

# 2011 Residential Trends Overview

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2010

2011





# Presentation Summary

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

New Home Sales Info Comparison Based on Price Range

New Subdivisions

Predictions for Next Year



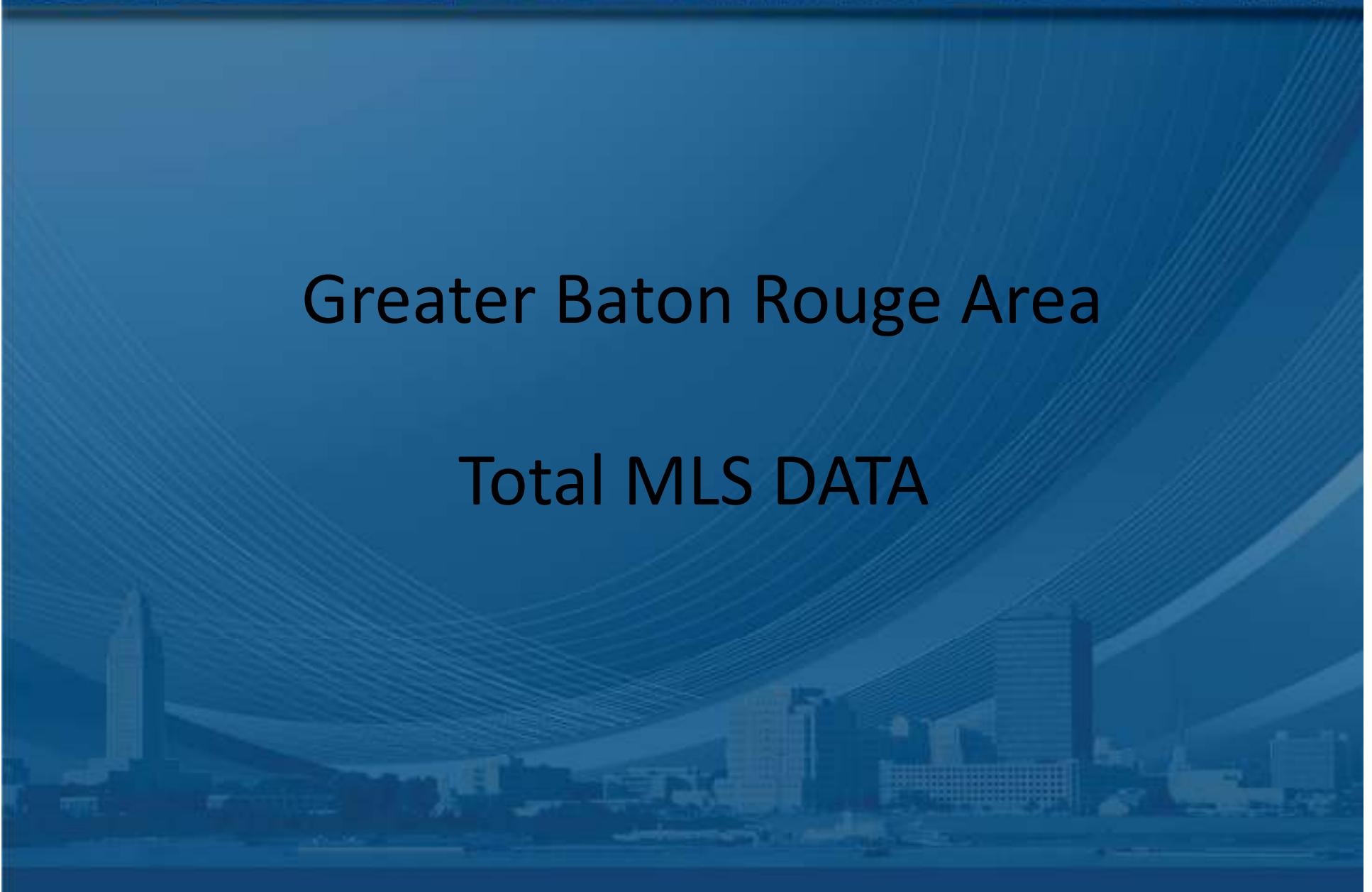
## CRHBA Permit Data

	<b>2008</b>	<b>% Chng</b>	<b>2009</b>	<b>% Chng</b>	<b>2010</b>	<b>% Chng</b>
<b>EBR</b>	1,213	-20.36%	723	-67.77%	889	18.67%
<b>Asc</b>	875	-95.20%	546	-60.26%	696	21.55%
<b>Liv</b>	1,432	-17.74%	687	-108.44%	480	-43.13%
<b>Total</b>	<b>3,520</b>	<b>-37.90%</b>	<b>1,956</b>	<b>-79.96%</b>	<b>2,065</b>	<b>5.28%</b>



