

GACAR Commercial & Investment Council

February 2011

Dave Ferro

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Commercial & Land Division

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Agenda

- 11:30 - Arrive for lunch
- 11:50 - Brief Comments from our sponsor, Brian Miller
- 12:00 - Commercial Email List Discussion
- 12:10 - Commercial Stats
- 12:20 - New listings, price changes, etc.
- 1:00 - 3:00 Open House at 602 South Main Street with Betsy Guynn

Sunstate Federal Credit Union

2516 NW 43rd Street
Gainesville, FL 32606

www.sunstatefcu.org

Brian Miller

Mobile: (352) 339-5906

brian@sunstatefcu.org

Email Lists

- To sign up – go to 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.

Single Family Residential

Single Family Residential	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	396	486	-18.51%
Sold Listings	101	98	3.06%
Pending Listings	195	162	20.37%
Vol. Sold Listings	\$16,483,105.00	\$18,514,023.00	-10.96%
Avg. Sell Price	\$163,199.06	\$188,918.60	-13.61%
Median List Price	\$144,750.00	\$162,450.00	-10.89%
Median Sell Price	\$137,500.00	\$150,000.00	-8.33%
List to Sell Ratio	93.42%	94.37%	-0.99%
Avg. Day on Market	186	162	14.89%

Vacant Land

Vacant Land	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	191	147	29.93%
Sold Listings	12	11	9.09%
Pending Listings	15	15	0
Vol. Sold Listings	\$680,626.00	\$1,156,590.00	-41.15%
Avg. Sell Price	\$56,718.83	\$105,144.55	-46.05%
Median List Price	\$65,900.00	\$69,900.00	-5.72%
Median Sell Price	\$51,900.00	\$60,000.00	-13.50%
List to Sell Ratio	82.08%	77.09%	6.46%
Avg. Day on Market	382	278	37.29%

Commercial/Industrial

Commercial/ Industrial	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	35	27	29.62%
Sold Listings	4	0	N/A
Pending Listings	2	1	100%
Vol. Sold Listings	\$1,413,900.00	\$0.00	N/A
Avg. Sell Price	\$353,475.00	\$0.00	N/A
Median List Price	\$294,000.00	\$0.00	N/A
Median Sell Price	\$274,500.00	\$0.00	N/A
List to Sell Ratio	97.31%	0.00%	N/A
Avg. Day on Market	210	0	N/A

Multifamily

Multi-Family	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	9	7	28.57%
Sold Listings	1	1	0
Pending Listings	7	2	250%
Vol. Sold Listings	\$24,000.00	\$102,000.00	-76.47%
Avg. Sell Price	\$24,000.00	\$102,000.00	-76.47%
Median List Price	\$35,000.00	\$144,900.00	-75.84%
Median Sell Price	\$24,000.00	\$102,000.00	-76.47%
List to Sell Ratio	68.57%	70.39%	-2.58%
Avg. Day on Market	209	353	-40.79%

Rental

Rental	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	86	71	21.12%
Sold Listings	58	54	7.40%
Pending Listings	2	5	-60%
Vol. Sold Listings	\$59,350.00	\$54,678.00	8.54%
Avg. Sell Price	\$1,023.28	\$1,012.56	1.05%
Median List Price	\$997.50	\$950.00	5%
Median Sell Price	\$997.50	\$925.00	7.83%
List to Sell Ratio	98.89%	97.63%	1.28%
Avg. Day on Market	98	100	-1.66%

Attached/Condominiums

Attached/ Condominium	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	90	113	-20.35%
Sold Listings	24	16	50%
Pending Listings	42	30	40%
Vol. Sold Listings	\$1,658,900.00	\$1,358,603.00	22.10%
Avg. Sell Price	\$69,120.83	\$84,912.69	-18.59%
Median List Price	\$63,950.00	\$84,950.00	-24.72%
Median Sell Price	\$54,950.00	\$80,650.00	-31.86%
List to Sell Ratio	91.38%	94.02%	-2.80%
Avg. Day on Market	162	153	6.24%

Commercial Lease

Commercial Lease	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	46	22	109.09%
Sold Listings	5	8	-37.50%
Pending Listings	2	3	-33.33%
Vol. Sold Listings	\$433,303.00	\$2,856,017.00	-84.82%
Avg. Sell Price	\$86,660.60	\$357,002.13	-75.72%
Median List Price	\$10,920.00	\$96,540.00	-88.68%
Median Sell Price	\$10,920.00	\$96,540.00	-88.68%
List to Sell Ratio	100%	100.00%	0.00%
Avg. Day on Market	426	303	40.28%

Total

Total	01/01/2011 - 01/31/2011	01/01/2010 - 01/31/2010	Change
New Listings	855	873	-2.06%
Sold Listings	205	188	9.04%
Pending Listings	265	218	21.55%
Vol. Sold Listings	\$20,753,184.00	\$24,041,911.00	-13.67%
Avg. Sell Price	\$101,235.04	\$127,882.51	-20.83%
Median List Price	\$59,900.00	\$88,700.00	-32.46%
Median Sell Price	\$52,500.00	\$84,575.00	-37.92%
List to Sell Ratio	93.19%	93.83%	0.68%
Avg. Day on Market	177	157	12.17%

IMAPP

How many folks use it?

Are there other programs out there that provide similar data and features?

Open House with 2 \$50 Gift Cards!

602 S. Main Street 1pm – 3pm



Listings

- New Listings
- Price Changes
- Wants/Needs



Next Meeting

March 7th, 2011