

GACAR Commercial & Investment Council

May 2011

Lunch today provided by:



Brian Miller
Commercial Loan
Officer
brian@sunstatefcu.org
352-381-5243



Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, Sunstate Federal Credit Union
- 11:50 - Commercial Stats
- 11:55 - Beau Beery
- 12:00 - Guest speaker Rory Causseaux
- 12:30 - New listings, price changes, etc.

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 - YTD	2010- YTD	Change
New Listings	1,644	2,081	-20.99%
Sold Listings	559	634	-11.82%
Pending Listings	694	824	-15.77%
Vol. Sold Listings	\$93,541,904.00	\$117,991,901.00	-20.72%
Avg. Sell Price	\$167,337.93	\$186,107.10	-10.08%
Median List Price	\$149,900.00	\$160,000.00	-6.31%
Median Sell Price	\$144,900.00	\$156,625.00	-7.48%
List to Sell Ratio	94.02%	94.36%	0.35%
Avg. Day on Market	198	180	10.00%

Vacant Land

Vacant Land	2011- YTD	2010- YTD	Change
New Listings	534	645	-17.20%
Sold Listings	100	77	29.87%
Pending Listings	90	70	28.57%
Vol. Sold Listings	\$8,419,744.00	\$6,344,226.00	32.71%
Avg. Sell Price	\$84,197.44	\$82,392.55	2.19%
Median List Price	\$67,487.50	\$45,000.00	49.97%
Median Sell Price	\$49,500.00	\$40,000.00	23.75%
List to Sell Ratio	80.69%	83.37%	-3.20%
Avg. Day on Market	320	257	24.81%

Commercial/Industrial

Commercial/ Industrial	2011- YTD	2010- YTD	Change
New Listings	114	89	28.08%
Sold Listings	10	14	-28.57%
Pending Listings	8	7	14.28%
Vol. Sold Listings	\$2,350,575.00	\$5,694,500.00	-58.72%
Avg. Sell Price	\$235,057.50	\$406,750.00	-42.21%
Median List Price	\$213,075.00	\$389,450.00	-45.28%
Median Sell Price	\$199,950.00	\$337,500.00	-40.75%
List to Sell Ratio	95.97%	85.91%	11.70%
Avg. Day on Market	248	279	-11.12%

Multifamily

Multi-Family	2011- YTD	2010- YTD	Change
New Listings	20	58	-65.51%
Sold Listings	8	5	60%
Pending Listings	11	9	22.22%
Vol. Sold Listings	\$340,295.00	\$1,102,000.00	-69.12%
Avg. Sell Price	\$42,536.88	\$220,400.00	-80.70%
Median List Price	\$54,450.00	\$200,000.00	-72.77%
Median Sell Price	\$41,250.00	\$160,000.00	-74.21%
List to Sell Ratio	84.92%	79.00%	7.49%
Avg. Day on Market	139	175	-20.31%

Rental

Rental	2011- YTD	2010- YTD	Change
New Listings	497	354	40.39%
Sold Listings	235	230	2.17%
Pending Listings	32	19	68.42%
Vol. Sold Listings	\$237,892.00	\$237,998.00	0.04%
Avg. Sell Price	\$1,012.31	\$1,034.77	-2.17%
Median List Price	\$950.00	\$975.00	-2.56%
Median Sell Price	\$950.00	\$962.50	-1.29%
List to Sell Ratio	94.16%	98.26%	-4.17%
Avg. Day on Market	87	109	-20.37%

Attached/Condominiums

Attached/ Condominium	2011- YTD	2010- YTD	Change
New Listings	341	503	-32.20%
Sold Listings	137	108	26.85%
Pending Listings	165	147	12.24%
Vol. Sold Listings	\$10,591,951.00	\$10,727,662.00	-1.26%
Avg. Sell Price	\$77,313.51	\$99,330.20	-22.16%
Median List Price	\$67,000.00	\$97,950.00	-31.59%
Median Sell Price	\$66,900.00	\$95,000.00	-29.57%
List to Sell Ratio	91.82%	93.37%	-1.65%
Avg. Day on Market	184	181	1.71%

Commercial Lease

Commercial Lease	2011- YTD	2010- YTD	Change
New Listings	156	93	67.74%
Sold Listings	16	38	-57.89%
Pending Listings	8	5	60%
Vol. Sold Listings	\$1,413,918.00	\$4,274,883.00	-66.92%
Avg. Sell Price	\$88,369.88	\$112,496.92	-21.44%
Median List Price	\$12,360.00	\$6,900.00	79.13%
Median Sell Price	\$12,360.00	\$6,900.00	79.13%
List to Sell Ratio	99.96%	99.97%	0.00%
Avg. Day on Market	296	206	43.50%

Total

Total	2011- YTD	2010- YTD	Change
New Listings	3,315	3,829	-13.42%
Sold Listings	1,065	1,106	-3.70%
Pending Listings	1,008	1,081	-6.75%
Vol. Sold Listings	\$116,896,279.00	\$146,373,170.00	-20.13%
Avg. Sell Price	\$109,761.76	\$132,344.64	-17.06%
Median List Price	\$80,000.00	\$109,900.00	-27.20%
Median Sell Price	\$71,416.00	\$100,000.00	-28.58%
List to Sell Ratio	92.79%	93.42%	0.66%
Avg. Day on Market	184	172	6.88%

Listings

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

Dave Ferro

Vice President, Broker Associate
Bosshardt Realty Services, LLC
Commercial & Land Division

www.daveferro.com

dave@daveferro.com

Cell (352) 222-5924