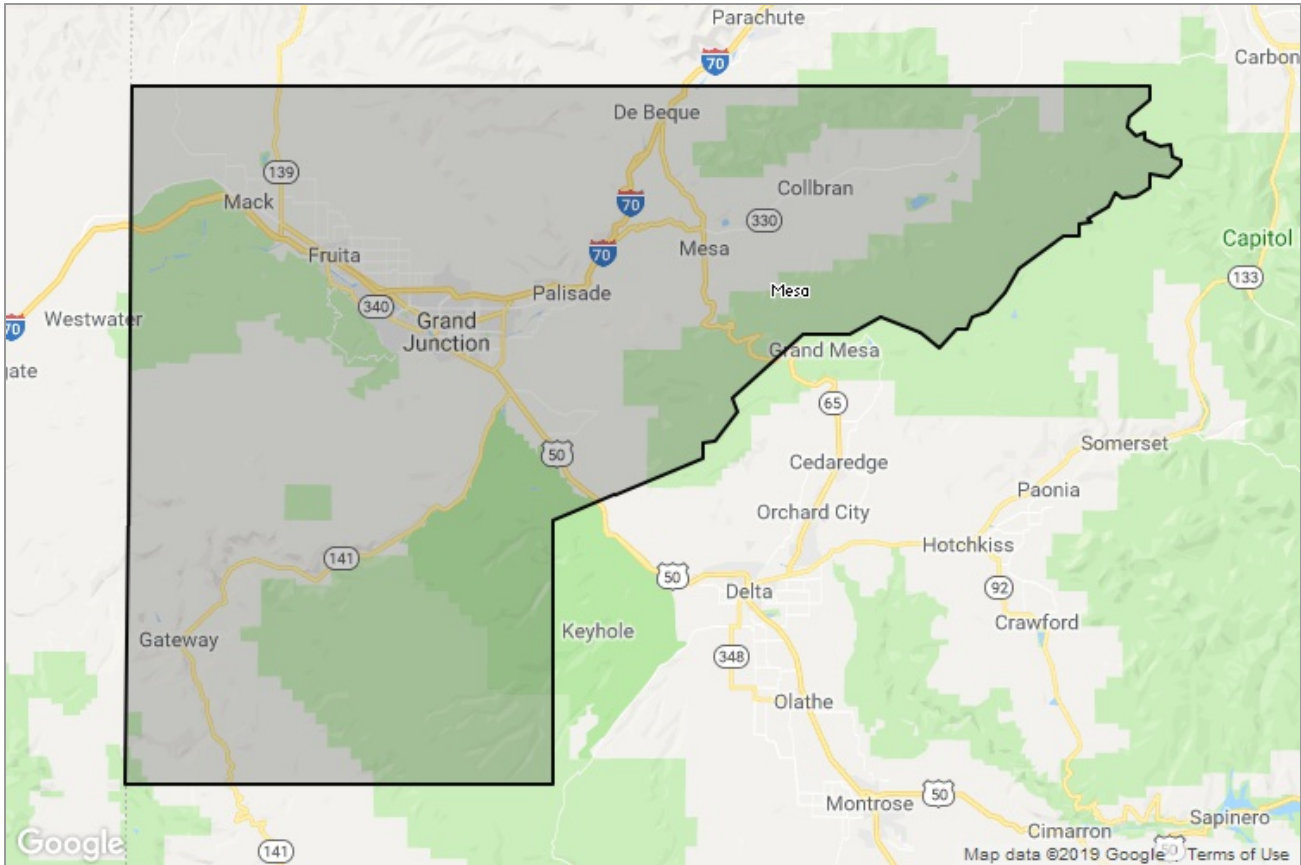




MARKET DATA REPORT

Grand Junction Market Update December 2018



Report Characteristics

Report Name:

Grand Junction Market Update December 2018

Report Date Range:

12/2017 – 12/2018

Filters Used:

