

GACAR Commercial & Investment Council

September 2011

Lunch today provided by:

GACAR

Agenda

- 11:30 - Arrive for lunch
- 12:00 - Commercial Stats
- 12:10 - 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	2,271	2,764	-17.83%
Sold Listings	1,092	1,180	-7.45%
Pending Listings	1,027	1,077	-4.64%
Vol. Sold Listings	\$205,138,462.00	\$254,542,181.00	-19.40%
Avg. Sell Price	\$187,855.73	\$215,713.71	-12.91%
Median List Price	\$168,828.00	\$183,950.00	-8.22%
Median Sell Price	\$161,500.00	\$177,700.00	-9.11%
List to Sell Ratio	94.83%	94.98%	0.16%
Avg. Day on Market	184	176	4.12%

Vacant Land

Vacant Land	2011- YTD	2010- YTD	Change
New Listings	470	583	-19.38%
Sold Listings	103	94	9.57%
Pending Listings	96	63	52.38%
Vol. Sold Listings	\$11,121,512.00	\$8,869,282.00	25.39%
Avg. Sell Price	\$107,975.84	\$94,354.06	14.43%
Median List Price	\$75,000.00	\$67,400.00	11.27%
Median Sell Price	\$55,000.00	\$44,500.00	23.59%
List to Sell Ratio	85.70%	79.24%	8.16%
Avg. Day on Market	294	265	10.91%

Commercial/Industrial

Commercial/ Industrial	2011- YTD	2010- YTD	Change
New Listings	194	148	31.08%
Sold Listings	21	22	-4.54%
Pending Listings	17	15	13.33%
Vol. Sold Listings	\$5,789,575.00	\$12,145,330.00	-52.33%
Avg. Sell Price	\$275,694.05	\$552,060.45	-50.06%
Median List Price	\$236,250.00	\$392,500.00	-39.80%
Median Sell Price	\$210,000.00	\$337,165.00	-37.71%
List to Sell Ratio	88.11%	90.12%	-2.23%
Avg. Day on Market	257	294	-12.38%

Multifamily

Multi-Family	2011- YTD	2010- YTD	Change
New Listings	28	90	-68.88%
Sold Listings	15	11	36.36%
Pending Listings	18	8	125%
Vol. Sold Listings	\$17,297,595.00	\$1,069,200.00	1517.80%
Avg. Sell Price	\$1,153,173.00	\$97,200.00	1086.39%
Median List Price	\$59,900.00	\$109,000.00	-45.04%
Median Sell Price	\$57,000.00	\$93,200.00	-38.84%
List to Sell Ratio	99.39%	84.04%	18.25%
Avg. Day on Market	179	186	-3.85%

Rental

Rental	2011- YTD	2010- YTD	Change
New Listings	1,023	768	33.20%
Sold Listings	664	500	32.80%
Pending Listings	161	45	257.77%
Vol. Sold Listings	\$678,084.00	\$536,692.00	26.34%
Avg. Sell Price	\$1,021.21	\$1,073.38	-4.86%
Median List Price	\$950.00	\$950.00	0
Median Sell Price	\$925.00	\$950.00	-2.63%
List to Sell Ratio	97.29%	98.17%	0.90%
Avg. Day on Market	83	91	-9.34%

Attached/Condominiums

Attached/ Condominium	2011- YTD	2010- YTD	Change
New Listings	607	865	-29.82%
Sold Listings	346	299	15.71%
Pending Listings	336	283	18.72%
Vol. Sold Listings	\$27,595,258.00	\$29,830,516.00	-7.49%
Avg. Sell Price	\$79,755.08	\$99,767.61	-20.05%
Median List Price	\$75,000.00	\$99,900.00	-24.92%
Median Sell Price	\$69,000.00	\$95,000.00	-27.36%
List to Sell Ratio	92.09%	91.79%	0.32%
Avg. Day on Market	180	169	6.58%

