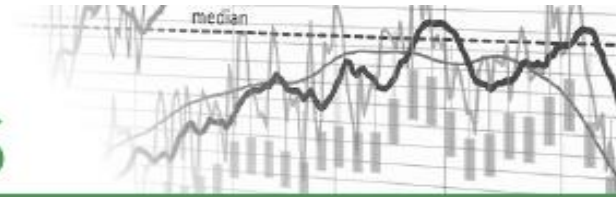




# Mesa County Market ANALYSIS



## Historical Gross Sales Volume: 2010 - YTD: 2016



Compliments of:  
Beth Costello  
bcostello@ltgc.com  
970.245.0550



# Historical Gross Sales Summary

## Gross Volume

Month	Dollar Volume 2010	Dollar Volume % Change	Actual 2011	Dollar Volume % Change	Actual 2012	Dollar Volume % Change	Actual 2013	Dollar Volume % Change	Actual 2014	Dollar Volume % Change	Actual 2015	Dollar Volume % Change	Actual YTD: 2016	Dollar Volume % Change
January	\$41,618,080	3.22%	\$42,509,853	2.14%	\$30,275,387	-28.78%	\$43,545,111	43.83%	\$36,585,461	-15.98%	\$46,871,783	28.12%	\$40,938,528	-12.66%
February	\$42,281,462	18.07%	\$27,216,532	-35.63%	\$35,535,828	30.57%	\$37,878,668	6.59%	\$48,656,133	28.45%	\$45,505,875	-6.47%	\$56,983,202	25.22%
March	\$51,513,046	-1.79%	\$50,606,794	-1.76%	\$54,984,147	8.65%	\$55,281,486	0.54%	\$47,167,954	-14.68%	\$58,681,598	24.41%	\$83,343,609	42.03%
April	\$48,805,731	22.81%	\$46,832,701	-4.04%	\$58,032,482	23.91%	\$53,785,701	-7.32%	\$61,106,625	13.61%	\$83,264,874	36.26%	\$87,281,243	4.82%
May	\$54,067,008	-4.37%	\$45,085,491	-16.61%	\$63,984,977	41.92%	\$69,838,011	9.15%	\$79,484,548	13.81%	\$83,728,844	5.34%	\$96,984,734	15.83%
June	\$65,821,907	-7.39%	\$58,175,185	-11.62%	\$55,776,356	-4.12%	\$70,371,976	26.17%	\$84,873,385	20.61%	\$137,780,862	62.34%		-100.00%
July	\$55,603,833	-7.88%	\$48,251,733	-13.22%	\$24,428,467	-49.37%	\$78,316,473	220.60%	\$79,613,139	1.66%	\$110,999,751	39.42%		-100.00%
August	\$41,982,190	-28.23%	\$44,079,214	5.00%	\$34,192,169	-22.43%	\$83,551,836	144.36%	\$80,959,568	-3.10%	\$84,686,115	4.60%		-100.00%
September	\$45,813,907	-28.24%	\$47,495,282	3.67%	\$72,865,261	53.42%	\$61,375,786	-15.77%	\$70,696,515	15.19%	\$72,234,686	2.18%		-100.00%
October	\$47,527,909	-22.95%	\$44,723,824	-5.90%	\$79,408,016	77.55%	\$73,991,719	-6.82%	\$71,980,913	-2.72%	\$74,125,505	2.98%		-100.00%
November	\$32,873,650	-45.98%	\$34,932,379	6.26%	\$67,973,115	94.58%	\$59,169,226	-12.95%	\$58,343,192	-1.40%	\$82,556,141	41.50%		-100.00%
December	\$53,268,884	-11.43%	\$52,145,854	-2.11%	\$50,764,871	-2.65%	\$51,260,581	0.98%	\$67,129,295	30.96%	\$82,198,645	22.45%		-100.00%
<b>Year to Date:</b>	<b>\$238,285,327</b>	<b>n/a</b>	<b>\$212,251,371</b>	<b>-10.93%</b>	<b>\$242,812,821</b>	<b>14.40%</b>	<b>\$260,328,977</b>	<b>7.21%</b>	<b>\$273,000,721</b>	<b>4.87%</b>	<b>\$318,052,974</b>	<b>16.50%</b>	<b>\$365,531,316</b>	<b>14.93%</b>
<b>TOTAL</b>	<b>\$581,177,607</b>	<b>-12.12%</b>	<b>\$542,054,842</b>	<b>-6.73%</b>	<b>\$628,221,076</b>	<b>15.90%</b>	<b>\$738,366,574</b>	<b>17.53%</b>	<b>\$786,596,728</b>	<b>6.53%</b>	<b>\$962,634,679</b>	<b>22.38%</b>	<b>\$365,531,316</b>	<b>-62.03%</b>

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## Number of Transactions

Month	# Transactions 2010	Actual % Change	# Transactions 2011	Actual % Change	# Transactions 2012	Actual % Change	# Transactions 2013	Actual % Change	# Transactions 2014	Actual % Change	# Transactions 2015	Actual % Change	# Transactions YTD: 2016	Transactions % Change
January	145	-0.68%	194	33.79%	165	-14.95%	211	27.88%	190	-9.95%	170	-10.53%	211	24.12%
February	156	4.70%	148	-5.13%	183	23.65%	191	4.37%	207	8.38%	232	12.08%	214	-7.76%
March	236	14.01%	224	-5.08%	265	18.30%	241	-9.06%	247	2.49%	304	23.08%	354	16.45%
April	243	32.79%	244	0.41%	278	13.93%	266	-4.32%	294	10.53%	372	26.53%	380	2.15%
May	243	-0.82%	216	-11.11%	313	44.91%	330	5.43%	352	6.67%	403	14.49%	430	6.70%
June	258	-9.47%	250	-3.10%	275	10.00%	323	17.45%	377	16.72%	405	7.43%		-100.00%
July	219	-19.49%	233	6.39%	183	-21.46%	355	93.99%	368	3.66%	437	18.75%		-100.00%
August	164	-35.18%	241	46.95%	233	-3.32%	315	35.19%	358	13.65%	336	-6.15%		-100.00%
September	212	-12.40%	231	8.96%	423	83.12%	294	-30.50%	310	5.44%	330	6.45%		-100.00%
October	206	-20.16%	222	7.77%	401	80.63%	275	-31.42%	339	23.27%	340	0.29%		-100.00%
November	175	-33.71%	200	14.29%	223	11.50%	249	11.66%	272	9.24%	293	7.72%		-100.00%
December	230	9.52%	229	-0.43%	150	-34.50%	238	58.67%	311	30.67%	324	4.18%		-100.00%
<b>Year to Date:</b>	<b>1023</b>	<b>n/a</b>	<b>1026</b>	<b>0.29%</b>	<b>1204</b>	<b>17.35%</b>	<b>1239</b>	<b>2.91%</b>	<b>1290</b>	<b>4.12%</b>	<b>1481</b>	<b>14.81%</b>	<b>1589</b>	<b>7.29%</b>
<b>TOTAL</b>	<b>2487</b>	<b>-8.36%</b>	<b>2632</b>	<b>5.83%</b>	<b>3092</b>	<b>17.48%</b>	<b>3288</b>	<b>6.34%</b>	<b>3625</b>	<b>10.25%</b>	<b>3946</b>	<b>8.86%</b>	<b>1589</b>	<b>-59.73%</b>

This data is reported from the Mesa County Clerk & Recorders office and believed to be accurate but is not guaranteed.

