

Radio Show Notes December 21st 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).

People not Properties:

Thank you Jamie Lemoine for filling in for me last week. There was La Real Estate Commission meeting which I decided at last minute not to attend.

Secretary of Economic Development for State of Louisiana willing be calling in this morning for his "Year End Report."

Banc Corp South is not a person but their building lighting at night is nothing short of beautiful.

Roy O Martin's Presentation to Rotary

Very encouraging comments regarding Oil & Gas activity in our area. Here are a few great links regarding oil and gas activity at Flatwoods

<http://www.gohaynesvilleshale.com/group/tuscaloosamarineshale/forum/topics/indigo-bentley-lumber-34h-1-results>

and

http://www.gohaynesvilleshale.com/group/rapidesparish/forum/topics/eagle-ford-in-rapides-parish?commentId=2117179%3AComment%3A2220852&xg_source=msg_com_gr_forum

Jimmy DeRamus "Cajun Pawn Stars" premiere will be January 8th on History Channel at 9 pm. There is no doubt in my mind that this will be a "must see" show Jimmy DeRamus is one of most colorful local business men and show will be fun.

Pat Moore president elect for CABL, reminder CABL opposed four year status for LSUA so I am glad to see local leadership of that organization.

Attachments, Announcements, and Travels:

Birthday Present to Wife Marilyn took her to Saints / Vikings game in Minneapolis. Warmest weather in a Century had hoped to see snow instead people walking to the game in shorts. Highly recommend Ivy hotel downtown, skywalks are really neat. Three restaurants we can recommend Keyes for Breakfast, 112 Eatery www.112eatery.com and Zelo www.zelo.com . This is my 5th trip to Minneapolis one previous Saints game and three teaching assignments. Each time I have found the people to be truly "Minnesota Nice." Front page of sports section for USA Today was photo and story of ULL game, behind with only 32 seconds remaining on clock and your guy kicks 50 yard field goal.

Fulton acres study sale since 1-1-08

Cobblestone study sales history since 1-1-08

Mykoff Absorption report.

Total market 10.72 month supply = 740 homes on market and 69 sold
Above \$400,000 14.5 month supply = 29 homes on market and 2 sold
\$250,001 to \$400,000 14.67 month supply = 88 on market and 6 sold
\$150,001 to \$250,000 12.93 month supply = 194 on market and 15 sold
Under \$150,000 9.33 month supply = 429 on market and 46 sold

Every Deal has a tale / tail:

\$70.1 Million expansion at Fort Polk is huge news for our community.

\$27 million will buy 8,250 acres
\$9.2 million for new fire station
\$8.3 million for machine gun range

I have said many times before on this show be careful what you trust when you see National numbers. Then last week NAR admits they over stated sales numbers, are we really surprised any way NAR can positively spin numbers.

Local MLS comparing November average prices for that month to same time in previous years

2009	2010	2011	Year
\$135,643	\$158,001	\$147,745	Average Price
74	69	52	Units Sold

Alexandria Inn, LLC, et al to MIC AEX, LLC (202 W Superior St., Suite 321, Duluth, MN 55802) - Parcel J of Calhoun Commercial Park I, \$9,000,000.00. Hampton Inn (land was purchased in May 2005 Paul Stich handled the transaction.) At \$9,000,000 with 106 rooms that is \$84,905 per key, and the buyer borrowed \$7,700,000 which is 85% LTV or \$72,641 per room. This sale will attract additional hotel development in the area.

MIC AEX, LLC (202 West Superior St., Suite 321, Duluth, MN 55802) to Ladder Capital Finance, LLC (345 Park Ave., 8th Floor, New York, NY 10154) - Parcel J of Calhoun Commercial Park I, \$7,700,000.00

BMS Holdings, LLC Luther Mount Leesville, La (3599 Monroe Hwy., Kingsville, LA 71360) to Sabine State Bank (P O Box 670, Many, LA 71449) - 1 acre in Sec 36, T5NR1E (3599 Monroe Hwy., Kingsville, LA 71360), \$1,231,220.02. Sabine Bank has 11 locations in Rapides Parish now sure if this is new site but I cannot see Sabine paying \$28 psf for land only. More about this sale next week

T D H Properties, LLC (3818 Bayou Rapides Road, Alex., LA 71303) to BP & RM Enterprises, LLC Randy Michiels (411 Vickie Lane, Alex., LA 71303) - Lot C, The Courtyard (5615-C Jackson St., Alex., LA 71303), \$215,000.00. Corner office up front next door to Target Wellness on other corner and

The business motel adjacent to Holiday Inn express is now under construction but I do not know which "Flag" it will fly.

