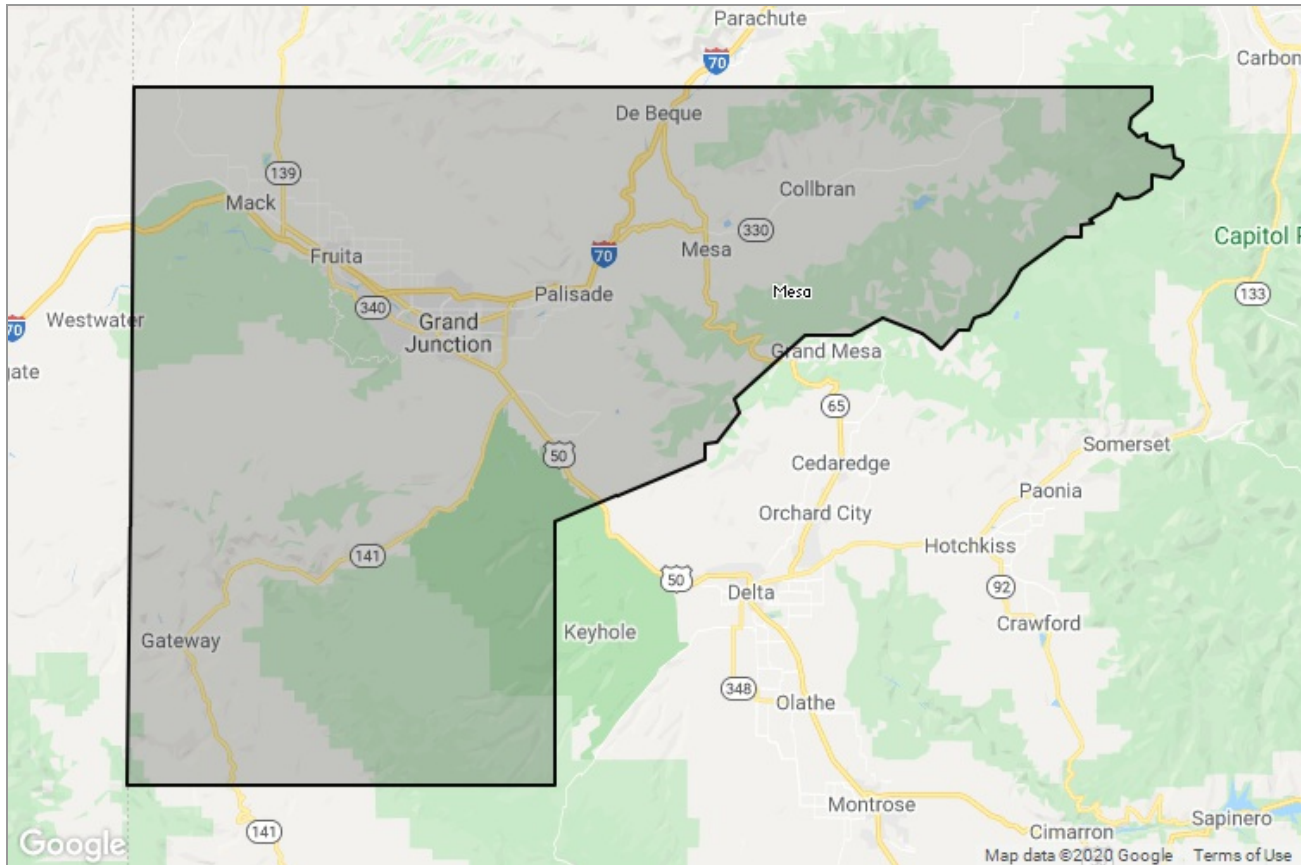




MARKET DATA REPORT

# Monthly Market Data Report



## Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
4/2019 – 4/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 05/06/2020

**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

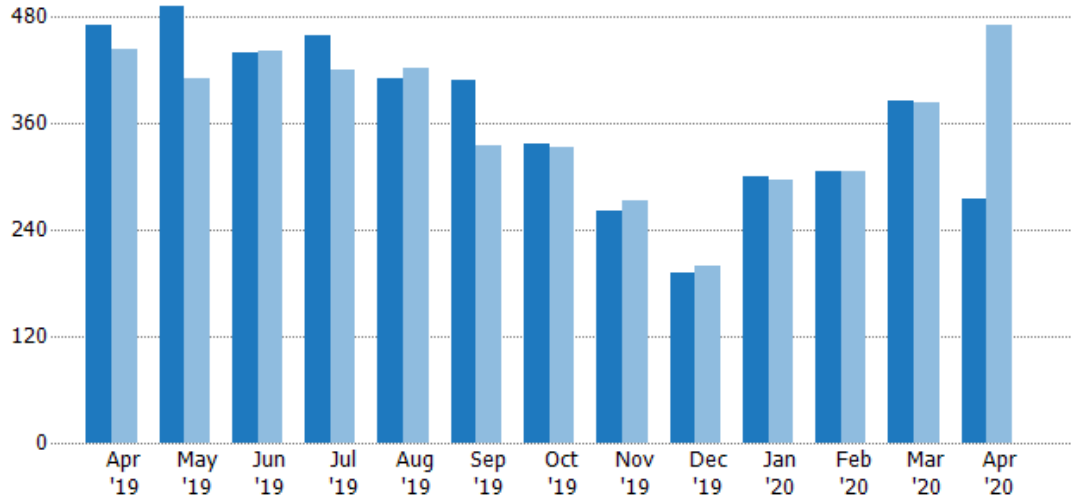
## New Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Apr '20	275	-41.6%
Apr '19	471	6.3%
Apr '18	443	-2.3%



