

## Rod's Radio Show Notes February 20<sup>th</sup> 2013

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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). KSYL has now added Wednesday evening encore at 8:00 pm

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

"Fighter Squadron to leave Barksdale AFB" Front Page Shreveport Times on Saturday and A4 Town Talk on Sunday

47<sup>th</sup> Fighter Squadron will send its airplanes and most of its pilots to Tucson by the end of September. A-37 Dragonflies and our A-10 Warthog have limited life over skies of Louisiana. Sad shutdown will affect roughly 580 people and 24 aircraft.

During closure of EAFB I was on national circuit for lectures to real estate community and limited consultant assignments. There has always been an urban myth that Washington's choice of which states get hit the hardest is directly related to election results from last race. Did Arizona carry Obama?

In terms of realignment for military procurement plants and facilities everyone is in one of the following 4 stages:

1. Anticipation
2. Announcement
3. Closure
4. Reuse

Each stage has impact on local economy and surrounding areas. The greater time there is between each stage the greater the damage. Our gifts locally were speed between each phase, and leadership on private and government side for rapid reuse. No plant or base is immune to short term negative affects of realignment and extend time between each stage is harmful at many levels. 2020 holding time period for Fort Polk puts so many economic moves in Vernon Parish on hold.

Alexandria Seed Warehouse facility on Broadway sells for \$600,000

Ken Moran Holdings, LLC (P O Box 1386, Alex., LA 71309) to Yahweh, LLC (5015 Hwy. 71, Tioga, LA 71477) - Tract in Sec 5, T4NR1W, et al, \$500,000.00.

Ken Moran Holdings, LLC (P O Box 1386, Alex., LA 71309) to D & J Investments of Cenla, LLC (P O Box 1719, Tioga, LA 71477) - Tract fronting 500' on Chicago St., Alex., LA, \$100,000.00

Story of John Cade and his friends on sale and lease back (1) Ray Frye (2) L.H. Bossier (3) Elton Beebe (4) David Treen (5) Nunguesser (6) Patrick Taylor and (7) John Lilgenberg at \$1,900,000. Later sold to Ken Moran at \$1,300,000 by agent Randy Perego

Office Depot and Office Max are working on merger: Biggest competition is Staples and Amazon.com Inc. Office Depot market value is \$1.3 billion and Office-Max is \$933 million. Office Depot based in Boca-Raton, Fla has 1,675 stores and annual sales of \$11.5 Billion with 39,000 employees. OfficeMax based in Naperville, Ill. has 900 stores sales in \$7 billion range and 29,000 employees FTC blocked earlier merger of Staples and Office Depot in 1997> Merger would give the combined companies options to cut cost which mean fewer stores and fewer employees. Office Max story with Jeff Moore the developer and refusal to sub lease 10 year vacant store at less than \$8 psf. The store has been dark but tenant has been paying of \$224,000 per year. Lease expires soon and property will most likely go back to the lender.

Readers Digest files for Bankruptcy for 2<sup>nd</sup> time

### **Mortgages of Interest:**

Catahoula Fields Oil & Gas, LLC Ricky McGowan, Eunice, La. (1837 Crane Ridge Dr., Jackson, MS 39216) to Future Holder - Mineral rights in 2.64 acres in Sec 26, T5NR3E and multiple other tracts, \$4,000,000.00 This appears to be a mortgage for drilling company you can see new oil rig on Lambright property near intersection of Twin Bridges and McKiethen drive across Gamburg farm to the south.

Wasmer Properties, LLC (2036 Jackson St., Alex., LA 71301) to Red River Bank (1412 Centre Court, Alex., LA 71301) - Tract known as 2036 Jackson St., Alex., LA 71301, \$500,000.00

Kenneth J & Charlotte A Wasmer (2736 Georges Lane, Alex., LA 71301) to Red River Bank (1412 Centre Court, Alex., LA 71301) - 1.966 acres fronting Georges Lane (2736 Georges Lane, Alex., LA 71301), \$600,000.00

### **Emails from Listeners:**

I am behind on emails, if you sent me something this week I will report next week.

