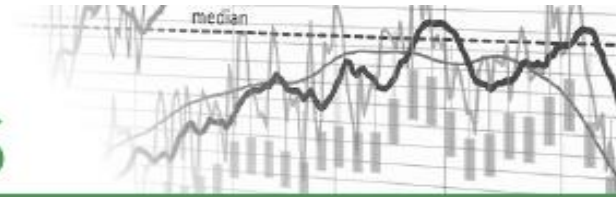
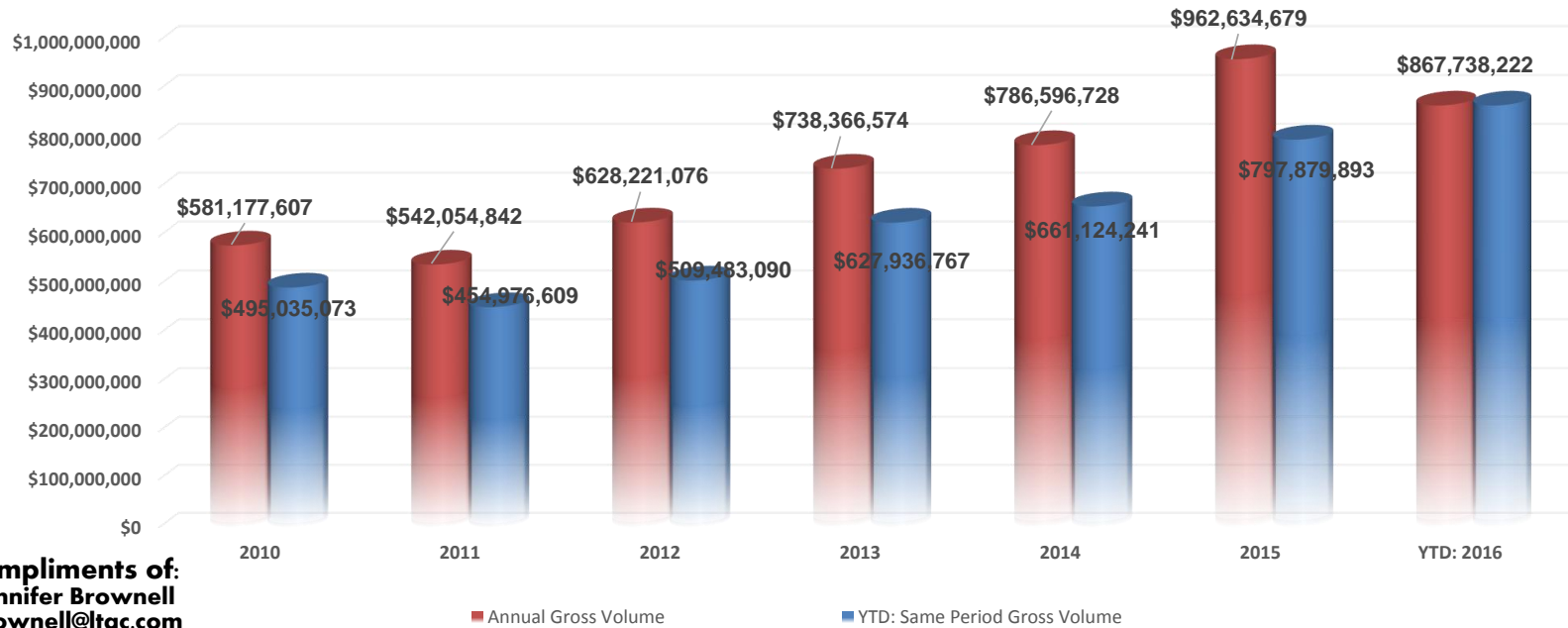




# Mesa County Market ANALYSIS



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



Compliments of:  
Jennifer Brownell  
jbrownell@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%	\$116,587,408	-15.38%
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%	\$104,142,521	-6.18%
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%	\$112,416,170	32.74%
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%	\$87,937,675	21.74%
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%	\$81,123,132	9.44%
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>\$495,035,073</b>	<b>n/a</b>	<b>\$454,976,609</b>	<b>-8.09%</b>	<b>\$509,483,090</b>	<b>11.98%</b>	<b>\$627,936,767</b>	<b>23.25%</b>	<b>\$661,124,241</b>	<b>5.29%</b>	<b>\$797,879,893</b>	<b>20.69%</b>	<b>\$867,738,222</b>	<b>8.76%</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>\$867,738,222</b>	<b>-9.86%</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	Actual % 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%	504	24.44%
July	219	-19.49%	233	6.39%	183	-21.46%	355	93.99%	368	3.66%	437	18.75%	445	1.83%
August	164	-35.18%	241	46.95%	233	-3.32%	315	35.19%	358	13.65%	336	-6.15%	482	43.45%
September	212	-12.40%	231	8.96%	423	83.12%	294	-30.50%	310	5.44%	330	6.45%	392	18.79%
October	206	-20.16%	222	7.77%	401	80.63%	275	-31.42%	339	23.27%	340	0.29%	358	5.29%
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>2082</b>	<b>n/a</b>	<b>2203</b>	<b>5.81%</b>	<b>2719</b>	<b>23.42%</b>	<b>2801</b>	<b>3.02%</b>	<b>3042</b>	<b>8.60%</b>	<b>3329</b>	<b>9.43%</b>	<b>3770</b>	<b>13.25%</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>3770</b>	<b>-4.46%</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.

