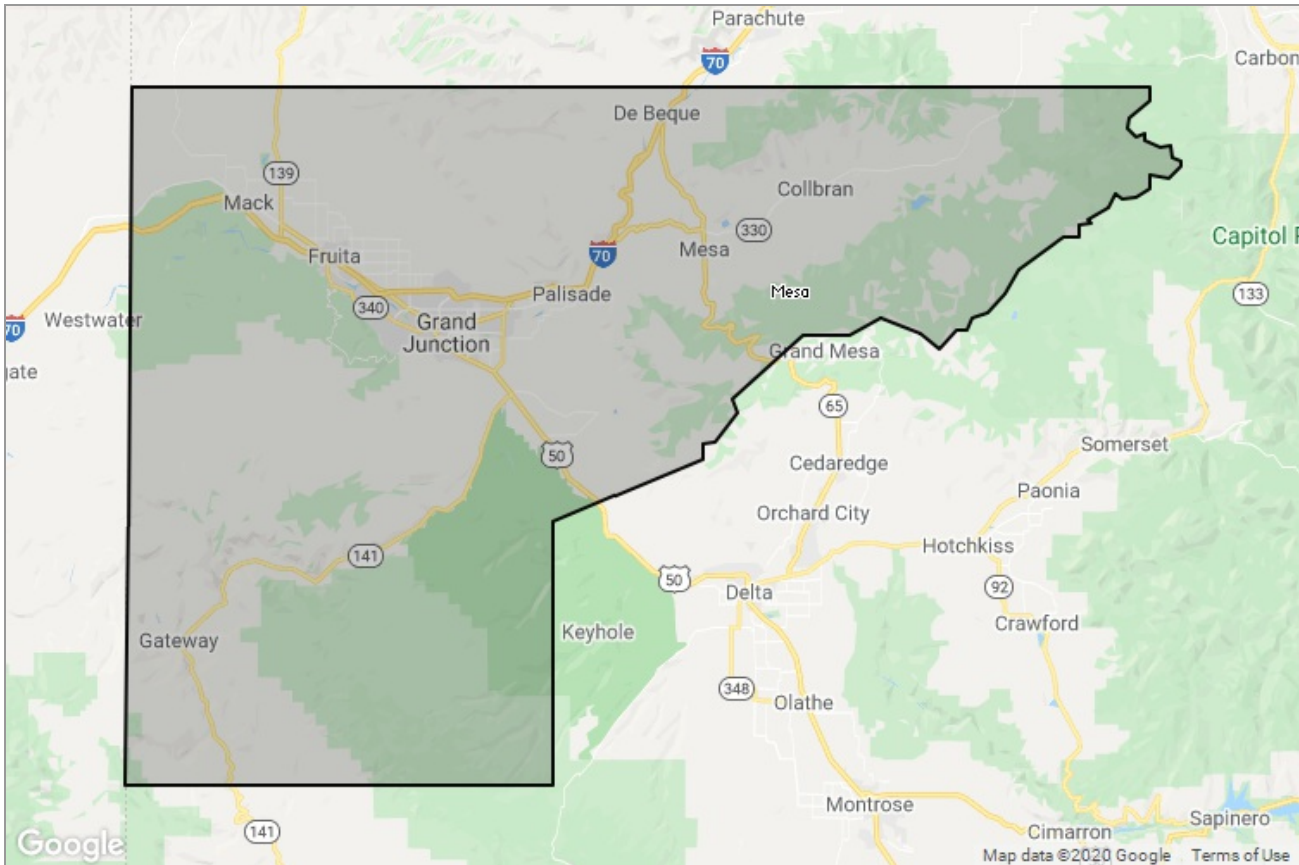




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2019 – 2/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/04/2020

Scheduled: No

Presented by

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

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

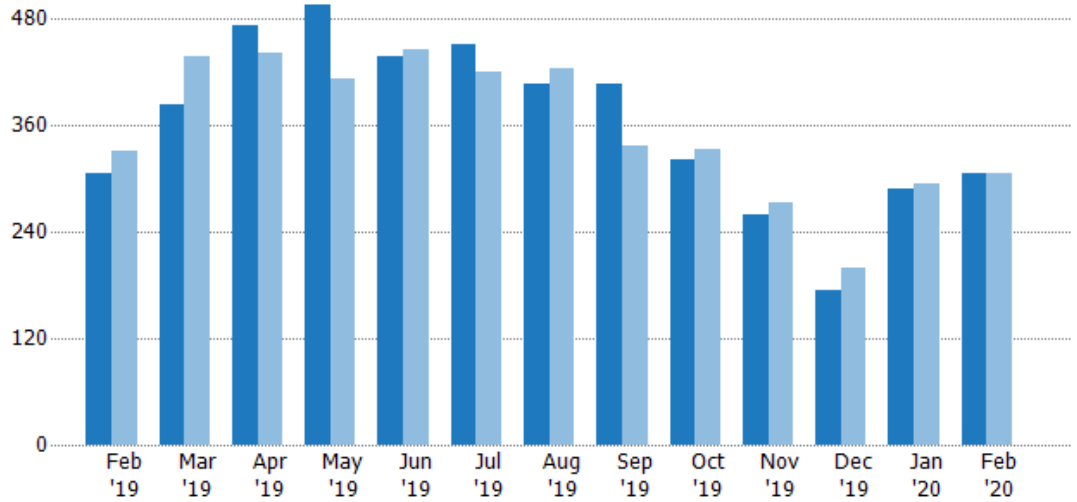
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '20	307	0.3%
Feb '19	306	-7.8%
Feb '18	332	-18.4%



