

# GACAR Commercial & Investment Council

November 2011



*Lunch today provided by:*  
*Blue Box*

# Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, Blue Box
- 11:50 - Commercial Data
- 12:00 - Presentation by Phil Kabler – Proposed sign ordinance changes
- 12:25 - New listings, price changes, etc.
- 1:00 - 2:00 Open House Newberry Square
- 1:00 - 2:30 Open House Magnolia Parke

# Single Family Residential

Single Family Residential	2011 - YTD	2010- YTD	Change
New Listings	3659	4447	-17.71%
Sold Listings	1693	1780	-4.88%
Pending Listings	1597	1654	-3.44%
Vol. Sold Listings	\$ 284,539,717.00	\$ 335,396,018.00	-15.16%
Avg. Sell Price	\$ 168,068.35	\$ 188,424.73	-10.80%
Median List Price	\$ 155,000.00	\$ 168,850.00	-8.20%
Median Sell Price	\$ 149,800.00	\$ 160,000.00	-6.37%
List to Sell Ratio	94.19%	94.27%	0.08%
Avg. Day on Market	186	177	4.88%

# Vacant Land

Vacant Land	2011- YTD	2010- YTD	Change
New Listings	1156	1419	-18.53%
Sold Listings	247	206	19.90%
Pending Listings	224	170	31.76%
Vol. Sold Listings	\$ 22,447,774.00	\$ 17,816,080.00	25.99%
Avg. Sell Price	\$ 90,881.68	\$ 86,485.83	5.08%
Median List Price	\$ 65,000.00	\$ 54,000.00	20.37%
Median Sell Price	\$ 52,500.00	\$ 40,000.00	31.25%
List to Sell Ratio	83.48%	84.19%	0.84%
Avg. Day on Market	261	269	-2.72%

# Commercial/Industrial

Commercial/ Industrial	2011- YTD	2010- YTD	Change
New Listings	276	244	13.11%
Sold Listings	37	33	12.12%
Pending Listings	31	22	40.90%
Vol. Sold Listings	\$ 18,332,375.00	\$ 15,232,780.00	20.34%
Avg. Sell Price	\$ 495,469.59	\$ 461,599.39	7.33%
Median List Price	\$ 249,500.00	\$ 329,900.00	-24.37%
Median Sell Price	\$ 210,000.00	\$ 275,000.00	-23.63%
List to Sell Ratio	79.96%	88.92%	-10.07%
Avg. Day on Market	240	275	-12.71%

# Multifamily

Multi-Family	2011- YTD	2010- YTD	Change
New Listings	43	104	-58.65%
Sold Listings	22	17	29.41%
Pending Listings	22	15	46.66%
Vol. Sold Listings	\$ 17,718,808.00	\$ 2,192,700.00	708.08%
Avg. Sell Price	\$ 805,400.36	\$ 128,982.35	524.42%
Median List Price	\$ 54,000.00	\$ 144,900.00	-62.73%
Median Sell Price	\$ 54,000.00	\$ 102,000.00	-47.05%
List to Sell Ratio	99.25%	80.32%	23.57%
Avg. Day on Market	183	147	24.75%

# Rental

Rental	2011- YTD	2010- YTD	Change
New Listings	1196	953	25.49%
Sold Listings	789	611	29.13%
Pending Listings	207	51	305.88%
Vol. Sold Listings	\$ 798,992.00	\$ 639,888.00	24.86%
Avg. Sell Price	\$ 1,012.66	\$ 1,047.28	-3.30%
Median List Price	\$ 935.00	\$ 950.00	-1.57%
Median Sell Price	\$ 900.00	\$ 930.00	-3.22%
List to Sell Ratio	97.29%	98.34%	-1.06%
Avg. Day on Market	82	90	-8.62%

# Attached/Condominiums

Attached/ Condominium	2011- YTD	2010- YTD	Change
New Listings	726	1015	-28.47%
Sold Listings	424	345	22.89%
Pending Listings	383	328	16.76%
Vol. Sold Listings	\$ 34,519,321.00	\$ 33,764,426.00	2.23%
Avg. Sell Price	\$ 81,413.49	\$ 97,867.90	-16.81%
Median List Price	\$ 77,100.00	\$ 99,000.00	-22.12%
Median Sell Price	\$ 70,000.00	\$ 93,000.00	-24.73%
List to Sell Ratio	92.07%	92.03%	0.03%
Avg. Day on Market	189	167	13.15%

