

# 2010 Residential Trends Overview

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April 15<sup>th</sup>, 2010









# Presentation Summary

- Statistical Info
  - GBR Area
  - EBR
  - Ascension
  - Livingston

New Home Sales Info Comparison Based on Price Range

Current Activity on Subdivisions discussed Last Year

Analysis of Predictions from Last Year





## CRHBA Permit Data

	<b>2007</b>	<b>2008</b>	<b>% Change</b>	<b>2009</b>	<b>% Change</b>
<b>EBR</b>	1,213	723	-67.77%	800	9.63%
<b>Asc</b>	875	546	-60.26%	745	26.71%
<b>Liv</b>	1,432	687	-108.44%	1,012	32.11%
<b>Total</b>	<b>3,520</b>	<b>1,956</b>	<b>-79.96%</b>	<b>2,557</b>	<b>23.50%</b>

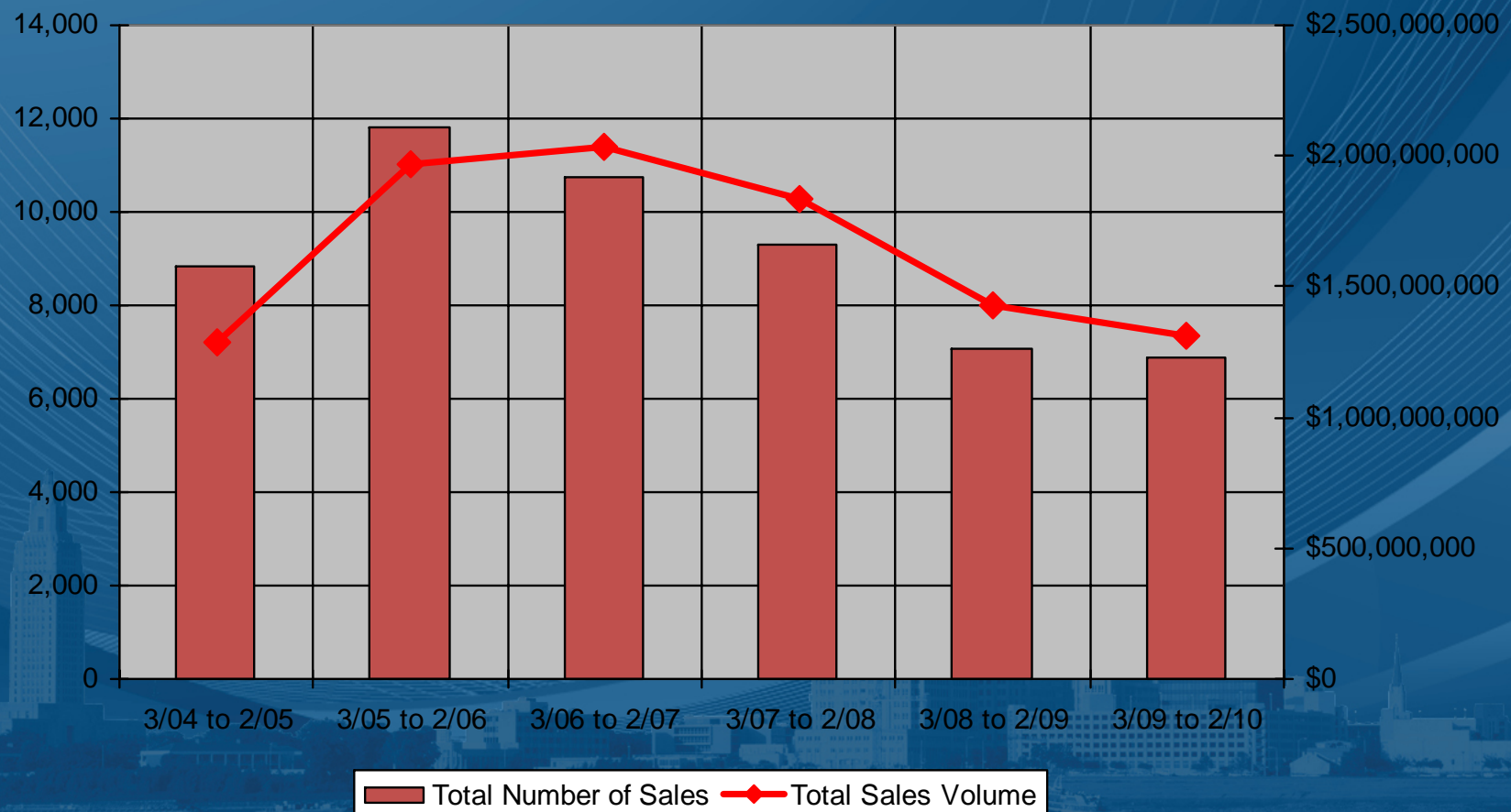


# Greater Baton Rouge MLS Area Total Sales and Sales Volume

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Total Sales \$ Volume</b>	<b>% Change</b>
3/2004 to 2/2005	8,829		\$1,290,699,582	
3/2005 to 2/2006	11,826	33.94%	\$1,969,387,901	52.58%
3/2006 to 2/2007	10,761	-9.01%	\$2,033,258,350	3.24%
3/2007 to 2/2008	9,316	-13.43%	\$1,836,278,393	-9.69%
3/2008 to 2/2009	7,093	-23.86%	\$1,430,661,986	-22.09%
3/2009 to 2/2010	6,878	-3.03%	\$1,313,225,284	-8.21%



# Greater Baton Rouge MLS Area Total Sales and Sales Volume





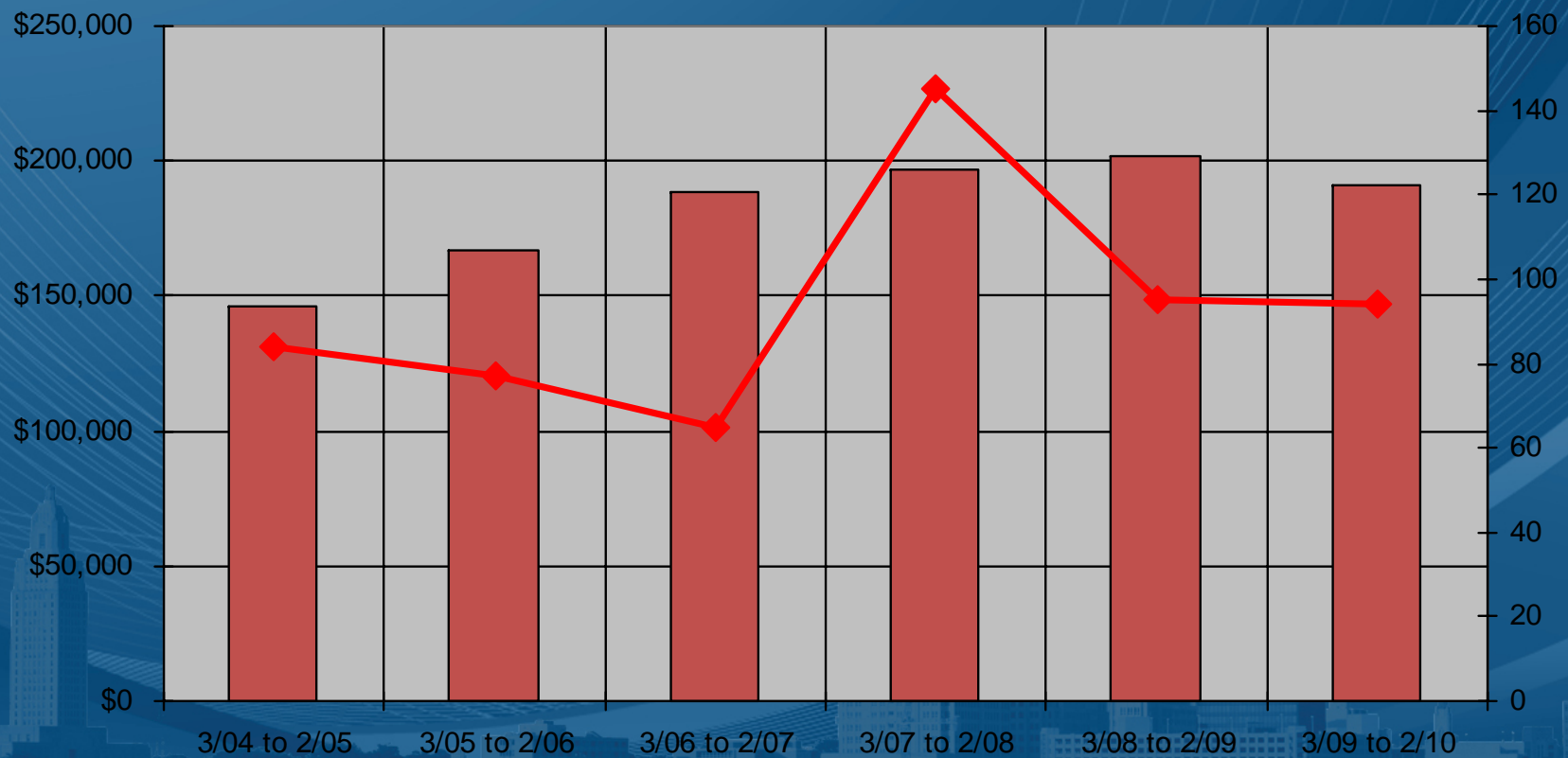


# Greater Baton Rouge MLS Area Average Sales Price and Days on Market

<b>Year</b>	<b>Average Sale Price</b>	<b>% Change</b>	<b>Average DOM</b>	<b>% Change</b>
3/2004 to 2/2005	\$146,188		84	
3/2005 to 2/2006	\$166,530	13.91%	77	-8.33%
3/2006 to 2/2007	\$188,946	13.46%	65	-15.58%
3/2007 to 2/2008	\$197,110	4.32%	145	123.08%
3/2008 to 2/2009	\$201,700	2.33%	95	-34.48%
3/2009 to 2/2010	\$190,931	-5.34%	94	-1.05%



# Greater Baton Rouge MLS Area Average Sales Price and Days on Market



■ Average Sales Price ◆ Average Days on Market



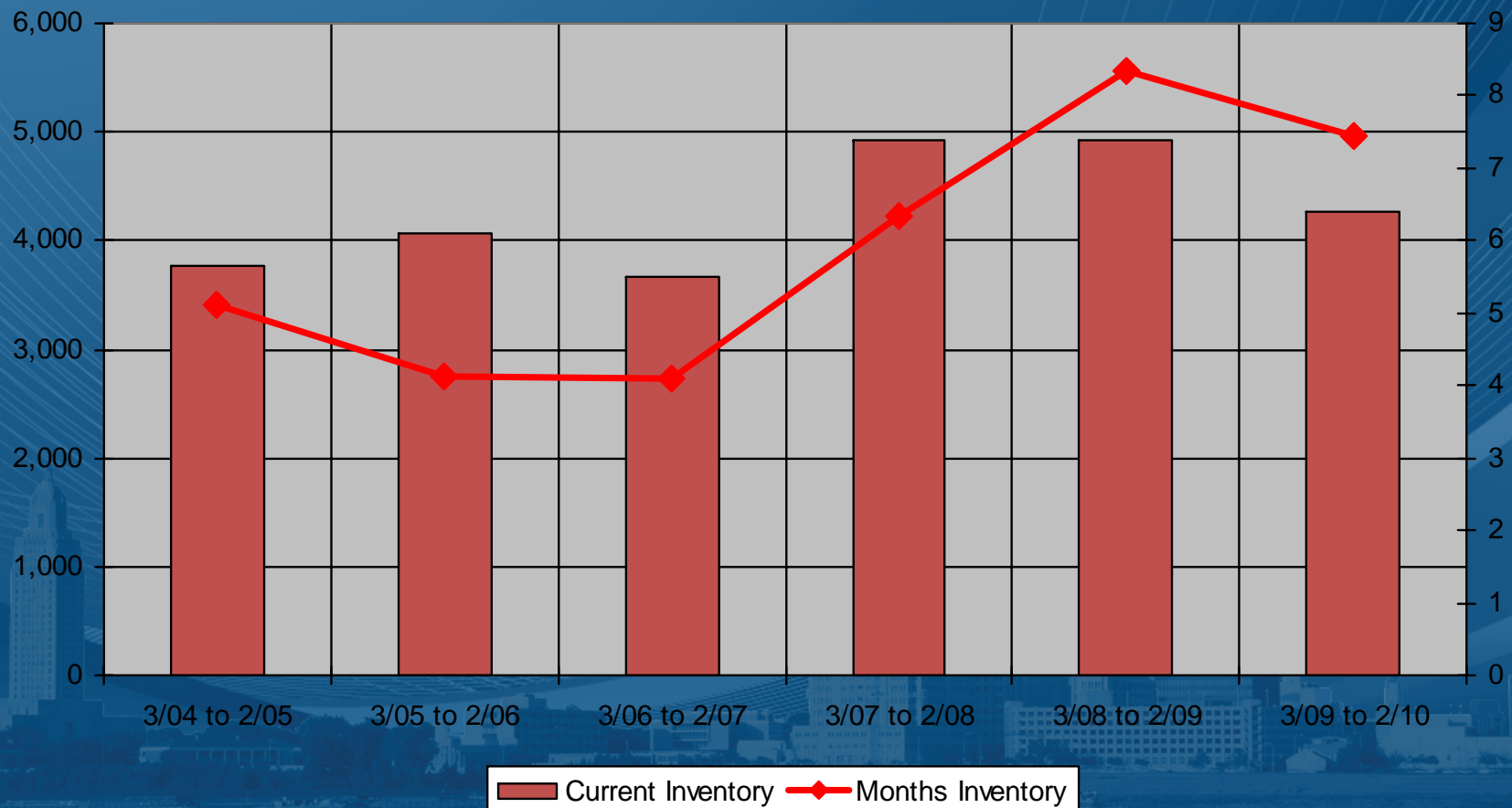


# Greater Baton Rouge MLS Area Current Inventory and Months Inventory

<b>Year</b>	<b>Current Inventory</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/2004 to 2/2005	3,770		5.12	
3/2005 to 2/2006	4,067	7.88%	4.12	-19.53%
3/2006 to 2/2007	3,669	-9.79%	4.09	-0.73%
3/2007 to 2/2008	4,925	34.23%	6.34	55.01%
3/2008 to 2/2009	4,928	0.06%	8.33	31.39%
3/2009 to 2/2010	4,275	-13.25%	7.45	-10.56%



# Greater Baton Rouge MLS Area Current Inventory and Months Inventory





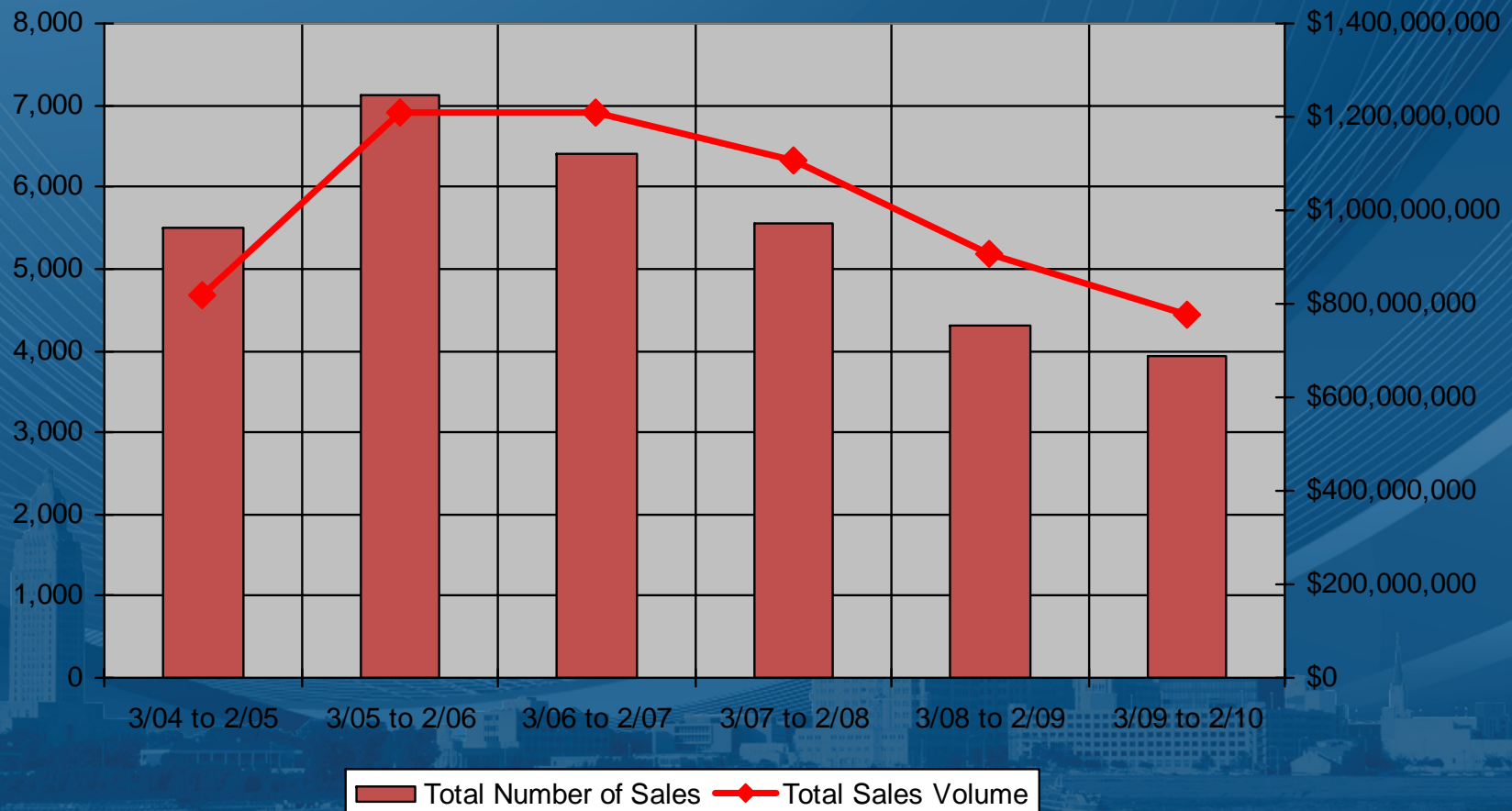


# East Baton Rouge Parish Total Sales and Sales Volume

Year	Total Number Of Sales	% Change	Total Sales \$ Volume	% Change
3/2004 to 2/2005	5,498		\$817,363,785	
3/2005 to 2/2006	7,121	29.52%	\$1,208,001,107	47.79%
3/2006 to 2/2007	6,404	-10.07%	\$1,210,603,571	0.22%
3/2007 to 2/2008	5,547	-13.38%	\$1,106,992,598	-8.56%
3/2008 to 2/2009	4,299	-22.50%	\$905,193,107	-18.23%
3/2009 to 2/2010	3,928	-8.63%	\$775,286,555	-14.35%