Compliments of:  
Jennifer Brownell  
jbrownell@tgc.com  
970.245.0550

Grand Junction  
Land Title Office

2454 Patterson Road,  
Suite 100  
Grand Junction, CO  
81505

970-245-0550



## Market Analysis by Area

October 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	\$7,418,650	9%	34	9%	\$218,196	\$168,300	\$166,070	\$167,100	\$128
Clifton	\$2,476,000	3%	16	4%	\$154,750	\$219,000	\$157,929	\$153,900	\$115
Collbran, Plateau Valley, Molina, Mesa	\$2,893,000	4%	10	3%	\$289,300	\$220,000	\$186,143	dna	\$196
Fruita	\$11,436,400	14%	51	14%	\$224,243	\$231,000	\$245,288	\$241,000	\$146
Fruitvale	\$12,946,670	16%	73	20%	\$177,352	\$178,000	\$200,275	\$187,700	\$125
Mall	\$8,818,200	11%	32	9%	\$275,569	\$242,350	\$270,507	\$248,700	\$144
North	\$5,962,300	7%	25	7%	\$238,492	\$230,000	\$252,709	\$248,500	\$126
Orchard Mesa & East Orchard Mesa	\$10,655,628	13%	56	16%	\$190,279	\$171,800	\$225,156	\$205,000	\$129
Palisade	\$4,199,600	5%	14	4%	\$299,971	\$266,550	\$286,633	\$266,550	\$212
Redlands	\$11,755,300	14%	33	9%	\$356,221	\$333,000	\$375,177	\$345,000	\$154
Rural	\$2,296,100	3%	12	3%	\$191,342	\$159,400	\$311,033	\$268,700	\$140
Quit Claim Deeds	\$265,284	0%	2	1%	\$132,642	dna	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$81,123,132</b>	<b>100%</b>	<b>358</b>	<b>100%</b>	<b>\$227,129</b>	<b>\$204,750</b>	<b>\$239,560</b>	<b>\$218,000</b>	<b>\$139</b>
<b>(NEW UNIT SALES)</b>	<b>\$9,590,100</b>	<b>12%</b>	<b>33</b>	<b>9%</b>	<b>\$290,609</b>	<b>\$267,500</b>	<b>\$290,609</b>	<b>\$267,500</b>	<b>\$171</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.

Compliments of:  
**Jennifer Brownell**  
**jbrownell@ltgc.com**  
**970.245.0550**

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



## YTD. Market Analysis by Area

YTD: Oct. 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	\$91,764,385	11%	500	13%	\$183,529	\$164,950	\$168,898	\$165,000	\$127
Clifton	\$29,918,222	3%	184	5%	\$162,599	\$205,000	\$155,591	\$147,900	\$109
Collbran, Plateau Valley, Molina, Mesa	\$18,675,845	2%	56	1%	\$333,497	\$216,500	\$363,191	\$224,000	\$239
Fruita	\$107,129,345	12%	477	13%	\$224,590	\$215,300	\$245,968	\$235,500	\$143
Fruitvale	\$136,185,343	16%	785	21%	\$173,485	\$175,400	\$184,901	\$181,100	\$122
Mall	\$118,335,751	14%	388	10%	\$304,989	\$239,600	\$289,006	\$246,300	\$149
North	\$74,565,808	9%	281	7%	\$265,359	\$245,000	\$262,624	\$251,500	\$131
Orchard Mesa & East Orchard Mesa	\$78,230,128	9%	370	10%	\$211,433	\$185,450	\$211,697	\$195,000	\$126
Palisade	\$29,784,150	3%	114	3%	\$261,264	\$226,075	\$259,324	\$239,450	\$164
Redlands	\$130,098,838	15%	402	11%	\$323,629	\$308,000	\$350,475	\$325,000	\$153
Rural	\$51,058,070	6%	188	5%	\$271,585	\$200,000	\$338,857	\$335,000	\$159
Quit Claim Deeds	\$1,992,337	0%	25	1%	\$79,693	\$50,000	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$867,738,222</b>	<b>100%</b>	<b>3,770</b>	<b>100%</b>	<b>\$231,174</b>	<b>\$195,000</b>	<b>\$236,369</b>	<b>\$205,000</b>	<b>\$135</b>
<b>(NEW UNIT SALES)</b>	<b>\$69,252,450</b>	<b>8%</b>	<b>245</b>	<b>6%</b>	<b>\$282,663</b>	<b>\$259,000</b>	<b>\$283,561</b>	<b>\$259,000</b>	<b>\$154</b>

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

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**970-245-0550**



# Price Point Index

October 2016

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	18	\$1,485,028	2%
100,001 to 200,000	106	\$16,761,900	24%
200,001 to 300,000	109	\$26,762,800	38%
300,001 to 400,000	34	\$11,713,200	17%
400,001 to 500,000	13	\$5,908,100	8%
500,001 to 600,000	10	\$5,575,900	8%
600,001 to 700,000	2	\$1,274,200	2%
700,001 to 800,000	1	\$710,000	1%
800,001 to 900,000	0	\$0	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	0	\$0	0%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	0	\$0	0%
<b>Total:</b>	<b>293</b>	<b>\$70,191,128</b>	<b>100%</b>

## Residential Price Index

October 2016	Number Trans.	Total Volume	Average Price
Single Family	272	\$67,432,128	\$247,912
Multi Family	21	\$2,759,000	\$131,381
Vacant Land	35	\$3,788,800	\$108,251
YTD: 2016	Number Trans.	Total Volume	Average Price
Single Family	2754	\$679,270,377	\$246,649
Multi Family	319	\$47,091,010	\$147,621
Vacant Land	320	\$34,399,838	\$107,499
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

October 2016 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	11	\$5,055,700	\$459,609
Commercial Vacant	2	\$352,750	\$176,375
Development Vacant	0	\$0	\$0
YTD: 2016 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	135	\$65,985,000	\$488,778
Commercial Vacant	23	\$8,511,950	\$370,085
Development Vacant	9	\$9,104,286	\$1,011,587
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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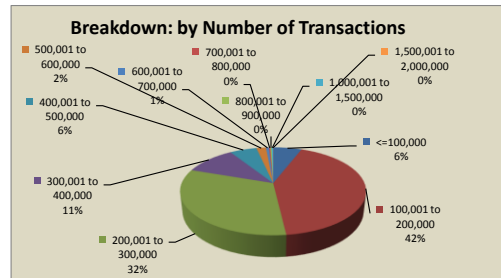
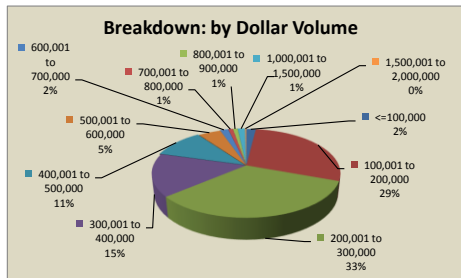


