

# Rod's Radio Show Notes

## March 21<sup>st</sup> 2012

**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).

### People Not Properties:

Rose Steepleton was recognized for being in top 1% of 30,000 agents with ERA at national convention in New Orleans last week.

Denise Woods will be our guest to talk about foods especially organic foods now available from Inglewood farms.

Happy 129th birthday to Alexandria Daily Town Talk

Jeff Matthews Sunday article (regrettably page A-7) was a good recap of recent good economic news after losing Continental tire plant to South Carolina last year. Points out that the following announcements could add 600 jobs to our area: (1) Sutherland Global Services (2) Sunndrop Fuels (3) Jeld-Wen plant in Winnfield and (4) Procter & Gamble expansion.

### Announcements, Attachments and Travels:

Flyer for fund raiser auction March 29th at Malady house

Change your DBA with La. Real Estate Commission or face \$75 fine. It's like getting a speeding ticket for going 56 miles per hour in 55 miles per hour zone. The form is attached I did it last week when Roz called to tell me I was in violation and it was simple to do. Matt Ritchie is in violation either call and report him or let him know the form is attached with my transcripts.

Chamber of Commerce Events.

Mar 28 @ Noon, Motivational Seminar, "One Choice Can Change Your Life"

Mar 29 @ 5:00pm, Ribbon Cutting for Baskins Western & Work Wear  
Apr 3 @ 3:00pm, Youth Job Fair  
Apr 4 @ 9:00am, Basics of Federal Government Contracting Workshop  
Apr 4 @ 10:00am, Ribbon Cutting for Whitney Bank  
Apr 5 @ 11:00am, Ribbon Cutting for What I Like Boutique  
Apr 10 @ 10:00am, Ribbon Cutting for LaCapitol Federal Credit Union  
Apr 19 @ 5:00pm, Business After Ours at Alexandria Museum of Art  
Apr 23 @ 11:30am, Strategic Luncheon

## Every Deal has a Tale/Tail:

Sutherland Global Services to Open BPO Op Center in Alexandria

"Sutherland chose Louisiana because of our strong business climate, unparalleled quality of life, and workforce," said Governor Jindal. "The company is a pioneer and leader in the global Business Process Outsourcing (BPO) industry and their selection of Alexandria is a huge win for our state." The 600 new jobs will pay an average salary of \$27,000, plus benefits, and the project will create over 400 additional indirect jobs according to LED estimates. Sutherland Global plans to invest \$2.9 million to remodel an existing 40,000-square-foot facility located in the former Jake's building. Construction will begin this month and the company is expected to start operations in May. Sutherland will begin hiring employees in April. There will be public notice via traditional and social media. "Sutherland Global Services is a world-class provider of back office services and process outsourcing. Their presence in Central Louisiana is an exciting and important addition to the region's prosperity," said Clinton, the Central Louisiana Economic Development Alliance CEO.

For more information about Sutherland Global Services visit [www.sutherlandglobal.com](http://www.sutherlandglobal.com).

## Rapides Regional Medical Center Becomes Trauma Center

Rapides Regional Medical Center--Rapides Regional Medical Center has been verified as Louisiana's first Level II Trauma Center by the American College of Surgeons' Committee on Trauma (ACSCOT). The verification completes a two-year process by Rapides Regional.

"For years, Rapides Regional Medical Center has served as this area's unofficial trauma center, seeing more than 60,000 patients in our Emergency Department each year, and more than 1,000 trauma admissions in one year alone," said David Williams, Rapides Regional Medical Center's chief executive officer. "With this designation, we've become the official trauma center for Central Louisiana - and by default, a trauma center option for much of the state."

**City has sold the Fulton Inn:** As a tax payer and property owner downtown certainly hope this deal goes through.

Sammour 3, Inc Kamal Alsammour (118 Windrow Dr., Broussard, LA 70518) to Bashar Khattak Petroleum, LLC Amir Khan (4000 Holloway Prairie Road, Pineville, LA 71360) - .708 acres in Sec 9, T4NR1E, \$570,000.00. This is convenience store formerly owned by Wilson Oil located at 4,400 Holloway Prairie Road (corner of Sandifer Lane and 28 East just east of Pine Trace apartments.