MLS

Compare to Market: No

Office by Office Details: No

Avg/Med: Both

Run Date: 01/09/2019

Scheduled: No

Presented by

Theresa Pemberton



Coldwell Banker Distinctive Properties

105 Victory Way
Craig, CO 81625

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	218	189	+15.3%	5,237	4,443	+17.9%
New Listing Volume	\$67,695,621	\$46,362,089	+46%	\$1,488,604,385	\$1,197,646,717	+24.3%
Active Listing Count	831	742	+12%	N/A	N/A	
Active Listing Volume	\$359,503,107	\$288,107,774	+24.8%	N/A	N/A	
Median Days in RPR	88	96.5	-8.8%	64.77	67.11	-3.5%
Sales Activity Charts Metrics						
Pending Sales Count	438	298	+47%	N/A	N/A	
Pending Sales Volume	\$135,494,870	\$85,573,121	+58.3%	N/A	N/A	
Closed Sales Count	232	275	-15.6%	3,937	3,655	+7.7%
Closed Sales Volume	\$61,355,180	\$65,736,873	-6.7%	\$1,038,326,346	\$876,397,644	+18.5%
Average Sales Price	\$264,462	\$239,043	+10.6%	\$263,735	\$239,780	+10%
Median Sales Price	\$235,750	\$210,000	+12.3%	\$232,742	\$216,142	+7.7%

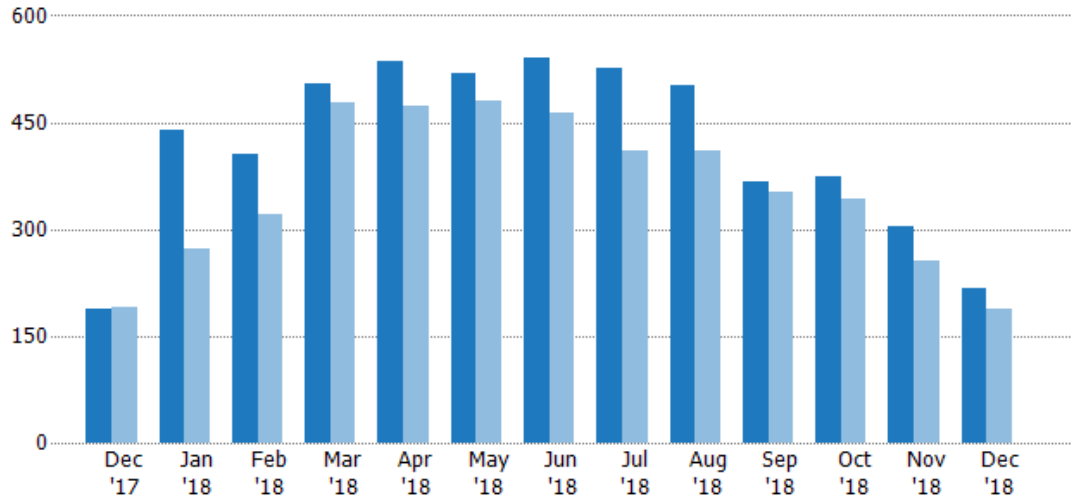
New Listings

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Dec '18	218	15.3%
Dec '17	189	-0.5%
Dec '16	190	-0.5%



Current Year	189	440	406	505	535	519	540	525	503	367	374	305	218
Prior Year	190	272	320	477	472	481	464	410	409	352	342	255	189
Percent Change from Prior Year	-1%	62%	27%	6%	13%	8%	16%	28%	23%	4%	9%	20%	15%