Figures shown reflect transaction deeds only and do not include deeds on which a documentary fee was not paid.

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## Market Analysis by Area

May 2016

### All Transaction Summary

### Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
City of Grand Junction	\$8,769,600	9%	49	11%	\$178,971	\$162,500	\$164,363	\$162,400	\$131
Clifton	\$1,804,200	2%	12	3%	\$150,350	\$205,000	\$150,350	\$130,000	\$109
Collbran, Plateau Valley, Molina, Mesa	\$1,940,000	2%	4	1%	\$485,000	\$415,000	\$508,333	\$415,000	\$319
Fruita	\$15,273,684	16%	66	15%	\$231,419	\$226,000	\$250,760	\$235,000	\$143
Fruitvale	\$16,359,450	17%	98	23%	\$166,933	\$169,900	\$178,260	\$172,500	\$118
Mall	\$14,262,400	15%	50	12%	\$285,248	\$246,650	\$292,946	\$248,400	\$146
North	\$7,618,300	8%	26	6%	\$293,012	\$280,000	\$302,832	\$285,000	\$132
Orchard Mesa & East Orchard Mesa	\$8,830,800	9%	45	10%	\$196,240	\$174,500	\$201,995	\$184,900	\$122
Palisade	\$3,358,600	3%	15	3%	\$223,907	\$199,000	\$237,600	\$199,000	\$150
Redlands	\$12,936,300	13%	42	10%	\$308,007	\$303,900	\$334,968	\$320,000	\$146
Rural	\$5,831,400	0%	23	5%	\$253,539	\$236,100	\$386,690	\$324,500	\$177
Quit Claim Deeds	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$96,984,734</b>	<b>100%</b>	<b>430</b>	<b>100%</b>	<b>\$225,546</b>	<b>\$196,500</b>	<b>\$236,920</b>	<b>\$205,000</b>	<b>\$135</b>
<b>(NEW UNIT SALES)</b>	<b>\$8,802,900</b>	<b>9%</b>	<b>32</b>	<b>7%</b>	<b>\$275,091</b>	<b>\$249,900</b>	<b>\$282,835</b>	<b>\$262,000</b>	<b>\$151</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Mesa County records that are believed to be reasonably accurate but are not guaranteed.

Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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## YTD. Market Analysis by Area

YTD: May 2016

### All Transaction Summary

### Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
City of Grand Junction	\$33,496,285	9%	185	12%	\$181,061	\$163,800	\$166,865	\$163,000	\$127
Clifton	\$13,545,651	4%	80	5%	\$169,321	\$197,000	\$148,074	\$139,800	\$107
Collbran, Plateau Valley, Molina, Mesa	\$5,628,000	2%	15	1%	\$375,200	\$300,000	\$406,083	\$304,000	\$254
Fruita	\$42,320,635	12%	207	13%	\$204,448	\$203,000	\$234,679	\$223,500	\$140
Fruitvale	\$59,672,436	16%	362	23%	\$164,841	\$169,450	\$173,311	\$175,000	\$116
Mall	\$54,120,301	15%	164	10%	\$330,002	\$245,650	\$293,730	\$249,900	\$149
North	\$32,298,008	9%	114	7%	\$283,316	\$260,000	\$283,625	\$270,100	\$128
Orchard Mesa & East Orchard Mesa	\$32,556,100	9%	145	9%	\$224,525	\$182,000	\$203,223	\$185,000	\$122
Palisade	\$12,105,900	3%	51	3%	\$237,371	\$213,000	\$267,062	\$267,500	\$163
Redlands	\$51,483,700	14%	164	10%	\$313,925	\$299,950	\$341,855	\$320,000	\$150
Rural	\$27,860,700	0%	92	6%	\$302,834	\$202,500	\$323,480	\$319,000	\$155
Quit Claim Deeds	\$443,600	0%	10	1%	\$44,360	\$40,000	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$365,531,316</b>	<b>100%</b>	<b>1,589</b>	<b>100%</b>	<b>\$231,215</b>	<b>\$188,000</b>	<b>\$230,732</b>	<b>\$197,600</b>	<b>\$132</b>
<b>(NEW UNIT SALES)</b>	<b>\$32,914,600</b>	<b>9%</b>	<b>113</b>	<b>7%</b>	<b>\$291,280</b>	<b>\$259,000</b>	<b>\$293,568</b>	<b>\$259,400</b>	<b>\$152</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Mesa County records that are believed to be reasonably accurate but are not guaranteed.

Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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## Price Point Index

May 2016

### Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	15	\$1,162,200	1%
100,001 to 200,000	160	\$25,679,050	30%
200,001 to 300,000	114	\$28,206,600	33%
300,001 to 400,000	38	\$13,179,400	15%
400,001 to 500,000	25	\$11,186,400	13%
500,001 to 600,000	4	\$2,187,500	3%
600,001 to 700,000	2	\$1,247,000	1%
700,001 to 800,000	2	\$1,530,000	2%
800,001 to 900,000	0	\$0	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	1	\$1,150,000	1%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	0	\$0	0%
<b>Total:</b>	<b>361</b>	<b>\$85,528,150</b>	<b>100%</b>

### Residential Price Index

May 2016	Number Trans.	Total Volume	Average Price
Single Family	324	\$79,825,250	\$246,374
Multi Family	37	\$5,702,900	\$154,132
Vacant Land	30	\$2,762,800	\$92,093
YTD: 2016	Number Trans.	Total Volume	Average Price
Single Family	1167	\$279,588,686	\$239,579
Multi Family	121	\$17,593,960	\$145,405
Vacant Land	160	\$15,053,300	\$94,083
Full Year: 2015	Number Trans.	Total Volume	Average Price
Single Family	3019	\$690,467,993	\$228,708
Multi Family	304	\$42,804,233	\$140,803
Vacant Land	329	\$34,836,835	\$105,887
Full Year: 2014	Number Trans.	Total Volume	Average Price
Single Family	2747	\$607,495,591	\$221,149
Multi Family	251	\$32,493,216	\$129,455
Vacant Land	313	\$40,162,510	\$128,315

### Commercial Index

May 2016 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	16	\$5,801,900	\$362,619
Commercial Vacant	1	\$100,000	\$100,000
Development Vacant	0	\$0	\$0
YTD: 2016 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	57	\$34,211,700	\$600,205
Commercial Vacant	11	\$4,566,700	\$415,155
Development Vacant	6	\$7,966,586	\$1,327,764
Full Year: 2015	Number Trans.	Total Volume	Average Price
Commercial Improved	124	\$168,381,145	\$1,357,912
Commercial Vacant	18	\$12,501,358	\$694,520
Development Vacant	8	\$2,515,700	\$314,463
Full Year: 2014	Number Trans.	Total Volume	Average Price
Commercial Improved	148	\$81,745,935	\$552,337
Commercial Vacant	24	\$10,524,255	\$438,511
Development Vacant	3	\$1,359,634	\$453,211