Current Year	471	492	439	459	411	408	337	261	191	301	306	385	275
Prior Year	443	411	441	421	422	336	333	274	199	296	307	383	471
Percent Change from Prior Year	6%	20%	0%	9%	-3%	21%	1%	-5%	-4%	2%	0%	1%	-42%

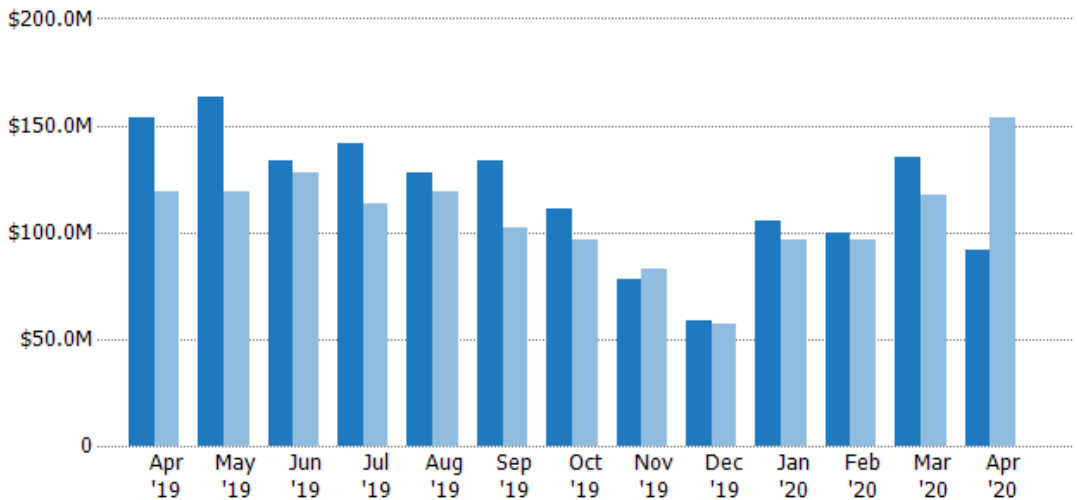
## New Listing Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Apr '20	\$91.5M	-40.3%
Apr '19	\$153M	28.6%
Apr '18	\$119M	0.2%



Current Year	\$153M	\$163M	\$133M	\$142M	\$128M	\$134M	\$111M	\$78.3M	\$58.6M	\$106M	\$100M	\$135M	\$91.5M
Prior Year	\$119M	\$119M	\$128M	\$113M	\$119M	\$102M	\$96.7M	\$82.8M	\$57.4M	\$96.2M	\$96.8M	\$117M	\$153M
Percent Change from Prior Year	29%	37%	4%	25%	7%	31%	15%	-5%	2%	10%	3%	15%	-40%

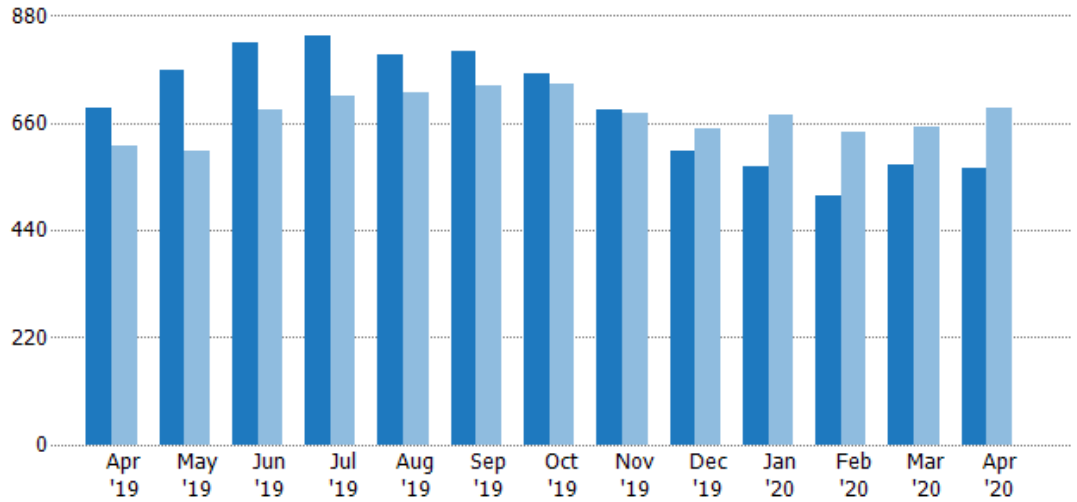
## Active Listings

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

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Apr '20	566	-18.1%
Apr '19	691	12.9%
Apr '18	612	11.1%



Current Year	691	769	824	840	801	806	761	687	602	571	512	575	566
Prior Year	612	603	686	714	723	736	739	682	650	676	643	652	691
Percent Change from Prior Year	13%	28%	20%	18%	11%	10%	3%	1%	-7%	-16%	-20%	-12%	-18%