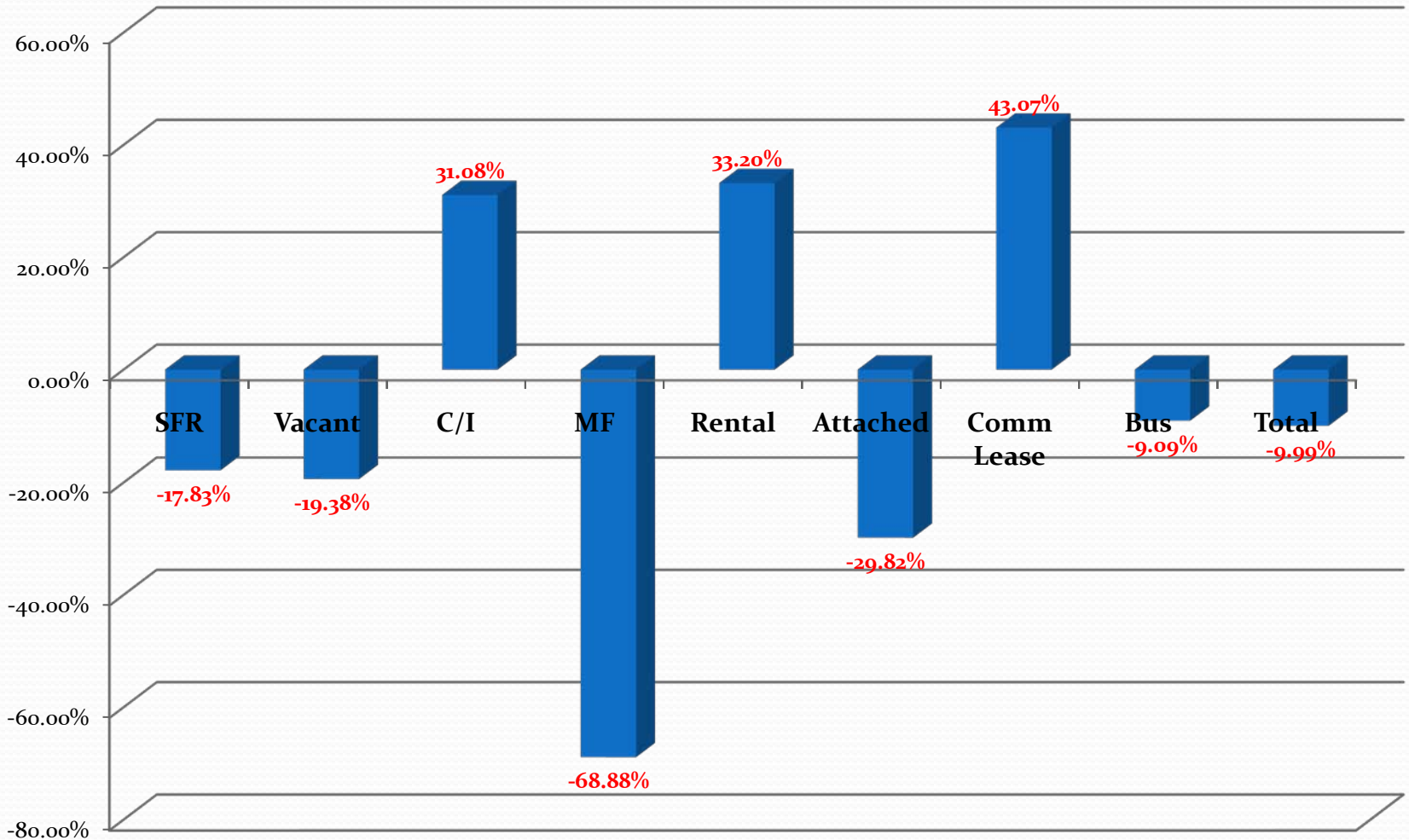
Commercial Lease

Commercial Lease	2011- YTD	2010- YTD	Change
New Listings	279	195	43.07%
Sold Listings	0	0	N/A
Pending Listings	16	6	166.66%
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