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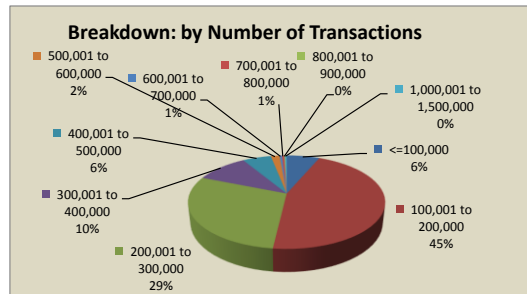
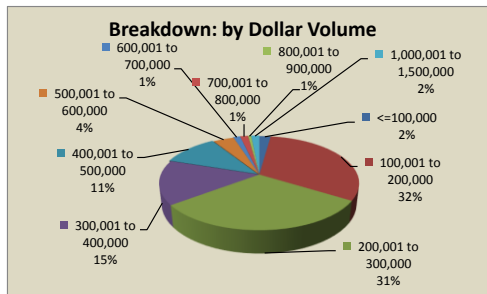


## YTD. Price Point Index

YTD: 2016

Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	83	\$6,501,176	2%
100,001 to 200,000	585	\$93,774,261	32%
200,001 to 300,000	376	\$92,183,709	31%
300,001 to 400,000	132	\$45,435,100	15%
400,001 to 500,000	72	\$32,588,900	11%
500,001 to 600,000	22	\$11,983,100	4%
600,001 to 700,000	6	\$3,912,900	1%
700,001 to 800,000	6	\$4,506,500	2%
800,001 to 900,000	2	\$1,710,000	1%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	4	\$4,587,000	2%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	0	\$0	0%
<b>Total:</b>	<b>1288</b>	<b>\$297,182,646</b>	<b>100%</b>



Full Year: 2015

Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	228	\$16,960,480	2%
100,001 to 200,000	1545	\$241,994,379	33%
200,001 to 300,000	1012	\$246,734,977	34%
300,001 to 400,000	316	\$110,214,100	15%
400,001 to 500,000	146	\$65,377,340	9%
500,001 to 600,000	45	\$24,286,500	3%
600,001 to 700,000	8	\$5,229,900	1%
700,001 to 800,000	9	\$6,753,500	1%
800,001 to 900,000	6	\$5,019,500	1%
900,001 to 1,000,000	1	\$996,550	0%
1,000,001 to 1,500,000	5	\$6,375,000	1%
1,500,001 to 2,000,000	2	\$3,330,000	0%
over \$ 2 Million	0	\$0	0%
<b>Total:</b>	<b>3323</b>	<b>\$733,272,226</b>	<b>100%</b>

Full Year: 2014

Residential Summary

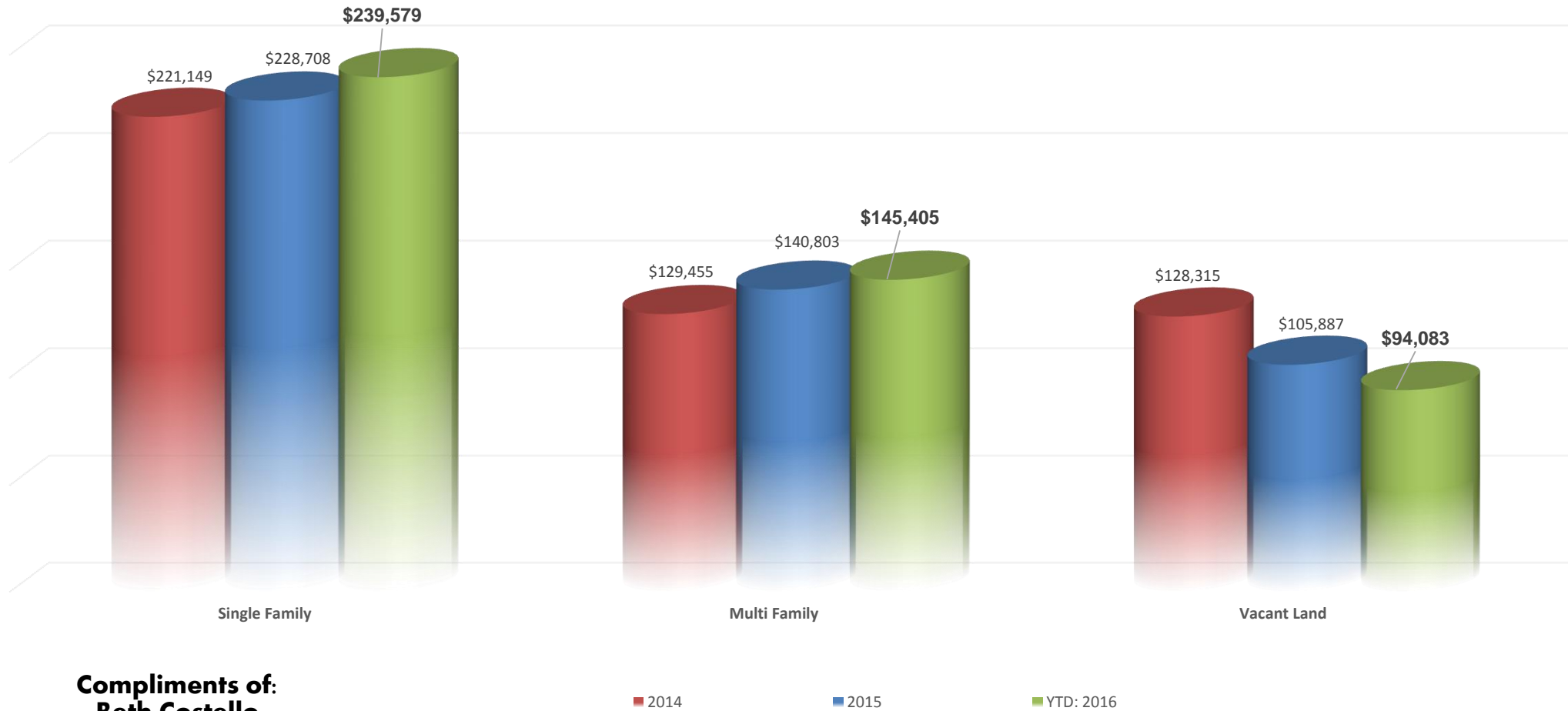
	# Transactions	Gross Volume	Percentage Gross
<=100,000	353	\$25,853,030	4%
100,001 to 200,000	1347	\$207,163,736	32%
200,001 to 300,000	844	\$205,357,671	32%
300,001 to 400,000	257	\$90,114,700	14%
400,001 to 500,000	115	\$51,475,270	8%
500,001 to 600,000	34	\$18,730,800	3%
600,001 to 700,000	24	\$15,478,700	2%
700,001 to 800,000	6	\$4,542,900	1%
800,001 to 900,000	5	\$4,262,000	1%
900,001 to 1,000,000	4	\$3,780,000	1%
1,000,001 to 1,500,000	7	\$8,630,000	1%
1,500,001 to 2,000,000	1	\$1,700,000	0%
over \$ 2 Million	1	\$2,900,000	0%
<b>Total:</b>	<b>2998</b>	<b>\$639,988,807</b>	<b>100%</b>

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## Average Price History: 2014 - YTD: 2016



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# Market Highlights

## Highest Priced Residential Sale: May 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
6	5.00	1945	3904	\$ 1,150,000.00	SEC 4 5 & 8 T13S R104W w/598.95 AC Land	BERNARDO LORI J	\$ 294.57	5/20/2016	500 DS RD	GLADE PARK	CO