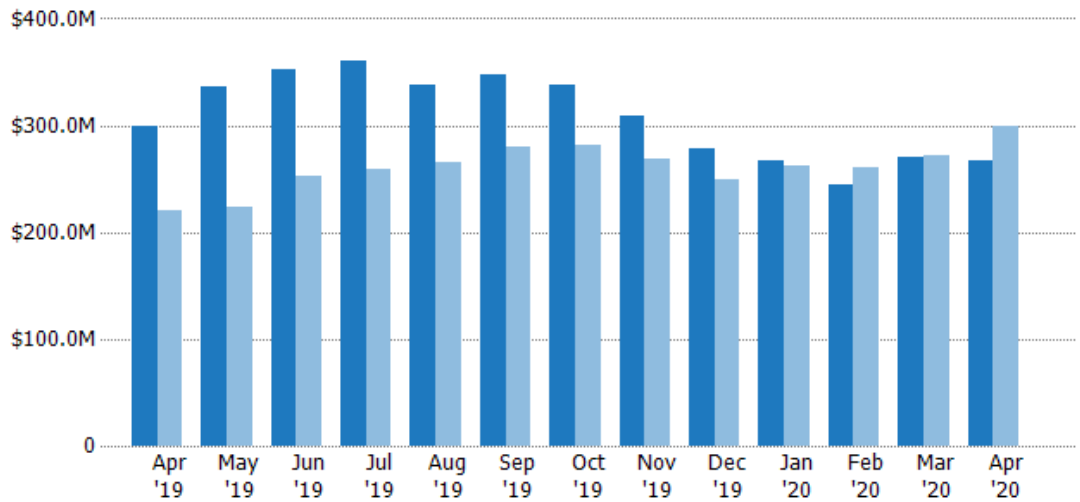
## Active Listing Volume

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.
Apr '20	\$267M	-11%
Apr '19	\$300M	36.5%
Apr '18	\$220M	1%



Current Year	\$300M	\$336M	\$353M	\$361M	\$338M	\$347M	\$337M	\$308M	\$279M	\$267M	\$244M	\$270M	\$267M
Prior Year	\$220M	\$223M	\$253M	\$259M	\$265M	\$280M	\$282M	\$268M	\$250M	\$263M	\$260M	\$272M	\$300M
Percent Change from Prior Year	37%	51%	40%	39%	28%	24%	20%	15%	12%	2%	-6%	-1%	-11%

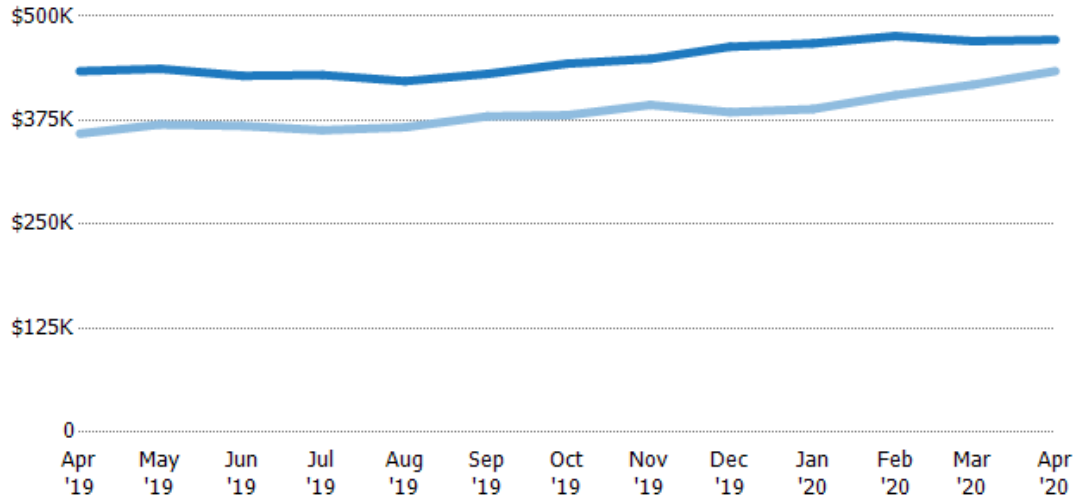
## Average Listing Price

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

Filters Used

County: Mesa County, Colorado

Month/Year	Price	% Chg.
Apr '20	\$472K	8.7%
Apr '19	\$434K	20.9%
Apr '18	\$359K	-9.1%



Current Year	\$434K	\$437K	\$428K	\$429K	\$422K	\$431K	\$443K	\$449K	\$463K	\$467K	\$476K	\$470K	\$472K
Prior Year	\$359K	\$370K	\$368K	\$363K	\$367K	\$380K	\$381K	\$393K	\$385K	\$388K	\$405K	\$418K	\$434K
Percent Change from Prior Year	21%	18%	16%	18%	15%	13%	16%	14%	20%	20%	18%	13%	9%