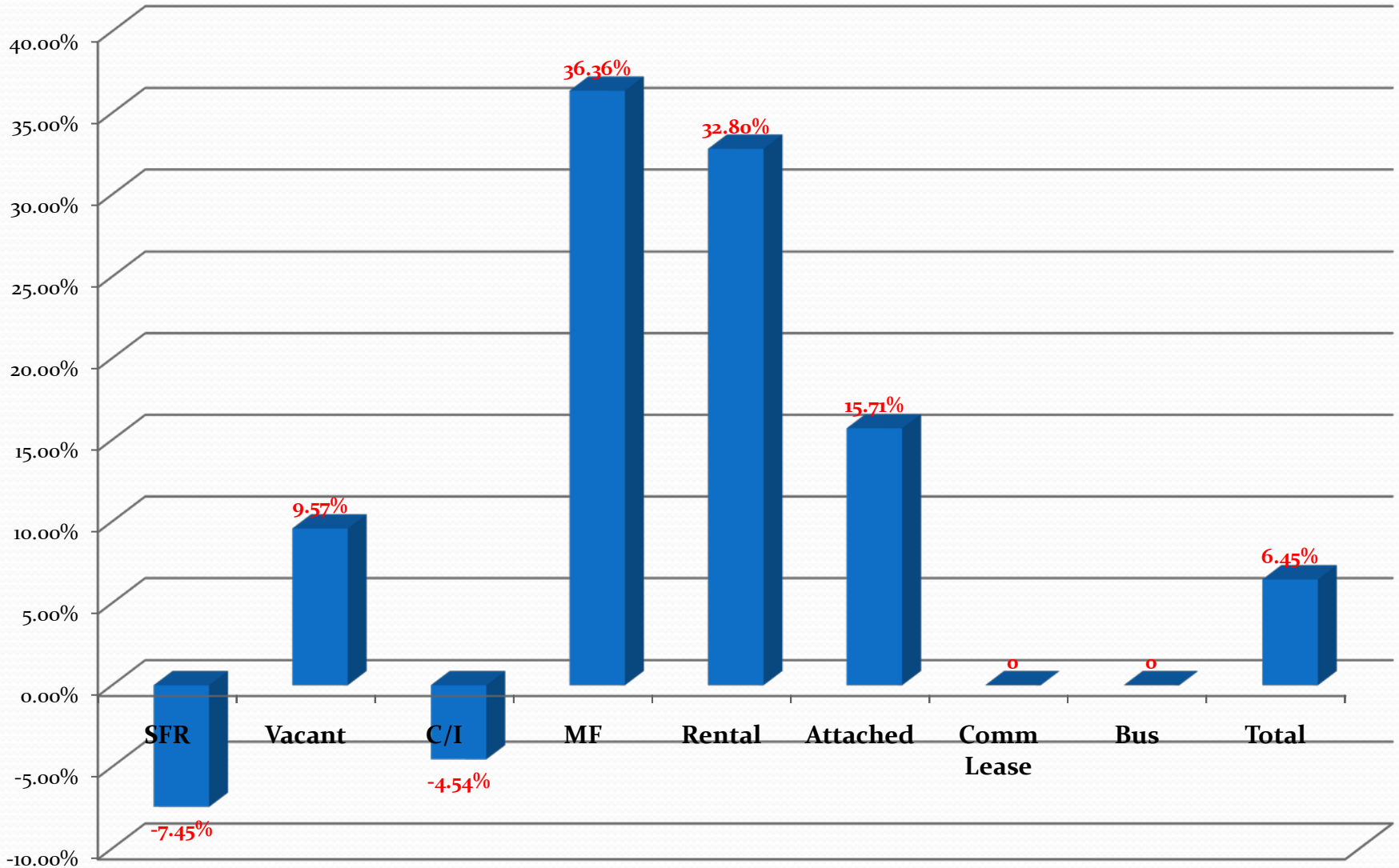
Total

Total	2011- YTD	2010- YTD	Change
New Listings	4,882	5,424	-9.99%
Sold Listings	2,242	2,106	6.45%
Pending Listings	1,672	1,497	11.69%
Vol. Sold Listings	\$267,685,486.00	\$306,993,201.00	-12.80%
Avg. Sell Price	\$119,395.85	\$145,770.75	-18.09%
Median List Price	\$88,000.00	\$130,000.00	-32.30%
Median Sell Price	\$81,000.00	\$124,950.00	-35.17%
List to Sell Ratio	94.24%	93.89%	0.37%
Avg. Day on Market	159	160	0.87%

