

Rod's Radio Show Notes January 23rd 2013

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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).

New Orleans and 2nd grandson: *John Douglas Hart (Jack) was born January 14, 2013 approximately 8:15 am weighed 8 lbs. 1 oz. 22".* Jack, his parents, my wife left Touro hospital Wednesday January 16, 2013 and was admitted to Children's Hospital Saturday and went home second time yesterday.

This maybe the worst preparation ever for a show, good time to call in with questions, comments, or corrections. 442-8255 (talk). Spending so much time in New Orleans hard not to notice the region is preparing for Super Bowl with new construction projects now in 24/7 mode to meet the deadline.

Super Bowl Tickets staff worker at Latter & Blum if you are interested contact me: I can't believe this but my name was drawn again in the Super Bowl lottery. I have checked a few websites for current ticket prices. The Plaza End Zone tickets are selling anywhere from \$3296 - \$5500 on NFL Ticket Exchange. Other sites are in the same ballpark. My 3 tickets are in Section 129, Row 28, Seats 17, 18, 19. There are currently no tickets for sale in this section. I would be happy with \$3300 per ticket. The section is to the right of the goal post. Pass this info around to anyone.

Every Deal has a Tale / Tail:

CVM Deli Concepts, LLC Michael King(5005 Buckland Dr., McKinney, TX 75070) to Hejr Project, Corp. (P O Box 5813, Midland, TX 79704) - Lots 19 & 20, Sq 2, Ball's Texas Ave. Subd. (959 MacArthur Dr., Alex., LA 71301), \$1,200,000.00 Loan: Hejr Project Corp. (5013 Woodhollow Dr., Midland, TX 79707) to BancorpSouth Bank (P O Box 4360, Tupelo, MS 38803) - Lots 19 & 20, Sq 2, Ball's Texas Ave. Subd. (959 MacArthur Dr., Alex., LA 71301), \$720,000.00. This is the corner of MacArthur and Marye occupied by Schlotzsky's Deli, I suspect this is sale with lease back. If my assumption is correct and landlord requires 8% yield lease rate for the Deli is \$8,000 per month ($\$1,200,000 \times 8\% / 12 = \$8,000$)

Bobbe G Guillory, et al (8210 Shreveport Hwy., Pineville, LA 71360) to Barth Properties, LLC (P O Box 8579, Alex., LA 71306) - 49.416 acres in Sec 17, T5NR1W, et al, \$400,000.00. Billy and Bobbe Rhimes parent's property.

L.A.W. Three, Inc. (8164 Titleist Dr., Pineville, LA 71360) to Robert A Miller, Jr. & Linda G Miller, et al (517 Eagle Dr., Pineville, LA 71360) - 17.59 acres in Sec 16, T5NR1W, \$118,125.00

William D Harvey (P O Box 278, Lecompte, LA 71346) to Inglewood Plantation, LLC (6287 Old Baton Rouge Hwy., Alex., LA 71302) - 1.33 acres in Sec 62, T2NR1W, \$80,000.00. Stewardship for Inglewood asset is to be admired the family does a great job at improving, and preserving a rare real estate treasure. Polly Keller Winter's daughter Cornelia F. Keller age 66 passed away this week. I never met Cornelia but in reading the obituaries it certainly appeared she had good stewardship blood running through her veins and left her world a better place from passing through.

Mortgages of Interest:

Bino Real Estate, LLC Binitha Joseph(107 Hospital Dr., Oakdale, LA 71463) to Citizens Bank (P O Box 598, Ville Platte, LA 70586) - Lot 36, Pringle Subd., Ext. 2, et al, \$897,500.00. Property in Glenmora area most probably a blanket mortgage.

Alexandria Lincoln Road, LLC & Alexandria Lincoln Pad, LLC (155 East 55th St., Suite 5F, New York, NY 10022) to Bank of America (214 North Tryon St., Charlotte, NC 28255) - Lot 1, Common Subd., et al, \$10,800,000.00 / 168,000 sf = \$64.29 psf.