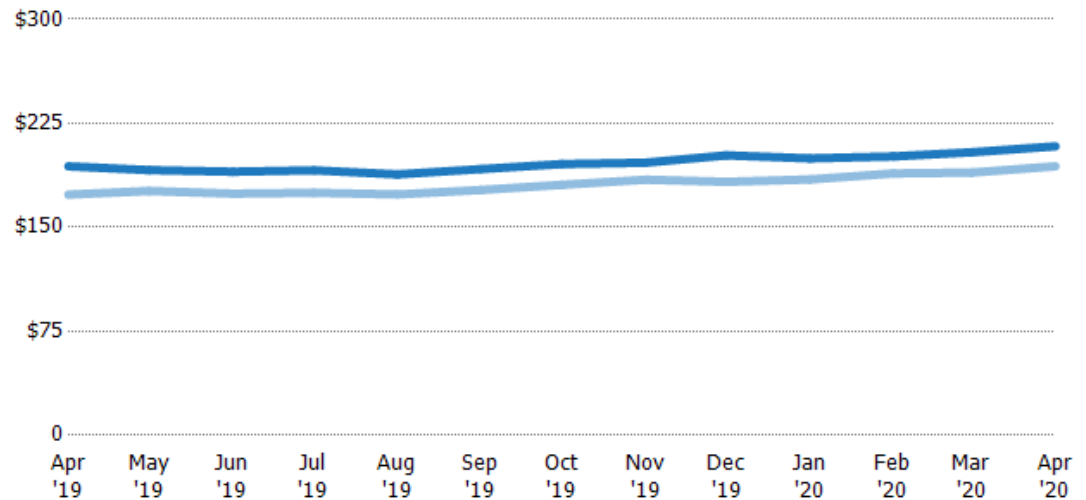
## Average Listing Price per Sq Ft

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.
Apr '20	\$208	7.4%
Apr '19	\$194	11.7%
Apr '18	\$174	-10.4%



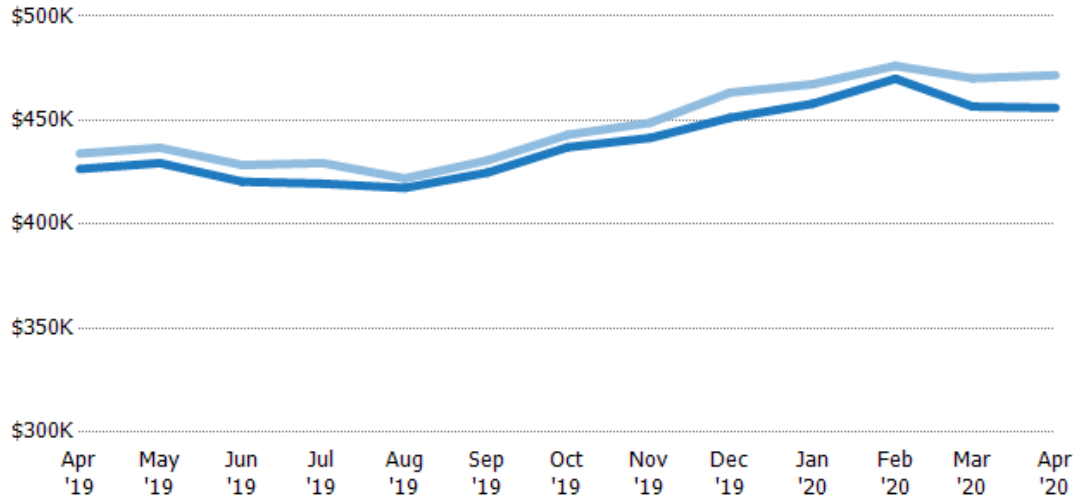
Current Year	\$194	\$191	\$190	\$191	\$188	\$192	\$196	\$197	\$202	\$200	\$201	\$204	\$208
Prior Year	\$174	\$176	\$174	\$175	\$174	\$177	\$181	\$184	\$183	\$185	\$189	\$189	\$194
Percent Change from Prior Year	12%	9%	9%	9%	8%	9%	8%	7%	10%	8%	6%	8%	7%

## 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



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Avg Est Value	\$427K	\$429K	\$420K	\$420K	\$417K	\$425K	\$437K	\$442K	\$451K	\$458K	\$470K	\$457K	\$456K
Avg Listing Price	\$434K	\$437K	\$428K	\$429K	\$422K	\$431K	\$443K	\$449K	\$463K	\$467K	\$476K	\$470K	\$472K
Avg Listing Price as a % of Avg Est Value	102%	102%	102%	102%	101%	101%	101%	102%	103%	102%	101%	103%	103%

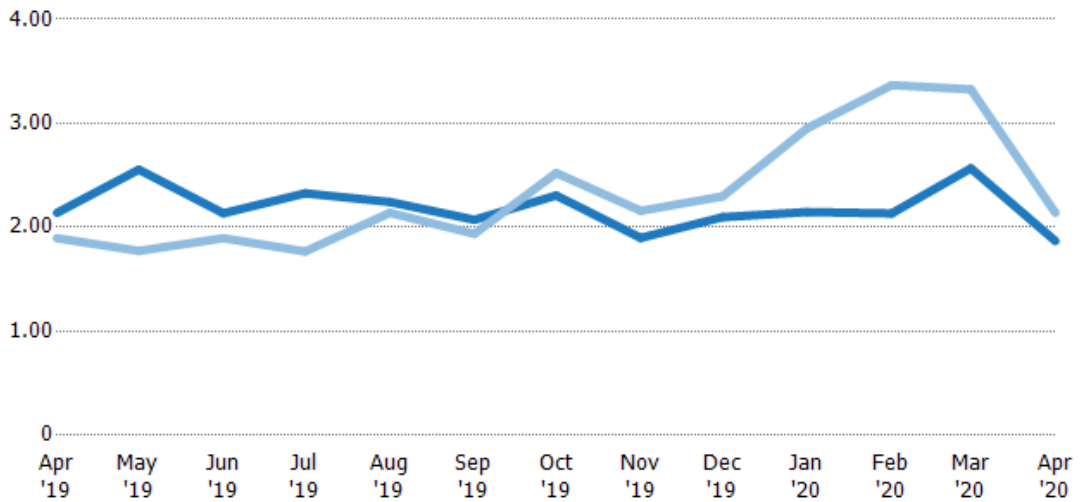
## Months of Inventory

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.
Apr '20	1.87	-12.7%
Apr '19	2.14	12.9%
Apr '18	1.89	29.6%