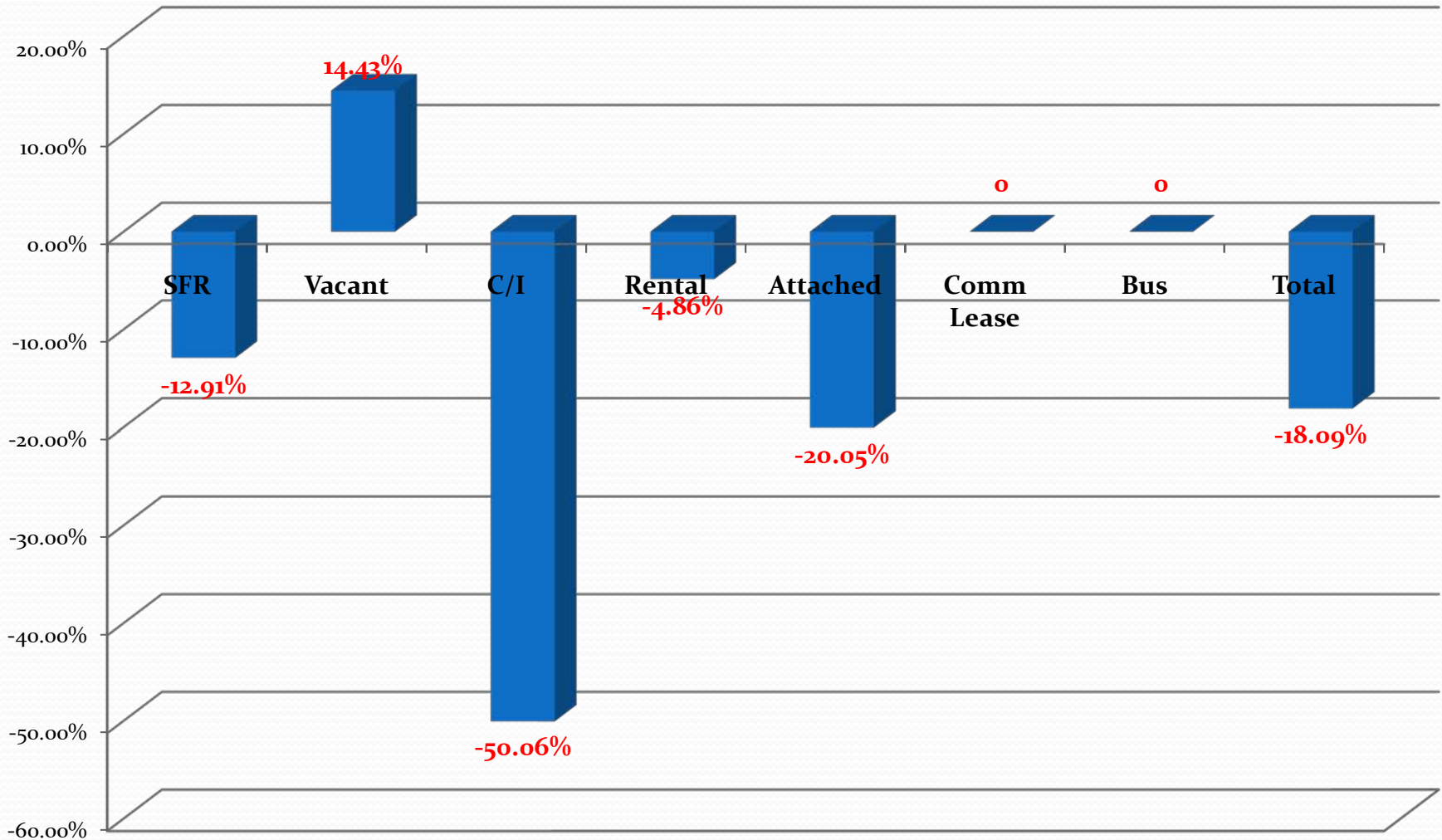
Change in New Listings YTD Compared to YTD 2010



