

# *Rod's Radio Show Notes*

## *May 9<sup>th</sup> 2012*

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

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

Raphael Luneau (5032 Old Marksville Hwy., Pineville, LA 71360) to Blackmon & Bain Properties (8400 Hwy. 28 East, Pineville, LA 71360) - Tract in Sec 50 & 52, T2NR1E (8229 Hwy. 71 South, Lecompte, LA 71346), \$650,000.00. Craig Sikes was selling agent and Winston Roberts was selling agent.

Barth & Grimes Properties, LLC (9161 Hwy. 28 E, Pineville, LA 71360) to Daenen Properties, LLC (127 Holly Moore Dr., Pineville, LA 71360) - Tract in Sec 35, T5NR1E, \$500,000.00

Gates, LP (P O Box 12007, Alex., LA 71315) to Ritchie Properties, LLC (1268 Dorchester Dr., Alex., LA 71303) - Lot 3-A, Wilshire Medical Center (3508 Parliament Court, Alex., LA 71303), \$93,000.00

### **England Air Park Activity:**

Jody & Debora Boudreaux (427 Moss Point Dr., Boyce, LA 71409) to The England Economic & Industrial Development District - 3 acres in Sec 11, T4NR2W, \$69,000.00

Gary J Guillory (385 Moss Point Dr., Boyce, LA 71409) to The England Economic & Industrial Development District - 4.6 acres in Sec 11 & 73, T4NR2W, \$177,000.00

### **Investor's LLC Activity:**

James M & Brenda S Herod (2217 Ellis Dr., Flower Mound, TX 75028) to TRI V Property Group, LLC (1223 MacArthur Dr., Alex., LA 71303) - Lot 11, Blk 4, Good Earth Subd., Tract IV (78 Ragan Dr., Alex., LA 71303), \$65,800.00

Funmar, LLC (3750 Hwy. 121, Boyce, LA 71409) to Renees Point, LLC (62 Caroline Dr., Boyce, LA 71409) - 12 acres in Sec 48, T4NR3W (3750 Hwy. 121, Boyce, LA 71409), \$125,000.00

Tina R Teal, et al (174 Philadelphia Road, Lot 27, Pineville, LA 71360) to 3H Investments, LLC (2121 North MacArthur Dr., Alex., LA 71301) - Part of Lots 8 & 9, Sanson Subd. (1510 Shannon Road, Alex., LA), \$60,000.00

**Razor's Edge:** "a little off the top" or "rusty razor"

Saturday dropped in to have Bobby Shaw trim my beard, the next customer in line was finance director at Union Tank car. I asked how many rail cars UTLX built last month. Quiz for our listeners after three calls whoever is closest without going over is the winner.

## **People Not Properties:**

Jim Donelon commissioner of insurance spoke to Rotary club and reminder audience to file for refund on additional premium paid on fair plan portion of your insurance.

Kelly Ducote listed and sold home across the street from us in Charles Park. We now have great new neighbors, young people with children. Kelly sent me an announcement card that house was sold on Wendover with my name and address written on post card. It gave me the impression of kind of a "in your face" message. We are thrilled to have two new neighbors on our street and it is cool not to own a real estate company so when one of the good competitors list your neighbor's home it's not an issue. Just glad to be surrounded by young couples with children we can watch grown up.

## **Construction Contracts:**

State of LA, Military Dept. to James A Decker Builders, Inc. (202 Brooks St., Pineville, LA 71360) - Camp Beauregard Pool Repairs & Upgrades, \$59,464.00

## **Announcements, Attachments and Travels:**

Mykoff absorption report for this month and previous time periods is attached. Absorption number for the month is 7.11. This is same time the White Sox start their evening home games.

Weird and unbelievable leased a car in Houston airport and will never guess what I heard on the radio. Our radio show, it appears someone burned it on a CD and left it in the car. How weird is that?