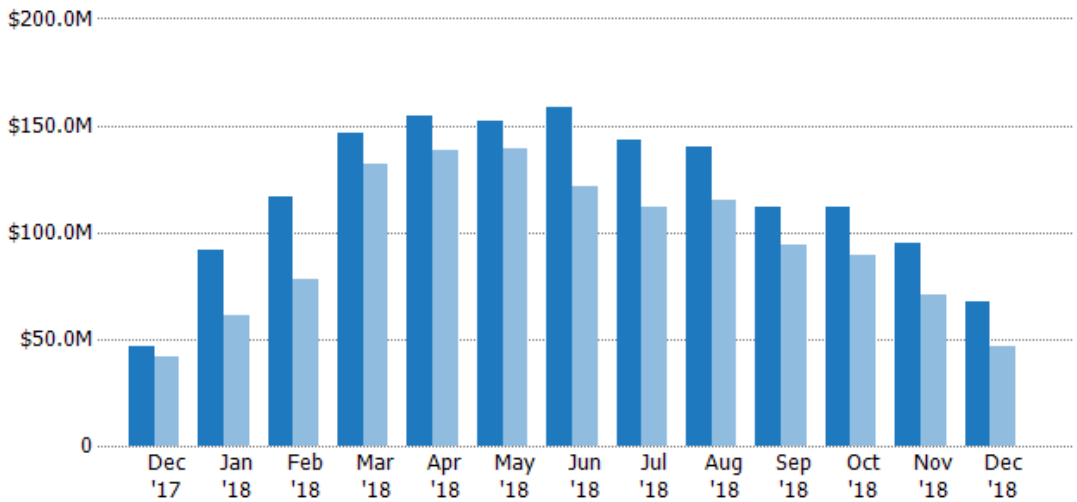
New Listing Volume

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Volume	% Chg.
Dec '18	\$67.7M	46%
Dec '17	\$46.4M	11.2%
Dec '16	\$41.7M	-1.7%



Current Year	\$46.4M	\$91.3M	\$117M	\$146M	\$155M	\$152M	\$159M	\$143M	\$140M	\$112M	\$111M	\$94.9M	\$67.7M
Prior Year	\$41.7M	\$60.7M	\$78.3M	\$132M	\$138M	\$139M	\$121M	\$112M	\$115M	\$94.1M	\$89.5M	\$71.1M	\$46.4M
Percent Change from Prior Year	11%	50%	49%	11%	12%	9%	31%	28%	22%	19%	24%	33%	46%

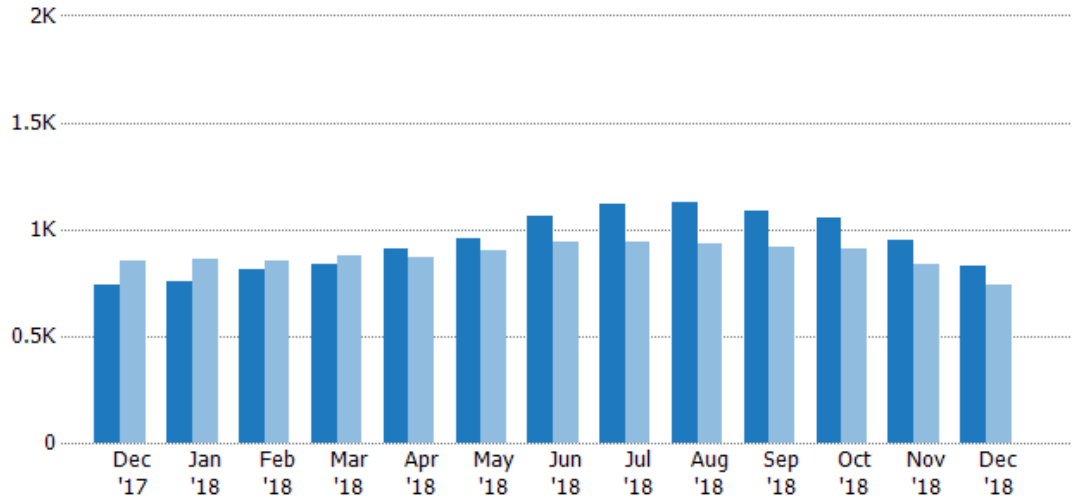
Active Listings

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Dec '18	831	12%
Dec '17	742	-13.2%
Dec '16	855	4.9%



