

Radio Show Notes December 7th 2011

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You can participate in the show by calling 318-442-8255 (talk) between 8:05 and 8:55 on Wednesday morning. Do not attempt to call Saturday this is our encore performance (fancy way to say taped).

Attachments, Announcements, and Travels

Chandler Park Subdivision study

Realtors Awards and Installation Banquet

The Board of Realtors Awards and Installation Banquet is this week at Bistro on the Bayou. Affiliates expo one hour prior to lunch meeting of our 300 Board Members 127 have purchased tickets to this event.

Awards for this past year include the following and I will announce winners next week

Rookie of the Year
Realtor of the Year
President's Plaque

High producers were once called the "Million Dollar Club" which meant you needed to list or sell one million in sales volume for the year. This year 59 of our members achieved this level of production. Last year it was 70 the year before it was above 80. By my calculations based on commission rate and agent's split with their broker one could reach this milestone with \$20,000 in annual earned commission. Does this mean out of 300 Realtors only 59 made \$20,000 per year? Listen to the answer on the show.

Announcement

Open house beginning today at 2070 North Mac Arthur for Wurth Snider Bolt & Screw for new 13,000 square foot office and warehouse. Larry Bordelon is developer and landlord for this building.

Tunica-Biloxi \$13 million dollar 40,000 square foot cultural center opening is either soon or has happen recently drive by reporter please call and let us know which.

End of the year real estate income tax tips: Not much you can do for tax planning related to real estate this late in the year. You can rush some deductions for example, pay January's house note early deduct one more month's interest for 2011. You can delay closing of taxable transaction until January pushing gain into 2012 vs. 2011.

People not properties

Jonathan Goins thanks for your decision to serve the public a city council member from District 3.

Kudos to those who are willing to take leadership role for Board of Realtors

Roz Allemond President 2012
Elaine Setliff President Elect
Amanda Crooks, Secretary Treasurer

Jarred Walker met him at Red River Bank's Christmas party new agent with Century 21 Millennium. Paige Walker's son was such an impressive young man I asked him to appear on show as guest sometime to share with us the adventure of young person's entry into our business.

Every Deal has a Tale / Tail

New restaurant

Susan Matthews represents tenant and Alvin Mykoff represented landlord. Sammy's Southern Foods independently owned and either 19 or 20th location for New Orleans headquarters company. Oh yea location at former China Princess between Hertz rental and Security sporting goods.

Last Week's mistake

Mentioned Brown and Brown Insurance building was formerly Alexander and Alexander Insurance. What I should have said it was the Alexander and Bolton Office since 1962. Opps, sorry thanks Martin Heyman for catching the mistake.

Rayford Office Building with 4 acres of land plus the jet air plane is for sale at \$3,500,000. If there were ever a building that could brand a company this is the spot.

Before the last show this year I will have a segment for \$1,000,000 deals closed this year. I will comb through approximately 2,000 closed transaction and pull out those deals north of \$1,000,000.

Carich Investments, LLC David Carlton (218 West Lauren St., Alex., LA 71303) to Daniel Lester, DDS (1431 Peterman Dr., Alex., LA 71303) - Part A of Lot 31,

Metroplex Subd. (1431 Peterman Dr., Alex., LA 71303), \$208,067.07. This appears to be location where Dr. Lester must have been leasing and now is buying from his landlord who is local oral surgeon.

Super 10 closing across from entrance to Louisiana College and I thought is was closing due to new Dollar General but have discovered that they are closing three store this round all of which are in leased facilities. We manage this property made inspection yesterday and there is a real "Going out of Business" sale. Better hurry everything will be gone by Christmas or sooner.

None of the motels adjacent to the Holiday Inn express are under construction does not know which "Flag" it will fly.

Bayou Rapides just prior to Country Day school on same side of the road (formerly Blackie Vandersypen I do believe) what is being built here? Wonder no longer you heard it here first Ronnie Rayburn local utility contractor all around great fellow is building stables for his horses and bet he will later build his home on this site.

\$2.5 million dollar price reduction on Dennis Miller's home in Montecito, Ca. has been reduced from \$17.5 million to \$15 million go on line to CB Previews International in Montecito, Ca. if you are interested and then call me I will draft the buy and sell.

