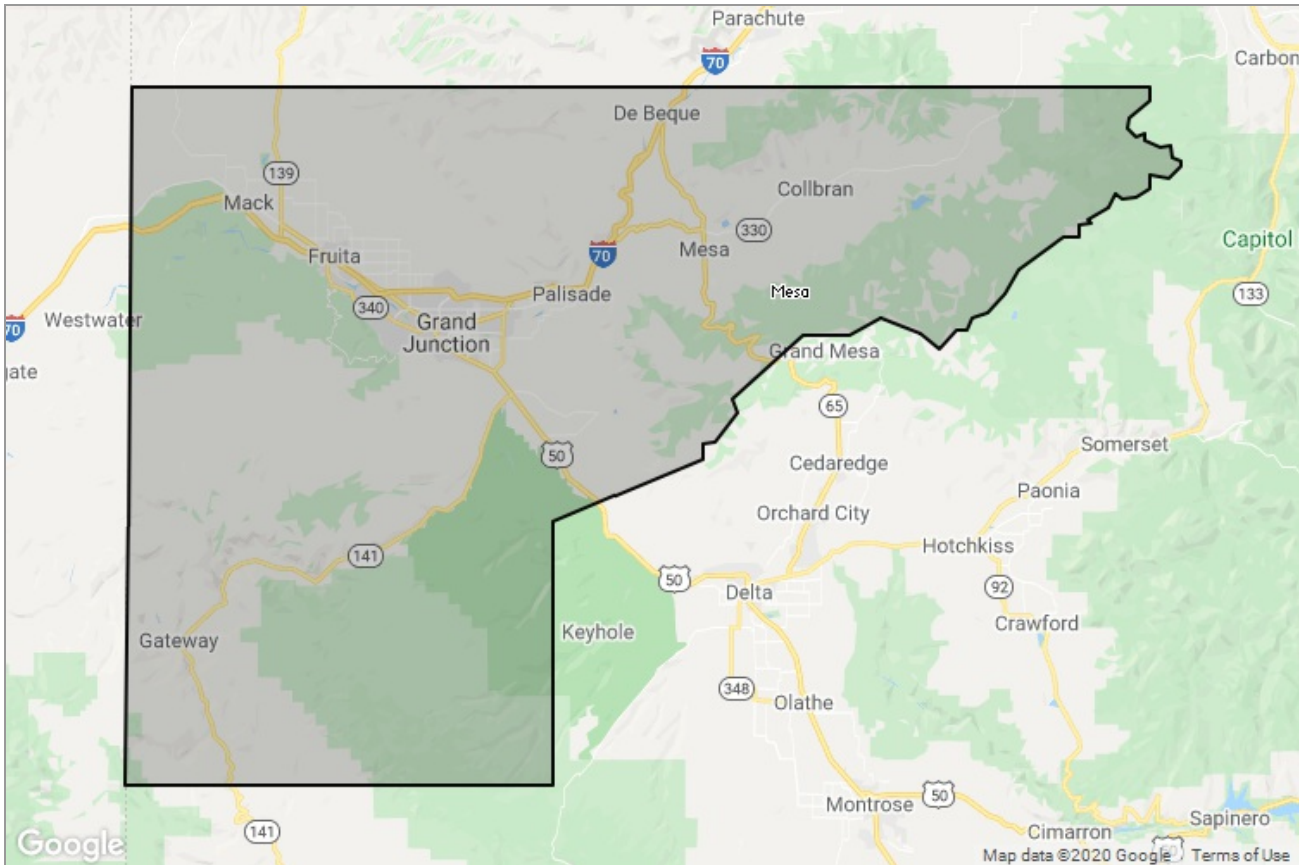




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2019 – 1/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/04/2020

**Scheduled:** Yes

Presented by

**Grand Junction Area REALTOR<sup>®</sup>  
Association**

(970) 243-3322

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

2743 Crossroads Blvd  
Grand Junction, CO 81506

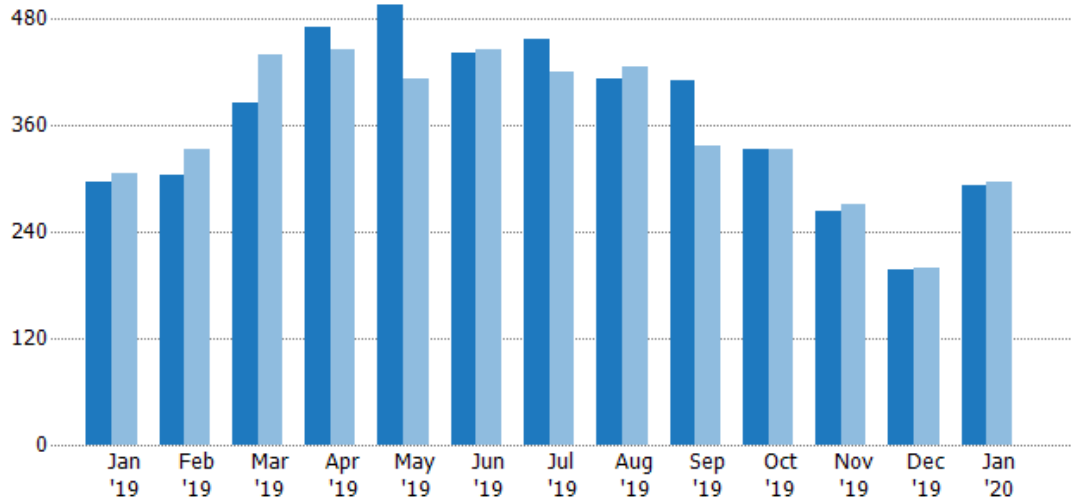
## New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '20	292	-1.7%
Jan '19	297	-3.3%
Jan '18	307	-30%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	297	305	386	470	497	441	457	412	410	334	264	198	292
Prior Year	307	333	440	446	413	446	421	426	338	333	272	199	297
Percent Change from Prior Year	-3%	-8%	-12%	5%	20%	-1%	9%	-3%	21%	0%	-3%	-1%	-2%

