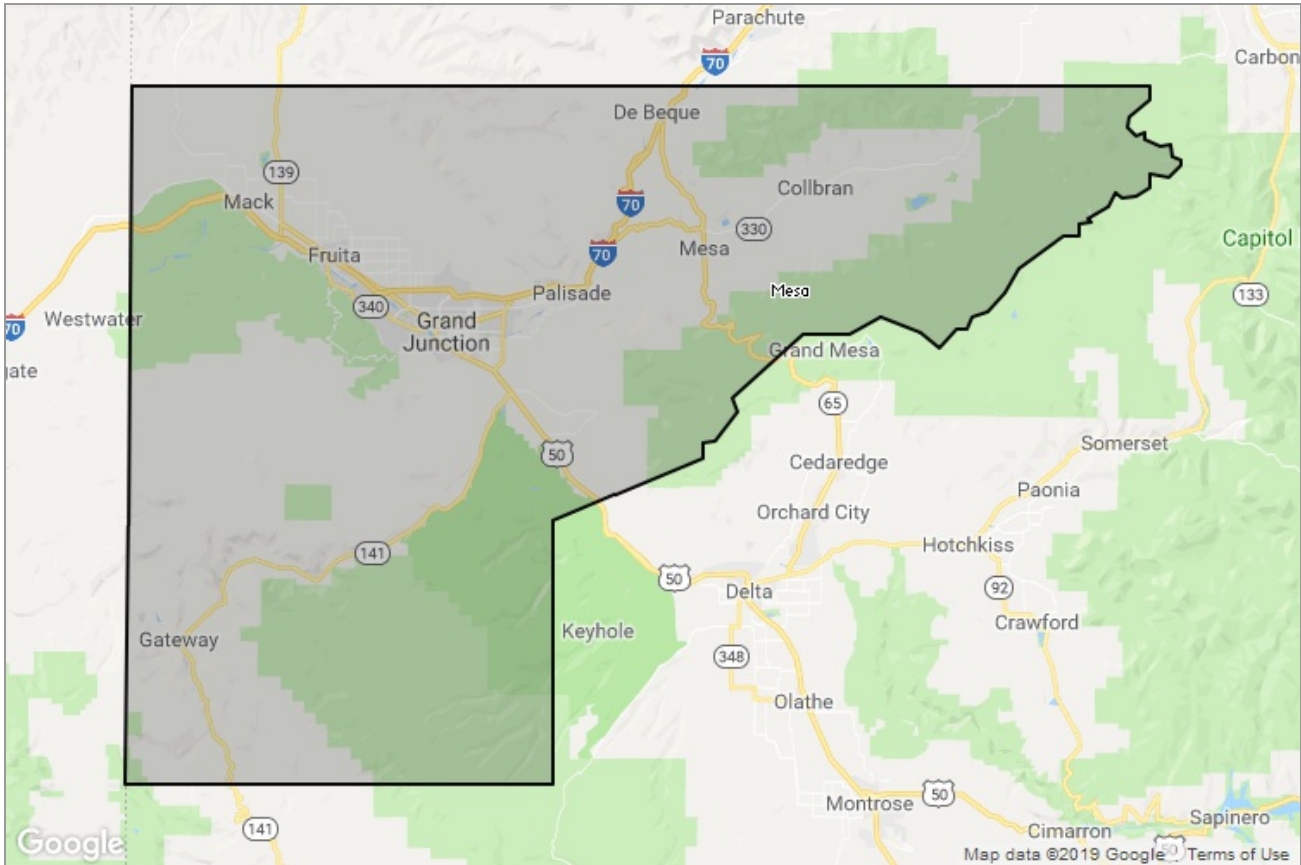




MARKET DATA REPORT

Grand Junction Monthly Market Report Feb. 2019



Report Characteristics

Report Name:
Grand Junction Monthly Market Report
Feb. 2019

Report Date Range:
2/2018 – 2/2019

Filters Used:
MLS

Compare to Market: No

Office by Office Details: No

Avg/Med: Both

Run Date: 03/05/2019

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	Feb 2019	Feb 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	332	400	-17%	651	838	-22.3%
New Listing Volume	\$104,931,990	\$115,635,875	-9.3%	\$209,272,183	\$205,483,896	+1.8%
Active Listing Count	790	804	-1.7%	N/A	N/A	
Active Listing Volume	\$361,953,817	\$302,939,265	+19.5%	N/A	N/A	
Median Days in RPR	89.5	55.5	+61.3%	90.27	73.45	+22.9%
Sales Activity Charts Metrics						
