

Reporting period from September 25rd through September 29th.

Travels for the week: Lake Charles, Houston, and Monroe

MD Anderson hospital in Houston. Two good reports my little brother Greg had negative CT Scan report after kidney removal first week in August. David Woodring's wife Charlene had successful surgery on Wednesday. David and Charlene have been in Houston since May 1st.

Guy Gawthrop's funeral was this week end. Guy and Kathy worked with our company for 10 years. Great couple hard workers sold lots of real estate and have a varied group of friends. Kathy comes from a family of 11 children Guy moved here with air force from New Jersey and loved living in the South.

WSJ article average industrial lease rate is \$5.25 psf up from last year. Locally lease rate is \$2.50 psf to \$4.00 psf 24% less compared to our best and 52% compared to our lower range.

Every Deal has a tale / tail

Alexandria Terminal Co., LLC **Placid Pipeline Company** (501 River Port Rd, Alex., LA 71301) to Central LA Regional Port (600 Port Road, Alex., LA 71303) - 7 acre tract in Sec 11, T4NR1W, \$176,000.00. Seven acres vacant site leading directly into Port unit price is \$25,142 per acre. Low price makes me think it was not arm's length sale.

Frances E Galloway (1025-B Council Dr., Alex., LA 71303) to Crown Brake, LLC (7117 Bayou Rapides Road, Alex., LA 71303) - 190.02 acre tract in Sec 5 & 8, T3NR1W, \$190,000.00

Total Transactions: 49 sales total transaction volume \$6,012,908 largest sale \$550,000 home in Tennyson Oaks average sales price for the week \$125,268. Expected greater volume at end of the month but this is September and volume home selling season is behind us. Last 7 days in MLS 64 new properties on the market and 45 price adjustments. (1) if you are selling home now price it right, have it looking good, make it easy to show.

New Home Sales

Mac's Transport and Construction, LLC **Kennth McRight** (1533 Philadelphia Rd, Deville, LA 71328) to William G & D'Ann T Bryant (5521 Hwy. 28 East, Pineville, LA 71360) - Lot 12-3, Shea Brooke Ridge Subd., Filing 2, \$180,000.00

Residential lot sales: all of the sales were on North side of the river.

Jeff Porter Investments, LLC (42 Philadelphia Road, Pineville, LA 71360) to Vaamana, LLC (5114 Mallard Dr., Alex., LA 71303) - Lot 11-2 and 12-2, Shea Brooke Ridge Subd. # 2, \$56,000.00. Turn on Magnolia road off 28 East next to Unity Baptist Church.

J Dimm Group, LLC (1918 Military Hwy., Pineville, LA 71360) to Derek D Farris (4042 Legacy Loop, Pineville, LA 71360) - Lot 9, Libuse Cutoff Subd., Phase II (30 Libuse Cutoff Rd, Pineville, LA 71360), \$55,000.00

Randolph L & Rebecca C Perego (2614 DeJean Dr., Pineville, LA 71360) to Chad W & Shanna B Futch (12852 Mill Pond Rd, Deville, LA 71360) - Lot 21, Nicoles Place, Phase II (202 Nickolas Path, Pineville, LA 71360), \$53,000.00

Lender foreclosed sales: two sales total volume \$233,000. Total sales \$6,012,900 x 3% = \$180,387

Fannie Mae (P O Box 650043, Dallas, TX 75265) to Toby & Amy Henderson (231 Varvarosky Road, Deville, LA 71328) - 6 acre tract in Sec 39, T4NR2E (231 Varvarosky Rd, Deville, LA 71328), \$163,000.00

Finance of America Reverse, LLC (3900 Capital City Blvd., Lansing, MI 48906) to Maslin E Gillett (917 Ola St., Alex., LA 71303) - Lot 8, Sq 4, Thornton Place (2031 Thornton Court, Alex., LA 71301), \$70,000.00.

REI for the week scored 3 out of possible 4. Lender sales exceed 3%.

Recorded Construction Contracts

Rapides Parish School Board (P O Box 1230, Alex., LA 71309) to Ceaser Construction (711 Dr. Carver St., Ville Platte, LA 70586) - Glenmora K-12 School Gym Floor, \$78,900.00

Rapides Parish School Board (619 Sixth St., Alex., LA 71301) to Siemens Building Technologies (104 Annonce St., Lafayette, LA 70507) - Northwood High School BAS Upgrade, \$221,800.00

Rapides Parish School Board (619 Sixth St., Alex., LA 71301) to Siemens Building Technologies (104 Annonce St., Lafayette, LA 70507) - Rapides High School BAS Upgrade, \$135,000.00

Large Mortgages

28 East Storage, LLC John Denny (240 Denny Rd, Deville, LA 71328) to Southern Heritage Bank (3596 Hwy. 28 East, Pineville, LA 71360) - 8 acre tract in Sec 1, T4NR1E (6576 Hwy. 28 East, Pineville, LA 71360), \$645,000.00

Acreage sales.

B Malone Enterprise, LLC (133 Rebel Run, Pineville, LA 71360) to Robert J & Teresa M Stiefvater (109 Cannonball Road, Pineville, LA 71360) - 9.57 acre tract being part of Lot 11, Blk 40, LA Inv. & Sec. Co. Subd., \$49,150.00 / 9.57 acres = \$5,135 per acre

B Malone Enterprise, LLC (133 Rebel Run, Pineville, LA 71360) to Brian & Tandra Malone (133 Rebel Run, Pineville, LA 71360) - 9.0 acre tract being part of Lot 11, Blk 40, LA Inv. & Sec. Co. Subd., \$45,000.00 / 9 acres = \$5,000 per acre

B Malone Enterprise, LLC (133 Rebel Run, Pineville, LA 71360) to Brandon K & Holly M Malone (3801 Staples Road, Pineville, LA 71360) - 11.17 acre tract being part of Lot 11, Blk 40, LA Inv. & Sec. Co. Subd., \$55,850.00 / 11.17 acres = \$5,000 per acre.

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