# East Baton Rouge Parish Total Sales and Sales Volume





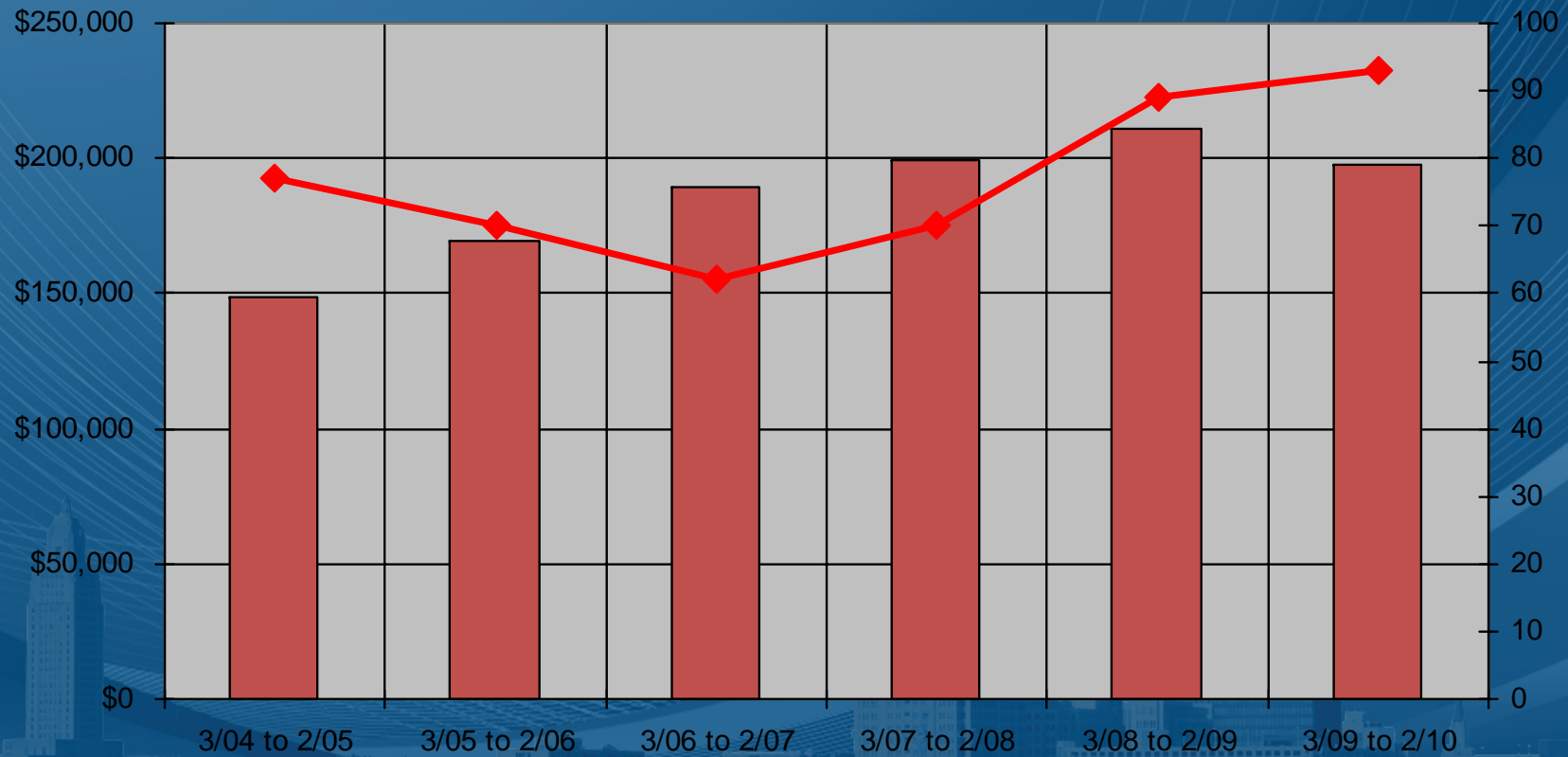


# East Baton Rouge Parish Average Sales Price and Days on Market

<b>Year</b>	<b>Average Sale Price</b>	<b>% Change</b>	<b>Average DOM</b>	<b>% Change</b>
3/2004 to 2/2005	\$148,665		77	
3/2005 to 2/2006	\$169,639	14.11%	70	-9.09%
3/2006 to 2/2007	\$189,038	11.44%	62	-11.43%
3/2007 to 2/2008	\$199,566	5.57%	70	12.90%
3/2008 to 2/2009	\$210,558	5.51%	89	27.14%
3/2009 to 2/2010	\$197,374	-6.26%	93	4.49%



# East Baton Rouge Parish Average Sales Price and Days on Market



■ Average Sales Price ◆ Average Days on Market



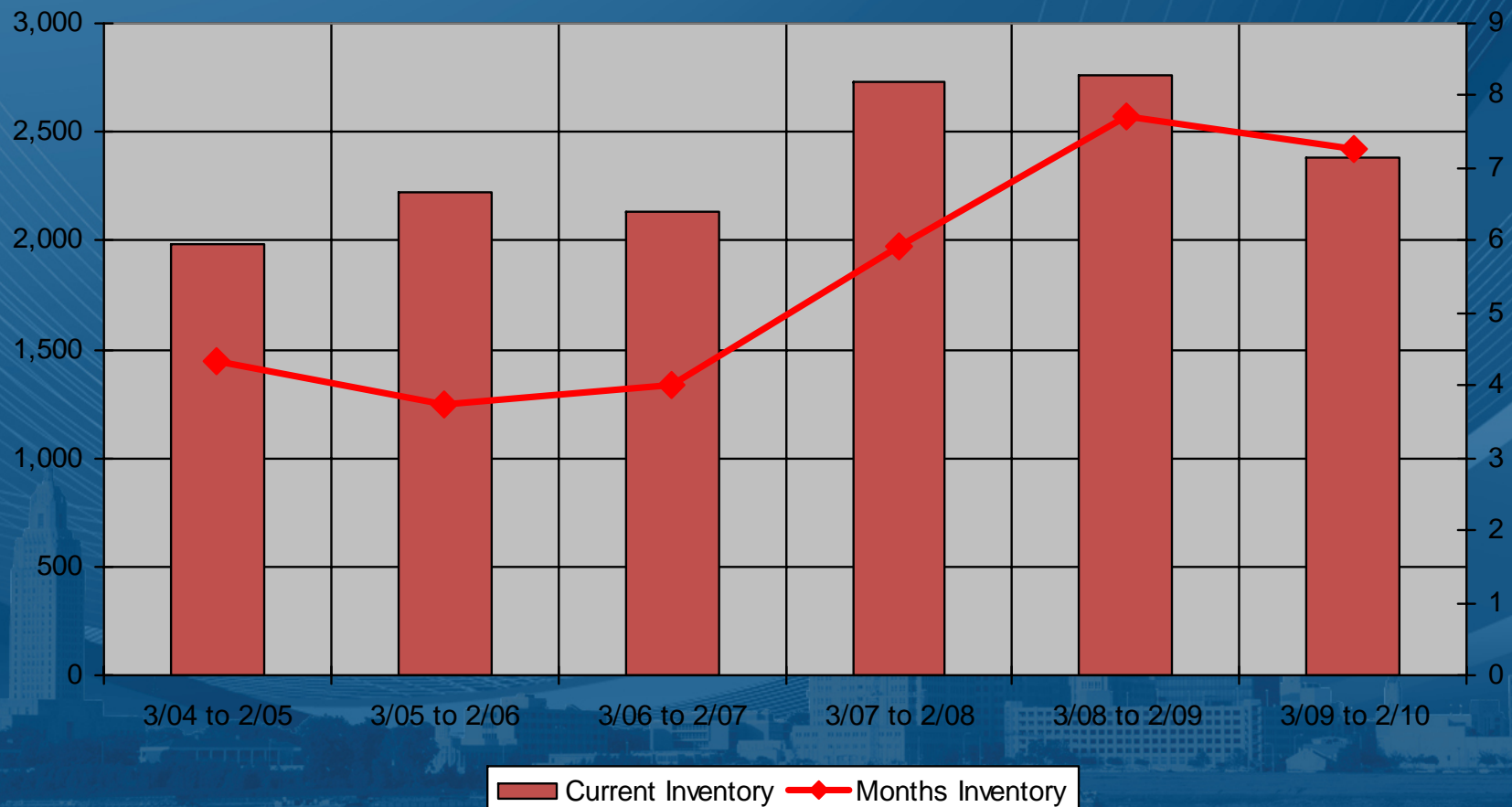


# East Baton Rouge Parish Current Inventory and Months Inventory

<b>Year</b>	<b>Current Inventory</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/2004 to 2/2005	1,987		4.33	
3/2005 to 2/2006	2,221	11.78%	3.74	-13.63%
3/2006 to 2/2007	2,132	-4.01%	4	6.95%
3/2007 to 2/2008	2,731	28.10%	5.91	47.75%
3/2008 to 2/2009	2,762	1.14%	7.71	30.46%
3/2009 to 2/2010	2,385	-13.65%	7.28	-5.58%



# East Baton Rouge Parish Current Inventory and Months Inventory





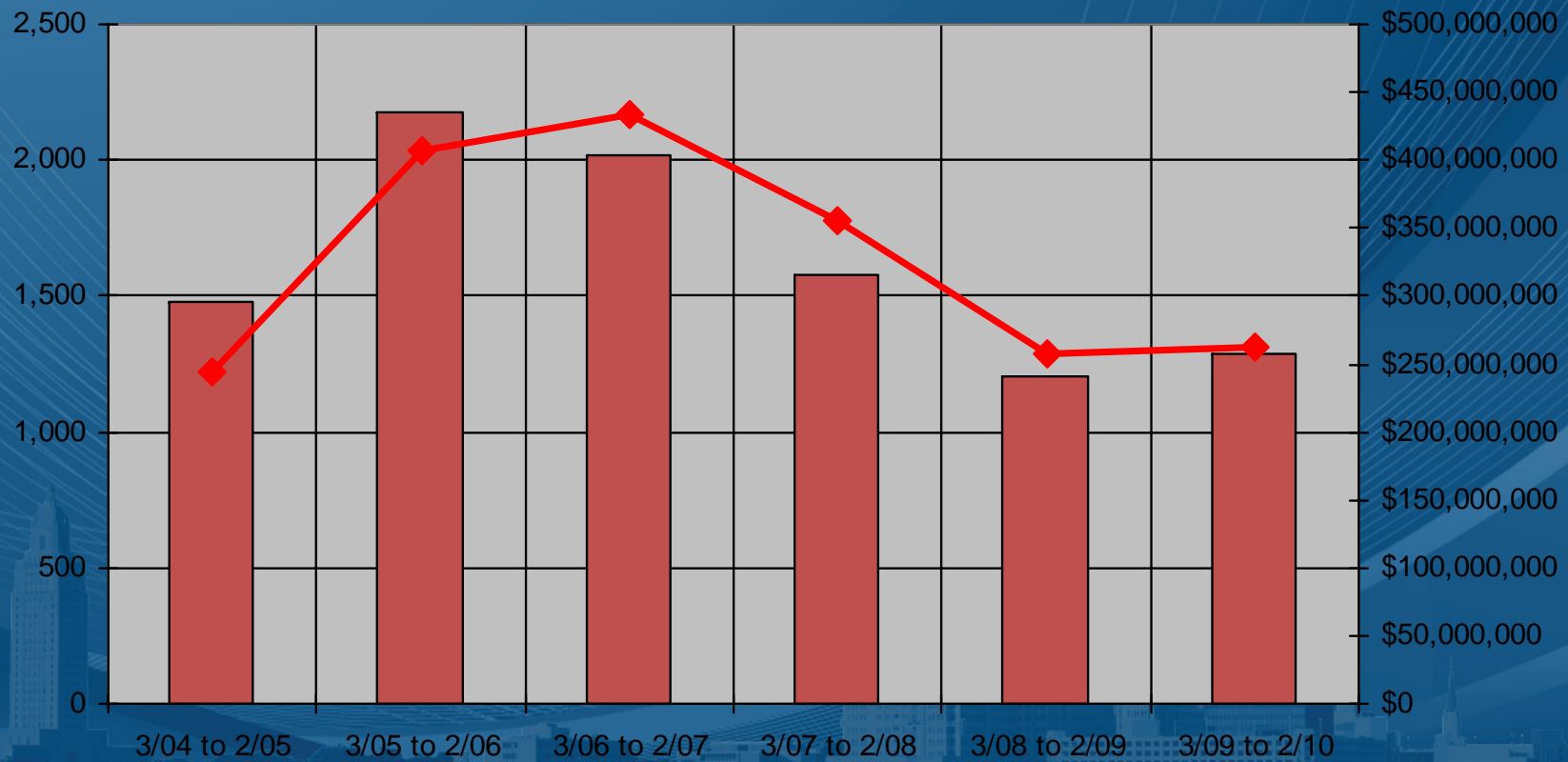
# Ascension Parish Total Sales and Sales Volume

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Total Sales \$ Volume</b>	<b>% Change</b>
3/2004 to 2/2005	1,478		\$243,736,913	
3/2005 to 2/2006	2,173	47.02%	\$406,712,030	66.87%
3/2006 to 2/2007	2,017	-7.18%	\$433,309,000	6.54%
3/2007 to 2/2008	1,582	-21.57%	\$355,204,922	-18.03%
3/2008 to 2/2009	1,208	-23.64%	\$257,911,924	-27.39%
3/2009 to 2/2010	1,291	6.87%	\$261,866,502	1.53%





# Ascension Parish Total Sales and Sales Volume



Total Number of Sales
 
 Total Sales Volume



# Ascension Parish

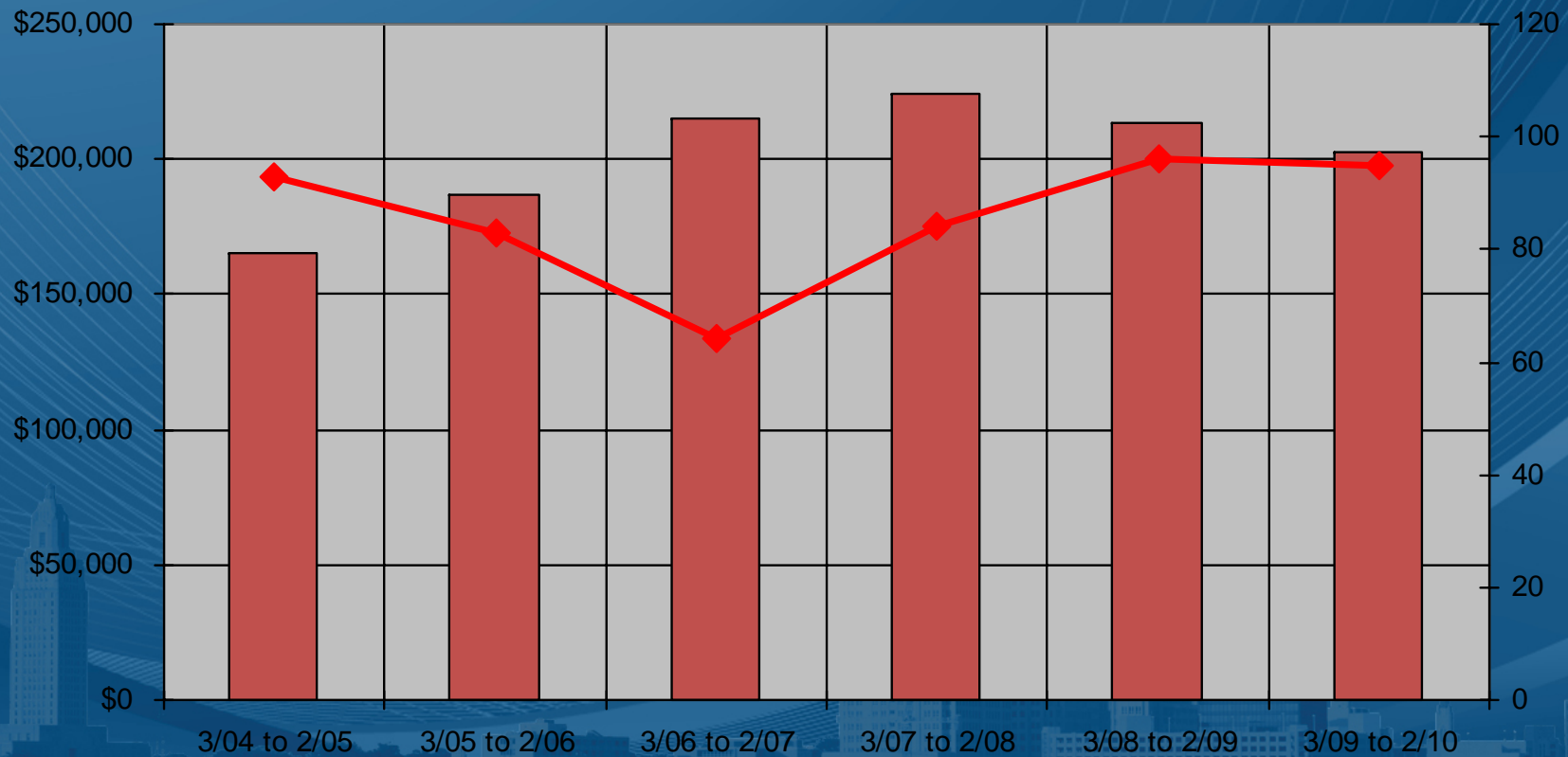
## Average Sales Price and Days on Market

