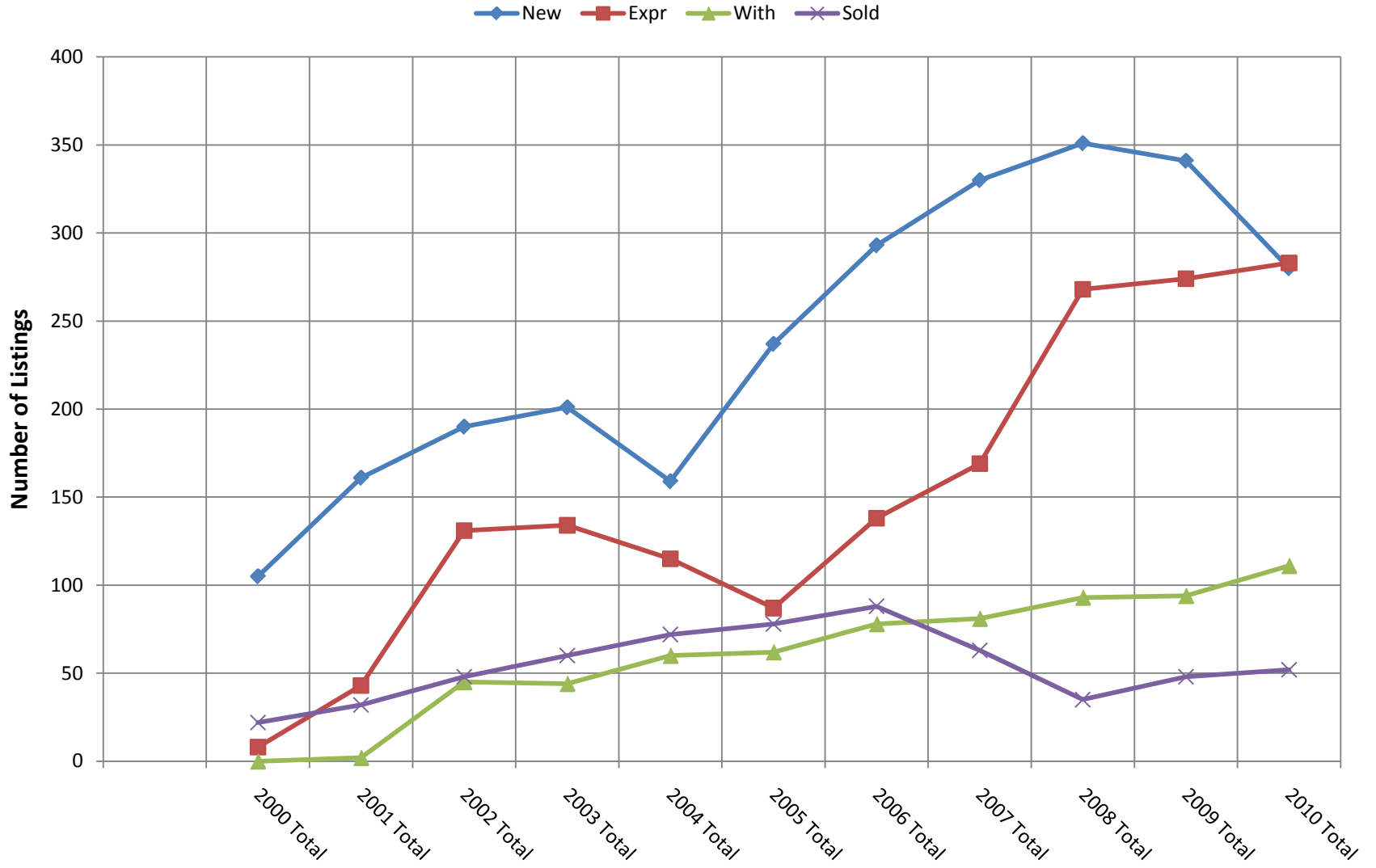


Commercial Trends 2000 – 2011

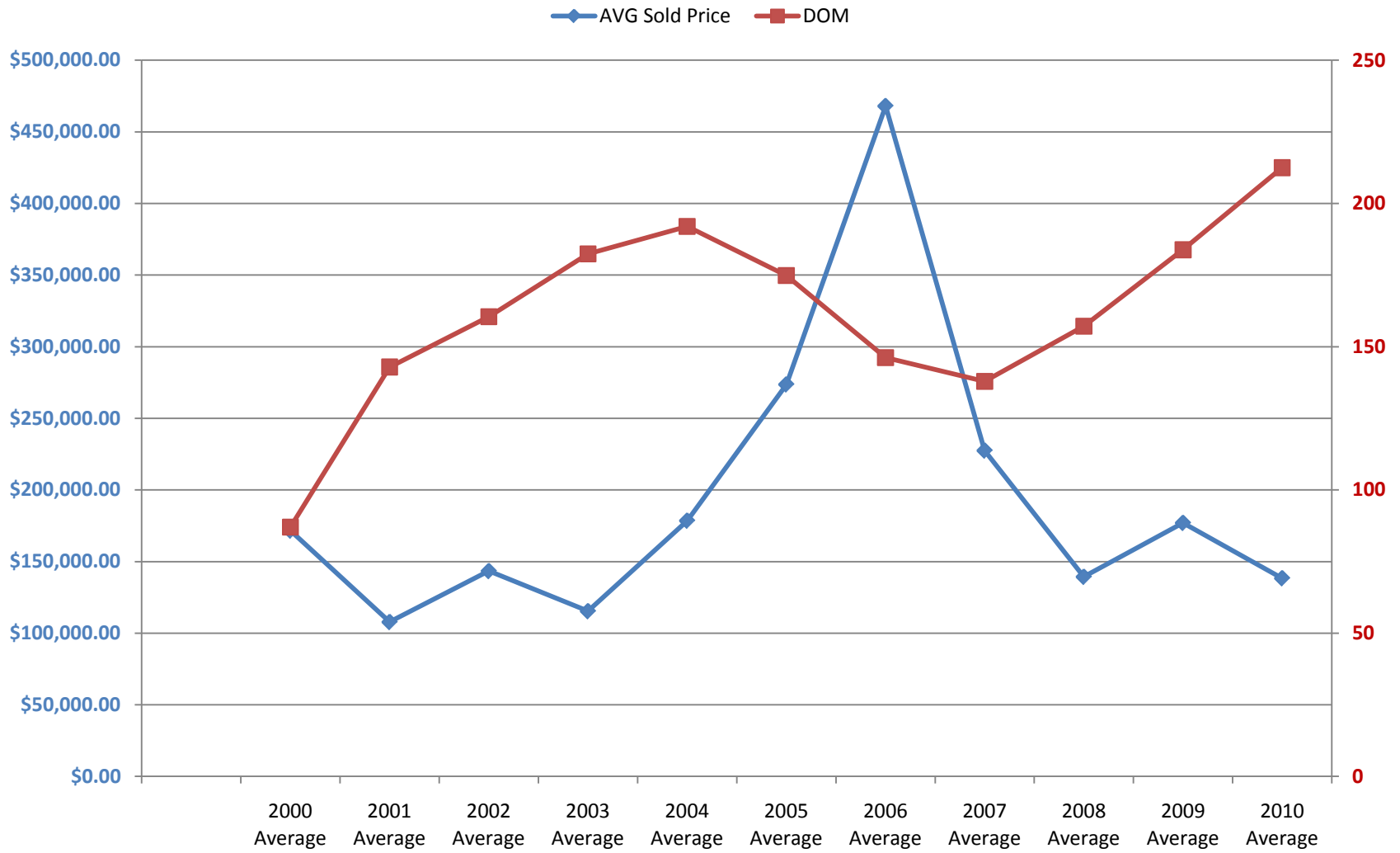
Dave Ferro

