

# GACAR Commercial & Investment Council

June 2011

*Lunch today provided by:*

*Covert Appraisal Services Inc.*



# Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, Covert Appraisal Services
- 11:50 - Commercial Stats
- 11:58 - Beau Beery
- 12:00 - Guest speaker Michael Peters / Ryan Gleichowski  
American Heritage Auctioneers
- 12:30 - New listings, price changes, etc.



# 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 - YTD	2010- YTD	Change
New Listings	2,065	2,531	-18.41%
Sold Listings	807	880	-8.29%
Pending Listings	873	960	-9.06%
Vol. Sold Listings	\$134,318,146.00	\$162,688,005.00	-17.43%
Avg. Sell Price	\$166,441.32	\$184,872.73	-9.96%
Median List Price	\$149,900.00	\$164,900.00	-9.09%
Median Sell Price	\$143,000.00	\$157,000.00	-8.91%
List to Sell Ratio	93.99%	94.42%	0.45%
Avg. Day on Market	192	179	6.88%

# Vacant Land

Vacant Land	2011- YTD	2010- YTD	Change
New Listings	641	839	-23.59%
Sold Listings	128	107	19.62%
Pending Listings	125	100	25%
Vol. Sold Listings	\$10,152,432.00	\$9,572,434.00	6.05%
Avg. Sell Price	\$79,315.88	\$89,462.00	-11.34%
Median List Price	\$67,487.50	\$49,900.00	35.24%
Median Sell Price	\$50,500.00	\$40,000.00	26.25%
List to Sell Ratio	81.12%	81.03%	0.11%
Avg. Day on Market	318	265	20.07%

# Commercial/Industrial

Commercial/ Industrial	2011- YTD	2010- YTD	Change
New Listings	140	112	25%
Sold Listings	13	16	-18.75%
Pending Listings	12	9	33.33%
Vol. Sold Listings	\$3,329,575.00	\$6,688,950.00	-50.22%
Avg. Sell Price	\$256,121.15	\$418,059.38	-38.73%
Median List Price	\$236,250.00	\$389,450.00	-39.33%
Median Sell Price	\$210,000.00	\$337,500.00	-37.77%
List to Sell Ratio	87.87%	86.22%	1.91%
Avg. Day on Market	245	292	-16.00%

# Multifamily

Multi-Family	2011- YTD	2010- YTD	Change
New Listings	22	67	-67.16%
Sold Listings	9	7	28.57%
Pending Listings	12	9	33.33%
Vol. Sold Listings	\$397,295.00	\$1,326,200.00	-70.04%
Avg. Sell Price	\$44,143.89	\$189,457.14	-76.69%
Median List Price	\$59,000.00	\$149,000.00	-60.40%
Median Sell Price	\$47,500.00	\$131,000.00	-63.74%
List to Sell Ratio	86.42%	80.23%	7.71%
Avg. Day on Market	129	169	-23.54%

# Rental

Rental	2011- YTD	2010- YTD	Change
New Listings	635	438	44.97%
Sold Listings	335	290	15.51%
Pending Listings	52	29	79.31%
Vol. Sold Listings	\$341,346.00	\$303,627.00	12.42%
Avg. Sell Price	\$1,018.94	\$1,046.99	-2.67%
Median List Price	\$950.00	\$962.50	-1.29%
Median Sell Price	\$950.00	\$950.00	0
List to Sell Ratio	95.48%	98.22%	-2.79%
Avg. Day on Market	86	105	-18.14%

# Attached/Condominiums

Attached/ Condominium	2011- YTD	2010- YTD	Change
New Listings	422	605	-30.24%
Sold Listings	191	158	20.88%
Pending Listings	217	187	16.04%
Vol. Sold Listings	\$15,072,321.00	\$15,941,467.00	-5.45%
Avg. Sell Price	\$78,912.68	\$100,895.36	-21.78%
Median List Price	\$69,900.00	\$99,999.50	-30.09%
Median Sell Price	\$66,900.00	\$95,000.00	-29.57%
List to Sell Ratio	91.69%	91.90%	0.22%
Avg. Day on Market	179	191	-5.93%

# Commercial Lease

Commercial Lease	2011- YTD	2010- YTD	Change
New Listings	180	126	42.85%
Sold Listings	29	46	-36.95%
Pending Listings	9	5	80%
Vol. Sold Listings	\$2,113,504.00	\$5,629,491.00	-62.45%
Avg. Sell Price	\$72,879.45	\$122,380.24	-40.44%
Median List Price	\$9,889.00	\$16,404.00	-39.71%
Median Sell Price	\$9,889.00	\$16,404.00	-39.71%
List to Sell Ratio	99.98%	99.97%	0.00%
Avg. Day on Market	263	207	27.23%

# Total

Total	2011- YTD	2010- YTD	Change
New Listings	4,114	4,726	-12.94%
Sold Listings	1,512	1,504	0.53%
Pending Listings	1,300	1,299	0.07%
Vol. Sold Listings	\$165,724,619.00	\$202,150,174.00	-18.01%
Avg. Sell Price	\$109,606.23	\$134,408.36	-18.45%
Median List Price	\$82,625.00	\$115,000.00	-28.15%
Median Sell Price	\$75,300.00	\$105,000.00	-28.28%
List to Sell Ratio	92.80%	93.24%	0.46%
Avg. Day on Market	179	174	2.63%



# Listings

- New Listings
- Price Changes
- Wants/Needs
- Next Meeting June 6th, 2011



# Reminders

- June 27<sup>th</sup>, 9-12, TRC Training - \$125, contact Andi Nix
- June 30<sup>th</sup>, 1-4, Imapp and Innovia Training for Commercial Brokers only. Call GACAR to register.



# Dave Ferro

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