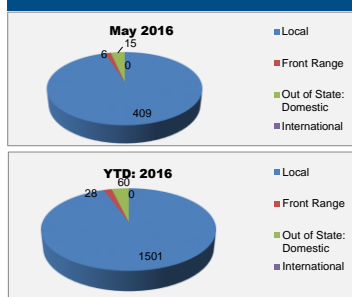
## Highest Price PSF Residential Sale: May 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
3	1.50	1984	1488	\$ 780,000.00	M&B: SEC 6 T10S R97W - WATER RIGHTS w/18.16 AC Land	ARKANSAS DITCH	\$ 524.19	5/5/2016	9999 48 RD	MESA	CO

## Bank Sales Detail: May 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference/Comments
3	1.00	1979	1632	\$ 129,000.00	RIO GRANDE SUBD L2 B2	ZEIGLER ROSE	\$ 79.04	5/27/2016	2884 1/2 DURANGO DR	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
2	1.50	1940	1056	\$ 85,000.00	CENTRAL VILLAGE REPEAT, L6 B4	ZADEKIAN ALEX R	\$ 80.49	5/6/2016	441 DORIS RD	Bank: BANK OF AMERICA
3	2.00	1982	1243	\$ 125,750.00	BROOKDALE L7 B1	WINEMILOLER KACI KERSTEN HANNAH	\$ 101.17	5/31/2016	3147 CRIPPLE CREEK CT	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	1.00	1980	1040	\$ 103,000.00	CHERRYWOOD SUBD #2 L5 B5	WESTERN COLORADO CONTRACTORS, LLC	\$ 99.04	5/6/2016	1857 J 6/10 RD	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2.00	1998	1098	\$ 127,000.00	RIVER BEND SUBD L1 B1	WEINGART TINA M	\$ 115.66	5/31/2016	3114 DRY FORK WY	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2.00	1997	1280	\$ 50,684.00	HOLLY PARK WEST SUB L6 B3	VANCONETT RANDAL K	\$ 39.60	5/4/2016	524 VIRGO WAY	Bank: MELLON BANK OF NEW YORK
2	1.00	1982	975	\$ 104,900.00	WEDGEWOOD SUB F3 L17 B2	SEVERSON WESLEY	\$ 107.59	5/9/2016	3045 WEDGEWOOD AVE	Bank: FNMA
3	2.00	1999	1292	\$ 180,000.00	WESTWOOD RANCH SUBD #1 L7 B4	ROSE JONATHAN	\$ 139.32	5/23/2016	2546 SHETLAND CT	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2.00	1998	1040	\$ 72,000.00	GRACE PARK II CONDOS UN 3	RODRIGUEZ ROBERT G	\$ 69.23	5/25/2016	1129 E CAROLINA AVE #3	Bank: JPMORGAN CHASE BANK
3	1.00	1954	912	\$ 110,000.00	ARCADIA VILLAGE L3 B5	RODRIGUEZ VALERIE	\$ 120.61	5/13/2016	1340 N 21ST STREET	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	3.00	2007	3944	\$ 371,000.00	DESERT VISTA FILING NO. 2, L5	OFFENDER SERVICES INC	\$ 94.07	5/24/2016	480 MARTIN LN	Bank: FNMA
3	2.00	1996	1842	\$ 127,500.00	WEAVER MINOR SUBD L1	NIMART PROPERTIES, LLC	\$ 69.22	5/5/2016	335 29 ROAD	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2.50	1997	2490	\$ 355,000.00	MOONRIDGE FALLS FILING NO. ONE L39 B1	MORLAND KALLUM	\$ 142.57	5/2/2016	685 MOONRIDGE CT	Bank: FNMA
4	2.00	2000	1782	\$ 64,000.00	CALLOW CREEKSTATES F2 L2	LUK-KEY VENTURES LLC	\$ 35.91	5/10/2016	113 HOMESTEAD CT	Bank: DEUTSCHE BANK NATL TRUST
4	2.50	2000	1908	\$ 225,700.00	IRISH WALK F1 L2 B1	JONES ANNA J	\$ 118.29	5/20/2016	647 IRISH WALK	Bank: FNMA
3	1.75	2007	1328	\$ 161,500.00	COUNTRYPLACE ESTATES L8 B6	HOCK BRANDI	\$ 121.61	5/20/2016	423 1/2 BEAR DANCE DR	Bank: GOLDEN BELT BANK
3	2.00	2005	1624	\$ 185,000.00	WINDSOR PARK SUBDIVISION, L22 B4	GALLEGOS RYAN J	\$ 113.92	5/27/2016	1209 WINDSOR PARK DR	Bank: FNMA
3	1.00	1950	624	\$ 57,500.00	CLIFTON TOWNSITE L25&26, B5	DUNN FRANK ALLEN	\$ 92.15	5/16/2016	236 2ND STREET	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2.00	1976	1380	\$ 136,500.00	ASPINALL SUB NO 2 L2	ZLKWS ENTERPRISES	\$ 98.91	5/26/2016	548 ASPINALL CT	Bank: MELLON BANK OF NEW YORK
3	1.00	1969	1288	\$ 97,500.00	BLUE MOUNTAIN SUBDIVISION, L7 B5	REIUVENATION HOMES INC	\$ 75.70	5/17/2016	534 1/2 SYCAMORE ST	Bank: MORTGAGE EQUITY TRUST

## Purchaser Abstract:



### All Sales: May 2016

Origin of Buyer	# of Trans.	% Overall
Local	409	95%
Front Range	6	1%
Out of State: Domestic	15	3%
International	0	0%
<b>Total Sales</b>	<b>430</b>	<b>100%</b>

### All Sales: YTD. May 2016

Origin of Buyer	# of Trans.	% Overall
Local	1501	94%
Front Range	28	2%
Out of State: Domestic	60	4%
International	0	0%
<b>Total Sales</b>	<b>1589</b>	<b>100%</b>

### All Sales: Full Year 2015

Origin of Buyer	# of Trans.	% Overall
Local	3749	95%
Front Range	71	2%
Out of State: Domestic	124	3%
International	2	0%
<b>Total Sales</b>	<b>3946</b>	<b>100%</b>

### All Sales: Full Year 2014

Origin of Buyer	# of Trans.	% Overall
Local	3417	94%
Front Range	75	2%
Out of State: Domestic	133	4%
International	0	0%
<b>Total Sales</b>	<b>3625</b>	<b>100%</b>

Please note: Calculations are an unofficial tabulation of Mesa records that are believed to be reasonably accurate but are not guaranteed.