2011 GACAR Commercial Council
Chairperson

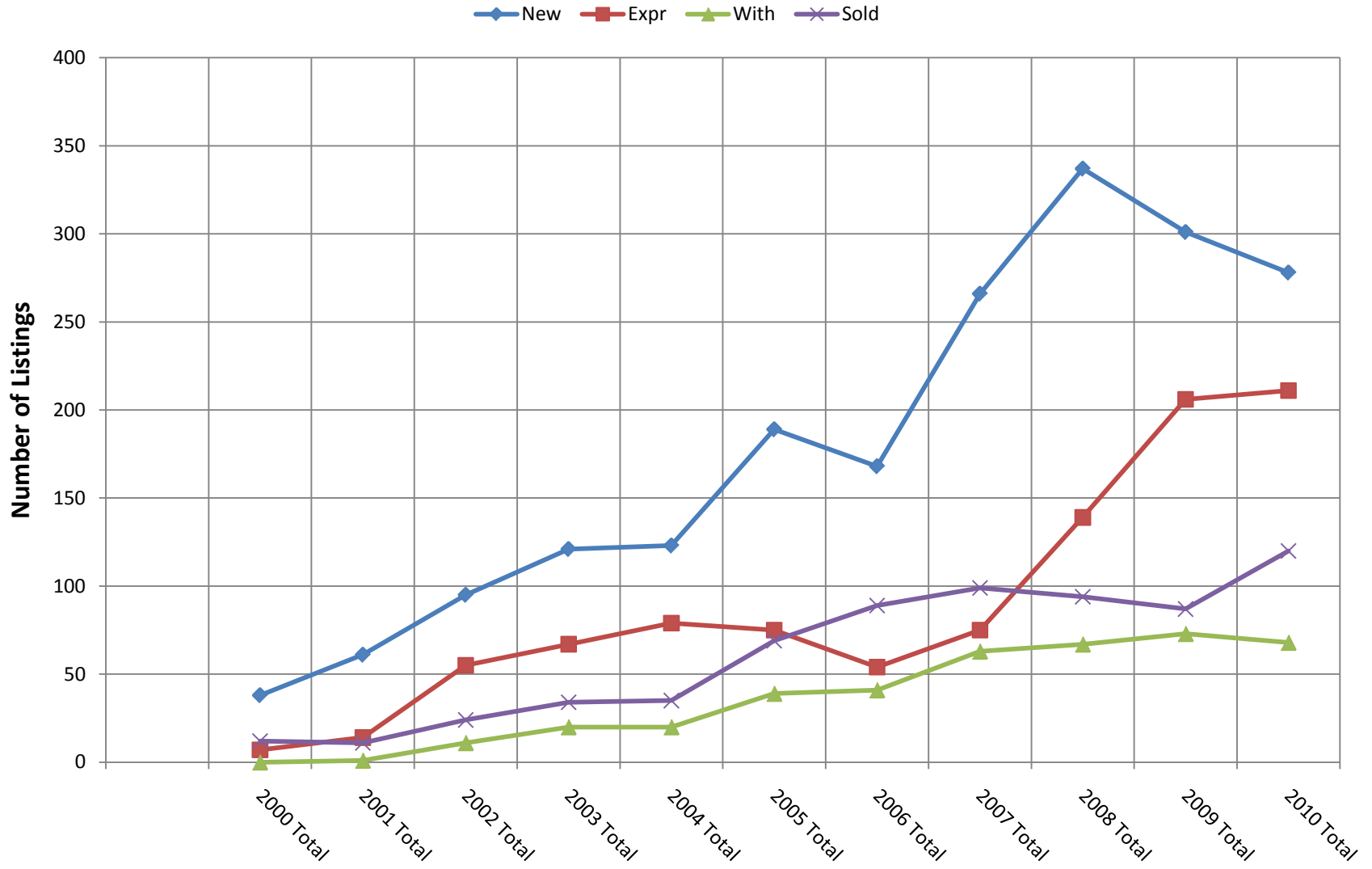
Commercial Listings by Status 2000-2010



