

## Radio Show Notes April 24<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

I asked Jim Clinton EO with CLEDA to join us on the show:

Next week LSUA chancellor Dr. Coreil (sounds like core-ell)

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

Revenue Properties Westgate, LP (2542 Williams Blvd., Kenner, LA 70062) to Ratcliff Development, LLC (P O Box 7522, Alex., LA 71306) - Westgate Dollar General Development, 211 MacArthur Dr., Alex., LA 71303, \$1,200,848.00. Might this be fee development in out parcel at Westgate?

Ward C Hooter, II, MD (404 Hillcrest Dr., Alex., LA 71301) to Pineville Timberland, LLC not sure who this is but their registered agent is John Munstermn (1703 Shirley Park Place, Alex., LA 71301) - 120 acres in Sec 42, T5NR1E, \$500,000.00

Quality Builders, Inc. (306 Welwyn Way, Alex., LA 71303) to EP Capital, LLC Eric Petroskey same folks who purchased \$650,000 deal next to Icee building on highway 167(277 LaCroix Road, Pineville, LA 71360) - Lot 1, Bordelon Commercial Development in Sec 16 & 17, T4NR1W, \$750,000.00

Closed block Buster on Jackson street if any of our drive by reporters knows what the asking price is call us. Priscilla talked with staff person for South Carolina company that purchased 28 closed Blockbuster owned stores. Share site selection story for Blockbuster store with our audience.

### **People not Property:**

Malcolm Young surprise party yesterday at Mansion to celebrate 25 years as captain at the helm of our 9,000 strong state Realtor group. Steve Brown national president for NRA attended along with several people from our local association. Matt Ritchie, Brenda Lutgenharm, Elaine Setliff, Paige Walker, Cornelius Coleman, Ronda Reap Curiel who shared with Latter & Blum Commercial manager that she has IP plant listed.

Maurice and Ron Hebert last week when I discussed 24 unit Jones apartments a Jackson and George's lane I did not know and failed to mention that Maurice and Ron were double bubble agents on this transaction. I have identified this as best real estate investment of 1Q13.

Jim Moody invited us to attend EAA fly in at Buhlow Lake. My first time to attend neat homemade air craft and very interesting group of talented pilots.

Randy Gilchrist sale last week over \$2,000,000 sale put the Wells Wood plantation back together the upper and lower Wells Wood is now practically one plantation and in the stewardship of one fine land owner. Thanks Randy

Randy caused me to focus on the blessings this community has for high risk, community conscious land owners that are active in preserving our heritage and building our future the list includes but is not limited to:

Murphy Family at Inglewood,

Martin Family and their timber holdings.

Crest Industries and tree preservation program,

Davis Family with Lake District,

Mike Jenkins with Bentley and Lloyds Hall,

Greg Trotter and his third street project, new apartments with off street parking coming soon.

Weil Company,

V&V Construction

### **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 April 16th through April 27<sup>th</sup>

- (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:**

Great five days of business last Tuesday April 16th through this Monday 22nd 59 transactions and \$8,809,171 largest sale was \$750,000

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

To rank positive score need one sale per week the market provided five sales for positive score.

Ballina Farms, Inc. (14876 Hwy. 8, Colfax, LA 71417) to Brandon B & Rachel M Thompson (1916 Mohon St., Alex., LA 71301) - Lot 215, Tennyson Oaks Subd., Phase 10, \$58,500.00. Only 3 lots for sale in 215 lot subdivision.

Price Right Properties, LLC (4400 Hwy. 28 East, Pineville, LA 71360) to Jaad Builders, LLC (4400 Hwy. 28 East, Pineville, LA 71360) - Lot 3, Buckeye Ridge Subd., Phase II, \$29,900.00

Randall J & Florence L Roy (235 Timberlake Dr., Woodworth, LA 71485) to Robert L & Keely D Litton (215 Timberlake Dr., Woodworth, LA 71485) - Lot 9, Timberlake Subd., Unit 1 (315 Timber Ridge Dr., Woodworth, LA 71485), \$60,000.00. My retired CPA is going to build a new house.

The Lake District, LLC (P O Box 12487, Alex., LA 71315) to Richard G & Nancy W Cotton (4511 Willowick Blvd., Alex., LA 71301) - Lot 21, The Lake District, Phase 1, \$80,000.00

Van Mol & Sons, LLC (222 Hwy. 456, Lecompte, LA 71346) to David J Van Mol (222 Hwy. 456, Lecompte, LA 71346) - Lot 32, Ocho Rios Subd., Phase I-B, \$29,000.00

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

Looking for one new home sale per week the market gave us

Brittain & White Construction, LLC (5512 Jackson St., Alex., LA 71303) to Robert F & Pamela S Broadwell (4511 Waverly Blvd., Alex., LA 71303) - Unit 524 H, Phase L, Building 12, Cypress Point II Condominiums, \$167,500.00. This development is nearing 80% completion.

V & V Builders, LLC (1223 MacArthur Dr., Alex., LA 71303) to Arthur W & Cynthia G Leonard (1812 Clover Lane, Alex., LA 71301) - Lot 105, St., Andrews Links Estates, Phase III (257 St. Andrews Dr., Alex., LA 71303), \$288,000.00

Brittain & White Construction, LLC (5521 Jackson St. Ext., Alex., LA 71303) to Ellen L Tighe (10625 35th St. West, Milan, IL 61264) - Unit 524B, Cypress Point II at Lake District Condominiums (524 B Ansley Blvd., Alex., LA 71303), \$164,500.00

### **(-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 six sales with volume of \$672,000 / \$8,809,171 = 7.63% for negative score

Sabine State Bank (P O Box 670, Many, LA 71449) to Betty F Salley (1409 College Dr., Pineville, LA 71360) - Lot 8, Sq 3, Grace Subd. (205 Milton, Pineville, LA 71360), \$21,000.00

LPP Mtg., Ltd. (7195 Dallas Parkway, Plano, TX 75024) to Mark Gravel Properties, LLC (P O Box 5066, Alex., LA 71307) - W/2 of Lot 7, Blk 55, Kilpatrick Addn. (2028 White St., Alex., LA 71301), \$78,000.00

The Evangeline Bank (3700 Jackson St., Alex., LA 71303) to David M & Danielle P Williams (2147 Boyce St., Alex., LA 71301) - 4.279 acres in Sec 50, T4NR3W, \$330,000.00

Stone Financing, LLC (16260 North 71st St., Scottsdale, AZ 85254) to Christopher S & Sarah E Love (210 East Fairview St., Shreveport, LA 71104) - .33 acres in Sec 10, T4NR1e (1015 North Sunny Hill Dr., Pineville, L A71360), \$134,000.00

Federal National Mtg. Assoc. (14221 Dallas Parkway, Suite 1000, Dallas, TX 75254) to Marson Properties, LLC (1749 Watson Road, Pineville, LA 71360) - Lot 9, Heritage II Subd., \$109,500.00

### **Interest Rates:**

*Third week of slight increase:* 30 year rate was 3.54% this week is 3.47%, the 15 year rate was 2.78% this week it is 2.71%,