

Radio Show Notes November 23rd 2011

Happy Thanksgiving to all folks I work with at Cenla Broadcasting and our listeners. Hopefully some point in future the family that comes to visit at Thanksgiving and other holidays will live and work in the center of our universe.

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).

Biggest Announcement Sun Drop Fuels

Land owners: Ballina Farms Inc.
Acreage involved: 1,213 acres
Location: Surrounds Cowboy Town, just North of Visiting Center
Real Estate agent: Rod Noles with NAI Latter & Blum
Buyer: Sundrop Fuels from Longmonth Co.
CEO: Dr. Wayne Simmons

Product: 50 million gallons annually of world's first "green Gasoline"
Plant Cost: \$450 to \$500 million for first phase
Equity: \$200 million from Chesapeake Energy and two
world premier venture capital firms Oak Investment Partners and Kleiner Perkins
Direct Jobs: 150
Indirect Jobs: 850 plus
Average Salary: \$58,000 with benefits

Just like the crossing railroads "Marked the X" for Union Tank Car a deal where Robert Wolfe handled the sale, the multiple pipelines made this site attractive. There were two pipelines that the company needed (1) Natural gas for production and (2) gasoline pipe line for shipping product. Sun Drop also needed bio mass stock from harvesting timber, interstate access, and good water supply.

New proven technology and it will be produced here in Central La. first and transported though our pipelines across America. The company uses a gasification process to convert cellulosic feedstock into synthesis gas, which will then be made into clean, affordable bio based "green gasoline". Combination of natural gas, and green feedstock, with proprietary process Sun Drop Fuels has designed and tested. Two major joint venture funds and Chesapeake belief it can be done, so I am buying in.

A real estate deal is never done until deed transfers and I am a strong believer in

old saying, "Time Wounds all deals" It was fun to introduce Roy Martin to Dr. Wayne Simmons and listen to these gentlemen talk about fuel stock availability, alternative fuels, the various process to make gasoline out of natural gas and forest. Roy told Dr. Simmons he was in the epicenter of available timber food stock. Roy Martin will forget more about timber than I will ever learn. He impressed me with keeping up with Dr. Simmons.

Second biggest announcement: Bad weather delayed Governor Jindal's press conference he did not have time to attend announcement on this second big deal. GG Shinn is retiring and has sold his night club. GG's is not closing will share more as the 'ink dries"

Attachments, Announcements, and Travels:

Duck Hunt last Friday and Saturday good story from the guide regard my comment, "anything worth doing well is worth doing poorly at first"

Thursday morning in Baton Rouge for La. Real Estate Commission meeting.

Woodlands Subd. study

Mykoff Absorption study:

8.94 months inventory on the shelf 787 homes for sale in MLS and 88 sold units

34 months' supply above \$400,00 total on market 34 with 1 sold

28 months' supply \$250,000 to \$400,000 total on the market of 84 with 3 sold

7.57 months' supply for \$150,000 to \$250,000 total on the market of 212 and 28

sold

8.18 months' supply for under \$150,000 total on market of 457 and 56 sold

People not properties:

Brenner Sadler and Ricky Sooter were seller's attorney for Sun Drop Fuels contract. Both are good friends but their energy, intellect, and persistence continues to impress me.

Rick Ranson and Benny Russo did all the heavy lifting over several months for Sun Drop Fuels deal

Debbie Trent passed away last week attended her wake in Abbeville saw old friends from around the country.

Construction Contracts: England still buying

Gregory K & Wanda D Hillman (76 Chrstine Dr., Boyce, LA 71409) to The England Economic and Industrial Development District - W/2 of Lot B, Bayou Grosse Park Subd. Ext. # 2, \$446,000.00

Earl L Cherry (240 Effie Hwy. (Hwy. 115), Deville, LA 71326) to The England Economic and Industrial Development District - 12.467 acres in Sec 18 & 19, T4NR2W, \$90,338.00

England Authority sponsored bonds for Sun Drop Fuels thanks board and Jon Grafton

Meyer, Meyer, Hixson and LaCroix 16,000 square foot office is one of the most professional environments I have witness anywhere. The tenant improvements which was paid 100% by tenants was simply outstanding. Directly across from Million Air FBO.