Pending Sales Count	555	412	+34.7%	N/A	N/A	
Pending Sales Volume	\$160,698,464	\$119,203,687	+34.8%	N/A	N/A	
Closed Sales Count	198	225	-12%	408	462	-11.7%
Closed Sales Volume	\$57,214,135	\$54,280,447	+5.4%	\$113,780,002	\$114,742,421	-0.8%
Average Sales Price	\$288,960	\$241,246	+19.8%	\$278,873	\$248,360	+12.3%
Median Sales Price	\$251,050	\$219,900	+14.2%	\$244,590	\$222,875	+9.7%

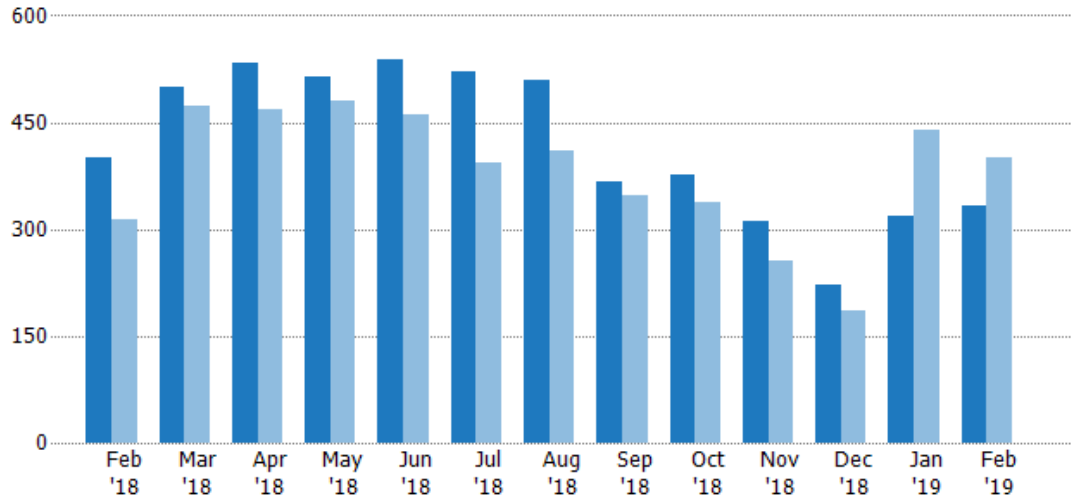
New Listings

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Feb '19	332	-17%
Feb '18	400	27.8%
Feb '17	313	-13.7%



Current Year	400	499	534	514	538	522	509	367	376	310	223	319	332
Prior Year	313	472	468	481	460	393	410	347	338	256	185	438	400
Percent Change from Prior Year	28%	6%	14%	7%	17%	33%	24%	6%	11%	21%	21%	-27%	-17%