4th house this quarter to sell at or near \$1,000,000 (2 this week)

Diane C & Craig W Hamilton to Hallie N & Christian J Wold - 2.856 acres in Sec 43, T3NR1W, et al, \$1,250,000.00.

David R Gilchrist (1500 Hwy. 456, Lecompte, LA 71346) to Darren J & Maria J Olagues (6321 Audubon Oaks Dr., Alex., LA 71303) - Lots 19 & 20, Timber Trails Subd., Unit 7, et al (6220 Tennyson Oaks Lane, Alex., LA 71301), \$800,000.

Both of the other homes were on or near horseshoe drive. Dr. Drury home and David Walker's home

Construction Contracts

\$629,150 was the low bid for addition and renovation to Rapides Parish Sales and Use Tax Office. Larwood Construction LLC low bidder. Same Police Jury agenda there was a motion to advertise for lease vacant space at 5610-E Coliseum begs the question why do they need to expand and yet have vacant office space for lease. I am sure there is a good answer probably not located next door, too small etc.

All-Star automotive Chrysler / Dodge/ Jeep dealership on highway 28 West are under construction.

(+3)Rod's economic indicator perfect score is 5

When top rating of 5 appears week after week I will share with our audience, that "Green Shots" is here and recovery is in full swing. Only the measurement of lot sale ranked positive score and random sales one scored positive the other negative.

Governor Roemer's focus group study showed attitudes were best in the week that LSU and the Saints won. Well folks in the state should be happy this week Saints win 4th in a row and LSU is undefeated. If you live in Winnfield area bet you can barely sleep with Winnfield tigers on the way to Mercedes-Benz dome for State Playoffs. Last time Winnfield football team was in the playoffs was 1982. I was 32 years old then.

Legal recorder data for five business days from November 28th through December 2nd

- (1) Total of 40 closed deals for the week has positive score
- (2) At least one new home sale for the week has positive score
- (3) At least one subdivision lot sale for the week garners positive score
- (4) Number of lender sales in market place is less than 5% of the total market sales for the week.
- (5) Two random residential sales compared to average prices for 2008, 2009 and 2010 that demonstrate increase prices.

(-1) Total sales

Looking for 40 closed deals from previous week market provided volume of \$4,629,866 only 26 sales; just three homes totaled \$2,605,000 (\$555,000 in Tennyson Oaks, \$800,000 in Tennyson Oaks, and \$1,250,000 on Horseshoe Drive) or 56% of total sales.

(-1) Random sales comparison

We track average sales price in certain subdivision for 2008 through 2010 and compare it to a sale this.

Roderick E Adams, Jr., et al (307 Iris Park, Pineville, LA 71360) to Vaamana, LLC (5114 Mallard Dr., Alex., LA 71303) - Lot 5, Blk 2, Shirley Park Subd. (3424 Prescott Road, Alex., LA 71301), \$54,350.00. Very few sales in past three years in Shirley Park but average price is \$71,450 the sale we are tracking this week is \$54,350 for negative score.

Richard C & Sheila D Rhea (22743 Alabama Hwy. 55, Andalusia, AL 36420) to Ian J Stilgoe (224 Southland Road, Alex., LA 71302) - Lot 79, Chandler Park, et al (5608 Mildred Ave., Alex., LA 71301), \$169,900.00. average price last year was \$140,433 and this year \$175,600 the sale we are tracking this week is \$169,900 for negative score.

(+1) New Home sales

Looking for a single sale this week for positive score, the market gave us one.

Three B Construction, LLC (P O Box 2167, Prairieville, LA 70769) to Cam C & Whitney J Hallman (356 Moss Point Dr., Lot 42, Boyce, LA 71409) - Lot 54, Shadow Creek Ranch (341 Shadow Creek Ave., Pineville, LA 71360), \$159,900.00

(+1) Lot Sales or home site acreage

Only need one sale for positive score and this week the market gave us one

L.A.W. Three, Inc. (8164 Titleist Dr., Pineville, LA 71360) to Kerry D & Frances L Youngblood (8170 Titleist Dr., Pineville, LA 71360) - Lots 19 & 20, Timber Trails Subd., Unit 7, \$10,000.00

(+1) Lender Total Sales

Rates positive score if lender sales are below 5% of total sales, this week market gave us zero

Interest Rates

30 year fixed is 3.99% was 4.04% the 15 year rate is 3.36% was 3.40%. 5/1 ARM is 2.92% was 3.00%.

