

# GACAR Commercial & Investment Council

October 2011

*Lunch today provided by:*

*Brian Miller*

*Sunstate Federal Credit Union*

# Agenda

- 11:30 - Arrive for lunch
- 11:45 - Brief Comments from our sponsor, Brian Miller with Sunstate Federal Credit Union
- 11:50 - Commercial Data
- 12:10 - New listings, price changes, etc.
- 12:45 - Open House, Tower Hill, presented by Todd Rainsberger

# 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	2,483	3,015	-17.64%
Sold Listings	1,195	1,289	-7.29%
Pending Listings	1,130	1,186	-4.72%
Vol. Sold Listings	\$223,721,212.00	\$275,732,760.00	-18.86%
Avg. Sell Price	\$187,214.40	\$213,912.15	-12.48%
Median List Price	\$168,900.00	\$182,782.00	-7.59%
Median Sell Price	\$162,000.00	\$177,500.00	-8.73%
List to Sell Ratio	94.86%	94.92%	0.06%
Avg. Day on Market	182	177	3.10%

# Vacant Land

Vacant Land	2011- YTD	2010- YTD	Change
New Listings	549	665	-17.44%
Sold Listings	110	103	6.79%
Pending Listings	107	70	52.85%
Vol. Sold Listings	\$11,751,912.00	\$12,340,583.00	-4.77%
Avg. Sell Price	\$106,835.56	\$119,811.49	-10.83%
Median List Price	\$75,000.00	\$69,900.00	7.29%
Median Sell Price	\$55,000.00	\$45,000.00	22.22%
List to Sell Ratio	85.65%	83.78%	2.22%
Avg. Day on Market	288	265	8.70%

# Commercial/Industrial

Commercial/ Industrial	2011- YTD	2010- YTD	Change
New Listings	213	168	26.78%
Sold Listings	29	26	11.53%
Pending Listings	22	15	46.66%
Vol. Sold Listings	\$13,864,575.00	\$13,367,330.00	3.71%
Avg. Sell Price	\$478,088.79	\$514,128.08	-7.00%
Median List Price	\$289,000.00	\$392,500.00	-26.36%
Median Sell Price	\$250,000.00	\$337,165.00	-25.85%
List to Sell Ratio	87.49%	89.17%	-1.88%
Avg. Day on Market	252	292	-13.78%

# Multifamily

Multi-Family	2011- YTD	2010- YTD	Change
New Listings	34	95	-64.21%
Sold Listings	16	12	33.33%
Pending Listings	20	10	100%
Vol. Sold Listings	\$17,332,995.00	\$1,162,700.00	1390.75%
Avg. Sell Price	\$1,083,312.19	\$96,891.67	1018.06%
Median List Price	\$59,450.00	\$120,750.00	-50.76%
Median Sell Price	\$55,500.00	\$93,350.00	-40.54%
List to Sell Ratio	99.39%	81.19%	22.41%
Avg. Day on Market	194	176	10.03%

# Rental

Rental	2011- YTD	2010- YTD	Change
New Listings	1,091	835	30.65%
Sold Listings	721	542	33.02%
Pending Listings	185	47	293.61%
Vol. Sold Listings	\$732,394.00	\$575,409.00	27.28%
Avg. Sell Price	\$1,015.80	\$1,061.64	-4.31%
Median List Price	\$950.00	\$950.00	0
Median Sell Price	\$925.00	\$950.00	-2.63%
List to Sell Ratio	97.33%	98.27%	0.95%
Avg. Day on Market	82	89	-8.30%

# Attached/Condominiums

Attached/ Condominium	2011- YTD	2010- YTD	Change
New Listings	659	943	-30.11%
Sold Listings	379	317	19.55%
Pending Listings	358	308	16.23%
Vol. Sold Listings	\$30,357,101.00	\$31,305,627.00	-3.02%
Avg. Sell Price	\$80,097.89	\$98,755.92	-18.89%
Median List Price	\$75,500.00	\$99,900.00	-24.42%
Median Sell Price	\$69,000.00	\$94,500.00	-26.98%
List to Sell Ratio	92.23%	91.78%	0.49%
Avg. Day on Market	180	165	8.68%