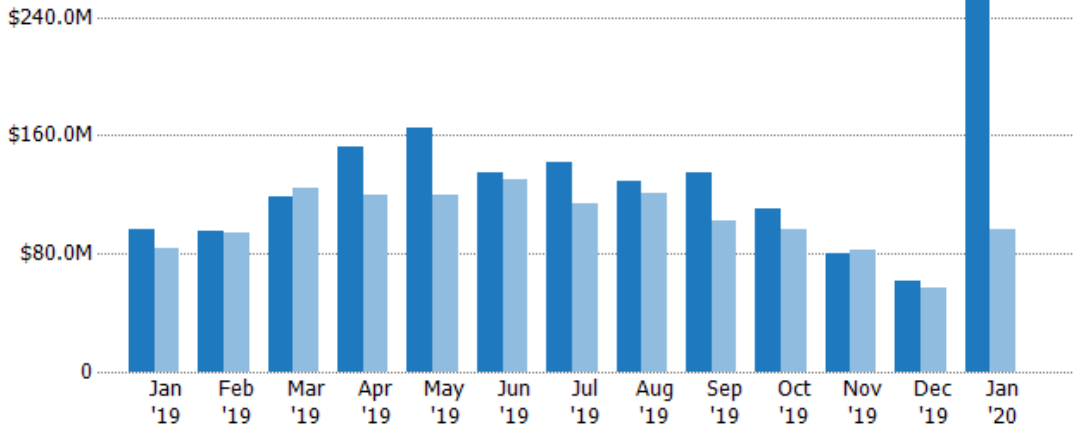
## New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '20	\$279M	189.4%
Jan '19	\$96.3M	15.1%
Jan '18	\$83.7M	-35.3%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$96.3M	\$95.2M	\$118M	\$152M	\$165M	\$134M	\$141M	\$128M	\$135M	\$110M	\$79.9M	\$61.8M	\$279M
Prior Year	\$83.7M	\$94.6M	\$124M	\$120M	\$120M	\$130M	\$113M	\$120M	\$102M	\$96.7M	\$82.1M	\$57.4M	\$96.3M
Percent Change from Prior Year	15%	1%	-5%	27%	37%	4%	25%	7%	32%	14%	-3%	8%	189%

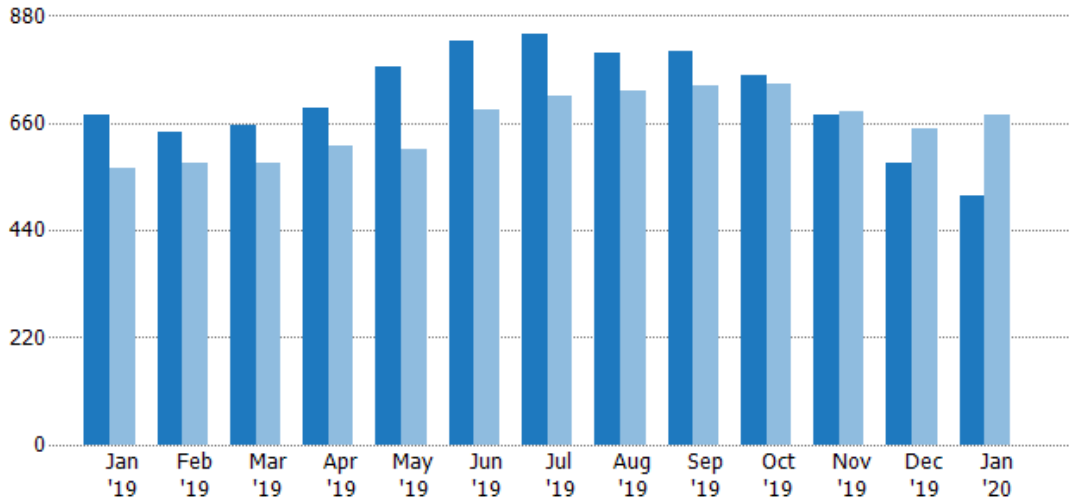
## Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '20	510	-24.8%
Jan '19	678	19.6%
Jan '18	567	22%



Current Year	678	643	654	690	775	829	841	804	809	757	678	578	510
Prior Year	567	578	579	612	606	686	715	728	736	739	685	649	678
Percent Change from Prior Year	20%	11%	13%	13%	28%	21%	18%	10%	10%	2%	-1%	-11%	-25%