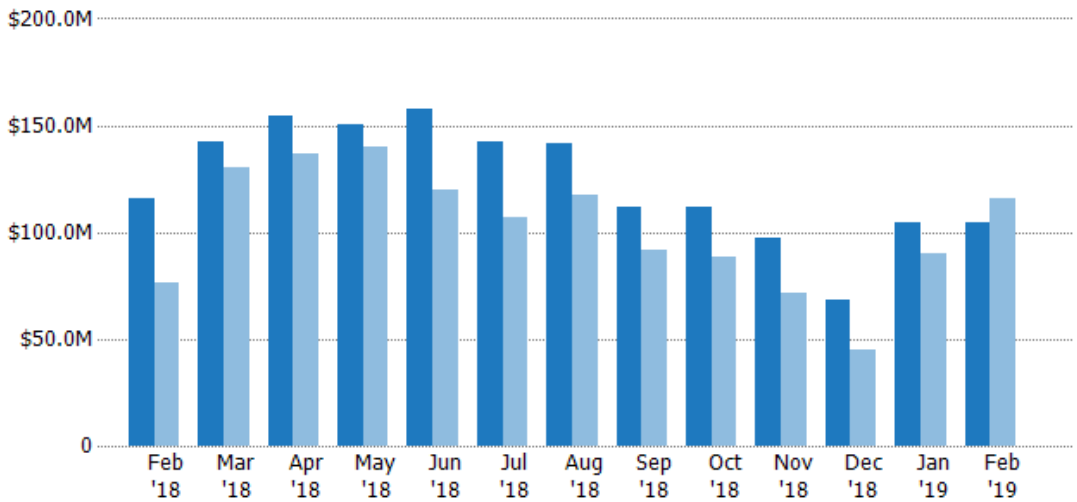
New Listing Volume

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.
Feb '19	\$105M	-9.3%
Feb '18	\$116M	50.8%
Feb '17	\$76.7M	-11.9%



Current Year	\$116M	\$143M	\$154M	\$151M	\$158M	\$142M	\$141M	\$112M	\$112M	\$97.4M	\$68.1M	\$104M	\$105M
Prior Year	\$76.7M	\$131M	\$137M	\$140M	\$120M	\$107M	\$117M	\$91.5M	\$88.6M	\$71.2M	\$45.3M	\$89.8M	\$116M
Percent Change from Prior Year	51%	9%	13%	7%	32%	32%	21%	22%	26%	37%	51%	16%	-9%

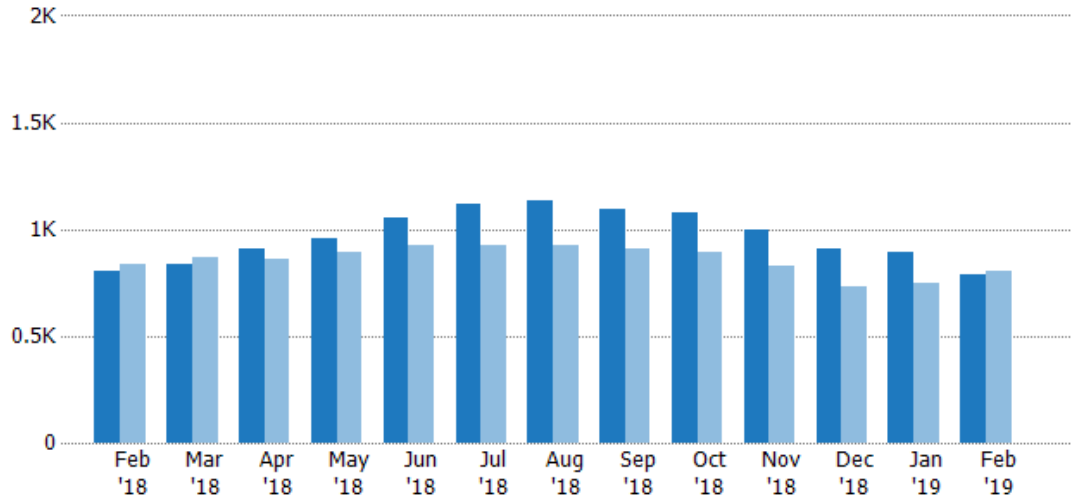
Active Listings

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Feb '19	790	-1.7%
Feb '18	804	-4.1%
Feb '17	838	4.1%



Current Year	804	832	905	953	1.06K	1.12K	1.13K	1.09K	1.08K	994	910	891	790
Prior Year	838	871	860	889	928	922	925	907	896	824	734	750	804
Percent Change from Prior Year	-4%	-4%	5%	7%	14%	21%	22%	21%	21%	21%	24%	19%	-2%