	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Current Year	2.14	2.55	2.13	2.33	2.24	2.07	2.31	1.9	2.1	2.15	2.13	2.57	1.87
Prior Year	1.89	1.77	1.9	1.77	2.14	1.94	2.52	2.16	2.3	2.95	3.37	3.33	2.14
Percent Change from Prior Year	13%	44%	13%	32%	5%	7%	-9%	-12%	-9%	-27%	-37%	-23%	-13%

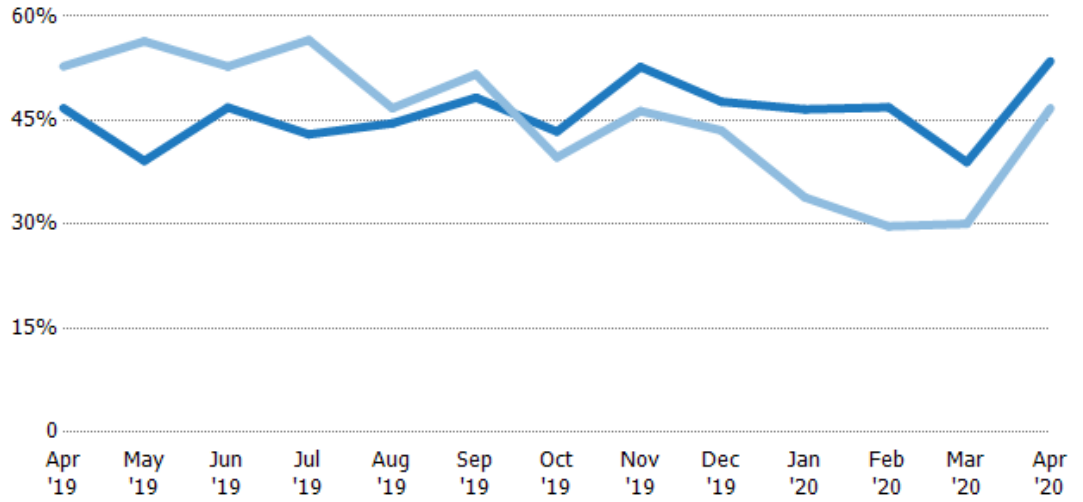
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: Mesa County, Colorado

Month/Year	Rate	Chg.
Apr '20	54%	-6.8%
Apr '19	47%	6%
Apr '18	53%	-22.8%



Current Year	47%	39%	47%	43%	45%	48%	43%	53%	48%	47%	47%	39%	54%
Prior Year	53%	56%	53%	57%	47%	52%	40%	46%	44%	34%	30%	30%	47%
Change from Prior Year	6%	17%	6%	14%	2%	3%	-4%	-6%	-4%	-13%	-17%	-9%	-7%

## Absorption Rate (By County)

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

Filters Used: County: Mesa County, Colorado



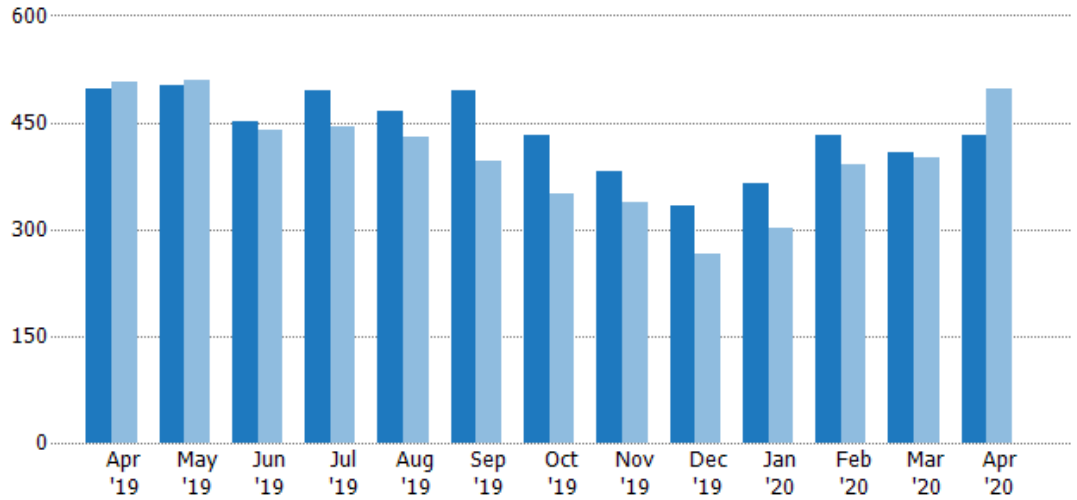
## Pending Sales

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.
Apr '20	431	-13.5%
Apr '19	498	-1.6%
Apr '18	506	1%



Current Year	498	503	452	494	466	494	431	381	332	365	431	408	431
Prior Year	506	510	439	445	429	396	350	338	266	301	390	400	498
Percent Change from Prior Year	-2%	-1%	3%	11%	9%	25%	23%	13%	25%	21%	11%	2%	-13%

