

Rod's Radio Show Notes January 2nd 2013

Go to: 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.

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).

Our Christmas Tornado Story:

I was in New Orleans on Christmas afternoon when my cell phone rings with our maintenance director on the line telling me he was at Washington Square and tornado had just hit the building. I arrived on site at 4:30 pm and saw Richard Kyle and his wife with gloves on pulling tin sheets off Lee Street.

Later in the week my wife asks for one word that could sum up my emotions? That word would be gratitude. Grateful no one was in the building and grateful we live in small town. First person I called while on site 7:00 am day after Christmas was Dirk Leopard his company glass specialty replaced broken glass in 30 minutes. Then I saw Jeff Burns and Dirk Foster working on Jim Hurst house and that's when second miracle started. No written narrative here but hope Jeff Burns will call in.

List for Thank Yous Include, But not Limited To:

City of Alexandria, AT&T, Turner Telco, Joe Arnold, Steve Ayers, Herbert Nugent, law enforcement agencies, tenants at Washington Square, Scott Wallace, Lyle Bergeron, Kerry LaBauve, Michael Reese, Paul Davis restoration, Cal Moody, Martin Heyman, Doug Byrd, my investment partners, Red River Bank.

I Drove to Stones Throw Subdivision over the Weekend and Our prayers are with those home owners struggling to re-build.

Every Deal has a Tale / Tail:

Sundrop Buys Cowboy Town: Yahweh, LLC (5015 Hwy. 71, Tioga, LA 71477) to Sundrop Fuels Louisiana, LLC (2410 Trade Center Ave., Longmont, CO 80503) - 27.74 acres in Sec 4, 5, & 6, T5NR2W, \$2,500,000. You want to be the first grandson, second spouse, and third owner of Cowboy Town.

V&V buys \$2,300,000 490 acre parcel West of Versailles from Lake District.

McKesson Building is Going Back to the Lender: U S Bank Vs MacArthur Business Park Phase A, LLC - 12.061 acres in Sec 23, T3NR1W, \$4,810,567.79. *Front 8 acres is outside the mortgage and I am still staying with my predictions that Olive Garden will be on that site.*

People not Property:

Chuck Fowler my neighbor, friend, and district council member Kudos for election and willing to serve a council president for City of Alexandria.

England Authority Sales:

Barbara & Christopher Mathews (135 Christine Dr., Boyce, LA 71409) to The England Economic and Industrial Development District - Lot G, Bayou Grosse Park Subd. Ext. # 2, \$180,000.00

Construction Contracts:

LA Division of Administration to Pat Williams Construction, Inc. (P O Box 1508, Leesville, LA 71496) - Replacement of dormitories, LA Special Education Center, \$8,125,500.00

LA DOTD to Diamond B Construction Co., LLC - 2.108 road work on LA 623, \$973,638.46

City of Alex. to T L Construction Co. - Zoo Children's Area Buildings Roof Replacement, \$176,803.00

City of Alex. to Ace Roofing, Inc. - Call Center Roof Replacement, \$179,000.00

(+2.50) 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 time period of December 17th through 28th all scores will be double for this show.

- (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:

86 transactions with total volume of \$12,906,099 very near two week volume of \$13,000,000, Rod was correct in predicting large sales at year end. Two sales over \$2,000,000 Cowboy Town and Lake District,

(+1.25) Lot Sales:

To rank positive score need one sale per week the market gave us seven needed four with double week for positive score.

Imn Jabbar & Nancy Khawaimi (9019 Lake Mist Dr., Baton Rouge, LA 70810) to William B & Nancy J Lonsberry (717 West Way Dr., Alex., LA 71303) - Lot 47, Tennyson Oaks Subd., \$65,000.00

Trang T Tran (337 Jacob B Loop, Pineville, LA 71303) to Jerry L Carter (5732 Good Land Trace, Alex., LA 71301) - Lot 158, Tennyson Oaks Subd., Phase 7-B, \$95,000.00

Melot Construction, LLC (115 2nd St., Colfax, LA 71417) to Courtney Y Ellis (4831 Betty St., Alex., LA 71302) - Lot 12, Sq G, Martin Park Subd., \$13,000.00

Phillip L Carney, Jr. & Jamie S Carney (136 Amanda Lane, Alex., LA 71303) to Michael D & Mallory A Heyward (82 Ragan Dr., Alex., LA 71303) - Lot 44, St. Andrews Links Estates, Phase Two (233 Links Dr., Alex., LA 71303), \$38,000.00

Robert A Rayford, Jr. & Betty A Rayford (243 Wilderness Dr., Boyce, LA 71409) to Joann P Swain (4600 W Village Place, Apt. 4321, Smyrna, GA 30080) - Lot 94, Woodlands, Phase IV, \$39,000.00

Ballina Farms, Inc. (P O Box 12487, Alex., LA 71315) to Jarred G & Maggie E Tarver (2011 West Bryant Road, Centerpoint, LA 71323) - Lot 216, Tennyson Oaks Subd. (6214 Arden Oaks, Alex., LA 71301), \$58,500.00

DONK, LLC (1580 Hwy. 115, Deville, LA 71328) to James I Lucas, III & Shonya R Lucas (1607 Hwy. 115, Deville, LA 71328) - 4.131 acres in Sec 9, T4NR3E, \$60,000.00

(-1.25) New Home Sales:

Looking for one new home sale per week for positive score market needed two for double week only had single new home sale for negative score.