Deals from First Week in January:

30 Additional Rooms at Hampton Inn

Calhoun Enterprises, LLC (4000 Locke Lane, # 7, Lake Charles, LA 70605) to MIC Alexandria, LLC (202 W Superior St., Suite 321, Duluth, MN 55802) - .78429 acres in Parcel L, Calhoun Commercial Park 1-2nd filing, \$187,900.00 Sale is \$5.50 psf. 30 Rooms being added to Hampton Inn. Paul Stich from Baton Rouge NAI Latter & Blum. 308-2629 cell phone good values, good sites available.

Barry Mitchell Enterprises, LLC (184 Cooper Road, Alex., LA 71303) to Stat Central Alexandria Properties, LLC (10615 Jefferson Hwy., Baton Rouge, LA 70809) - Lot 3, Yorktown Medical and business Park, Phase I (101 Yorktown Dr., Alex., LA 71303), \$650,000. This was Mike Dorman sale with Noles-Frye Realty and we gain sale and I lost a tenant now have 4,450 square feet available in our building.

People not Property:

Jack Hodges needs: one to five thousand acres for pasture use, client wants to buy, cash sale call Jack Hodges at 318-445-7653

Matt Ritchie was installed as state President for CCIM 2013 at Baton Rouge Country club last week. Buddy Roemer was keynote speaker and Matt as me to facilitate the luncheon program.

Delores Brewer new director of planning for City of Alexandria

C. Rodney McNeal, age 82, of Alexandria, passed away Thursday, January 17, 2013, at Grace Home, in Alexandria, LA.

Jeff Matthews Town Talk reporter: make nice comments about our paper, 28 West article and possible realignment of Fort Polk.

Jim Montgomery after birth of Jack Hart this week the two grandfathers paid a visit to CEO of Turo Hospital Jim Montgomery. Jim and Donna are doing well in New Orleans and Jim had some very nice things to say about Jason Cobb new CEO at Rapides Regional.

Chris Hazel State Representative: my hope with maturity in his position of power he will investigate, inspect, or inquire before making claims about state employee's safety. His response to disaster of tornado damage to Washington Square was at best immature and at worst harmful to a bad situation.

Construction Contracts:

LA DOTD to Progressive Construction Co., LLC - Left turn lanes at Holsum Bakery, \$188,363.30

Fort Polk story front page of Town Talk: When England closed in 1992 I was on the speaking circuit for areas with military facilities and also did a limited amount of consultant work for a few communities and developed following stages for every community with this economic engine. If you have military facility in your community you are in one of the following four stages of realignment:

- (1) Anticipation
- (2) Announcement
- (3) Closure
- (4) Re-Use

The announcement by department of defense of possible force strength reduction for different facilities around the country has already negatively impacted the anticipation phase of this process. Priscilla and I are working on two large commercial deals that might run off the track with this announcement. Big "if" the worst happens impact is 2020 with 50% reduction in troop presence from 10,877 to 5,577. The best "what if" is 1,000 personnel increase. The region will

pull together to present our best case and you would think with acquisition of 5,000 additional acres Fort Polk is safe but there is always cause for concern.

Few people in Central La. need reminding about how important military's economic impact is on our area but I was surprised as General Curtis's presentation to Rotary this week at the direct impact of La. National Guard on our local economy. (\$159 Million in 2012). We should and do support military efforts in our community, state, and nation.

(+3.75) 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.

Legal Recorder Data:

Business days from time period of January 7th though January 18, 2013 scores will be double for this show.

- (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.

(-1.25) Total Weekly Volume:

51 Transactions needed 80 for two week measurement total volume was \$6,072,213. First three weeks in 2013 total transactions 73 sales or less than 25 per week.

(+1.25) Lot Sales:

To rank positive score need two sales for past couple of weeks the market gave us four.

B & B Office Holdings, LLC (P O Box 2167, Prairieville, LA) to Three B Construction, LLC (P O Box 2167, Prairieville, LA 70769) - Lot 14, Shadow Creek Ranch, Phase I (330 Shadow Creek Ave., Pineville, LA 71360), \$36,000.00

Jeremy P Guidry (20 Guidry Lane, Woodworth, LA 71485) to Marvin C Cassell (1945 Tom Cassell Road, Woodworth, LA 71485) - Lot 156, Country Club Place, Phase VI, \$36,000.00

Commercial Partners, LLC (3219 Marye St., Alex., LA 71301) to Ronnie J & Shai D Matthieu (6869 Hwy. 93, Arnaudville, LA 70512) - 2.44 acres in Sec 17, T1NR2W, \$35,000.00

Ballina Farms, Inc. (P O Box 12487, Alex., LA 71315) to Christopher J & Tiffany A Bordelon (315 Cardinal Loop Road, Marksville, LA 71351) - Lot 168-B, Tennyson Oaks Subd., Phase 7E, \$62,500.00

(+1.25) New Home Sales:

Looking for two new home sales during past two weeks for positive score market gave us four and 100% of the sales were on Pineville side of the river.