### **People not Property:**

Terry Bradshaw Today in America segment highlights Pineville. Share story of Bradshaw as fraternity brother at La. Tech.

B.G. Dyess 90 years old passed away former State Senator legend for driving home each night after the session to take care of his wife Ava.

Construction Contracts: last week and this week.

Rapides Parish School Board (P O Box 1230, Alex., LA 71309) to Sam's Air Conditioning Maintenance Service, Inc. (P O Box 5376, Alex., LA 71307) - Renovations to Pineville Jr. High School, \$271,500.00

Rapides Parish School Board (P O Box 1230, Alex., LA 71309) to Hahn Enterprises, Inc. (P O Box 19495, New Orleans, LA 70179) - Pineville Jr. High School Bleachers, \$43,900.00

Cenla Occupational Medicine Services (4219 Hwy. 28 East, Pineville, LA 71360) to The Miguez-Deloach Co., LLC (2712 Davis Dr., Pineville, LA 71360) - Cenla Occupational Medicine Services project, \$517,160.00

### **Mykoff Absorption Report:**

9.53 total market 791 homes listed / 83 sold = 9.53 with 156 new listings  
26 above \$400,000 total market 26 homes listed 0 sold 2 new listings  
18.4 \$250,001- \$400,000 with 92 homes on market / 5 sold = 18.4 and 19 new listings  
11.1 \$150,001-\$250,000 with 234 active listings / 21 sold = 11.1 and 45 new listings  
7.7 under \$150,000 with 439 / 57 sold = 7.7 and 90 new listings.

### **(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.

### **Legal Recorder Data:**

Business days from February 11<sup>th</sup> though February 15<sup>th</sup> 2013

- (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:**

Total of 39 transactions that is close enough to 40 that I will rank it as positive volume of \$3,870,224. If you remove \$600,000 Ken Moran sale just over 3 mill at \$3,270,224

### **(+1.25) Lot Sales:**

To rank positive score need one sale the market gave us four which rates a positive score

Jonas E & Cherry L Gauthier (52 Creduer Road, Pineville, LA 71360) to Gregory L Trotter (5003 Masonic Dr., Alex., LA 71301) - Lot 2, The Lake District, Phase 1 (4724 Collinsburg, Alex., LA 71303), \$98,500.00

Richfield Developments, LLC (P O Box 1470, Jena, LA 71342) to Clinton P Robertson (126 Moss Ridge, Pineville, LA 71360) - Lot 31, Richfield Subd., Phase 1, \$31,500.00

B.R. Collins Construction, LLC (P O Box 4105, Pineville, LA 71360) to Nicholas & Calandra A Jasmine (4224 Lisa St., Alex., LA 71302) - Lot 23, Collins Estates, Phase III, \$20,000.00

Robert L Barron, Sr. & Agnes B Foster (2347 Beda Road, Hatford, KY 42347) to David F Barron (327 Woodland Dr., Pineville, LA) - Lot 4, Woodland Hills Addn., \$50,000.00

### **(+1.25) New Home Sales:**

Looking for one new home sale market gave us three for positive score

V & V Builders, LLC (1223 MacArthur Dr., Alex., LA 71303) to Gregory B Wilder (5445 Provine Place, Apt. 602, Alex., LA 71303) - Lot 325, West Pointe on the Bayou Subd., Phase XII (205 West Bronson Dr., Alex., LA 71303), \$280,780.00

Three B Construction, LLC (15418 Therese Court, Prairieville, LA 70769) to Charles R Bankester (410 Pine Lake Road, Pineville, LA 71360) - Lot 16, Shadow Creek Ranch Subd., Phase I (334 Shadow Creek Ave., Pineville, LA 71360), \$166,900.00

Campbell's Construction, Inc. (8246 Old Hwy. 71 North, Pineville, LA 71360) to Helen B Johnson (220 Ates Road, Pineville, LA 71360) - Lot 11, Jennifer's

