

One week report from July 17th through 21st five business days last week.

Every deal has a tail / tale

Active week for savvy local property owners (buying and selling) list includes.

Larry Smith
Foster Walker
Steve Ayers
Jim Moody
Rod Noles
Mike Jenkins
William Barron
Robbie Tarver
Aaron Slayter
Gary Barth

1321 Second St., LLC (4615 Parliament Dr., Suite 101, Alex., LA 71303) to The Rapides Foundation (1101 Fourth St., Alex., LA 71301) - 1.53 acre tract in Sec 7, T4NR1W, \$590,000.00. The former McCormick Building partnership where I had % interest. Community College moving part of their program to this building.

Riverside Hospitality, LLC **Mike Jenkins** to Petron, LLC - 1.25 acre tract in Sec 7, T4NR1W, \$1,185,000.00 former Town Talk printing building part of 1031 exchange from Luvs truck stop sale earlier this year. Tenant moving in not sure Steve Ayers is ready to announce.

Recap of CBD activity in past 6 months total of \$5,225,000 sales including following sales

1. Capital One building and parking lot Jackson and 4th
2. Chase building and parking lot behind Sentry Drugs
3. McCormick Building
4. Town Talk Printing building.
5. Lease 6,000 sf in Town Talk Headquarters to T&D solutions.

Rod Noles participate in 39% of sales

Mike Jenkins was seller in 61% of sales.

Mike also increased the value in his remaining downtown properties;

- (1) Diamond Grill
- (2) Masonic Building
- (3) Hotel Bentley.

Hats off to Mike for his vision and negotiating ability plus decisive move to increase values in his other properties.

These sales and lease will move approximately 150 employees to these few blocks. Big news for downtown. More activity that we have seen in past 5 years combines.

Plus city is doing work in Weiss and Goldring building to better position a transfer to developer who can see that downtown is ready for apartments.

Five S Plus, LLC Aaron L. Slayter Jr. (200 McKeithen Dr., Alex., LA 71303) to ATM & M Investment Group, LLC William Tarver III Robbie Tarver (P O Box 14448, Alex., LA 71315) - Part of 389 acre tract in Sec 17, 21, 28, 29, 30, 32, & 33, T5NR2W and Sec 17, T5NR3W, \$1,011,400.00 unit price is \$2,800 per acre across the Red River from Rapides Station area. In several previous shows Robbie was selling real estate now I see why.

Robert E Hoyt, Jr., et al (6579 Arborist Ln, Dallas, TX 75214) to Inland Property, LLC William Barron (4220 Stillmeadow Ln, Pineville, LA 71360) - 53.68 acre tract in sec 119, T4NR3W, et al, \$100,000.00 / 53.58 acres = \$1,866 per acre near Cotile on La. Highway 121 and Highway 1200

Barth Properties, LLC (P O Box 8579, Alex., LA 71306) to Hilborn Enterprises, LLC Kristen Michelle Barth Hilborn (P O Box 1150, Tioga, LA 71477) - Tract in Sec 36, T5NR1E, et al (111 & 115 Maryhill Road, Pineville, LA 71360), \$700,000.00 sale with mortgage to son in law and daughter. Jim did you handle that sale.

+1 Total transactions need 40 deals to score positive: 53 deals total volume of \$7,109,864

Couple of National Trends in housing making international news last week:

1. Record year for international investors buying homes in coastal regions
2. Reits buying single family homes in growth cities. Homes 4 rent now owns 40,000 single family houses.

+1 New Home sales need one sale to score positive; two sales for the week

Marvin C Cassell (1945 Tom Cassell Road, Woodworth, LA 71485) to Benjamin L Van Mol (384 Lady Carolyn Circle, Woodworth, LA 71485) - Lot 30, Ashton Colony Subd., Phase II B-1 (384 Lady Carolyn Circle, Woodworth, LA 71485), \$239,000.00

Johnny Porter and Son Contractors, Inc. (42 Philadelphia Road, Pineville, LA 71360) to Christopher L Roshto (110 Philadelphia Road, Pineville, LA 71360) - Lot 4, Hidden Oaks Subd., Phase 1, \$249,530.00

+1 Residential Lot sales need one sale to score positive three for the week

Pecan Bayou Development, LLC (1223 MacArthur Dr., Alex., LA 71303) to Luke A & Leeann E Borrel (715 Toulouse St., Alex., LA 71303) - Lot 145 Pecan Bayou Subd., Phase 3, \$63,000.00

Pecan Bayou Development, LLC (1223 MacArthur Dr., Alex., LA 71303) to V & V Builders, LLC (1223 MacArthur Dr., Alex., LA 71303) - Lot 186, Pecan Bayou Subd., Phase 6 (6112 Marthas Dr., Alex., LA 71303), \$25,000.00

Johnny Porter and Son Contractors, Inc., et al (42 Philadelphia Road, Pineville, LA 71360) to Christopher L Roshto (110 Philadelphia Road, Pineville, LA 71360) - Lot 5, Hidden Oaks Subd., Phase 1, \$16,000.00

+1 Lender foreclosure sales needs to be less than 5% of total sales \$35,000 / \$7,000,000 much less than 5%. Plan to adjust the bar to 3% in future measurements.

J P Morgan Chase Bank (3415 Vision Dr., Columbus, OH 43219) to Darren M Bayonne (18 Fox Chase Dr., Pineville, LA 71360) - Lot 21, Kellyland Subd. (1811 Kerry Dr., Alex., LA 71303), \$35,501.00

Construction contracts

Rapides Parish Police Jury (P O Box 1150, Alex., LA 71309) to Tudor, Inc. (1412 Centre Court, Suite 500, Alex., LA 71301) - New fire station facility and associates site work (6129 Shreveport Hwy., Pineville, LA 71360), \$2,025,440.00

Large mortgages

Otto S & Celia D Halbert to First South Farm Credit ACA (2308 S MacArthur Dr., Alex, LA 71315) - 147.6 acre tract in Sec 33, T1NR2E, \$600,000.00

AA On-Site Storage, LLC James Day (11780 Lake Charles Hwy., Leesville, LA 71446) to City Savings Bank & Trust (P O Box 550, DeRidder, LA 70634) - Tract in Sec 41, T4NR2W (700 McKeithen Dr., Alex., LA 71303), \$700,000.00. I believe this is same developer who is building storage facility in Buckeye area.

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