

Radio Show Notes March 13th 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

Not here for last week's show: was a guest lecture for LSU MBA / Law School class. I try to be here every Wednesday but we have a business to run and grandchildren to love.

Lead with tip for the week: Realtors and clients reminder to use the power of local referral for out of town real estate deals. With the Latter & Blum network I was able to assist three clients last month in Lafayette (my niece) through Van Eaton Romero, Baton Rouge (my friend Mac Bennett) through CJ Brown, and New Orleans (Roy O. Martin executive's son) through Latter & Blum. Does not cost the consumer and I receive small fee from the out of town agent. The good news is I personally know so many great agents around the state and they are very likely going to do their very best work on referred business. Agents remember to develop and use this network, buyers and sellers "don't leave town without a good referral from your local agent."

Recover after tornado at Washington Square: Mr. Tudor Sr. once told me "you will discover that 90% of time is used for first 90% of any project and the other 90% is used on last 10%. It will soon be 90 days since Christmas Tornado. Drive by Washington square between Lee & Washington and 16th and Wisteria.

1Q13 will have special edition of transcripts first show in April

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.

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 (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

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

Town Hall meeting in Pineville this month to discuss alcohol by the drink in local restaurants.

Mortgages of Interest:

Stealth Investments, LLC (2131 Simmons St., Alex., LA 71301) to First Federal Bank of LA (P O Box 1667, Lake Charles, LA 70602) - Lot 12, Jefferson heights Addn., et al (1404 A & B Oakland St., Pineville, LA 71360), \$500,000.00

Lil Boo's Country Store, LLC (62 Caroline Dr., Boyce, LA 71409) to The Evangeline Bank (3700 Jackson St., Alex., LA 71303) - Lots 122, 123, & 145, Ext. 1, Point Cotile (8715 Hwy. 1200 & 136 Scenic Pines Dr., Boyce, LA 71409), \$300,000.00

Tee It Up Golf, LLC (744 MacArthur Dr., Alex., LA 71303) to First Federal Bank of LA (P O Box 1667, Lake Charles, LA 70602) - Tract fronting 130' on MacArthur Dr., et al (744 MacArthur Dr., Alex., LA 71301), \$1,917,500.00

People not Property: Top Ten at Noles-Frye for 2012 was announced at awards program last week and I will attach the list next week. From memory I can list top 4: (1) Rose Steepleton (2) Jamie Lemoine (3) Frances Michiels and (4) PR team Priscilla and Rod. Came close in 2012 but did not earn a metal. Finishing behind these 3 business women is still a good year in personal production.

Pineville city police do a great job and are nice folks. Just a reminder that speed limit on Susek Drive is 35. How do you tell a happy motor cycle police?

Construction Contracts:

Last week and this week.

St. Francis Xavier Cathedral Catholic Church (626 Fourth St., Alex., LA 71303) to Tudor, Inc. (1412 Centre Court, Suite 500, Alex., LA 71301) - Renovations to building at 626 Fourth St., Alex., LA, \$562,230.00

LSU & A&M College to Mark Dunn Builders, LLC (1125 Homer Road, Minden, LA 71055) - Furnish labor & materials for Dean Lee roof repairs (3), \$17,878.00

LA DOTD to Diamond B Construction Co., LLC - 6.440 miles road work on LA 113, \$2,584,746.54

State of LA Military Dept. (718 E St., Camp Beauregard, Pineville, LA 71360) to Scallan Contractors, Inc. (205 North Washington St., Marksville, LA 71351) - Youth Challenge Program Building 555 Drainage Project, Camp Beauregard, \$20,344.00

State of LA Military Dept. to Advanced Specialized Carriers, LLC (4170 Pardue Road, Pineville, LA 71360) - Wash Rack Servicing & Waste Removal, Statewide, \$222,017.86

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.

(5) 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 February 25th though March 8th two full weeks of reporting

- (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:

Nearly \$16,000,000 in closed transactions last two weeks with 89 sales. Very good week in deed.