Current Year	306	384	473	496	438	451	407	407	321	260	174	289	307
Prior Year	332	437	441	412	445	420	424	337	333	273	199	295	306
Percent Change from Prior Year	-8%	-12%	7%	20%	-2%	7%	-4%	21%	-4%	-5%	-13%	-2%	0%

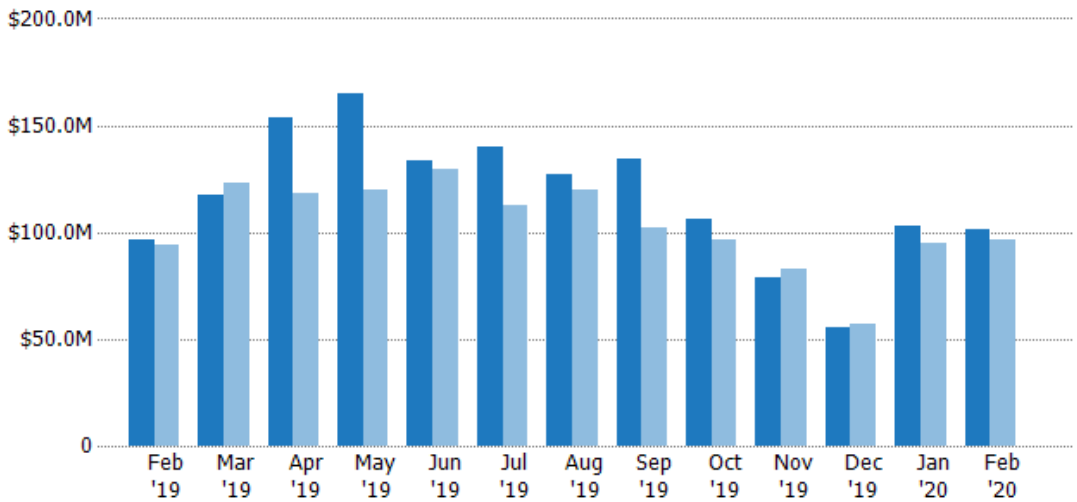
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Feb '20	\$101M	4.6%
Feb '19	\$96.7M	2.4%
Feb '18	\$94.4M	-29.5%



Current Year	\$96.7M	\$118M	\$154M	\$165M	\$134M	\$140M	\$127M	\$134M	\$106M	\$78.7M	\$55.3M	\$103M	\$101M
Prior Year	\$94.4M	\$123M	\$119M	\$120M	\$130M	\$113M	\$120M	\$102M	\$96.3M	\$82.7M	\$57.4M	\$94.6M	\$96.7M
Percent Change from Prior Year	2%	-5%	30%	37%	3%	24%	6%	31%	10%	-5%	-4%	9%	5%

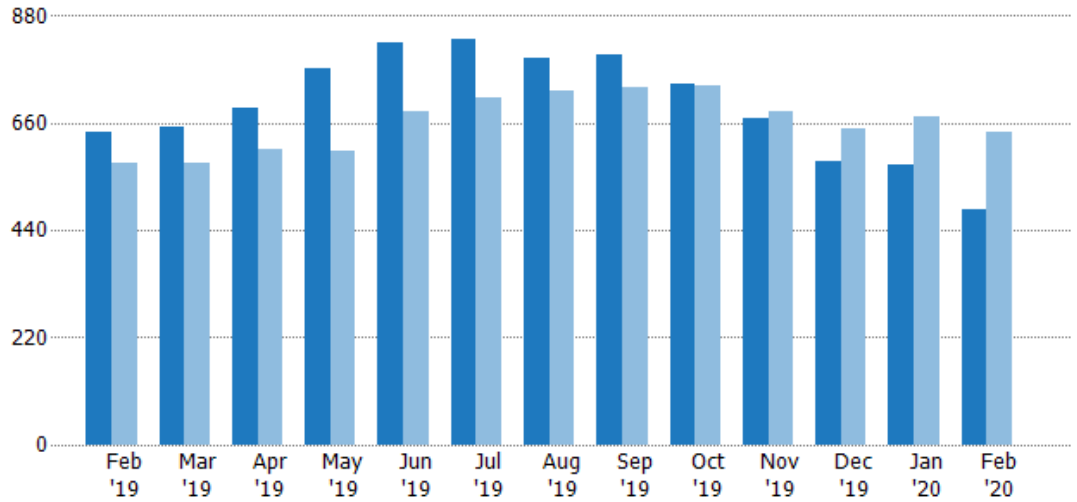
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '20	483	-24.8%
Feb '19	642	11.1%
Feb '18	578	14.5%



Current Year	642	652	690	773	825	832	794	800	742	670	581	574	483
Prior Year	578	577	608	604	685	712	726	735	738	683	647	675	642
Percent Change from Prior Year	11%	13%	13%	28%	20%	17%	9%	9%	1%	-2%	-10%	-15%	-25%