On way back from playing Poker in Marksville stopped at "Night club on highway 71 south, next door to Medical Express. Metal building painted red and is behind building I have for sale. First thing I noticed is the high end cars in the parking lot. Inside was huge, well decorated, and full of nicely dressed young people. It was 9:30 pm past my bed time so I did not stay to mingle and dance. Just wanted to take a look and I was impressed.

## **(+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 April 30th through May 4th

- (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:**

Closed transactions numbered 53 with total volume of 3.79%

4Q and 2011 Year-End Overview Statewide Home Sales Increase 4.8 Percent in 2011

Louisiana home sales rose 4.8 percent in 2011, as the state's residential real estate market continued significant positive momentum throughout the second half of the year. For the fourth quarter, sales increased 11.7 percent statewide. Total sales volume in Louisiana rose 3.4 percent for the quarter and 2.9 percent for the year. The nearly 12 percent increases in home sales across the state for the quarter comes on the heels of a 20.3 percent sales jump reported by LRA in the third quarter. Alexandria had an increase of 4.4 percent for the quarter and 0.3 percent for the year. The statewide 2011 average sales price of \$180,846 was down 1.8 percent from the previous year. Meanwhile, prices nationwide dropped 4.7 percent for the year, according to the December 2011 Home Price Index published by CoreLogic. Excluding distressed sales however, CoreLogic's figures show that prices only dropped 0.9 percent in 2011. According to the data,

Louisiana showed a 2 percent increase in sales price for the year after distressed sales were removed from the mix. Sales of distressed properties do have a negative impact on overall home prices, as evidenced by the slight drop we saw in Louisiana's prices last year.

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

Horace A & Debra K Norment (565 Edgewood Dr., Pineville, LA 71360) to Ricardo B & Nedra O Williams (781 Pinehurst Dr., Pineville, LA 71360) - Lot 14, Walden Point Subd., \$171,500.00 this sales rates positive score for REI.

2008 one sale at \$157,000  
2009 one sale at \$165,000  
2010 total sales were 2 the average price was \$138,700  
2011 total sales were 2 the average price was \$142,000  
2012 total sales year to date is \$171,500

Freddie & Barbara K Banks (3810 Maywood St., Alex., LA 71301) to Jerry D Larwood, II & Kylie R Larwood (125 Fred's Lane, Bunkie, LA 71322) - Lots 4 & 6, Martin Addn., et al, \$150,000.00 this sales rates positive score for REI

2008 total sales were 5 the average price was \$100,650  
2009 total sales were 3 the average price was \$88,300  
2010 total sales were 5 the average price was \$145,380  
2011 total sales were 4 sales the average price was \$109,777  
2012 total sales year to date are 3 with average price of \$112,166

### **(+1) Lot Sales:**

To rank positive score need one sale market gave 3 sales with 100% of deal from developer's inventory.

JTR Of Louisiana, Inc. (P O Box 12275, Alex., LA 71315) to Anne M Curcio (P O Box 13295, Alex., LA 71315) - Lot 63, Fairfield Subd., \$35,000.00

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 220, Bocage Subd., Phase V (5908 West Austin Dr., Alex., LA 71303), \$22,000.00

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 237, Bocage Subd., Phase V (5818 Hannah Dr., Alex., LA 71303), \$22,000.00

Gerardo & Silvia Martinez (497 Hwy. 497, Forest Hill, LA 71430) to Alejandro R & Rosa Sosa, et al (P O Box 306 Forest Hill, LA 71430) - 1.985 acres in Sec 18, T1NR1W, \$24,000.00

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

To rank positive score need one sale last week market provided zero

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

Rates positive score if lender sales are below 5% of total sales, total number of sales for the week was 7 with total volume at \$255,910/ \$6,747,160 = 3.79%

LPP Mtg., Ltd. (6000 Legacy Dr., Plano, TX 75024) to Rhonda Hamill (306 Sycamore Dr., Boyce, LA 71409) - Lots 1-3, Sq 9, Town of Boyce (303 Ulster Dr., Boyce, LA 71409), \$12,000.00