Year	Average Sale Price	% Change	Average DOM	% Change
3/2004 to 2/2005	\$164,909		93	
3/2005 to 2/2006	\$187,166	▲ 13.50%	83	▲ -10.75%
3/2006 to 2/2007	\$214,828	▲ 14.78%	64	▲ -22.89%
3/2007 to 2/2008	\$224,529	▲ 4.52%	84	▲ 31.25%
3/2008 to 2/2009	\$213,503	▲ -4.91%	96	▲ 14.29%
3/2009 to 2/2010	\$202,840	▲ -4.99%	95	▲ -1.04%



# Ascension Parish

## Average Sales Price and Days on Market



Legend: Average Sales Price (Red Bar), Average Days on Market (Red Line with Diamond)





# Ascension Parish

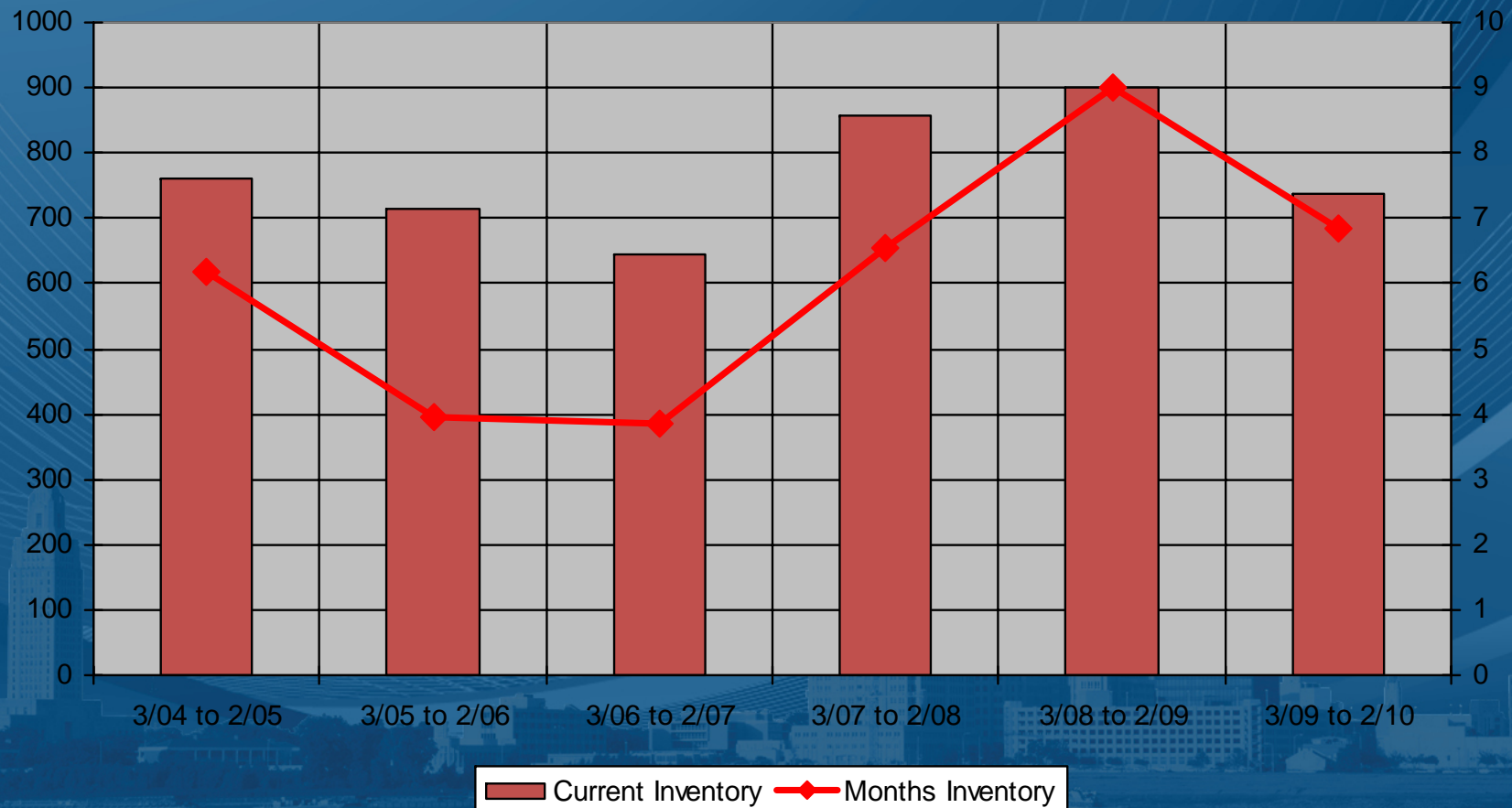
## Current Inventory and Months Inventory

<b>Year</b>	<b>Current Inventory</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/2004 to 2/2005	760		6.17	
3/2005 to 2/2006	715	-5.92%	3.95	-35.98%
3/2006 to 2/2007	646	-9.65%	3.84	-2.78%
3/2007 to 2/2008	858	32.82%	6.54	70.31%
3/2008 to 2/2009	899	4.78%	8.99	37.46%
3/2009 to 2/2010	738	-17.91%	6.85	-23.80%



# Ascension Parish

## Current Inventory and Months Inventory





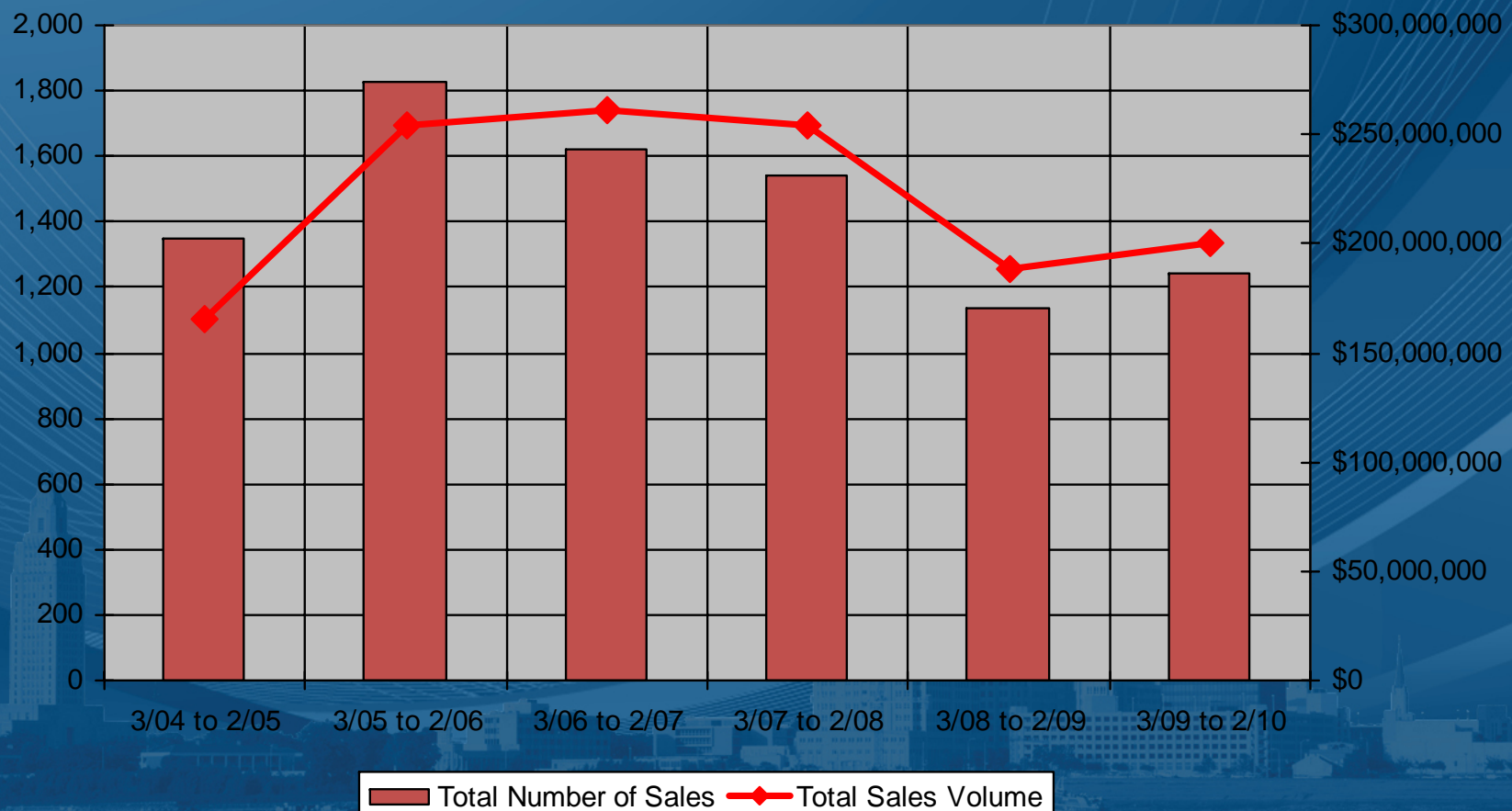
# Livingston Parish Total Sales and Sales Volume

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Total Sales \$ Volume</b>	<b>% Change</b>
3/2004 to 2/2005	1,346		\$165,382,884	
3/2005 to 2/2006	1,826	35.66%	\$254,330,556	53.78%
3/2006 to 2/2007	1,624	-11.06%	\$261,130,630	2.67%
3/2007 to 2/2008	1,542	-5.05%	\$253,910,318	-2.77%
3/2008 to 2/2009	1,134	-26.46%	\$188,309,494	-25.84%
3/2009 to 2/2010	1,241	9.44%	\$200,250,427	6.34%





# Livingston Parish Total Sales and Sales Volume





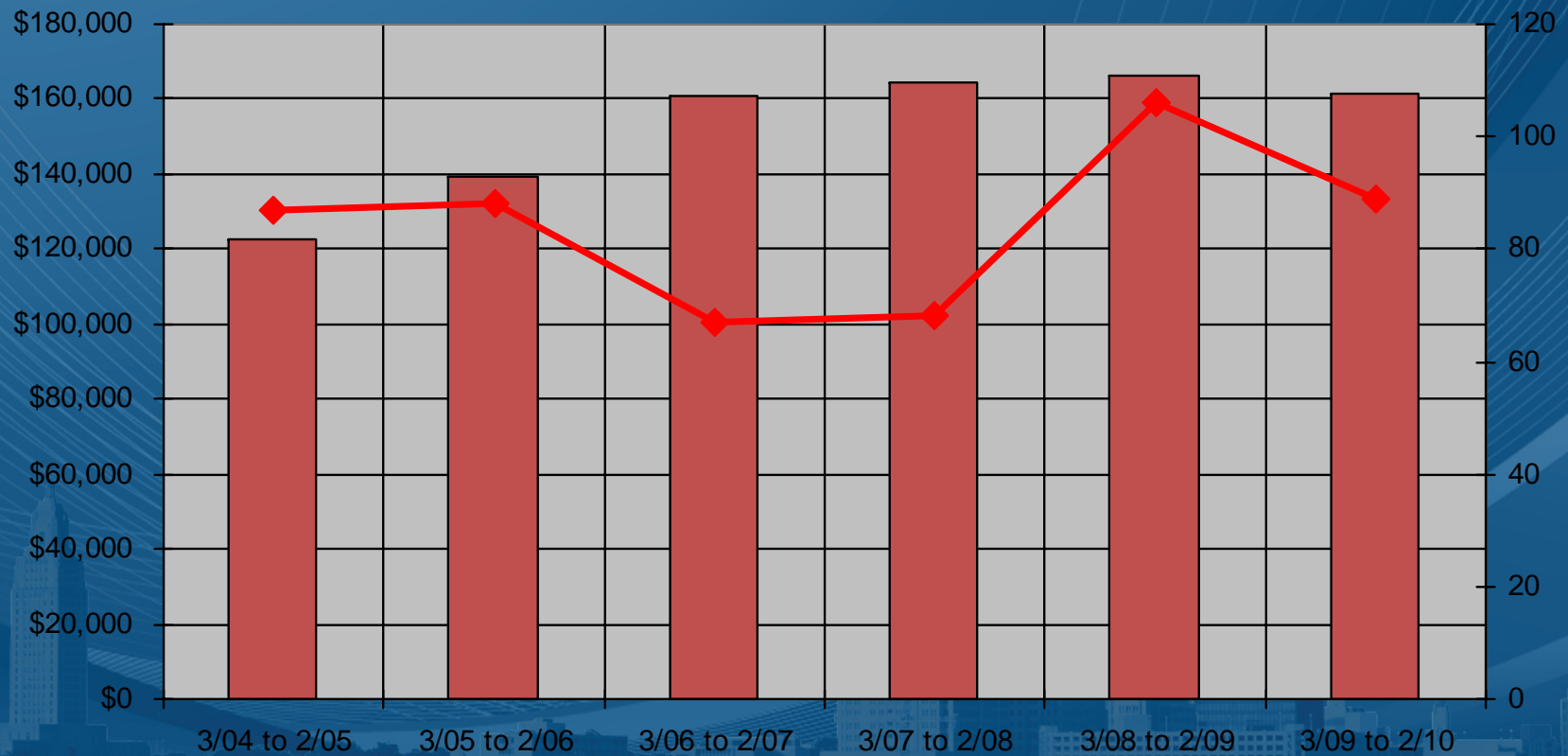
# Livingston Parish

## Average Sales Price and Days on Market

<b>Year</b>	<b>Average Sale Price</b>	<b>% Change</b>	<b>Average DOM</b>	<b>% Change</b>
3/2004 to 2/2005	\$122,869		87	
3/2005 to 2/2006	\$139,282	13.36%	88	1.15%
3/2006 to 2/2007	\$160,794	15.44%	67	-23.86%
3/2007 to 2/2008	\$164,662	2.41%	68	1.49%
3/2008 to 2/2009	\$166,057	0.85%	106	55.88%
3/2009 to 2/2010	\$161,362	-2.83%	89	-16.04%