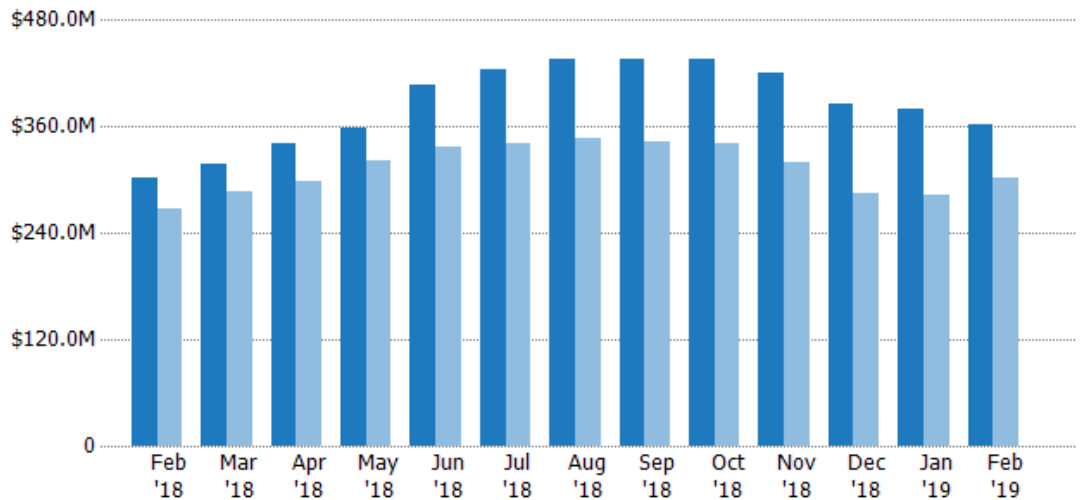
Active Listing Volume

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.
Feb '19	\$362M	19.5%
Feb '18	\$303M	13.1%
Feb '17	\$268M	5.8%



Current Year	\$303M	\$317M	\$341M	\$358M	\$406M	\$425M	\$435M	\$435M	\$436M	\$421M	\$386M	\$380M	\$362M
Prior Year	\$268M	\$286M	\$299M	\$321M	\$337M	\$340M	\$347M	\$343M	\$341M	\$320M	\$285M	\$283M	\$303M
Percent Change from Prior Year	13%	11%	14%	11%	21%	25%	25%	27%	28%	31%	35%	34%	19%

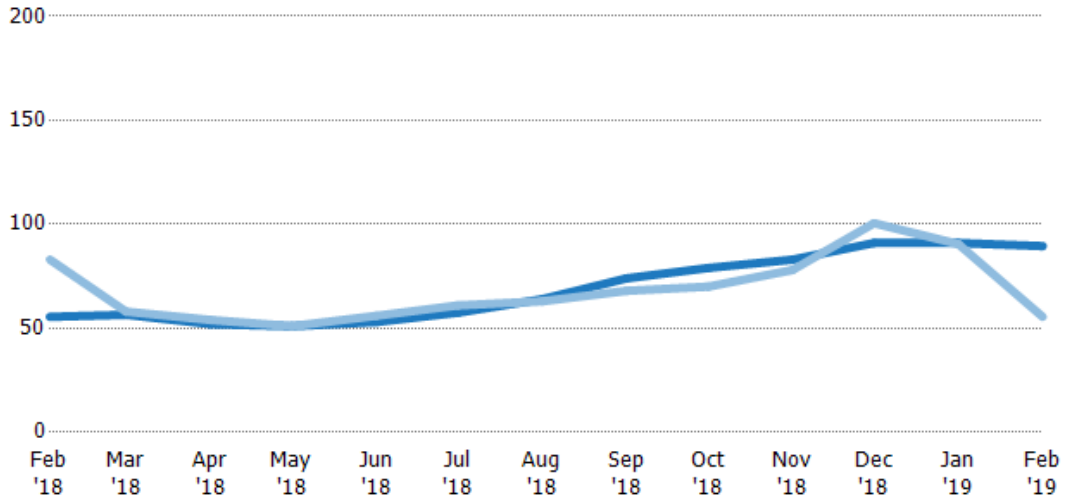
Median Days in RPR

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.
Feb '19	89.5	61.3%
Feb '18	55.5	-33.1%
Feb '17	83	18.1%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	55.5	56.5	52	51	53	57.5	64	74	79	83	91	91	89.5
Prior Year	83	58	54	51	56	61	63	68	70	78	101	90.5	55.5
Percent Change from Prior Year	-33%	-3%	-4%	0%	-5%	-6%	2%	9%	13%	6%	-9%	1%	61%