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## Market Snapshot by Area

### Full Year 2015 vs. YTD: 2016

Area	Average Price Single Family 2015	Average Price Single Family YTD: 2016	% Change vs. Prior Year	Average Price Multi-Family 2015	Average Price Multi-Family YTD: 2016	% Change vs. Prior Year	Average Price Vacant Land 2015	Average Price Vacant Land YTD: 2016	% Change vs. Prior Year
City of Grand Junction	\$162,264	\$169,444	4%	\$128,484	\$145,913	14%	\$26,000	\$41,425	59%
Clifton	\$154,671	\$161,624	4%	\$84,300	\$84,489	0%	\$34,667	\$0	n/a
Collbran, Plateau Valley, Molina, Mesa	\$301,733	\$406,083	35%	\$130,000	\$0	n/a	\$90,000	\$150,000	67%
Fruita	\$242,150	\$239,008	4%	\$146,546	\$136,343	-7%	\$97,912	\$72,237	-26%
Fruitvale	\$182,642	\$175,897	-4%	\$120,503	\$128,747	7%	\$51,379	\$50,100	-2%
Mall	\$294,029	\$325,358	-1%	\$149,511	\$162,905	9%	\$124,852	\$111,589	-11%
North	\$279,785	\$313,965	12%	\$143,870	\$175,457	22%	\$82,200	\$76,650	-7%
Orchard Mesa	\$194,314	\$207,352	11%	\$110,145	\$128,900	17%	\$55,419	\$69,688	26%
Palisade	\$269,612	\$273,019	1%	\$241,113	\$52,600	-78%	\$155,628	\$128,710	-17%
Redlands	\$332,410	\$359,224	8%	\$189,839	\$169,500	-11%	\$110,269	\$108,963	-1%
Rural	\$280,847	\$332,136	18%	\$114,000	\$120,050	5%	\$136,482	\$128,558	-6%
<b>Gross Live Average:</b>	<b>\$228,708</b>	<b>\$239,579</b>	<b>5%</b>	<b>\$140,803</b>	<b>\$145,405</b>	<b>3%</b>	<b>\$105,887</b>	<b>\$94,083</b>	<b>-11%</b>

Please note: The above figures are an unofficial tabulation of Mesa County records that are believed to be reasonably accurate. Sales believed to be inaccurate indicators of the market have been eliminated.

Full Interest, Fee Simple, Arms-Length transactions only, are shown in the Market Snapshot Report.

Area	Average PPSF Single Family 2015	Average PPSF Single Family YTD: 2016	% Change vs. Prior Year	Average PPSF Multi-Family 2015	Average PPSF Multi-Family YTD: 2016	% Change vs. Prior Year	Average PPAC Vacant Land 2015	Average PPAC Vacant Land YTD: 2016	% Change vs. Prior Year
City of Grand Junction	\$117.59	\$126.87	8%	\$106.18	\$123.90	17%	\$166,118.39	\$301,542.14	82%
Clifton	\$111.09	\$114.85	3%	\$75.02	\$69.72	-7%	\$217,307.69	\$0.00	n/a
Collbran, Plateau Valley, Molina, Mesa	\$154.64	\$254.02	64%	\$131.31	\$0.00	n/a	\$2,339.49	\$15,923.57	581%
Fruita	\$133.39	\$141.03	6%	\$110.74	\$108.09	-2%	\$143,328.48	\$233,970.63	63%
Fruitvale	\$114.99	\$116.32	1%	\$105.16	\$112.74	7%	\$301,073.79	\$220,531.16	-27%
Mall	\$137.94	\$154.87	12%	\$119.90	\$122.98	3%	\$294,084.24	\$240,873.52	-18%
North	\$127.78	\$130.52	2%	\$112.27	\$120.56	7%	\$299,958.61	\$338,684.24	13%
Orchard Mesa & East Orchard Mesa	\$116.12	\$123.36	6%	\$93.39	\$103.22	11%	\$192,463.27	\$166,271.76	-14%
Palisade	\$159.01	\$166.36	5%	\$105.08	\$51.37	-51%	\$37,554.64	\$34,540.38	-8%
Redlands	\$142.81	\$153.27	7%	\$114.25	\$120.19	5%	\$292,275.43	\$292,573.92	0%
Rural	\$146.84	\$157.44	7%	\$115.15	\$104.99	-9%	\$19,383.58	\$13,722.80	-29%
<b>Gross Live PPSF:</b>	<b>\$126.57</b>	<b>\$134.18</b>	<b>6%</b>	<b>\$108.71</b>	<b>\$112.29</b>	<b>3%</b>	<b>\$174,744.48</b>	<b>\$185,684.77</b>	<b>6%</b>

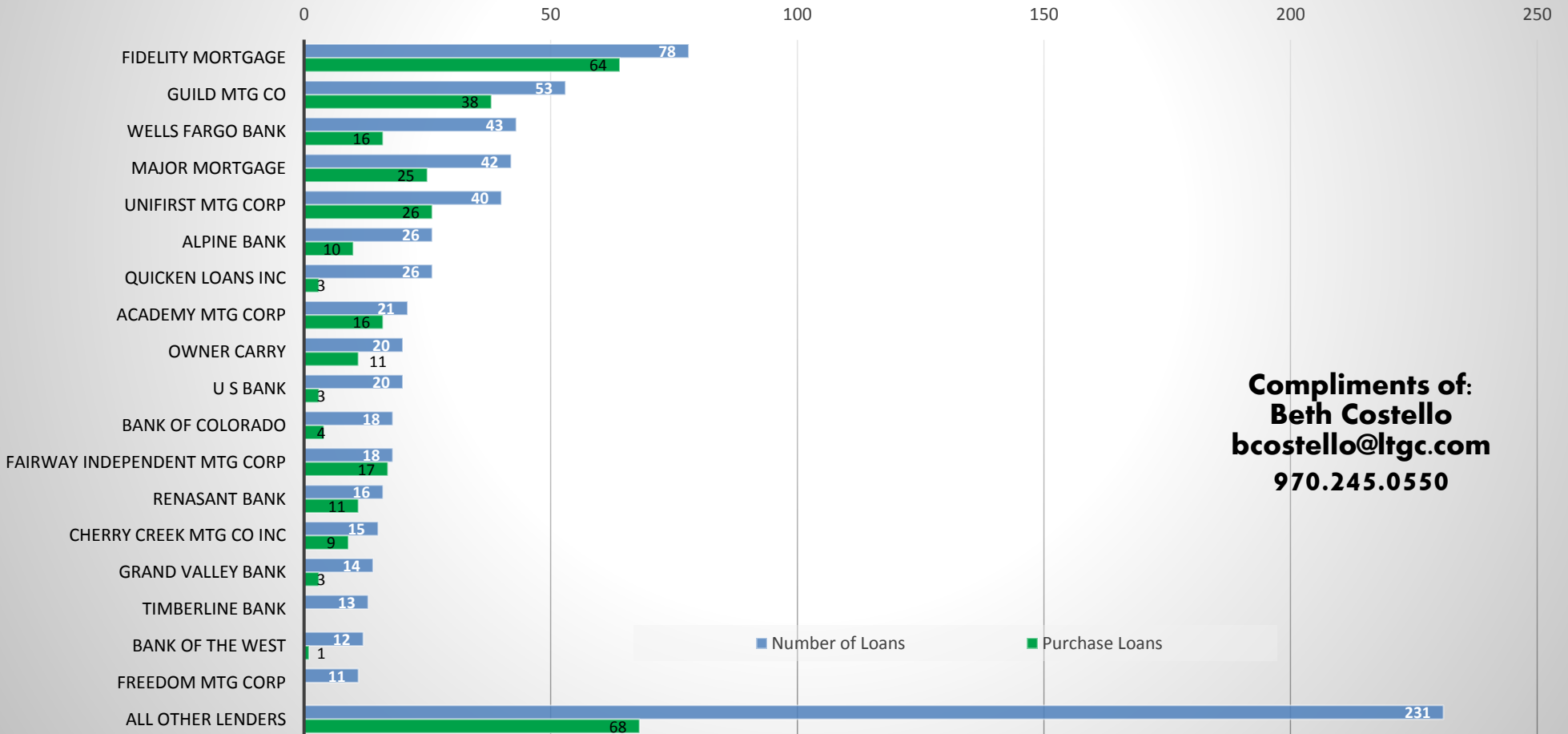
Compliments of:  
**Beth Costello**  
 bcostello@ltgc.com  
 970.245.0550