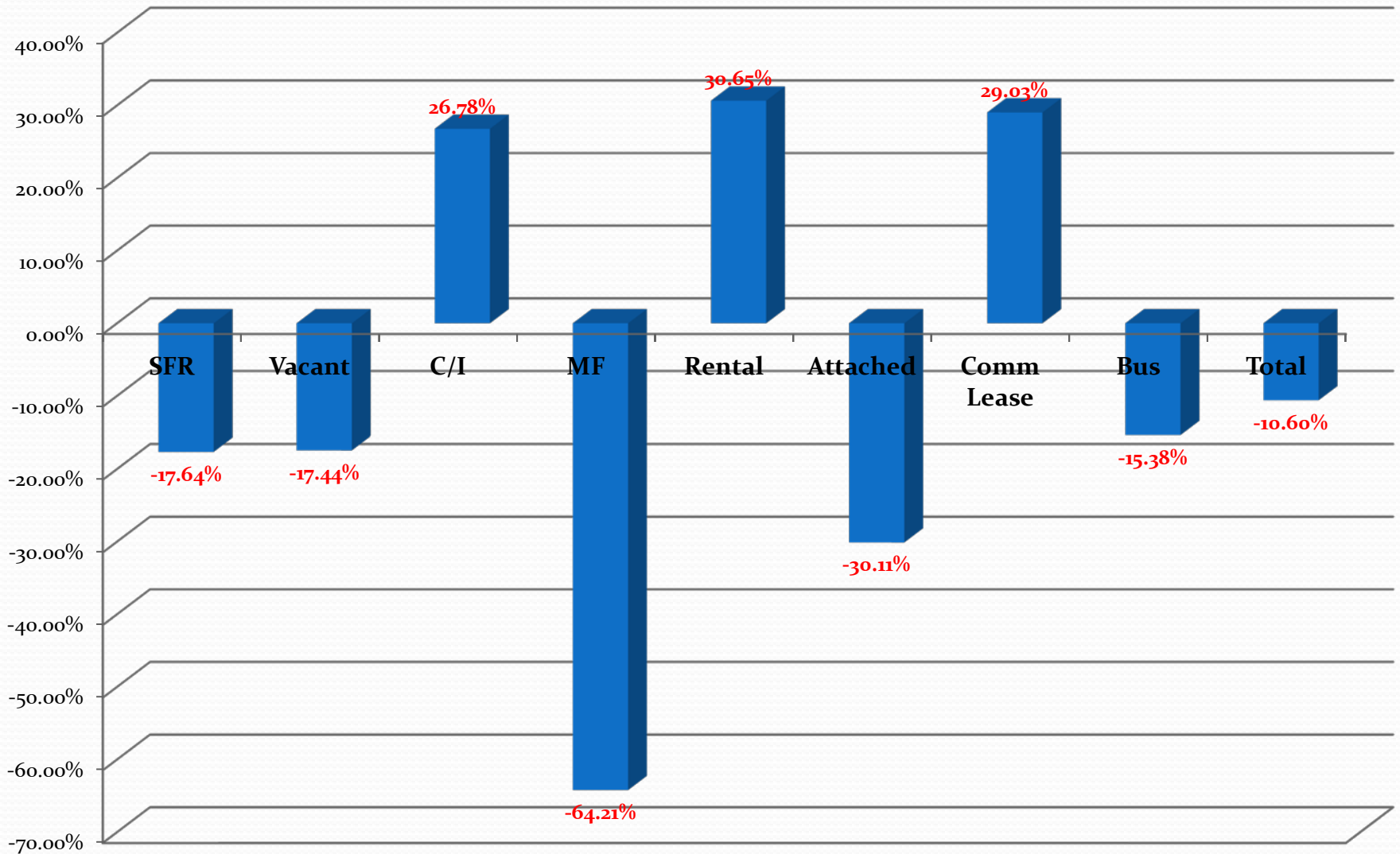
# Commercial Lease

Commercial Lease	2011- YTD	2010- YTD	Change
New Listings	280	217	29.03%
Sold Listings	0	0	N/A
Pending Listings	17	6	183.33%
Vol. Sold Listings	\$0.00	\$0.00	N/A
Avg. Sell Price	\$0.00	\$0.00	N/A
Median List Price	\$0.00	\$0.00	N/A
Median Sell Price	\$0.00	\$0.00	N/A
List to Sell Ratio	0.00%	0.00%	N/A
Avg. Day on Market	0	0	N/A