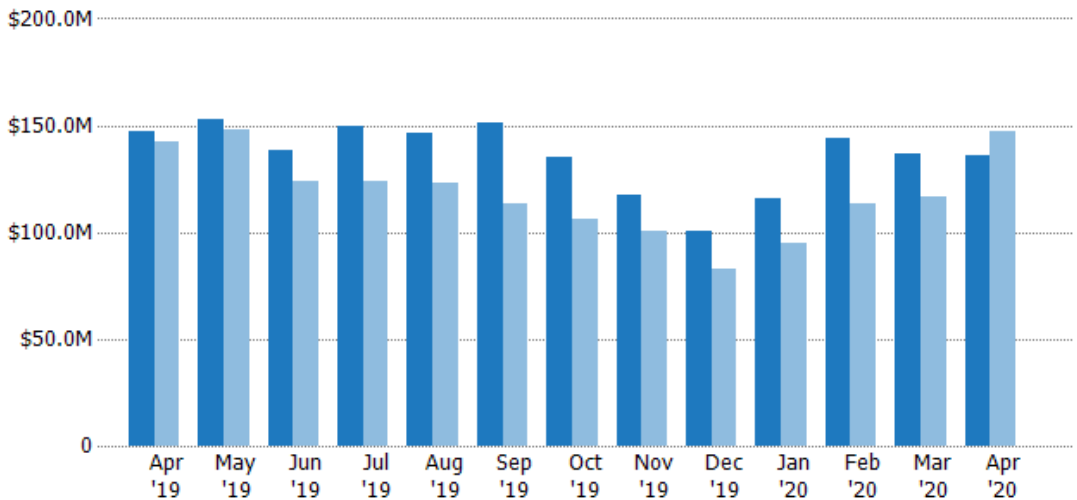
## Pending Sales Volume

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.
Apr '20	\$136M	-7.5%
Apr '19	\$147M	3.6%
Apr '18	\$142M	-2.8%



Current Year	\$147M	\$153M	\$138M	\$150M	\$146M	\$151M	\$135M	\$117M	\$100M	\$116M	\$144M	\$136M	\$136M
Prior Year	\$142M	\$148M	\$124M	\$124M	\$123M	\$113M	\$106M	\$100M	\$82.9M	\$94.5M	\$114M	\$116M	\$147M
Percent Change from Prior Year	4%	3%	12%	21%	19%	33%	28%	17%	21%	23%	27%	17%	-8%

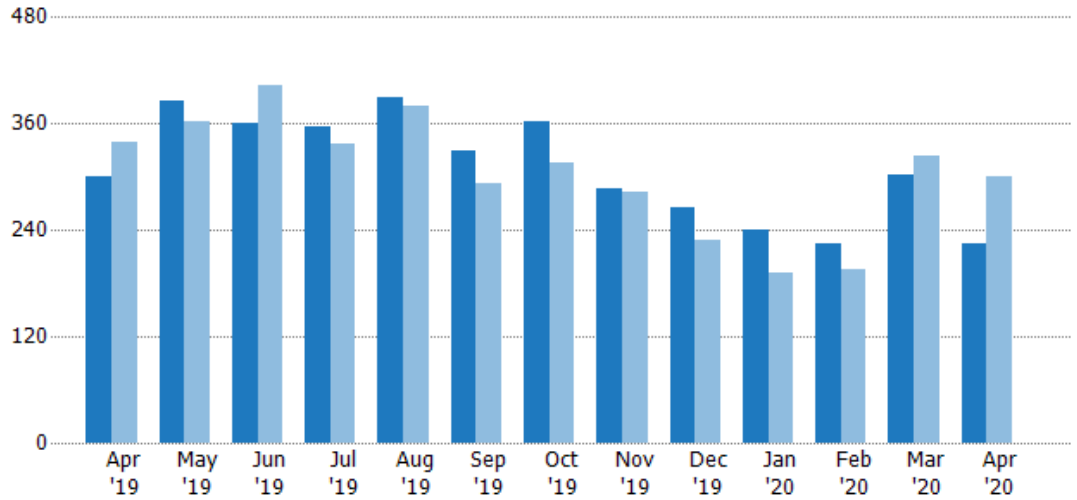
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: Mesa County, Colorado

Month/Year	Count	% Chg.
Apr '20	225	-25.2%
Apr '19	301	-11.5%
Apr '18	340	1.8%



Current Year	301	386	361	357	389	330	362	287	266	240	224	303	225
Prior Year	340	362	404	338	380	293	316	283	229	191	196	323	301
Percent Change from Prior Year	-11%	7%	-11%	6%	2%	13%	15%	1%	16%	26%	14%	-6%	-25%