# YTD. Price Point Index

YTD: 2016

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	182	\$14,209,829	2%
100,001 to 200,000	1297	\$207,893,279	29%
200,001 to 300,000	987	\$241,393,379	33%
300,001 to 400,000	328	\$113,274,900	16%
400,001 to 500,000	172	\$77,537,800	11%
500,001 to 600,000	61	\$33,461,600	5%
600,001 to 700,000	19	\$12,342,100	2%
700,001 to 800,000	9	\$6,796,500	1%
800,001 to 900,000	8	\$6,830,000	1%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	9	\$10,987,000	2%
1,500,001 to 2,000,000	1	\$1,635,000	0%
over \$ 2 Million	0	\$0	0%
<b>Total:</b>	<b>3073</b>	<b>\$726,361,387</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

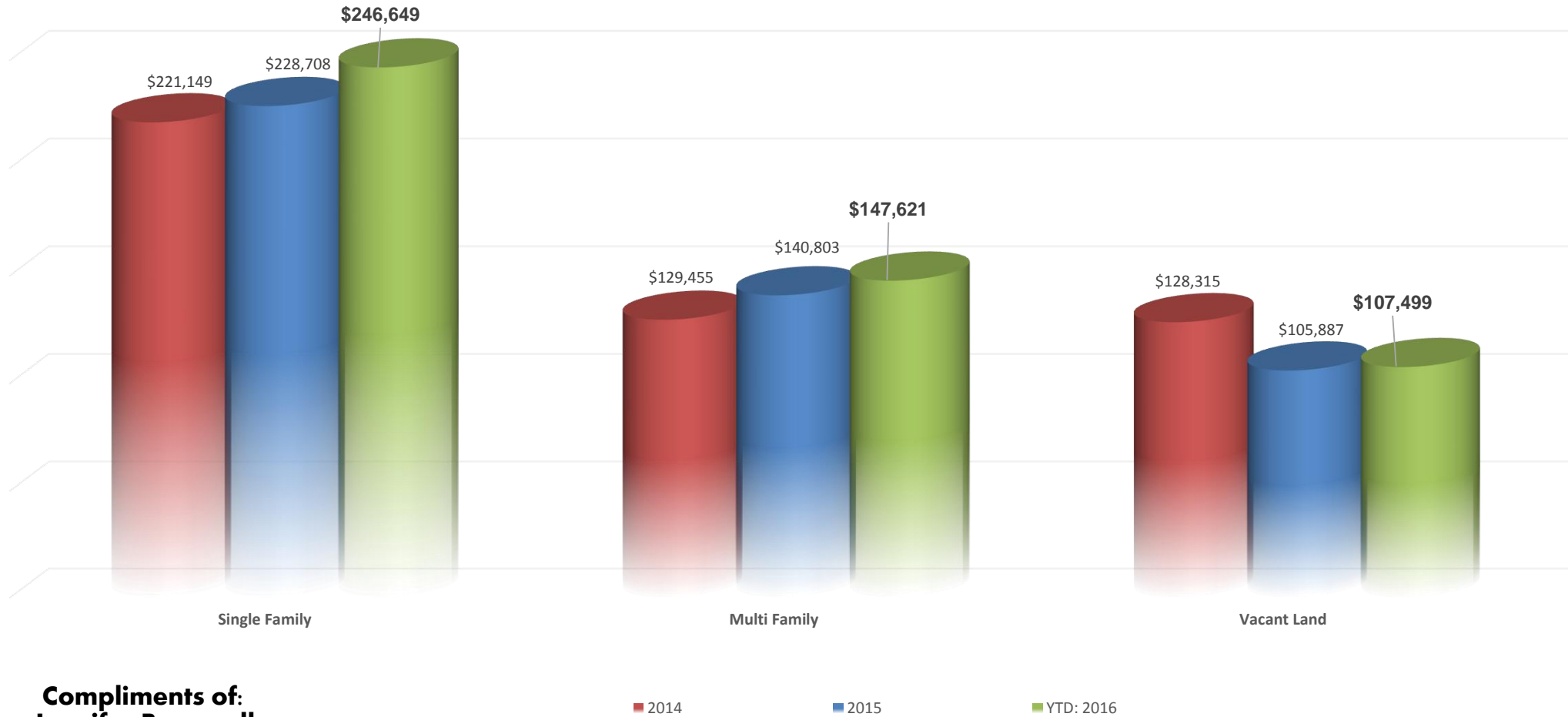
	# Transactions	Gross Volume	Percentage Gross
<=100,000	353	\$25,853,030	4%
100,001 to 200,000	1347	\$207,163,736	32%
200,001 to 300,000	844	\$205,357,671	32%
300,001 to 400,000	257	\$90,114,700	14%
400,001 to 500,000	115	\$51,475,270	8%
500,001 to 600,000	34	\$18,730,800	3%
600,001 to 700,000	24	\$15,478,700	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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Compliments of:  
**Jennifer Brownell**  
**jbrownell@ltgc.com**  
**970.245.0550**



## Average Price History: 2014 - YTD: 2016



**Compliments of:**  
**Jennifer Brownell**  
**[jbrownell@ltgc.com](mailto:jbrownell@ltgc.com)**  
**970.245.0550**



# Market Highlights

## Highest Priced Residential Sale: October 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
2	2.5	2005	3340	\$710,000.00	RIVER TERRACE SUB F2 L2 B1 w/2.31 AC Land	CHRIST RODNEY	\$ 212.57	10/14/2016	702 CURECANTI CIR	GRAND JUNCTION	CO



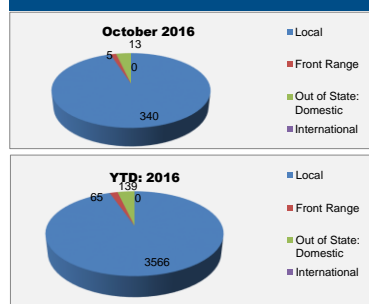
## Highest Price PSF Residential Sale: October 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
2	1	1924	1024	\$ 660,000.00	SEC 8 & SEC 5, T1S, R2E w/14.95 AC Land	MUELLER ANNE M	\$ 644.53	10/28/2016	599 36 RD	PAUSADE	CO