Current Year	742	754	812	838	908	959	1.06K	1.12K	1.12K	1.08K	1.06K	949	831
Prior Year	855	858	852	879	870	898	938	944	930	918	905	833	742
Percent Change from Prior Year	-13%	-12%	-5%	-5%	4%	7%	13%	19%	21%	18%	17%	14%	12%

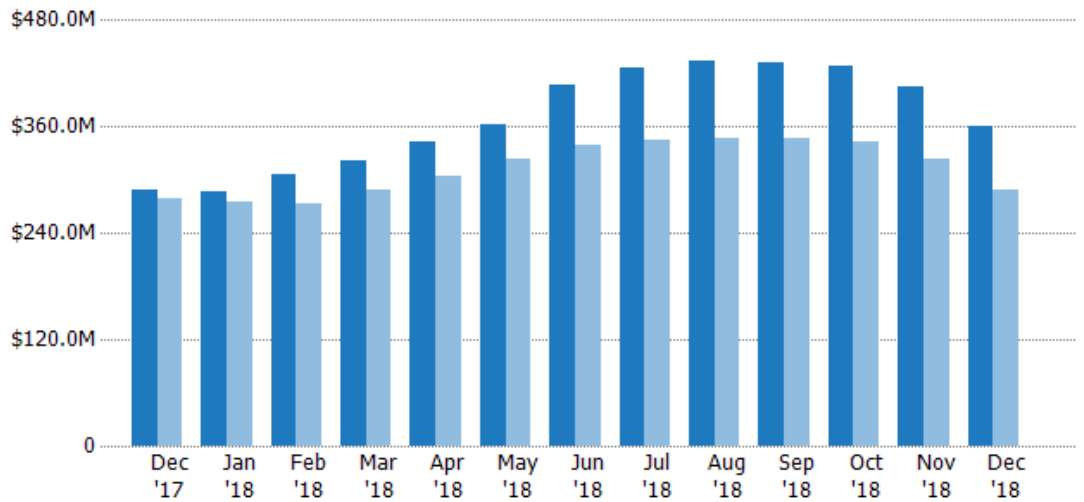
Active Listing Volume

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Volume	% Chg.
Dec '18	\$360M	24.8%
Dec '17	\$288M	3.1%
Dec '16	\$280M	2.5%



Current Year	\$288M	\$287M	\$307M	\$322M	\$344M	\$362M	\$407M	\$426M	\$435M	\$432M	\$427M	\$405M	\$360M
Prior Year	\$280M	\$276M	\$272M	\$290M	\$304M	\$324M	\$339M	\$345M	\$347M	\$347M	\$343M	\$324M	\$288M
Percent Change from Prior Year		3%	4%	13%	11%	13%	12%	20%	23%	25%	25%	24%	25%

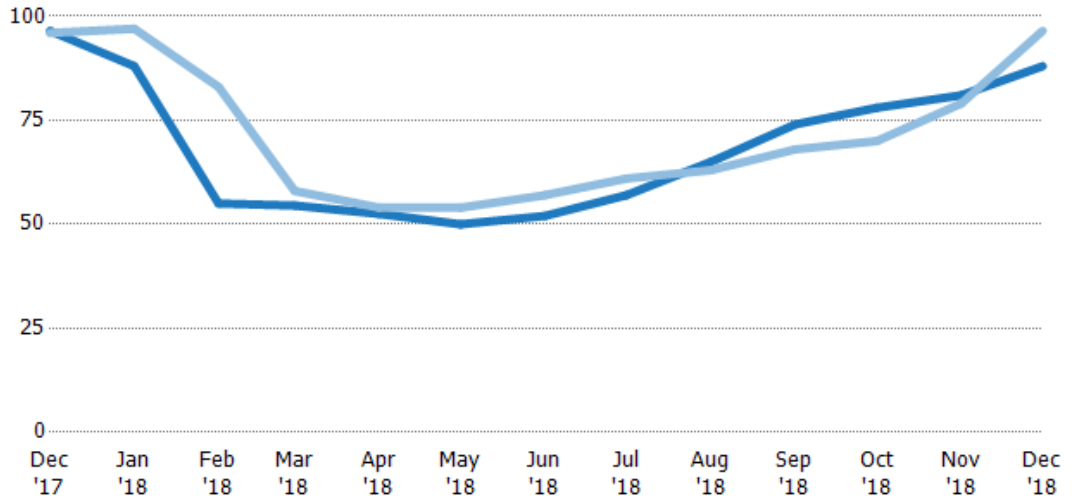
Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Days	% Chg.
Dec '18	88	-8.8%
Dec '17	96.5	0.5%
Dec '16	96	1%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	96.5	88	55	54.5	52.5	50	52	57	65	74	78	81	88
Prior Year	96	97	83	58	54	54	57	61	63	68	70	79	96.5
Percent Change from Prior Year	1%	-9%	-34%	-6%	-3%	-7%	-9%	-7%	3%	9%	11%	3%	-9%

