

Reporting period July 3rd through 14th two week report

Questions from last show:

What is the land clearing for 28 East in route to last Frontier. Climate Control storage facility being constructed by John Deny. 8% of Americans have items stored in commercial storage facilities. Buckeye Water District has 3,869 water meters which means based on national average there is need for 309 storage units in that market.

What is the clearing off Buckeye Cutoff Road. Answer is 17 lot residential development by David Huffman

Christus and Ochsner big merger in Lake Charles.

City Business great story about El Paso 20 restaurants. The store here doing well

Every deal has a tail / tale

Consolidated Companies, Inc. (P O Box 398, Metairie, LA 70005) to RDK Properties, LLC (1423 Lee St., Alex., LA 71301) - Tract at or near intersection of Second St. and Ogden St., Alex., LA, \$75,000.00. Warehouse formerly Conco food distribution. 23,000 sf unit price \$3.26 psf for warehouse that's as cheap as you can ever buy a warehouse. Jimmy Redfearin CCIM at NAI Latter & Blum

Al and Tanya Mahfouz pass the torch to Red River Grill to John and Kathy Richmond restaurant will reopen as Maglieaux's Downtown Grille. Name of restaurant is play on Kathy's name Magliolo sounds Italian to me with eaux at the end. Richmonds own and operate Maglieuax on The River in Natchitoches . They also own Sweet Cane Bed & Breakfast in Natchitoches. Mafouz opened Red River Grill in 2001. Second oldest restaurant in Marksville.

Question for our listeners what it name of oldest restaurant in Marksville? Answer Nanny's currently owned by Maxine Juneau

Haynes of Pineville, LLC (P O Box 516, Magnolia, AR 71753) to Haynes Days Inn of Lufkin, Texas, LLC (P O Box 516, Magnolia, AR 71753) - Part of Lots 23, 26, & 27, Baywood Heights Subd., \$1,080,000.00

REI last two weeks on my score card is perfect 4.

Total transactions: 80 transactions volume deals \$11,430,506

Residential lot sales: need two for positive score had 4.

W A & Susan I Carruth (6306 Grant (Grand ?) Oak Dr., Alex., LA 71303) to Mary L Kirk (2145 Horseshoe Dr., Bldg. 6, Apt. 6213, Alex., LA 71302) - Lot 41, The Lake District, Phase 1 (500 Calderwood Dr., Alex., LA 71303), \$55,000.00

Pecan Bayou Development, LLC (1223 MacArthur Dr., Alex., LA 71303) to Vercher Construction Group, LLC (32 Hargis Road, Alex., LA 71303) - Lot 77, Pecan Bayou Subd., Phase 4 (5908 Osage Dr., Alex., LA 71303), \$54,000.00

Shannon Acres, LLC (2319 Jackson St., Alex., LA 71301) to Homeworx of Alexandria, LLC (329 Sanson Road, Pineville, LA 71360) - Lot 3, Shannon Acres Subd., Phase I (248 Credeur Road, Pineville, LA 71360), \$29,000.00

Blake K Cooper (605 Windermere Blvd., Alex., LA 71303) to Michael L Satcher, II (8348 Hwy. 1200, Boyce, LA 71409) - Lot 8, Pecan Ridge Estates (126 Robinson Road, Alex., LA 71303), \$49,000.00

New home sales: need two sales for positive score market gave us 8 big week for new construction.

Thomas Bolton Properties and Construction, LLC (6005 Settlers Dr., Alex., LA 71303) to Kenneth A Doggett and Tina S Doggett (742 Welwyn Way, Alex., LA 71303) - .311 acre tract in Sec 27, T4NR1W - Lot 67, Pecan Bayou Subd., Phase 2 (6006 Settlers Dr., Alex) \$382,000

Brittain & White Construction, LLC (5521 Jackson St., Alex., LA 71303) to John W & Nancy K Miller (608 East Ansley Blvd., Alex., LA 71303) - Unit 516-B, Phase O, Building 15, Cypress Point Condominiums (516 B Ansley Blvd., Alex., LA 71303), \$262,500.00

Rapides Design and Construction, LLC (3833 Rue Left Bank, Alex., LA 71303) to Timothy & Cynthia Standish (201 Links Dr., Alex., LA 71303) - Lot 36, St. Andrews Links Estates, Phase II (201 Links Dr., Alex., LA 71303), \$325,000.00

KEH Construction, LLC (P O Box 4570, Pineville, LA 71360) to Jared B & Shelley R Jones (132 Philadelphia Road, Pineville, LA 71360) - Lot 7, Hidden Oaks Subd., Phase I (132 Philadelphia Road, Pineville, LA 71360), \$229,900.00

KEH Construction, LLC (P O Box 4570, Pineville, LA 71360) to Jada Johnson (508 Ocho Rios, Pineville, LA 71360) - Lot 68, Ocho Rios, Phase II (508 Ocho Rios, Pineville, LA 71360), \$240,600.00