## Bank Sales Detail: October 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference/Comments
3	1.75	1996	1238	\$ 152,800.00	ARROWLEAF SUBD #1 L9	BOUCHER DANIEL	\$ 123.42	10/3/2016	533 33 RD	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
2	1	1978	952	\$ 42,170.00	CENTENNIAL 76 #2 L21 B12	BRODAK JAMES P	\$ 44.30	10/24/2016	2964 MESA AVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	1.75	1976	1746	\$ 150,000.00	EASTMOOR SUBD L12 B2	COX GARY E	\$ 85.91	10/20/2016	568 1/2 EASTMOOR DRIVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2	1955	956	\$ 110,000.00	ALPINE ACRES SUBD L2	DEGENHART IAN	\$ 115.06	10/26/2016	196 1/2 GLORY VIEW DRIVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
1	1	1996	1904	\$ 320,000.00	SEC 32, T1N, R2W	FERGUSON JEFFERY W	\$ 168.07	10/18/2016	1787 BROADWAY	Bank: SCHNEIDER F&S TRUST
2	1.75	1981	924	\$ 44,000.00	PARKWOOD ESTATES F3 L11 B1	HANSEN MICHAEL DAVID	\$ 47.62	10/19/2016	429 30 1/2 RD	Bank: WELLS FARGO BANK
4	2.5	2000	1662	\$ 143,500.00	GROVE CREEK SUBD #4 L13 B1	HOMEFRONT MANAGEMENT, LLC	\$ 86.34	10/20/2016	421 PINTAIL AVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2	1994	1144	\$ 125,000.00	COUGAR RUN #2 L3 B2	MELLION CONCEPCION	\$ 109.27	10/14/2016	3280 SHADOW RIDGE COURT	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
3	2	1997	1344	\$ 84,128.00	HELENA SUBD L2, B1	PEREZ ROSA AMELIA	\$ 62.60	10/14/2016	311 1/2 ACOMA DRIVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
4	1	1978	1380	\$ 94,500.00	WEDGEWOOD PARK SUBD L8 B3	PLUSH NICHOLAS	\$ 68.48	10/20/2016	405 WEDGEWOOD AVE	Bank: SECRETARY OF HOUSING & URBAN DEVELOPMENT
4	2	1999	1296	\$ 50,000.00	COLONY MEADOWS F1 L9 B3	PROPERTY LINKS INC	\$ 38.58	10/18/2016	3277 1/2 SALEM CT	Bank: COLORADO HOUSING & FINANCE AUTHORITY
		1996	9154	\$ 900,000.00	DAVIS/BOGGS SUB L3	SIXBEY INVESTMENTS LLC	\$ 98.32	10/21/2016	2245 COLEX DR	Bank: BANK OF COLORADO
3	1	1976	1056	\$ 114,500.00	ARTESIA HEIGHTS SUBDIVISION L4 B8	STRINGER ASHLEY MARIE	\$ 108.43	10/26/2016	330 SHERMAN DR	Bank: FNMA
4	2.5	1999	2828	\$ 246,700.00	IRISH WALK F1 L10 B6	TUCKER DWAYNE II	\$ 87.23	10/4/2016	642 1/2 IAN CT	Bank: FIRST FRANKLIN TRUST
3	1.75	1951	1150	\$ 145,000.00	LOGUE ADDITION L21-22 B1	WESTERN COLORADO CONTRACTORS LLC	\$ 126.09	10/6/2016	152 N APPLE ST	Bank: CHAMPION MTG CO

## Purchaser Abstract:



### All Sales: October 2016

Origin of Buyer	# of Trans.	% Overall
Local	340	95%
Front Range	5	1%
Out of State: Domestic	13	4%
International	0	0%
<b>Total Sales</b>	<b>358</b>	<b>100%</b>

### All Sales: YTD: July 2016

Origin of Buyer	# of Trans.	% Overall
Local	3566	95%
Front Range	65	2%
Out of State: Domestic	139	4%
International	0	0%
<b>Total Sales</b>	<b>3770</b>	<b>100%</b>

### All Sales: Full Year 2015

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

### All Sales: Full Year 2014

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

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

Compliments of:  
**Jennifer Brownell**  
 jbrownell@tgc.com  
 970.245.0550





## 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	\$173,249	7%	\$128,484	\$143,319	12%	\$26,000	\$44,767	72%
Clifton	\$154,671	\$166,243	7%	\$84,300	\$87,112	3%	\$34,667	\$41,500	20%
Collbran, Plateau Valley, Molina, Mesa	\$301,733	\$377,332	25%	\$130,000	\$144,000	11%	\$90,000	\$325,800	262%
Fruita	\$242,150	\$251,833	7%	\$146,546	\$152,652	4%	\$97,912	\$87,114	-11%
Fruitvale	\$182,642	\$187,934	3%	\$120,503	\$127,818	6%	\$51,379	\$51,965	1%
Mall	\$294,029	\$321,116	4%	\$149,511	\$158,385	6%	\$124,852	\$136,435	9%
North	\$279,785	\$297,998	7%	\$143,870	\$160,255	11%	\$82,200	\$91,700	12%
Orchard Mesa	\$194,314	\$216,173	9%	\$110,145	\$129,815	18%	\$55,419	\$67,082	21%
Palisade	\$269,612	\$267,467	-1%	\$241,113	\$165,100	-32%	\$155,628	\$121,507	-22%
Redlands	\$332,410	\$366,832	10%	\$189,839	\$176,007	-7%	\$110,269	\$117,018	6%
Rural	\$280,847	\$343,368	22%	\$114,000	\$120,050	5%	\$136,482	\$118,746	-13%
<b>Gross Live Average:</b>	<b>\$228,708</b>	<b>\$246,649</b>	<b>8%</b>	<b>\$140,803</b>	<b>\$147,621</b>	<b>5%</b>	<b>\$105,887</b>	<b>\$107,499</b>	<b>2%</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	\$128.25	9%	\$106.18	\$121.73	15%	\$166,118.39	\$453,358.08	173%
Clifton	\$111.09	\$115.02	4%	\$75.02	\$70.80	-6%	\$217,307.69	\$1,930.70	-99%
Collbran, Plateau Valley, Molina, Mesa	\$154.64	\$244.16	58%	\$131.31	\$154.52	18%	\$2,339.49	\$12,817.29	448%
Fruita	\$133.39	\$144.32	8%	\$110.74	\$117.33	6%	\$143,328.48	\$239,509.13	67%
Fruitvale	\$114.99	\$122.26	6%	\$105.16	\$108.62	3%	\$301,073.79	\$289,448.20	-4%
Mall	\$137.94	\$155.85	13%	\$119.90	\$119.70	0%	\$294,084.24	\$281,215.82	-4%
North	\$127.78	\$135.66	6%	\$112.27	\$116.43	4%	\$299,958.61	\$323,007.95	8%
Orchard Mesa & East Orchard Mesa	\$116.12	\$126.85	9%	\$93.39	\$106.35	14%	\$192,463.27	\$198,152.05	3%
Palisade	\$159.01	\$170.06	7%	\$105.08	\$100.33	-5%	\$37,554.64	\$31,511.44	-16%
Redlands	\$142.81	\$155.61	9%	\$114.25	\$123.50	8%	\$292,275.43	\$236,920.61	-19%
Rural	\$146.84	\$160.09	9%	\$115.15	\$104.99	-9%	\$19,383.58	\$15,206.51	-22%
<b>Gross Live PPSF:</b>	<b>\$126.57</b>	<b>\$137.90</b>	<b>9%</b>	<b>\$108.71</b>	<b>\$114.17</b>	<b>5%</b>	<b>\$174,744.48</b>	<b>\$199,997.86</b>	<b>14%</b>