Loan Bashar Khattak Petroleum, LLC (4000 Holloway Prairie Road, Pineville, LA 71360) to Home Bank (2111 N Causeway Blvd., Mandeville, LA 70471) - .708 acres in Sec 9, T4NR1E (4000 Holloway Prairie Road, Pineville, LA 71360), \$427,500.00. Bashar Khattak Petroleum, LLC (4000 Holloway Prairie Road, Pineville, LA 71360) to Home Bank (2111 N Causeway Blvd., Mandeville, LA 70471) - .708 acres in Sec 9, T4NR1E (4000 Holloway Prairie Road, Pineville, LA 71360), \$427,500.00

SDW Holdings, LLC David Williams (P O Box 6, Leesville, LA 71496) to Alexandria Transmissions, LLC John Durand (5900Squires Lane, Ball, LA 71405) - .89 acres in Sec 43, T3NR1W, \$97,500.00. Highway 165 price psf was \$2.51 psf which indicates there is no bilding.

DG Gardner (LA) 5 Landlord, LLC (2711 Centerville Road, Suite 400, Wilmington, DE 19808) to ARC3 DGGDRLA01, LLC (106 York Road, Jenkintown, PA 19046) - Tract in Sec 1, T3NR4W, \$1,076,206.00

Carolyn P Ackel (342 Peach Tree St., Slidell, LA 70458) to Lizbeth Properties, LLC Willam Carstens Sr. (1438 Dorchester Dr., Alex., LA 71301) - Lot 36, Chandler Park (5516 Navaho Trail, Alex., LA 71301), \$115,000.00

## Construction Contracts:

City of Alex. to Progressive Construction Co., LLC (P O Box 11594, 5816 Jackson St. Ext.) - Aaron Street Sidewalk Improvements, \$85,780.00

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State of LA Division of Administration to C B Developers, Inc. (938 Old Rifle Range, Road, Petal, MS 39465) - State Emergency Shelter, Off-Site Sewer Force Main & Lift Stations, LSU Dean Lee Research Station, \$2,049,000.00

\$300,000 turning lane at Horseshoe and Masonic should start prior to my birthday May 12, 2012.

## (+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.

## (+3) Legal Recorder Data:

five business days from time period of March 12th through March 16th. Negative scores for new homes and random subdivision study.

- (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:

Positive score for the week 51 sales volume of \$6,517,574, three solid weeks of sales. This is a very good sign.

## (-1) Random Home Sales for the Week:

Raymond A Mangiaracina (257 Susan Gay St., Pineville, LA 71360) to Register'd & Taylor'd Properties, LLC (746 Old Valentine Road, Elmer, LA 71424) - Lot 45, Sharon Park Subd., \$75,000.00. Negative score note sales below.

2008 total sales was 2 and average price is \$115,500

2009 total sales was 3 and average price is \$130,333

2010 total sales was 3 and average price is \$134,233

2011 total sales was 4 and average price is \$107,056 (two lender sales this year)

2012 total sales year to date is \$75,000 (this sale may not be arm length)

The Estate of Rose M Clinton (18447 Woodhollow Dr., Flint, TX 75762) to Ernesto L Cruz, Jr. & Angelina Cruz (703 Sweetbriar Dr., Alex., LA 71303) - Lot 47, Briarwood, Tract I, \$155,000.00. Rate the sale a negative compared to 2011

2008 total sales was 14 and average price is \$174,871

2009 total sales was 7 and average price is \$186,192

2010 total sales was 6 and average price is \$152,540

2011 total sales was 10 and average price is \$171,250

2012 total sales year to date is 3 and average price is \$143,800

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

Looking for a single sale this week for positive score the market gave us zero. Largest number of building permits nation wide since October 2008 is a good sign that represents a 5.1% increase February over March. My father in law would say, "you can't hurt ruined" home building business is till very much depressed. Last year was the worst year since 1963 on a national basis.

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

Only need one sale for positive score and this week the market gave us four one out of developer's inventory.

Stephen D Downs (P O Box 14438, Alex., LA 71315) to Damin I & Jordana K Horieh (6229 Windy Oaks, Alex., LA 71301) - Lot 22, The Lake District, Phase I (4708 Christopher Place, Alex., LA 71303), \$95,000.00. Two new homes start construction this spring.