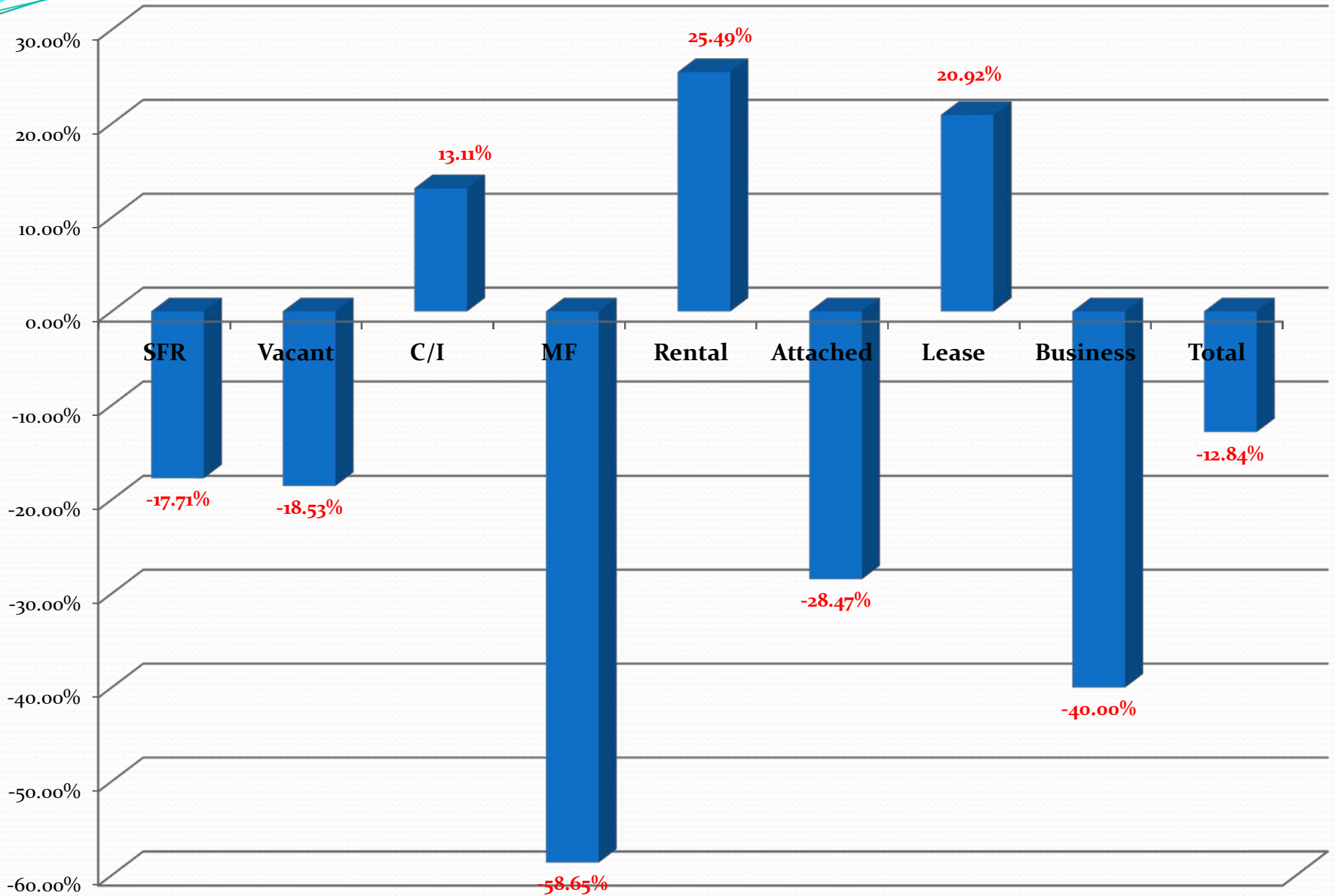
# Commercial Lease

Commercial Lease	2011- YTD	2010- YTD	Change
New Listings	289	239	20.92%
Sold Listings	0	0	N/A
Pending Listings	18	7	157.14%
Vol. Sold Listings	\$ -	\$ -	N/A
Avg. Sell Price	\$ -	\$ -	N/A
Median List Price	\$ -	\$ -	N/A
Median Sell Price	\$ -	\$ -	N/A
List to Sell Ratio	0.00%	0.00%	N/A
Avg. Day on Market	0	0	N/A