Federal Home Loan Mtg. Corp. to Charles Taylor (198 East Glenn Road, Dry Prong, LA 71423) - Lot 32, Baywood Heights Subd. (31 Baywood Dr., Pineville, LA ), \$35,010.00

LPP Mtg. Ltd. (7195 Dallas Parkway, Plano, TX 75024) to Frances Thomas-Tennie (428 Bennett St., Alex., LA 71302) - Lot 76, Dixie Place Subd., \$2,500.00

J P Morgan Chase Bank to Ronald W Robinson (232 Hwy. 463, Hinston, LA 71438) - 1.485 acres in Sec 18, T2NR3W (7145 Hwy. 112, Elmer, LA 71424), \$48,500.00

Sabine State Bank (P O box 670, Many, LA 71449) to Mark A Gravel Properties, LLC (1922 White St., Alex., LA 71301) - Lot 1, Blk M, Quail Ridge Subd. (3108 Bear Trail, Alex., LA 71301), \$75,000.00

LPP Mtg. Ltd. (6000 Legacy Dr., Plano, TX 75024) to Thomas E & Lori A Scott (664 Good Acre St., Pineville, LA 71360) - Lots 3 & 4 of the resubdivision of Lots 1-5, Sq 2, Harper's Addn. (203 Terrace St., Pineville, LA 71360), \$58,000.00

LPP Mtg. Ltd. (6000 Legacy Dr., Plano, TX 75024) to Buster Asset Management, LLC (1600 Emberly Oaks, Alex., LA 71301) - Part of Lot 9, Sq 61, Kilpatrick Addn. (1229 Blythe St., Alex., LA 71301), \$24,900.00

### **Interest Rates:**

30 year fixed is 3.78% was 3.81% the 15 year rate is 3.02% was 3.05% 5/1 ARM is 2.72% was 2.71%.

## Mortgage of Interest:

Hunt Forest Products, Inc. (P O Box 1263, Ruston, LA 71270) to Iberibank (1300 Oliver Road, Monroe, LA 71201) - 60 acres in Sec 12, T2SR2W, et al, \$18,000,000.00

Mossy Oak Mobile Home Park, LLC (8782 Hwy. 1200, Boyce, LA 71409) to The Evangeline Bank (3355 Masonic Dr., Alex., LA 71315) - Tract in Sec 13 & 79, T4NR1W (4207 N Bolton Ave., Alex., LA 71315), \$573,076.40

Beam Investments, LLC (3210 Parkway Dr., Alex., LA 71301) to Sabine State Bank (3925 Jackson St., Alex., LA 71303) - 12.671 acres in Sec 88, T4NR3W, \$600,000.00

Blackmon & Bain Properties, LLC (8400 Hwy. 28 E, Pineville, LA 71360) to The Evangeline Bank (P O Box 12900, Alex., LA 71315) - Tract in Sec 50 & 52, T2NR1E (8229 Hwy. 71 South, Lecompte, LA 71346), \$650,000.00

## Mortgage activity for the week:

Did not have time to research this not sure it is of much interest to audience.

## Mykoff Monthly Comparison Absorption Report

2012	January	February	March	April
Currently listed	690	640	651	633
Sold	62	80	121	89
Came on the Market	109	102	134	121
Current Monthly Supply	11.1	8	5.38	7.11
<b>\$400,001 and Up</b>				
Currently listed	28	27	30	25
Sold	3	2	4	1
Came on the Market	1	4	6	2
Current Monthly Supply	9.3	13.5	7.5	25
<b>\$250,001-\$400,000</b>				
Currently listed	70	63	69	68
Sold	3	10	9	8
Came on the Market	12	4	19	10
Current Monthly Supply	23.3	6.3	7.67	8.5
<b>\$150,001-\$250,000</b>				

Currently listed	192	166	175	170
Sold	16	18	37	32
Came on the Market	32	22	39	38
Current Monthly Supply	12	9.22	4.73	5.31
<b>Under \$150,000</b>				
Currently listed	400	384	377	370
Sold	40	50	71	48
Came on the Market	64	72	70	71
Current Monthly Supply	10	7.68	5.31	7.71