DONK, LLC (1580 Hwy. 115, Deville, LA 71328) to JWT Properties, LLC (6031 Bayou Rapides Road, Alex., LA 71403) - .99 acres in Sec 17, T4NR1E, \$25,000.00

Jasper W & Helen H Hebert (P O Box 27, Forest Hill, LA 71430) to Richard C & Donna F Urban (4419 Hwy. 31, Opelousas, LA 70570) - E/2 of Lot 3, Elza Hebert Estates, \$30,000.00. Great niche market for horse owners.

Muth, LLC (971 Brannon Road, Pineville, LA 71360) to Jennifer R Kile (1571 Billings Road, Glenmora, LA 71433) - 10.65 acres in Sec 5, T1SR2W (210 McNary Cutoff Road, Glenmora, LA 71433), \$50,000.00

## **(+1) Lender Sales as Percent of Total Sales:**

Rates positive score if lender sales are below 5% of total sales, this week market gave us three sales with volume of \$51,700 / \$6,517,574 = .079%

The Evangeline Bank (3700 Jackson St., Alex., LA 71303) to Desselle Properties, LLC (297 Ruby-Centerpoint Road, Centerpoint, LA 71323) - Tract in Sec 5, T4NR3E, \$11,000.00

The Bank of New York, et al to Creighton M Doelling (5241 Raphael Dr., Alex., LA 71303) - Lot 2, Alex. Land & Improvement Co. Addn. (1805 Elliott St., Alex., LA 71301), \$20,700.00

LPP Mtg., Ltd. (6000 Legacy Dr., Plano, TX 75024) to Kenneth & Deedra T Rollins, et al (1967 Brenda Lynn, Pineville, LA 71360) - .72 acres in Sec 23, T4NR1E (119 Cedar Lane, Pineville, LA 71360), \$20,000.00

**13 total foreclosure suits filed last week**

## Interest Rates:

30 year fixed is 4.05% was 3.85% the 15 year rate is 3.27% was 3.13% 5/1 ARM is 2.90% was 2.70%. Rates have moved up slightly.

## Mortgage Activity for the Week:

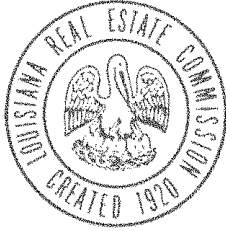
Total mortgage loans were 59 with total volume of \$8,902,091 highest volume week this year compared to closed transactions \$6,517,574 ( $\$8,902,091 / \$6,517,574 = 1:37$  ratio)

# **SAVE THE DATE** **MARCH 29<sup>th</sup> 2012**

Sponsored by: **CENLA PAC**  
SILENT & LIVE AUCTION  
RAFFLE ITEMS INCLUDE:

- \* DERRINGER
- \* 5-day CRUISE
- \* IPAD2

**Melady House 5-8pm**  
5800 England Drive  
RAFFLE TICKETS \$25 EACH  
EVENT TICKETS \$15 EACH  
Catering by Jacquie's  
Beer & Wine included



Louisiana Real Estate Commission  
Post Office Box 14785  
Baton Rouge, LA 70898-4785  
(225) 925-1923 or (800) 821-4529 (LA only)  
Fax (225) 925-4501

## DBA/NICK NAME REQUEST FORM

*This form shall be used to add a DBA/nick name to your individual real estate license. Changes to your legal name must be completed using the Name Change Form. Trade name changes or additions on a company license must also be completed using the Name Change Form.*

### CURRENT LICENSE INFORMATION

License number: \_\_\_\_\_

Name on license: \_\_\_\_\_

Address: \_\_\_\_\_

City, state, zip: \_\_\_\_\_

### REQUEST TO ADD DBA/NICK NAME ON LICENSE

*Your legal name is required to be on file with the LREC and printed on your license. A DBA/nick name may be added; however, it must always be used in conjunction with your legal last name.*

DBA/nick name as you wish for it to appear on your license:

\_\_\_\_\_

By signature below, I hereby authorize the Louisiana Real Estate Commission to make the requested name change. I understand that all advertising, marketing campaigns, and license activities cannot be conducted in any name(s) other than that listed on my license. If the requested name change does not meet the requirements of the license law and rules and regulations of the commission, I understand that this request may be denied until such time that the name change is in compliance.

\_\_\_\_\_  
Signature of licensee

\_\_\_\_\_  
Date

DBA 09/28/11