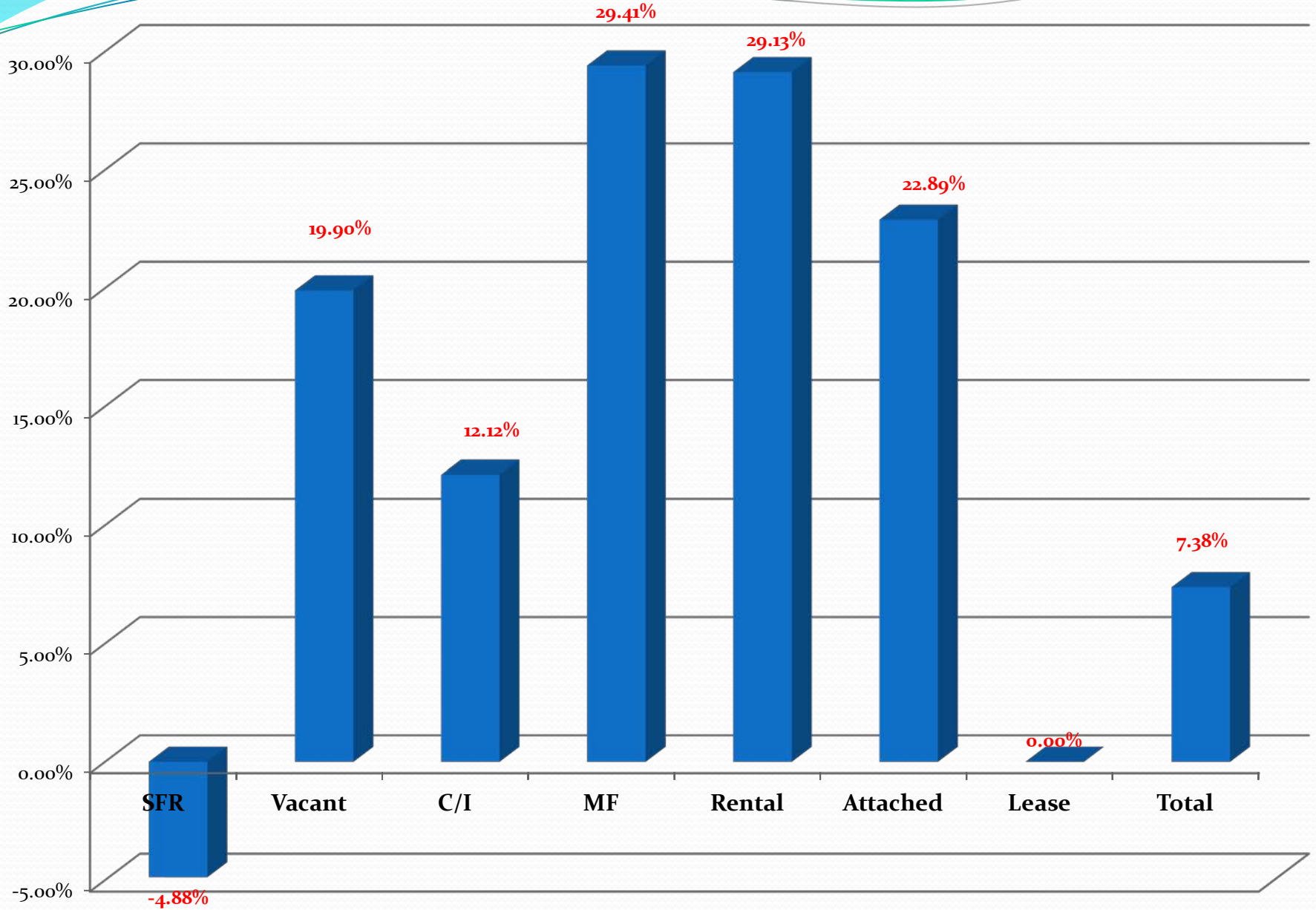
# Total

Total	2011- YTD	2010- YTD	Change
New Listings	7357	8441	-12.84%
Sold Listings	3214	2993	7.38%
Pending Listings	2483	2248	10.45%
Vol. Sold Listings	\$ 378,646,987.00	\$ 405,106,892.00	-6.53%
Avg. Sell Price	\$ 117,811.76	\$ 135,351.45	-12.95%
Median List Price	\$ 85,000.00	\$ 117,500.00	-27.65%
Median Sell Price	\$ 79,000.00	\$ 107,143.00	-26.26%
List to Sell Ratio	92.70%	93.29%	0.64%
Avg. Day on Market	167	165	1.17%