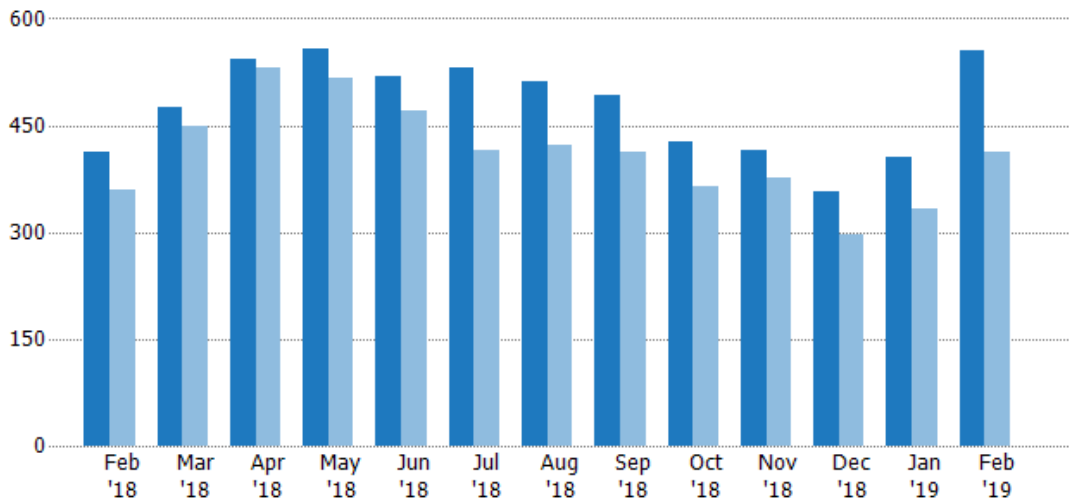
Pending Sales

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.
Feb '19	555	34.7%
Feb '18	412	14.8%
Feb '17	359	-24.5%



	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Current Year	412	475	542	558	519	532	511	493	428	416	356	405	555
Prior Year	359	449	532	516	470	416	423	412	365	376	296	334	412
Percent Change from Prior Year	15%	6%	2%	8%	10%	28%	21%	20%	17%	11%	20%	21%	35%

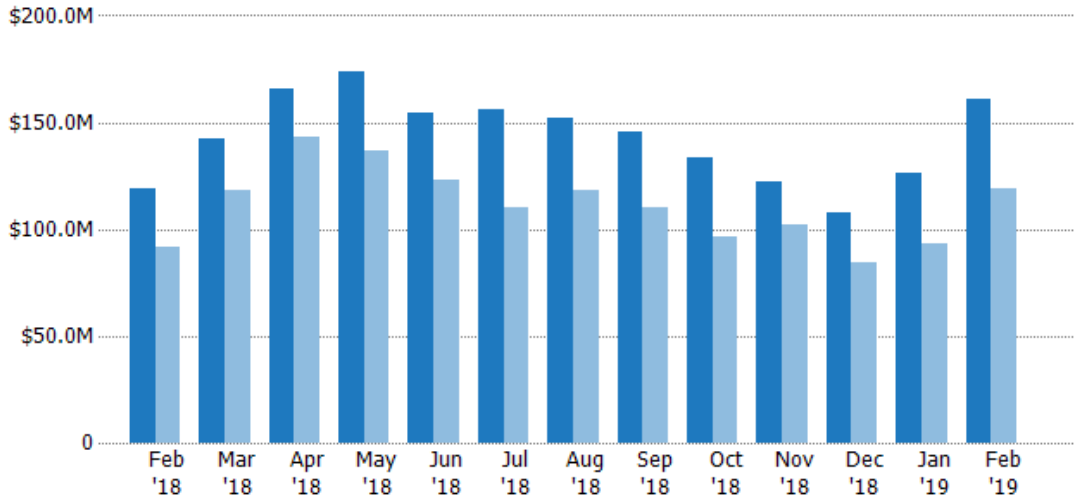
Pending Sales Volume

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.
Feb '19	\$161M	34.8%
Feb '18	\$119M	29.9%
Feb '17	\$91.8M	-27.8%



Current Year	\$119M	\$143M	\$165M	\$174M	\$155M	\$156M	\$152M	\$145M	\$134M	\$123M	\$108M	\$127M	\$161M
Prior Year	\$91.8M	\$118M	\$143M	\$136M	\$123M	\$110M	\$118M	\$110M	\$96.6M	\$102M	\$84.6M	\$93M	\$119M
Percent Change from Prior Year	30%	20%	15%	28%	26%	42%	29%	32%	38%	20%	28%	36%	35%