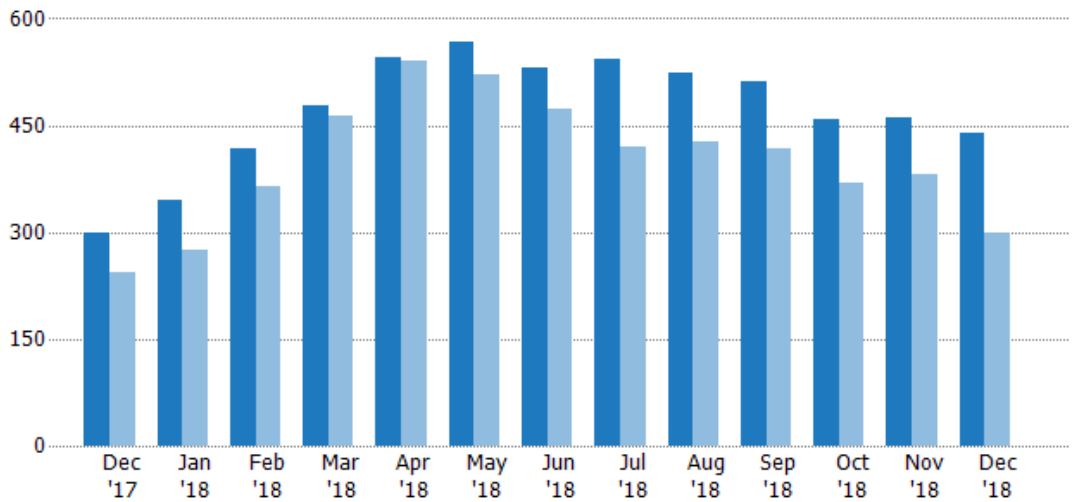
Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Dec '18	438	47%
Dec '17	298	22.1%
Dec '16	244	-10.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	298	344	417	479	546	566	530	543	523	511	459	460	438
Prior Year	244	276	365	463	541	522	474	421	428	418	368	382	298
Percent Change from Prior Year	22%	25%	14%	3%	1%	8%	12%	29%	22%	22%	25%	20%	47%

