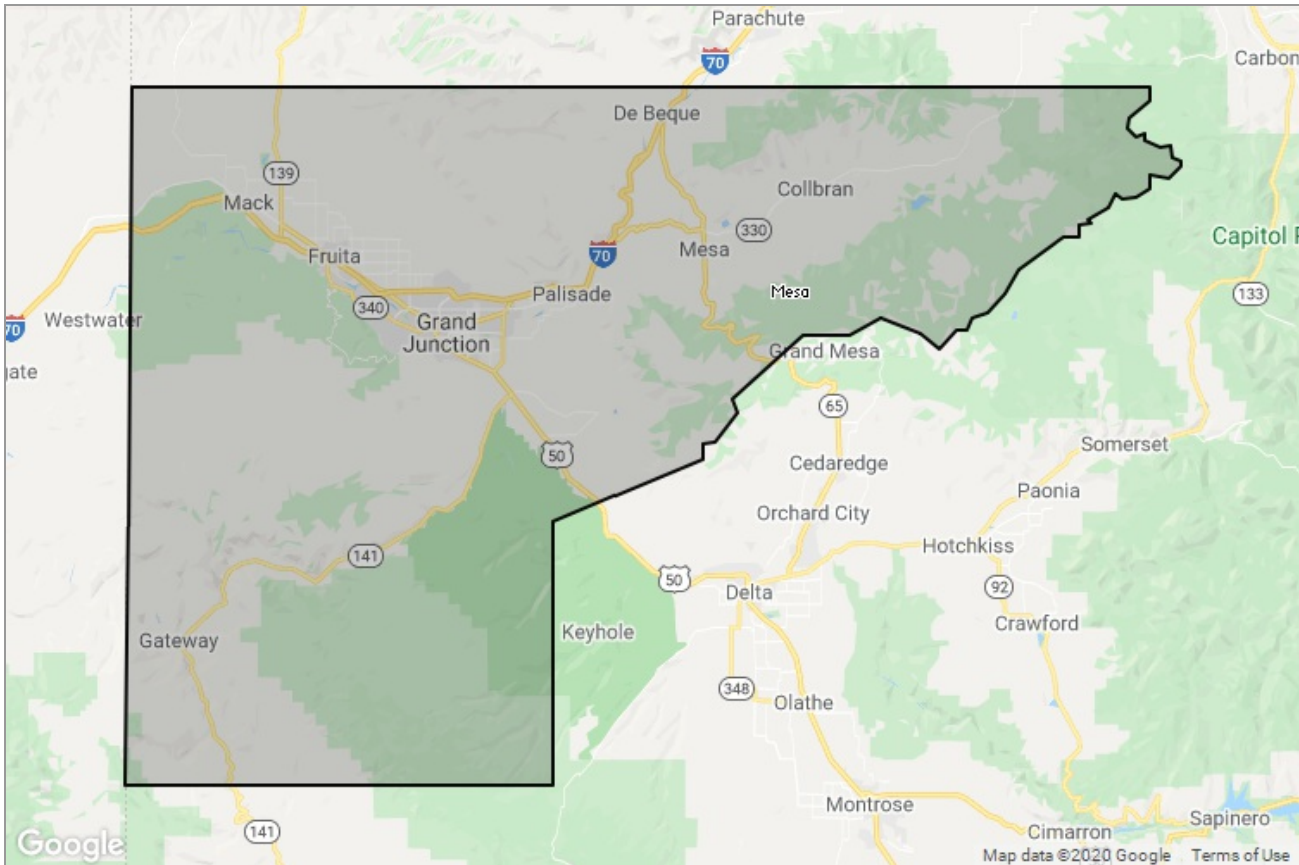




MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2019 – 3/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/06/2020

Scheduled: Yes

Presented by

**Grand Junction Area REALTOR®
Association**

(970) 243-3322

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

2743 Crossroads Blvd
Grand Junction, CO 81506

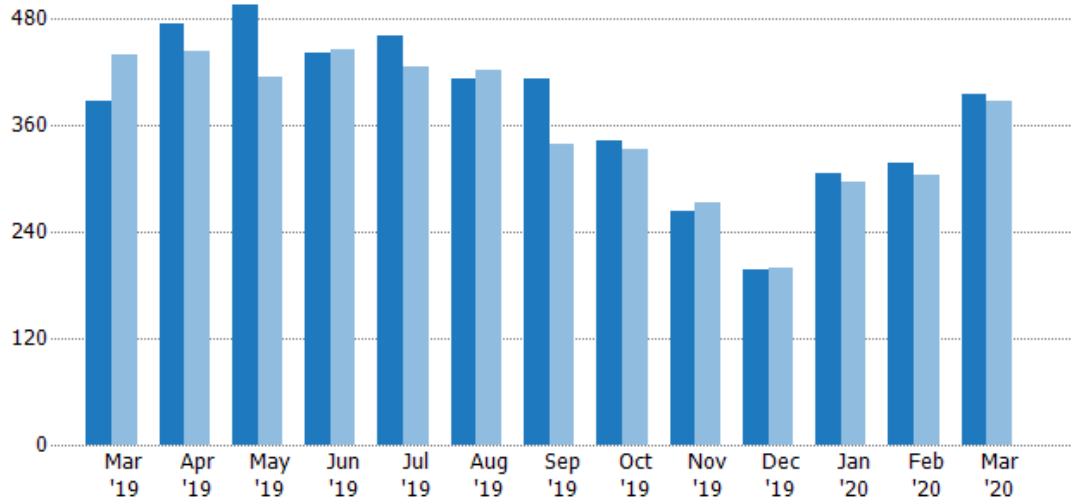
New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '20	396	2.3%
Mar '19	387	-12%
Mar '18	440	-8.9%