Construction Contracts:

LA DOTD to Gilchrist Construction Co. - LA 107: Ruby Wise Elem.-Pine Grove Dr. road work, \$2,694,823.90

LA DOTD to Command Construction Industries - Retainer contract for repair & replacement of guardrail in district 08, \$438,774.00

Eagle Medical, LLC (3333 Drusilla Lane, Baton Rouge, LA 70809) to Salco Construction, Inc. (8484 Athens Ave., Baton Rouge, LA 70814) - Construct one 3,250 SF building on 2191 LA Hwy. 28 East, Pineville, LA 71360, \$624,598.77

(4) 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.

Legal recorder data for five business days from December 12th through December 16th

- (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 \$13,571,218 but that includes suspicious sale of \$9,000,000 so if you back that sale out we had \$4,571,218 in volume with 36 transactions.

(0) Random sales comparison: We track average sales price in certain subdivision for 2008 through 2010 and compare it to a sale this.

Katheleen M Lacombe (634 Red Maple St., Coushatta, LA 71019) to David F & Cheryl R Pope (1319 Horseshoe Dr., Alex., LA 71301) - Lot 17, Cobblestone Village, et al (6053 Cambridge Dr., Alex., LA 71303), \$155,000.00. This sale is below 2010 average of \$177,000 and blow 2011 average of \$159,000 for negative score.

Wilbert R & Ada F Bryant (126 Lenora Dr., Pineville, LA 71360) to Truitt L & Judith L Thompson (1615 Fulton Dr., Alex., LA 71301) - Lot 18, Fulton Acres, \$285,000.00. Oly six sales since 1-1-2008 average price of \$228,291 sale we are tracking this week is \$285,000 for positive score.

(+1) New Home sales: Looking for a single sale this week for positive score the market gave us one

Samson Construction, LLC (37177 Heritage Court, Geismar, LA 70734) to Robert M Espejel (P O Box 857, Ball, LA 71405) - Lot 12, Shadow Creek Ranch Subd., Phase I (314 Shadow Creek Ave., Pineville, LA 71360), \$166,900.00

(+1) Lot Sales or home site acreage: Only need one sale for positive score and this week the market gave us two sales but zero from developer's inventory

Henry H Bolton (P O Box 928, Lindale, TX 75771) to Allen D & Cynthia L Phillips (135 Will White Road, Mora, LA 71455) - 6 acres in Sec 6, T4NR5W (239 Will White Road, Mora, LA 71455), \$45,000.00

Bartley Wright, et al (6176 Impatients St., Ellettsville, IN 47429) to Carl A & Charity C Buckley (132 Remington Road, Lockport, LA 70374) - 4.5 acres in Sec 5, T1NR3W, \$13,000.00

(+1) Lender Total Sales: Rates positive score if lender sales are below 5% of total sales, this week market gave us three sales with volume of \$177,400 / \$4,571,218 = 3.88%

Gulfco of Louisiana (1505 10th St., Oakdale, LA 71463) to Ricky D & Dana M Elliott (P O Box 434, Forest Hill, LA 71430) - Tract in Sec 9, T1SR2W, \$7,000.00

Federal National Mtg. Assoc. (14221 Dallas Parkway, Suite 1000, Dallas, TX 75254) to Bobby G Dean, Jr. & Heather N Dean (240 Mosby Dr., Pineville, LA 71360) - Lot 28, Donahue East, First Filing (240 Mosby Dr., Pineville, LA 71360), \$102,500.00

Dept. of HUD to K Pro Enterprises, LLC (5411 Coliseum Blvd., Alex., LA 71303) - Lot 130, Lebanon Subd., 5th Ext., \$67,900.00

Interest Rates: 30 year fixed is 3.93% was 3.96% the 15 year rate is 3.28% was 3.30%. 5/1 ARM is 2.83% was 2.88%.