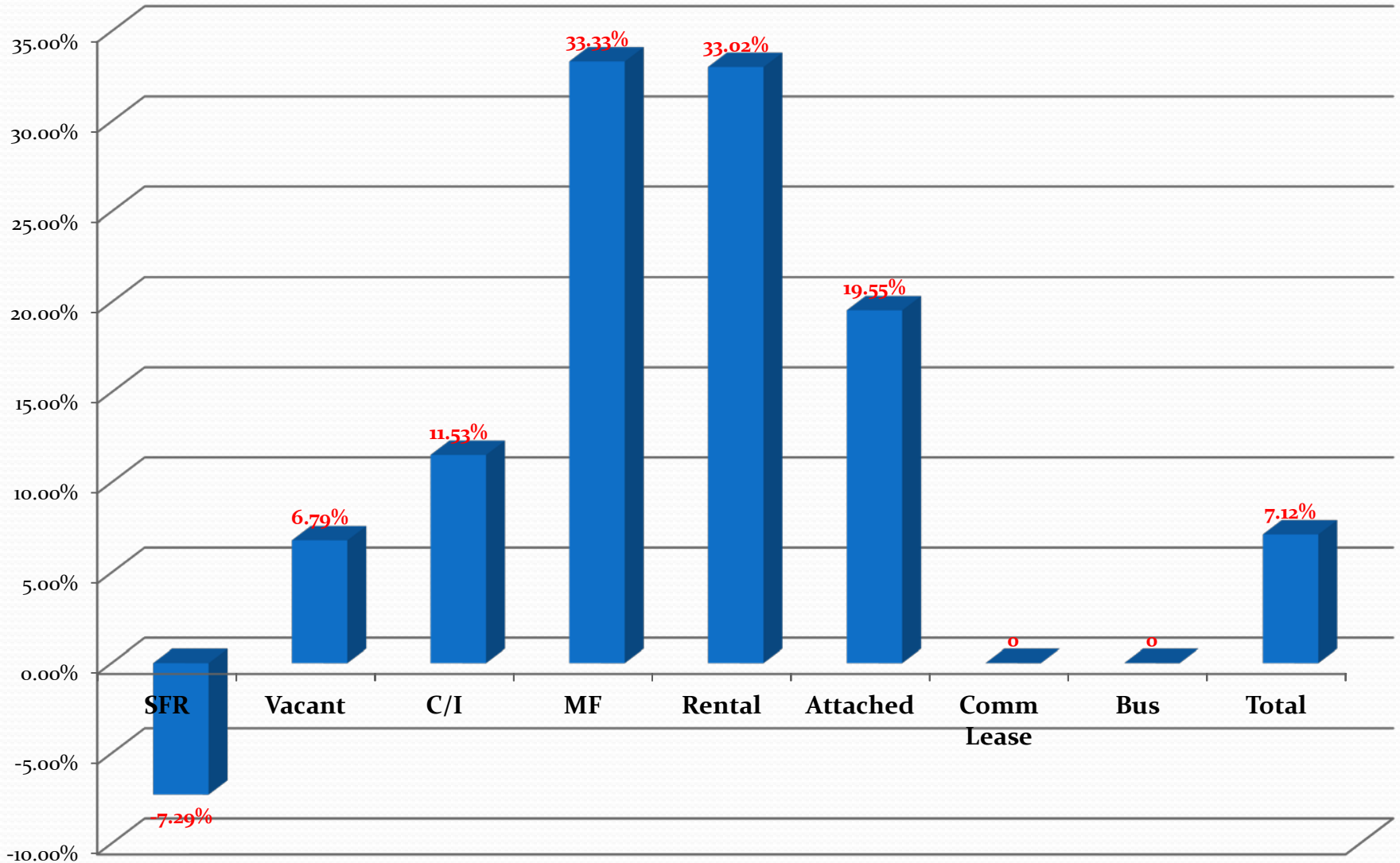
# Total

Total	2011- YTD	2010- YTD	Change
New Listings	5,320	5,951	-10.60%
Sold Listings	2,452	2,289	7.12%
Pending Listings	1,840	1,642	12.05%
Vol. Sold Listings	\$298,050,189.00	\$334,484,409.00	-10.89%
Avg. Sell Price	\$121,553.91	\$146,126.87	-16.81%
Median List Price	\$89,250.00	\$130,000.00	-31.34%
Median Sell Price	\$82,000.00	\$125,000.00	-34.40%
List to Sell Ratio	94.04%	93.87%	0.18%
Avg. Day on Market	158	160	-1.00%

