

# Rod's Radio Show Notes

## March 14<sup>th</sup> 2012

### PROPERTY MANAGEMENT PRESS RELEASE:

Beautiful Home in Pineville JUST LISTED FOR RENT & WILL GO FAST!!!

Click the link below to see this beautiful 4 bedroom 2.5 bath rental home in Pineville at \$1500 a month. The address is 517 Hiawatha Trail.

<http://www.rodnolespropertymanagement.com/property-details.php?pid=605>

**Go to:** [www.rodnolespropertymanagement.com](http://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](http://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).

### Announcements, Attachments and Travels:

Governor Jindal in Alexandria today to announce 650 new jobs: Former Star Trek building off Gus Kaplan Drive.

P&G 105 new jobs: New product line \$100 million capital improvement "right here in river city" Regina Washington and Bonnie Lemoine two business women leaving progressive footprints on the corporate path for Central La. Speaking of P&G and women I do believe they are ranked one of the top 10 companies for women to work for. Just go on the web site and look who is in leadership position for this company. Jay Leno mentioned police report in La stating that there has been an increased theft of Tide laundry products. Jay wondered if that was a white collar crime.

Jena Choctaw Casino construction to start this month: noticed "Stanley Enterprises" took out fair size loan this week and this may be associated with beginning of construction for this long delayed development.

### Mykoff Absorption Report:

Work tabs at the bottom of excel look at previous months.

|                        |  |
|------------------------|--|
| Total market           | 640 homes 80 sold $640/80 = 8$ (102 new homes on the market)   |
| \$400,001 and up       | 27 homes 2 sold $27/2 = 13.5$ (4 new homes on the market)      |
| \$250,001 to \$400,000 | 63 homes 10 sold $63/10 = 6.3$ (4 new homes on the market)     |
| \$150,001 to \$250,000 | 166 homes 18 sold $163/18 = 9.22$ (18 new homes on the market) |
| Under \$150,000        | 384 homes 50 sold $384/50 = 7.68$ (50 new homes on the market) |

MLS market share of total Rapides Parish for February

Number of transactions      88 in MLS / 141 total = 62%  
Total Volume                      \$12,787,626 / total of \$15,691,431 = 81%

1% or 214 agents between ages of 18-24 want to supply listeners interesting numbers from Real Estate Commission. The right young people can enter this business with no competition from their age group. I would like to interview young agent between the ages of 18-24 as a guest on the show.

### **Deal of the Week:**

Best time to hike the Kistachie Forest is within next 3 weeks. I hiked it four times last week, twice after work, once prior to work, and Sunday during the rain. Two lots for sale next to Dr. Bill Risinger one of the few places where you have a private cove, closes thing we have to mountain terrain, natural spring and walk out your front door to the most beautiful part of 37 mile Kistachie trails.

(1)\$159,900 for 1.32 acres and (2) \$159,900 for 1.79 acres

### **\$6,500,000 for the Bentley:**

Listed by Natchez, Ms. Firm if you want to write an offer please hire one of our local CCIM to write the deal. Closed since 2004 with monthly payments of approximately \$40,000 per month I estimate carrying charges during that time period exceed \$4,000,000.

### **People not Properties:**

Erma Adams 81 long time realtor and national leader in closed sales. Called Mrs. Erma by everyone the myth has it that at one time she was #3 in the nation for Cold Weld Banker. She later open and operated a very successful Century 21 franchise in Alexandria.

Eldon R & Susan B Nichols (6758 Canal Bld., New Orleans, LA 70124) to O'Neal & Susan R Higginbotham (171 Shaw Road, Opelousas, LA 70570) - Lot 214, Point Cotile, Ext. # 2 (1025 Balboa's Point, Boyce, LA 71409), \$220,000.00. Many years ago this couple had a dream to sail around the world and would buy small properties fix them up after work and on the weekends with goal to sell everything, retire, buy and sail boat and live their dream. "By George they did it."

Jim Meyer honored by La. Tech University in past issue of alumni news. If one of our bull dogs are listening please give us call tell me more about La. Tech giants 318-442-8255. Hey, I have their former office listed on Government Street 6,000 square feet for \$427,000

Kudos to George and Mariah Fine who were fortunate enough to sing at Carnegie Hall recently with Centenary College Choir. True story call Ricky Sooter looking for George Fine and Ricky told me he was singing at Carnegie Hall. I am now wondering if his fees will be higher?

Peabody Basketball 7th State Championship, kudos to team, school, parents, and coach.

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

Triad Hospitality, LLC Jay Desai (2716 N MacArthur Dr., Alex., LA 71303) to Neptune Lodging Partners, LLC Surendra J. Patel (5650 Frontage Road, Monroe, LA 71202) -

Part of Lots 53 & 54, Experiment Plantation Subd. (2716 N MacArthur Dr., Alex., LA 71303), \$1,125,000.00. This property is the former Sheraton between Best Western and new Candlewood Suites.