LLC Who Are you?

Two Mules, LLC Ronald Sullivan, 868 Ridgeview Dr. Pineville (4020 Parliament Dr., Alex., LA 71303) to William C & Mary C Wiley (707 Lakeshore Dr., Pineville, LA 71360) - Tract in Sec 16, T5NR1W, \$203,500.00

Fulton Acres Study December 2011

- 08/13/2009 1844/962 1404709 Jimmy G Kramer, et al (2430 Wiggins Rd., Pineville, LA 71360) to Benjamin E & Heather R Norris (1703 Fulton Dr., Alex., LA 71301) - Lot 8, Fulton Acres (1703 Fulton Dr., Alex., LA 71301), \$185,750.00
- 12/22/2010 1877/659 1440354 Rita H Fowlkes (214 South Parkridge Dr., Benton, LA 71006) to George A Taylor, Jr. & Audrey M Taylor (1703 Alexander Dr., Alex., LA 71301) - Lot 32, Fulton Acres Ext., \$216,000.00
- 03/09/2011 1882/802 1445321 The Succn. Of Alfred A Mansour, Sr. & The Succn of Mary J Mansour (2400 Horseshoe Dr., Alex., LA 71301) to Jay & Mary E Moser (1711 Fulton Dr., Alex., LA 71301) - Lot 4, Fulton Acres, \$231,500.00
- 05/05/2011 1886/889 1449015 The Benjamin H Flynn, Jr. & Beverly B Flynn Revocable Living Trust Agreement to Andrew D & Danielle L Green (1629 Fulton Dr., Alex., LA 71301) - Lot 12, Fulton Acres Subd., \$216,500.00
- 05/19/2011 1887/843 1450005 Anne M Curcio (6221 West Aaron St., Alex., LA 71303) to Katherine C Davis (1632 Fulton Dr., Alex., LA 71301) - Lot 9, Fulton Acres (1632 Fulton Dr., Alex., LA 71301), \$235,000.00
- 12/15/2011 1902/665 1465080 Wilbert R & Ada F Bryant (126 Lenora Dr., Pineville, LA 71360) to Truitt L & Judith L Thompson (1615 Fulton Dr., Alex., LA 71301) - Lot 18, Fulton Acres, \$285,000.00

Cobblestone Study December 2011

2008 there were 3 sales with an average price of
\$159,833

- 06/06/2008 1815/402 1371978 Jerry A & Amy L Stallings (6065 Bayou Crossing, Alex., LA 71303) to David D & Nikki L Cormier (6005 Cambridge Dr., Alex., LA 71303) - Lots 1 & 2, Cobblestone Village, \$171,500.00
- 06/25/2008 1816/830 1373639 Matthew P Bruyninckx (411 Jacob B Loop, Alex., LA 71303) to Rodney W White (6047 Cambridge Dr., Alex., LA 71303) - Lot 14, Cobblestone Village Subd. (6047 Cambridge Dr., Alex., LA 71303), \$152,000.00
- 10/17/2008 1825/167 1382611 Phillip L Carney, Jr. & Jamie S Carney (136 Amanda Lane, Alex., LA 71303) to Barbara B Wright (P O Box 12571, Alex., LA 71315) - Lot 22, Cobblestone Village Subd. (6044 Cambridge Dr., Alex., LA 71303), \$156,000.00

2009 there were 3 sales average price of \$149,000
down 6.78% from previous year

- 03/12/2009 1833/590 1932388 Federal National Mortgage Assoc. (14221 Dallas Parkway, Ste. 1000, Dallas, TX 75254) to May E Bakies (6014 Cambridge Dr., Alex., LA 71303) - Lot 37, Cobblestone Village Subd. (6014 Cambridge Dr., Alex., LA 71303), \$144,000.00
- 05/26/2009 1838/500 1397947 Mark D & Elaine F Setliff (P O Box 12411, Alex., LA 71315) to Chester W Materne (6037 Cambridge Dr., Alex., LA 71303) - Lot 11, Cobblestone Village (6037 Cambridge Dr., Alex., LA 71303), \$145,000.00
- 07/23/2009 1843/490 1403144 Corey A & Sharon L Lair (504 Calderwood Dr., Alex., LA 71303) to Linda O Smith (6020 Cambridge Dr., Alex., LA 71303) - Lots 34 & 33, Cobblestone Village Subd., \$158,000.00