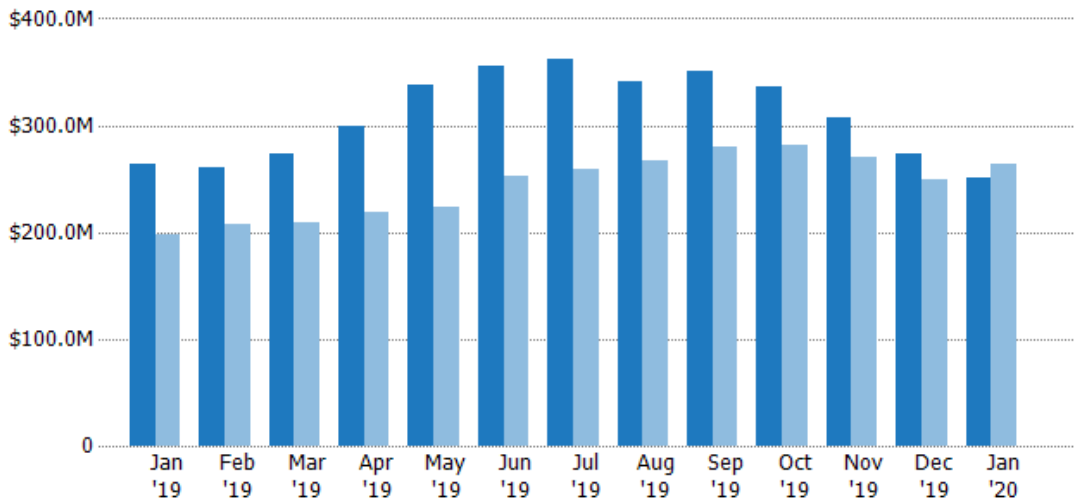
## Active Listing Volume

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.
Jan '20	\$250M	-5.3%
Jan '19	\$264M	33.2%
Jan '18	\$198M	8.5%



Current Year	\$264M	\$260M	\$273M	\$300M	\$338M	\$355M	\$362M	\$340M	\$351M	\$337M	\$307M	\$274M	\$250M
Prior Year	\$198M	\$207M	\$209M	\$219M	\$223M	\$252M	\$260M	\$266M	\$280M	\$282M	\$270M	\$250M	\$264M
Percent Change from Prior Year	33%	26%	30%	37%	51%	41%	39%	28%	25%	19%	14%	9%	-5%

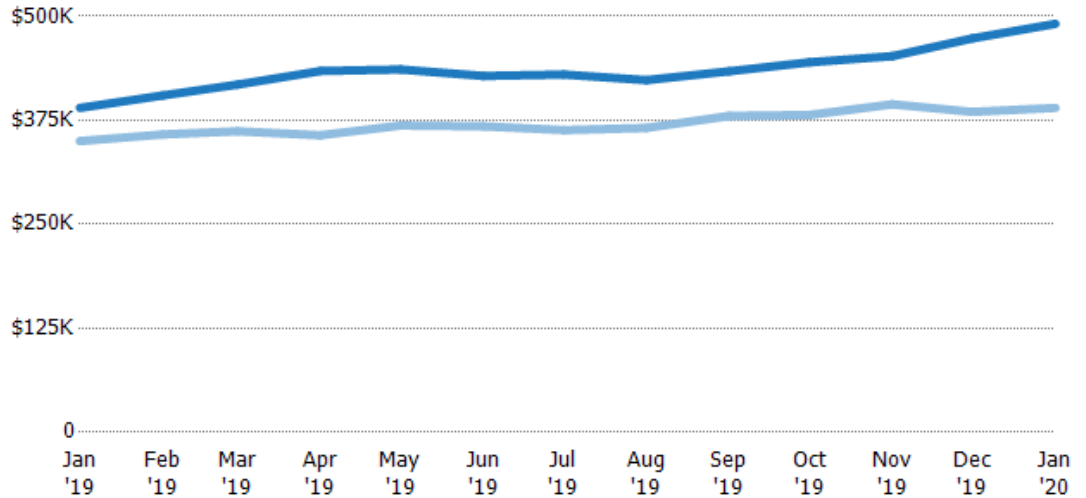
## Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Jan '20	\$491K	25.9%
Jan '19	\$390K	11.4%
Jan '18	\$350K	-11.1%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$390K	\$405K	\$418K	\$434K	\$436K	\$428K	\$430K	\$423K	\$434K	\$445K	\$452K	\$473K	\$491K
Prior Year	\$350K	\$358K	\$362K	\$357K	\$369K	\$368K	\$363K	\$366K	\$380K	\$381K	\$394K	\$385K	\$390K
Percent Change from Prior Year	11%	13%	16%	22%	18%	16%	18%	16%	14%	17%	15%	23%	26%