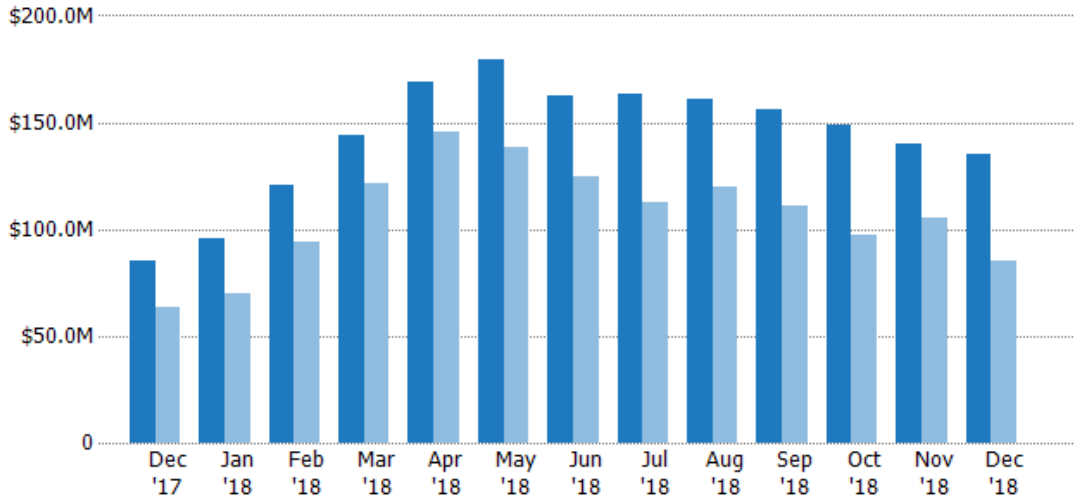
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Volume	% Chg.
Dec '18	\$135M	58.3%
Dec '17	\$85.6M	34.8%
Dec '16	\$63.5M	-19.1%



Current Year	\$85.6M	\$95.8M	\$121M	\$144M	\$169M	\$180M	\$163M	\$164M	\$161M	\$156M	\$149M	\$140M	\$135M
Prior Year	\$63.5M	\$69.8M	\$94M	\$122M	\$145M	\$139M	\$125M	\$113M	\$120M	\$111M	\$97.6M	\$105M	\$85.6M
Percent Change from Prior Year	35%	37%	29%	18%	16%	29%	31%	45%	34%	40%	52%	33%	58%

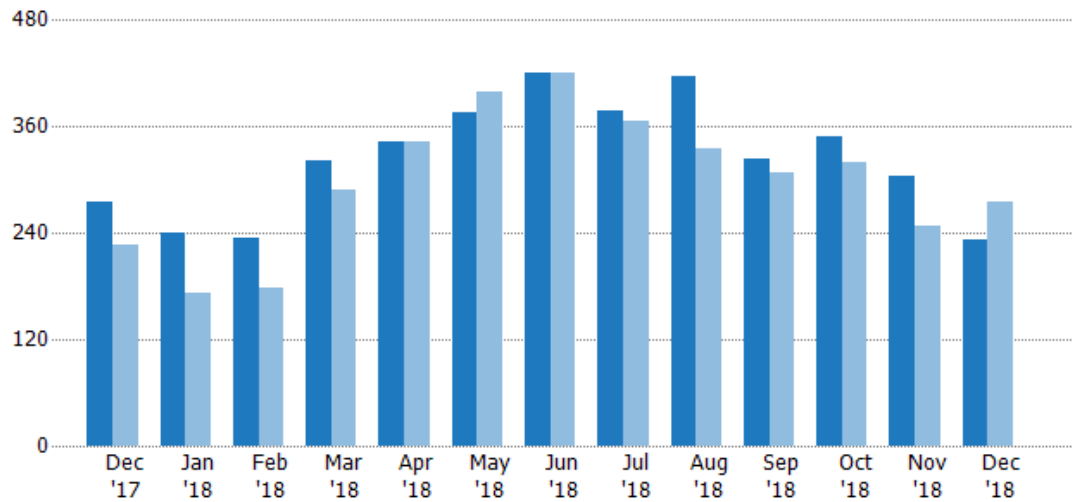
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Dec '18	232	-15.6%
Dec '17	275	21.1%
Dec '16	227	0%



Current Year	275	240	234	322	343	375	420	377	416	324	349	305	232
Prior Year	227	173	178	289	343	400	420	366	336	308	319	248	275
Percent Change from Prior Year	21%	39%	31%	11%	0%	-6%	0%	3%	24%	5%	9%	23%	-16%