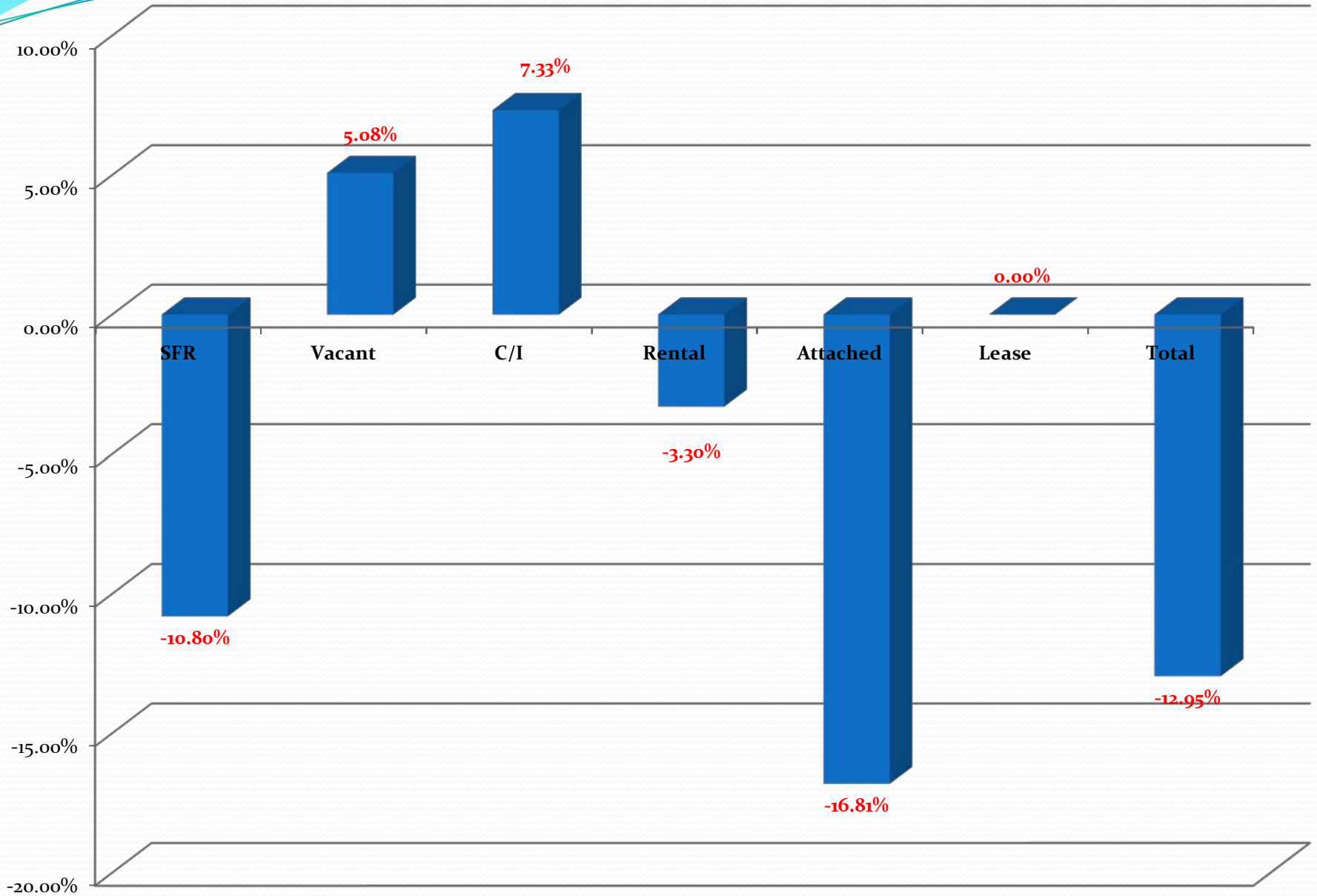
# New Listings YTD Compared to YTD 2010