Every Deal has a tale / tail:

Charlotte J Snyder, et al (4800 Whitefield Blvd., Alex., LA 71303) to Alice J Tejedor (1250 Dorchester Dr., Unit 103, Alex., LA 71303) - Unit 103, The Williamsburg Condominiums (1250 Dorchester Dr., Unit 103, Alex., LA 71301), \$60,000.00

(+3) 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. Only the measurement of lot sale ranked positive score and random sales one scored positive the other negative.

Legal recorder data: Five business days November 7th through November 14th reminder that 18th was a holiday

(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 residential sales compared to average prices for 2008, 2009 and 2010 that demonstrate increase prices.

(+1) Total sales: looking for 40 closed deals from previous week market provided volume of \$4,5 sales highest transaction was a Georges Lane home at \$563,000.

(-1) Random sales comparison: We track average sales price in certain subdivision for 2008 through 2010 and compare it to a sale this.

Joseph W Bailey, Jr. & Martha M Bailey (4051 Bayou Rapides Road, Apt. # 115, Alex., LA 71303) to Darrell S & Jennifer L Drewett (164 Wilderness Dr., Boyce, LA 71409) - Lot 102, Woodlands, Phase IV, \$195,000.00. Average price for home in Woodlands since 2-12-2008 is \$280,000 only 13 sales no lender foreclosures and price range is from \$100,000 to \$975,000. Sale we are tracking this week is \$195,000 lower than the average hence a negative.

Campbell Appraisals, Inc. (1038 Amber Lane, Pineville, LA 71360) to Robert G & Karen A Bordes (352 Flowers Road, Pineville, LA 71360) - Lot A-1, a subdivision of Lot 50, Flaggon Hills Subd., et al, \$116,500.00. Only two sales in three years this sale was lower than the other sale hence a negative.

(+1) New Home sales: Looking for a single sale this week for positive score
the market gave us two sales

Homesales, Inc. (1400 East Newport Center Dr., Deerfield Beach, FL 33442) to
Joel A Miller (116 Davenport Road, Pineville, LA 71360) - Lot 19, River Oaks
Estates (116 Davenport Road, Pineville, LA 71360), \$189,000.00

V & V Builders, LLC (1223 MacArthur Dr., Alex., LA 71303) to Cui L Zheng, et al
(199 West Bronson Dr., Alex., LA 71303) - Lot 328, West Pointe on the Bayou
Subd., Phase XII (199 West Bronson Dr., Alex., LA 71303), \$262,000.00

Question for listeners: How are the sales going for homes under
construction at the Alexandria Golf and Country Club.

(+1) Lot Sales or home site acreage: Only need one sale for positive
score and this week the market gave us five sales three of which were from
developer's inventory.

NKM Properties, LLC (2189 Memorial Dr., Alex., LA 71301) to Jimmy D & Stacey
L Patin (105 Winthrop Place, Pineville, LA 71360) - Lot 1, Winthrop Place Subd.,
\$35,000.00

O D & Latriece P Gray (398 Stilley Road, Pineville, LA 71360) to David T &
Selina L Gray (400 Stilley Road, Pineville, LA 71360) - 9.71 acres in Sec 9,
T4NR1E, \$20,000.00

Camille D Lacy, et al (1112 South Hampton, Alex., LA 71303) to Rogelio C & Maria A Patino (7 Birdie Carter Road, Forest Hill, LA 71430) - 9.89 acres in Sec 12 ,T1NR2W, \$79,500.00

D & J Development of Louisiana & Arkansas, LLC (P O Box 1719, Tioga, LA 71477) to E C Smith Properties, LLC (1115 Lake Dr., Woodworth, LA 71485) - Lot 1, Riverview Acres Subd., \$65,000.00

JTR of Louisiana, Inc. (P O Box 12275, Alex., LA 71315) to Rodney B Kinder (400 Tealwood Dr., Alex., LA) - Lot 153, Fairfield Subd., Phase IV (5235 Rue Maria), \$40,000.00

(-1) Lender total Sales: rates positive score if lender sales are below 5% of total sales, this week market gave us three sales with total volume of \$273,500 / \$4,548,144 = 6.01%

The Evangeline Bank (P O Box 12900, Alex., LA 71315) to Lester P Mallette (2549 Monroe Hwy., Pineville, LA 71360) - Lot 6, Bar-Thel Subd. (1423 Barthel Dr., Pineville, LA 71360), \$15,500.00