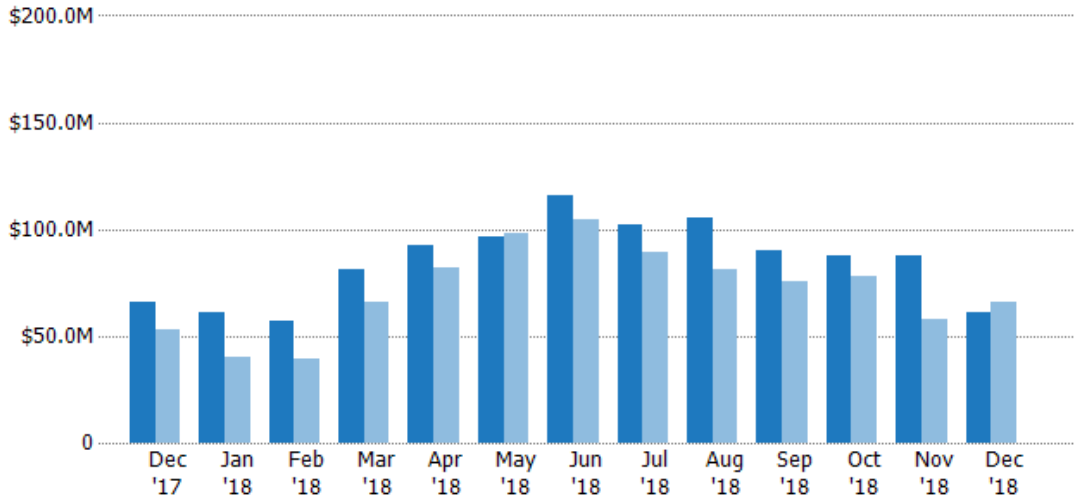
Closed Sales Volume

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/ Year	Volume	% Chg.
Dec '18	\$61.4M	-6.7%
Dec '17	\$65.7M	24.6%
Dec '16	\$52.8M	-10.2%



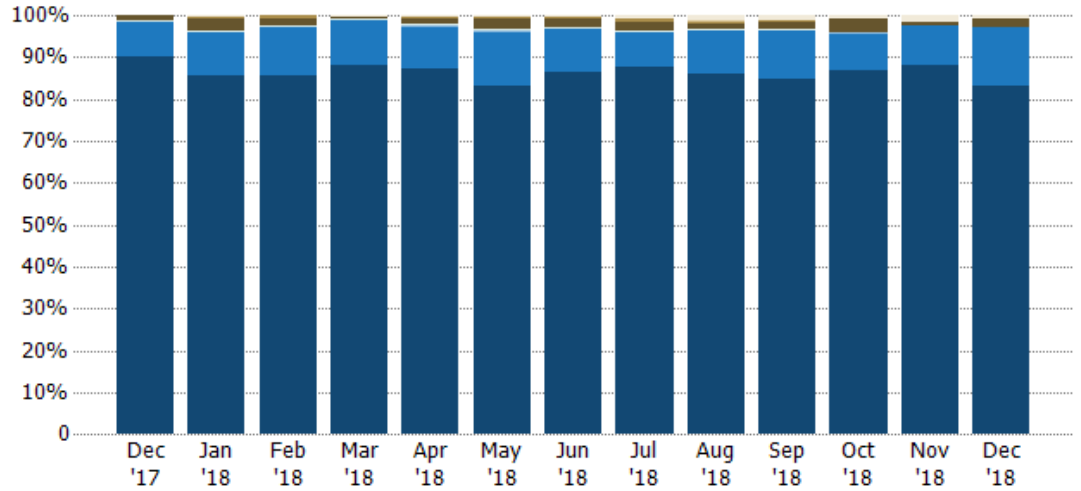
Current Year	\$65.7M	\$61.2M	\$56.8M	\$81.6M	\$92.2M	\$96.2M	\$116M	\$102M	\$105M	\$90.4M	\$88M	\$87.6M	\$61.4M
Prior Year	\$52.8M	\$39.7M	\$39.3M	\$65.6M	\$81.7M	\$98.2M	\$105M	\$89M	\$81.3M	\$75.5M	\$77.7M	\$57.9M	\$65.7M
Percent Change from Prior Year	25%	54%	45%	24%	13%	-2%	11%	14%	29%	20%	13%	51%	-7%