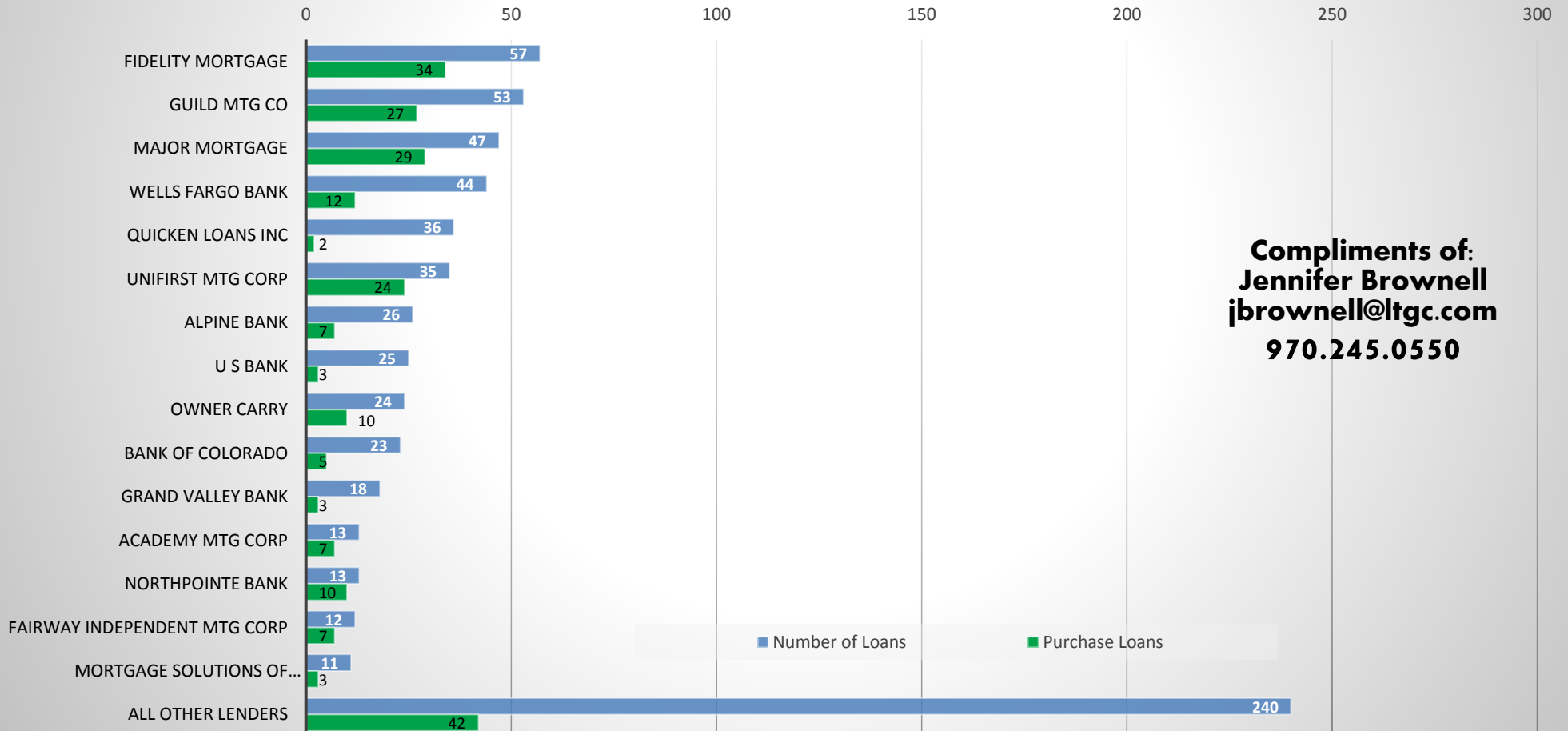
Compliments of:  
**Jennifer Brownell**  
 jbrownell@ltgc.com  
 970.245.0550