The Evangeline Bank (P O Box 12900, Alex., LA 71315) to D&J Development of Louisiana and Arkansas, LLC (P O Box 1719, Tioga, LA 71477) - Lot 8 & Tract B

& C of Belle Chase Subd., \$85,000.00

The Evangeline Bank (P O Box 12900, Alex., LA 71315) to Alexandria Lodging Partners, LLC (5650 Frontage Road, Monroe, LA 71202) - Part of Lots 53 & 54, Experiment Plantation (2324 N MacArthur Dr., Alex., LA 71303), \$173,000.00

Interest Rates:30 year fixed is 4.01% was 4.4% the 15 year rate is 3.37% was 3.40%. 5/1 ARM is 2.98% was 2.96%. Refinance now it just cannot stay this low for long, it just can't

LLC who are you:

Sterling C Bain, Jr. & Deborah R Bain (P O Box 250, Bunkie, LA 71322) to SCB, LLC (807 Sterling Bain Road, Bunkie, LA 71322) - 3.89 acres in Sec 1, T1SR3E, \$165,000.00

Bellares Properties, Inc. (11 Stokes Road, Pineville, LA 71360) to Rantan Properties, LLC (411 Vickie Lane, Alex., LA 71303) - Lots 24 & 26, Blk 17, S A Guy Addn. (2222 North City Park Blvd., Alex., LA 71301), \$32,000.00

Beach Properties, LLC (132 Evanshell Lane, Alex., LA 71303) to Decker Holdings, LLC (202 Brooks St., Pineville, LA 71360) - Lot 6, Sq 3, Lakeside Addn., et al (203 Wadley Ave., Pineville, LA 71360), \$10,000.00

Beach Properties, LLC (132 Evanshell Lane, Alex., LA 71303) to Decker Holdings, LLC (202 Brooks St., Pineville, LA 71360) - Lot 16, Sq 2, Lakeside Addn. (108 1/2 Allen St., Pineville, LA 71360), \$47,000.00

The Evangeline Bank (P O Box 12900, Alex., LA 71315) to Alexandria Lodging Partners, LLC (5650 Frontage Road, Monroe, LA 71202) - Part of Lots 53 & 54, Experiment Plantation (2324 N MacArthur Dr., Alex., LA 71303), \$173,000.00

Boomer Investment Properties, LLC (1454 Peterman Dr., Alex., LA 71301) to Rantan Properties, LLC (411 Vickie Lane, Alex., LA 71303) - Lots 30 & 31, Kilpatrick Addn. (1001, 1003, 1005, & 1007 Cheney St., Alex., LA 71301), \$80,000.00

Central Louisiana Board of REALTORS®

Absorption Rate Residential Sales

October, 2011

Currently, there are 822 homes for sale.

In the month of October, 86 homes sold.

In the month of October, 166 home came on the market.

Currently, there are 34 homes above \$400,001 for sale.

In the month of October, One (1) homes sold in this price range.

In the month of October, Four (4) homes went on the market in this price range.

Currently, there are 26 homes price between \$300,001, and \$400,000 for sale.

In the month of October, Zero (0) homes actually sold in this price range

In the month of October, Four (4) homes went on the market in this price range.

Currently, there are 144 homes prices between 200,001 and \$300,000 for sale

In the month of October, 13 homes actually sold in this price range

In the month of October, 38 homes went on the market in this rice range.

Currently there are 142 homes priced between \$150,001, and \$200,000 for sale.

In the month of October, 17 homes sold in this price range.

In the month of October, 24 homes went of the market in this price range.

Currently there are 182 homes priced between \$100,000, and \$150,000 for sale.

In the month of October, 22 homes actually sold in this price range.

In the month of October, 31 homes went on the market in this price range.

Currently there are 294 homes priced \$100,000 or below, for sale

In the month of October, 33 homes actually sold in this price range.

In the month of October, 65, homes went on the market in this price range

Residential Sold in Rapides Parish

	Oct. 2009	Oct. 2010	Oct. 2011
Total # Sold	79	63	69
Median Sold Price	\$144,500	142,500	139,900
Median SP/SQFT	85.94	87.13	76.29
Average Sold Price	\$152,478	\$158,731	\$139.151
Average SP/SQFT	81.34	89.93	75.26

Woodlands Study November 2011

Since 2-12-2008 there have been 13 sales in Woodlands with an average price of \$280,423. Standard deviation is \$220,441 with a high of \$975,000 and low of \$100,000.

