

# GACAR Commercial & Investment Council

April 2011

# Dave Ferro

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# Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, Suntrust
- 11:50 - Commercial Stats
- 12:00 - Guest speaker David Wyant
- 12:25 - New listings, price changes, etc.

*Lunch today was provided by:*



**Douglas Pratt**

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# Email Lists

- To sign up – go to [www.daveferro.com](http://www.daveferro.com) and click the “Join our email list!” link on the left.
- To change the lists that you are subscribed to, open your last commercial email and go all the way to the bottom and click the “Update profile/email address” link.
- GACAR Commercial Council Meeting List
- GACAR Commercial Council New Listings List
- To get the list, in spreadsheet form, email Matt at [mumanos@gacar.com](mailto:mumanos@gacar.com).

# Single Family Residential

Single Family Residential	2011	2010	Change
New Listings	1,276	1,568	-18.62%
Sold Listings	409	396	3.28%
Pending Listings	512	503	1.78%
Vol. Sold Listings	\$66,229,952.00	\$73,083,337.00	-9.37%
Avg. Sell Price	\$161,931.42	\$184,553.88	-12.25%
Median List Price	\$149,900.00	\$159,850.00	-6.22%
Median Sell Price	\$144,900.00	\$150,000.00	-3.40%
List to Sell Ratio	93.85%	94.16%	0.33%
Avg. Day on Market	199	183	8.87%

# Vacant Land

Vacant Land	2011	2010	Change
New Listings	437	494	-11.53%
Sold Listings	68	51	33.33%
Pending Listings	78	50	56%
Vol. Sold Listings	\$5,778,045.00	\$4,849,155.00	19.15%
Avg. Sell Price	\$84,971.25	\$95,081.47	-10.63%
Median List Price	\$69,487.50	\$44,589.00	55.84%
Median Sell Price	\$49,500.00	\$40,000.00	23.75%
List to Sell Ratio	79.31%	81.98%	-3.25%
Avg. Day on Market	352	284	24.10%

# Commercial/Industrial

Commercial/ Industrial	2011	2010	Change
New Listings	95	72	31.94%
Sold Listings	8	9	-11.11%
Pending Listings	4	7	-42.85%
Vol. Sold Listings	\$2,075,575.00	\$4,210,000.00	-50.69%
Avg. Sell Price	\$259,446.88	\$467,777.78	-44.53%
Median List Price	\$262,625.00	\$399,000.00	-34.17%
Median Sell Price	\$230,000.00	\$355,000.00	-35.21%
List to Sell Ratio	96.62%	87.90%	9.91%
Avg. Day on Market	268	224	19.76%

# Multifamily

Multi-Family	2011	2010	Change
New Listings	14	47	-70.21%
Sold Listings	7	4	75%
Pending Listings	10	7	42.85%
Vol. Sold Listings	\$292,795.00	\$942,000.00	-68.91%
Avg. Sell Price	\$41,827.86	\$235,500.00	-82.23%
Median List Price	\$49,000.00	\$284,950.00	-82.80%
Median Sell Price	\$35,000.00	\$228,500.00	-84.68%
List to Sell Ratio	87.21%	78.83%	10.63%
Avg. Day on Market	144	140	2.36%

# Rental

Rental	2011	2010	Change
New Listings	320	256	25%
Sold Listings	165	178	-7.30%
Pending Listings	14	14	0
Vol. Sold Listings	\$169,718.00	\$182,198.00	-6.84%
Avg. Sell Price	\$1,028.59	\$1,023.58	0.48%
Median List Price	\$995.00	\$950.00	4.73%
Median Sell Price	\$965.00	\$925.00	4.32%
List to Sell Ratio	97.61%	98.05%	0.45%
Avg. Day on Market	91	107	-15.05%

# Attached/Condominiums

Attached/ Condominium	2011	2010	Change
New Listings	256	398	-35.67%
Sold Listings	97	73	32.87%
Pending Listings	121	90	34.44%
Vol. Sold Listings	\$7,146,650.00	\$7,090,563.00	0.79%
Avg. Sell Price	\$73,676.80	\$97,131.00	-24.14%
Median List Price	\$64,900.00	\$95,000.00	-31.68%
Median Sell Price	\$57,900.00	\$90,000.00	-35.66%
List to Sell Ratio	91.40%	92.88%	-1.59%
Avg. Day on Market	181	197	-8.10%

# Commercial Lease

Commercial Lease	2011	2010	Change
New Listings	129	75	72%
Sold Listings	14	30	-53.33%
Pending Listings	3	4	-25%
Vol. Sold Listings	\$1,257,918.00	\$3,760,635.00	-66.55%
Avg. Sell Price	\$89,851.29	\$125,354.50	-28.32%
Median List Price	\$8,710.00	\$6,900.00	26.23%
Median Sell Price	\$8,710.00	\$6,900.00	26.23%
List to Sell Ratio	99.96%	99.95%	0.00%
Avg. Day on Market	304	220	38.38%

# Total

Total	2011	2010	Change
New Listings	2,535	2,913	-12.97%
Sold Listings	768	741	3.64%
Pending Listings	742	675	9.92%
Vol. Sold Listings	\$82,950,653.00	\$94,117,888.00	-11.86%
Avg. Sell Price	\$108,008.66	\$127,014.69	-14.96%
Median List Price	\$79,000.00	\$97,565.00	-19.02%
Median Sell Price	\$69,705.50	\$89,000.00	-21.67%
List to Sell Ratio	92.59%	93.10%	0.54%
Avg. Day on Market	189	175	8.31%

# Listings

- New Listings
- Price Changes
- Wants/Needs
- Next Meeting May 2<sup>nd</sup>, 2011