Chandler Park Subdivision Study December 2011

2008 there were 4 sales at average price of \$151,525

02/06/2008 1805/206 1361651 Craig M Nall to John G Thompson, III & Vickie L Thompson (4705 White Chapel Blvd., Alex., LA 71303) - Lot 104 & part of 105, Chandler Park (1802 Choctaw Dr., Alex., LA 71303), \$160,000.00

03/07/2008 1807/668 1363967 John D Mowad, Jr., et al (107 Sigma Lane, Lafayette, LA 70506) to Jeffrey N Karam Construction, LLC (1706 Yupon Dr., Alex., LA 71301) - Part of Lots 11 & 12, Chandler Park

Subd. (5716 Navaho Trail, Alex., LA 71301),
\$100,000.00

06/12/2008 1815/921 1372544 Pennington Properties (321 Jacob B Loop, Alex., LA 71303) to James R McDonald & Lottie L Bash (1907 Choctaw Dr., Alex., LA 71301) - Lot 119, Chandler Park, \$215,100.00

10/10/2008 1824/657 1382140 Gerald W & Carol C Jackson (1911 Choctaw Dr., Alex., LA 71301) to RNR Investments, LLC (1268 Dorchester Dr., Alex., LA 71303) - Lot 120, Chandler Park Subd., et al (1911 Choctaw Dr., Alex., LA 71301), \$131,000.00

2009 there were 7 sales with average price of \$157,200 increase of 3.75%

02/23/2009 1832/447 1390976 John G Thompson, III, et ux (4705 Whitechapel Blvd., Alex., LA 71303) to Allison L Covington (1802 Choctaw Dr., Alex., LA 71301) - Lot 104, Chandler Park, et al, \$165,000.00

03/06/2009 1833/217 1931905 Succn of Thomas B Smith (3424 Wainwright St., Alex., LA 71301) to Andreas K Losavio (5527 Navaho Trail, Alex., LA 71301) - Lot 45, Chandler Park (5527 Navaho Trail, Alex., LA 71301), \$80,000.00

04/22/2009 1836/237 1395186 RNR Investments, LLC (1268 Dorchester Dr., Alex., LA 71303) to Jacques B Houston, Jr., et ux (1911 Choctaw Dr., Alex., LA 71301) - Lot 120, Chandler Park Subd., et al, \$210,000.00

05/26/2009 1838/436 1397872 John R Flynn, Jr., et ux (6006 Cherokee, Alex., LA 71301) to Brian J Flynn, et ux (5716 Mildred Ave., Alex., LA 71301) - Lot 70, Chandler Park, \$190,000.00

06/01/2009 1839/345 1398813 Thomas E Simpson, Jr., et ux (6214 West Taylor St., Alex., LA 71303) to Sandra H Walsh (5724 Mildred Ave., Alex., LA 71301) - Lot 68, Chandler Park (5724 Mildred Ave., Alex., LA 71301), \$182,000.00

08/31/2009 1846/28 1405890 Dewey M Carlisle (2608 Green Meadow Dr., Valdosta, GA 31602) to Timothy W Crowe (920 Twin Bridges Rd., Apt. 106, Alex., LA

71303) - Lot 8, Chandler Park, et al (1503
Choctaw Dr., Alex., LA 71301), \$135,500.00

12/23/2009 1852/598 1413369 Donald J Armand, Sr., et al (118 Cedar Point
Dr., Pineville, LA 71360) to Marcus B &
Christy M Edwards (1616 Shannon Rd., Alex.,
LA 71301) - Lots 5 & 6, Chandler Park (1616
Shannon Rd., Alex., LA 71301), \$137,900.00

**2010 there were 10 sales average price of
\$140,433 or decline of 10.67%**

01/27/2010 1854/392 1415265 Catherine M Pears (5628 Mildred Ave., Alex.,
LA 71301) to Pears Land Co., LLC (610
Colonial Dr., Lafayette, LA 70506) - Lot 74,
Chandler park Addn. (5628 Mildred St., Alex.,
LA), \$75,000.00