V & V Builders, LLC (1223 MacArthur Dr., Alex., LA 71303) to Drew L & Katie E Wright (237 St. Andrews Dr., Alex., LA 71303) - Lot 100, St. Andrews Links Estates, Phase III (237 St. Andrews Dr., Alex., LA 71303), \$363,000.00

(-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 nine sale for total volume of \$573,655 / \$13,000,000 = 4.41%

Federal National Mtg. Assoc. (14221 Dallas Parkway, Suite 1000, Dallas, TX 75254) to Lydia M Jordan (611 Pearce Road, Pineville, LA 71360) - Lot 8, Ext. of Pearce Road Subd., \$79,900.00

Southern Heritage Bank (P O Box 8, Jonesville, LA 71343) to Wagoner Properties, LLC (106 River Oaks Dr., Pineville, LA 71360) - Lot 61, Sharon Park Subd., \$70,000.00

Federal National Mtg. Assoc. to Logan Bonnette (3804 McKeithen Dr., Alex., LA 71303) - Tract in Sec 29, T3NR2W (120 Hamp Smith Road, Woodworth, LA 71485), \$76,000.00

BancorpSouth Bank (4600 Jackson St., Alex., LA 71301) to Housing Options of LA, LLC (7571 Hwy. 1 South, Alex., LA 71302) - Lot 13, C J Ellington Subd., et al (405 Harold Glen St., Alex., LA 71302), \$14,000.00

Evangeline Bank (3700 Jackson St., Alex., LA 71303) to Quail Creek Apts. Of Pineville, LLC (2133 Simmons St., Alex., LA 71301) - 4.03 acres in sec 17, T4NR1E, \$85,000.00

The Peoples State Bank (880 San Antonio Ave., Many, LA 71449) to The United Educational Missionary Baptist Association, Inc. (2911 Cypress St., Alex., LA 71301) - .41 acres in part of Lot 1 of a subdivision of the Garner Tract, \$75,000.00

Sabine State Bank (P O Box 670, Many, LA 71449) to Michael Harris (P O Box 7172, Alex., LA 71301) - Lot 9 & part of 8, Blk 3, Furney Adams Subd., \$26,000.00

J P Morgan Chase Bank (3415 Vision Dr., Columbus, OH 43219) to Federal Home Loan Mtg. Corp. (8200 Jones Branch Dr., McLean, VA 22102) - .2443 acres in Sec 52, T4NR2W (126 Carolyn Lane, Alex., LA 71303), \$82,755.07

Standard Mtg. Corp. (701 Poydras St., Suite 300 Plaza, New Orleans, LA 70139) to Johnson Sullivan Fairbanks (1415 Mohon St., Alex., LA 71303) - Lot 16, Pine Acres, C F Chevallier Subd. (213 Chevallier Circle, Ball, LA 71405),

\$65,000.00

Preview on Predictions for 2013:

Would like for our listeners to phone in with what they think will happen in our market next year.

South traffic Circle will still be with us at the end of 2013.

Sometime in 2013 we will have a five week run of perfect "REI".

New Oil wells will be drilled in Rapides Parish

Bentley Hotel rehab will begin but will not be open by Christmas 2013

Jena Choctaw Casino will be opened before my 63rd birthday.

Sundrop Fuels will buy 1,200 acres next to Cowboy Town that they now own.

PR team (Priscilla and Rod) will be #no 2 in production at Noles-Frye Realty Inc behind Rose Steepleton.

Only three new bank branches in Rapides parish.

New Apartment complex in Pineville.

New Hotel announced in Alexandria but none in Pineville until the liquor laws change.

Olive Garden will start construction.

Coliseum renovation will begin \$23 million on top of \$7.5 million fire station, \$8 million dorm for state facility, and V&V development on West side of Versailles. Highway 28 West with completion of connection to Leesville and other development is 2013 Hot Spot.

By year end there will be a shortage of residential lots in certain areas of Alexandria.

2013 is my last year on the radio show December 18th is final show. Christmas is on Wednesday next year.

Interest Rates:

30 year rate was 3.45% this week is 3.40%, the 15 year rate was 2.84% this week it is 2.81%, the 5/1 ARM was 2.85% now 2.82%.