Current Year	387	475	496	441	462	413	412	342	263	197	307	318	396
Prior Year	440	444	414	445	426	423	340	334	274	199	296	305	387
Percent Change from Prior Year	-12%	7%	20%	-1%	8%	-2%	21%	2%	-4%	-1%	4%	4%	2%

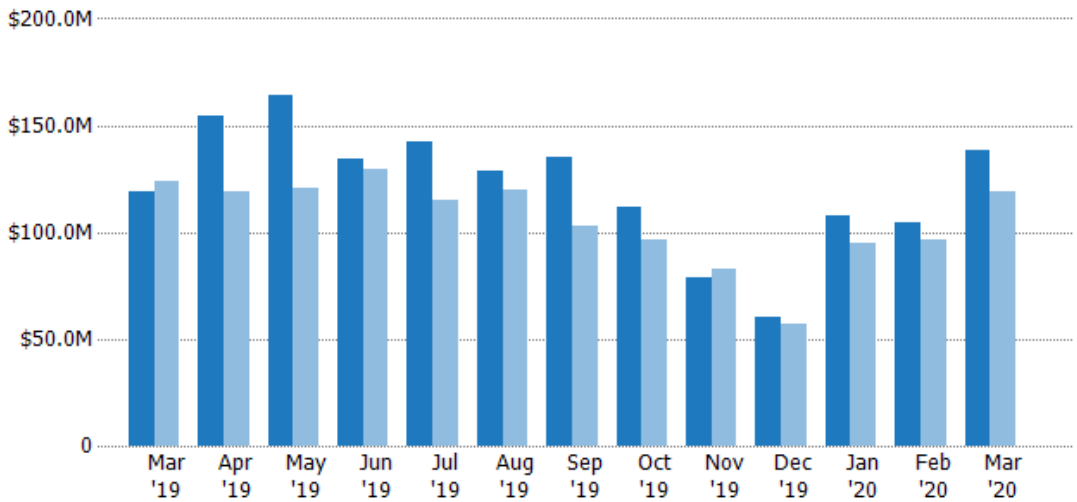
New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Mar '20	\$138M	16.1%
Mar '19	\$119M	-4.2%
Mar '18	\$124M	-16.3%



Current Year	\$119M	\$155M	\$164M	\$134M	\$143M	\$129M	\$136M	\$112M	\$79M	\$60.4M	\$108M	\$104M	\$138M
Prior Year	\$124M	\$119M	\$120M	\$130M	\$115M	\$120M	\$103M	\$96.6M	\$82.8M	\$57.4M	\$94.9M	\$96.4M	\$119M
Percent Change from Prior Year	-4%	30%	37%	4%	24%	8%	32%	16%	-5%	5%	14%	8%	16%

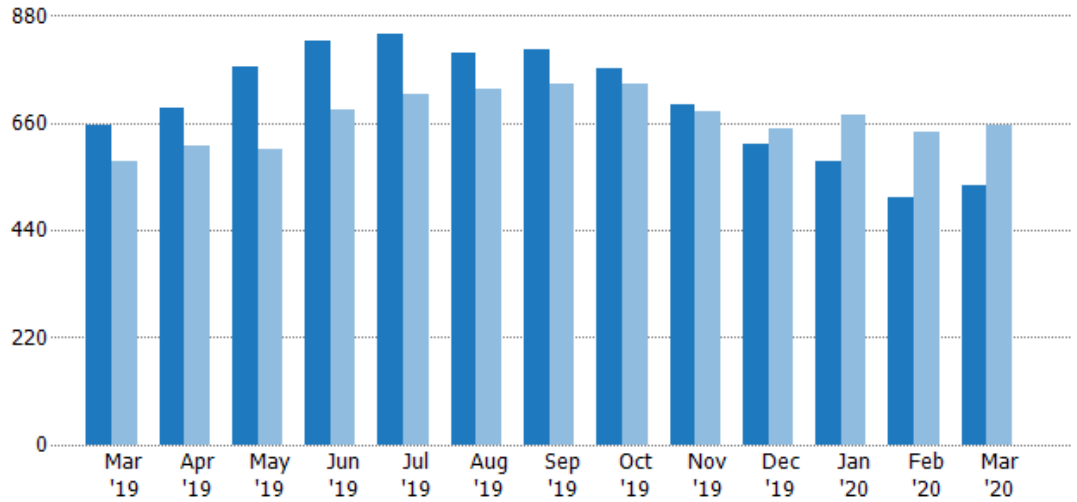
Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '20	531	-18.8%
Mar '19	654	12.2%
Mar '18	583	15.3%



Current Year	654	692	774	827	843	805	812	771	699	616	582	507	531
Prior Year	583	614	607	688	718	730	739	742	685	649	677	643	654
Percent Change from Prior Year	12%	13%	28%	20%	17%	10%	10%	4%	2%	-5%	-14%	-21%	-19%