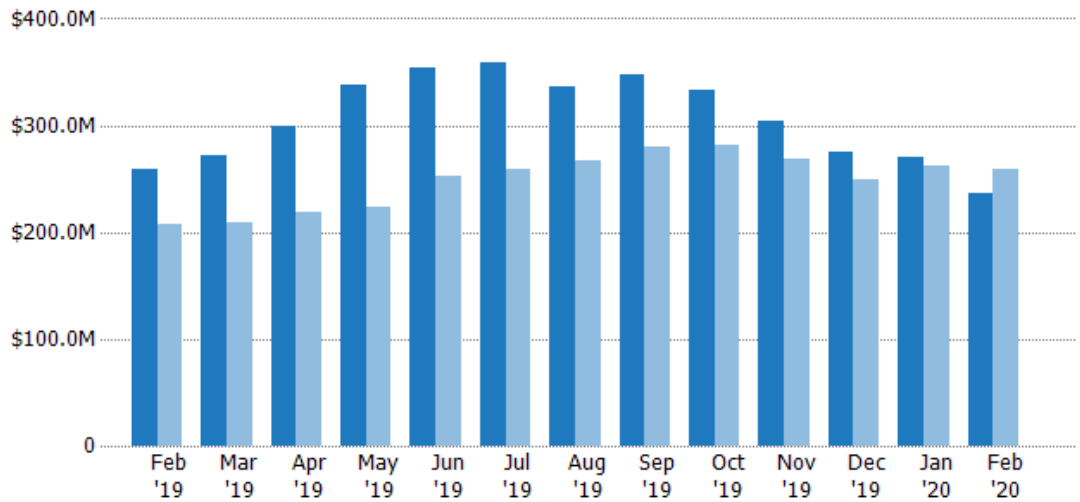
Active Listing Volume

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.
Feb '20	\$237M	-8.9%
Feb '19	\$260M	25.5%
Feb '18	\$207M	1%



Current Year	\$260M	\$272M	\$300M	\$337M	\$354M	\$359M	\$337M	\$347M	\$332M	\$304M	\$275M	\$270M	\$237M
Prior Year	\$207M	\$209M	\$218M	\$223M	\$253M	\$259M	\$266M	\$280M	\$282M	\$269M	\$250M	\$262M	\$260M
Percent Change from Prior Year	26%	30%	37%	51%	40%	39%	27%	24%	18%	13%	10%	3%	-9%

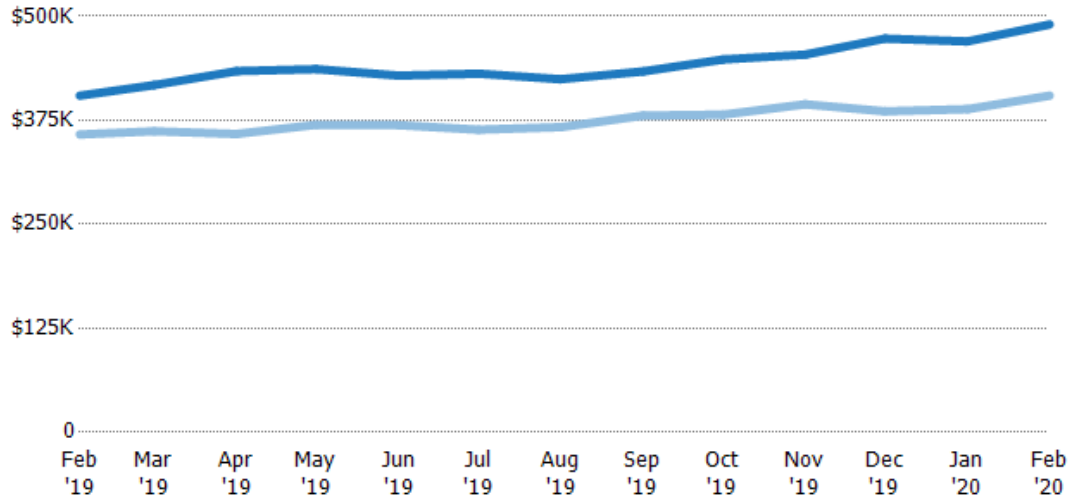
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Feb '20	\$490K	21.2%
Feb '19	\$405K	13%
Feb '18	\$358K	-11.8%



Current Year	\$405K	\$417K	\$434K	\$436K	\$429K	\$431K	\$424K	\$434K	\$448K	\$454K	\$473K	\$470K	\$490K
Prior Year	\$358K	\$362K	\$359K	\$370K	\$369K	\$364K	\$367K	\$381K	\$382K	\$394K	\$386K	\$388K	\$405K
Percent Change from Prior Year	13%	15%	21%	18%	16%	19%	16%	14%	17%	15%	23%	21%	21%