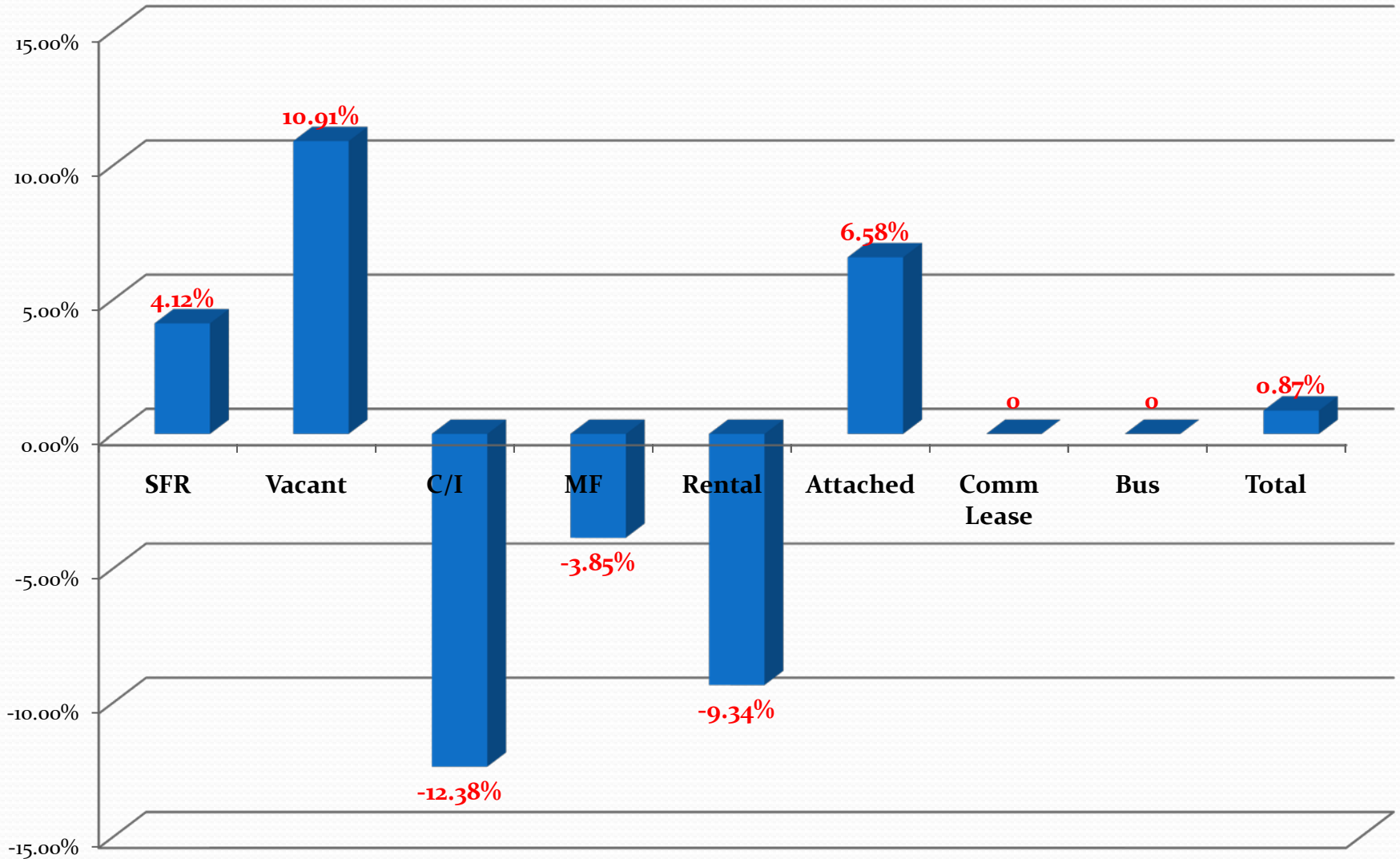
Change in Sold Listings YTD Compared to YTD 2010