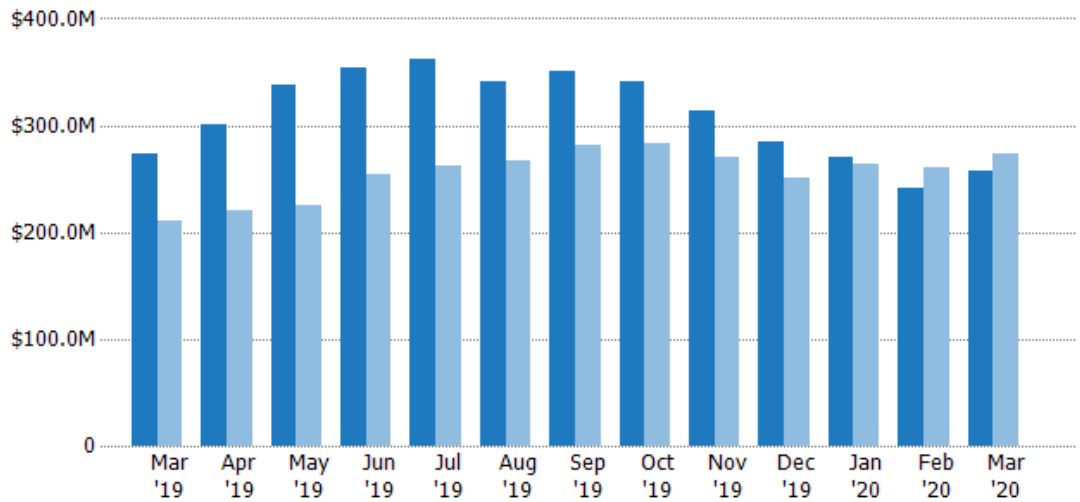
Active Listing Volume

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.
Mar '20	\$258M	-5.8%
Mar '19	\$273M	29.4%
Mar '18	\$211M	0%



Current Year	\$273M	\$301M	\$338M	\$354M	\$362M	\$340M	\$350M	\$341M	\$313M	\$284M	\$270M	\$242M	\$258M
Prior Year	\$211M	\$220M	\$225M	\$254M	\$261M	\$267M	\$281M	\$283M	\$270M	\$250M	\$263M	\$261M	\$273M
Percent Change from Prior Year	29%	37%	50%	40%	38%	27%	25%	21%	16%	14%	3%	-7%	-6%

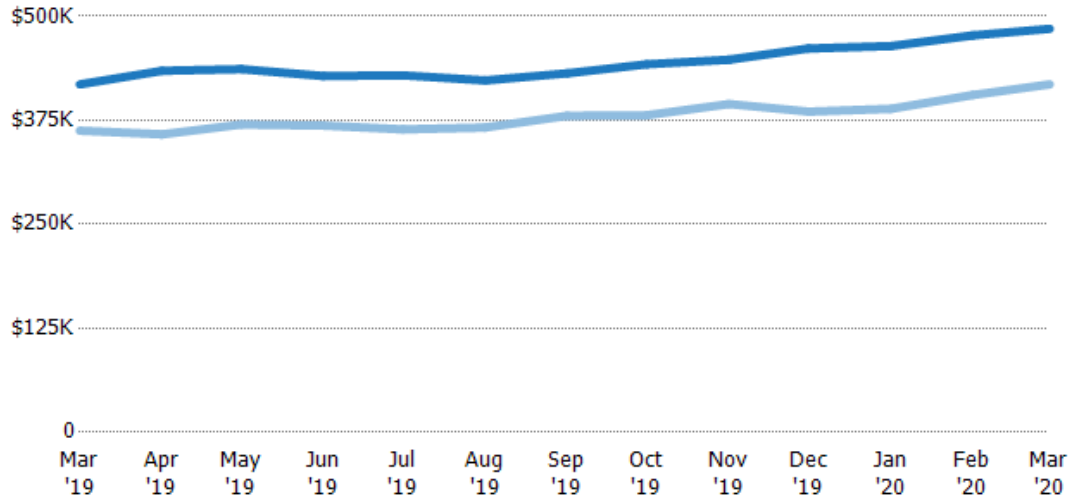
Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Mar '20	\$485K	16%
Mar '19	\$418K	15.3%
Mar '18	\$362K	-13.3%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$418K	\$434K	\$436K	\$428K	\$429K	\$423K	\$431K	\$442K	\$448K	\$461K	\$464K	\$477K	\$485K
Prior Year	\$362K	\$358K	\$370K	\$369K	\$364K	\$366K	\$380K	\$381K	\$395K	\$385K	\$389K	\$405K	\$418K
Percent Change from Prior Year	15%	21%	18%	16%	18%	15%	13%	16%	14%	20%	19%	18%	16%