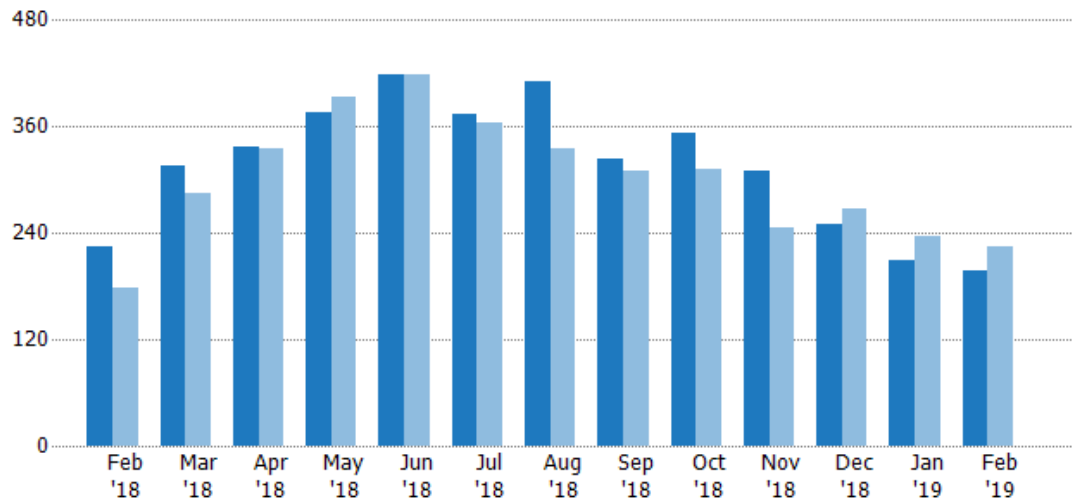
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/Year	Count	% Chg.
Feb '19	198	-12%
Feb '18	225	26.4%
Feb '17	178	-13.5%



Current Year	225	315	338	375	418	374	411	323	352	310	249	210	198
Prior Year	178	285	335	394	418	365	335	309	312	246	268	237	225
Percent Change from Prior Year	26%	11%	1%	-5%	0%	2%	23%	5%	13%	26%	-7%	-11%	-12%

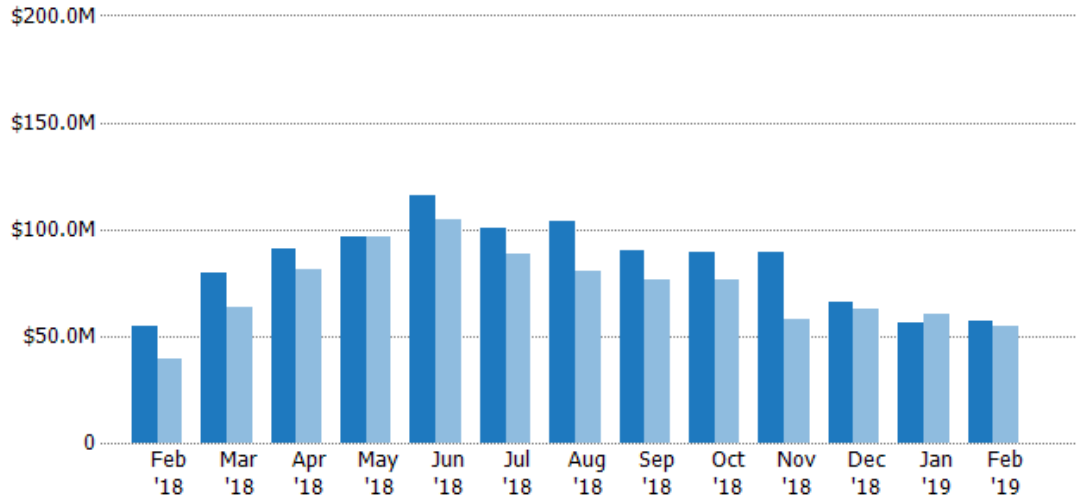
Closed Sales Volume

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/ Year	Volume	% Chg.
Feb '19	\$57.2M	5.4%
Feb '18	\$54.3M	38.3%
Feb '17	\$39.3M	-20.8%