What was DOW on last trading day close of Friday was 12,938 what was it 12-28-2011 and ytd return %

Indices

	Last	Last Week	YTD return %
DJIA	13096.31	13311.72	6.59%
NASDAQ	2985.91	3050.39	14.24%
S&P 500	1418.10	1443.69	12.28%
MSCI EAFE	1609.75	1616.95	15.52%
Russell 2000	837.40	852.49	12.41%

Consumer Money Rates

	Last	1-year ago
Prime Rate	3.25	3.25
Fed Funds	0.17	0.07
30-year mortgage	3.37	3.95

Currencies

	Last	1-year ago
Dollars per British Pound	1.607	1.566
Dollars per Euro	1.321	1.307
Japanese Yen per Dollar	85.980	77.830
Canadian Dollars per Dollar	0.995	1.020
Mexican Peso per Dollar	13.023	14.039

Commodities

	Last	1-year ago
Crude Oil	90.87	101.34
Gold	1663.05	1590.64

Bond Rates

	Last	1-month ago
2-year treasury	0.26	0.25
10-year treasury	1.71	1.62
10-year municipal (TEY)	2.69	2.67

Van Eaton & Romero REALTORS® Joins Forces With LATTER & BLUM Inc.

New Orleans, LA –Latter & Blum Inc. and Van Eaton & Romero REALTORS® today announced that the companies have finalized an agreement that will bring together two of the regions' most respected real estate brands. Effective immediately, this partnership with Van Eaton & Romero increases the size of the residential Real Estate companies of Latter & Blum Inc., already the largest real estate brokerage in the Gulf South, by approximately 28 percent, and will rank it as the 34th largest in the United States by unit sales.

By joining forces, these two longstanding and esteemed Louisiana brands will expand the leadership position already held by Latter & Blum Inc./REALTORS in the New Orleans market, by C.J. Brown REALTORS® in the Baton Rouge market and Noles-Frye Realty in Central Louisiana (companies owned by Latter & Blum Inc.). In 2012, The Latter & Blum Family of Companies will finish the year with nearly \$1.8 billion in total sales and 8,400 total units sold. This addition, positions Latter & Blum Inc. for continued success in the local, regional, national and global Real Estate markets.

“This newest alliance will lead to unprecedented financial strength, growth and breadth of service offerings,” said Bob Merrick, Chairman and CEO of Latter & Blum Inc. “Both Van Eaton & Romero and Latter & Blum are known nationally as companies that bring the highest caliber of residential Real Estate professionalism to all aspects of the business. Now with a combined strength of

more than 1,300 talented sales professionals throughout Louisiana and the largest market share in each of the regions we serve, our future is filled with exciting possibilities.”

“Throughout the years, both Latter & Blum and Van Eaton & Romero have shared similar company cultures,” added Rick Haase, President of Latter & Blum Inc. “Our mission statements are also equally aligned, promising the delivery of exceptionally high levels of customer service. This union speaks volumes about an unparalleled commitment to delivering cutting-edge solutions to a team of extremely successful and motivated Real Estate Agents and their customers. We have essentially created an organization with unrivaled tools and services that will be appreciated by today's savvy Real Estate Agents and Consumers.”

“The technological, managerial, and strategic support coupled with the regional, national, and worldwide connections that we are gaining by becoming one of the Latter & Blum Family of Companies heightens our capabilities exponentially,” said CEO of Van Eaton & Romero, Bill Bacqué. “Over the past 35 years, Van Eaton & Romero has delivered an unmatched level of service and commitment to our clients, our agents, our staff, and our community. Our core values remain constant and unchanged. What will change is the range, scope, and quality of services we will now be able to provide those seeking virtually any type of real estate service.”

The two companies will retain their respective names, Van Eaton & Romero, REALTORS in the Lafayette market and Latter & Blum Inc./REALTORS® serving the Greater New Orleans market. With C.J. Brown REALTORS® Inc. in Greater Baton Rouge and Noles-Frye in the Central Louisiana region, these four companies represent the best in Real Estate in Louisiana.

Latter & Blum, Inc., operates the largest full-service Real Estate brokerage in the Gulf South, and includes, Latter & Blum, Inc./REALTORS®, C.J. Brown REALTORS®, Van Eaton & Romero REALTORS®, Noles-Frye Realty, NAI Latter & Blum Commercial Real Estate, Latter & Blum Property Management, Latter & Blum Insurance Services, Essential Mortgage Corp. and has Franchise Operations in LA & MS. Established in 1916, the company has grown to include operations in Greater New Orleans, Greater Baton Rouge, Lafayette, Alexandria and Southern Mississippi and handles all phases of residential, commercial, leasing, property management, appraisals, insurance, title and mortgage services.

December 12, 2012 FOR IMMEDIATE RELEASE Contact: Stephen Waring
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