Commercial/Industrial Average Sale Price vs. Average DOM 2000 - 2010

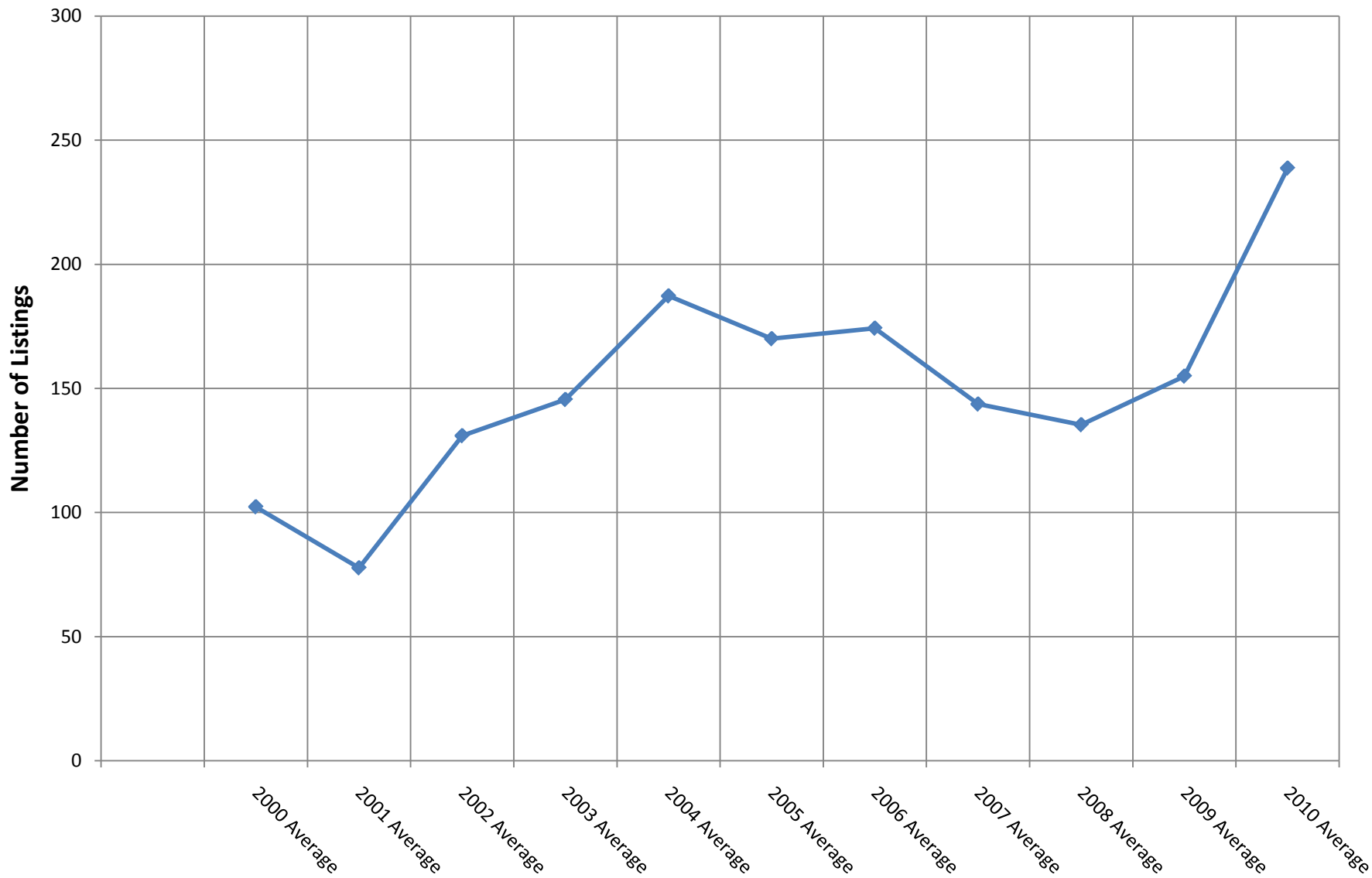