KEH Construction, LLC (12852 Mill Pond Road, Deville, LA 71328) to Tanner G & Sami H Dryden (400 Dana Lane, Deville, LA 71328) - Lot 6, Dana Lane Subd., \$170,000.00

Johnny Porter & Son Contractors, Inc. to Stanley W & Jennifer P Byrd (220 Woodwind Dr., Pineville, LA 71360) - Lot 71, Woodlake Subd., Phase V-A (220 Woodwind Dr., Pineville, LA 71360), \$178,000.00

Cooley Enterprises, LLC (6810 Masonic Dr., Alex., LA 71301) to Joshua O & Allicia M Bester (429 Ocho Rios, Pineville, LA 71360) - Lot 16, Ocho Rios Subd., Phase 1-A, \$185,000.00

Johnny Porter Builder, Inc. (42 Philadelphia Road, Pineville, LA 71360) to Kelli Middleton (107 Shady Crest Ave., Deville, LA 71328) - Lot 11, Shady Crest Subd., Phase II (107 Shady Crest Ave., Deville, LA 71328), \$183,500.00

(+1.25) Lender Sales as Percent of Total Sales:

Rates positive score if lender sales are below 5% of total sales, the market gave us three sales with total volume of \$182,500 / \$6,072,000 = 3.00%

J P Morgan Chase Bank (7301 Baymeadows Way, Jacksonville, FL 32256) to Jonathan S & Kailee B Landry (7076 Hwy. 123, Dry Prong, LA 71423) - Lot 48, Ext. # 2, Timber Trails Subd. (8216 Ridgemont Dr., Pineville, LA 71360), \$109,000.00

Deutsche Bank (1525 S Beltline Road, Coppell, TX 75019) to H & H Properties of Cenla, LLC (410 H Strange Road, Lecompte, LA 71346) - Lot 10, Sycamore Grove Subd. (1115 Martha Lane, Alex., LA 71303), \$38,000.00

Federal National Mtg. Assoc. (14221 Dallas Parkway, Suite 1000 Dallas, TX 75254) to Kelly K Bakies (404 Idlewood Dr., Alex., LA 71303) - Lot 38, Sherwood Park # 2 Subd. (2308 Magnolia Lane, Alex., LA 71301), \$35,500.00

Interest Rates:

30 year rate was 3.47% this week is 3.47%, the 15 year rate was 2.84% this week it is 2.84%, the 5/1 ARM was 2.94% now 2.84%.

Question for our listeners is which of following areas presents best buying opportunities?

- (1) Bank foreclosed homes
- (2) For Sale by Owners
- (3) Landlords selling rent houses
- (4) Home owner who has moved and has two notes to pay or house note and rent where they just moved.

NAR Issue Brief

Real Estate Provisions in "Fiscal Cliff" Bill

Real Estate Tax Extenders

- Mortgage Cancellation Relief is extended for one year to January 1, 2014
- Deduction for Mortgage Insurance Premiums for filers making below \$110,000 is extended through 2013 and made retroactive to cover 2012
- Leasehold Improvements: 15 year straight-line cost recovery for qualified leasehold improvements on commercial properties is extended through 2013 and made retroactive to cover 2012.
- Energy Efficiency Tax Credit: The 10% tax credit (up to \$500) for homeowners for energy improvements to existing homes is extended through 2013 and made retroactive to cover 2012.

Capital Gains

Capital Gains rate stays at 15% for those the top rate of \$400,000 individual and \$450,000 joint return. After that, any gains above those amounts will be taxed at 20%. The 250/500k exclusion for sale of principle residence remains in place.

Estate Tax: The first \$5 million dollars in individual estates and \$10 million for family estates are now exempted from the estate tax. After that the rate will be 40 percent, up from 35 percent. The exemption amounts are indexed for inflation.