## Lender Analysis

### May 2016 - Total Loans: 717

**325 Loans or 76% of sales had financing at the time of Sale - 24% were Cash**  
**392 Refinances**



**Compliments of:**  
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**970.245.0550**

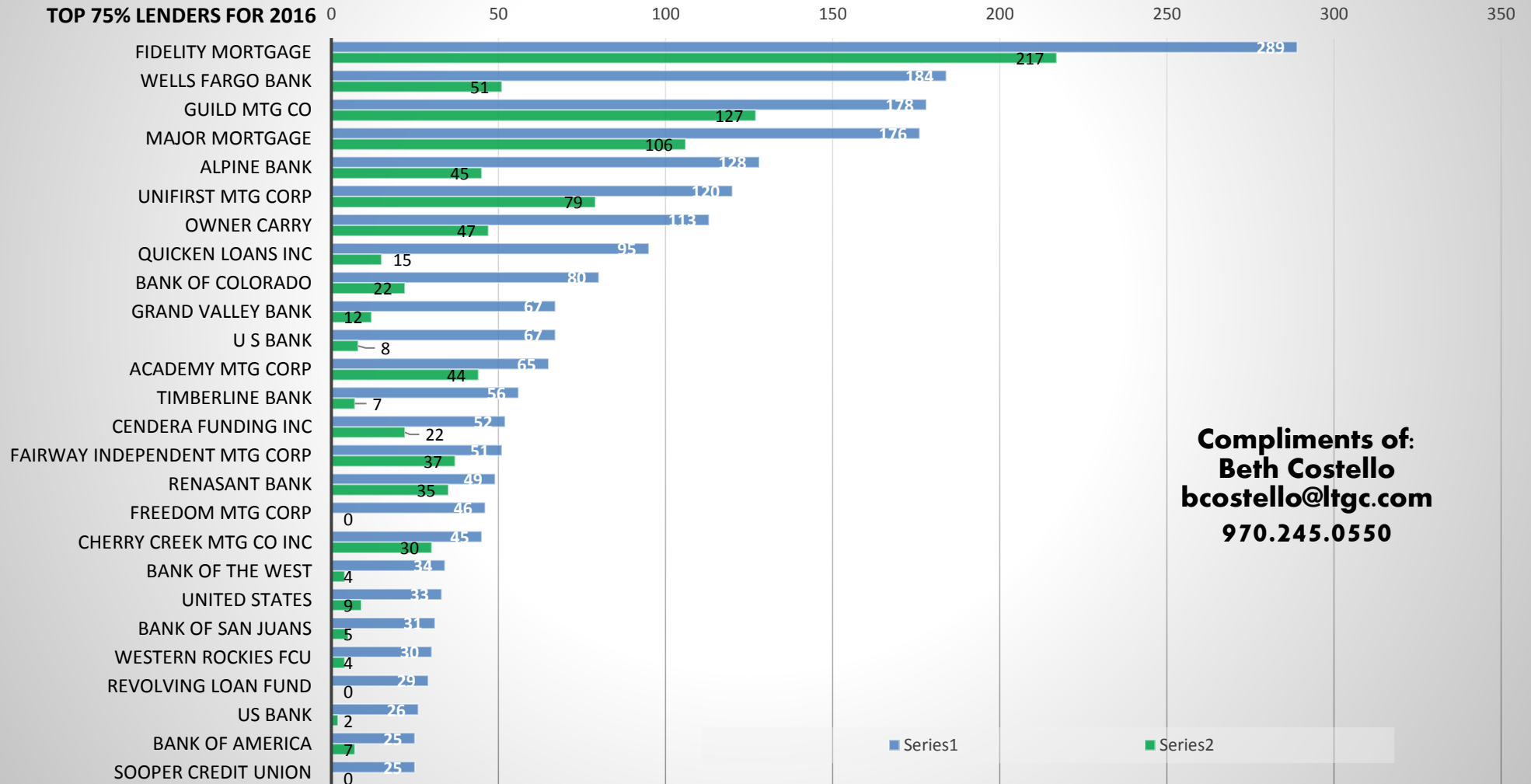


## Lender Analysis

**YTD: 2016 - Total Loans: 2,783**

**1,105 Loans or 70% of sales had financing at the time of Sale - 30% were Cash**

**1,678 Refinances**



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# Lender Listing

LENDER	NUMBER LOANS	(PURCHASE LOANS)	PERCENTAGE TOTAL (OVERALL)	
FIDELITY MORTGAGE	76	64	10.88%	Top 68% Lenders for May 2016
GUILD MTG CO	53	38	7.39%	Mesa County
WELLS FARGO BANK	43	16	6.00%	
MAJOR MORTGAGE	42	25	5.86%	
UNITFIRST MTG CORP	40	26	5.58%	
ALPINE BANK	26	10	3.63%	
QUICKEN LOANS INC	26	3	3.63%	
ACADEMY MTG CORP	21	16	2.93%	
OWNER CARRY	20	11	2.29%	
U.S. BANK	20	3	2.79%	
BANK OF COLORADO	18	4	2.51%	
FAIRWAY INDEPENDENT MTG CORP	18	17	2.51%	
RENAISSANT BANK	16	11	2.23%	
CHEERY CREEK MTG CO INC	15	9	2.09%	
GRAND VALLEY BANK	14	3	1.95%	
TIMBERLINE BANK	13		1.81%	
BANK OF THE WEST	12	1	1.67%	
FREEDOM MTG CORP	11		1.53%	
ALL OTHER LENDERS	231	68	32.22%	
BANK OF SAN JUAN	8	4	1.12%	
HOME LOAN STATE BANK	8		1.12%	
UNITED STATES	8	2	1.12%	
ANB BANK	7	2	0.98%	
CREDIT UNION OF COLORADO	7	1	0.98%	
REVOLVING LOAN FUND	7		0.98%	
WESTERN ROCKIES FCU	7	1	0.98%	
BANK OF AMERICA	6	3	0.84%	
FENDERA FUNDING INC	6	4	0.84%	
GUARANTEED RATE INC	6	4	0.84%	
SUN WEST MTG CO INC	6		0.84%	
VILLAGE CAPITAL & INVESTMENT LLC	6		0.84%	
SCOPER CREDIT UNION	5		0.70%	
DITECH FINANCIAL LLC	4		0.56%	
JPMORGAN CHASE BANK	4	2	0.56%	
LOANDEPOT.COM LLC	4	1	0.56%	
PLAZA HOME MTG INC	4	2	0.56%	
VECTRA BANK COLORADO	4	1	0.56%	
BONDS LLC	3		0.42%	
CITY FIRST MTG SERVICES LLC	3	3	0.42%	
COLORADO FEDERAL CU	3		0.42%	
COMMUNITY BANKS OF COLORADO	3		0.42%	
FIRST GUARANTY MTG CORP	3		0.42%	
FIRSTBANK	3	1	0.42%	
GREENLIGHT LOANS LLC	3		0.42%	
MORTGAGE SOLUTIONS OF COLORADO LLC	3	1	0.42%	
NATIONSTAR MTG LLC	3		0.42%	
STEARNS LENDING LLC	3	3	0.42%	
AMERICAN AGCREDIT	2	1	0.28%	
AMERICAN FINANCIAL NETWORK INC	2	1	0.28%	
AMERICAN FINANCIAL RESOURCES INC	2		0.28%	
ASIAN ONE PROPERTIES LLC	2		0.28%	
BELLCO CREDIT UNION	2		0.28%	
CALIBER HOME LOANS INC	2	1	0.28%	
COLORADO CREDIT UNION	2	1	0.28%	
FEDERAL SAVINGS BANK	2		0.28%	
GRAND JCT FEDERAL CU	2		0.28%	
HOME MTG ALLIANCE LLC	2		0.28%	
HOUSING RESOURCES OF WESTERN COLORADO INC	2		0.28%	
LAKENEW LOAN SERVICING LLC	2		0.28%	
MORTGAGE CO	2	1	0.28%	
NORTHPOINTE BANK	2	2	0.28%	
PLANET HOME LENDING LLC	2		0.28%	
PREMIER HOME MTG INC	2	1	0.28%	
UNITED MTG CORP	2	1	0.28%	
UNITED WHOLESAL MTG LLC	2	1	0.28%	
USAA FEDERAL SAVINGS BANK	2	2	0.28%	
1ST ALLIANCE LENDING LLC	1	1	0.14%	
360 MTG GROUP LLC	1		0.14%	
AMERICAN FINANCIAL NETWORK INC	1		0.14%	
AMERICAN ADVISORS GROUP	1		0.14%	
AMERIPRO FUNDING INC	1		0.14%	
BANKERS BANK OF THE WEST	1		0.14%	
BREMAN & JESSIE CASTO LLC	1	1	0.14%	
BLUE BRICK FINANCIAL LLC	1		0.14%	
BOKF	1	1	0.14%	
CARRINGTON MTG SERVICES LLC	1		0.14%	
CITIBANK	1		0.14%	
COLORADO BUSINESS BANK	1		0.14%	
COLORADO HOUSING ASSISTANCE CORP	1	1	0.14%	
COMMERCIAL HOME MTG	1	1	0.14%	
CONTOUR MTG CORP	1		0.14%	
CORNERSTONE HOME LENDING INC	1		0.14%	
CROSSCOUNTRY MTG INC	1		0.14%	
DHA FINANCIAL INC	1		0.14%	
DIRECT MTG CORP	1	1	0.14%	
ELEVATIONS CREDIT UNION	1	1	0.14%	
EQUITY TRUST CO	1		0.14%	
EVERETT FINANCIAL INC	1	1	0.14%	
FINANCE OF AMERICA REVERSE LLC	1		0.14%	
FIRST CALIFORNIA MTG CO	1		0.14%	
FIRST COMMUNITY MTG INC	1	1	0.14%	
FIRST DIRECT LENDING	1		0.14%	