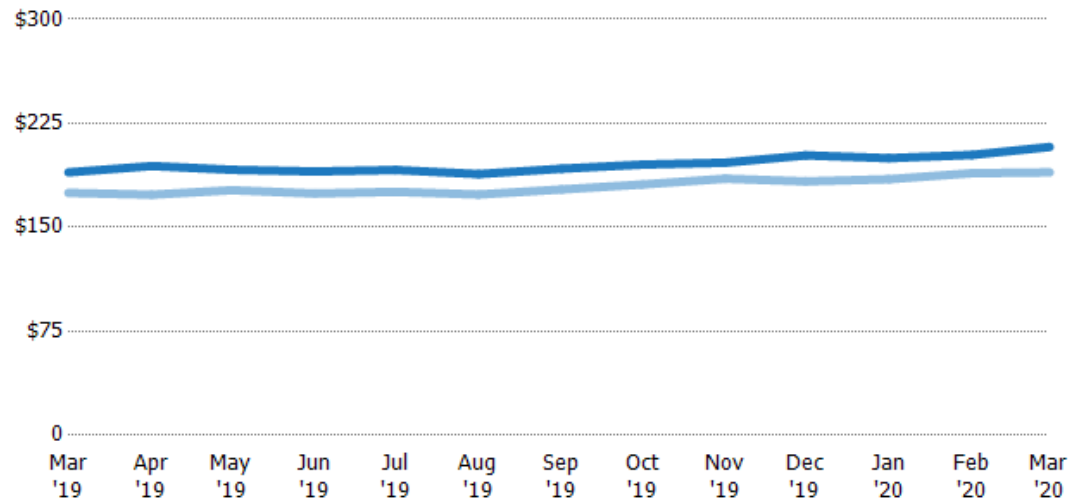
Average Listing Price per Sq Ft

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.
Mar '20	\$208	9.7%
Mar '19	\$190	8.5%
Mar '18	\$175	-12.4%



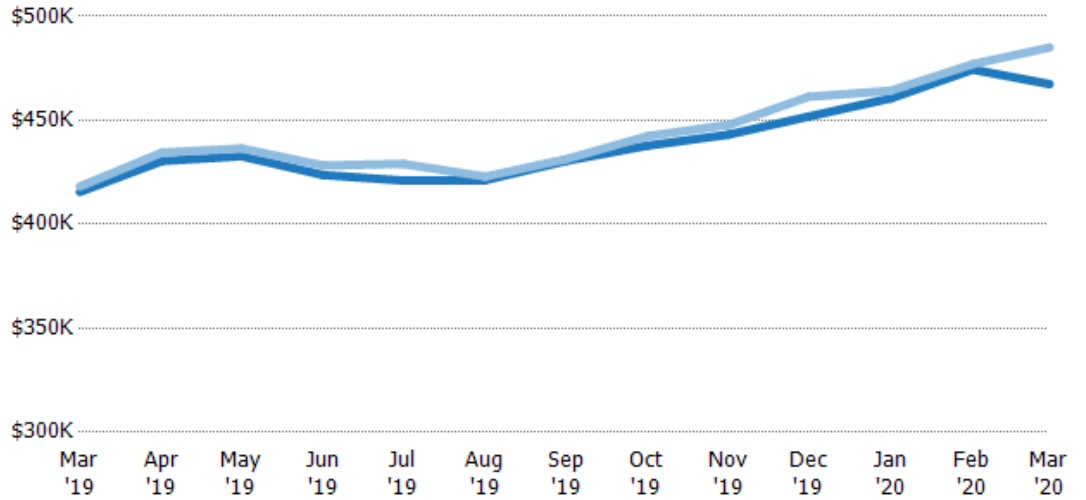
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$190	\$194	\$192	\$190	\$191	\$188	\$192	\$195	\$197	\$202	\$200	\$202	\$208
Prior Year	\$175	\$173	\$177	\$174	\$176	\$174	\$177	\$181	\$185	\$183	\$185	\$189	\$190
Percent Change from Prior Year	8%	12%	8%	9%	9%	8%	8%	8%	6%	10%	8%	7%	10%

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$416K	\$430K	\$433K	\$424K	\$421K	\$421K	\$431K	\$438K	\$443K	\$452K	\$461K	\$474K	\$467K
Avg Listing Price	\$418K	\$434K	\$436K	\$428K	\$429K	\$423K	\$431K	\$442K	\$448K	\$461K	\$464K	\$477K	\$485K
Avg Listing Price as a % of Avg Est Value	101%	101%	101%	101%	102%	100%	100%	101%	101%	102%	101%	101%	104%

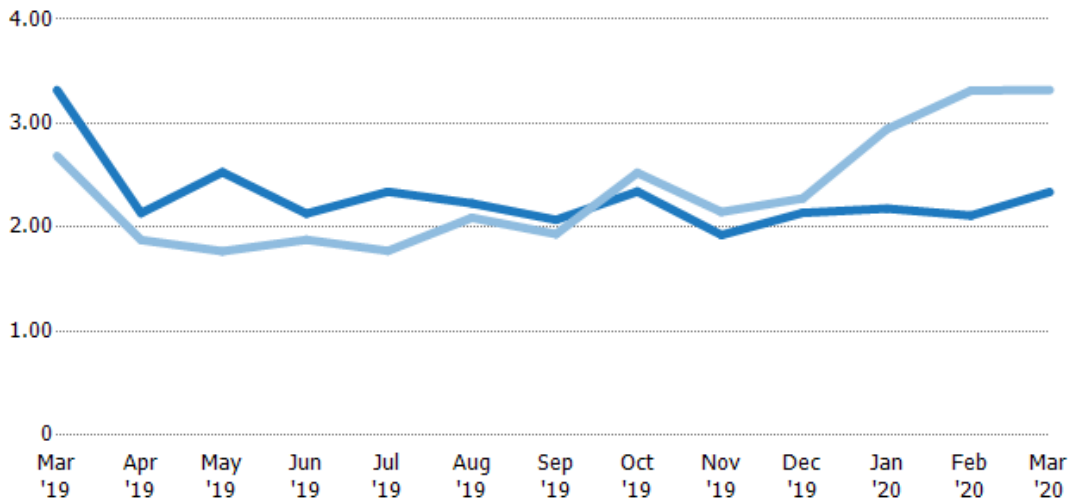
Months of Inventory

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.
Mar '20	2.34	-29.5%
Mar '19	3.32	23.6%
Mar '18	2.69	37.4%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	3.32	2.14	2.53	2.13	2.34	2.23	2.07	2.34	1.93	2.14	2.18	2.11	2.34
Prior Year	2.69	1.88	1.77	1.88	1.77	2.09	1.93	2.52	2.15	2.28	2.94	3.31	3.32
Percent Change from Prior Year	24%	14%	43%	13%	32%	7%	7%	-7%	-10%	-6%	-26%	-36%	-30%