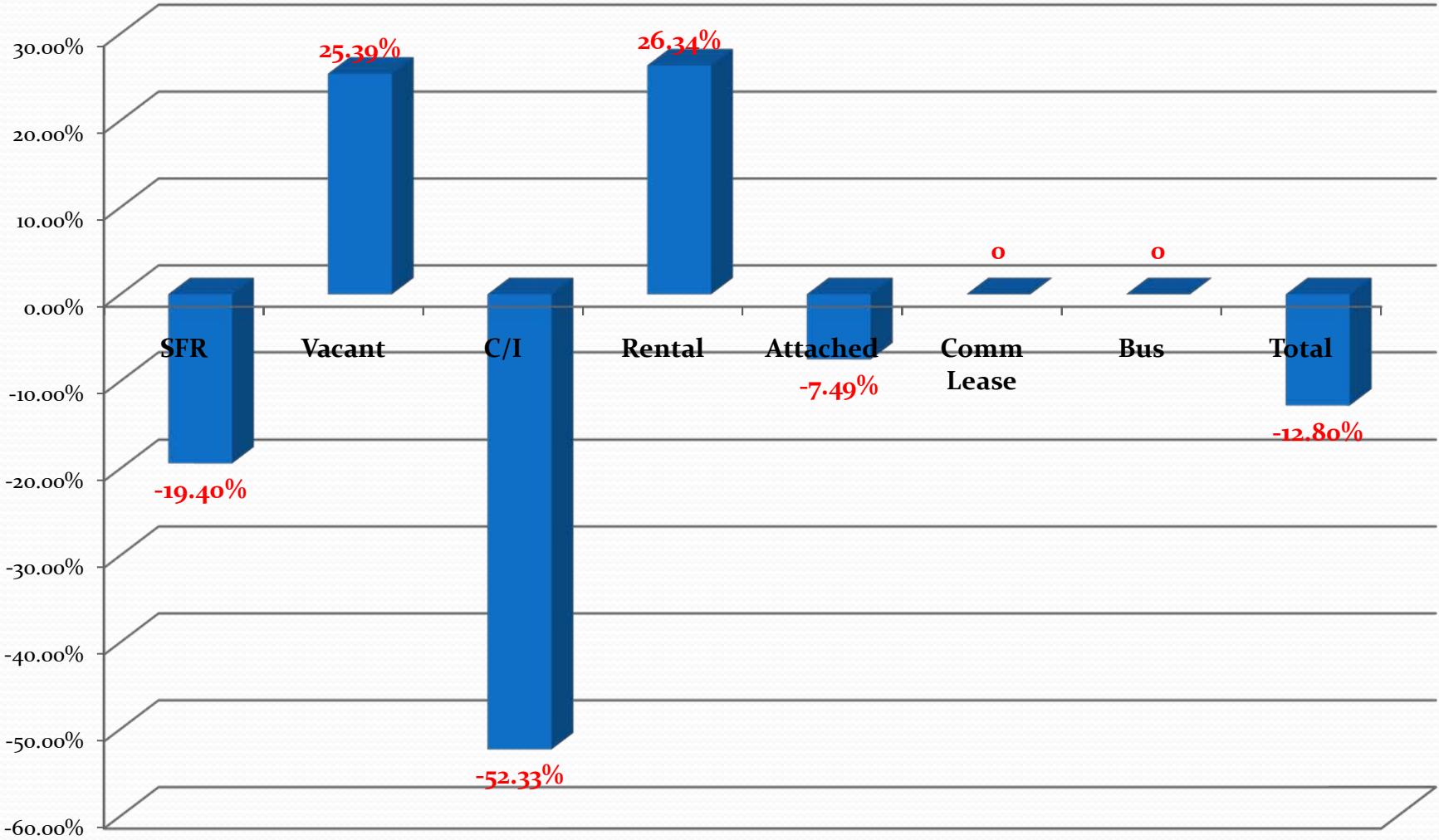
Change in Average Selling Price YTD Compared to YTD 2010 (w/o MF)



Change in Days on Market YTD Compared to 2010



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



Listings

- New Listings
- Price Changes
- Wants/Needs

Reminders

- Next Meeting October 3rd, 2011

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