Commercial Lease Listings by Status 2000-2010



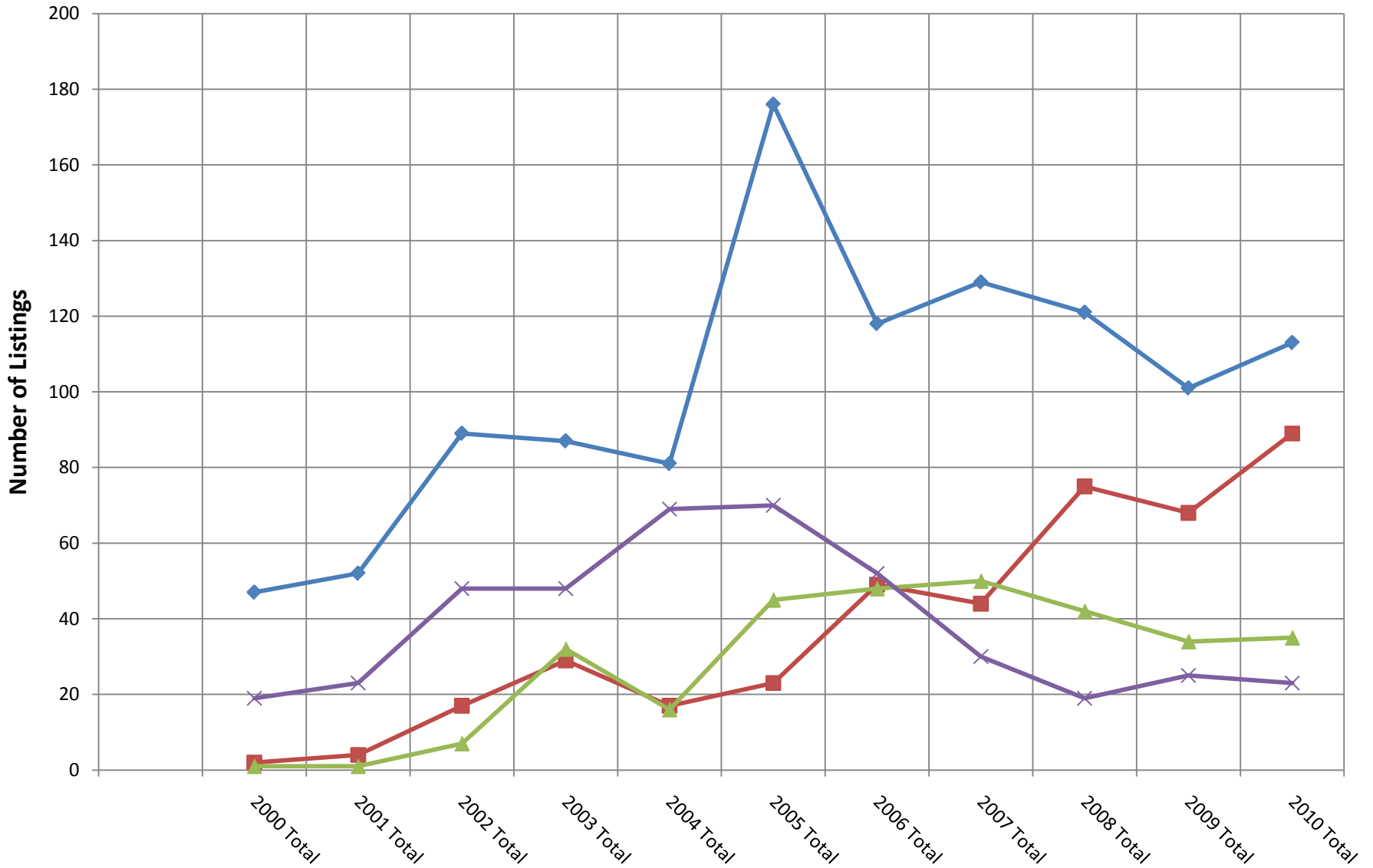
Commercial Lease Days on Market 2000 - 2010