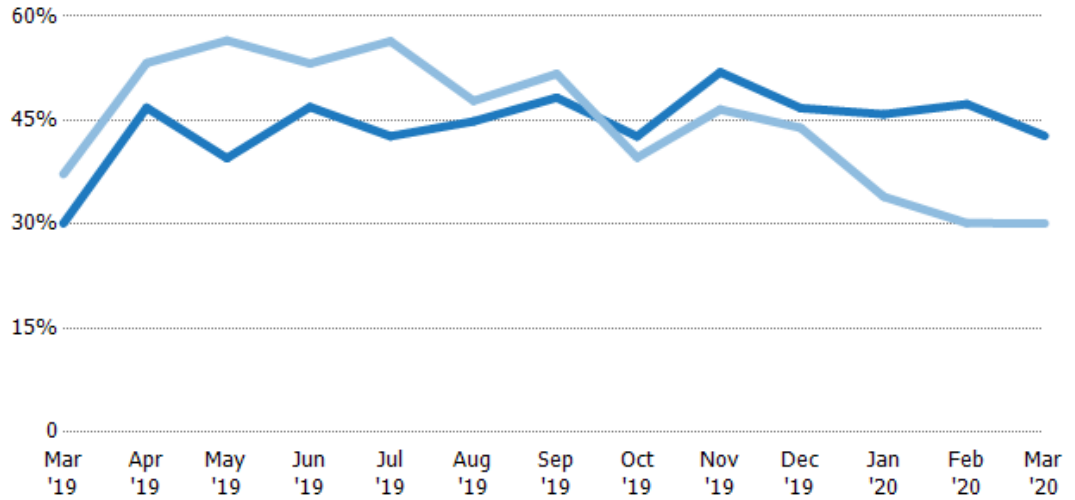
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Mar '20	43%	-12.6%
Mar '19	30%	7.1%
Mar '18	37%	-27.2%

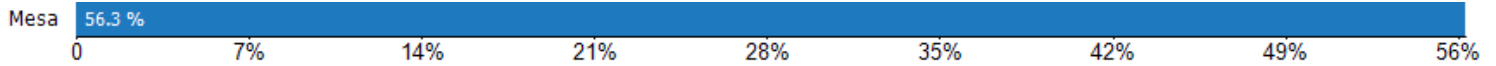


	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	30%	47%	40%	47%	43%	45%	48%	43%	52%	47%	46%	47%	43%
Prior Year	37%	53%	57%	53%	56%	48%	52%	40%	47%	44%	34%	30%	30%
Change from Prior Year	7%	6%	17%	6%	14%	3%	3%	-3%	-5%	-3%	-12%	-17%	-13%

Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



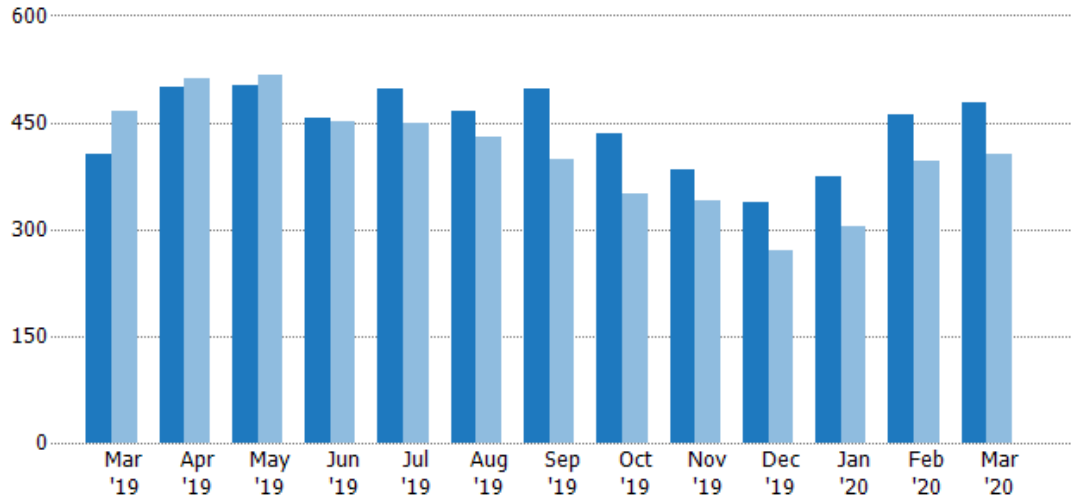
Pending Sales

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.
Mar '20	479	18.3%
Mar '19	405	-12.9%
Mar '18	465	-4.1%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	405	500	502	457	496	466	498	435	384	337	373	461	479
Prior Year	465	511	516	452	450	429	399	351	341	271	304	395	405
Percent Change from Prior Year	-13%	-2%	-3%	1%	10%	9%	25%	24%	13%	24%	23%	17%	18%