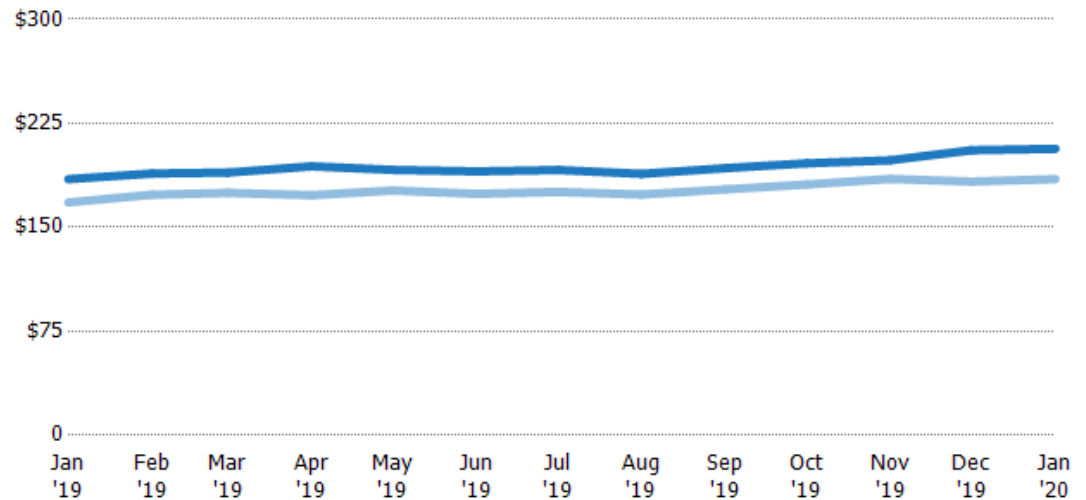
## Average Listing Price per Sq Ft

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.
Jan '20	\$207	11.9%
Jan '19	\$185	10%
Jan '18	\$168	-9.9%



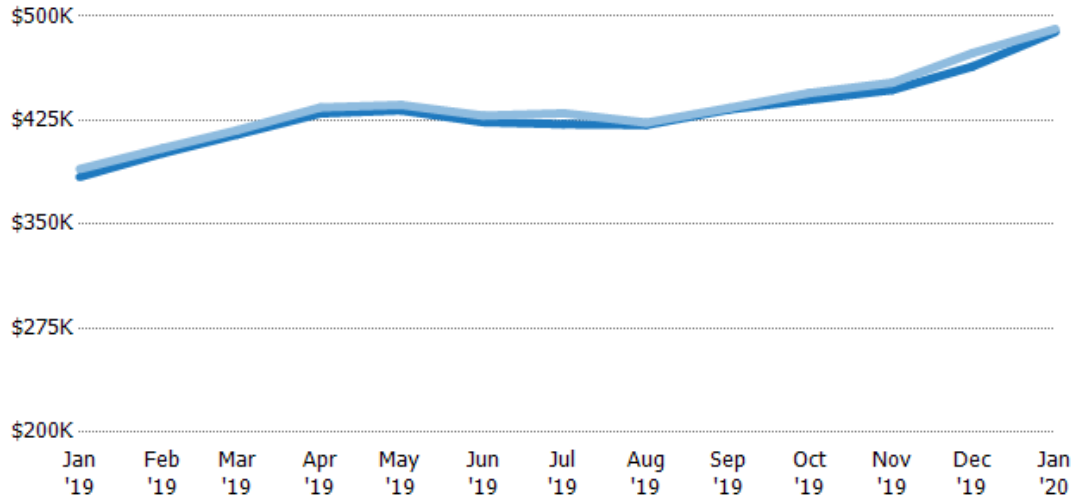
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$185	\$189	\$189	\$194	\$191	\$190	\$191	\$189	\$193	\$196	\$198	\$206	\$207
Prior Year	\$168	\$174	\$175	\$173	\$177	\$174	\$175	\$174	\$177	\$181	\$185	\$183	\$185
Percent Change from Prior Year	10%	9%	8%	12%	8%	9%	9%	9%	9%	8%	7%	12%	12%

## 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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$384K	\$401K	\$415K	\$430K	\$432K	\$424K	\$422K	\$422K	\$433K	\$440K	\$447K	\$464K	\$489K
Avg Listing Price	\$390K	\$405K	\$418K	\$434K	\$436K	\$428K	\$430K	\$423K	\$434K	\$445K	\$452K	\$473K	\$491K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	101%	101%	102%	100%	100%	101%	101%	102%	100%

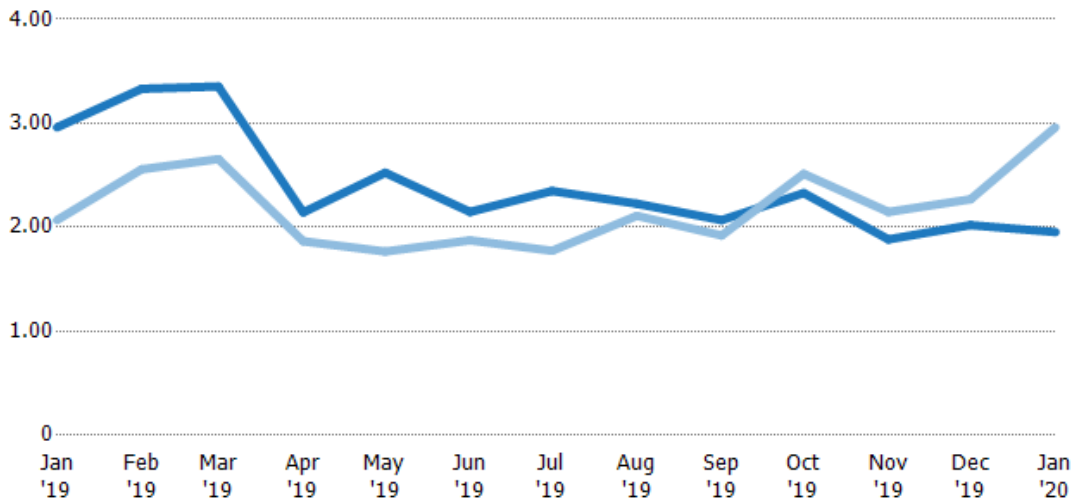
## Months of Inventory

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.
Jan '20	1.95	-34%
Jan '19	2.96	43.1%
Jan '18	2.07	46.7%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	2.96	3.33	3.35	2.14	2.52	2.15	2.35	2.23	2.07	2.33	1.88	2.02	1.95
Prior Year	2.07	2.56	2.66	1.87	1.77	1.87	1.77	2.11	1.92	2.51	2.15	2.27	2.96
Percent Change from Prior Year	43%	30%	26%	15%	43%	15%	32%	6%	8%	-7%	-12%	-11%	-34%