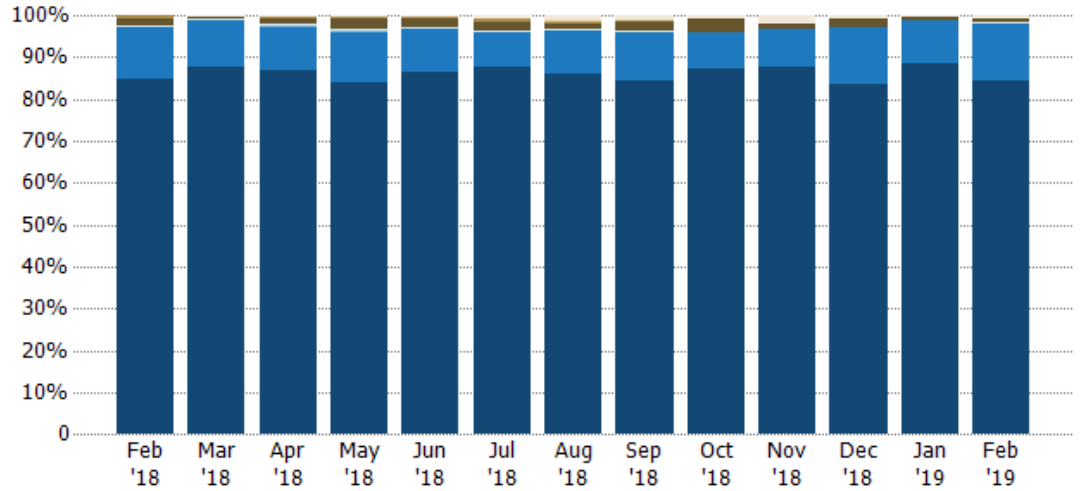
Current Year	\$54.3M	\$79.6M	\$90.8M	\$96.2M	\$115M	\$101M	\$104M	\$89.8M	\$89.2M	\$89.5M	\$65.9M	\$56.6M	\$57.2M
Prior Year	\$39.3M	\$63.8M	\$80.8M	\$96.9M	\$104M	\$88.8M	\$80.3M	\$76M	\$76.4M	\$57.5M	\$62.7M	\$60.5M	\$54.3M
Percent Change from Prior Year	38%	25%	12%	-1%	11%	14%	29%	18%	17%	56%	5%	-6%	5%

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	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19
Other	-	1%	1%	0%	0%	1%	1%	1%	1%	2%	1%	0%	1%
Coop	-	-	-	-	-	-	0%	-	-	-	-	-	-
Farm/Ranch	1%	-	0%	1%	0%	1%	0%	0%	-	-	-	-	-
Lot/Land	2%	0%	1%	2%	2%	2%	1%	2%	3%	1%	2%	1%	1%
Multifamily/Multiplex	0%	0%	0%	0%	0%	0%	0%	0%	-	-	-	-	1%
Mobile/Manufactured	-	-	0%	1%	-	-	-	-	-	-	-	-	-
Condo/Townhouse	12%	11%	10%	12%	10%	8%	10%	11%	9%	9%	14%	10%	14%
Single Family Residence	85%	88%	87%	84%	86%	88%	86%	85%	87%	87%	84%	89%	84%