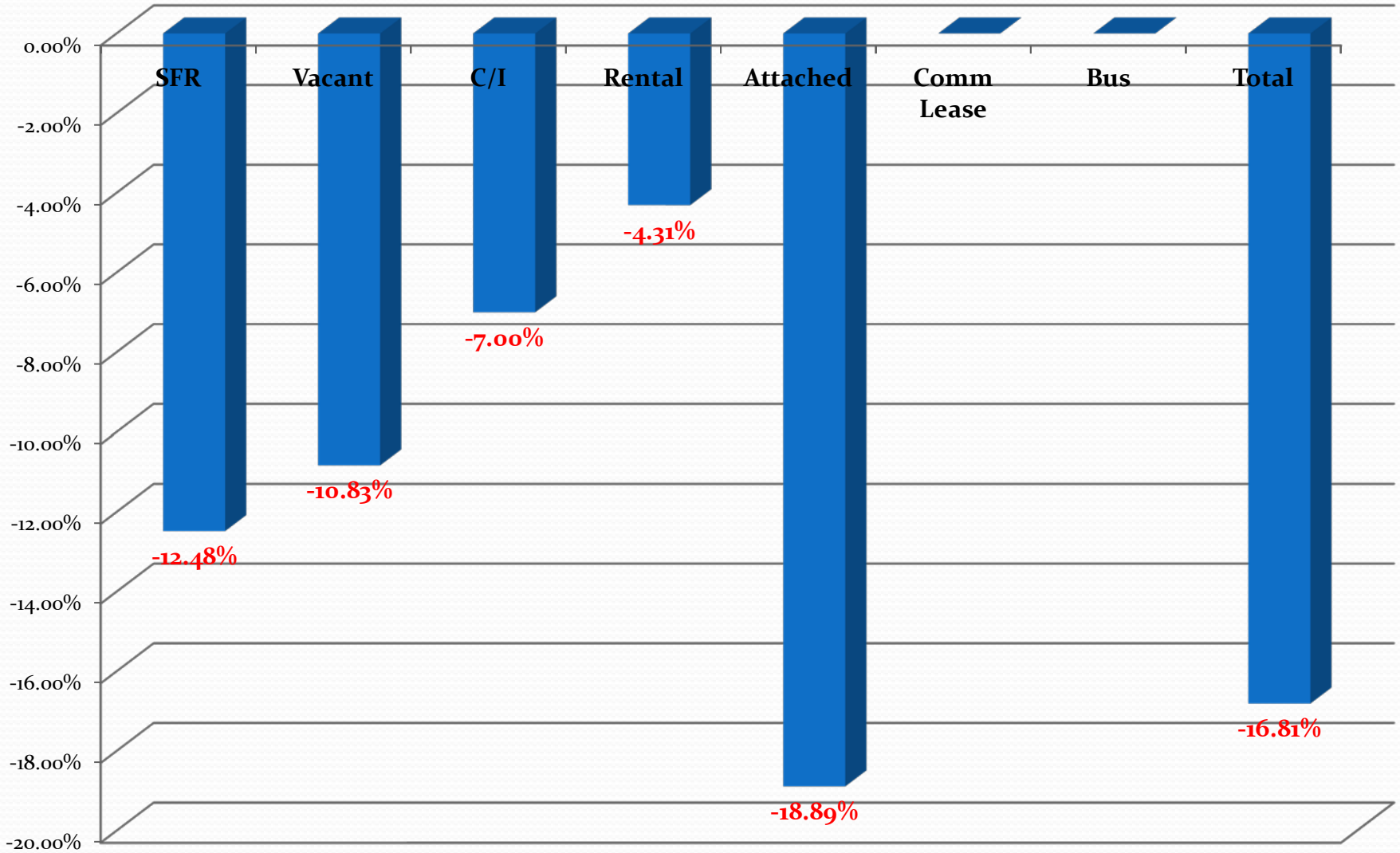
## New Listings YTD Compared to YTD 2010