# Livingston Parish Average Sales Price and Days on Market



■ Average Sales Price ◆ Average Days on Market





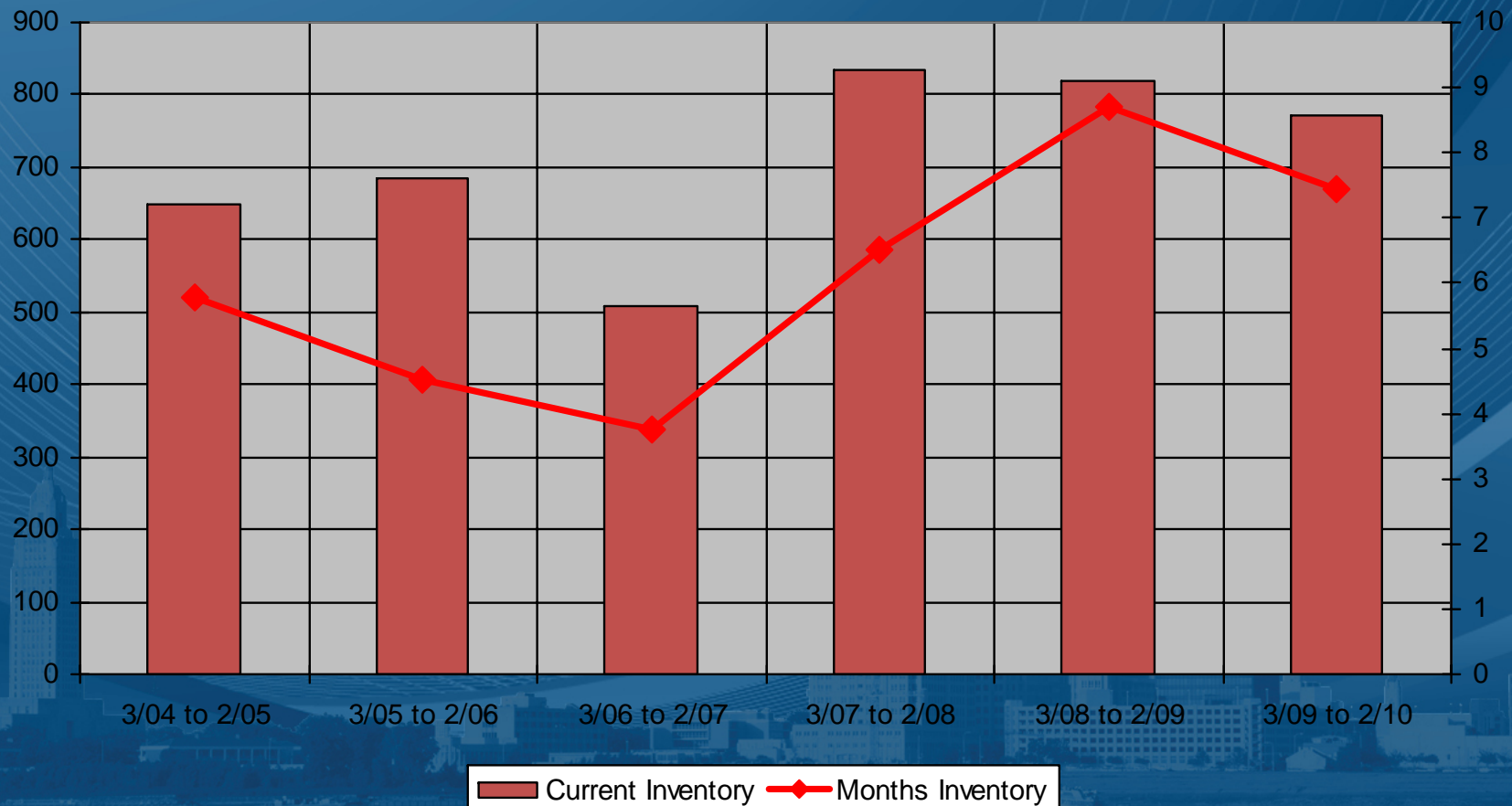
# Livingston Parish Current Inventory and Months Inventory

<b>Year</b>	<b>Current Inventory</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/2004 to 2/2005	648		5.78	
3/2005 to 2/2006	686	5.86%	4.51	-21.97%
3/2006 to 2/2007	509	-25.80%	3.77	-16.41%
3/2007 to 2/2008	834	63.85%	6.51	72.68%
3/2008 to 2/2009	820	-1.68%	8.72	33.95%
3/2009 to 2/2010	770	-6.10%	7.44	-14.68%



# Livingston Parish

## Current Inventory and Months Inventory





## GBR MLS Area New Home Sales

- \$100,000 to \$225,000
- \$300,000 to \$400,000

Year	Total Number Of Sales	% Change
3/04 to 2/05	1,567	
3/05 to 2/06	2,219	41.61%
3/06 to 2/07	2,060	-7.17%
3/07 to 2/08	1,410	-31.55%
3/08 to 2/09	879	-37.66%
3/09 to 2/10	1,071	21.84%

Year	Total Number Of Sales	% Change
3/04 to 2/05	94	
3/05 to 2/06	205	118.09%
3/06 to 2/07	316	54.15%
3/07 to 2/08	252	-20.25%
3/08 to 2/09	158	-37.30%
3/09 to 2/10	90	-43.04%



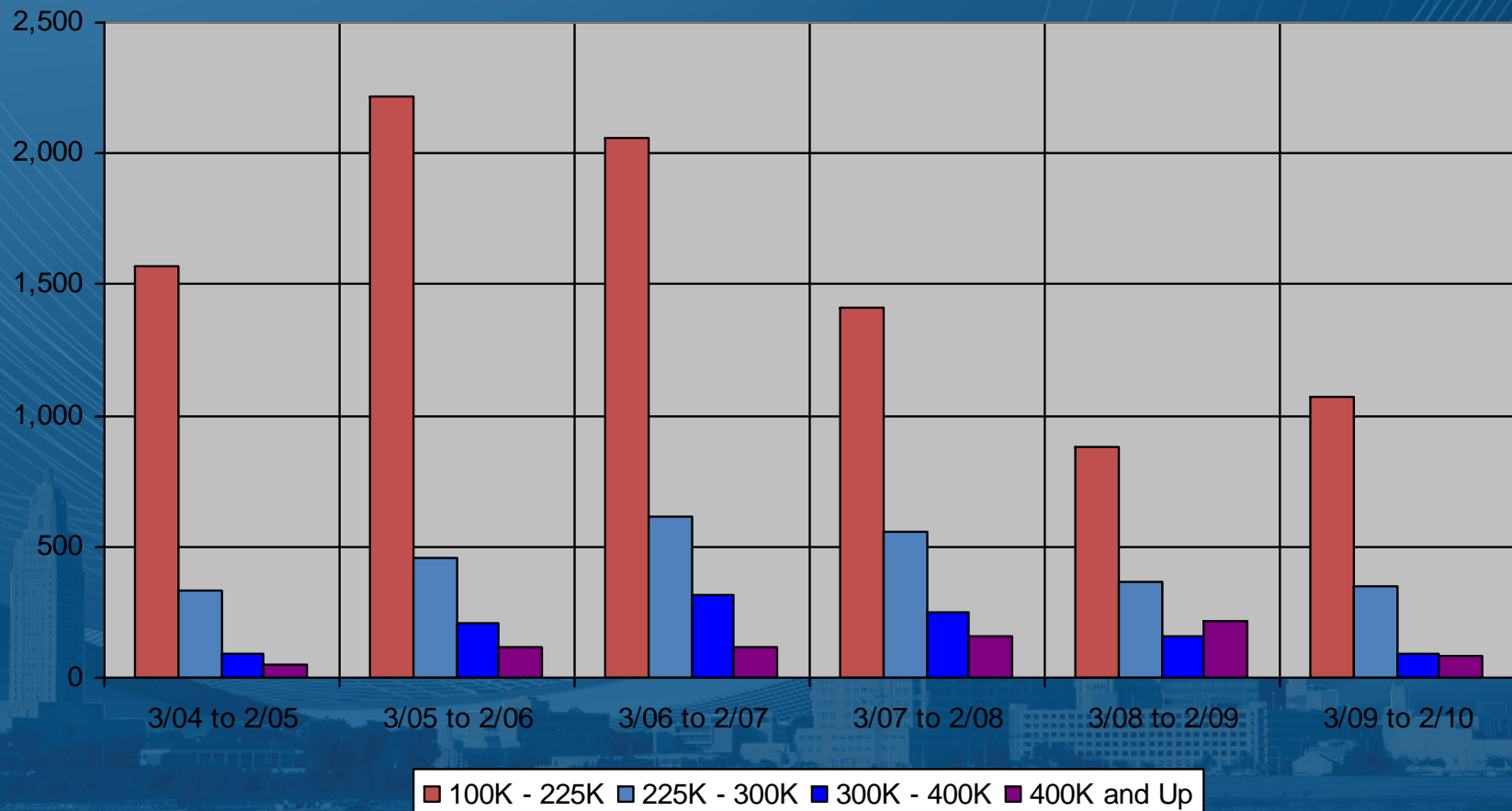


# GBR New Home Sales \$400k and Up

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Average Sale Price</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/04 to 2/05	53		\$545,043		12.45	
3/05 to 2/06	115	116.98%	\$592,052	8.62%	8.76	-29.64%
3/06 to 2/07	119	3.48%	\$594,668	0.44%	13.91	58.79%
3/07 to 2/08	156	31.09%	\$595,325	0.11%	22	58.16%
3/08 to 2/09	213	36.54%	\$581,030	-2.40%	14.64	-33.45%
3/09 to 2/10	80	-62.44%	\$580,582	-0.08%	27.6	88.52%

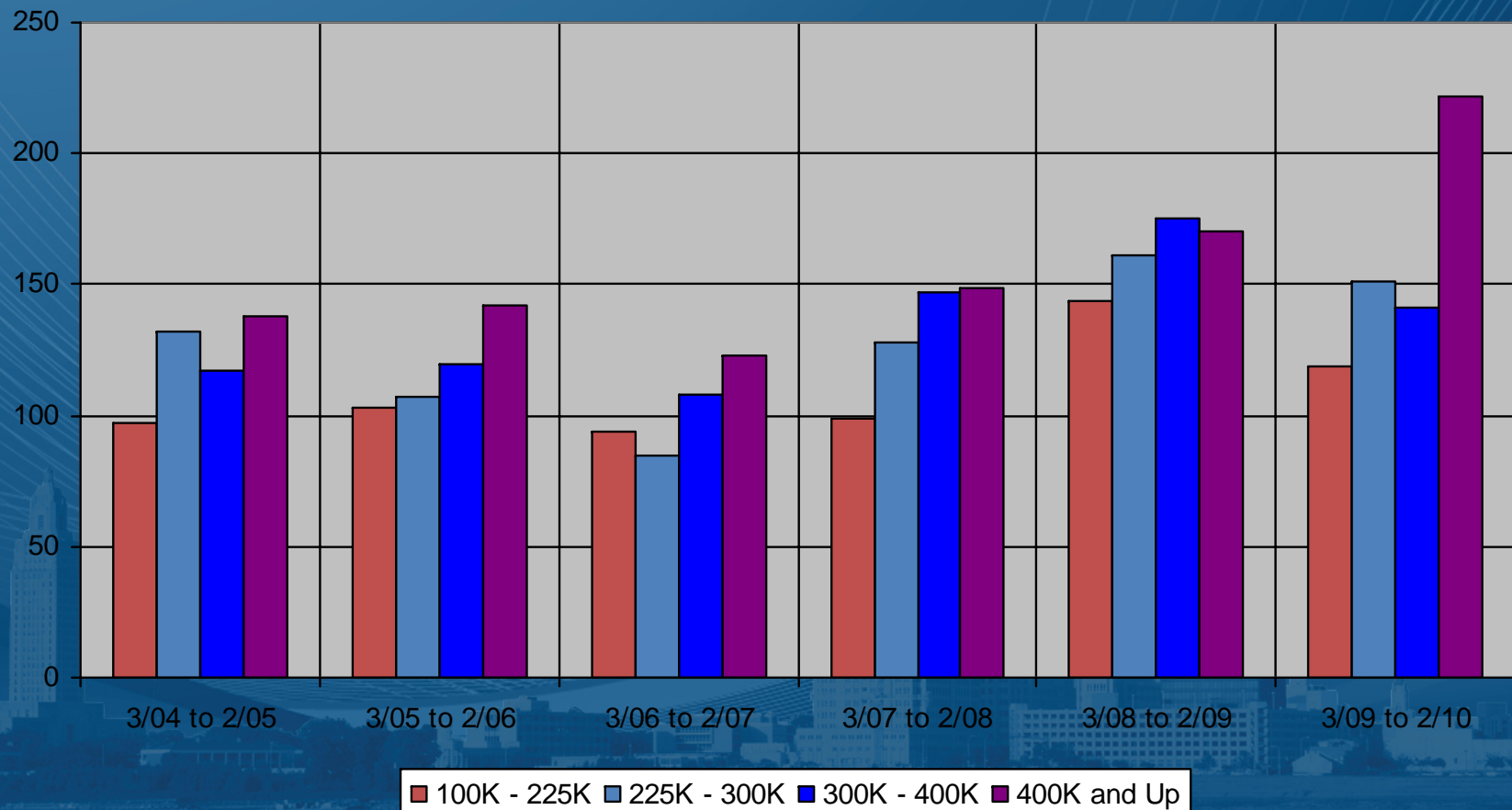


# Greater Baton Rouge MLS Area Total Number of New Home Sales





# Greater Baton Rouge MLS Area Average Days on Market for New Homes







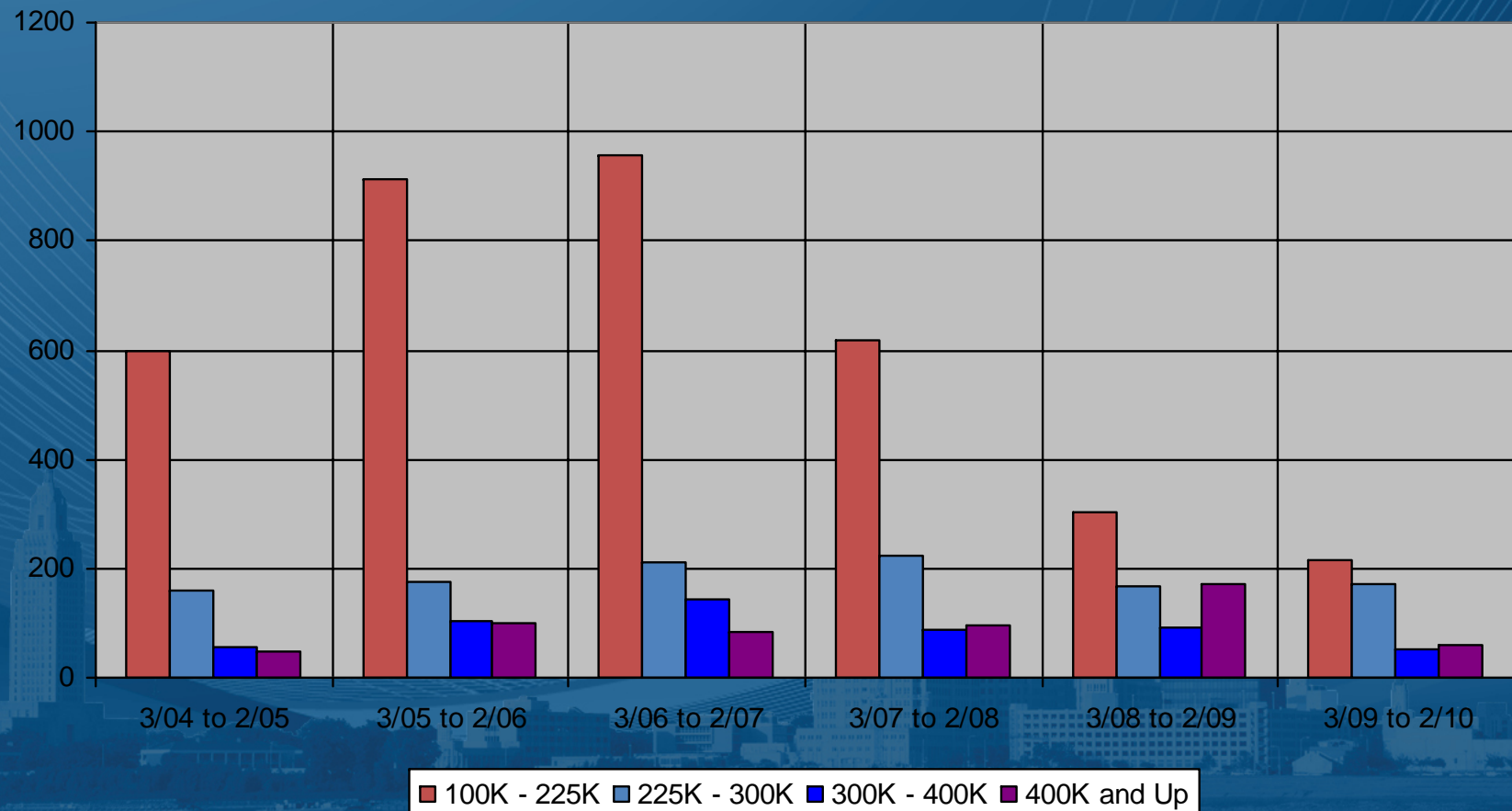
## EBR Parish New Home Sales

- \$100,000 to \$225,000
- \$300,000 to \$400,000

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/04 to 2/05	597		3/04 to 2/05	54	
3/05 to 2/06	914	53.10%	3/05 to 2/06	102	88.89%
3/06 to 2/07	957	4.70%	3/06 to 2/07	144	41.18%
3/07 to 2/08	618	-35.42%	3/07 to 2/08	86	-40.28%
3/08 to 2/09	303	-50.97%	3/08 to 2/09	91	5.81%
3/09 to 2/10	216	-28.71%	3/09 to 2/10	52	-42.86%