Shane Dauzat Construction, LLC (5854 Twin Bridges Road, Alex., LA 71303) to Tara L Winegeart (5744 Twin Bridges Road, Alex., LA 71303) - 1 acre tract in Sec 1, T3NR2W (5744 Twin Bridges Road, Alex., LA 71303), \$203,312.59

Durand Builders, LLC (337 Hwy. 3130, Pollock, LA 71467) to Julianne M Grinstead (108 Grand Lakes Blvd., Alex., LA 71303) - Lot 3, West Lakes Estates Subd., Phase I (108 Grand Lakes Blvd., Alex., LA 71303), \$228,000.00

KEH Construction, LLC (P O Box 4570, Pineville, LA 71361) to Brenda S Leger (440 Ocho Rios Dr., Pineville, LA 71360) - Lot 19, Ocho Rios Subd., Phase 1A (440 Ocho Rios Dr., Pineville, LA 71360), \$197,500.00

Lender foreclosure sales: positive score single foreclosure n 80 transactions.

Federal Home Loan Mtg. Corp. (5000 Plano Parkway, Carrollton, TX) to (Nabil Abouharib) - 2721 Georges Lane, Alex., LA 71301 (515 Slocum Dr., Alex., LA 71302), \$20,500.00

28 pending foreclosures for month of June 2017 there were 20 same time period 2016 increase of 40%. Seemed like high % increase. So I looked at comparison to first six month of 2017 against 2016 same time period. 139 first six months of 2017 compared to 150 same time period 2016 increase of 8%. Lesson learned larger time period sampling is more accurate. Will do again in 6 months.

645 evictions first six months of 2017 compared to 682 same time period 2016 decrease of 6%. Average 100 per month biggest risk in owning rent property is qualify the tenant. Lesson learned "the greater you knowledge about your own geography the greater the bias. Same 6 month period Rod Noles Property Management had 5 evictions.

Recorded construction contracts

Southern Real Estate Co., Inc. (P O Box 5738, Meridian, MS 39302) to The Miguez Deloach Co., LLC (2712 David Dr., Pineville, LA 71360) - Southern Pipe New Alexandria Branch, \$1,203,487.00

LA Dept. of Administration to Pat Williams Construction, LLC (P O Box 1508, Leesville, LA 71496) - Renovation and addition Central Supply, LA Special Ed Center, \$693,000.00

LA Military Dept. to James A Decker Builders, Inc. (202 Brooks St., Pineville, LA 71360) - Roof and window repair at Esler Field Terminal, \$227,400.00

Greater Central Louisiana Realtors Assoc. (4124 Jackson St., Alex., LA 71301) to Foster Construction, LLC (P O Box 1348, Alex., LA 71309) - Restoration work in Lot 3, Jackson Plaza Division Subd., \$66,718.30

LA Military Dept. to Skip Converse, Inc. (318 Jones St., Pineville, LA 71360) - Renovations to building 619, Camp Beauregard, \$110,300.00

Town of Glenmora to T L Construction, LLC - Street Improvements, Town of Glenmora, \$221,744.70

Large Mortgages:

PSE Land Co., LLC to Pacific Premier Bank - 2 acre tract in Sec 74, T4NR1W (6020 Old Boyce Road, Alex., LA 71303), \$4,539,027.00. Burger King at Airbase and Highway One. Most likely blanket mortgage with other properties.

Pineville Partners, LP Ted Kergan (1301 Camellia Blvd., Lafayette, LA 70508) to Hope FCU - 9.5734 acre tract in Sec 21 & 43, T4NR1E, \$1,325,000.00. I think this is tax credit housing on Bragg Street in Pineville.

numbers nationally

Three years since major new shopping mall opened in U.S.

\$600 psf annual sales for Grad A Malls. Pecan Mall in Monroe average sales \$300 psf.

1,200 Malls in U.S. number could bottom out at 800 per WSJ article

612 Super Regional Mall 800,000 sf or more. This is 2 more than there were in 2010

599 smaller enclosed malls 400ksf to 800ksf up 16 since 2010

a. 37 Malls built between 2002 and 2009 means 21 closed or change use

114,683 neighborhood and strip centers up 2,303 since 2010

8% of America has stuff store in commercial storage facilities

14% of America has secondary source of income

First land lease REIT Safety Income and Growth Inc. \$20 IPO price with 3% dividend

Rod Noles, CCIM, CPM, CRE
Associate Broker

NAI Latter & Blum

Commercial Real Estate Services, Worldwide.
4615 Parliament Drive, Suite 100
Alexandria, Louisiana 71303

(318) 445-7653 Office
(318) 483-1577 Direct Line
(318) 446-1846 Cell Phone
rnoles@noles-frye.com Email

Licensed by Louisiana Real Estate Commission