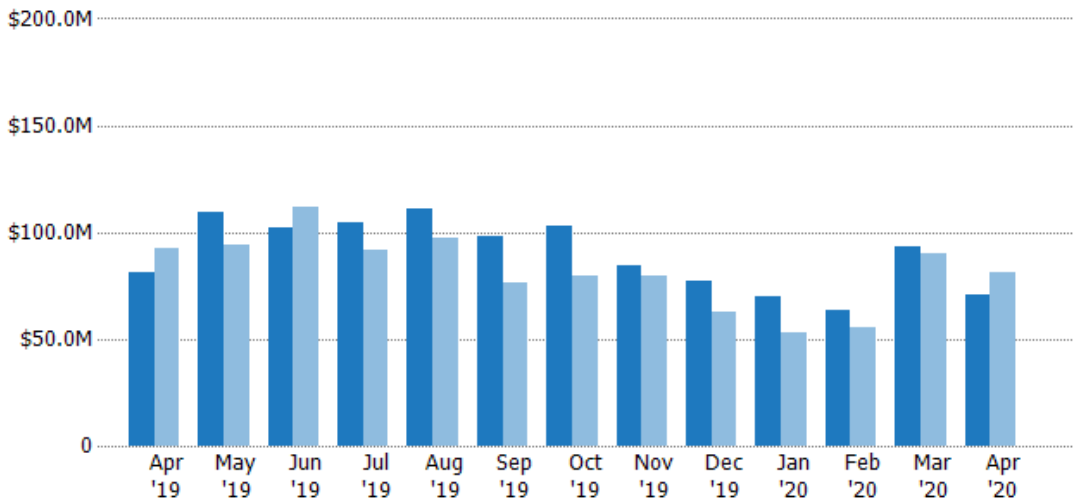
## Closed Sales Volume

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

Filters Used

County: Mesa County, Colorado

Month/Year	Volume	% Chg.
Apr '20	\$70.5M	-12.7%
Apr '19	\$80.8M	-12.7%
Apr '18	\$92.6M	-8.4%



Current Year	\$80.8M	\$109M	\$102M	\$104M	\$111M	\$98.1M	\$103M	\$84.5M	\$76.8M	\$69.5M	\$63.2M	\$93M	\$70.5M
Prior Year	\$92.6M	\$94.3M	\$111M	\$91.8M	\$97.4M	\$76.4M	\$79.9M	\$79.3M	\$62.6M	\$52.7M	\$55.6M	\$89.8M	\$80.8M
Percent Change from Prior Year	-13%	16%	-8%	14%	14%	28%	28%	7%	23%	32%	14%	4%	-13%

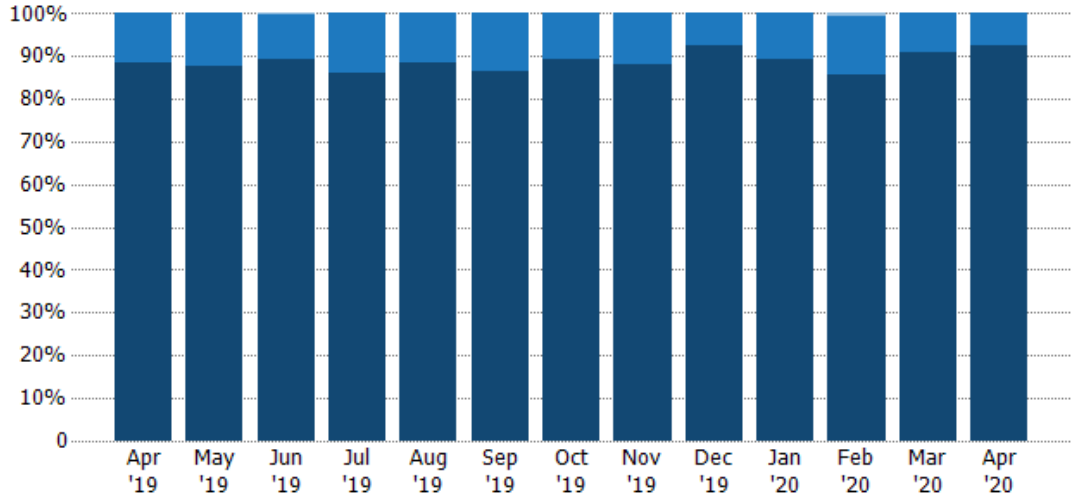


## Closed Sales by Property Type

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

Filters Used

County: Mesa County, Colorado



Property Type	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20
Mobile/Manufactured	-	-	0%	-	-	-	-	-	-	-	0%	-	-
Condo/Townhouse	12%	12%	11%	14%	12%	13%	11%	12%	8%	11%	14%	9%	8%
Single Family Residence	88%	88%	89%	86%	88%	87%	89%	88%	92%	89%	86%	91%	92%