## Lender Analysis

### October 2016 - Total Loans: 677

225 Loans or 63% of sales had financing at the time of Sale - 37% were Cash  
452 Refinances



Compliments of:  
**Jennifer Brownell**  
jbrownell@ltgc.com  
970.245.0550



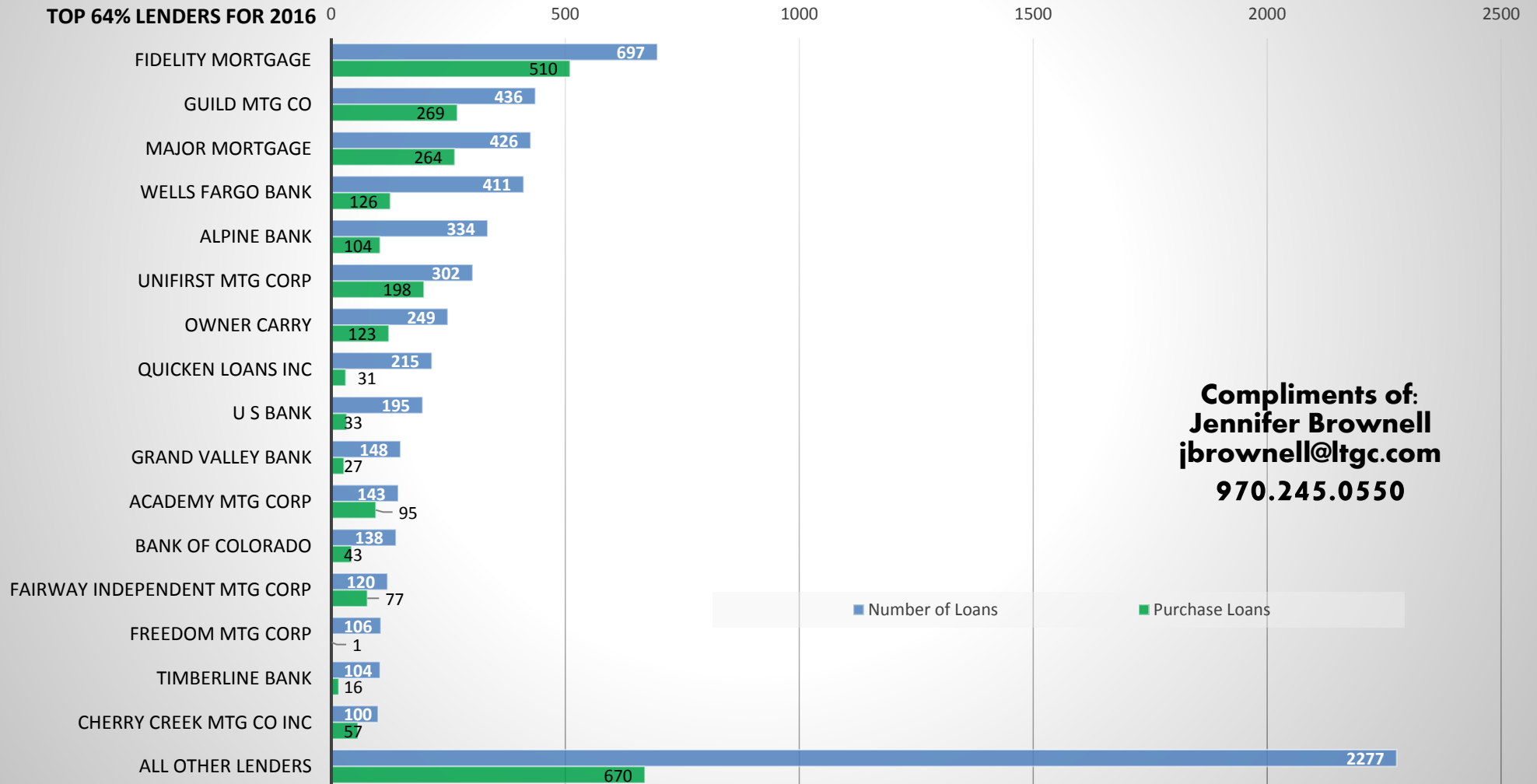
## Lender Analysis

**YTD: 2016 - Total Loans: 6,401**

**2,644 Loans or 70% of sales had financing at the time of Sale - 30% were Cash**

**3,757 Refinances**

TOP 64% LENDERS FOR 2016



**Compliments of:  
Jennifer Brownell  
jbrownell@ltgc.com  
970.245.0550**



# Lender Listing

LENDER	NUMBER LOANS	(PURCHASE LOANS)	PERCENTAGE TOTAL (OVERALL)	
FIDELITY MORTGAGE	57	34	8.42%	Top 65% Lenders for October 2016 Mesa County
GUILD MTG CO	53	27	7.83%	
MAJOR MORTGAGE	47	29	6.94%	
WELLS FARGO BANK	44	12	6.50%	
QUICKEN LOANS INC	36	2	5.32%	
UNIFIRST MTG CORP	35	24	5.17%	
ALPINE BANK	26	7	3.84%	
U S BANK	25	3	3.69%	
OWNER CARRY	24	10	3.55%	
BANK OF COLORADO	23	5	3.40%	
GRAND VALLEY BANK	18	3	2.66%	
ACADEMY MTG CORP	13	7	1.92%	
NORTHPOINTE BANK	13	10	1.92%	
FAIRWAY INDEPENDENT MTG CORP	12	7	1.77%	
MORTGAGE SOLUTIONS OF COLORADO LLC	11	3	1.62%	
ALL OTHER LENDERS	240	42	35.45%	
CHERRY CREEK MTG CO INC	9	2	1.33%	
HOME LOAN STATE BANK	9		1.33%	
UNITED STATES	9		1.33%	
CALIBER HOME LOANS INC	8	2	1.18%	
LOANDEPOT.COM LLC	8	1	1.18%	
ANB BANK	7	2	1.03%	
BANK OF THE WEST	7	2	1.03%	
CREDIT UNION OF COLORADO	7		1.03%	
FREEDOM MTG CORP	7		1.03%	
WESTERN ROCKIES FCU	7	1	1.03%	
BELCO CREDIT UNION	6		0.89%	
PLAZA HOME MTG INC	6	3	0.89%	
GUARANTEED RATE INC	5	2	0.74%	
REVOLVING LOAN FUND	5		0.74%	
SUN WEST MTG CO INC	5		0.74%	
BANK OF AMERICA	4	1	0.59%	
CENDERA FUNDING INC	4	2	0.59%	
GREENLIGHT LOANS LLC	4		0.59%	
STEARNS LENDING LLC	4	2	0.59%	
TIMBERLINE BANK	4		0.59%	
AMERICAN AGCREDIT	3	1	0.44%	
BANK OF SAN JUAN	3		0.44%	
CENTENNIAL LENDING LLC	3	1	0.44%	
CITY FIRST MTG SERVICES LLC	3		0.44%	
FEDERAL SAVINGS BANK	3	1	0.44%	
HOMEBRIDGE FINANCIAL SERVICES INC	3		0.44%	
JPMORGAN CHASE BANK	3		0.44%	
LAKEVIEW LOAN SERVICING LLC	3		0.44%	
MORTGAGE RESEARCH CENTER LLC	3	2	0.44%	
SOOPER CREDIT UNION	3		0.44%	
VECTRA BANK COLORADO	3		0.44%	
759 INVESTMENTS LLC	2		0.30%	
AMERISAVE MTG CORP	2		0.30%	
CARRINGTON MTG SERVICES LLC	2		0.30%	
CITIBANK	2		0.30%	
CLEARPATH LENDING CORP	2		0.30%	
COLORADO HOUSING ASSISTANCE CORP	2	2	0.30%	
COLORADO FEDERAL CU	2		0.30%	
EAGLEBANK CORP	2		0.30%	
ERATES MTG LLC	2		0.30%	
INTERCONTINENTAL CAPITAL GROUP INC	2		0.30%	
LAND HOME FINANCIAL SERVICES INC	2	1	0.30%	
MAJESTIC HOME LOAN CORP	2		0.30%	
MONEY SOURCE INC	2		0.30%	
NATIONSTAR MTG LLC	2		0.30%	
PARAMOUNT EQUITY MTG LLC	2		0.30%	
STONEGATE MTG CORP	2		0.30%	
VILLAGE CAPITAL & INVESTMENT LLC	2		0.30%	
ALL WESTERN MTG INC	1		0.15%	
AMERICAN ADVISORS GROUP	1		0.15%	
AMERICAN FINANCIAL RESOURCES INC	1	1	0.15%	
AMERICAN FINANCING CORP	1		0.15%	
AMERICAN PACIFIC MTG CORP	1		0.15%	
ARMED FORCES BANK	1	1	0.15%	
BANK OF ENGLAND	1		0.15%	
BLUE BRICK FINANCIAL LLC	1		0.15%	
BNC NATL BANK	1		0.15%	
BOF	1	1	0.15%	
BONDS LLC	1		0.15%	
CAPITAL ONE	1		0.15%	
CENDERA BANK	1	1	0.15%	
