

Five business day report January 29, 2018 to February 2, 2018

### Consumer tip of the week:

Miriam Kolwe my marketing partner tells me the Mardi Cake Bread Pudding at Word of Mouth restaurant is an absolute must. I am having lunch there Thursday if you want my autograph.

Thanks Miriam

### Every deal has a tail / tale

8197 Hwy. 71 South, LLC **Dan Lester** (248 Belleau Wood Blvd., Alex., LA 71303) to Slam Dunk Capital, LLC **Michael Carbo** (4706 Whitehall Blvd., Alex., LA 71303) - 1346 (1.346 ?) acre tract in Sec 52, T2NR1E, \$275,000.00 LSUA 10 unit apartment complex.

Stanley Holdings, LLC to Lawtell FD, LLC **Michael Hankins** (419 Alamo St., Lake Charles, LA 70601) - 1.21 acre tract in Sec 17, T1SR2W, \$175,000.00 located in Town of Glenmora commercial raw land unit price is \$3.32 psf. Auto Zone purchased several sites in rural La and top price was \$4 psf.

MRL, LLC **William Barron** (P O Box 3401, Pineville, LA 71361) to Mohammed A Assaf (405 Osiris Court, Alex., LA 71301) - Lots 16 & 17, Sq 2, South MacArthur Addn. Subd. (3011 & 3007 S MacArthur Dr., Alex., LA 71302), \$156,000.00. 3011 and 3007 South MacArthur Drive. Listed by Scotty Stephens. Includes small metal building and old house that will likely be demolished. Between Empire Drive corner street borders south side Uhaul retail and Suthy Street. 14,528 sf with two driveways good small property

Another addition to this part of MacArthur Dr.

1. Walk On
2. Christus
3. Panda Express number two
4. Huddle House
5. Fairfield Inn
6. Cotton Bakery Rehab for U-Haul storage and motor pool

David F Boothe and Thelma R Boothe (421 Tealwood Dr., Alex., LA 71303) to Cenla Estates, LLC (P O Box 5061, Alex., LA 71307) - Lots 19 & 20, Blk 2, North Village, Filing 1 (5205 Lacassine Dr. and 2600 Llewellyn Dr., Alex., LA), \$80,000.00

Peepers Properties, LLC **Bill Wallace** (4110 Parliament Dr., Alex., LA 71303) to Bino Real Estate, LLC Dr. **Binitha Joseph** (107 Hospital Dr., Oakdale, LA 71463) - Lots 39 & 40, Metro-Plex Subd., \$387,500.00. Former Dr. Robinson's clinic big office layout for eye doc. Jack Hodges listing.

Total transactions; Previous two weeks

January 15<sup>th</sup> through 19<sup>th</sup> 24 sales \$2,226,600  
January 22<sup>nd</sup> through 26<sup>th</sup> 22 sales \$2,200,000

Through 1<sup>st</sup> Thursday 52 transactions \$8,022,164 average sale \$154,272.

Comment on 5 sales OVC (other valuable consideration no recorded sales price) only 5 this week and one I actually called the seller, the other I estimated from neighborhood, one had no clue. Bad idea title basis not to record sales price. Also makes assessor go to high side of pricing since sale is not publicly recorded.

Prior to reaching this week's total transactions researched January sales for 2016 through 2018. Three years of research reviewed 461 sales. Even if you are not interested I am giving brief review.

2016 January 138 sales \$21,921,033 average sale \$158,848, OVC 6 (144 total sales)

2017 January 181 sales \$23,807,191 average sale \$130,808 OVC 3 (184 total sales)

2018 January 142 sales \$22,436,517 average sale \$158,003 OVC 6 (148 total sales)

January 2017 compared to January 2018 number of deals is down 19.57%. Average sales price up 21%.

Be careful with numbers. If you remove \$3,150,000 sale for Mattress store on Jackson Street and average sale for January 2018 is up 4.57% compared to same time last year. Much more accurate than pure numbers of 21%.

Remember if you torture numbers sufficiently they will confess to anything.

Good example Daily Wealth newsletter by Steve Sjuggerud (pronounced rude candy ) states "According to the Federal Bank of St. Louis median sales prices for new homes are up 50% over the last nine years from \$208,400 to \$315,200 as of late 2017." You can come up with same numbers in quote from Rod Noles "Median homes prices for last 9 years have grown at 4.7% annual compounded rate from \$208,400 to \$315,200."

## New Home Sales

Brittain & White Construction (5521 Jackson St. Ext., Alex., LA 71303) to ZJB Properties, LLC Zia Bouz (5253 Argonne Blvd., Alex., LA 71303) - Units 608-F & 608-G, Cypress Point II Condominiums, Phase N, Building 14 (608-F & 608-G Ansley Blvd., Alex., LA 71303), \$300,000. Two upstairs units to investor

Carter Builders, Inc. (P O Box 4751, Pineville, LA 71361) to Thomas A Coutee, Jr. and Kayla J Coutee (4117 Leon Dr., Alex., LA 71303) - Lot 2, Shannon Acres Subd. (242 Credeur Road, Pineville, LA 71360), \$268,000.00

**Home Ownership** 2017 percentage of home ownership rose for first time in 13 years. Rate rose to 64.2% 4Q17 up from 63.7%. Those under age of 35 rose from 34.7% to 36% who own their home, largest increase of any age group. Average rent is still less than mortgage payments, taxes and insurance. Millennials are jumping in if you are Realtor pay attention to this age group.

### Residential Lot sales

Weiland Enterprises, LLC (P O Box 1548, Alex., LA 71309) to Village View, LLC (132 Jenkins Road, Alex., LA 71302) - Lot 89, St. Andrews Links Estates, Phase Two, \$49,000.00

Adair Holdings, LLC **Tax property seller** to Jeff Porter Investments (42 Philadelphia Road, Pineville, LA 71360) - Lot 12, Blk 2, Lottie Subd., et al, \$11,000.00

Lender foreclosure: none in 52 sales.

### REI

### Acreage Sales

Cleveland L Ritchie (5800 England Dr., Alex., LA 71303) to JLK Construction, LLC Jerry Lynn Killian (328 Walker Ferry Road, Pollock, LA 71467) - 5.83 acre tract in Sec 28, T5NR1E, et al, \$78,500.00 unit price was \$13,464 per acre. Fronts Pinehill Drive 285'

### Construction Contracts

State of LA Division of Administration to D'Argent Construction, LLC (1460 Centre Court, Alex., LA 71301) - Vehicular and storage facility, LA Spec. Ed Center, \$400,000.00

### Large recorded Mortgages

Slam Dunk Capital, LLC (4706 Whitehall Blvd., Alex., LA 71303) to Southern Heritage Bank (5211 Jackson St., Alex., LA 71303) - Lot 3, Bayou Court Townhomes, Phase I, et al, \$630,000.00

Lawtell FD, LLC **Michael Hankins from Lake Charles.** (419 Alamo St., Lake Charles, LA 70601) to First Federal Bank of LA (P O Box 1667, Lake Charles, LA 70602) - 1.21 acre tract in Sec 17, T1SR2W (12360 Hwy. 165 S, Glenmora, LA 71433), \$700,000.00.

### Self-Traffic count method.

Employed this method for Versailles surprised to discover 5,400 cars per 24 hour period.

1. Count one day Tuesday to Friday only

2. Time period 9:00 to 1:30
3. Count cars for 15 minutes one direction
4. Multiply by 76 Example 214 cars x 76 = 16,264 per day
5. I am have compared
6. to DOTD counts and find accurate with 10% variances

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