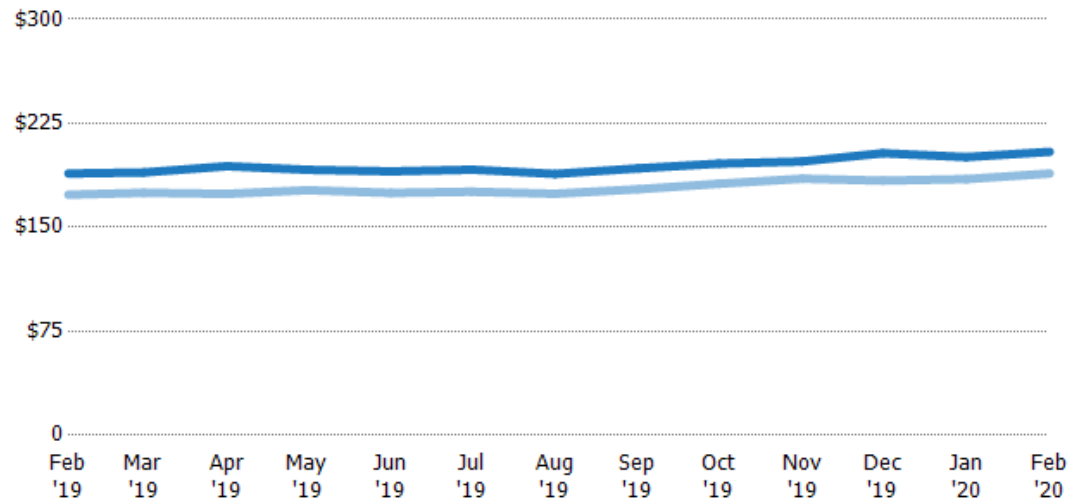
Average Listing Price per Sq Ft

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.
Feb '20	\$204	8.3%
Feb '19	\$189	8.8%
Feb '18	\$173	-12.1%



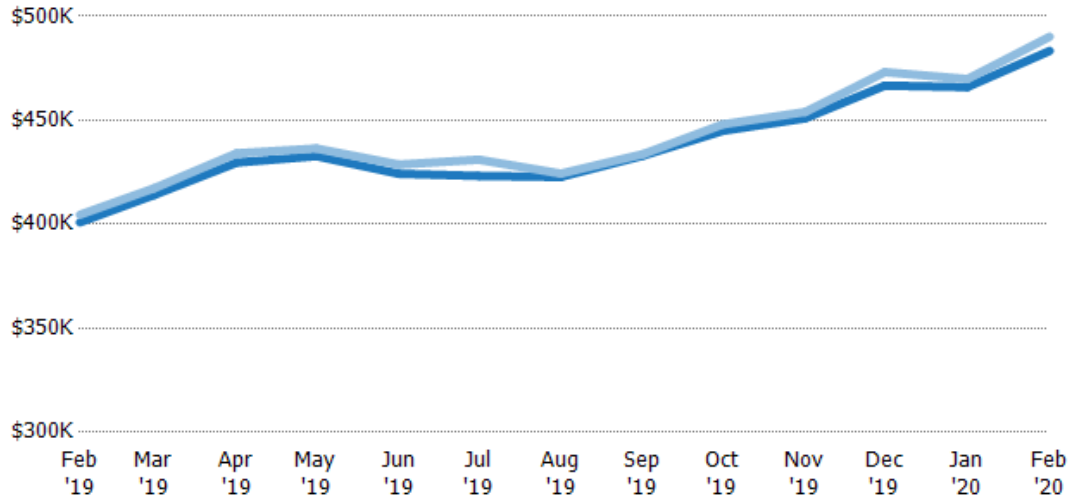
Current Year	\$189	\$190	\$194	\$191	\$190	\$192	\$188	\$192	\$196	\$197	\$203	\$201	\$204
Prior Year	\$173	\$175	\$174	\$177	\$175	\$176	\$174	\$177	\$181	\$185	\$184	\$185	\$189
Percent Change from Prior Year	9%	8%	11%	8%	9%	9%	8%	8%	8%	7%	11%	9%	8%

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	\$401K	\$414K	\$430K	\$433K	\$424K	\$423K	\$423K	\$433K	\$445K	\$451K	\$467K	\$466K	\$483K
Avg Listing Price	\$405K	\$417K	\$434K	\$436K	\$429K	\$431K	\$424K	\$434K	\$448K	\$454K	\$473K	\$470K	\$490K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	101%	102%	100%	100%	101%	101%	101%	101%	101%

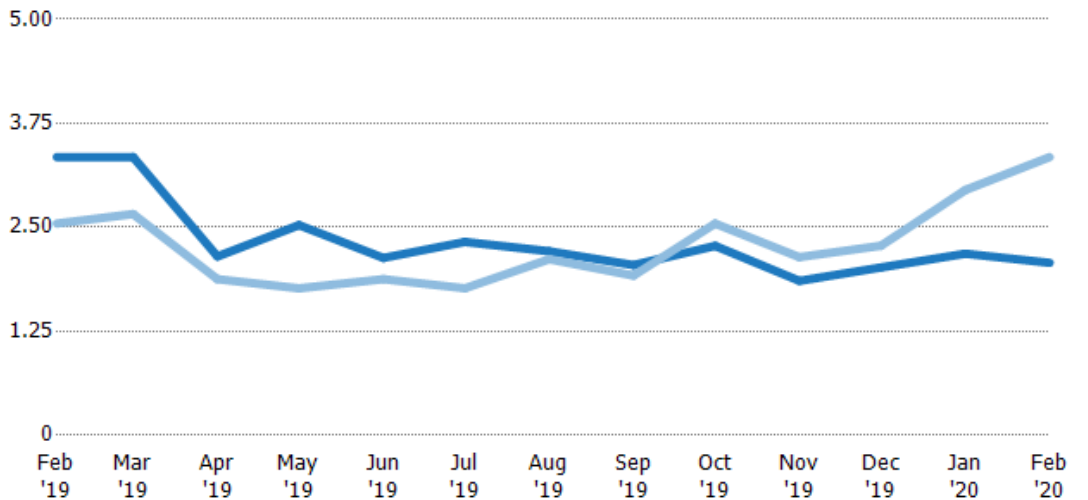
Months of Inventory

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.
Feb '20	2.07	-38%
Feb '19	3.34	31.3%
Feb '18	2.55	59.5%