(+1.25) Lot Sales:

To rank positive score need one sale per week the market provided four in past two weeks for positive score

DONK, LLC (1580 Hwy. 115, Deville, LA 71328) to TSW Properties, LLC (P O Box 3805, Pineville, LA 71361) - 2.26 acres in Sec 31, T5NR3E (TBA Hwy. 28 E, Pineville, LA 71360), \$42,000.00

Credit Savers, LLC (410 H Strange Road, Lecompte, LA 71346) to Charles M Johnson, Sr. (18309 Veteran's Memorial Hwy., Cheneyville, LA 71325) - 2.221 acres in Sec 1, T1NR1W, \$20,000.00

Try-Mar, LLC (P O Box 12411, Alex., LA 71315) to Jennifer E Koehler, et al (P O Box 13412, Alex., LA 71315) - Lot 16, Le'Bayou Estates Subd., \$32,000.00

Palmetto Enterprises, LLC to Johnny Porter Builder, Inc. (42 Philadelphia Road, Pineville, LA 71360) - Lot 13 & part of 13-A, Shady Crest Subd., Phase II, \$40,000.00

(+1.25) New Home Sales:

Looking for one new home sale per week the market gave us three in past two weeks for positive score

Jaad Builders, LLC (4400 Hwy. 28 East, Pineville, LA 71360) to Stephen B & Rinette E Spilker (1393 Philadelphia Road, Deville, LA 71328) - Lot 8, Buckeye Ridge Subd., Phase II (301 Buckeye Ridge Loop, Deville, LA 71328), \$199,900.00

Thomas Bolton Properties and Construction, LLC (4821 Porter Circle, Alex., LA 71303) to Jason P & Kelly L Waring (6220 Arden Oaks, Alex., LA 71303) - Lot 179, Tennyson Oaks, Phase 8, \$435,000.00

ABC Homes, Inc. (P O Box 1236, Glenmora, LA 71433) to Gareth K Morris (99 Havens Rd., Elmer, LA 71424) - 2.063 acres in Sec 25, T2NR4W, \$136,000.00

(+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 7 sales total volume of \$552,905 / \$15,983,504 = 3.45% if you remove \$4,752,000 Sundrop Fuels % of total is 4.91%. No matter how you calculate rates a positive score

The Bank of New York Mellon to John V Kinder (330 West Shore Dr., Alex., LA 71303) - Lot 9, Blk F-2, Ext. # 1 of Thiels Place (4200 Pecan Dr., Alex., LA 71302), \$64,900.00

Deutsche Bank (7301 Baymeadows Way, Jacksonville, FL 32256) to Karen Robinson (1503 Kenniwick Lp, Alex., LA 71301) - Lot 21 & part of 22, Fourleaf Village Subd. (2004 Clover Ln, Alex., LA 71301), \$65,000.00

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX 75010) to Justin Smith & Jamie Smith (358 Sherwood Dr., Dry Prong, LA 71423) - Lot 21, Sherwood Forest Subd., \$73,000.00

The Union Bank to Tanner & Gwen Y Messina (6701 Bayou Rapides Road, Alex., LA 71301) - Lots 19 & 21, Blk B, Woodlawn Subd. (2805 LaSalle Dr., Alex., LA 71303), \$20,000.00

Standard Mtg. Corp. (701 Poydras St., Suite 300 Plaza, New Orleans, LA 70139) to Joseph D Dickey (224 East Hampton Dr., Pineville, LA 71360) - Lot 61, Donahue East Subd., First Filing (224 East Hampton Dr., Pineville, LA 71360), \$117,005.00

OneWest Bank (2900 Esperanza Crossing Floor 3, Austin, TX 78758) to Roy Reap (P O Box 12096, Alex., LA 71301) - Lot 11 & part of 10, Carmel Subd. (11 Ruth Dr., Pineville, LA 71360), \$16,500.00

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX 75010) to Marcus & Kimberly Bates (5912 Bocage Dr., Alex., LA 71303) - Lot 23, Bocage Subd., Phase 1, \$196,500.00

Interest Rates:

Third week of slight increase: 30 year rate was 3.55% this week is 3.72%, the 15 year rate was 2.84% this week it is 2.93%, the 5/1 ARM was 2.67% now 2.71%.

Indices

	Last	Last Week	YTD return %
DJIA	14329.49	14054.49	9.35%
NASDAQ	3232.09	3160.19	7.04%
S&P 500	1544.26	1514.68	8.28%
MSCI EAFE	1682.67	1667.80	4.90%
Russell 2000	934.57	911.11	10.03%

Consumer Money Rates

	Last	1-year ago
Prime Rate	3.25	3.25
Fed Funds	0.16	0.13
30-year mortgage	3.64	3.88

Currencies

	Last	1-year ago
Dollars per British Pound	1.503	1.574
Dollars per Euro	1.310	1.314
Japanese Yen per Dollar	94.900	81.020
Canadian Dollars per Dollar	1.029	0.999
Mexican Peso per Dollar	12.778	12.916

Commodities

	Last	1-year ago
Crude Oil	91.56	106.16
Gold	1576.63	1682.85

Bond Rates

	Last	1-month ago
2-year treasury	0.26	0.25
10-year treasury	2.06	1.96
10-year municipal (TEY)	2.83	3.09