—◆— DOM

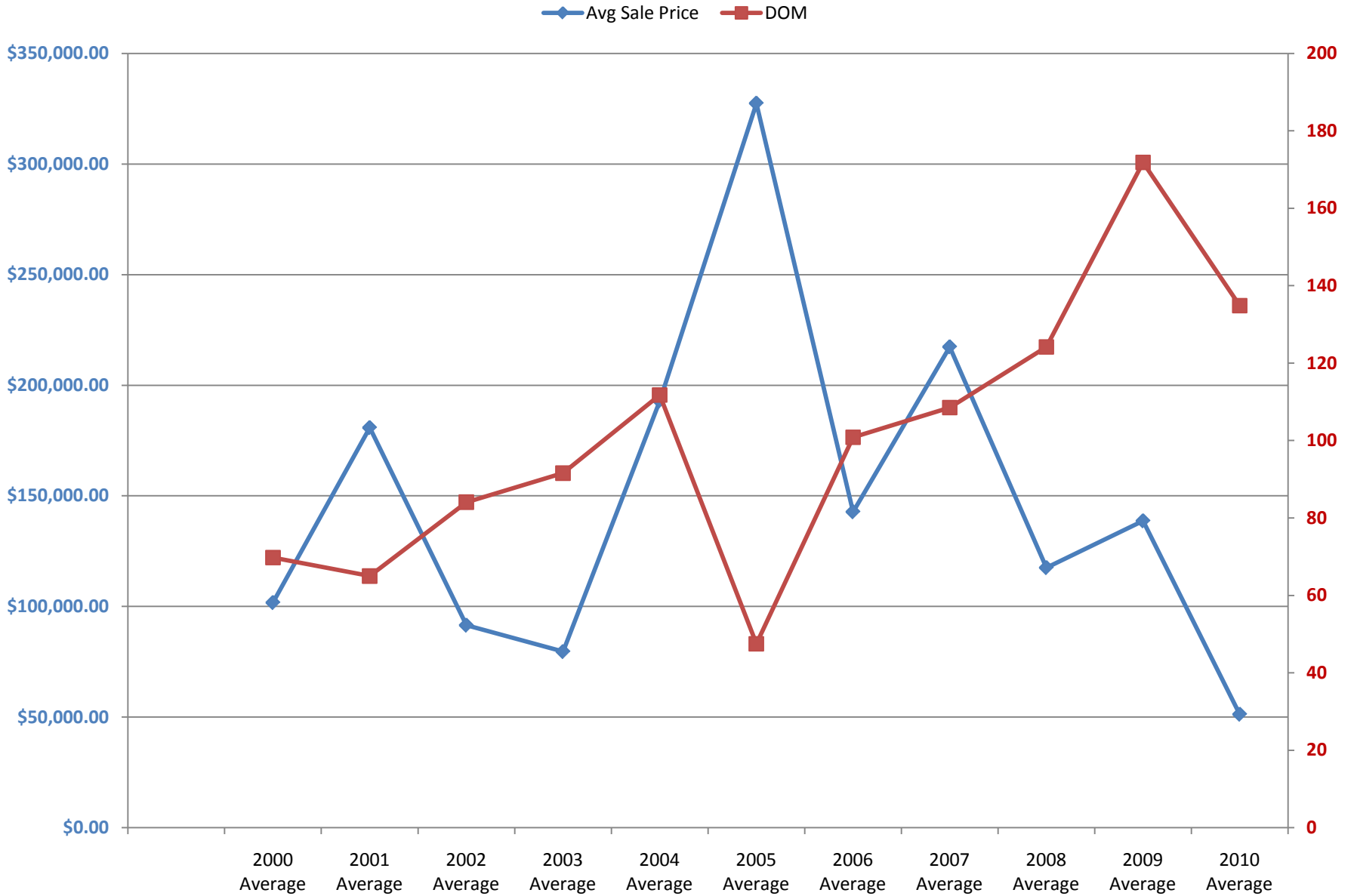


Multifamily Listings by Status 2000-2010

◆ New ■ Expr ▲ With ✕ Sold

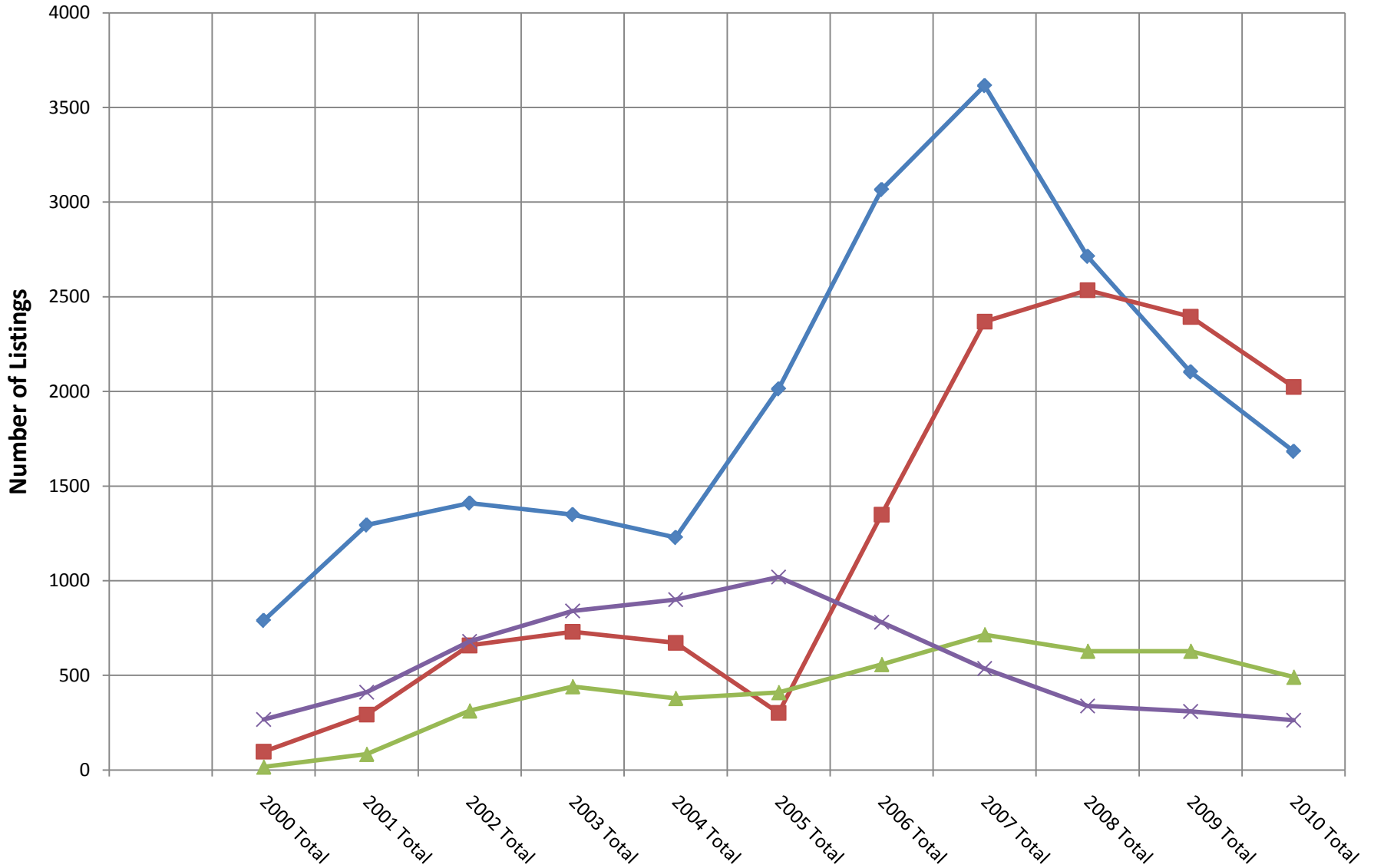


Multifamily Average Selling Price vs. DOM 2000 - 2010

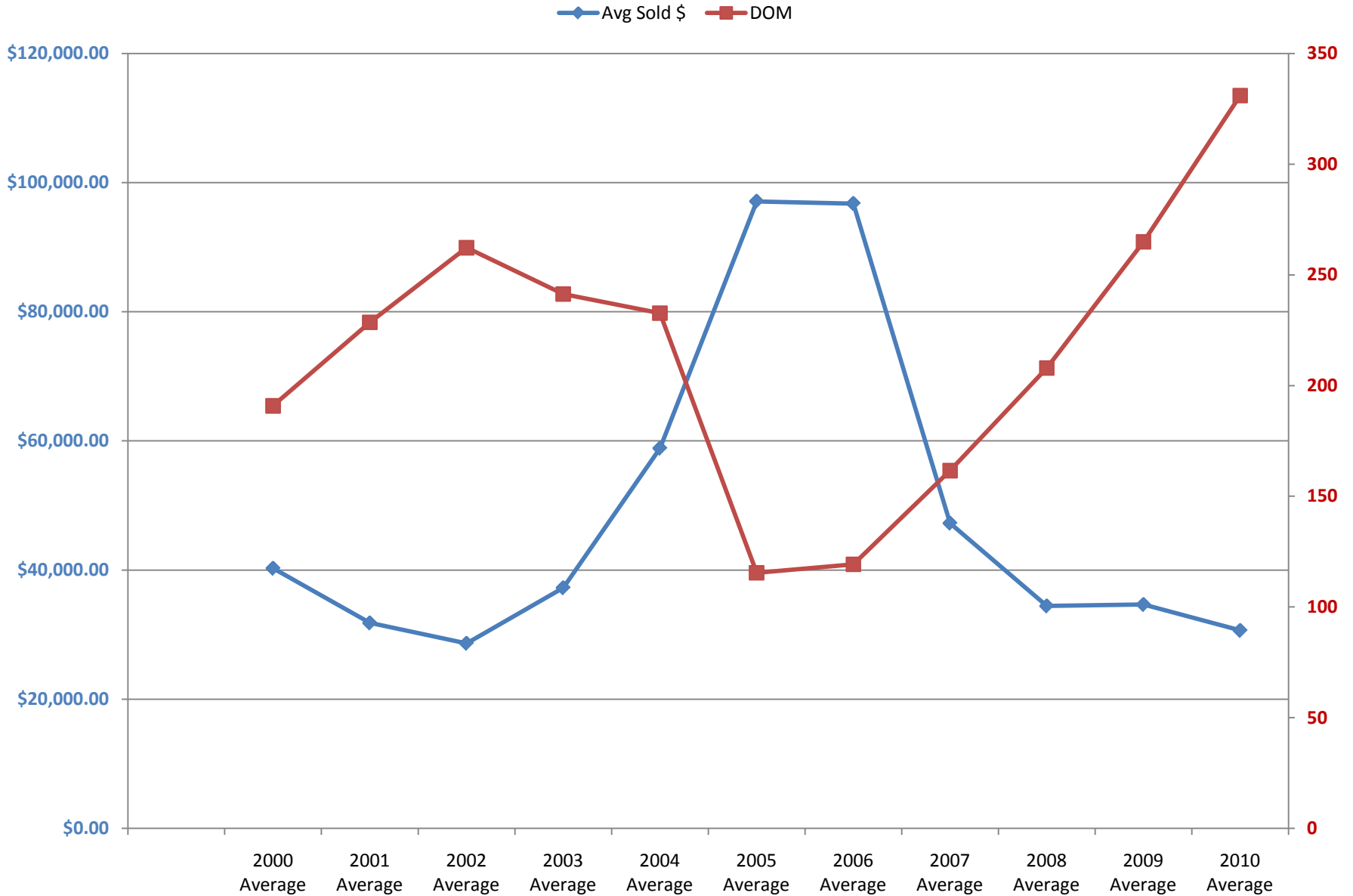


Vacant Land Listings by Status 2000-2010

◆ New ■ Expr ▲ With ✕ Sold

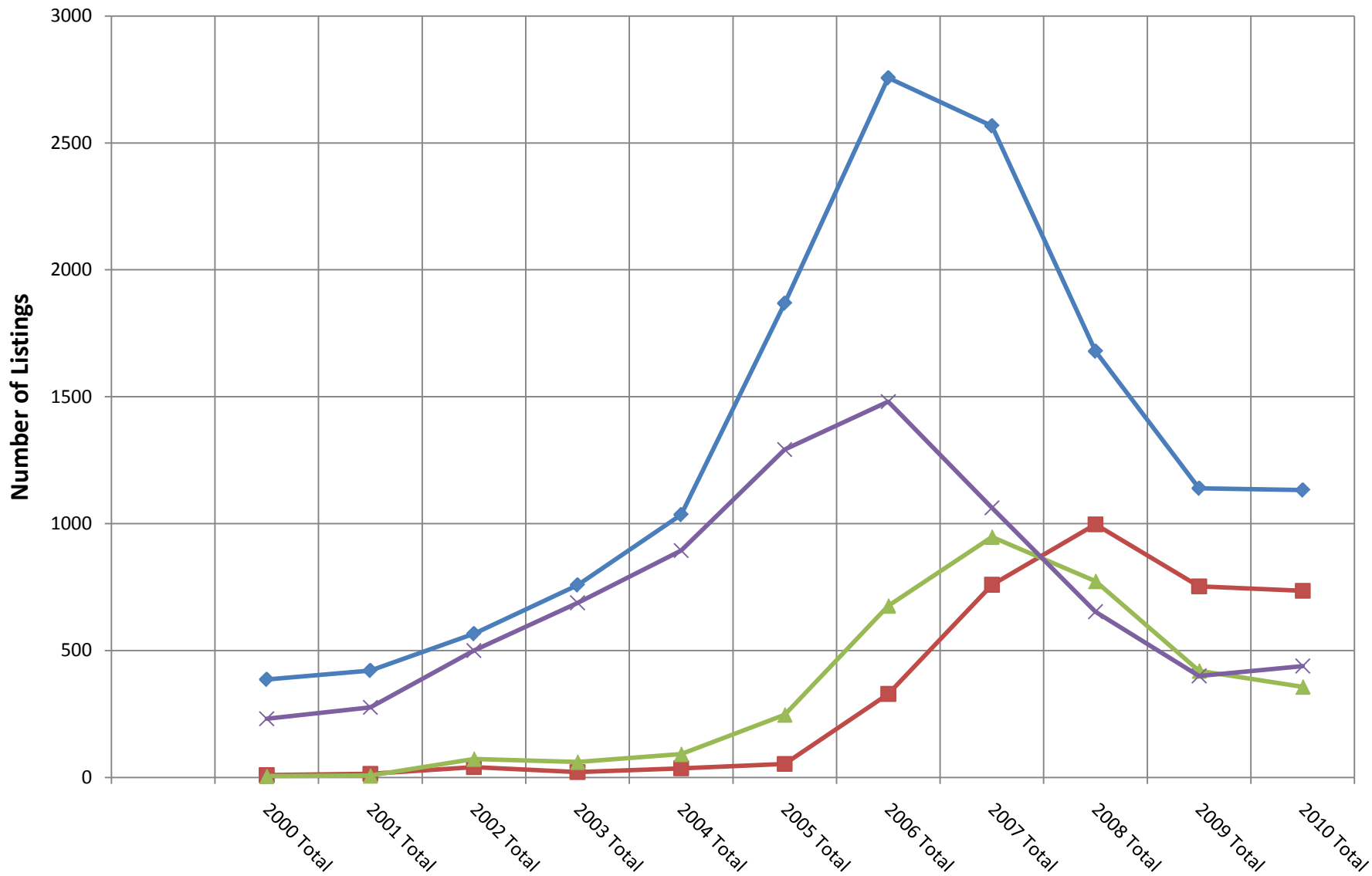


Vacant Land Average Sale Price vs. Average DOM 2000 - 2010

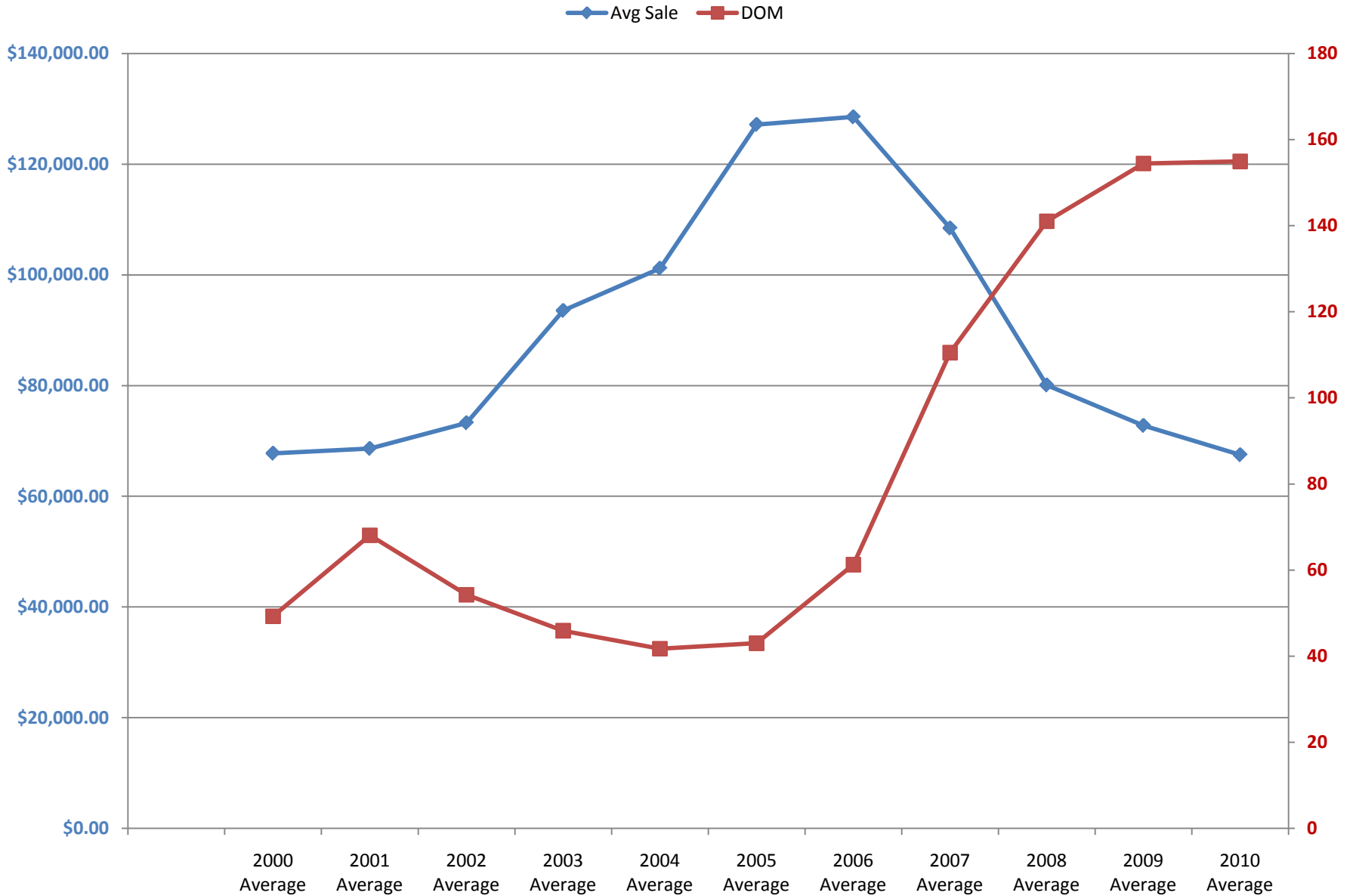


Attached / Condo Listings by Status 2000-2010

◆ New ■ Expr ▲ With ✕ Sold



Attached / Condo Average Sale Price vs. Average DOM 2000 - 2010



Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Single Family Residential

New Listings	1,417	1,743	-18.70%
Sold Listings	499	572	-12.76%
Vol. Sold Listings	\$94,536,477.00	\$119,115,471.00	-20.63%
Avg. Sell Price	\$189,451.86	\$208,243.83	-9.02%
List to Sell Ratio	94.68%	95.06%	0.40%
Avg. Day on Market	193	176	9.41%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Vacant Land

New Listings	295	364	-18.95%
Sold Listings	62	40	55.00%
Vol. Sold Listings	\$5,551,175.00	\$4,117,097.00	34.83%