Current Year	3.34	3.34	2.15	2.53	2.13	2.32	2.21	2.05	2.28	1.86	2.02	2.18	2.07
Prior Year	2.55	2.66	1.88	1.77	1.88	1.77	2.12	1.92	2.54	2.14	2.28	2.95	3.34
Percent Change from Prior Year	31%	26%	15%	43%	14%	32%	4%	7%	-11%	-13%	-11%	-26%	-38%

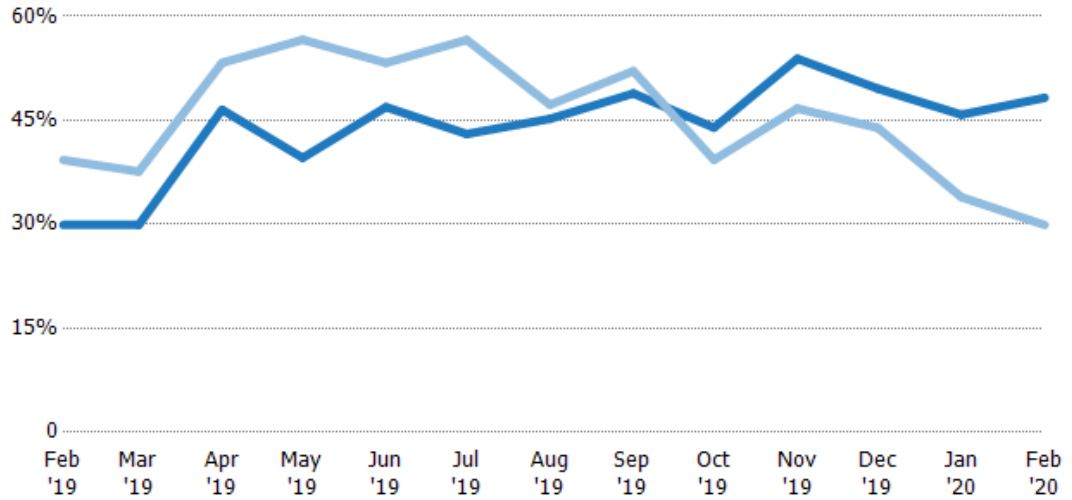
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Feb '20	48%	-18.3%
Feb '19	30%	9.4%
Feb '18	39%	-37.3%

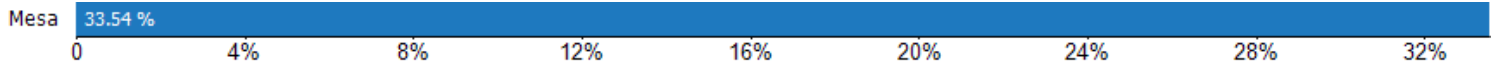


	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	30%	30%	47%	40%	47%	43%	45%	49%	44%	54%	50%	46%	48%
Prior Year	39%	38%	53%	57%	53%	57%	47%	52%	39%	47%	44%	34%	30%
Change from Prior Year	9%	8%	7%	17%	6%	14%	2%	3%	-5%	-7%	-6%	-12%	-18%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



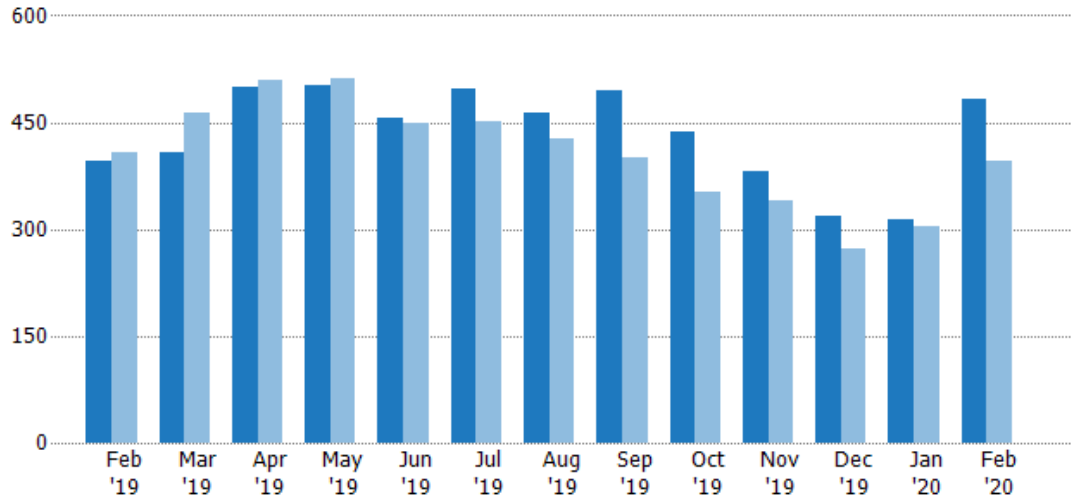
Pending Sales

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.
Feb '20	482	22%
Feb '19	395	-2.9%
Feb '18	407	-11.8%



Current Year	395	407	499	502	456	497	464	495	436	381	319	313	482
Prior Year	407	464	510	512	448	451	427	400	352	341	272	305	395
Percent Change from Prior Year	-3%	-12%	-2%	-2%	2%	10%	9%	24%	24%	12%	17%	3%	22%