FORTUNE FINANCIAL INC	1		0.14%	
FRANKLIN AMERICAN MTG CO	1		0.14%	
HALLMARK HOME MTG LLC	1	1	0.14%	
HIGH NOON PROPERTIES LLC	1	1	0.14%	
LARSON G&D TRUST	1	1	0.14%	
LENDER SELECT MTG GROUP	1		0.14%	
LOW VA RATES	1		0.14%	
MAGNOLIA BANK INC	1		0.14%	
MORTGAGE RESEARCH CENTER LLC	1	1	0.14%	
MOUNTAIN VALLEY BANK	1		0.14%	
NATIONS LENDING CORP	1		0.14%	
NATIONWIDE ADVANTAGE MTG CO	1		0.14%	
NEW BANK	1	1	0.14%	
NEW DAY FINANCIAL LLC	1		0.14%	
NUDGE FUNDING LLC	1		0.14%	
OCWEN LOAN SERVICING LLC	1	1	0.14%	
PACIFIC UNION FINANCIAL LLC	1		0.14%	
PARAMOUNT EQUITY MTG LLC	1		0.14%	
PEG INVESTMENTS LLC	1	1	0.14%	
PENTAGON FEDERAL CREDIT UNION	1		0.14%	
PLUM CREEK FUNDING INC	1	1	0.14%	
PREMA MTG LLC	1	1	0.14%	
RED ROCKS CU	1		0.14%	
SEACOAST COMMERCIAL BANK	1		0.14%	
SIRVA MTG INC	1	1	0.14%	
STATE FARM BANK	1		0.14%	
STONEGATE MTG CORP	1		0.14%	
TAD ENTERPRISES LLC	1		0.14%	
TIC MTG INC	1		0.14%	
TNS LOANS	1		0.14%	
<b>TOTAL LOANS FOR MAY 2016:</b>	<b>717</b>	<b>325</b>	<b>100%</b>	

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970.245.0550

Grand Junction  
Land Title Office  
2454 Patterson Road, Suite  
100  
Grand Junction, CO 81505  
970-245-0550



# Commercial Sales Detail

## Commercial Transactions: May 2016

ACCOUNTNO	BED	BATH	YOC	STATSF	LANDSIZE	PRICE	LEGAL	STYLE	PURCHASER	PPSF	RDATE	STREET ADDRESS
R017543			1999	5202	0.9400	\$ 505,000.00	NUNES MINOR SUBDIVISION LA	WHSE	THREE SIGMA CORP	\$ 97.08	5/5/2016	716 SCARLET S
R084870			1957	6941		\$ 780,000.00	CITY OF GRAND JUNCTION L11-15 B94	OFFICE	POMRENKE JANET M	\$ 112.38	5/5/2016	235 N 7TH ST
R062663	1	0.75	1947	976	0.1400	\$ 178,000.00	KEITHS ADDITION L3-4 B'M	MIXED USE	OSKEY PROPERTIES LLC	\$ 182.38	5/25/2016	1211 COLO AVE
R020256			1996	2000		\$ 47,500.00	CONDO HANGARS F2 UN 6	WHSE	MENDROP TRUST	\$ 23.75	5/6/2016	2869 AVIATORS WAY #8
R064057			1931	3780	0.1000	\$ 242,500.00	CITY OF GRAND JUNCTION L32 B117	RETAIL	MEAL ESTATE LLC	\$ 64.15	5/5/2016	126 S 5TH ST
R017496			2003	9500	4.2200	\$ 1,250,000.00	LONCAR SUBDIVISION L1-2	WHSE	M & D ENTERPRISES LLC	\$ 131.58	5/25/2016	2201 & 2203 H RD
R066400	3	2.75	2011	2516	0.4900	\$ 210,000.00	GRAND MATT SUBDIVISION, L2	MIXED USE	LEIFER DONNA	\$ 83.47	5/27/2016	2383 BROADWAY
R044240			2000	3600	0.6400	\$ 250,000.00	BANNER INDUSTRIAL PARK L8	WHSE	KIDS AID CORP	\$ 69.44	5/5/2016	2978 GUNNISON AVE
R057593			1998	1120		\$ 89,000.00	SOUTH WESTGATE PARK CENTER CONDOMINIUMS UN 2	WHSE	KETOVER JAMES	\$ 79.46	5/3/2016	569 S WESTGATE DR #2
R054963			2003	2292		\$ 349,900.00	PATTERSON VILLAGE SQUARE CONDOMINIUM F3 UN 27	OFFICE	JERI WHITE DO PLLC	\$ 152.66	5/16/2016	2478 PATTERSON RD #27
R064285	1	1.00	1900	4809	0.1400	\$ 350,000.00	CITY OF GRAND JUNCTION, L24-32 B148	OFFICE	DIOM LLC	\$ 72.78	5/19/2016	424 S 5TH ST
R034246	5	4.00	1978	3144	0.3000	\$ 225,000.00	DITTO ADDITION L1	APARTMENT	CRAWFORD BRAD	\$ 71.56	5/2/2016	2902 ORCHARD AVE
R025076	6	6.00	1977	5344	0.2900	\$ 315,000.00	SEC 3 T1S R2E	APARTMENT	BVC IOWA LLC	\$ 58.94	5/18/2016	895 IOWA AVE
R024768			1982	3750	0.8000	\$ 250,000.00	SECTION 10, TOWNSHIP 11 SOUTH, RANGE 98 WEST	WHSE	BOURGET PAULETTE	\$ 66.67	5/31/2016	405 TROYER AVE
R059265			1998	3520	0.1500	\$ 530,000.00	CAPITOL HILL SUB L19	OFFICE	BAILEY HOLDINGS LLC	\$ 150.57	5/16/2016	1301 N 7TH ST
R034943			2003	1820		\$ 230,000.00	PALACE POINTE MARKETPLACE CONDOMINIUM UN E	OFFICERETAIL	ARIEL CLINICAL SERVICES	\$ 126.37	5/5/2016	2938 N AVE UNIT E
R071442					1.6100	\$ 100,000.00	MERIDIAN PARK REPLAT L6	VACANTCOMM	ORCHARD MESA DRAGON TREASURE INC	\$ -	5/25/2016	2785 ACRIN AVE

