

Radio Show Notes May 8th 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

Mud / Jazz Fest great radio call from New Orleans residence "Real where you at"

Every Deal has a Tale / Tail:

Construction in pad location at Sutherlands is without a doubt total confirmation a Golden Corral Steak House.

Former Title Company on Jackson Street Extension that is being cut in half is a future "drive in Liquor store"

New Slab being poured on Legacy Drive sharing west boundary with Provine studio is computer store that is currently located in leased location at Emerald Square.

Texas Avenue Partners, LLC (5911 Bayou Robert Dr., Alex., LA 71301) to Skip Converse, Inc. (318 Jones St., Pineville, LA 71360) - New restaurant facility to be located on Texas Ave., \$1,580,780.00 . The New Spirits Restaurant, I hope they are open on Saturday nights.

Texas Avenue Partners, LLC (5911 Bayou Robert Dr., Alex., LA 71301) to Red River Bank (1412 Centre Court, Alex., LA 71301) - 2.77 acres in Sec 32 & 33, T4NR1W, \$1,650,000.00

Eddie's BBQ, LLC (1021 MacArthur Dr., Alex., LA 71303) to D'Argent Development, LLC (1460 Centre Court, Alex., LA 71301) - Lot 3, Commercial Center Subd., Phase 2, \$270,000.00. Priscilla's very first double bubble site between paradise Catfish and Grand Theater.

KDBPG, LLC Michael Kimble (10606-B Coursey Blvd., Baton Rouge, LA 70816) to O'Reilly Automotive Stores, Inc. (233 S Patterson, Springfield, MO 65802) - Premises locates at Hwy 28 and Rainbow Dr., Pineville, LA for 20 years

O'Rileys Rents

1-10 (Current) \$90,000

11-20 \$95,400

21-25 (Option1) \$101,124

26-30 (Option 2) \$107,191

31-35 (Option 3) \$113,663

People not Property:

LSUA chancellor Dr. Coreil will be guest for the show

Alvin Mykoff absorption report.

Construction Contracts:

Christus St. Frances Cabrini Hospital (3330 Masonic Dr., Alex., LA 71301) to Skip Converse, Inc. (318 Jones St., Pineville, LA 71360) - 4th floor Geriatric Psychiatric Hospital Renovation - Phase I, \$698,027.00

The commercial real estate job market showed significant improvement in 2012 with job postings up 27 percent over 2011, according to the Cornell University/Select Leaders Job Barometer. Momentum continued in the new year with an explosion of job postings in January — more than any other month in the past four years, according to Susan Phillips, CEO of Select Leaders. "Until 2012, development and construction jobs were almost negligible. As our industry continues to recover in 2013, we anticipate job growth, because companies have been functioning so lean, they almost have no choice but to hire," Phillips said. Read the complete report and visit the CCIM/Select Leaders Career Center for a look at jobs in your area.

MyKoff Absorption Report:

6.97 788 homes in MLS first week in April 113 sold ($788 / 113 = 6.97$) and 151 homes came on the market.

5.86 Tightest market inventory is under \$150,000

16.3 Homes over \$400,001 with 33 on market 2 sold ($33 / 2 = 16.3$ months) and 7 new homes on the market.

(+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:

- (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: business days from time period of April 23rd through April 29th total of 57 deals volume of \$6,818,344. Positive ranking

(+1.25) Lot Sales: To rank positive score need one sale per week the market provided three with two from developer's inventory.

Richfield Developments, LLC (155 9th St., Jena, LA 71342) to William J & Deloris M Mitchell (P O Box 4537, Pineville, LA 71360) - Lot 7, Richfield Subd., Phase I (513 Richfield Place, Pineville, LA 71360), \$39,900.00

Ballina Farms, Inc. (P O Box 12487, Alex., LA 71315) to Bryan N Peart, Jr. & Inez M Peart (201 Peart Lane, Pineville, LA 71360) - Lot 180, Tennyson Oaks Subd., Phase 8 (6224 Arden Oaks, Alex., LA 71301), \$61,500.00

Michael L Drerup & Kyle D Downs (417 Versailles Blvd., Alex., LA 71303) to Wendell J & Michelle D Williams (509 Ansley Court, Alex., LA 71303) - Lot 25, The Lake District, Phase I (4701 Christopher Place, Alex., LA 71303), \$120,000.00

(+1.25) New Home Sales:

looking for one new home sale per week the market gave us one for positive ranking.