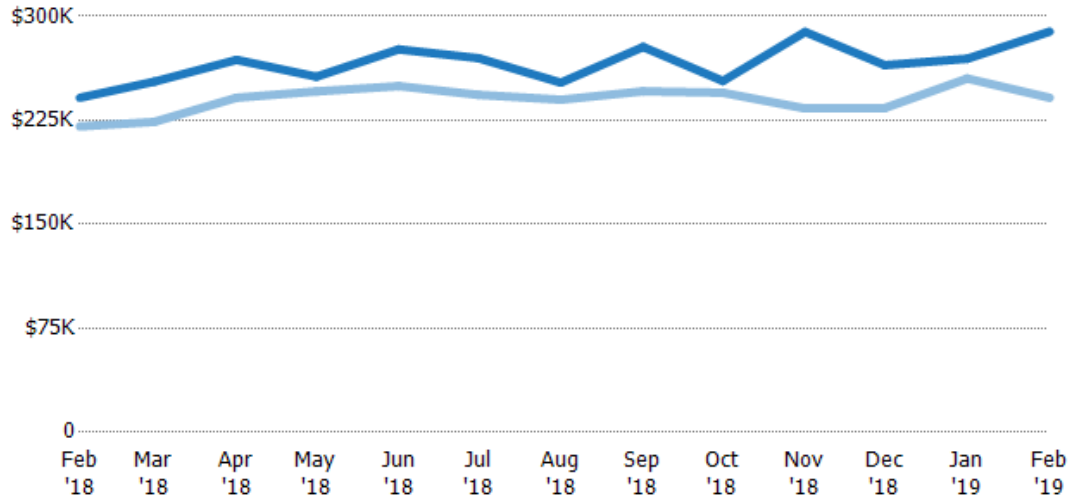
Average Sales Price

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/ Year	Price	% Chg.
Feb '19	\$289K	19.8%
Feb '18	\$241K	9.4%
Feb '17	\$221K	-8.5%



Current Year	\$241K	\$253K	\$269K	\$256K	\$276K	\$270K	\$252K	\$278K	\$253K	\$289K	\$265K	\$269K	\$289K
Prior Year	\$221K	\$224K	\$241K	\$246K	\$250K	\$243K	\$240K	\$246K	\$245K	\$234K	\$234K	\$255K	\$241K
Percent Change from Prior Year	9%	13%	11%	4%	11%	11%	5%	13%	3%	24%	13%	6%	20%

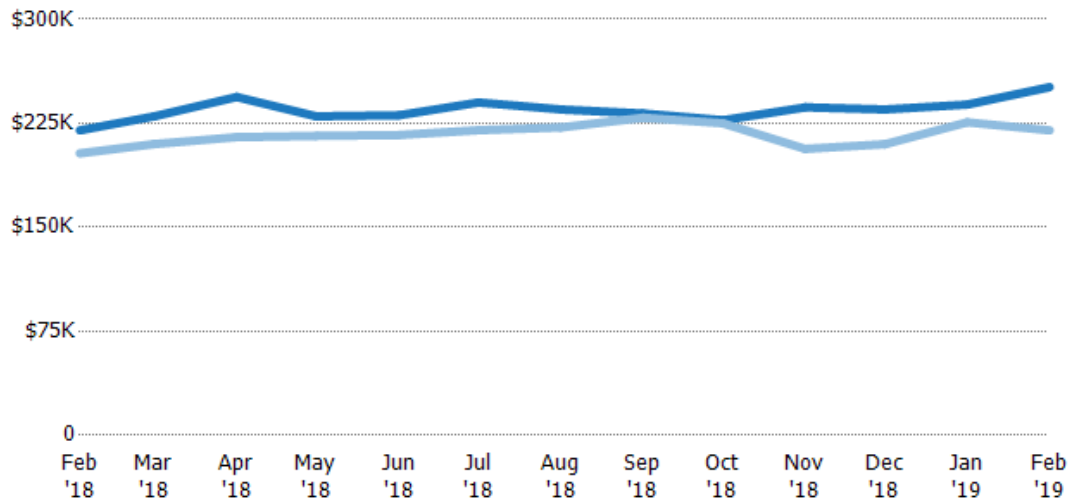
Median Sales Price

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

Filters Used

MLS: Grand Junction Area
REALTOR® Association

Month/ Year	Price	% Chg.
Feb '19	\$251K	14.2%
Feb '18	\$220K	8.1%
Feb '17	\$203K	-15.4%



Current Year	\$220K	\$230K	\$244K	\$230K	\$231K	\$240K	\$235K	\$232K	\$227K	\$237K	\$235K	\$239K	\$251K
Prior Year	\$203K	\$210K	\$215K	\$216K	\$217K	\$220K	\$222K	\$229K	\$225K	\$207K	\$210K	\$226K	\$220K
Percent Change from Prior Year	8%	10%	13%	7%	7%	9%	6%	1%	1%	15%	12%	6%	14%