Mortgage on this transaction: Neptune Lodging Partners, LLC (2716 North MacArthur Dr, Alex., LA 71303) to Sabine State Bank (737 Keyser Ave., Natchitoches, LA 71457) - Part of Lots 53 & 54, Experiment Plantation Subd. (2716 N MacArthur Dr., Alex., LA 71303), \$1,000,000.00

\$26,405,500 for 7,895 acres = \$3,344 average lawyer George Griffing stopped by with research from the sale that I have placed in my transcripts as an attachment.

These are approx. numbers from Ricky Condrey. Of 7,800 total acres sold, there is 7,651 tillable acres. All leveling and irrigation was completed by Condrey prior to the sale. All blackland soils.

Condrey to C&K Louiland -- FSA Farm #6525  
5,708 total acres  
2,272.7 acres in Catahoula Parish  
3,435.3 acres in Franklin Parish

Bro-Con to C&K Louiland -- FSA Farm #6526  
2,092 total acres  
1,192 acres in Catahoula Parish  
900 acres in Franklin Parish

Brandon K Bakies (2910 North Bolton Ave., Alex., LA 71303) to Robert A & Dee A Bass (4820 Porter Circle, Alex., LA 71303) - 125.384 acres in Sec 14, 15, 45, 46, & 48, T3NR1W, \$163,000.00 price per acre is \$1,300 per acre this is land at the end of Jeff Davis drive in Airview Terrace.

Two sales in Grundy Cooper above \$115,000

3H Investments, LLC Robert Kennedy Hughes (2121 North MacArthur Dr., Alex., LA 71301) to Bobby B & Tamara N Glynn (700 Veteran Dr., Apt. 702, Alex., LA 71303) - Lot 232, Grundy Cooper Subd., Ext # 4, \$117,500.00

James A Shaw, Jr. (20864 Carr Road, Watertown, NY 13601) to Wesley R & Kimberly D Aguilard (4051 Bayou Rapides Road, Apt. 606, Alex., LA 71303) - Lot 183, Grundy Cooper Subd., Ext. # 2 (5608 Benjamin St., Alex., LA 71303), \$114,900.00

### **(+4) 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: five business days from time period of March 5th through March 9th

- (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.

(5) Two random subdivision sales compared to averages for 2008, 2009, 2010, 2011, and year to date for 2012.

**(+1) Total weekly volume was:** \$6,404,233 with 49 sales another good week.

**(+1) Random Home Sales for the Week:**

Clinton P Robertson, et al (126 Moss Ridge, Pineville, LA 71360) to Juan Baltazar, Jr. & Margaret L Baltazar (128 Iberia Lane, Pineville, LA 71360) - Lot 47, Beau Chene, Phase II (128 Iberia Lane, Pineville, LA 71360), \$275,000.00. Positive score see sales below.

2008 total sales were 13 with average price of \$240,676  
2009 total sales were 11 with average price of \$222,209  
2010 total sales were 4 with average price of \$229,000  
2011 total sales were 4 with average price of \$246,562  
2012 year to date 1 at price of \$275,000

Jerome C & Edna B Chatelain (1098 Hwy. 114, Hessmer, LA 71341) to Stephen L McGhee (6121 Deerfield Dr., Alex., LA 71301) - Lot 17, Blk I, Deerfield Subd. (6121 Deerfield Dr., Alex., LA 71301), \$124,000.00. Positive score see below.

2008 total sales were 7 with average price of \$106,633  
2009 total sales were 3 with average price of \$105,500  
2010 total sales were 2 with average price of \$95,125  
2011 total sales were 3 with average price of \$119,650  
2012 year to date one sale \$124,000

**(-1) New Home Sales:**

Looking for a single sale this week for positive score the market gave us zero for negative score

**(+1) Lot Sales or Home Site Acreage:**

Only need one sale for positive score and this week the market gave us six sales two of which were developer's inventory.