There are zero lender foreclosure sales. 2010 saw greatest activity of 7 sales.

02/12/2008 1805/591 1362027 Pennington Properties, LLC (321 Jacob B Loop, Alex., LA 71303) to Natalie T Wall (2149 Hwy. 167 # 56, Dry Prong, LA 71423) - Lot 10, Suburban Woodlands Subd. (505 Hwy. 1204, Ball, LA 71405), \$133,000.00

07/30/2008 1819/339 1376456 Frank B & Sharon R Zangla (5914 Bayou Rapides Road, Alex., LA 71303) to Larry J & Samantha D White (3176 Kincaid Boat Road, Boyce, LA 71409) - Lot 2, Woodlands Subd., Phase I (3176 Kincaid Boat Road, Boyce, LA 71409), \$172,500.00

10/28/2009 1849/633 1409906 Robert M Wertz, Sr. (5055 West Panther Creek, Apt. 3109, The Woodlands, TX 77381) to Jay M Ellington (4008 Huntwick Blvd., Alex., LA 71303) - Lot 6, Huntwick Subd. (4008 Huntwick Blvd., Alex., LA), \$219,000.00

03/25/2010 1858/137 1418881 Joseph A Musick, Jr., et ux (135 Wilderness Dr., Boyce, LA 71409) to Joseph C Carmouche, Jr., et ux (135 Wilderness Dr., Boyce, LA 71409) - Lot 15, Woodlands, Phase II, \$214,000.00

04/19/2010 2859/638 1420563 Michael L Martin (308 Ira St., Carencro, LA 70520) to John L & Jamie L Chamberlin (50 Woodland Dr., Boyce, LA 71409) - Lot 13, Woodlands on the Lake Subd., \$335,000.00

06/22/2010 1865/312 1426927 Garland & Berna D Lawrence to Louis D & Juliette C Perdue (90 Woodlands Dr., Boyce, LA 71409) - Lot 6, The Woodlands on Lake Subd., \$975,000.00

07/13/2010 1867/109 1428705 Bryan A & Wanda M Strother (262 Pinckard Dr., Colfax, LA 71417) to Jennifer N Johnston (503 Hwy. 1204, Ball, LA 71405) - Lot 9, Suburban Woodlands Subd., \$100,000.00

07/29/2010 1868/118 1430113 Jamie H Bakies (P O Box 8761, Alex., LA 71306) to John B & Dannielle M Beeson (1607 Hyland Park Dr., Pineville, LA 71360) - Lot 42, Phase IV of the Woodlands Subd. (331 Wilderness Dr., Boyce, LA 71409), \$249,000.00

10/07/2010 1873/45 1435361 Brigitte L Kime (5445 Provine Place, Apt. 212, Alex., LA 71303) to John L & Jamie L Chamberlin (50 Woodland Dr., Boyce, LA 71409) - Lot 72, Woodlands Subd., Phase IV, et al, \$285,000.00

01/11/2011 1878/704 1441422 John L & Jamie L Chamberlin (171 Wilderness Dr., Boyce, LA 71409) to Guy C & Stacey F Guillory (1967 Hampton Dr., Ville Platte, LA 70586) - Lot 13, Woodlands on the Lake Subd. (50 Woodland Dr., Boyce, LA 71409), \$345,000.00

02/09/2011 1880/917 1443435 Michael T & Nicole B Dossey (920 Twin Bridges Road, Apt. 54, Alex., LA 71303) to Joshua P & Michelle L Mathews (134 Wilderness Dr., Boyce, LA 71409) - Lot 14, Woodlands, Phase II (134 Wilderness Dr., Boyce, LA 71409), \$183,000.00

06/29/2011 1891/645 1453617 Alan G & Linda S Kay (5089 Laura Lane, Woodworth, LA 71485) to Richard D Stephens, Jr. & Edina D Stephens (127 Woodforest, Boyce, LA 71409) - Lot 29, Woodlands Subd., Phase II (127 Woodforest Dr., Boyce, LA 71409), \$240,000.00

11/16/2011 1901/51 1463270 Joseph W Bailey, Jr. & Martha M Bailey (4051 Bayou Rapides Road, Apt. # 115, Alex., LA 71303) to Darrell S & Jennifer L Drewett (164 Wilderness Dr., Boyce, LA 71409) - Lot 102, Woodlands, Phase IV, \$195,000.00