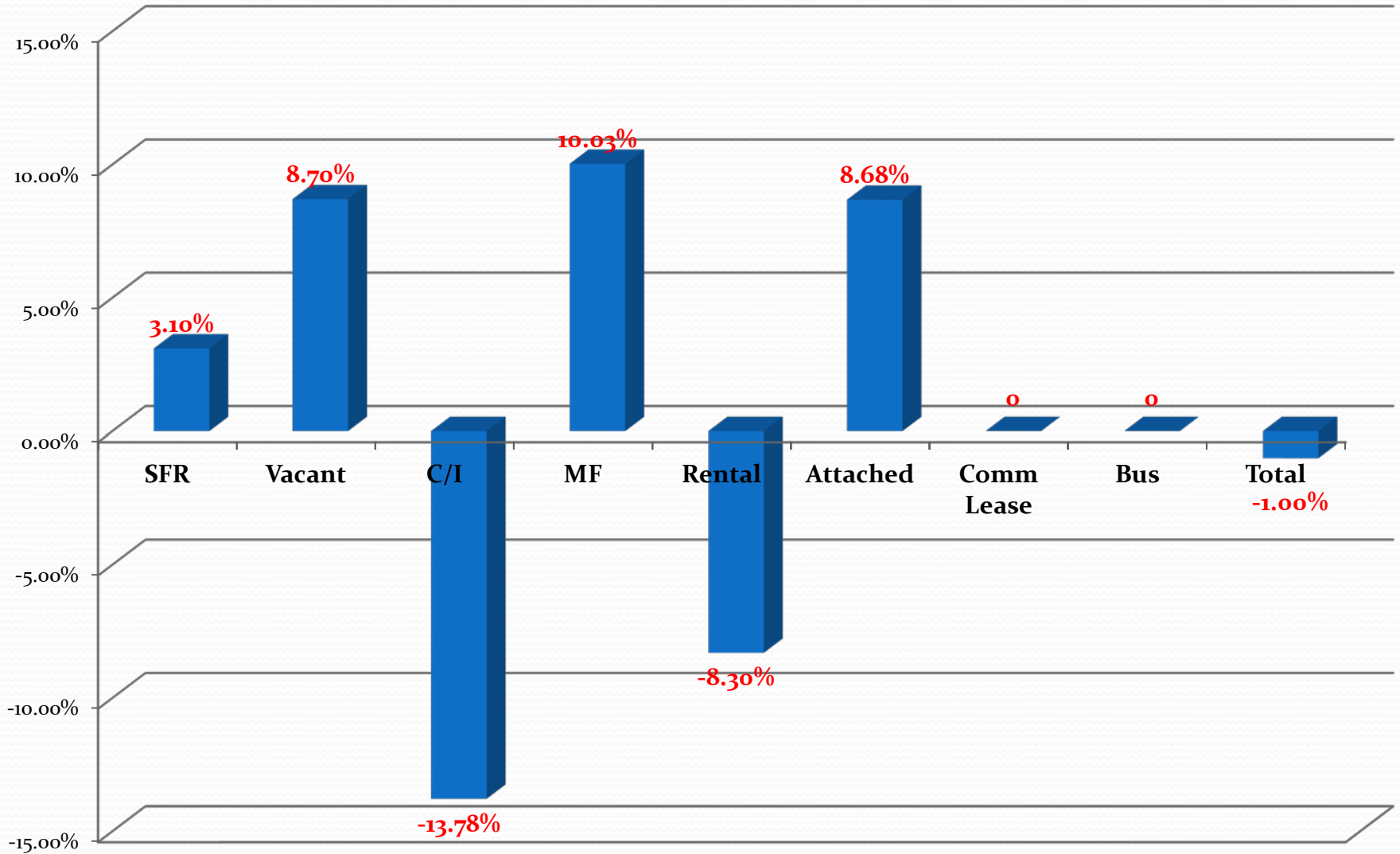
## Sold Listings YTD Compared to YTD 2010