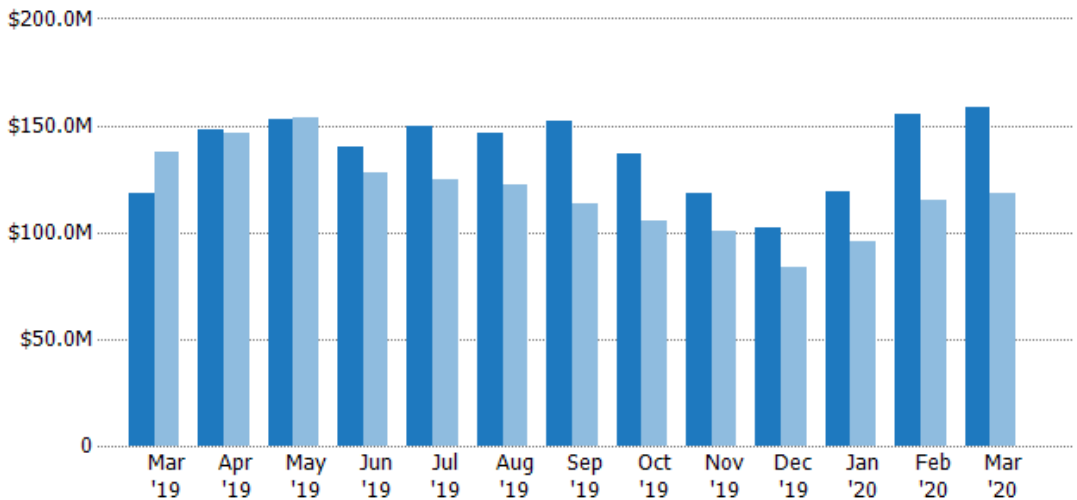
Pending Sales Volume

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.
Mar '20	\$159M	34.3%
Mar '19	\$118M	-14.3%
Mar '18	\$138M	-13.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$118M	\$148M	\$153M	\$140M	\$150M	\$146M	\$152M	\$137M	\$119M	\$102M	\$119M	\$155M	\$159M
Prior Year	\$138M	\$147M	\$153M	\$128M	\$125M	\$122M	\$114M	\$106M	\$100M	\$84M	\$95.3M	\$115M	\$118M
Percent Change from Prior Year	-14%	1%	0%	10%	20%	19%	34%	30%	18%	21%	25%	35%	34%

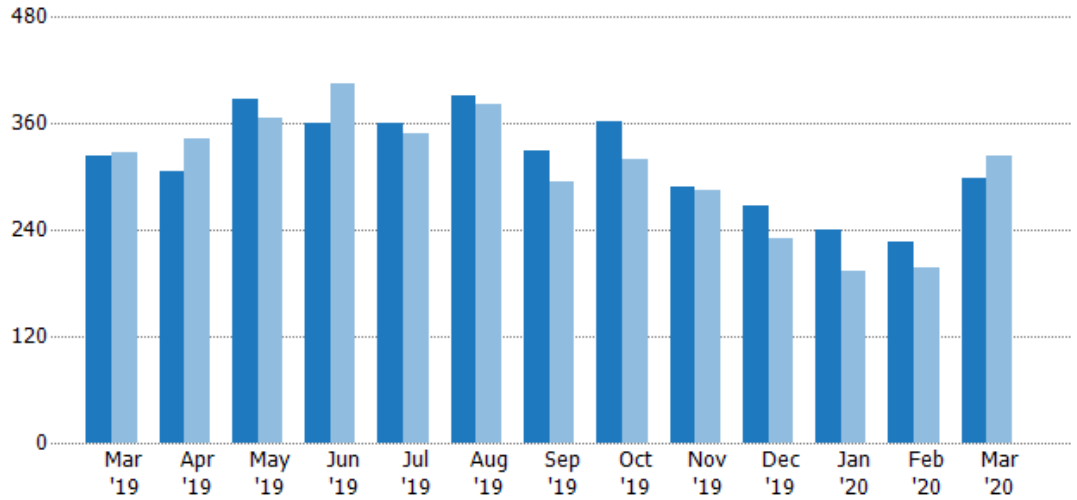
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Mar '20	299	-7.7%
Mar '19	324	-0.9%
Mar '18	327	-14.4%



Current Year	324	306	388	360	361	392	329	363	288	267	240	227	299
Prior Year	327	343	366	405	349	382	294	319	285	230	194	197	324
Percent Change from Prior Year	-1%	-11%	6%	-11%	3%	3%	12%	14%	1%	16%	24%	15%	-8%

