

## Radio Show Notes March 20<sup>th</sup> 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). KSYL has now added Wednesday evening encore at 8:00 pm

If your job covers all of Louisiana Cenla is the right place to park your truck: In past two weeks have been to New Orleans, Lafayette, and Baton Rouge and what our listeners want to hear about is recommended restaurants:

*Lafayette:* French Press for breakfast and Palmardao (where they run the bulls) for dinner

*Baton Rouge:* Mansours on Corporate and Acme Oyster House and Perkins  
New Orleans: Take you grandchildren to Mothers on Poydras

### **Every Deal has a Tale / Tail:**

Ballina Farms, Inc. (4615 Parliament Dr., Suite101, Alexandria, LA 71301) to Sundrop Fuels Louisiana, LLC (2410 Trace Center Ave., Suite A, Longmont, CO 80503) - 1,213.626 acres in Sec 2-10, 13-15, & 75, T4NR2W & Sec 2-9, T5NR2W, \$4,752,000.00

Clyde H & Rae L Creed (13919 Waterville Way, Houston, TX 77015) to Crest Properties, LLC (P O Box 6115, Alex., LA 71307) - 2.655 acres in Sec 25, T5NR1W, et al, \$300,000.00. I believe this is the corner of Esler Field and 28 East but not certain. I was wrong this is corner of Rice Loop and Tioga High Road near industrial park.

Luther & Jessie Sutton Trust (7405 Esler Field Road, Pineville, LA 71360) to Jeffkris Investments, LLC (35 G Ryder Road, Deville, LA 71328) - 21.63 acres in Sec 26, T5NR1E, et al, \$800,000.00. Jeffkris Investments, LLC Jeffrey Floyd (35 G Ryder Road, Deville, LA 71328) to The Union Bank (P O Box 39, Marksville, LA 71351) - 21.63 acres in Sec 26, T5NR1E, et al (7401/7405 Esler Field Road, Pineville, LA 71360), \$805,262.41 Esler Field Road new corner of rifle range road adjacent to Esler field airport. Curious are there any improvements? Price of \$37,228 per acre

Grimes Investments, LLC (136 Hidden Path, Pineville, LA 71360) to Texas Avenue Partners, LLC (5911 Bayou Robert Dr., Alex., LA 71303) - 2.77 acres in Sec 32 & 33, T4NR1W, \$386,250.00. Matt Ritchie has sales side; Maurice Hebert had the list side. It

certainly appears that Spirits will soon own their restaurant location just down the street from location they lease from James Drummond.

Norm Thompson Properties, LLC (2238 Worley Dr., Alex., LA 71303) to RF Farms of Louisiana, LLC (230 Timberlake Dr., Woodworth, LA 71485) - 226.3 acres in Sec 29, 25, 26, & 30, T3NR1W, et al, \$550,890.00 this equals \$2,437 per acre but not certain if there were building improvements.

Absolute auction for 19 condos downtown on Cane River in Natchitoches April 27th

What is lease with option to purchase: Village View, LLC to Danny D Johnson & Deborah L Johnson - 2.155 acres in Sec 10 & 65, T2NR1E for 12 months @ \$750 per month.

### **England Economic & Industrial Development District:**

John & Frances Shuler (60 Williamsburg Dr., Boyce, LA 71409) to The England Economic & Industrial Development District - Lot 23, Colonial Estates, \$109,000.00

### **People not Property:**

### **Construction Contracts:**

LA DOTD to Jack B Harper Contractor, LLC - Roadway Safety and Incident Patrol, multiple parishes, \$3,039,868.26

Rapides Parish School Board to ACA Mechanical and Industrial, LLC (3616 Lee St., Alex., LA 71302) - Brame Middle School Chiller Replacement, \$369,300.00

### **Mykoff Absorption Report:**

9.53 for February MLS there were 791 homes on market the first of February and 156 sold.  $791 / 156 = 9.53$  months, based on this one unit of measurement it is still a buyer's market.