Avg. Sell Price	\$89,535.08	\$102,927.43	-13.01%
List to Sell Ratio	82.47%	79.07%	4.30%
Avg. Day on Market	291	244	19.31%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Commercial/Industrial

New Listings	105	73	43.83%
Sold Listings	9	13	-30.76%
Vol. Sold Listings	\$2,349,575.00	\$5,419,500.00	-56.64%
Avg. Sell Price	\$261,063.89	\$416,884.62	-37.37%
List to Sell Ratio	95.97%	86.04%	11.53%
Avg. Day on Market	250	291	-14.26%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Multi-Family

New Listings	19	62	-69.35%
Sold Listings	8	4	100.00%
Vol. Sold Listings	\$385,095.00	\$458,000.00	-15.91%
Avg. Sell Price	\$48,136.88	\$114,500.00	-57.95%
List to Sell Ratio	86.57%	79.11%	9.43%
Avg. Day on Market	124	199	-37.56%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Rental

New Listings	565	394	43.40%
Sold Listings	293	255	14.90%
Vol. Sold Listings	\$296,301.00	\$265,237.00	11.71%
Avg. Sell Price	\$1,011.27	\$1,040.15	-2.77%
List to Sell Ratio	95.14%	98.13%	-3.05%
Avg. Day on Market	85	112	-23.96%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Attached/Condominium

New Listings	395	553	-28.57%