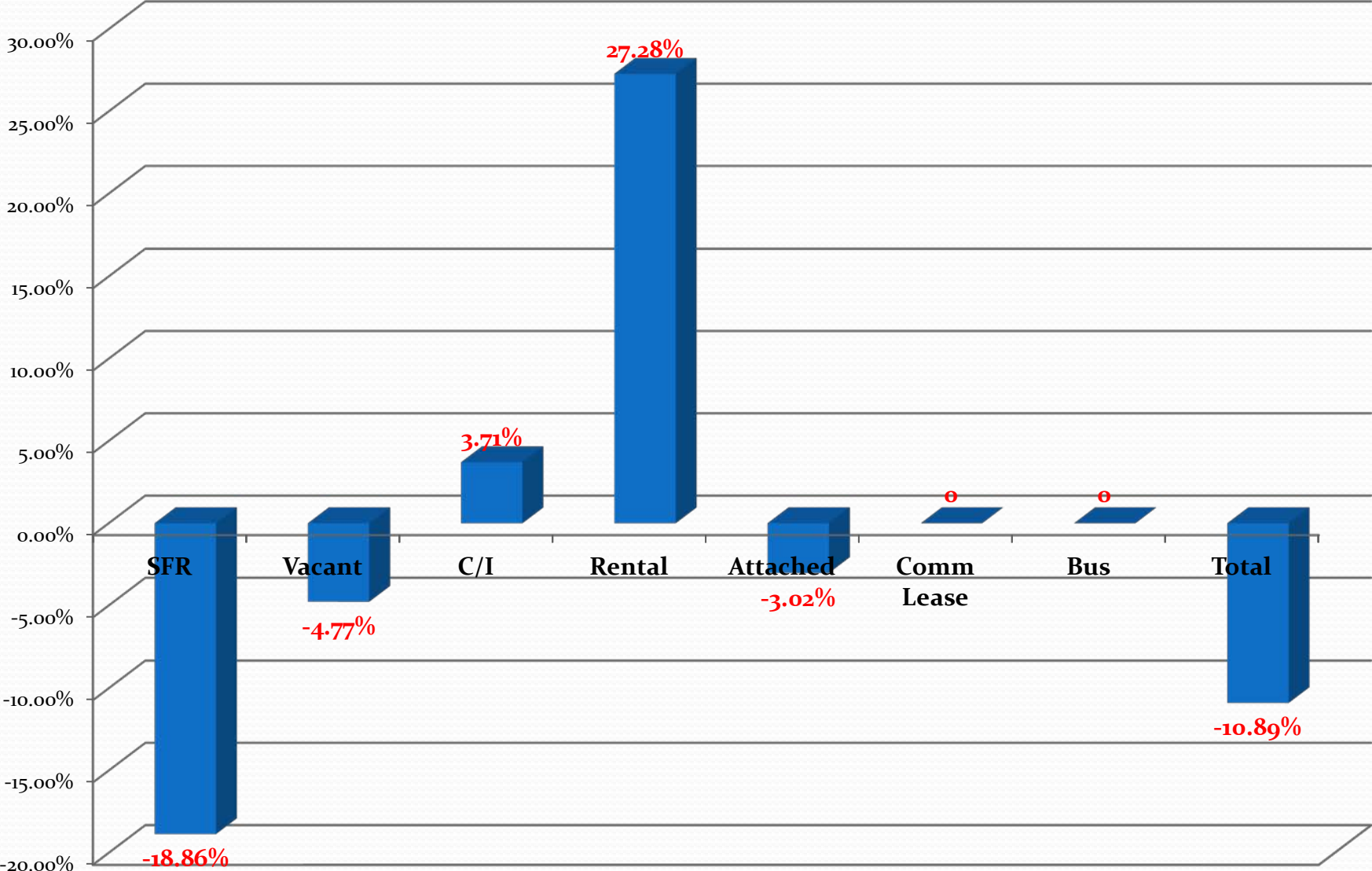
# Average Selling Price YTD Compared to YTD 2010 (w/o MF)



## Days on Market YTD Compared to 2010



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



# Listings

- New Listings
- Price Changes
- Wants/Needs

# Reminders

- Open House with Todd Rainsberger – Tower Hill
- Next Meeting November 7th, 2011

# Dave Ferro

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