New Way Investments, LLC (3786 Old Marksville Hwy., Pineville, LA 71360) to Harvey J & Sharon L Guillory (320 Moss Point Dr., Boyce, LA 71409) - Lot 8, Tylin Acres Subd., \$25,000.00

Martin A Smith, Jr. (P O Box 1729, Slidell, LA 70459) to John J & Veronique A DeKeyzer (5017 Hot Wells Road, Boyce, LA 71409) - 2.653 acres in Sec 28, T4NR3W (5021 Hot Wells Road, Boyce, LA 71309), \$30,000.00

Loyd P Ussery, et al (600 Holliday Dr., Pineville, LA 71360) to Heath B Nichols (903 Brooks Blvd., Apt. B, Alex., LA 71303) - 2.871 acres in Sec 32, T5NR2E, \$55,000.00

West Lakes Estates, LLC (2230 MacArthur Dr., Alex., LA 71301) to Malcolm L & Rebecca A Burns (1985 Philadelphia Road, Deville, LA 71328) - Lot 40, West Lakes Estates Subd. (212 West Lakes Blvd., Alex., LA 71303), \$39,500.00

Hershel L Lonidier (5411 Dixie Lane, Alex., LA 71301) to Simeon A Thibeaux, Jr. & Flora J Thibeaux (164 Melrose Bend Blvd., Natchez, LA 71456) - Lot 155-B, Tennyson Oaks Subd. (6320 Audubon Oaks, Alex., LA 71301), \$40,000.00

Gregory J & Nicole B Babin (466 Ahtus Melder Road, Forest Hill, LA 71430) to Monceaux-Buller & Associates, LLC (610 Desoto St., Alex., LA 71301) - 13.56 acres in Sec 18, T1NR3W, \$40,680.00

Lender sales as percent of total sales: rates positive score if lender sales are below 5% of total sales, this week market gave us two sales that totaled 48,500 / \$6,404,000 = less than 1%

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX 75010) to Joseph & Amanda Burlew - Lot 7, Tract 3, Stephens Revision of Sam Allen Properties in Sec 25, T5NR1W, \$43,500.00

Dept. of HUD to Mark A Gravel Properties, LLC (P O Box 5066, Alex., LA 71307) - Part of Lot 1, Sq 53, Clarence Park Addn., \$5,000.00

**Interest Rates:**

30 year fixed is 3.85%was 3.89%the 15 year rate is 3.13%was 3.17% 5/1 ARM is 2.70% was 2.78%.

Even with low rates mortgage applications are down 10% from same time last February.

**Mortgage activity for the week:**

Total mortgage loans were \$9,118,322 / \$6,404,000 total sales = 1.42 ratio (what does this mean?)

**Mortgage of Interest:**

Ricky G &Wanda J Thompson (103 Sunny Huff Road, Pitkin, LA 70656) to Kite Bros, LLC (1940 North Pine St., DeRidder, LA 70634) - Tract in Sec 5 & 8, T2SR4W, \$2,900,533.88

**Mykoff Monthly Comparison Absorption Report**

| 2012                       | January | February |
|----------------------------|---------|----------|
| Currently listed           | 690     | 640      |
| Sold                       | 62      | 80       |
| Came on the Market         | 109     | 102      |
| Current Monthly Supply     | 11.1    | 8        |
| <b>\$400,001 and Up</b>    |         |          |
| Currently listed           | 28      | 27       |
| Sold                       | 3       | 2        |
| Came on the Market         | 1       | 4        |
| Current Monthly Supply     | 9.3     | 13.5     |
| <b>\$250,001-\$400,000</b> |         |          |
| Currently listed           | 70      | 63       |

|                            |      |      |
|----------------------------|------|------|
| Sold                       | 3    | 10   |
| Came on the Market         | 12   | 4    |
| Current Monthly Supply     | 23.3 | 6.3  |
|                            |      |      |
| <b>\$150,001-\$250,000</b> |      |      |
| Currently listed           | 192  | 166  |
| Sold                       | 16   | 18   |
| Came on the Market         | 32   | 22   |
| Current Monthly Supply     | 12   | 9.22 |
|                            |      |      |
| <b>Under \$150,000</b>     |      |      |
| Currently listed           | 400  | 384  |
| Sold                       | 40   | 50   |
| Came on the Market         | 64   | 72   |
| Current Monthly Supply     | 10   | 7.68 |

**C&K LOUILAND, LLC  
C/O CARL BALPARDA  
MONROE, LA**

| <b>PURCHASE PRICE</b> | <b>PARISH</b> | <b>ACRES</b>  | <b>ASSESSMENT#</b> | <b>PRICE PER ACRE</b> |
|-----------------------|---------------|---------------|--------------------|-----------------------|
| \$7,223,000.00        | CATAHOULA     | 1192          | 200003180          | \$3,452.68            |
|                       | FRANKLIN      | 900           | 200028750          |                       |
| \$19,182,500.00       | CATAHOULA     | 2304.7        | 200048700          | \$3,305.22            |
|                       |               | 120           | 200043000          |                       |
|                       | FRANKLIN      | 80            | 200089200          |                       |
|                       |               | 517           | 200062604          |                       |
|                       |               | 2184          | 200062600          |                       |
|                       |               | 598           | 200062601          |                       |
| <b>TOTAL ACRES</b>    |               | <b>7895.7</b> |                    |                       |

Information Courtesy of:  
George Griffing  
Phone: (318)641-6753

Thank you George!