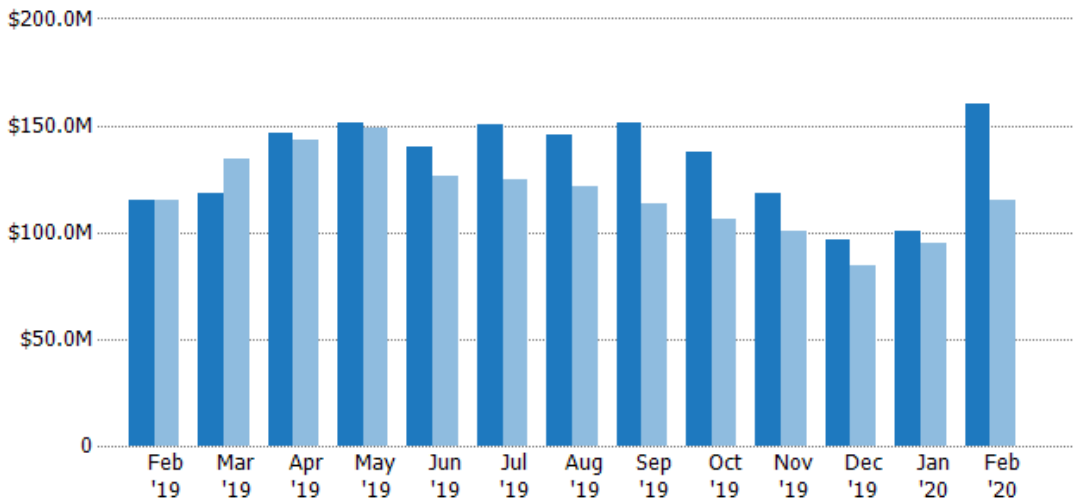
Pending Sales Volume

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.
Feb '20	\$160M	39.4%
Feb '19	\$115M	-0.3%
Feb '18	\$115M	-20.4%



Current Year	\$115M	\$118M	\$147M	\$152M	\$140M	\$150M	\$146M	\$151M	\$138M	\$118M	\$96.5M	\$101M	\$160M
Prior Year	\$115M	\$134M	\$143M	\$149M	\$126M	\$125M	\$121M	\$114M	\$106M	\$100M	\$84.2M	\$95.1M	\$115M
Percent Change from Prior Year	0%	-12%	3%	2%	11%	20%	20%	33%	30%	18%	15%	6%	39%

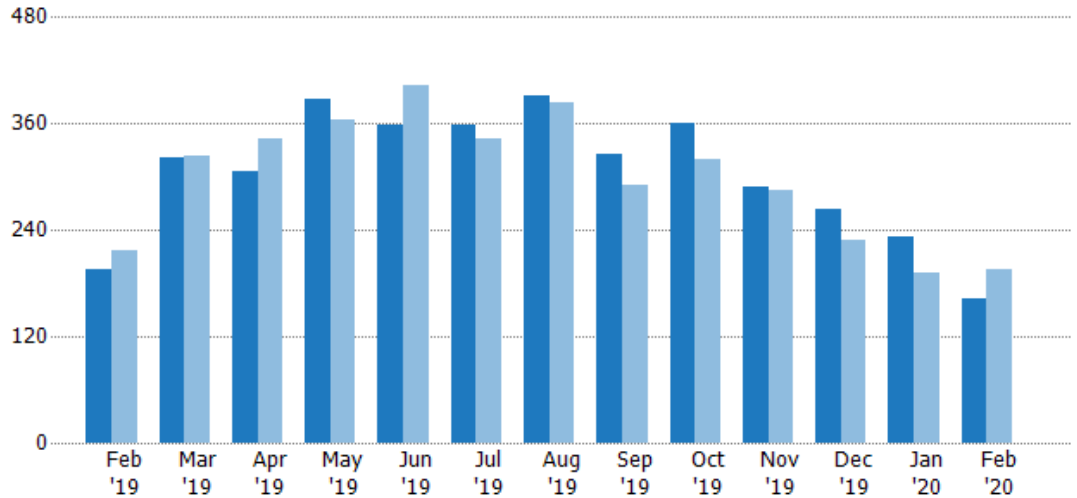
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Feb '20	162	-16.9%
Feb '19	195	-10.1%
Feb '18	217	-18.4%



Current Year	195	321	306	387	358	359	391	326	361	288	263	233	162
Prior Year	217	324	342	365	403	343	383	290	319	284	229	192	195
Percent Change from Prior Year	-10%	-1%	-11%	6%	-11%	5%	2%	12%	13%	1%	15%	21%	-17%

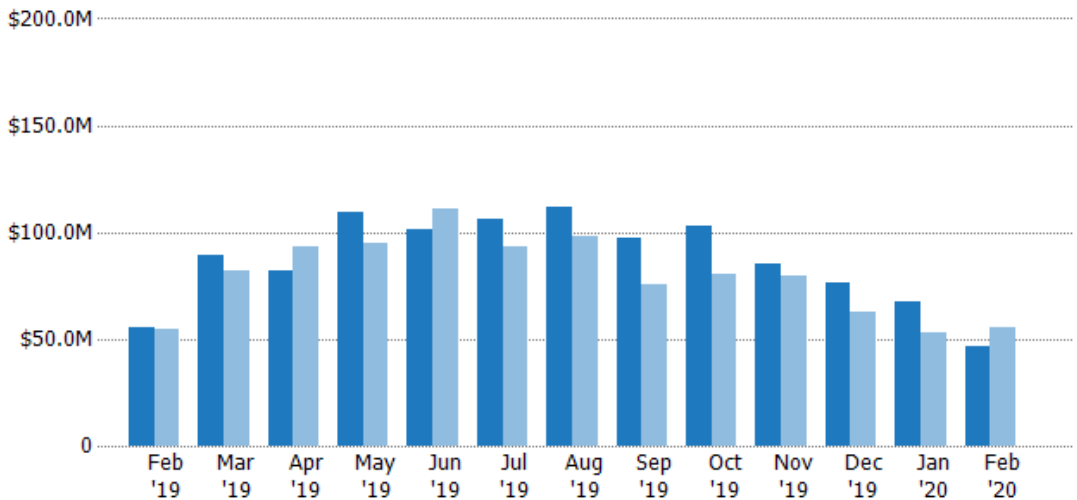
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Feb '20	\$46.5M	-15.9%
Feb '19	\$55.4M	1.6%
Feb '18	\$54.5M	-27.3%