CHEVRON FEDERAL CU	1		0.15%	
COLORADO NATL BANK	1		0.15%	
COMMERCE HOME MTG	1	1	0.15%	
CORE FUNDING LLC	1		0.15%	
CORNERSTONE HOME LENDING INC	1	1	0.15%	
DEUTSCHE BANK AG	1		0.15%	
DITECH FINANCIAL LLC	1		0.15%	
FIRST DIRECT LENDING LLC	1		0.15%	
FIRST GUARANTY MTG CORP	1		0.15%	
FRANKLIN AMERICAN MTG CO	1		0.15%	
GLOBAL EQUITY FINANCE INC	1		0.15%	
HOMEPPOINT FINANCIAL CORP	1		0.15%	
JMAC LENDING INC	1		0.15%	
KEYBANK	1		0.15%	
KIMBROUGH REAL ESTATE LLC	1		0.15%	
LEADERONE FINANCIAL CORP	1	1	0.15%	
LIBERTY HOME EQUITY SOLUTIONS INC	1		0.15%	
LOW VA RATES	1		0.15%	
NATIONS LENDING CORP	1		0.15%	
NAVY FEDERAL CREDIT UNION	1	1	0.15%	
NBH BANK	1	1	0.15%	
NEW PENN FINANCIAL LLC	1	1	0.15%	
NEW YORK COMMUNITY BANK	1		0.15%	
PENTAGON FEDERAL CU	1	1	0.15%	
PEOPLES BANK	1		0.15%	
PHH MTG CORP	1		0.15%	
PLANET HOME LENDING LLC	1		0.15%	
PNC MTG	1	1	0.15%	
PREMIER HOME MTG INC	1		0.15%	
REVERSE MTG FUNDING LLC	1		0.15%	
THRIVENT FEDERAL CU	1	1	0.15%	
UNITED WHOLESAL MTG LLC	1		0.15%	
UNIVERSAL LENDING CORP	1		0.15%	
USAA FEDERAL SAVINGS BANK	1		0.15%	
WESTERRA CREDIT UNION	1	1	0.15%	
<b>TOTAL LOANS FOR OCTOBER 2016:</b>	<b>677</b>	<b>225</b>		

Compliments of:  
**Jennifer Brownell**  
 jbrownell@tgc.com  
 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: October 2016

ACCOUNTNO	BED	BATH	YOC	STATSF	LANDSIZE	PRICE	LEGAL	STYLE	PURCHASER	PPSF	RDATE	STREET ADDRESS
R039816	5	5	1982	4120	0.27	\$ 215,000.00	EAST VIEW SUBDIVISION L1 B1	APARTMENT	3213 D 3/4 ROAD LLC	\$ 52.18	10/26/2016	3213 D 3/4 RD
R017558			1996	9154	2.26	\$ 900,000.00	DAVIS/BOGGS SUB L3	OFFICE	SIXBEY INVESTMENTS LLC	\$ 98.32	10/21/2016	2245 COLEX DR
R012219			1901	3200	0.11	\$ 231,000.00	TOWN OF FRUITA L29-30 B13	RETAIL	CBB REAL ESTATE LLC	\$ 72.19	10/7/2016	150 PARK SQUARE
R070986			1958	2880	0.27	\$ 230,000.00	ARTESIA HEIGHTS SUB L2-3 B2	RETAIL	DERBY GERALD R	\$ 79.86	10/24/2016	2702 S HWY 50
R037321			1981	6092	0.4	\$ 88,700.00	COMMERCIAL PARK SECOND FILING L7 B2	WHSE	FULCHER DIANA S	\$ 14.56	10/28/2016	3182 MESA AVE
R059193	12	9.75	1955	6472	0.36	\$ 615,000.00	SHERWOOD ADDITION L5 B13	APARTMENT	HARFOUSH AHMED	\$ 95.02	10/18/2016	1301 N 3RD ST
R025066			1957	8824	0.51	\$ 520,000.00	SEC T1S R2E	MIXED USE	HEAN MU Y IM	\$ 58.93	10/21/2016	309 W 8TH ST
R025140	5	5	1981	3796	0.23	\$ 240,000.00	SLEEPY HOLLOW SUB L5	APARTMENT	JIMTOWN ENTERPRISES LLC	\$ 63.22	10/4/2016	979 IOWA AVE
R069773			1979	13170	1.42	\$ 1,275,000.00	COLORADO WEST DEVELOPMENT PARK L3	OFFICE/RETAIL	KEMPER VALVE & FITTINGS CORP	\$ 96.81	10/11/2016	1423 4TH AVE
R098695			1959	1660	0.47	\$ 525,000.00	CITY OF GRAND JCT L7-12 B5	RESTAURANT	LINFORD LAND MANAGEMENT LLC	\$ 316.27	10/28/2016	709 N AVE
R055004			2007	1488		\$ 216,000.00	MONUMENT PLAZA CONDOS PH2 UN 13	OFFICE/RETAIL	MESA VALLEY EDUCATION ASSN INC	\$ 145.16	10/6/2016	2472 PATTERSON RD #13
R064121					0.26	\$ 226,500.00	CITY OF GRAND JUNCTION L27-32 B123	COMMVACANT	WESTERN HOSPITALITY LLC	\$ -	10/26/2016	N/A
R064120					0.14	\$ 126,250.00	CITY OF GRAND JUNCTION L28-32 B123	COMMVACANT	WESTERN HOSPITALITY LLC	\$ -	10/20/2016	202 UTE AVE