Place Subd. (1031 Jennifer's Place, Pineville, LA 71360), \$137,000.00

Helen B Johnson (220 Ates Road, Pineville, LA 71360) to Campbell's Construction, LLC (8246 Old Hwy. 71 North, Pineville, LA 71360) - 1.43 acres in Sec 15, T5NR1W, \$125,000.00

### **(+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 two sales with total volume of \$143,600 / \$3,870,224 = 3.7%

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX 75010) to Bino Real Estate, LLC (107 Hospital Dr., Oakdale, LA 71463) - Tract in Sec 52, T4NR2W, \$52,500.00

Sec. of HUD (1670 Broadway St., 21st Floor, Denver, CO 80202) to Jon F Norman, Jr. (4351 Hwy. 107, Pineville, LA 71360) - 8.62 acres in Sec 31, T4NR1E, \$91,100.33

### **Interest Rates:**

*Third week of slight increase:* 30 year rate was 3.64% this week is 3.68%, the 15 year rate was 2.93% this week it is 2.90%, the 5/1 ARM was 2.81% now 2.83%.

### **Looks Like Investor's Sales:**

With a dollar volume of \$1,158,600 / 3,870,224 = That's 30%

Sec. of HUD (1670 Broadway St., 21st Floor, Denver, CO 80202) to **Jon F Norman, Jr.** (4351 Hwy. 107, Pineville, LA 71360) - 8.62 acres in Sec 31, T4NR1E, \$91,100.33

Succn of Dorothy I Regan, et al (471 Hardwater Lake Road, Pollock, LA 71467) to **Dixon Rentals, LLC Maria Losavio** (1821 MacArthur Dr., Alex., LA 71301) - Lot 3, Blk 3, Plantation Acres Subd. (1410 Planters Court, Alex., LA 71301), \$82,000.00

David L Powers (5528 Navaho Trail, Alex., LA 71301) to **Dixon Rentals, LLC Maria Losavio** (1821 MacArthur Dr., Alex., LA 71301) - Lot 33, Chandler Park (5528 Navaho Trail, Alex., LA 71301), \$110,000.00

Ronald L & Elaine R Haworth (5000 Jackson St. Ext., Apt. 5022, Alex., LA 71303) to **Sadie & Sophie Investments, LLC Sam Mahfouz** (1301 Wimbledon Blvd., Alex., LA 71303) - Lot 12, Sq 3, Plantation Acres (1504 Plantation Dr., Alex., LA 71301), \$105,000.00

Chuck A Knight (4406 Walden Dr., Pineville, LA 71360) to **Sadie & Sophie Investments, LLC Sam Mahfouz** (1301 Wimbledon Blvd., Alex., LA 71303) - Lot 4, Blk 5, Plantation Acres Subd., Part II (1708 Magnolia Dr., Alex., LA 71301), \$118,000.00

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX 75010) to **Bino Real Estate, LLC Binitha Joseph Dr. in Oakdale**(107 Hospital Dr., Oakdale, LA 71463) - Tract in Sec 52, T4NR2W, \$52,500.00

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## Indices

	Last	Last Week	YTD return %
DJIA	13973.39	13944.05	6.63%
NASDAQ	3198.66	3165.13	5.93%
S&P 500	1521.38	1509.39	6.67%
MSCI EAFE	1672.63	1661.10	4.28%
Russell 2000	923.76	908.10	8.76%

## Consumer Money Rates

	Last	1-year ago
Prime Rate	3.25	3.25
Fed Funds	0.17	0.13
30-year mortgage	3.53	3.87

## Currencies

	Last	1-year ago
Dollars per British Pound	1.549	1.568
Dollars per Euro	1.334	1.312
Japanese Yen per Dollar	93.090	78.420
Canadian Dollars per Dollar	1.002/td>	1.000

Mexican Peso per Dollar	12.690	12.785
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### Commodities

	Last	1-year ago
Crude Oil	97.31	100.74
Gold	1634.50	1716.07

### Bond Rates

	Last	1-month ago
2-year treasury	0.27	0.25
10-year treasury	2.03	1.84
10-year municipal (TEY)	3.07	2.92