

GACAR Commercial & Investment Council

March 2011

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Commercial & Land Division

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Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, FCU
- 11:50 - Commercial Stats
- 12:00 - Guest speaker Phil Kabler
- 12:25 - New listings, price changes, etc.
- 1:00 - 2:00 Open House at 5440 NW 13th Street by Eric Ligman and Mike Ryals

Lunch today was provided by:



FCU Specializes in commercial services, including:

- Non-owner occupied financing
- Owner occupied financing
- Amortization up to 25 years
- Rates low as 4.99%

Call Roger F. Morales for more information

(352) 377-4141 ext. 2152

(352) 514-6812 Cell

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	2011	2010	Change
New Listings	793	973	-18.49%
Sold Listings	225	213	5.63%
Pending Listings	315	304	3.61%
Vol. Sold Listings	\$36,974,776.00	\$38,548,238.00	-4.08%
Avg. Sell Price	\$164,332.34	\$180,977.64	-9.19%
Median List Price	\$149,900.00	\$154,900.00	-3.22%
Median Sell Price	\$149,000.00	\$148,000.00	0.67%
List to Sell Ratio	93.80%	94.15%	0.37%
Avg. Day on Market	192	170	12.82%

Vacant Land

Vacant Land	2011	2010	Change
New Listings	299	285	4.91%
Sold Listings	43	26	65.38%
Pending Listings	49	22	122.72%
Vol. Sold Listings	\$3,780,444.00	\$2,376,255.00	59.09%
Avg. Sell Price	\$87,917.30	\$91,394.42	-3.80%
Median List Price	\$65,900.00	\$84,900.00	-22.37%
Median Sell Price	\$45,000.00	\$63,782.00	-29.44%
List to Sell Ratio	77.97%	72.41%	7.68%
Avg. Day on Market	364	310	17.37%

Commercial/Industrial

Commercial/ Industrial	2011	2010	Change
New Listings	68	45	51.11%
Sold Listings	8	3	166.66%
Pending Listings	3	6	-50%
Vol. Sold Listings	\$2,075,575.00	\$912,000.00	127.58%
Avg. Sell Price	\$259,446.88	\$304,000.00	-14.65%
Median List Price	\$262,625.00	\$329,900.00	-20.39%
Median Sell Price	\$230,000.00	\$275,000.00	-16.36%
List to Sell Ratio	96.62%	83.16%	16.18%
Avg. Day on Market	268	72	273.95%

Multifamily

Multi-Family	2011	2010	Change
New Listings	12	32	-62.50%
Sold Listings	1	3	-66.66%
Pending Listings	6	4	50%
Vol. Sold Listings	\$24,000.00	\$877,000.00	-97.26%
Avg. Sell Price	\$24,000.00	\$292,333.33	-91.79%
Median List Price	\$35,000.00	\$425,000.00	-91.76%
Median Sell Price	\$24,000.00	\$355,000.00	-93.23%
List to Sell Ratio	68.57%	79.01%	-13.21%
Avg. Day on Market	209	173	20.80%

Rental

Rental	2011	2010	Change
New Listings	144	148	-2.70%
Sold Listings	103	114	-9.64%
Pending Listings	7	11	-36.36%
Vol. Sold Listings	\$106,695.00	\$114,553.00	-6.85%
Avg. Sell Price	\$1,035.87	\$1,004.85	3.08%
Median List Price	\$1,000.00	\$950.00	5.26%
Median Sell Price	\$1,000.00	\$927.50	7.81%
List to Sell Ratio	97.61%	97.21%	0.41%
Avg. Day on Market	96	106	-9.29%

Attached/Condominiums

Attached/ Condominium	2011	2010	Change
New Listings	154	261	-40.99%
Sold Listings	54	38	42.10%
Pending Listings	64	51	25.49%
Vol. Sold Listings	\$3,352,450.00	\$3,596,213.00	-6.77%
Avg. Sell Price	\$62,082.41	\$94,637.18	-34.39%
Median List Price	\$56,325.00	\$84,950.00	-33.69%
Median Sell Price	\$53,900.00	\$80,650.00	-33.16%
List to Sell Ratio	92.34%	94.84%	-2.63%
Avg. Day on Market	155	154	1.12%

Commercial Lease

Commercial Lease	2011	2010	Change
New Listings	106	53	100%
Sold Listings	11	19	-42.10%
Pending Listings	3	2	50%
Vol. Sold Listings	\$1,223,343.00	\$2,936,432.00	-58.33%
Avg. Sell Price	\$111,213.00	\$154,549.05	-28.04%
Median List Price	\$10,920.00	\$6,600.00	65.45%
Median Sell Price	\$10,920.00	\$6,600.00	65.45%
List to Sell Ratio	99.96%	99.94%	0.01%
Avg. Day on Market	357	192	85.72%

Total

Total	2011	2010	Change
New Listings	1,581	1,799	-12.11%
Sold Listings	445	416	6.97%
Pending Listings	447	400	11.75%
Vol. Sold Listings	\$47,537,283.00	\$49,360,691.00	-3.69%
Avg. Sell Price	\$106,825.36	\$118,655.51	-9.97%
Median List Price	\$69,900.00	\$85,000.00	-17.76%
Median Sell Price	\$64,900.00	\$73,832.50	-12.09%
List to Sell Ratio	92.46%	92.64%	0.20%
Avg. Day on Market	188	160	17.03%

Listings

- New Listings
- Price Changes
- Wants/Needs
- Next Meeting April 4th, 2011
- Open House
- Thursday Open House