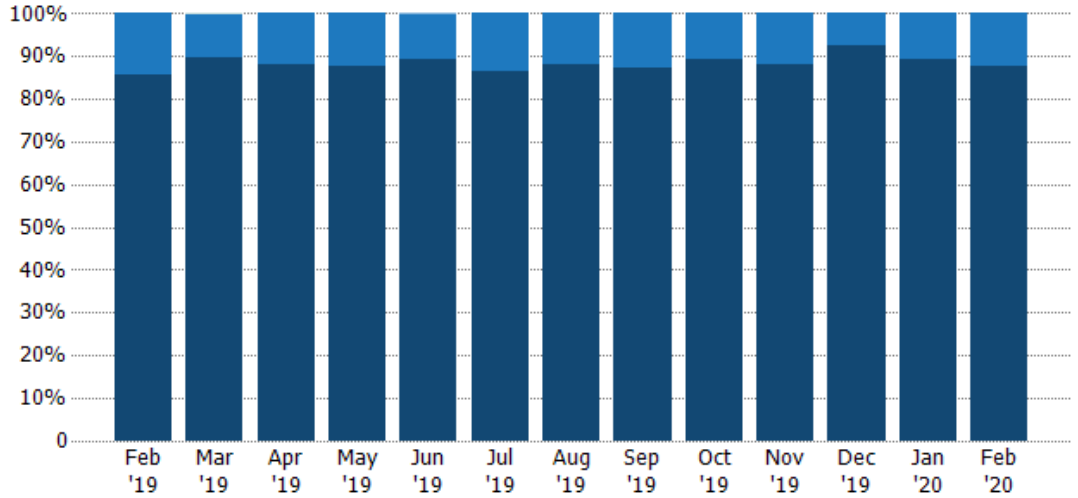
Current Year	\$55.4M	\$89.1M	\$82.1M	\$110M	\$101M	\$106M	\$112M	\$97M	\$103M	\$84.8M	\$76.7M	\$67.6M	\$46.5M
Prior Year	\$54.5M	\$82.3M	\$93M	\$94.9M	\$111M	\$93.4M	\$97.9M	\$75.2M	\$80.7M	\$79.4M	\$62.5M	\$52.8M	\$55.4M
Percent Change from Prior Year	2%	8%	-12%	15%	-9%	14%	14%	29%	27%	7%	23%	28%	-16%

Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado

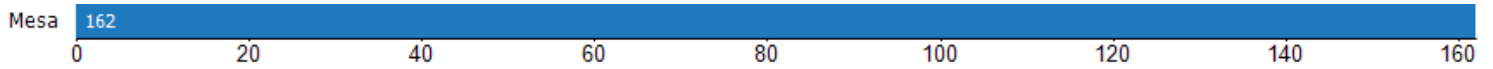


Property Type	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Multifamily/Multiplex	-	0%	-	-	-	-	-	-	-	-	-	-	-
Mobile/Manufactured	-	-	-	-	0%	-	-	-	-	-	-	-	-
Condo/Townhouse	14%	10%	12%	12%	11%	14%	12%	13%	11%	12%	8%	11%	12%
Single Family Residence	86%	90%	88%	88%	89%	86%	88%	87%	89%	88%	92%	89%	88%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