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 jbrownell@ltgc.com  
 970.245.0550

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



## New Unit Sales Detail

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

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
2	1	2016	1174	\$ 177,000.00	AUGUST MOON SUB L2	SINGLEFAM	\$ 150.77	266 27 RD
4	3	2016	2272	\$ 307,000.00	RIVERVIEW ESTATES L19 B3	SINGLEFAM	\$ 135.12	2928 RIVER BEND LN
4	3	2016	1916	\$ 243,000.00	STAGECOACH TRAIL SUB F4 L54	SINGLEFAM	\$ 126.83	648 HUNTINGTON RD
4	2	2016	1716	\$ 269,900.00	HERITAGE HEIGHTS FILING THREE L52	SINGLEFAM	\$ 157.28	2488 ZENITH LN
3	2.5	2015	2048	\$ 283,900.00	SPYGLASS RIDGE F3 L20	SINGLEFAM	\$ 138.62	214 HIDEWAY LN
4	2	2016	2002	\$ 358,000.00	RUBY RANCH SUB L13	SINGLEFAM	\$ 178.82	741 RUBY RANCH DR
		2016	N/A	\$ 285,000.00	SEC 8 T1S R1W	SINGLEFAM	N/A	2309 1/2 PALACE VERDES
3	2	2016	1511	\$ 199,900.00	LEGACY II PUD SUB L8	SINGLEFAM	\$ 132.30	501 BLAIR ST
4	2	2016	2213	\$ 303,000.00	PINEDALE ESTATES L2 B1	SINGLEFAM	\$ 136.92	976 ECHO CANYON ST
3	2	2016	1384	\$ 239,700.00	HERITAGE HEIGHTS F1 L11	SINGLEFAM	\$ 173.19	2495 TIP TOP AVE
3	2	2016	1651	\$ 265,500.00	COPPER CREEK SOUTH L9	SINGLEFAM	\$ 160.81	2486 JOSEFINE LN
3	2	2016	1820	\$ 375,000.00	SUMMER HILL F7A L28	SINGLEFAM	\$ 206.04	881 SPRING CROSSING
3	4	2016	3818	\$ 475,000.00	SEC 13 T1N R2W	SINGLEFAM	\$ 124.41	1046 21 RD
		2016	N/A	\$ 235,200.00	WEXFORD ESTATES L30	SINGLEFAM	N/A	447 29 1/2 RD
2	2	2014	1573	\$ 259,000.00	RED ROCKS HOMES F1 ;1	SINGLEFAM	\$ 164.65	2281 RED VISTA CT
4	3	2016	1964	\$ 283,000.00	HERITAGE HEIGHTS F3 L49	SINGLEFAM	\$ 144.09	2481 ZENITH LN
3	2	2016	1511	\$ 212,400.00	LEGACY II PUD SUB L7	SINGLEFAM	\$ 140.57	503 BLAIR ST
4	2	2016	1737	\$ 267,500.00	HERITAGE HEIGHTS FILING TWO L33	SINGLEFAM	\$ 154.00	2498 ZENITH LN #A
3	2	2015	1798	\$ 290,500.00	WALNUT ESTATES SUB F2 L26	SINGLEFAM	\$ 161.57	2925 BRODICK WAY
3	2	2015	1964	\$ 338,500.00	RIVER ROCK SUB L11	SINGLEFAM	\$ 172.35	585 BEECH RD
1	1	2015	509	\$ 258,000.00	MONUMENT VIEW LAKE II L2	SINGLEFAM	\$ 506.88	2083 KEDROWSKI CT
3	2	2016	1536	\$ 206,000.00	MONARCH RIDGE F7 L2A	SINGLEFAM	\$ 134.11	395 TRENTON CT
2	2	2016	1323	\$ 201,500.00	RIDGEWOOD HEIGHTS L25 B2	SINGLEFAM	\$ 152.31	2821 CUMBRES CT
		2016	N/A	\$ 268,000.00	SEC 12 T1S R2E	SINGLEFAM	N/A	574 39 RD
3	2	2016	1329	\$ 233,900.00	RIVER TRAIL SUB F2 L41	SINGLEFAM	\$ 176.00	394 WHITE RIVER DR
3	2.25	2015	3109	\$ 573,800.00	COUNTRY MEADOWS F6 L3	SINGLEFAM	\$ 184.56	697 POPLAR DR
3	2	2016	1761	\$ 250,000.00	PINE VIEW ESTATES L5 B2	SINGLEFAM	\$ 141.96	243 JAVAN CT
2	2	2016	1388	\$ 204,500.00	RIDGEWOOD HEIGHTS L23 B2	SINGLEFAM	\$ 147.33	2817 CUMBRES CT
3	2	2016	1619	\$ 252,000.00	SPYGLASS FIDGE FILING NO THREE L46	SINGLEFAM	\$ 155.65	223 HIDEAWAY LN
		2016	N/A	\$ 360,800.00	RIVER ROCK SUB L8	SINGLEFAM	N/A	685 BEECH AVE
3	2	2016	1637	\$ 226,600.00	RIDGEWOOD HEIGHTS L24 B2	SINGLEFAM	\$ 138.42	2819 CUMBRES CT
3	2	2016	2034	\$ 299,000.00	CHIPETA HEIGHTS WEST SUB L13 B2	SINGLEFAM	\$ 147.00	211 BASALT ST
3	2	2016	1908	\$ 588,000.00	REDLANDS MESA FILING 9 L1	SINGLEFAM	\$ 308.18	351 W RIDGES BLVD

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

Grand Junction	
Average Price:	\$ 290,609.09
Average PPSF:	\$ 170.72
Median Price:	\$ 267,500.00
# Transactions:	33
Gross Volume:	\$ 9,590,100

#### Grand Junction

#### Land Title Office

2454 Patterson Road,  
Suite 100  
Grand Junction, CO  
81505

970-245-0550

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