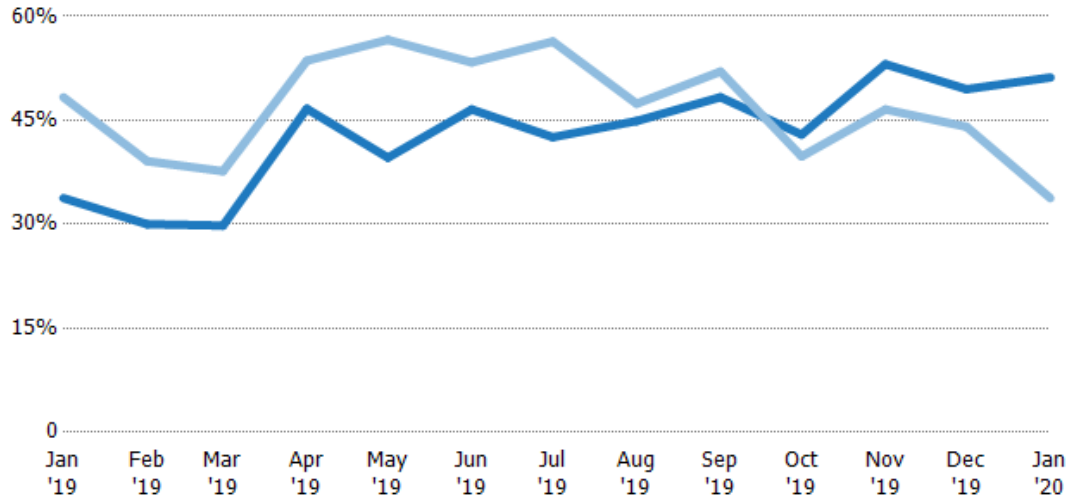
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Jan '20	51%	-17.4%
Jan '19	34%	14.6%
Jan '18	48%	-31.8%

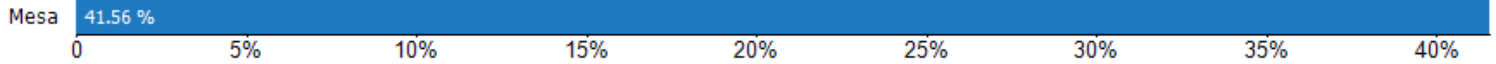


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	34%	30%	30%	47%	40%	47%	43%	45%	48%	43%	53%	49%	51%
Prior Year	48%	39%	38%	54%	57%	53%	56%	47%	52%	40%	47%	44%	34%
Change from Prior Year	15%	9%	8%	7%	17%	7%	14%	2%	4%	-3%	-7%	-5%	-17%

## Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



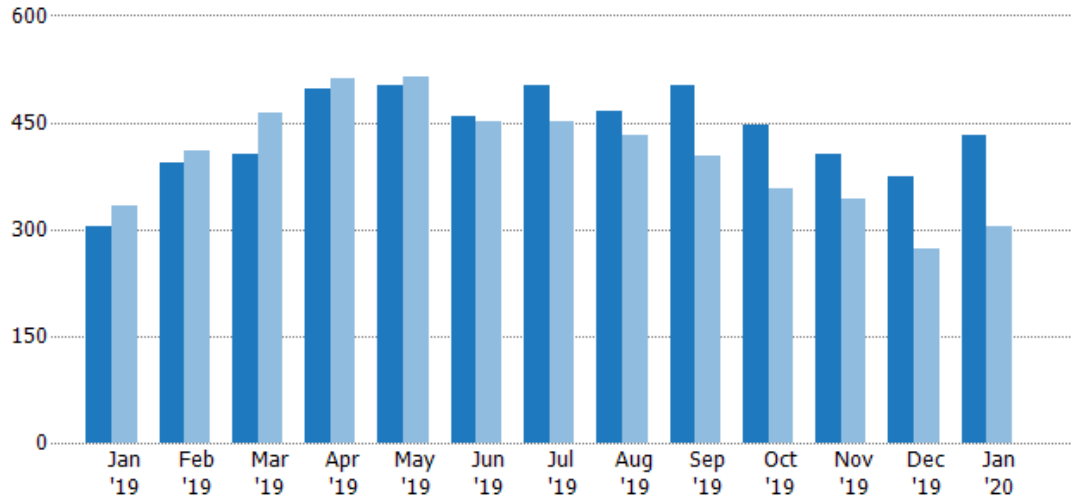
## Pending Sales

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.
Jan '20	432	42.1%
Jan '19	304	-8.4%
Jan '18	332	-18.4%



Current Year	304	394	406	498	502	458	501	466	502	446	405	373	432
Prior Year	332	410	464	511	514	451	452	433	404	356	342	272	304
Percent Change from Prior Year	-8%	-4%	-13%	-3%	-2%	2%	11%	8%	24%	25%	18%	37%	42%