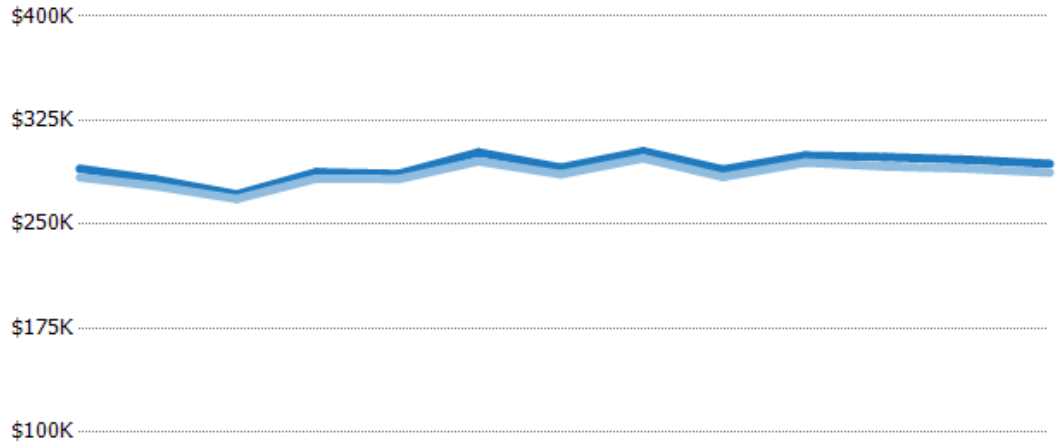


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



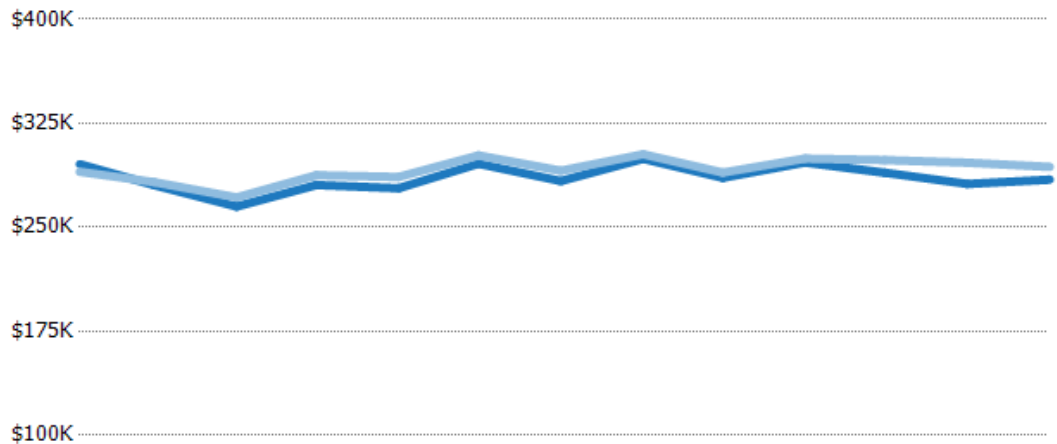
	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$290K	\$283K	\$272K	\$288K	\$286K	\$302K	\$291K	\$303K	\$289K	\$300K	\$298K	\$297K	\$294K
Avg Sales Price	\$284K	\$278K	\$268K	\$283K	\$283K	\$295K	\$286K	\$298K	\$284K	\$295K	\$292K	\$290K	\$287K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	98%	99%	98%	98%	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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg Est Value	\$295K	\$280K	\$265K	\$280K	\$278K	\$296K	\$283K	\$299K	\$286K	\$297K	\$289K	\$281K	\$284K
Avg Sales Price	\$290K	\$283K	\$272K	\$288K	\$286K	\$302K	\$291K	\$303K	\$289K	\$300K	\$298K	\$297K	\$294K
Avg Sales Price as a % of Avg Est Value	98%	101%	102%	103%	103%	102%	103%	101%	101%	101%	103%	105%	103%

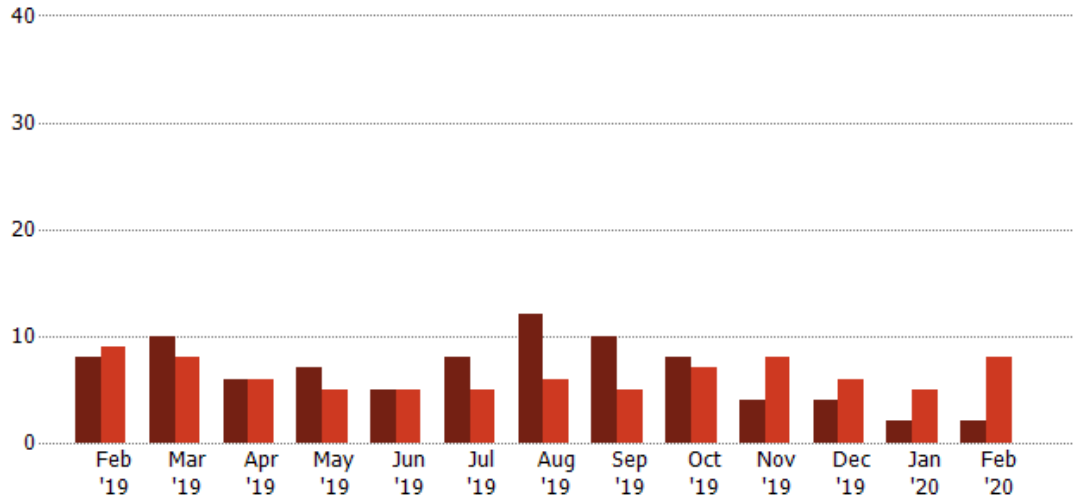
Distressed Listings

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.
Feb '20	2	-75%
Feb '19	8	-11.1%
Feb '18	9	266.7%

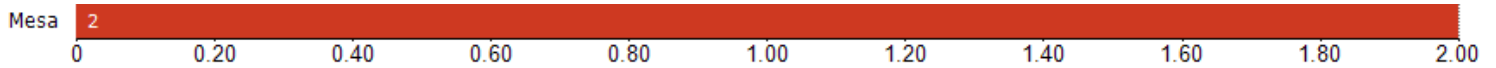


Current Year	8	10	6	7	5	8	12	10	8	4	4	2	2
Prior Year	9	8	6	5	5	5	6	5	7	8	6	5	8
Percent Change from Prior Year	-11%	25%	0%	40%	0%	60%	100%	100%	14%	-50%	-33%	-60%	-75%

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: 03/04/2020

Scheduled: No

Report Date Range: From 2/2019 To: 2/2020

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 2/2020 data

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