

Radio Show Notes May 1st 2013

Go to: www.rodnolespropertymanagement.com and click on radio notes and sign up to have them emailed each week. If you know of someone looking for rental space, apartments, homes, retail, office or industrial send them to www.rodnolespropertymanagement.com.

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

Every Deal has a Tale / Tail:

Block Buster update on Jackson Street. A South Carolina company has 28 stores under contract and is offering to lease part or all of the stores and also packaging as two to three store deal. The local store is being offered with store in Lake Charles at \$1,350,000.

Rhodes Land Co., LLC John Rhodes (6007 Bayou Robert Dr., Alex., LA 71303) to Worley Drive Properties, LLC Shahid Mansoor M.D (6405 Genevieve Dr., Alex., LA 71301) - Lot 3, Alexandria Medical Village (2226 Worley Dr., Alex., LA 71301), \$420,000.00

I have long thought that decrease and increase of licensees was directly correlated with the strength and weakness of real estate business. The 7 year continued decline in number of people with real estate license in La. might trend upward this year, just might. Now I need to determine what that means to real estate business in my market.

Another trend indicator is to look at sales of largest company in La. Latter & Blum and listen when CEO Bob Merrick says 2012 was best year company has had since 2006 and first quarter 2013 was best quarter in long, long time for commercial department.

Talked several weeks back about Parish buying 35 acres on the Red River and asked our audience if anyone knew what this sale involved. Listener called and said that was land for firing range purchased from Brasher family.

Burlington Coat Factory store is on the market with sale and lease back deal. Asking price is \$4,000,000 the owner just increased the rent to create a higher yield. This is concept of market rent vs. contract rent. If a long term quality of rent holds up then yield will work out as advertised.

People not Property:

LSUA chancellor Dr. Coreil will be guest for the show next week.

Gregg Thompson and Paul Maxwell both CCIM have left NAI Latter & Blum to work in commercial brokerage division of Ratcliff Facilities.

Rhonda Reap Curiel has International Paper Plant listed or so I heard at reception at Governor's Mansion last week.

(+5.00) 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 23rd through April 29th

- (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) # of lender sales in market place is less than 5% of the total market sales this week.

(+1.25) Total Weekly Volume:

There were 56 deals with a total of \$5,465,070 in sales, this rates a positive score.

(+1.25) Lot Sales:

To rank positive the score needs one sale per week the market provided **five** for positive score.

Bocage Subd. Of Alex., LLC (P O Box 12846, Alex., LA 71315) to V & V Builders, LLC (P O Box 12846, Alex., LA 71315) - Lot 275, Bocage Subd., phase VI (5802 Toria Dr., Alex., LA 71303), \$25,000.00

Bocage Subd. Of Alex., LLC (P O Box 12846, Alex., LA 71315) to V & V Builders, LLC (P O Box 12846, Alex., LA 71315) - Lot 254, Bocage Subd., Phase VI (5803 Toria Dr., Alex., LA 71303), \$25,000.00

Eva B Hofacre (1422 West Fairview Dr., Baton Rouge, LA 70816) to Fernwood Homes, Inc. (P O Box 1236, Glenmora, LA 71433) - .166 acres in Sec 11, T3NR1W, \$30,000.00

The Lake District, LLC (P O Box 12487, Alex., LA 71315) to Phoenix of Louisiana, LLC (P O Box 1848, Alex., LA 71309) - Lot 97, The Lake District, Phase 1, \$31,900.00

Ballina Farms, Inc. (P O Box 12487, Alex., LA 71315) to Mickey R & Kimberly S Roberts (5445 Provine Place # 802, Alex., LA 71303) - Lot 200A, Tennyson Oaks Subd., Phase 9, \$60,000.00

(+1.25) New Home Sales:

Looking for one new home sale per week the market gave us two for positive score.

Brittain & White Construction, LLC (5521 Jackson St., Alex., LA 71303) to Carlton & Frances D Townsend (524-C Ansley Blvd., Alex., LA 71303) - Unit 524-C, Phase L, Building 12, Cypress Point Condominiums, \$164,500.00

D & J Development of Louisiana and Arkansas, LLC (P O Box 1719, Tioga, LA 71477) to Steven E & Susan M Pringle (115 Clubhouse Dr., Woodworth, LA 71485) - Lot 8, Belle Chase Subd., \$216,000.00

(+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 two sales for volume of \$138,600 / \$5,465,000 = 2.53% for positive score.

LPP Mtg., Ltd. (7195 Dallas Parkway, Plano, TX 75024) to Rantan Properties, LLC (411 Vickie Lane, Alex., LA 71303) - Lot 22, Wilshire Park Subd. (1104 Wilshire Dr., Alex., LA 71303), \$103,000.00

Sec. of HUD (1670 Broadway St., 21st Floor, Denver, CO 80202) to Lawrence Real Estate Group, LLC (1320 McNutt Dr., Alex., LA 71301) - Lot 4, Sq A, Nutley Grove, \$35,600.00

Interest Rates:

Third week of slight increase: 30 year rate was 3.43% this week is 3.51%, the 15 year rate was 2.67% this week it is 2.74%,

Travel Tip:

Baton Rouge part of Blue Bonnet drive is 30 mile per hour speed limit. I got a ticket last week going 42 mph. Three Parish police cars and six deputies were pulling people over at convenient corner intersection. Worst trap than Woodworth.

2013 Energy Conference- May 9-10

The 2013 Energy Conference will be held May 9-10, 2013 in Lake Charles at Auberge du Lac Casino and Resort. The event, hosted jointly by Louisiana CCIM and Houston Gulf Coast CCIM Chapters will take an in depth look at how today's energy exploration and production is changing the real estate practice. To register for the conference please [click here](#). To learn more email Nicole Davis Young or call at 225-366-8181.