Sold Listings	169	123	37.39%
Vol. Sold Listings	\$13,023,401.00	\$12,439,663.00	4.69%
Avg. Sell Price	\$77,061.54	\$101,135.47	-23.80%
List to Sell Ratio	92.24%	92.42%	0.19%
Avg. Day on Market	170	182	-6.32%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

2011 YTD

2010 YTD

Change

Commercial Lease

New Listings	158	118	33.89%
Sold Listings	22	43	-48.83%
Vol. Sold Listings	\$2,042,460.00	\$5,563,358.00	-63.28%
Avg. Sell Price	\$92,839.09	\$129,380.42	-28.24%
List to Sell Ratio	99.97%	99.97%	0.00%
Avg. Day on Market	312	202	54.33%

Monthly Statistics Report - 01/01/2011 - 05/17/2011

Gainesville MLS - Compiled on May 17, 2011

	2011 YTD	2010 YTD	Change
	Total		
New Listings	2,962	3,312	-10.56%
Sold Listings	1062	1050	1.14%
Vol. Sold Listings	\$118,184,484.00	\$147,378,326.00	-19.80%
Avg. Sell Price	\$111,284.82	\$140,360.31	-20.71%
List to Sell Ratio	93.84%	94.06%	0.23%
Avg. Day on Market	168	166	0.76%

NAR Commercial Trends & Forecast

- Occupancy rates rising in the office and industrial properties in most major cities across the U.S..
- In the second half of 2010, Realtors[®] reported seeing more movement in the commercial market.
- National banks are still hesitant to lend.
- Investment funds through private equity and real estate investment trusts will play a bigger role.

- Properties values are being dragged by the existence of distressed properties.
- Several years before commercial property prices rise in any meaningful way.
- The apartment sector remains the strongest with solid net absorption and rents expected to increase 4 percent nationally in 2011 and 5 percent in 2012.
- Yun expects the rate of inflation to increase to 3 or 4 percent by the end of 2011 and up to 5 percent by 2012 if gas prices do not retreat.
- Leasing velocity is improving, investment sales are expected to continue to improve at higher than normal rates, and leasing growth rates should continue to improve.(David Murphy CBRE Orlando).

Current Inventory

- 2435 Single Family Residential
- 544 Attached/Condominium
- 1992 Vacant Land
- 370 Rental
- 51 Multi-Family
- 14 Business Opportunity
- 269 Commercial/Industrial
- 268 Commercial Lease

Questions?



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