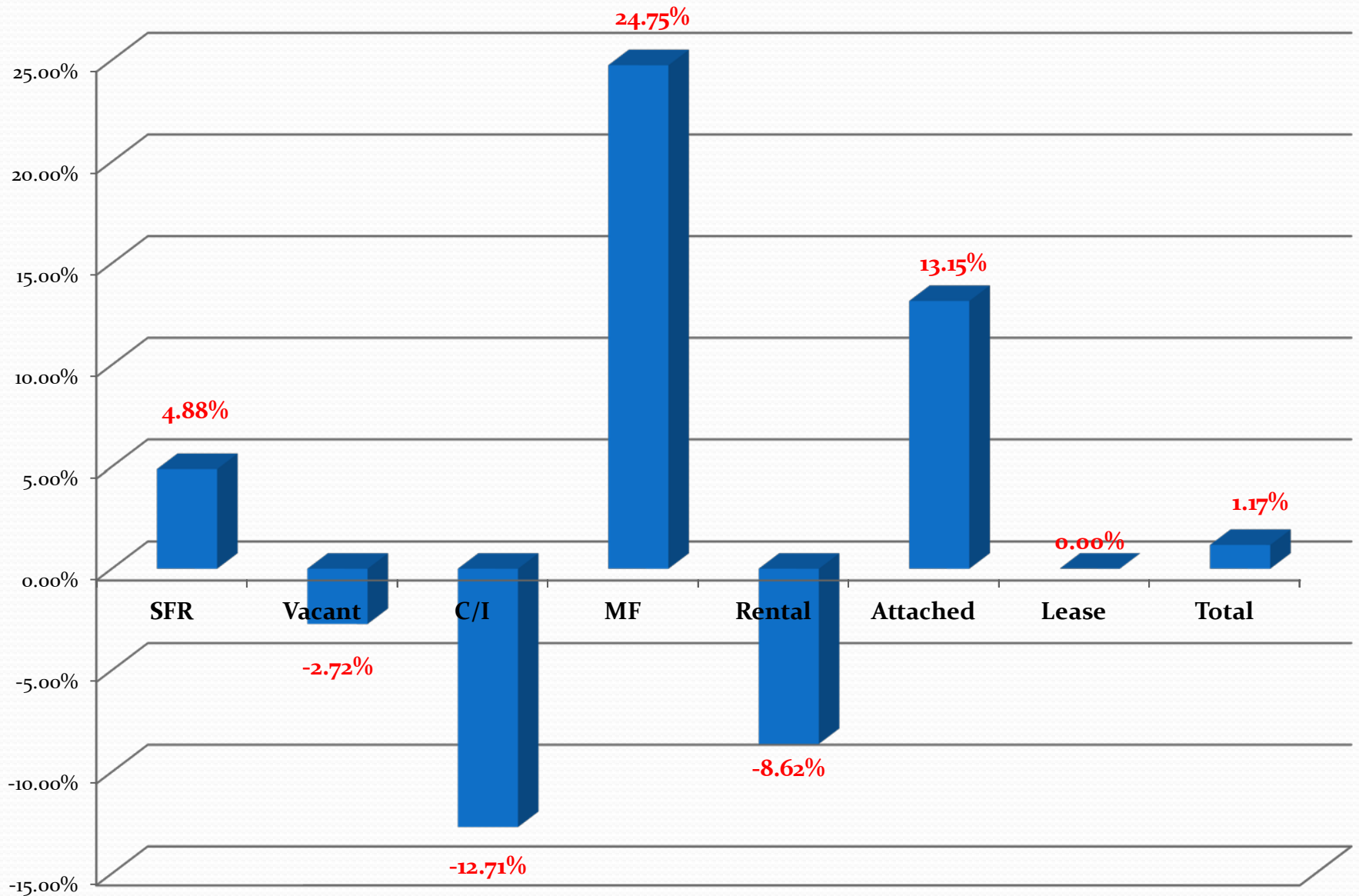
# Sold Listings YTD Compared to YTD 2010