Closed Sales by Property Type

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association



Property Type	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Other	-	0%	-	1%	1%	0%	0%	1%	1%	1%	1%	2%	1%
Coop	-	-	-	-	-	-	-	-	0%	-	-	-	-
Farm/Ranch	-	0%	1%	-	0%	1%	0%	1%	0%	0%	-	-	-
Lot/Land	1%	3%	2%	0%	1%	2%	2%	2%	1%	2%	3%	1%	2%
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	-	-	-
Mobile/Manufactured	-	-	-	-	0%	1%	-	-	-	-	0%	-	-
Condo/Townhouse	8%	10%	12%	11%	10%	13%	10%	8%	10%	12%	9%	10%	14%
Single Family Residence	90%	85%	85%	88%	87%	83%	86%	88%	86%	85%	87%	88%	83%

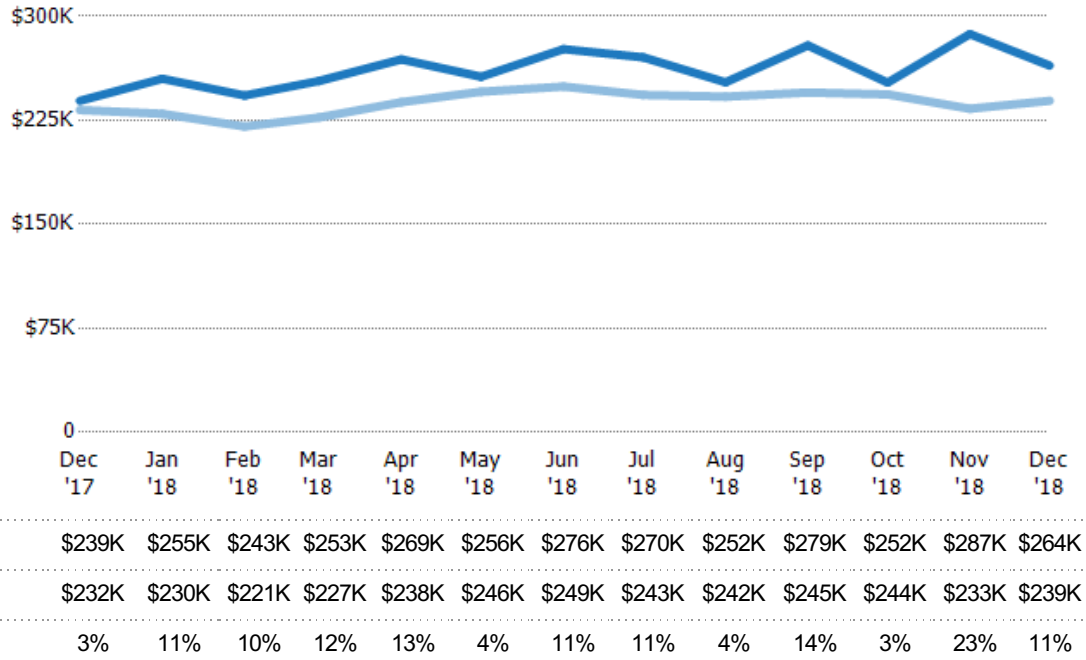
Average Sales Price

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Price	% Chg.
Dec '18	\$264K	10.6%
Dec '17	\$239K	2.9%
Dec '16	\$232K	-10.2%



Median Sales Price

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Price	% Chg.
Dec '18	\$236K	12.3%
Dec '17	\$210K	6.9%
Dec '16	\$197K	-5.9%