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**Grand Junction  
 Land Title Office**  
 2454 Patterson Road,  
 Suite 100  
 Grand Junction, CO  
 81505

## New Unit Sales Detail

### Improved Residential New Unit Sales detail: May 2016

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	2.50	2015	1792	\$ 249,900.00	HERITAGE HEIGHTS, FILING ONE, L14	SINGLEFAM	\$ 139.45	2488 TIPTOP AVE
3	1.75	2015	1552	\$ 195,400.00	LEGACY II PUD SUB L5	SINGLEFAM	\$ 125.90	495 BLAIR ST
3	2.00	2015	N/A	\$ 211,500.00	RIVER TRAIL SUBDIVISION, FILING TWO, L35	SINGLEFAM	N/A	382 WHITE RIVER DR
3	1.75	2015	1439	\$ 230,000.00	HERITAGE HEIGHTS, FILING ONE, 1 L15	SINGLEFAM	\$ 159.83	2486 TIPTOP AVE
3	2.00	2015	1619	\$ 248,400.00	HERITAGE HEIGHTS F1 L1	SINGLEFAM	\$ 153.43	2475 TIPTOP AVE
5	3.00	2015	2722	\$ 469,900.00	GREYSTONE ESTATES IV, L33	SINGLEFAM	\$ 172.63	2513 GREYSTONE DR
3	2.00	2015	1523	\$ 197,700.00	LEGACY II PUD SUBDIVISION L6	SINGLEFAM	\$ 129.81	497 BLAIR ST
3	2.00	2013	1673	\$ 230,000.00	HOLLOW CREEK SUB L7 B3	SINGLEFAM	\$ 137.48	565 BIRCHWOOD ST
3	2.00	2015	1893	\$ 298,500.00	COPPER CREEK SOUTH L12	SINGLEFAM	\$ 157.69	2489 JOSEFINE LN
4	2.00	2015	2027	\$ 278,000.00	SADDLE ROCK F3 L53	SINGLEFAM	\$ 137.15	3170 HIGHVIEW RD
3	2.00	2015	1612	\$ 246,300.00	HERITAGE HEIGHTS F1 L9	SINGLEFAM	\$ 152.79	2491 TIPTOP AVE
3	3.00	2015	3466	\$ 479,000.00	RUBY RANCH SUBDIVISION, L20	SINGLEFAM	\$ 138.20	740 LAB CT
4	2.00	2015	2021	\$ 289,900.00	MAHAN MANOR SUBDIVISION L9 B3	SINGLEFAM	\$ 143.44	299 MAHAN ST
5	2.75	2015	2056	\$ 337,000.00	BRANDON ESTATES F3 L2	SINGLEFAM	\$ 163.91	1541 MYERS LN
3	2.00	2015	1921	\$ 344,000.00	FAIRWAY VILLAS SUBDIVISION L2 B2	SINGLEFAM	\$ 179.07	2096 TWO WOOD DR
3	2.00	2015	1418	\$ 195,100.00	WEXFORD ESTATES L51	SINGLEFAM	\$ 137.59	440 DONOGAL DR #A
3	2.00	2015	2067	\$ 362,500.00	SOUTH RIM HOLLOW SUB L3 B1	SINGLEFAM	\$ 175.37	2314 HACIENDA ST
3	2.00	2015	1941	\$ 297,400.00	CHIPETA HEIGHTS WEST SUB L9 B2	SINGLEFAM	\$ 153.22	203 BASALT CT
4	2.50	2015	2423	\$ 460,000.00	ALBINO ESTATES SUB III L6	SINGLEFAM	\$ 189.85	776 24 1/4 RD
3	2.00	2015	1559	\$ 211,100.00	WEXFORD ESTATES SUBDIVISION, L64	SINGLEFAM	\$ 135.41	441 DONOGAL DR A
3	2.00	2015	1374	\$ 205,000.00	CHATFIELD IV SUB L10	SINGLEFAM	\$ 149.20	3163 GLENDAM DR
4	3.00	2015	2530	\$ 426,100.00	GREYSTONE ESTATES IV, L41	SINGLEFAM	\$ 168.42	2525 RIATA RANCH CT
3	2.00	2015	1852	\$ 245,000.00	HERITAGE HEIGHTS F1 L3	SINGLEFAM	\$ 132.29	2479 TIPTOP AVE
3	2.00	2015	2142	\$ 306,000.00	CHIPETA HEIGHTS WEST SUBDIVISION L10 B2	SINGLEFAM	\$ 142.86	205 BASALT CT
3	1.75	2015	2022	\$ 344,900.00	RIVER ROCK SUB L9	SINGLEFAM	\$ 170.57	641 BEECH AVE
3	2.50	2015	2176	\$ 364,000.00	RUBY RANCH SUB L9	SINGLEFAM	\$ 167.28	740 RUBY RANCH DR
3	2.00	2015	1851	\$ 262,000.00	MAHAN MANOR SUBDIVISION L8 B3	SINGLEFAM	\$ 141.55	297 MAHAN ST
3	3.00	2013	2103	\$ 275,000.00	VISTAS AT TIARA RADO CONDOMINIUMS PHASE IV UN NO 201	MULTIFAM	\$ 130.77	2061 S BROADWAY UN 201
3	2.00	2015	1088	\$ 160,600.00	BROOKWILLOW VILLAGE, FILING III, L112	MULTIFAM	\$ 147.61	650 TAMMERA LN
2	1.00	2015	1162	\$ 154,700.00	FIRESIDE TOWNHOMES L3	MULTIFAM	\$ 133.13	1022 COLORADO AVE
3	2.00	2015	1255	\$ 193,000.00	HERITAGE ESTATES F8D L121	MULTIFAM	\$ 153.78	2499 DEMENSE AVE #B

### Summary of Improved Residential New Unit Sales: May 2016

Average Price:	\$282,835
Average PPSF:	\$150.66
Median Price:	\$262,000.00
# Transactions:	31
Gross Volume:	\$ 8,767,900



Compliments of:  
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