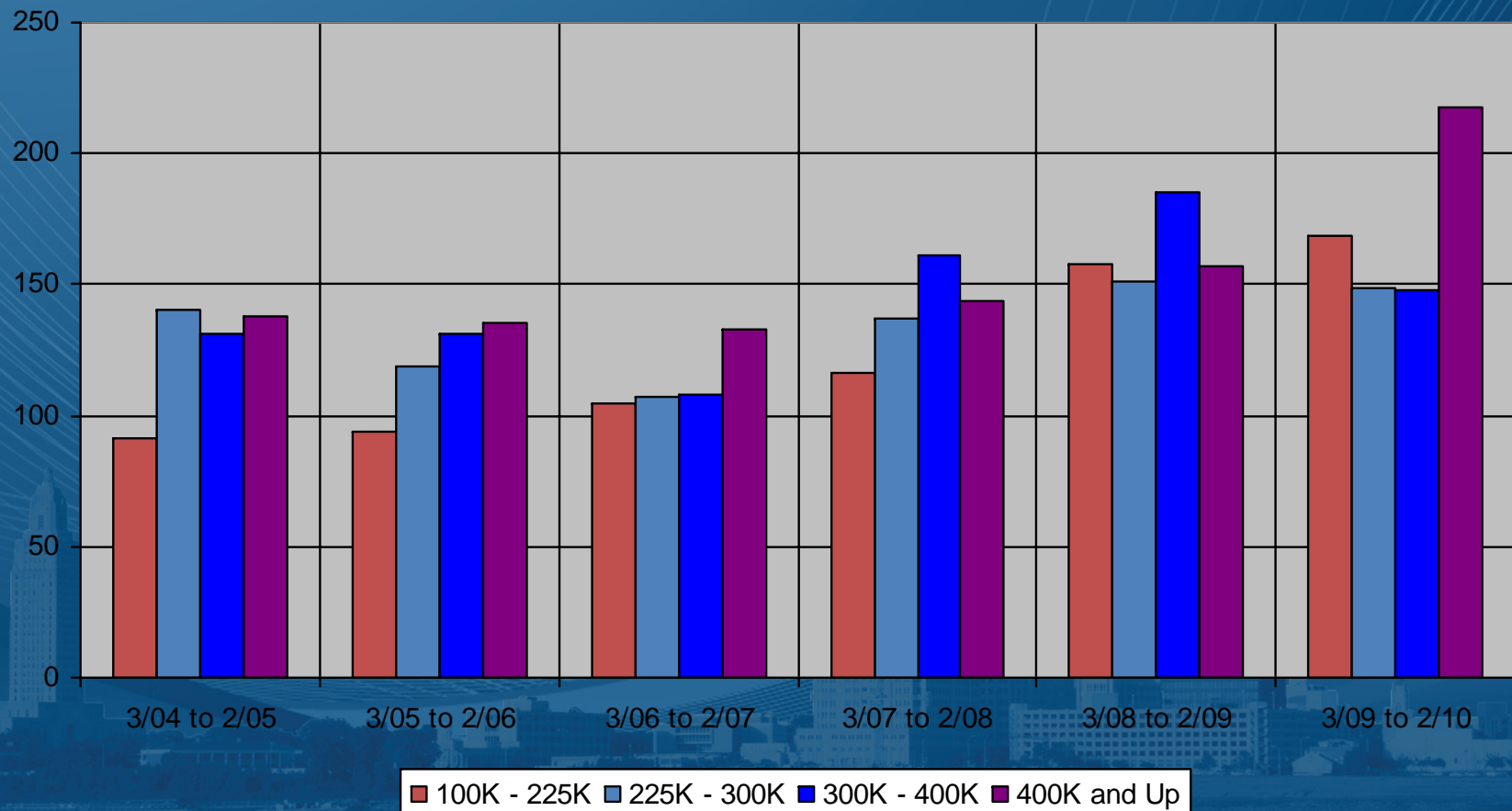


# East Baton Rouge Parish Total Number of New Home Sales





# East Baton Rouge Parish Average Days on Market for New Homes





# EBR New Home Sales

<i>Subdivision</i>	<i>2009 Sales</i>	<i>Absorption Rate</i>	<i>Current Inventory</i>	<i>Months Supply</i>	<i>Cum % Sold</i>	<i>Average Price</i>	<i>Average \$/sq.ft.</i>
LAKES AT JAMESTOWN THE	53	4.4	3	0.7	12.0%	\$ 284,735	\$ 127.72
SPRINGLAKE AT BLUEBONNET	29	2.4	11	4.6	18.6%	\$ 249,677	\$ 142.57
FOREST CREEK	23	1.9	6	3.1	23.9%	\$ 220,789	\$ 130.48
GREEN TRAILS AT SHENANDOAH	21	1.8	6	3.4	28.6%	\$ 353,308	\$ 140.33
UNIVERSITY CLUB PLANTATION	16	1.3	5	3.8	32.3%	\$ 640,344	\$ 167.21
LIVE OAK TRACE	16	1.3	4	3.0	35.9%	\$ 230,494	\$ 104.21
LEXINGTON ESTATES	15	1.3	7	5.6	39.3%	\$ 459,453	\$ 156.20
FAIRHILL AT BLUEBONNET HI	15	1.3	12	9.6	42.7%	\$ 290,840	\$ 137.89
LAKES AT STONEGATE THE	14	1.2	5	4.3	45.9%	\$ 225,274	\$ 117.05
MARSHALL BOND ESTATES	14	1.2	5	4.3	49.1%	\$ 184,751	\$ 118.06
COPPER MILL	13	1.1	7	6.5	52.0%	\$ 415,959	\$ 153.18
SETTLEMENT THE	13	1.1	4	3.7	55.0%	\$ 194,640	\$ 116.58
PARKKNOLL PLACE	9	0.8	2	2.7	57.0%	\$ 271,356	\$ 131.01
WISTERIA LAKES	9	0.8	3	4.0	59.1%	\$ 247,278	\$ 122.94
WILLOWBROOK	8	0.7	3	4.5	60.9%	\$ 216,091	\$ 126.04
NOTTINGHILL	8	0.7	1	1.5	62.7%	\$ 207,818	\$ 120.39
HIGH PLAINS CROSSING	7	0.6	0	-	64.3%	\$ 222,467	\$ 96.48
SOUTH BATON ROUGE	6	0.5	6	12.0	65.7%	\$ 98,300	\$ 77.60
CASTLE PLACE	6	0.5	0	-	67.0%	\$ 143,950	\$ 103.65
SHADOWS LAKE	5	0.4	1	2.4	68.2%	\$ 361,900	\$ 132.29
FOREST HEIGHTS	4	0.3	0	-	69.1%	\$ 129,700	\$ 100.22
SEDONA PINES	4	0.3	1	3.0	70.0%	\$ 158,900	\$ 112.42
SETTLEMENT AT WILLOW GROVE	4	0.3	11	33.0	70.9%	\$ 685,573	\$ 216.34
SANTA MARIA	4	0.3	4	12.0	71.8%	\$ 693,625	\$ 182.22
MONTICELLO	4	0.3	0	-	72.7%	\$ 176,040	\$ 113.05
OAKS OF ZACHARY THE	4	0.3	3	9.0	73.6%	\$ 222,709	\$ 124.50
BEAVER CREEK	4	0.3	0	-	74.5%	\$ 309,450	\$ 133.06
AUDUBON LAKES	4	0.3	6	18.0	75.5%	\$ 277,475	\$ 133.61
HOO SHOO TOO LAKES	4	0.3	4	12.0	76.4%	\$ 220,550	\$ 136.37
WOODRIDGE SUBD	4	0.3	6	18.0	77.3%	\$ 393,350	\$ 136.96



## Ascension Parish New Home Sales

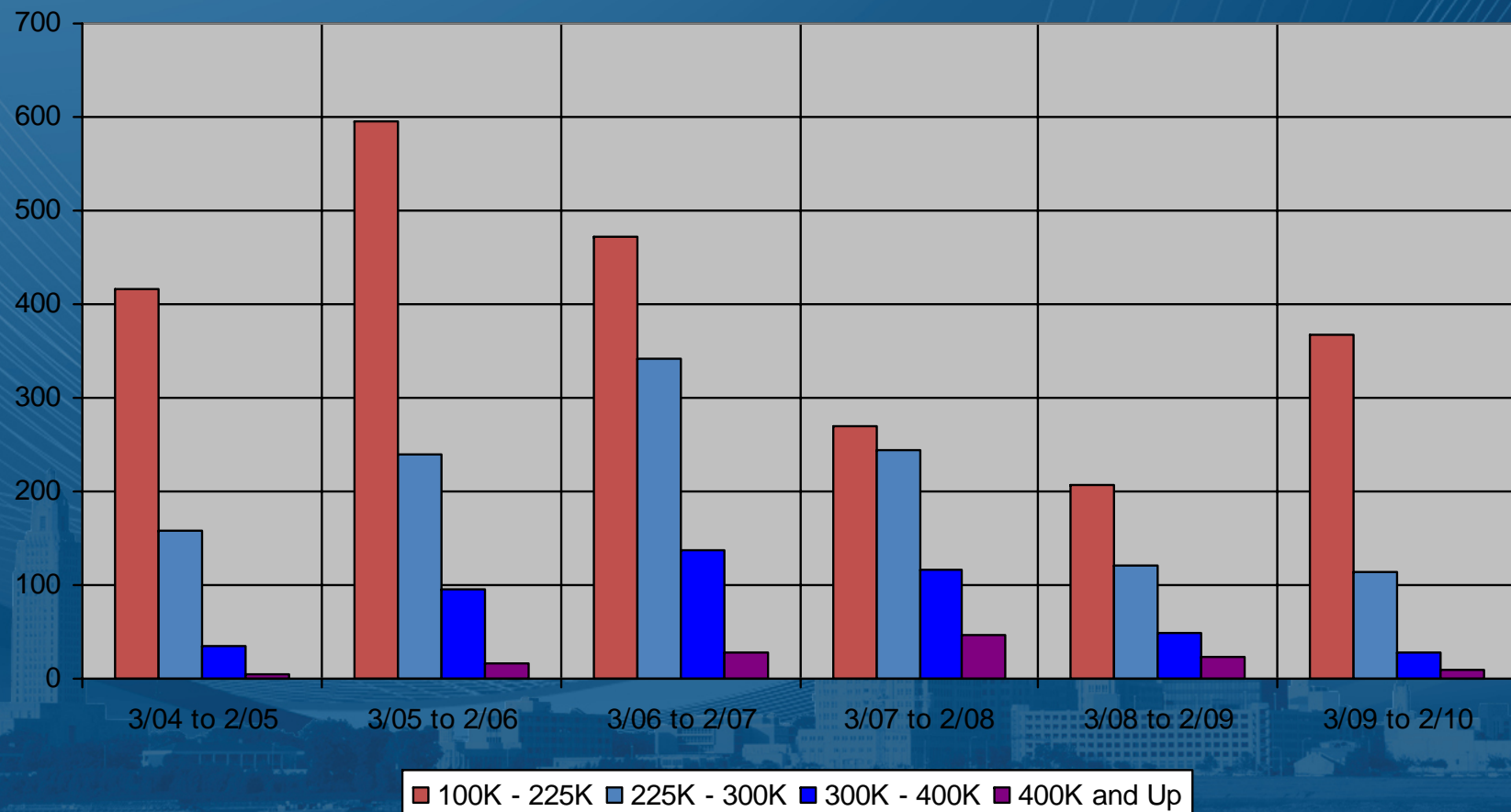
- \$100,000 to \$225,000
- \$300,000 to \$400,000

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/04 to 2/05	416		3/04 to 2/05	36	
3/05 to 2/06	595	43.03%	3/05 to 2/06	95	163.89%
3/06 to 2/07	471	-20.84%	3/06 to 2/07	138	45.26%
3/07 to 2/08	269	-42.89%	3/07 to 2/08	116	-15.94%
3/08 to 2/09	207	-23.05%	3/08 to 2/09	48	-58.62%
3/09 to 2/10	367	77.29%	3/09 to 2/10	28	-41.67%



# Ascension Parish

## Total Number of New Home Sales

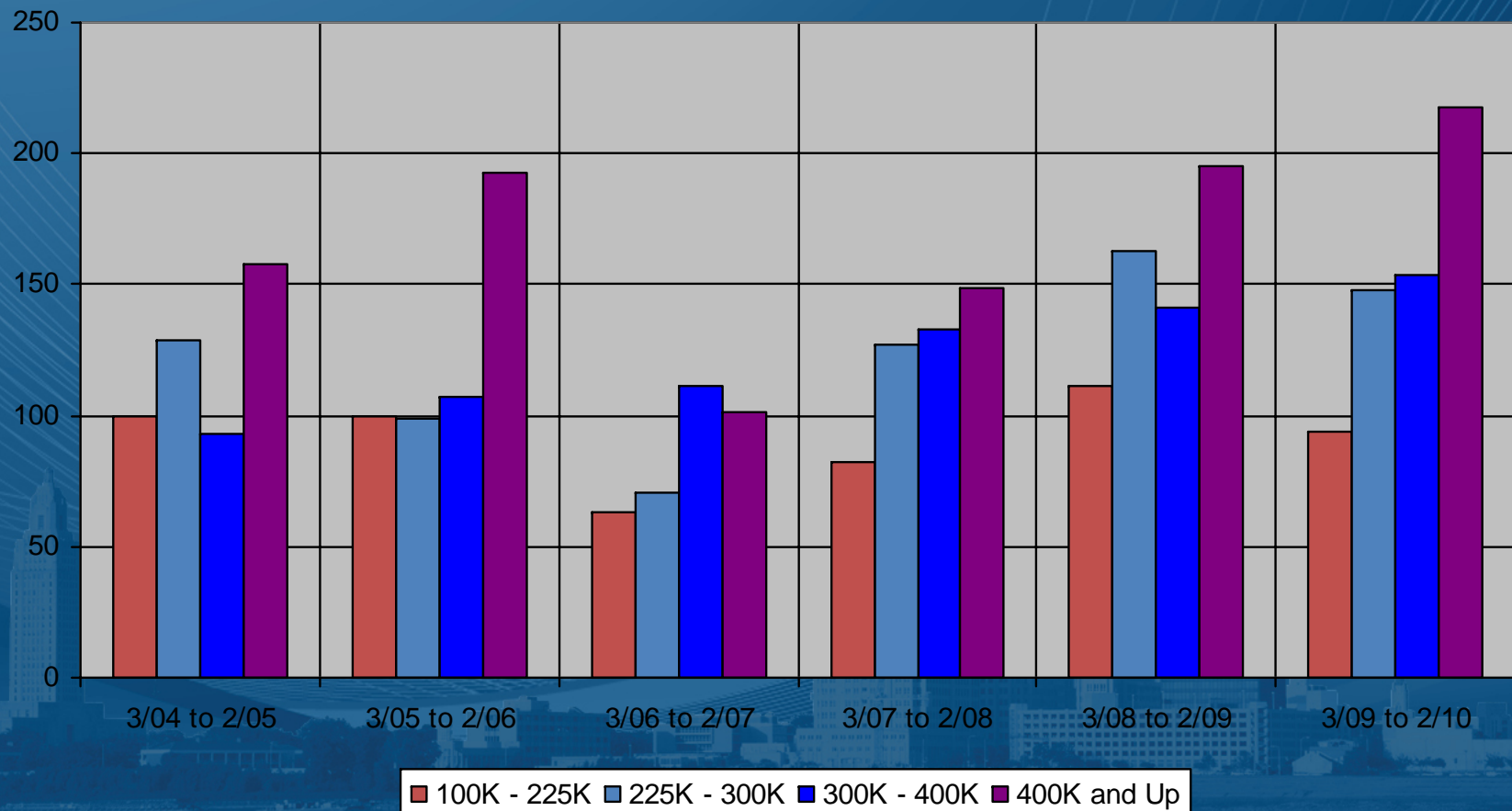






# Ascension Parish

## Average Days on Market for New Homes



# Ascension Parish New Homes Sales

<i>Subdivision</i>	<i>2009 Sales</i>	<i>Absorption Rate</i>	<i>Pending Sales</i>	<i>Current Inventory</i>	<i>Months Supply</i>	<i>Cum % Sales</i>	<i>Average Sales Price</i>	<i>Average S\$/sq.ft.</i>
KEYSTONE OF GALVEZ	70	5.8	9	16	2.7	7.1%	\$ 161,123	\$ 108.03
GATEWAY COVE	46	3.8	6	15	3.9	11.7%	\$ 198,210	\$ 103.21
PECAN RIDGE	40	3.3	-	-	-	15.8%	\$ 162,675	\$ 107.87
ESSEN TERRACE	22	1.8	7	3	1.6	18.0%	\$ 176,276	\$ 108.62
SHADOWS OF ASCENSION	18	1.5	-	5	3.3	19.8%	\$ 255,643	\$ 125.60
CREEK SIDE	18	1.5	2	5	3.3	21.7%	\$ 170,261	\$ 119.26
RIVER RIDGE	16	1.3	2	8	6.0	23.3%	\$ 216,859	\$ 98.57
GREYSTONE SUBD	15	1.3	1	9	7.2	24.8%	\$ 178,613	\$ 114.05
WRENWOOD	15	1.3	2	2	1.6	26.3%	\$ 229,947	\$ 113.61
EAST CREEK VILLAS	14	1.2	1	4	3.4	27.7%	\$ 165,845	\$ 119.28
PELICAN CROSSING	13	1.1	1	6	5.5	29.0%	\$ 239,521	\$ 125.89
NORWOOD LAKES	13	1.1	2	2	1.8	30.4%	\$ 190,731	\$ 104.85
AUTUMN WOODS	11	0.9	6	8	8.7	31.5%	\$ 210,592	\$ 93.53
CORNERSTONE	11	0.9	-	-	-	32.6%	\$ 164,923	\$ 108.22
MOSS POINTE	10	0.8	-	1	1.2	33.6%	\$ 289,715	\$ 132.08
SUMMERLYN	9	0.8	-	-	-	34.5%	\$ 197,911	\$ 105.61
WEST CREEK ESTATES	9	0.8	2	2	2.7	35.4%	\$ 246,322	\$ 130.21
RURAL TRACT (NO SUBD)	8	0.7	1	5	7.5	36.2%	\$ 185,650	\$ 113.12
OLD DUTCHTOWN	8	0.7	-	1	1.5	37.0%	\$ 275,098	\$ 129.27
HARBOR CROSSING	8	0.7	-	1	1.5	37.9%	\$ 254,239	\$ 135.24
PELICAN POINT	7	0.6	-	5	8.6	38.6%	\$ 346,508	\$ 132.04
DUTCHTOWN GARDENS	7	0.6	4	2	3.4	39.3%	\$ 231,528	\$ 120.32
CEDAR GROVE	6	0.5	-	2	4.0	39.9%	\$ 205,433	\$ 107.54
BAYOU VIEW ESTATES	6	0.5	1	3	6.0	40.5%	\$ 195,633	\$ 99.25
ACADIANA OF ASCENSION	5	0.4	3	3	7.2	41.0%	\$ 205,300	\$ 105.30
BLUFF HERITAGE	5	0.4	-	-	-	41.5%	\$ 458,800	\$ 141.07
JEFFERSON CROSSING	5	0.4	-	6	14.4	42.0%	\$ 332,841	\$ 114.70
FOUNTAIN HILL	5	0.4	-	1	2.4	42.5%	\$ 408,588	\$ 122.40
OAKS ON THE BLUFF	5	0.4	-	3	7.2	43.0%	\$ 425,595	\$ 144.27
MAPLEWOOD ESTATES	4	0.3	-	-	-	43.4%	\$ 294,456	\$ 138.39