## Closed Sales (By County)

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

Filters Used: County: Mesa County, Colorado

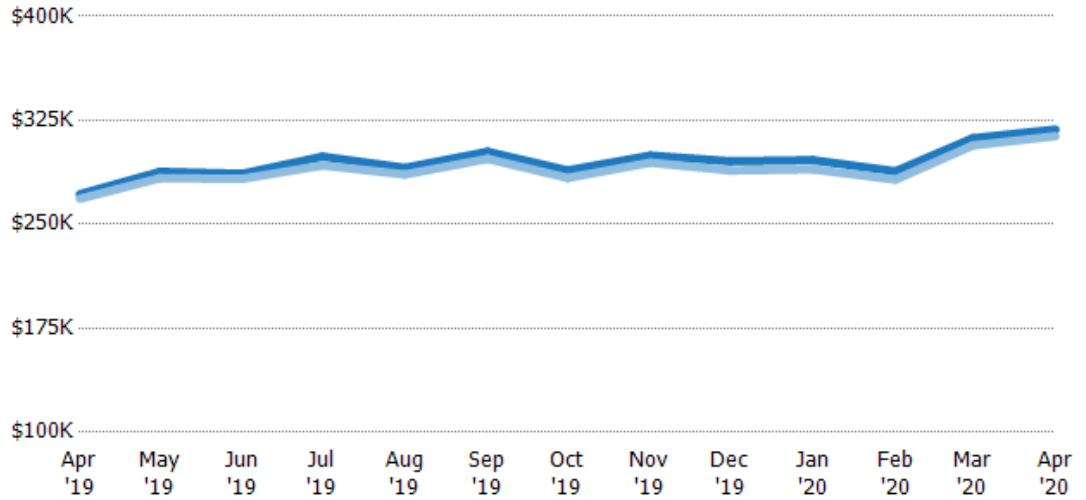


## Average Sales Price vs Average Listing Price

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

Filters Used

County: Mesa County, Colorado

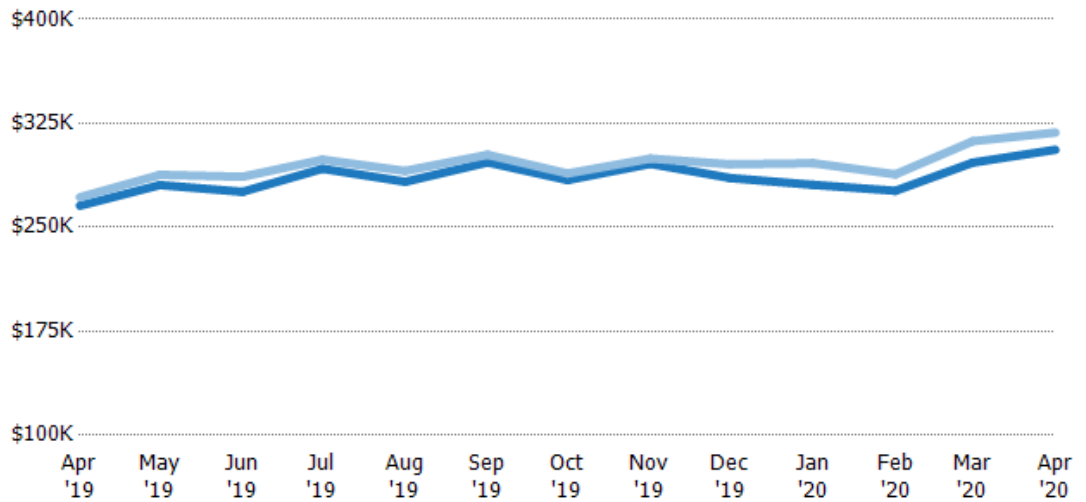


## Average Sales Price vs Average Est Value

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



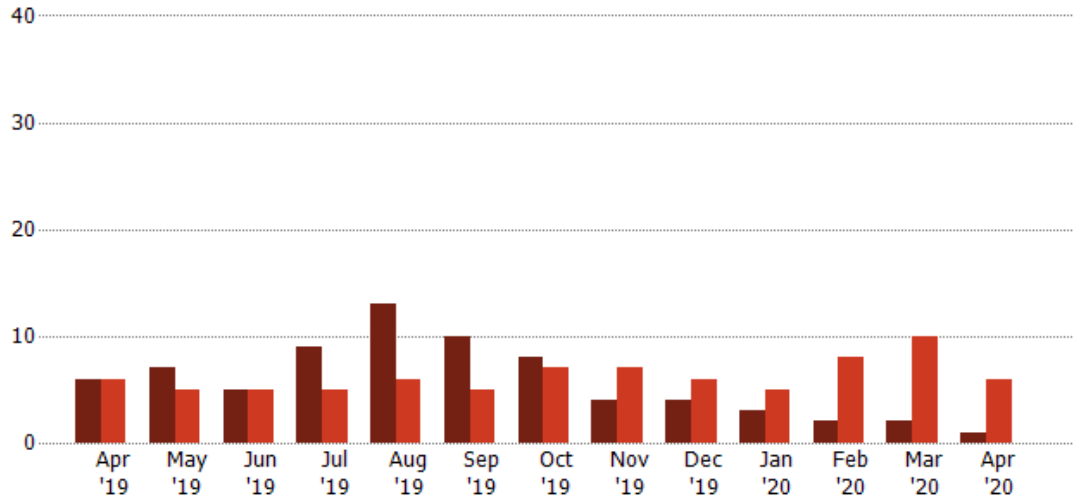
## Distressed Listings

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.
Apr '20	1	-83.3%
Apr '19	6	0%
Apr '18	6	416.7%

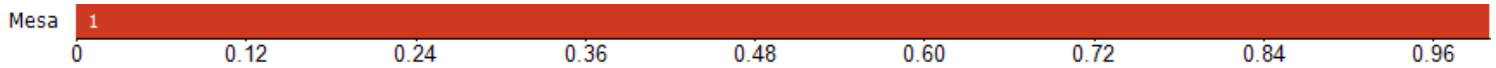


Current Year	6	7	5	9	13	10	8	4	4	3	2	2	1
Prior Year	6	5	5	5	6	5	7	7	6	5	8	10	6
Percent Change from Prior Year	0%	40%	0%	80%	117%	100%	14%	-43%	-33%	-40%	-75%	-80%	-83%

## 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:** 05/06/2020

**Scheduled:** Yes

**Report Date Range:** From 4/2019 To: 4/2020

## 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 4/2020 data

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