\$400,001 and above	30 homes were on market in February and one sold $30/1 = 30$ months
\$250,001 to \$400,000	90 homes were on market in February and 7 sold $90/7 = 12.86$
\$150,001 to \$250,000	231 homes were on market in February and 30 sold $231/30 = 7.7$
Under \$150,000	423 homes were on market in February and 58 sold $423/58 = 7.29$

In February 156 homes in MLS sold and 260 homes went up for sale.

**(+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 March 11th though March 15th

(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:**

32 sales \$3,960,780 volume rates negative score for the week.

### **(+1.25) Lot Sales:**

To rank positive score need one sale per week the market provided five sales for positive score 100% of transactions were developer's inventory.

Ballina Farms, Inc. (P O Box 12487, Alex., LA 71315) to Paul G & Cammie S Khoury (199 Orchard Run, Natchitoches, LA 71457) - Lot 183, Tennyson Oaks Subd., Phase 8 (6320 Arden Oaks, Alex., LA 71303), \$63,000.00

Bocage Subdivision of Alexandria, LLC (P O Box 12846, Alex., LA 71315) to Thomas Bolton Properties & Construction, LLC (4821 Porter Circle, Alex., LA 71303) - Lots 257, 258, 259, 261, & 262, Bocage Subd., Phase VI, \$187,500.00

### **(+1.25) New Home Sales:**

Looking for one new home sale per week the market gave us four one of the best weeks we have seen in a long time.

Weiland Enterprises, LLC (P O Box 12483, Alex., LA 71315) to Beverly A Porto (5122 Mallard Dr., Alex., LA 71303) - Lot 3-B, Village at Versailles Townhouses, Phase II-A (703 Toulouse St., Alex., LA 71303), \$169,000.00

West Lakes Estates, LLC (2230 MacArthur Dr., Alex., LA 71301) to Robert W McDonough, Jr. & Wanda M McDonough (4325 Clubhouse Dr., Apt. F-3, Alex., LA 71303) - Lot 61, West Lakes Estates Subd. (137 West Lakes Blvd., Alex., LA 71303), \$221,500.00

Three B Construction, LLC (P O Box 2167, Prairieville, LA 70769) to Mary E Roshto (114 Shepherd Dr., Pineville, LA 71360) - Lot 15, Shadow Creek Ranch Subd., Phase I (330 Shadow Creek Ave., Pineville, LA 71360), \$172,900.00

ABC Homes, Inc. (P O Box 1236, Glenmora, LA 71433) to Austin B Stalsby, et al (21 Ed Miller, Hinston, LA 71438) - 1.004 acres in Sec 25, T2NR4W, \$125,000.00

**(+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 one sale I double checked my research with only one sale at \$3,500 I was certain we missed something.

LPP Mtg., Ltd. (7195 Dallas Parkway, Plano, TX 75024) to Kenneth & Diedre Williams (4524 Sycamore St., Baton Rouge, LA 70805) - Lot 12, Tulane Subd. (4318 Woodside Dr., Alex., LA 71302), \$3,500.00

**Interest Rates:**

Third week of slight increase: 30 year rate was 3.72% this week is 3.74%, the 15 year rate was 2.89% this week it is 2.92%, the 5/1 ARM was 2.71% now 2.72%.

**Mykoff Monthly Comparison Absorption Report**

<b>2013</b>	<b>January</b>	<b>February</b>
Currently listed	791	774
Sold	83	96
Came on the Market	156	130
Current Monthly Supply	9.53	806
<b>\$400,001 and Up</b>		
Currently listed	26	30
Sold	0	1
Came on the Market	2	6
Current Monthly Supply	26	30
<b>\$250,001-\$400,000</b>		
Currently listed	92	90
Sold	5	7
Came on the Market	19	12
Current Monthly	18.4	12.86

Supply		
<b>\$150,001-\$250,000</b>		
Currently listed	234	231
Sold	21	30
Came on the Market	45	36
Current Monthly Supply	11.1	7.7
<b>Under \$150,000</b>		
Currently listed	439	423
Sold	57	58
Came on the Market	90	76
Current Monthly Supply	7.7	7.29