## Livingston Parish New Home Sales

- \$100,000 to \$150,000
- \$200,000 to \$250,000

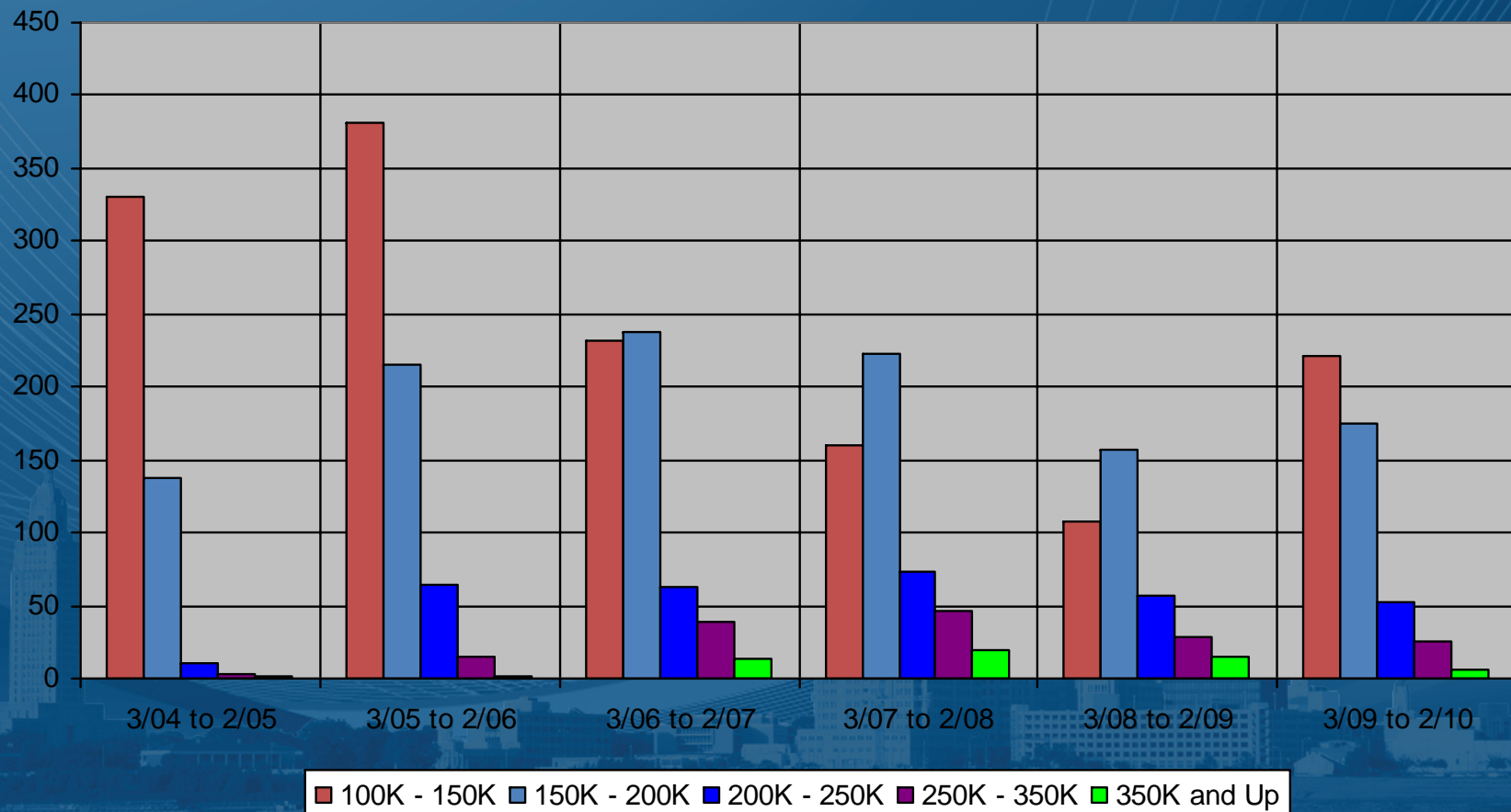
Year	Total Number Of Sales	% Change
3/04 to 2/05	330	
3/05 to 2/06	381	15.45%
3/06 to 2/07	232	-39.11%
3/07 to 2/08	160	-31.03%
3/08 to 2/09	107	-33.13%
3/09 to 2/10	221	106.54%

Year	Total Number Of Sales	% Change
3/04 to 2/05	11	
3/05 to 2/06	64	481.82%
3/06 to 2/07	63	-1.56%
3/07 to 2/08	73	15.87%
3/08 to 2/09	57	-21.92%
3/09 to 2/10	52	-8.77%



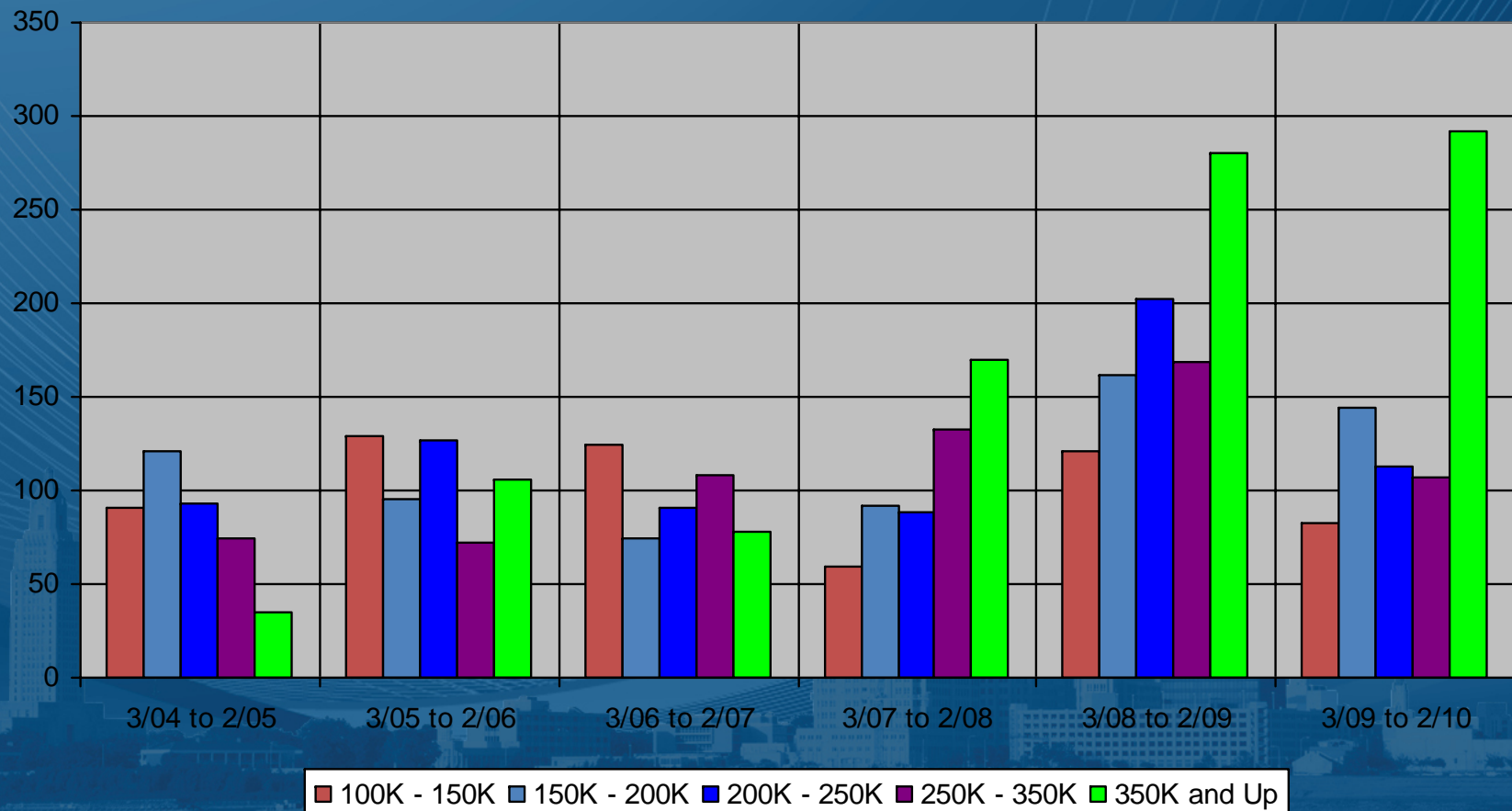


# Livingston Parish Total Number of New Home Sales





# Livingston Parish Average Days on Market for New Homes



# Livingston New Homes

<i>Subdivision</i>	<i>2009 Sales</i>	<i>Absorption Rate</i>	<i>Pending Sales</i>	<i>Current Inventory</i>	<i>Months Supply</i>	<i>Unit Sales Cum %</i>	<i>Average Price</i>	<i>Average \$/sq.ft.</i>
LAKE AT GRAYS CREEK	63	5.3	5	7	1.3	14.3%	\$ 142,655	\$ 101.69
LIVINGSTON TRACE	35	2.9	2.0	1	0.3	22.3%	\$ 164,177	\$ 95.86
WOODLAND CROSSING	32	2.7	10.0	12	4.5	29.5%	\$ 154,467	\$ 92.26
GRAYS CREEK	28	2.3	5.0	6	2.6	35.9%	\$ 209,725	\$ 104.35
PINE MEADOWS	26	2.2	3.0	19	8.8	41.8%	\$ 137,249	\$ 97.65
QUAIL CREEK	23	1.9	2.0	5	2.6	47.0%	\$ 122,911	\$ 98.89
JUBAN PARC	22	1.8	3.0	10	5.5	52.0%	\$ 175,007	\$ 113.84
DUFF VILLAGE	15	1.3	1.0	3	2.4	55.5%	\$ 141,220	\$ 105.08
LAKESIDE ESTATES	14	1.2	2.0	6	5.1	58.6%	\$ 151,804	\$ 100.34
FOUNTAINBLEAU	13	1.1	-	4	3.7	61.6%	\$ 176,308	\$ 100.75
DEER CROSSING	13	1.1	1.0	5	4.6	64.5%	\$ 144,323	\$ 110.89
SOUTH HAVEN	10	0.8	3.0	16	19.2	66.8%	\$ 181,020	\$ 90.67
COLLINS PLACE	9	0.8	-	4	5.3	68.9%	\$ 249,706	\$ 115.97
PLANTATION LAKE	9	0.8	2.0	3	4.0	70.9%	\$ 239,339	\$ 96.64
ARBOR WALK	9	0.8	2.0	3	4.0	73.0%	\$ 148,353	\$ 96.27
SPRING LAKE SUBD (WALKER)	8	0.7	-	4	6.0	74.8%	\$ 182,063	\$ 95.12
MONTROSE	8	0.7	1.0	2	3.0	76.6%	\$ 179,556	\$ 103.67
GARDENS AT CROSS CREEK	7	0.6	2.0	0	-	78.2%	\$ 156,707	\$ 112.87
CREEKSIDE ESTATES	7	0.6	1.0	3	5.1	79.8%	\$ 237,343	\$ 118.81
CROSS CREEK	6	0.5	-	3	6.0	81.1%	\$ 201,070	\$ 115.79
SPRINGFIELD PLACE	6	0.5	1.0	2	4.0	82.5%	\$ 159,382	\$ 111.60
LAKES AT MEADOWBROOK THE	6	0.5	-	0	-	83.9%	\$ 310,125	\$ 140.34
SEIGLE VILLAGE	6	0.5	2.0	7	14.0	85.2%	\$ 136,567	\$ 96.13
OAK HILLS ESTATES	6	0.5	1.0	1	2.0	86.6%	\$ 172,633	\$ 92.35
RIVERSCAPE AT CLIO	4	0.3	-	0	-	87.5%	\$ 99,675	\$ 68.84
GREYSTONE SUBD	4	0.3	-	5	15.0	88.4%	\$ 360,225	\$ 156.15
RURAL TRACT (NO SUBD)	3	0.3	1.0	6	24.0	89.1%	\$ 176,267	\$ 93.36
AUTUMN RUN	3	0.3	-	9	36.0	89.8%	\$ 179,333	\$ 110.16
STONE RIDGE CROSSING	3	0.3	1.0	0	-	90.5%	\$ 152,584	\$ 104.41
WISTERIA PLACE	3	0.3	1.0	4	16.0	91.1%	\$ 168,600	\$ 99.53



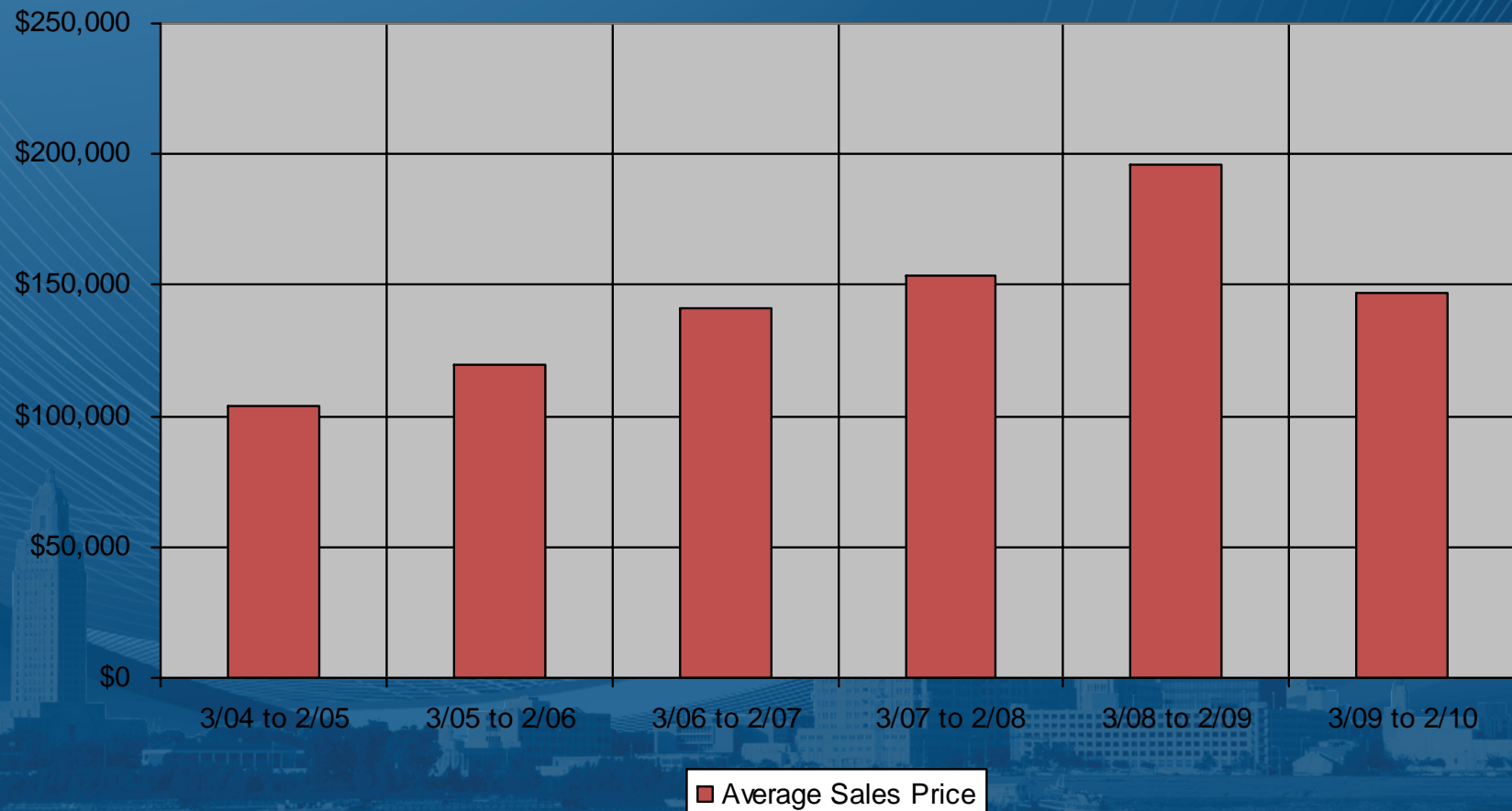


# Greater Baton Rouge MLS Area Average Sales Price of Attached Homes

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Average Sale Price</b>	<b>% Change</b>
3/04 to 2/05	685		\$104,151	
3/05 to 2/06	1,248	82.19%	\$119,704	14.93%
3/06 to 2/07	1,330	6.57%	\$140,938	17.74%
3/07 to 2/08	1,245	-6.39%	\$153,562	8.96%
3/08 to 2/09	872	-29.96%	\$196,421	27.91%
3/09 to 2/10	650	-25.46%	\$146,988	-25.17%