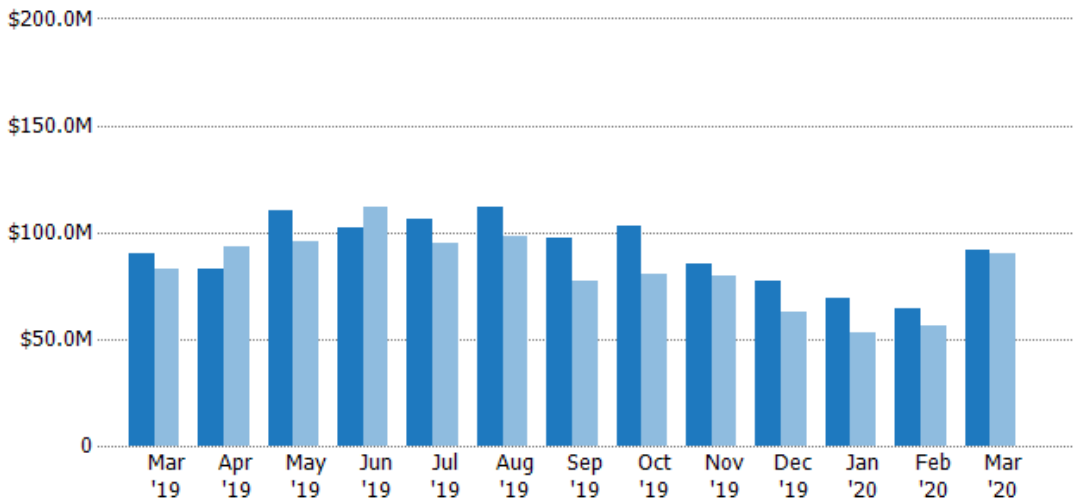
Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Mar '20	\$91.8M	2%
Mar '19	\$89.9M	8.4%
Mar '18	\$83M	-20.7%



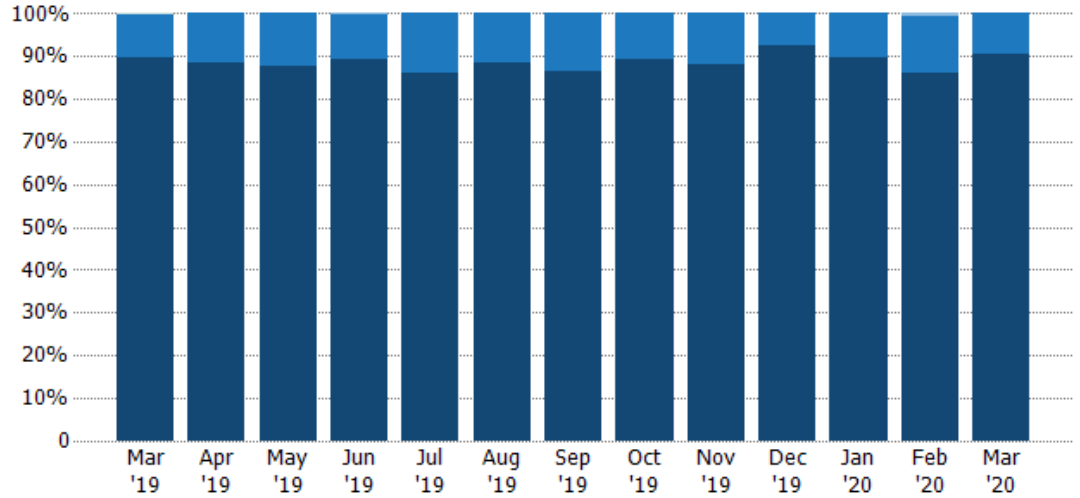
Current Year	\$89.9M	\$82.6M	\$110M	\$102M	\$106M	\$112M	\$97.7M	\$103M	\$84.8M	\$77.2M	\$69.5M	\$64.1M	\$91.8M
Prior Year	\$83M	\$93.1M	\$95.3M	\$112M	\$95M	\$97.8M	\$76.9M	\$80.7M	\$79.6M	\$62.7M	\$53.3M	\$56.2M	\$89.9M
Percent Change from Prior Year	8%	-11%	15%	-8%	12%	14%	27%	28%	7%	23%	30%	14%	2%

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%	-	-	-	-	-	-	-	0%	-
Condo/Townhouse	10%	11%	12%	11%	14%	11%	13%	11%	12%	7%	10%	14%	9%
Single Family Residence	90%	89%	88%	89%	86%	89%	87%	89%	88%	93%	90%	86%	91%

Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

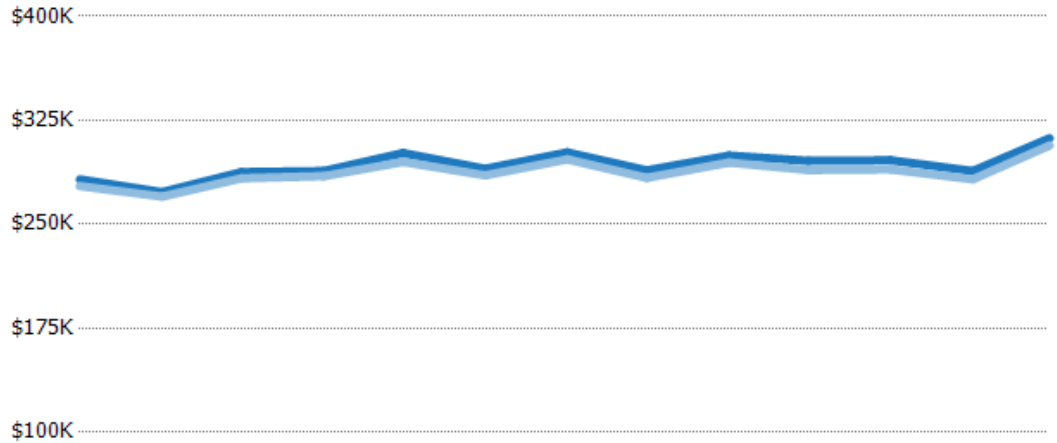


Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado



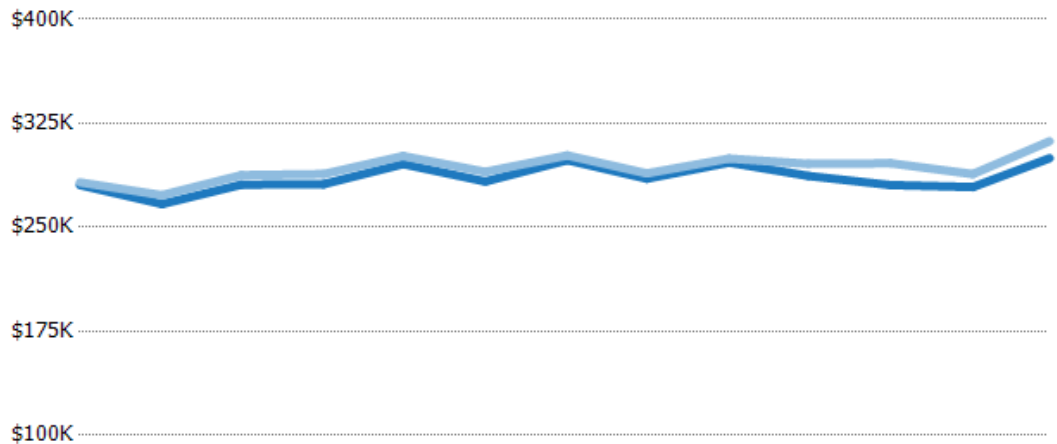
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg List Price	\$282K	\$273K	\$288K	\$288K	\$301K	\$290K	\$302K	\$289K	\$300K	\$296K	\$296K	\$288K	\$312K
Avg Sales Price	\$278K	\$270K	\$283K	\$285K	\$295K	\$285K	\$297K	\$284K	\$295K	\$289K	\$290K	\$282K	\$307K
Avg Sales Price as a % of Avg List Price	98%	99%	98%	99%	98%	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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg Est Value	\$280K	\$267K	\$281K	\$281K	\$296K	\$283K	\$298K	\$285K	\$297K	\$287K	\$280K	\$279K	\$300K
Avg Sales Price	\$282K	\$273K	\$288K	\$288K	\$301K	\$290K	\$302K	\$289K	\$300K	\$296K	\$296K	\$288K	\$312K
Avg Sales Price as a % of Avg Est Value	101%	102%	102%	103%	102%	102%	101%	101%	101%	103%	106%	103%	104%

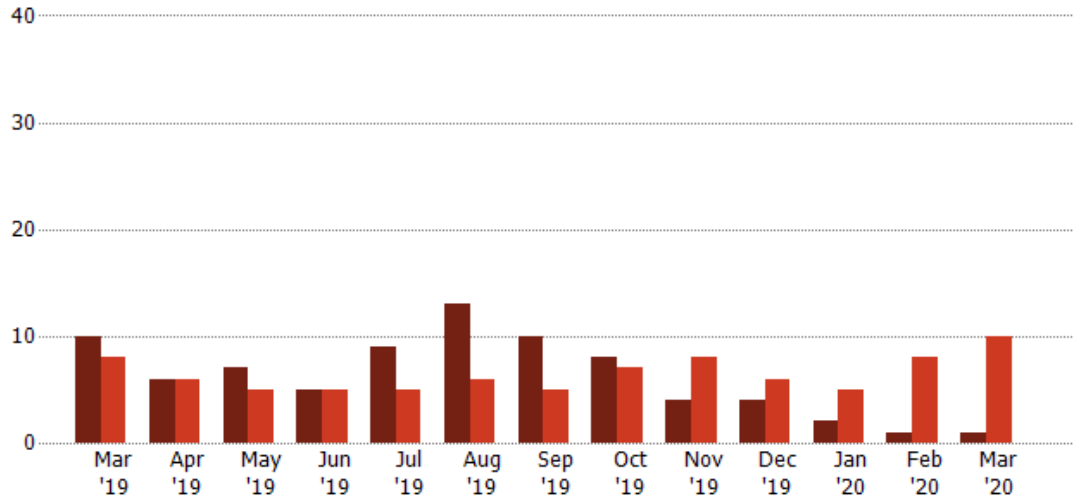
Distressed Listings

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.
Mar '20	1	-90%
Mar '19	10	25%
Mar '18	8	325%

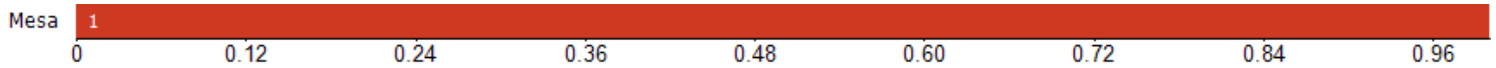


Current Year	10	6	7	5	9	13	10	8	4	4	2	1	1
Prior Year	8	6	5	5	5	6	5	7	8	6	5	8	10
Percent Change from Prior Year	25%	0%	40%	0%	80%	117%	100%	14%	-50%	-33%	-60%	-88%	-90%

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: 04/06/2020

Scheduled: Yes

Report Date Range: From 3/2019 To: 3/2020

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 3/2020 data

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