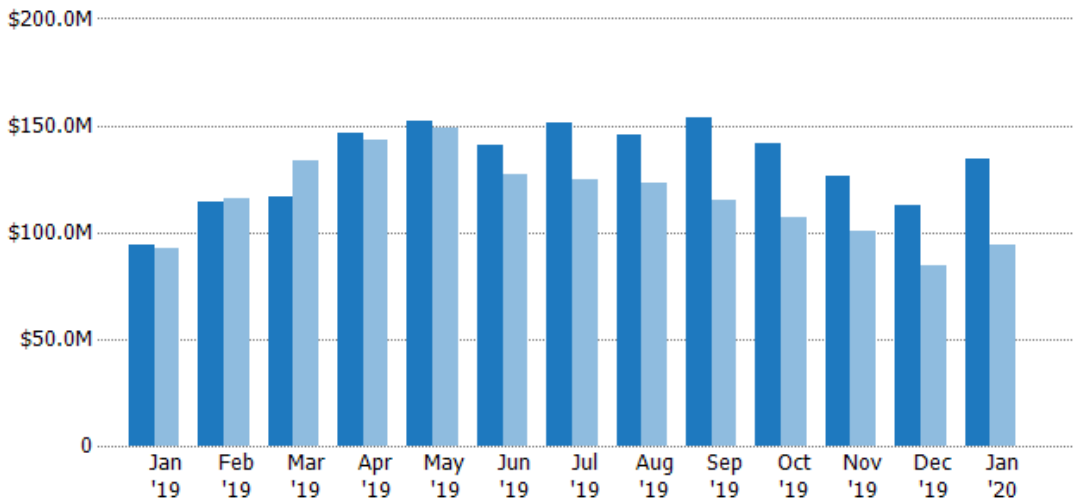
## Pending Sales Volume

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.
Jan '20	\$134M	42.2%
Jan '19	\$94.3M	1.7%
Jan '18	\$92.7M	-26.4%



Current Year	\$94.3M	\$114M	\$117M	\$147M	\$152M	\$140M	\$151M	\$146M	\$154M	\$141M	\$126M	\$112M	\$134M
Prior Year	\$92.7M	\$115M	\$134M	\$143M	\$149M	\$127M	\$125M	\$123M	\$115M	\$107M	\$101M	\$84.2M	\$94.3M
Percent Change from Prior Year	2%	-1%	-13%	3%	2%	11%	21%	18%	34%	32%	25%	34%	42%

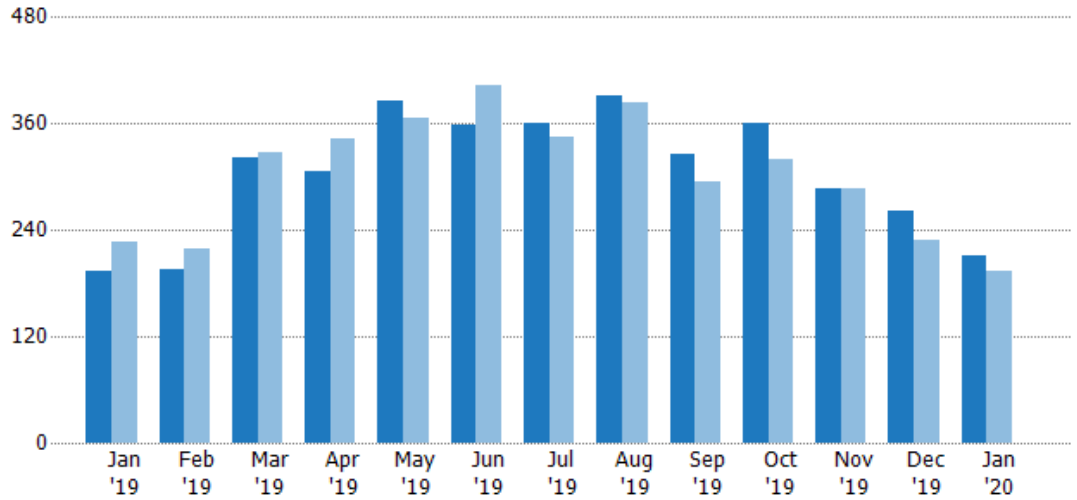
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Jan '20	212	9.8%
Jan '19	193	-14.6%
Jan '18	226	-27.4%



Current Year	193	195	322	307	386	358	361	391	325	360	286	261	212
Prior Year	226	218	328	343	366	403	345	383	294	319	286	229	193
Percent Change from Prior Year	-15%	-11%	-2%	-10%	5%	-11%	5%	2%	11%	13%	0%	14%	10%