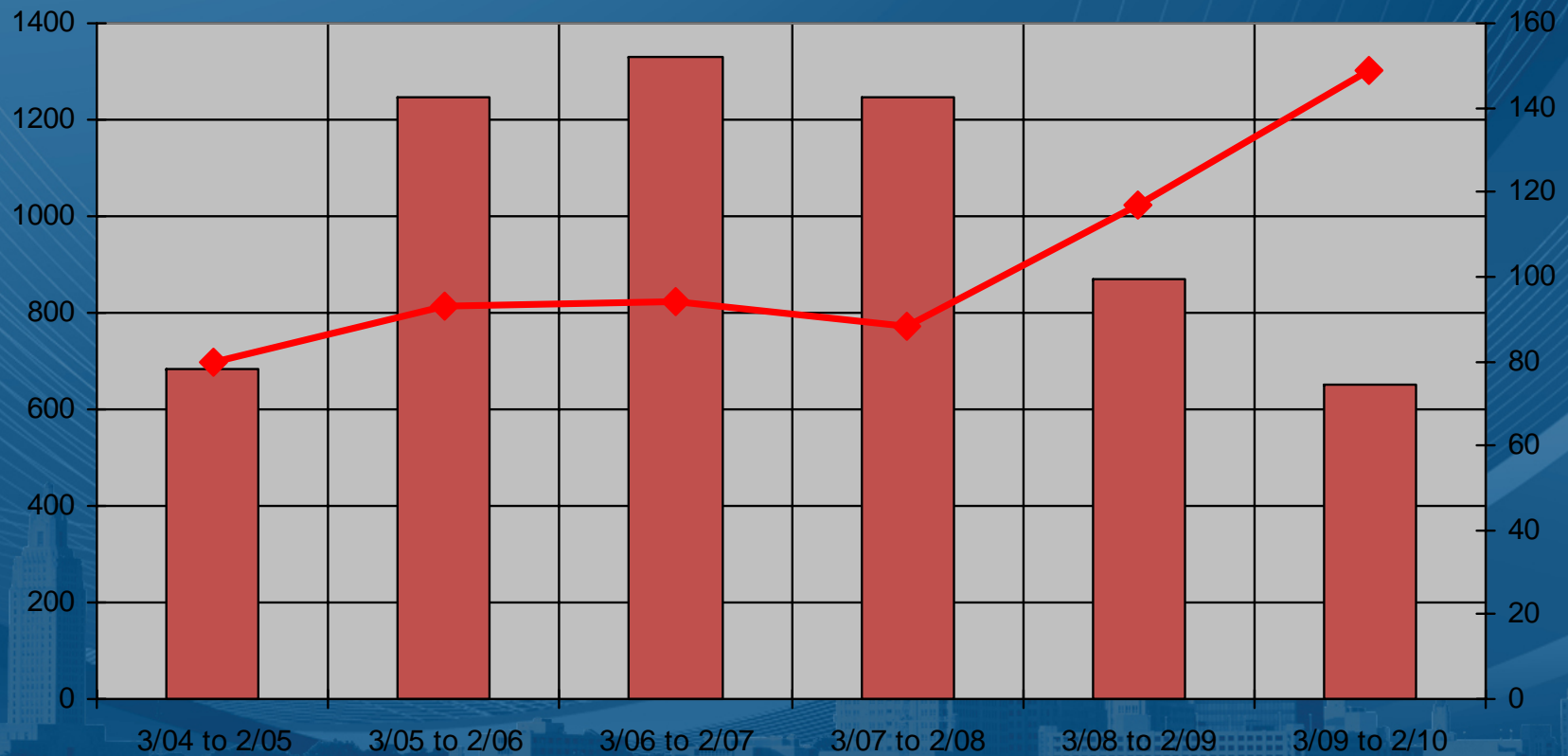


# Greater Baton Rouge MLS Area Average Sales Price of Attached Homes





# Greater Baton Rouge MLS Area Attached Homes - Sales and DOM



■ Total Number of Sales ◆ Average Days on Market



# Projections for 2009 / 2010

- New Subdivision Development
  - Will be nonexistent in 2009
  - The only new lot inventory will come in the form of filings in existing development
- Home Inventory
  - Prices should continue to hold as market conditions improve
  - Sales will continue at the current rates (interest rates must remain at present levels)
  - Inventories should continue to be absorbed and reach an average of 6 to 7 months by Trends next year
  - Speculative construction will be slow
- Lot Inventory will be absorbed
  - Very little is proposed for 2009
  - Financing is difficult to obtain for proposed subdivisions
  - Lot prices will be stable or slightly lower
  - Trend to more bulk sales



## Predictions 2009

- New subdivision will be nonexistent --- only new filings of existing subdivisions . Correct
- Prices should hold as conditions improve. Incorrect , average sale price fell by 5.34%
- Sales would continue at current rates. Incorrect, rate of sales fell by Close 3.03%
- Inventories should continue to be absorbed and reach an average month inventory of 6-7 months. Close 7.45 mtsp
- Lot inventory would be absorbed and a trend toward more bulk sales. Correct



# Livingston Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Juban Parc</b>					
12/29/09	Daryl Martin Williams	Vicknair Builders, LLC	\$54,000	2	\$27,000
09/01/09	Natal Builders, LLC	Vicknair Builders, LLC	\$224,000	8	\$28,000
05/26/09	Renaissance Forest Park, LLC	A T Management, LLC	\$1,762,500	66	\$26,705
<b>Autumn Run</b>					
08/24/09	Autumn Run at Walker, LLC	A T Management, LLC	\$448,000	16	\$28,000
08/24/09	Autumn Run at Walker, LLC	Vicknair Builders, LLC	\$168,000	6	\$28,000
<b>Deer Crossing</b>					
08/24/09	John Blount, Inc.	A T Management, LLC	\$448,000	16	\$28,000
08/24/09	John Blount, Inc.	Vicknair Builders, LLC	\$168,000	6	\$28,000
<b>Lake at Grays Creek</b>					
03/10/10	Fleet Development, LLC	Vicknair Builders, LLC	\$412,500	15	\$27,500
09/02/09	Fleet Development, LLC	Vicknair Builders, LLC	\$687,500	25	\$27,500
04/22/09	Fleet Development, LLC	Vicknair Builders, LLC	\$577,500	21	\$27,500
03/26/09	Fleet Development, LLC	Vicknair Builders, LLC	\$302,500	11	\$27,500
03/02/09	Fleet Development, LLC	Vicknair Builders, LLC	\$220,000	8	\$27,500
01/13/09	Fleet Development, LLC	Vicknair Builders, LLC	\$220,000	8	\$27,500
10/24/08	Fleet Development, LLC	Vicknair Builders, LLC	\$137,500	5	\$27,500





# Livingston Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Juban Parc</b>					
12/29/09	Daryl Martin Williams	Vicknair Builders, LLC	\$54,000	2	\$27,000
09/01/09	Natal Builders, LLC	Vicknair Builders, LLC	\$224,000	8	\$28,000
05/26/09	Renaissance Forest Park, LLC	A T Management, LLC	\$1,762,500	66	\$26,705
<b>Autumn Run</b>					
08/24/09	Autumn Run at Walker, LLC	A T Management, LLC	\$448,000	16	\$28,000
08/24/09	Autumn Run at Walker, LLC	Vicknair Builders, LLC	\$168,000	6	\$28,000
<b>Deer Crossing</b>					
08/24/09	John Blount, Inc.	A T Management, LLC	\$448,000	16	\$28,000
08/24/09	John Blount, Inc.	Vicknair Builders, LLC	\$168,000	6	\$28,000
<b>Lake at Grays Creek</b>					
03/10/10	Fleet Development, LLC	Vicknair Builders, LLC	\$412,500	15	\$27,500
09/02/09	Fleet Development, LLC	Vicknair Builders, LLC	\$687,500	25	\$27,500
04/22/09	Fleet Development, LLC	Vicknair Builders, LLC	\$577,500	21	\$27,500
03/26/09	Fleet Development, LLC	Vicknair Builders, LLC	\$302,500	11	\$27,500
03/02/09	Fleet Development, LLC	Vicknair Builders, LLC	\$220,000	8	\$27,500
01/13/09	Fleet Development, LLC	Vicknair Builders, LLC	\$220,000	8	\$27,500
10/24/08	Fleet Development, LLC	Vicknair Builders, LLC	\$137,500	5	\$27,500



# Livingston Parish Bulk Lot Sales (Cont)

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Wyndham Estates</b>					
01/25/08	CJS Development, LLC	Vicknair Builders, LLC	\$560,000	16	\$35,000
<b>Gardens at Cross Creek</b>					
02/20/08	KBR Development, LLC	Comfort Construction Company, Inc.	\$300,000	10	\$30,000
02/27/08	KBR Development, LLC	Jarreau Builders, LLC	\$299,900	10	\$29,990
<b>Pine Meadows</b>					
09/02/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$354,737	12	\$29,561
08/19/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$59,000	2	\$29,500
06/03/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$494,584	17	\$29,093
01/29/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$594,722	20	\$29,736
08/06/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$695,546	25	\$27,822
05/05/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$685,160	25	\$27,406
01/25/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$674,000	25	\$26,960





# Livingston Parish Bulk Lot Sales (Cont)

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Woodland Crossing</b>					
09/10/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$58,254	2	\$29,127
08/31/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$58,192	2	\$29,096
08/18/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$29,033	1	\$29,033
07/30/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$28,971	1	\$28,971
07/22/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$86,627	3	\$28,876
07/08/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$172,887	6	\$28,815
06/10/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$115,021	4	\$28,755
06/03/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$86,169	3	\$28,723
05/05/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$1,078,400	40	\$26,960
<b>Creekside Estates</b>					
09/11/09	Classic Century Homes-Louisiana, LP	BDMF, LLC	\$140,000	5	\$28,000
09/11/09	Classic Century Homes-Louisiana, LP	BDMF, LLC	\$1,101,563	47	\$23,438
<b>Arbor Walk</b>					
07/08/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$82,411	3	\$27,470
06/10/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$246,669	9	\$27,408
06/03/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$54,753	2	\$27,376
03/02/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$404,400	15	\$26,960





# Livingston Parish Bulk Lot Sales (Cont)

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Quail Creek</b>					
07/02/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$455,895	16	\$28,493
03/02/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$447,031	16	\$27,939
01/29/09	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$579,109	20	\$28,955
12/18/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$110,474	4	\$27,619
07/21/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$485,280	18	\$26,960
<b>Oak Hills Estates</b>					
04/04/08	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$529,200	15	\$35,280
<b>Plantation Lake</b>					
06/19/09	D R Horton, Inc. - Gulf Coast	Crest Construction, Inc	\$1,089,000	33	\$33,000
<b>Stone Hill</b>					
03/18/10	Paragon Building & Construction, Inc.	A T Management Company, LLC	\$401,775	15	\$26,785



# Ascension Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Keystone of Galvez</b>					
08/29/08	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$500,000	10	\$50,000
10/31/08	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$400,000	10	\$40,000
12/01/08	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$450,000	10	\$45,000
02/26/09	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$385,000	10	\$38,500
03/26/09	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$450,000	11	\$40,909
04/29/09	Keystone of Galvez, LLC	Vicknair Builders, LLC	\$400,000	10	\$40,000
05/26/09	Keystone of Galvez, LLC	A T Management Company, LLC	\$7,690,000	199	\$38,643
<b>Acadiana of Ascension</b>					
06/03/09	Right or Wrong, LLC	Vicknair Builders, LLC	\$238,000	7	\$34,000
06/03/09	Right or Wrong, LLC	A T Management Company, LLC	\$1,258,000	37	\$34,000
03/12/09	Right or Wrong, LLC	Vicknair Builders, LLC	\$269,500	5	\$53,900
<b>Eszen Terrace</b>					
12/12/08	Right or Wrong, LLC	Vicknair Builders, LLC	\$640,000	20	\$32,000
<b>Gateway Cove</b>					
05/09/08	America Homeland, LLC	DSLDD, LLC	\$4,554,000	99	\$46,000





# Ascension Parish Bulk Lot Sales (Cont)

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Jamestowne Court</b>					
06/23/09	Jamestowne Court, LLC	DSLDD, LLC	\$345,000	10	\$34,500
07/29/09	Jamestowne Court, LLC	DSLDD, LLC	\$172,500	5	\$34,500
08/28/09	Jamestowne Court, LLC	DSLDD, LLC	\$172,500	5	\$34,500
<b>Wesley Place</b>					
08/26/09	Rodney Sheets	Vicknair Builders, LLC	\$885,500	23	\$38,500
<b>Pecan Ridge</b>					
07/15/08	Pecan Ridge Properties, LLC	Vicknair Builders, LLC	\$1,771,000	46	\$38,500
<b>Norwood Lakes</b>					
03/11/08	G & G Land Ventures, Inc., etal.	DSLDD, LLC	\$792,000	23	\$34,435
<b>Cornerstone</b>					
06/27/08	Doran Enterprises, Inc.	DSLDD, LLC	\$772,050	16	\$48,253
<b>Carrington Court</b>					
09/09/09	Carrington Court Subdivision, LLC	D R Horton, Inc., Gulf Coast	\$650,000	20	\$32,500
03/09/10	Carrington Court Subdivision, LLC	D R Horton, Inc., Gulf Coast	\$650,000	20	\$32,500





# Ascension Parish Bulk Lot Sales (Cont)

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Hidden Haven</b>					
10/26/09	Royals at Oakridge, LLC	Stafford Custom Homes, Inc.	\$891,000	27	\$33,000
10/26/09	Royals at Oakridge, LLC	Sarepta Homes, Inc.	\$297,000	9	\$33,000
10/26/09	Royals at Oakridge, LLC	Lorico, Inc.	\$198,000	6	\$33,000
10/26/09	Royals at Oakridge, LLC	KFD, Inc.	\$198,000	6	\$33,000
10/26/09	Royals at Oakridge, LLC	SDB, Inc.	\$198,000	6	\$33,000
06/10/09	Royals at Oakridge, LLC	D R Horton, Inc., Gulf Coast	\$325,000	10	\$32,500



# East Baton Rouge Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Springbrook</b>					
12/08/08	KB Home/Shaw Louisiana, LLC	Summa Professional Office Park, LLC	\$2,108,000	68	\$31,000
<b>Lakes at Stonegate</b>					
01/07/09	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$100,000	4	\$25,000
12/23/08	Kodiak Equipment, LLC	Level Construction and Development, LLC	\$208,000	4	\$52,000
01/09/08	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$100,000	4	\$25,000
01/08/09	Kodiak Equipment, LLC	Level Construction and Development, LLC	\$208,000	4	\$52,000
01/14/09	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$125,000	5	\$25,000
03/31/09	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$350,000	14	\$25,000
<b>Windsor Place</b>					
02/02/10	Walter R Bankston & Associates, Inc	DSLSD, LLC	\$830,000	20	\$41,500
03/10/10	Advanced Services, Inc	DSLSD, LLC	\$186,000	4	\$46,500
<b>Morgan Springs</b>					
01/26/10	Morgan Springs, LLC	DSLSD, LLC	\$595,000	17	\$35,000





# East Baton Rouge Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Springbrook</b>					
12/08/08	KB Home/Shaw Louisiana, LLC	Summa Professional Office Park, LLC	\$2,108,000	68	\$31,000
<b>Lakes at Stonegate</b>					
01/07/09	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$100,000	4	\$25,000
12/23/08	Kodiak Equipment, LLC	Level Construction and Development, LLC	\$208,000	4	\$52,000
01/09/08	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$100,000	4	\$25,000
01/08/09	Kodiak Equipment, LLC	Level Construction and Development, LLC	\$208,000	4	\$52,000
01/14/09	KB Home/Shaw Louisiana, LLC	Kodiak Equipment, LLC	\$125,000	5	\$25,000
03/31/09	KB Home/Shaw Louisiana, LLC		\$350,000	14	\$25,000
<b>Windsor Place</b>					
02/02/10	Walter R Bankston & Associates, Inc	DSLSD, LLC	\$830,000	20	\$41,500
03/10/10	Advanced Services, Inc	DSLSD, LLC	\$186,000	4	\$46,500
<b>Morgan Springs</b>					
01/26/10	Morgan Springs, LLC	DSLSD, LLC	\$595,000	17	\$35,000



# Jamestown

Developer Alvarez Development  
Marketing Agent RE/MAX Total

Total Lots	219
First Phase(completed)	83
Sold	42
Available for Construction	41
Second Phase (proposed)	71
Third Phase (proposed)	65
Total Proposed /Future	136

Typical Lot Size 60 X 120  
Home Price \$255K to 280K  
Home Size 2,000 to 2,400 sqft

Amenities: Club House, pool, fitness center, Separate pool for higher density residential in later phase. New home of GBRBR. Access to I-10 with new Pecue Interchange.