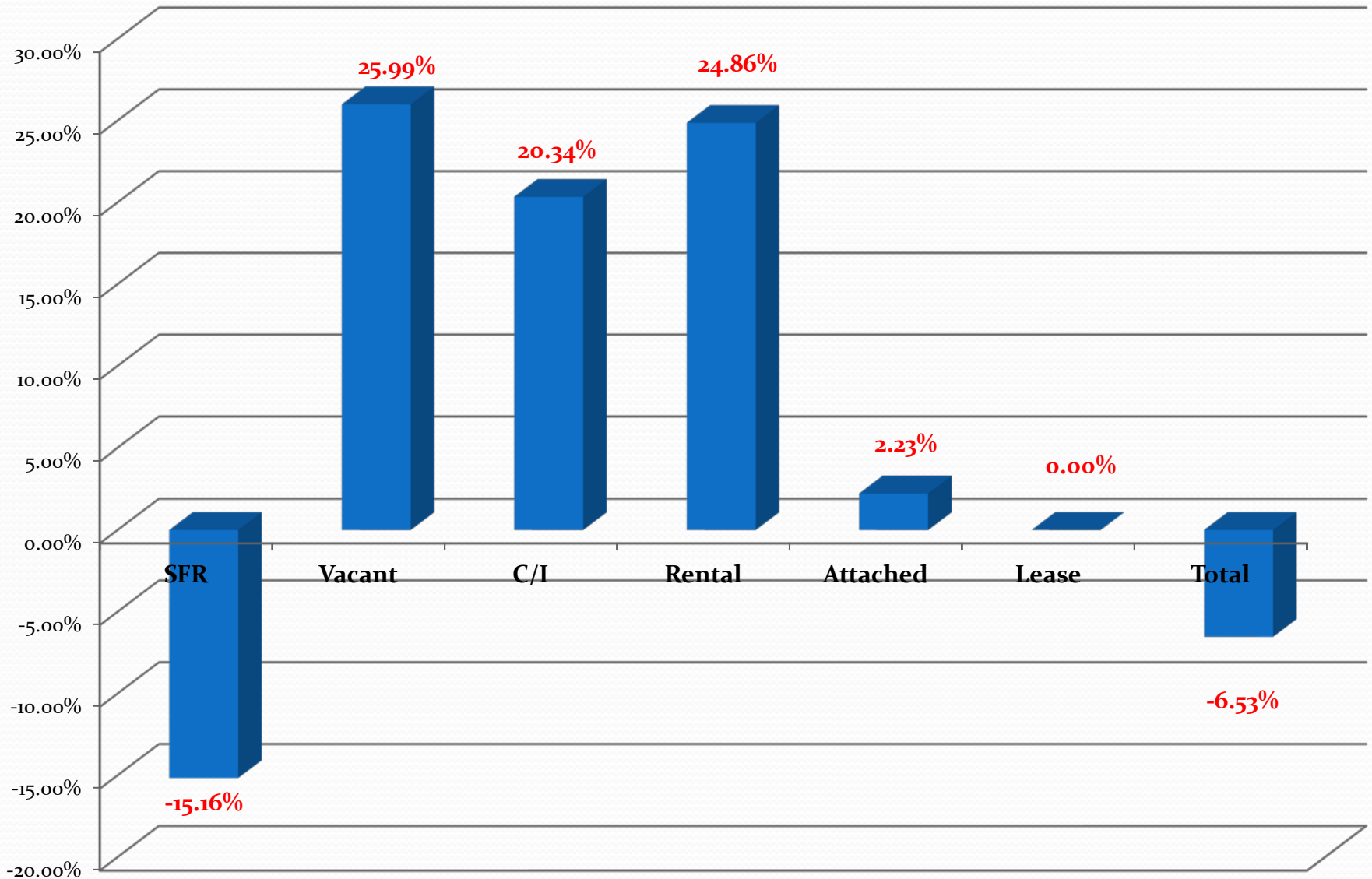
# Average Selling Price YTD Compared to 2010 w/o MF



# Days on Market YTD Compared to 2010 (Business Category up 192%)



# Total Volume Sold YTD Compared to YTD 2010 (w/o MF and Business)



# Reminders

- Open House with Beau Beery, Newberry Square 1pm – 2pm
- Open House with Mike Ryals and Eric Ligman, Magnolia Parke 1pm to 2:30pm
- Next Meeting December 5th, 2011
  - Brian Miller w/Lunch
  - Newberry Project Introduction (Norfleet Construction)
  - Awards Ceremony
- 2012 GACAR Commercial Council Chairman is Perry Pursell!

# Listings

- New Listings
- Price Changes
- Wants/Needs

# 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).

# Dave Ferro

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