06/01/2010 1863/518 1424930 Allison L Covington (205 Nickolas Path,
Pineville, LA 71360) to Christopher K & Tiffany
W Kinnison (1802 Choctaw Dr., Alex., LA
71301) - Lot 104, Chandler Park, et al (1802
Choctaw Dr., Alex., LA 71301), \$174,900.00

06/25/2010 1865/556 1427264 John F & Hannah R Muder (5556 Navaho
Trail, Alex., LA 71301) to Dossbill Enterprises,
LLC (14876 Hwy. 8, Colfax, LA 71417) - Lot
26, Chandler Park, \$130,000.00

07/09/2010 1866/932 1428519 Leah E Schroeder (800 25th St. NW #303,
Washington, DC 20037) to Marilyn B Martin (P
O Box 425, Walloon Lake, MI 49796) - Lot 71,
Chandler Park (5712 Mildred Ave., Alex., LA
71301), \$122,000.00

08/06/2010 1868/939 1430833 Jeffrey J Janette, et al (108 N Roclay Dr.,
Lafayette, LA 70506) to Janice E Clay (Xavier
Univ. 1 Drexel Dr., Box 187, New Orleans, LA
70125) - Lot 32, Chandler Park Subd. (5532
Navaho Trail, Alex., LA 71301), \$120,000.00

08/11/2010 1869/235 1431089 Chantil L Lewis (P O Box 11937, Alex., LA
71315) to Margaret A Bird (1025 Haverhill
Trail, Lawrenceville, GA 30044) - Lot 128,
Chandler Park (2012 Choctaw Dr., Alex., LA
71301), \$210,000.00

10/05/2010 1872/818 1435169 Carol T Jenik/Krider (5816 Old Boyce Rd.,
Boyce, LA 71409) to Brenda J Lachney, et al
(580 Hwy. 470, Lecompte, LA 71346) - Lot

127, Chandler Park (5708 Prescott Rd., Alex., LA 71301), \$153,000.00

10/19/2010 1873/591 1436145 Louis V & Sandra A Crenshaw (8897 Hwy. 165 S, Woodworth, LA 71485) to Christopher R Bordelon, et al (1607 Shannon Road, Alex., LA 71303) - Lot 2, Chandler Park Subd., \$87,500.00

11/03/2010 1874/427 1437163 Rebecca S Hanley (557-B Versailles Blvd., Alex., LA 71303) to Stephanie L Berry (5509 Mildred Ave., Alex., LA 71301) - Lot 93-R, Chandler Park, \$156,500.00

11/04/2010 1874/586 1437302 Jerry A & Joyce M Cripps (85 Acadia St., Pineville, LA 71360) to Dossbill Enterprises, LLC (14876 Hwy. 8, Colfax, LA 71417) - Lot 55, Chandler Park (5611 Navaho Trail, Alex., LA 71301), \$110,000.00

2011 there were only 5 sales and average price of \$175,600 or increase of 24.98%

06/13/2011 1890/322 1452284 Glenda R Grivet (575 Ross Road, Winnsboro, LA 71295) to Rebecca L Smith (5704 Navaho Trail, Alex., LA 71301) - Lot 15, Chandler Park Subd., et al (5704 Navaho Trail, Alex., LA 71301), \$153,000.00

09/26/2011 / 1459756 Alayne M Bonnette, et al (541 Hwy. 453, Marksville, LA 71351) to John B & Patrice A Laws (5732 Mildred Ave., Alex., LA 71301) - Lot 111, Chandler park (5732 Mildred Ave., Alex., LA 71301), \$160,000.00

10/28/2011 1899/856 1462088 Jacques B Houston, Jr. & Catherine M Houston (113 Pebble Beach, Youngville, LA 70592) to Margery P Purkey (1911 Choctaw Dr., Alex., LA 71301) - Lot 120, Chandler Park Subd., et al (1911 Choctaw Dr., Alex., LA 71301), \$219,500.00

11/30/2011 1901/666 1464145 Richard C & Sheila D Rhea (22743 Alabama Hwy. 55, Andalusia, AL 36420) to Ian J Stilgoe (224 Southland Road, Alex., LA 71302) - Lot 79, Chandler Park, et al (5608 Mildred Ave., Alex., LA 71301), \$169,900.00

30 sales since beginning of 2008 ranging from a low of \$87,500 (\$75,000 sale appears to be related parties) to a high of \$219,500