Cooley Enterprises, LLC (6810 Masonic Dr., Alex., LA 71301) to Alex J Hayward (5445 Provine Place, Apt. 814, Alex., LA 71303) - Lot 22, Ocho Rios Subd., Phase 1-A (443 Ocho Rios Dr., Pineville, LA 71360), \$205,000.00

(+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 4 sales with sales volume of \$309,375 / \$6,818,344 = 4.53% for positive score

Deutsche Bank to Kelly J Bakies (404 Idlewood Dr., Alex., LA 71303) - Lot 12, Sherwood Park (2320 Greenwood Dr., Alex., LA 71301), \$35,500.00

The Evangeline Bank (3700 Jackson St., Alex., LA 71303) to Roma H Glash (1104 South Hampton Dr., Alex., LA 71301) - Lot 68, Crossgates Subd., Phase IV, \$222,000.00

Federal National Mtg. Assoc. (14221 Dallas Parkway, Suite 1000, Dallas, TX 75254) to Jamie D & John L Chamberlin (6408 Audubon Oaks, Alex., LA 71301) - 1.5 acres in Sec 7, T4NR2E and mobile home, \$30,675.00

Sec. of HUD (1670 Broadway St., 21st Floor, Denver, CO 80202) to USA Lands, LLC (3786 Old Marksville Hwy., Pineville, LA 71360) - .91 acres in Sec 16, T4NR3E, \$21,200.00

Interest Rates:

Third week of slight increase: 30 year rate was 3.43% this week is 3.53%, the 15 year rate was 2.66% this week it is 2.71%,

Seller-Funded Buyer Brokerage Fees
Tuesday, May 7, 2013

New Regulation Proposed:

Under a new rule proposed by the Louisiana Real Estate Commission, sellers cannot pay buyer brokerage fees out of closing costs, unless there is a written agreement, which must specify the amount to be paid by seller. This proposed rule was approved by the LREC on April 18, 2013, although it will not go into effect until it goes through the formal rulemaking process. This means the rule would have an effective date of September 20, 2013 at the earliest. The actual text of the proposed rule is as follows:

Buyer broker compensation shall not be included as part of closing costs paid by the sellers, unless such compensation is disclosed in a written offer and accepted by the seller, which specifically states the amount of compensation being paid to the licensee.

This new rule applies only in cases where there is a buyer brokerage agreement that obligates buyer to pay a commission to his/her broker. If the buyer with

this obligation wants the seller to pay all or part of this commission, the seller must agree to do so in writing, as part of the purchase agreement, with the amount to be paid by seller included in the agreement.

Why Was This Rule Proposed?

This rule was developed in response to complaints from consumers and licensees. These complaints involved transactions in which the seller and seller’s agent were surprised at the closing table to learn that buyer expected the buyer brokerage fee to be paid as a seller-funded closing cost. Typically, these complaints involved purchase agreements that provided that “Seller will pay (up to) \$X,000.00 in closing costs on behalf of buyer.” In these agreements, there was no definition of “closing costs” that specified that a buyer’s brokerage fee was included.

Some licensees argued that existing rules prohibited this practice. The relevant provisions of license law provide:

§1455. Causes for censure, suspension, or revocation of license, registration, or certification.

Indices

	Last	Last Week	YTD return %
DJIA	14831.58	14700.80	13.18%
NASDAQ	3340.62	3289.99	10.63%
S&P 500	1597.59	1585.16	12.02%
MSCI EAFE	1737.37	1728.51	8.31%
Russell 2000	939.85	940.28	10.66%

Consumer Money Rates

	Last	1-year ago
Prime Rate	3.25	3.25
Fed Funds	0.15	0.16

30-year mortgage	3.40	3.84
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Currencies

	Last	1-year ago
Dollars per British Pound	1.553	1.620
Dollars per Euro	1.307	1.317
Japanese Yen per Dollar	98.030	80.200
Canadian Dollars per Dollar	1.008	0.987
Mexican Peso per Dollar	12.166	12.952

Commodities

	Last	1-year ago
Crude Oil	93.99	105.22
Gold	1469.16	1653.48

Bond Rates

	Last	1-month ago
2-year treasury	0.21	0.22
10-year treasury	1.72	1.69
10-year municipal (TEY)	2.91	3.25