# Jamestown

- 2009 Summary
- Phase 1 83
- Sold 42
- Remaining 41
- 2010 Summary
- Phase 1 83
- Sold 81
- Remaining 2
- Phase III 65
- Pending 14
- Available 51
- Villages 0 Lot line 25
- Reserved 14
- Remaining 11

# Jamestown Site Layout

## Jamestown at Old Perkins Development





# The Village at Magnolia Square

Developer Nunnally Pollard Development  
Marketing Agent Nunnally Pollard Development

## Total Lots

First Phase I (partial complete)	79	closings for 6-1-09
First Phase II (partial complete)	88	
Pending Sales	46	(20 to individuals)

## Typical Lot Size / Price

Cottage Lots 40' to 50' front	\$70K to 75K
Village lots 60' to 70' front	\$85K to 95K
Edge lots 90' front	\$100K and

## Home Price

Cottage Homes	\$230k and up
Village Homes	\$350K to \$425K
Edge Homes	\$600k and up

Amenities: Five acre lake, 11 Parks, Walking trails thru nature preserve amphitheater, Great lawn

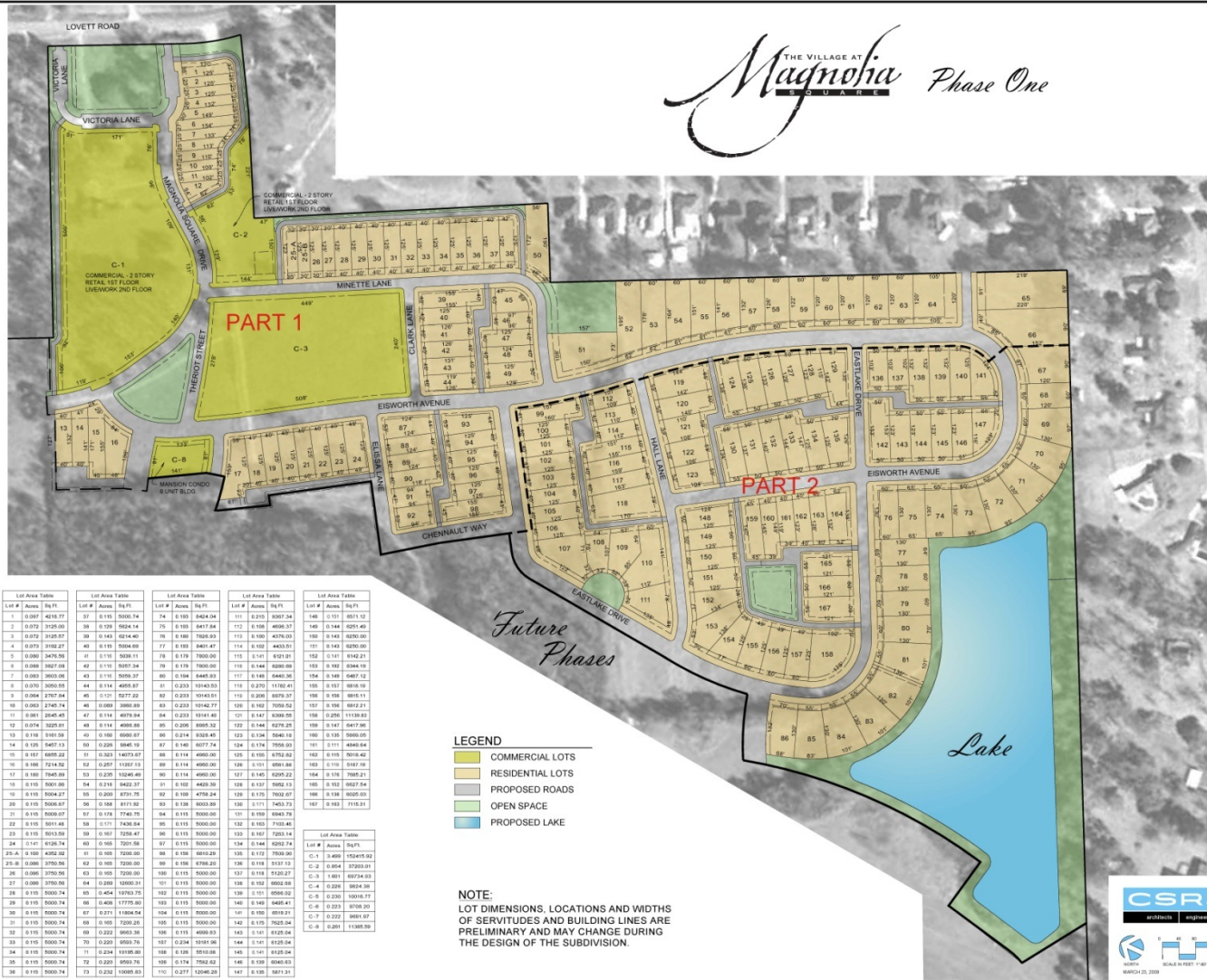


## Current Status Village at Magnolia Square

- First Phase Completed and Available for Sale
- Total Lots First Phase 59
- Closed Lots 9
- Available 50
- Pending Sales 4
- Close to signing a lease with a New Orleans Restaurant and are negotiating with 2 coffee shops and grocery stores for the village market

# Magnolia Square Site Plan

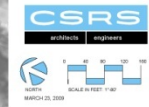
THE VILLAGE AT  
*Magnolia* Phase One



Lot #	Area	Sq Ft	Lot #	Area	Sq Ft	Lot #	Area	Sq Ft	Lot #	Area	Sq Ft	Lot #	Area	Sq Ft
1	0.007	483.97	27	0.116	5066.74	74	0.180	8424.04	101	0.210	5067.34	148	0.101	4671.12
2	0.072	3125.00	28	0.128	5624.14	75	0.180	8417.04	112	0.180	4908.37	149	0.144	6297.40
3	0.072	3125.00	29	0.143	6214.40	76	0.180	8328.83	113	0.180	4978.03	150	0.143	6290.00
4	0.072	3125.00	30	0.116	5066.89	77	0.180	8443.47	114	0.180	4433.51	151	0.143	6290.00
5	0.080	3475.50	31	0.116	5066.91	78	0.179	7900.00	115	0.141	6121.91	152	0.143	6142.21
6	0.088	3827.08	32	0.116	5067.34	79	0.179	7900.00	116	0.144	6280.89	153	0.140	6344.19
7	0.093	3903.00	33	0.116	5069.37	80	0.184	8445.53	117	0.146	6440.30	154	0.140	6347.12
8	0.070	3090.50	34	0.114	4958.87	81	0.203	9143.03	118	0.170	7130.41	155	0.137	6090.19
9	0.064	2767.64	35	0.121	5277.22	82	0.203	9143.51	119	0.206	8679.37	156	0.106	4615.11
10	0.060	2740.24	36	0.088	3889.89	83	0.203	9142.77	120	0.192	7059.52	157	0.106	4612.21
11	0.061	2684.40	37	0.114	4958.88	84	0.203	9144.40	121	0.147	6386.05	158	0.206	9139.83
12	0.074	3221.81	38	0.114	4958.88	85	0.206	8985.32	122	0.144	6276.25	159	0.147	6417.06
13	0.138	5941.00	39	0.180	8390.87	86	0.214	9328.40	123	0.134	5940.18	160	0.135	5950.00
14	0.105	4647.13	40	0.208	9446.10	87	0.180	8077.24	124	0.134	5940.00	161	0.111	4844.64
15	0.157	6852.22	41	0.323	14275.87	88	0.114	4980.00	125	0.105	4752.82	162	0.115	5014.42
16	0.188	7814.52	42	0.281	12327.33	89	0.114	4980.00	126	0.111	4980.89	163	0.110	5187.18
17	0.188	7848.89	43	0.238	10348.80	90	0.114	4980.00	127	0.140	6299.27	164	0.116	7698.21
18	0.115	5001.89	44	0.214	9422.37	91	0.182	8449.30	128	0.137	5962.13	165	0.103	4667.04
19	0.110	5004.27	45	0.200	8791.78	92	0.180	8178.24	129	0.115	7632.67	166	0.138	6038.00
20	0.110	5004.27	46	0.188	8517.80	93	0.188	8403.80	130	0.111	4943.75	167	0.180	7918.21
21	0.115	5009.07	47	0.178	7740.75	94	0.188	8500.00	131	0.180	8194.78			
22	0.110	5011.48	48	0.171	7426.84	95	0.115	5000.00	132	0.163	7133.40			
23	0.110	5013.00	49	0.180	7926.47	96	0.115	5000.00	133	0.167	7283.14			
24	0.147	6125.74	50	0.180	7921.58	97	0.115	5000.00	134	0.144	6292.74			
25-A	0.180	4352.82	51	0.180	7920.00	98	0.158	6810.28	135	0.172	7590.90			
25-B	0.086	3750.56	52	0.180	7920.00	99	0.180	8198.20	136	0.118	5117.13			
26	0.086	3750.56	53	0.180	7920.00	100	0.115	5000.00	137	0.118	5120.87			
27	0.086	3750.56	54	0.280	12480.31	101	0.115	5000.00	138	0.182	8062.88			
28	0.110	5000.74	55	0.454	19753.75	102	0.115	5000.00	139	0.115	5095.02			
29	0.110	5000.74	56	0.400	17176.80	103	0.115	5000.00	140	0.110	4980.00			
30	0.110	5000.74	57	0.271	11804.54	104	0.115	5000.00	141	0.180	8018.21			
31	0.110	5000.74	58	0.180	7920.28	105	0.115	5000.00	142	0.175	7825.04			
32	0.110	5000.74	59	0.222	9689.38	106	0.115	5000.00	143	0.115	5000.00			
33	0.110	5000.74	60	0.220	9581.78	107	0.234	10141.88	144	0.141	6125.04			
34	0.110	5000.74	61	0.234	10149.80	108	0.180	8198.20	145	0.141	6125.04			
35	0.110	5000.74	62	0.220	9581.78	109	0.174	7768.82	146	0.180	8064.83			
36	0.110	5000.74	63	0.232	10046.83	110	0.277	12046.83	147	0.130	5811.31			

- LEGEND**
- COMMERCIAL LOTS
  - RESIDENTIAL LOTS
  - PROPOSED ROADS
  - OPEN SPACE
  - PROPOSED LAKE

**NOTE:**  
LOT DIMENSIONS, LOCATIONS AND WIDTHS OF SERVICEDS AND BUILDING LINES ARE PRELIMINARY AND MAY CHANGE DURING THE DESIGN OF THE SUBDIVISION.







# Showcase Homes Magnolia Square







# Showcase Homes Magnolia Square







# Showcase Homes Magnolia Square





# Rouzan

Developer JTS Development  
Marketing Agent Joey Distafano With JTS Development

Total Lots Currently approved for 750 units

First Phase

46 lots and 200 Multifamily units for lease and sale  
Library and Church  
Brick Bridge and infrastructure

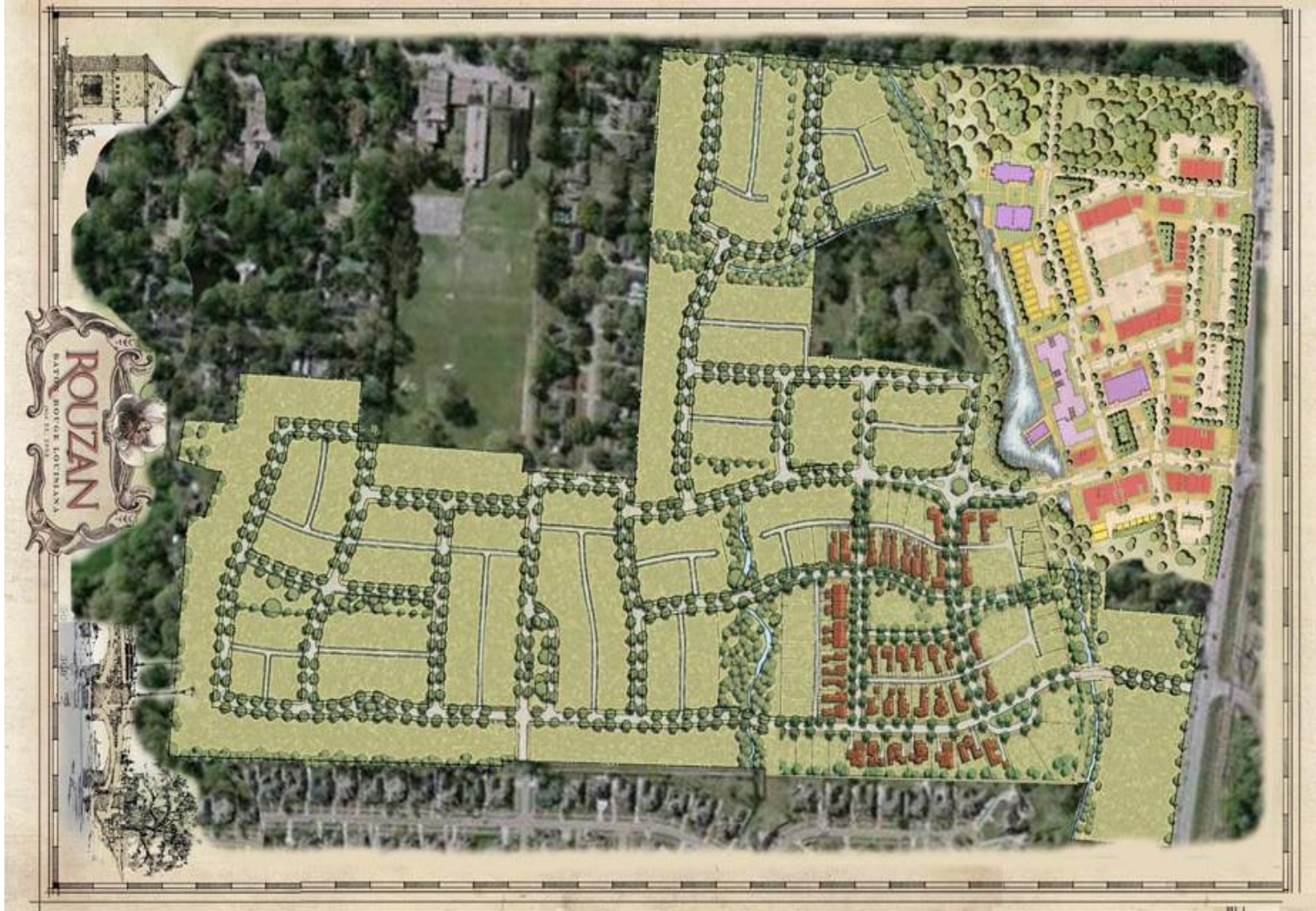
Typical Lot Size 40 to 100 foot fronts by various depth

Typical Lot Price \$80 to 400K

Home Size Varies

Amenities: French Acadian Architecture, Market Center , Walking trails to Market Center, Water features, preservation of many 100+ year old live oak trees.

# Rouzan Site Plan











## Current Status of Rouzan

- Library has a Binding Contract should move dirt for infrastructure within the next 90 to 120 days
- First Phase of 30 lots with the extension of Mimosa to be offered for sale in May construction of those lots should begin before the end of 2010
- Tommy Spinoso Jr. now heading project

# Riverton TND Ascension

## Parish

Developer	Paul Baranco & Nic Bernhard
Marketing Agent	Exit Realty
Start Date	1 <sup>st</sup> or 2 <sup>nd</sup> Quarter 2010
Plan Approved	2008
Total Residential Units	810 Lots 70 Town house 367 Condominiums
First Phase	220 Lots 88 Town house lots 94 Condominiums
Typical Lot Size	60 X 120 to 100 X 200
Home / Lot Price	Not priced yet
Home Size	Townhouse 1400 Cottages 1650 to 1800 Homes 2000 to 5000
Amenities: 1600 Trees 10' to 12' New Orleans Lights 5' sidewalks. Mixed use components include 625,000 square feet of space. private school church coffee shop, bank, post office.	



# Riverton TND Ascension

Denrich







## Current Status Riverton



# Keystone of Galvez

- Location Hwy 22 Galvez
- Developer Keystone of Galvez Kevin Nguyen
- Marketing Agent Exit Realty
- Total Lots all Phases 750
- Total Completed Lots 265
- Total Lots Sold 52
- Available 213
- Marketing Strategy Bulk Sales to builders at reduced prices
- History Prior to construction had 165 lots presold
- Small Lot prices 50 X 120 \$50,000
- Larger lot Price 80 X 150 \$60,000
- Home Prices \$150,000 to \$200,000
- Status Working to generate more sales serious talks with 2 builders.



# Keystone Of Galvez





## Current Status Keystone

- 2009 Summary
- Total Lots 750
- Total Phase 1 265
- Total Sold Phase 1 52
- Available Phase 1 213
- 2010 Summary
- Sold Lots in bulk to Vicknair Builders in June of 2010







# Panel Discussion

- Jerry del Rio President GBRBR
- Don Stern Coldwell Banker Mackey
- Michael Guest First Bank and Trust
- Carlos Alvarez RE/MAX Total