2010 there were 2 sales average price of \$177,500 up
19.13% from previous year

- 02/01/2010 1854/809 1415583 Sandra J Wesolowski (117 Wilderness Dr., Boyce, LA 71409) to Matthew K & Cassie L Hubbard (6009 Cambridge Dr., Alex., LA 71303) - Lots 4 & 5, Cobblestone Village Subd. (6009 Cambridge Dr., Alex., LA 71303), \$185,000.00
- 10/18/2010 1873/538 1435986 Richard A Nassif (4503 Queen Elizabeth Court, Alex., LA 71303) to Marianne D Swilley (6046 Cambridge Dr., Alex., LA 71303) - Lot 21, Cobblestone Village, \$170,000.00

2011 total of 3 sales average price of \$158,833

- 01/27/2011 1879/671 1442404 Dustin L & Kelly B Matthews (6005 Bayou Crossing, Alexandria, LA 71303) to Carla R George (6048 Cambridge Dr., Alexandria, LA 71303) - Lot 20, Cobblestone Village Subd., \$167,500.00
- 11/04/2011 1900/246 1462504 The Succn of Toni L Hogue to Dana T Moreau (6027 Cambridge Dr., Alex., LA 71303) - Lot 8, Cobblestone Village Subd., \$154,000.00
- 12/15/2011 1902/644 1465070 Katheleen M Lacombe (634 Red Maple St., Coushatta, LA 71019) to David F & Cheryl R Pope (1319 Horseshoe Dr., Alex., LA 71301) - Lot 17, Cobblestone Village, et al (6053 Cambridge Dr., Alex., LA 71303), \$155,000.00

Total sales since 1-1-2008 were 11 with an average
price of \$159,818 lowest price of \$144,000 and highest
price of \$185,000

Mykoff Monthly Comparison Absorption Report

2011	Jan	Feb	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Currently listed	773	739	770	779	785	755	790	803	798	787	740	
Sold	84	51	104	89	99	85	81	113	101	88	69	
Came on the Market	157	99	169	139	132	145	163	151	141	137	88	
Current Monthly Supply	9.2	14.49	7.35	8.75	7.93	8.88	9.75	7.11	7.9	8.94	10.72	
\$400,001 and Up												
Currently listed	40	40	46	46	48	44	42	36	40	34	29	
Sold	3	1	3	1	1	1	2	4	2	1	2	
Came on the Market	7	4	8	7	5	1	1	2	7	4	2	
Current Monthly Supply	13	40	15.33	46	48	44	21	9	20	34	14.5	
\$250,001-\$400,000												
Currently listed	94	88	99	101	98	94	87	88	81	84	88	
Sold	3	5	7	5	11	9	4	12	9	3	6	
Came on the Market	14	13	22	17	13	16	8	19	15	12	9	
Current Monthly Supply	31.3	17.6	14.14	20	8.91	10.44	21.75	7.33	9	28	14.67	
\$150,001-\$250,000												
Currently listed	205	193	200	216	225	200	212	206	209	212	194	
Sold	25	16	27	24	26	24	33	31	30	28	15	
Came on the Market	43	27	51	48	44	30	51	45	40	46	29	
Current Monthly Supply	8.2	12.06	7.4	9	8.65	8.33	6.42	6.65	7	7.57	12.93	
Under \$150,000												
Currently listed	434	418	425	416	414	417	449	473	468	457	429	
Sold	53	29	67	59	61	51	42	66	60	56	46	
Came on the Market	93	55	88	67	70	98	103	85	79	75	48	
Current Monthly Supply	8.2	14.4	6.34	7.05	6.79	8.18	10.69	7.17	7.8	8.18	9.33	