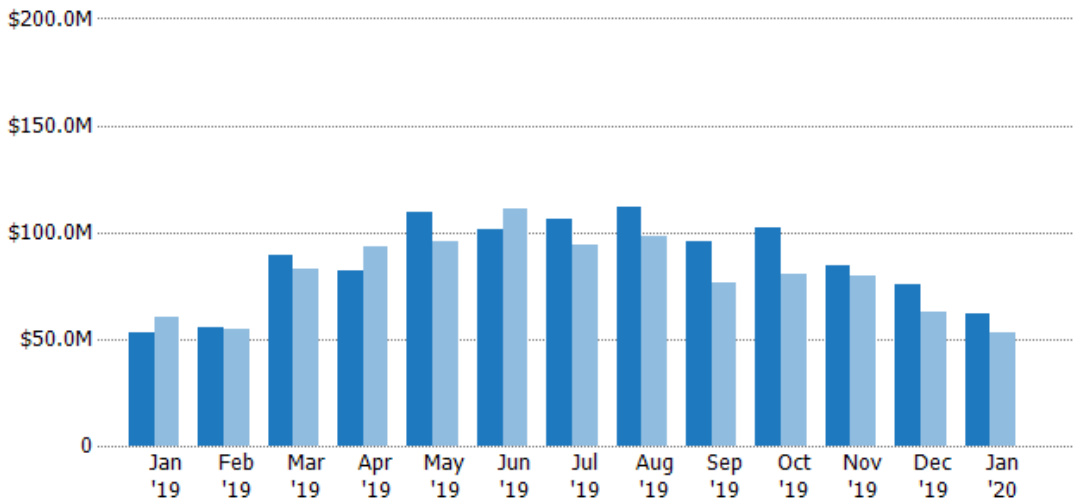
## Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Jan '20	\$61.7M	16.1%
Jan '19	\$53.1M	-11.6%
Jan '18	\$60.1M	-36.6%



Current Year	\$53.1M	\$55.4M	\$89.5M	\$82.2M	\$110M	\$101M	\$106M	\$112M	\$96M	\$102M	\$84.3M	\$75.9M	\$61.7M
Prior Year	\$60.1M	\$54.6M	\$83.1M	\$93.2M	\$95.4M	\$111M	\$93.9M	\$97.9M	\$76.5M	\$80.7M	\$79.9M	\$62.5M	\$53.1M
Percent Change from Prior Year	-12%	1%	8%	-12%	15%	-9%	13%	14%	26%	26%	6%	21%	16%

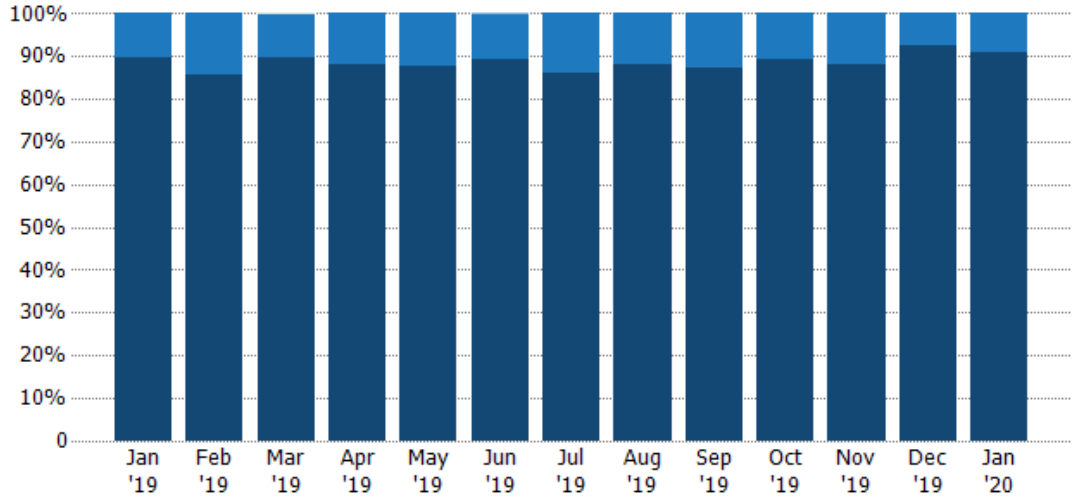


## Closed Sales by Property Type

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%	12%	12%	11%	14%	12%	13%	11%	12%	7%	9%
Single Family Residence	90%	86%	90%	88%	88%	89%	86%	88%	87%	89%	88%	93%	91%

## Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

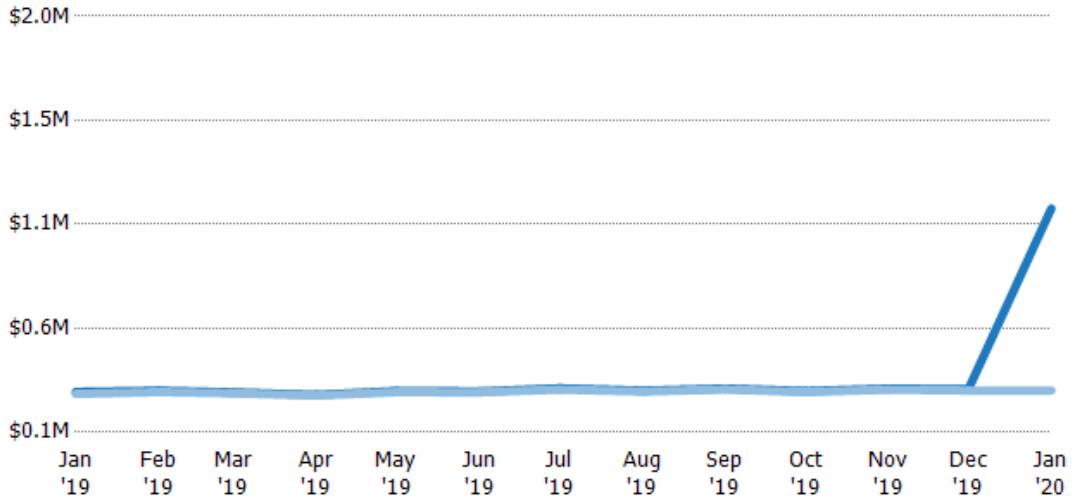


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



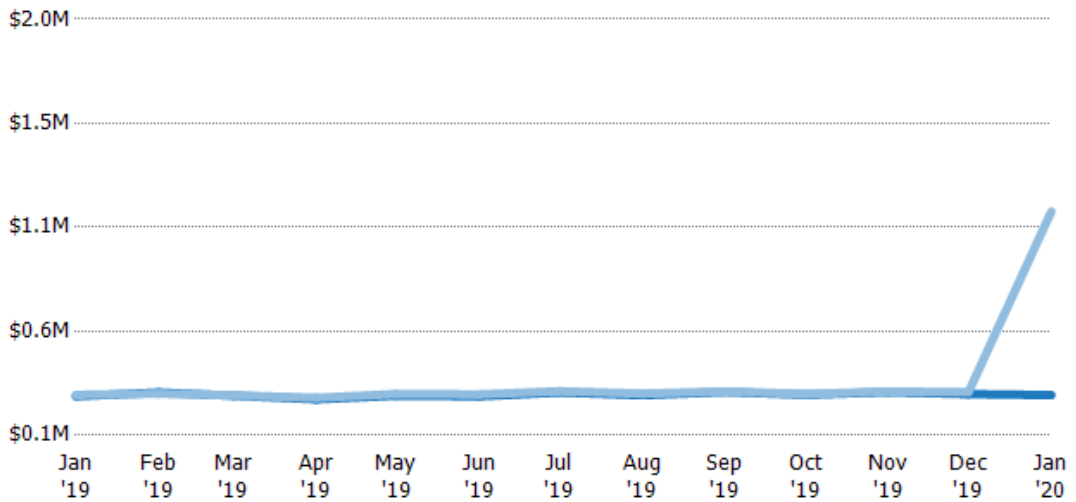
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg List Price	\$284K	\$290K	\$283K	\$271K	\$288K	\$286K	\$301K	\$291K	\$300K	\$289K	\$300K	\$297K	\$1.12M
Avg Sales Price	\$275K	\$284K	\$278K	\$268K	\$284K	\$283K	\$295K	\$286K	\$296K	\$283K	\$295K	\$291K	\$291K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	99%	98%	99%	98%	98%	98%	98%	98%	98%	26%

## 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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg Est Value	\$278K	\$295K	\$281K	\$265K	\$281K	\$278K	\$296K	\$283K	\$297K	\$285K	\$297K	\$288K	\$284K
Avg Sales Price	\$284K	\$290K	\$283K	\$271K	\$288K	\$286K	\$301K	\$291K	\$300K	\$289K	\$300K	\$297K	\$1.12M
Avg Sales Price as a % of Avg Est Value	102%	98%	101%	102%	102%	103%	102%	103%	101%	101%	101%	103%	396%

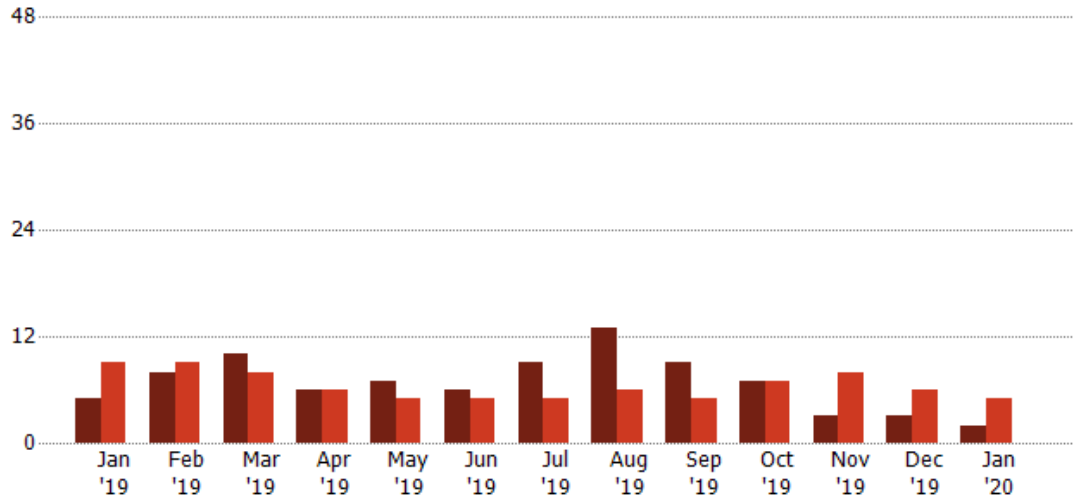
## Distressed Listings

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.
Jan '20	2	-60%
Jan '19	5	-44.4%
Jan '18	9	388.9%

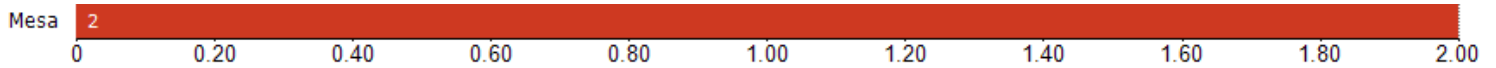


Current Year	5	8	10	6	7	6	9	13	9	7	3	3	2
Prior Year	9	9	8	6	5	5	5	6	5	7	8	6	5
Percent Change from Prior Year	-44%	-11%	25%	0%	40%	20%	80%	117%	80%	0%	-63%	-50%	-60%

## 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:** 02/04/2020

**Scheduled:** Yes

**Report Date Range:** From 1/2019 To: 1/2020

## 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 1/2020 data

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