# Greater Baton Rouge Area

Total MLS DATA



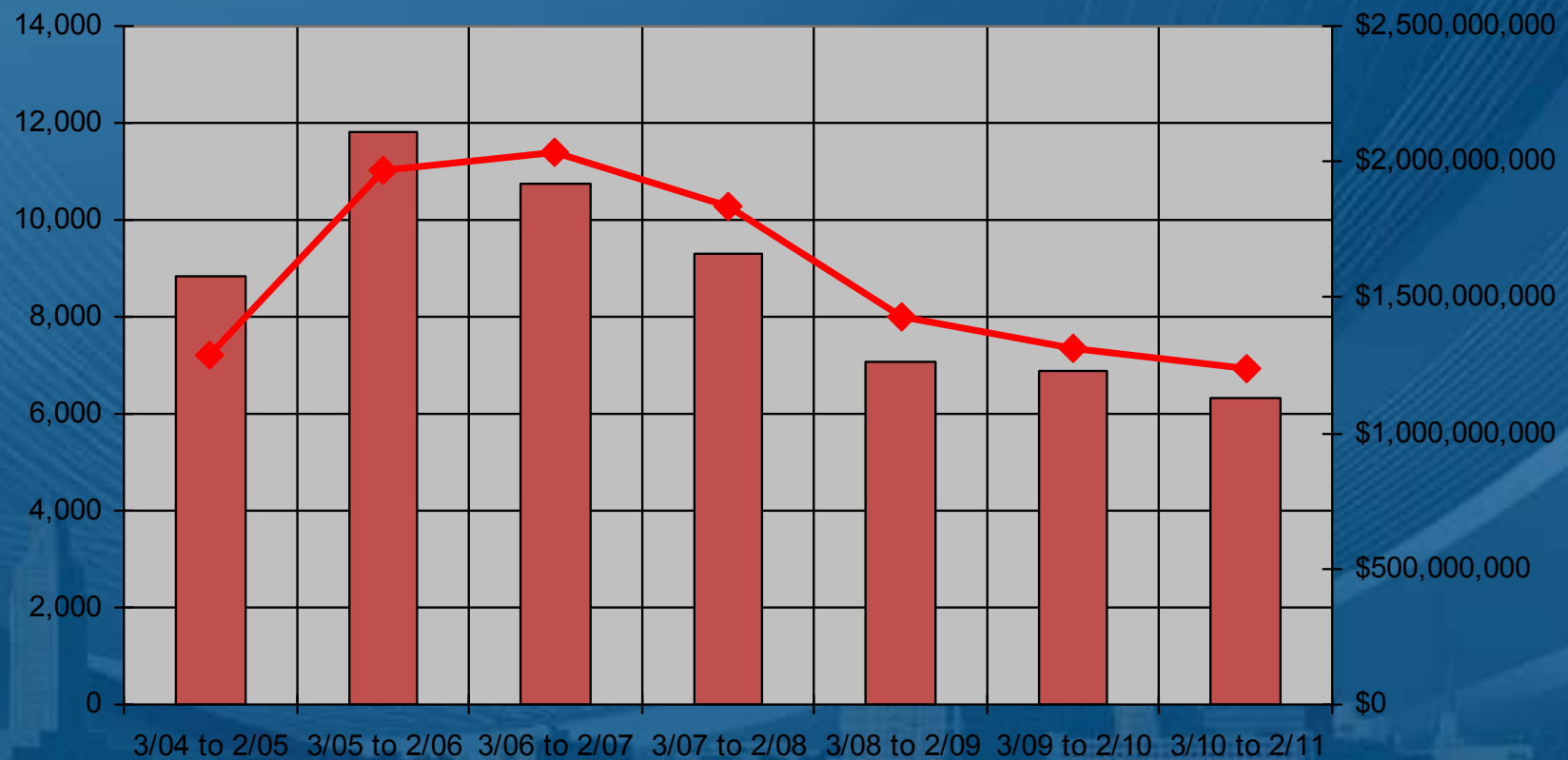


# Greater Baton Rouge MLS Area Total Sales and Sales Volume

<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%
3/2010 to 2/2011	6,341	-7.81%	\$1,235,680,205	-5.90%



# Greater Baton Rouge MLS Area Total Sales and Sales Volume



■ Total Number of Sales ◆ Total Sales Volume



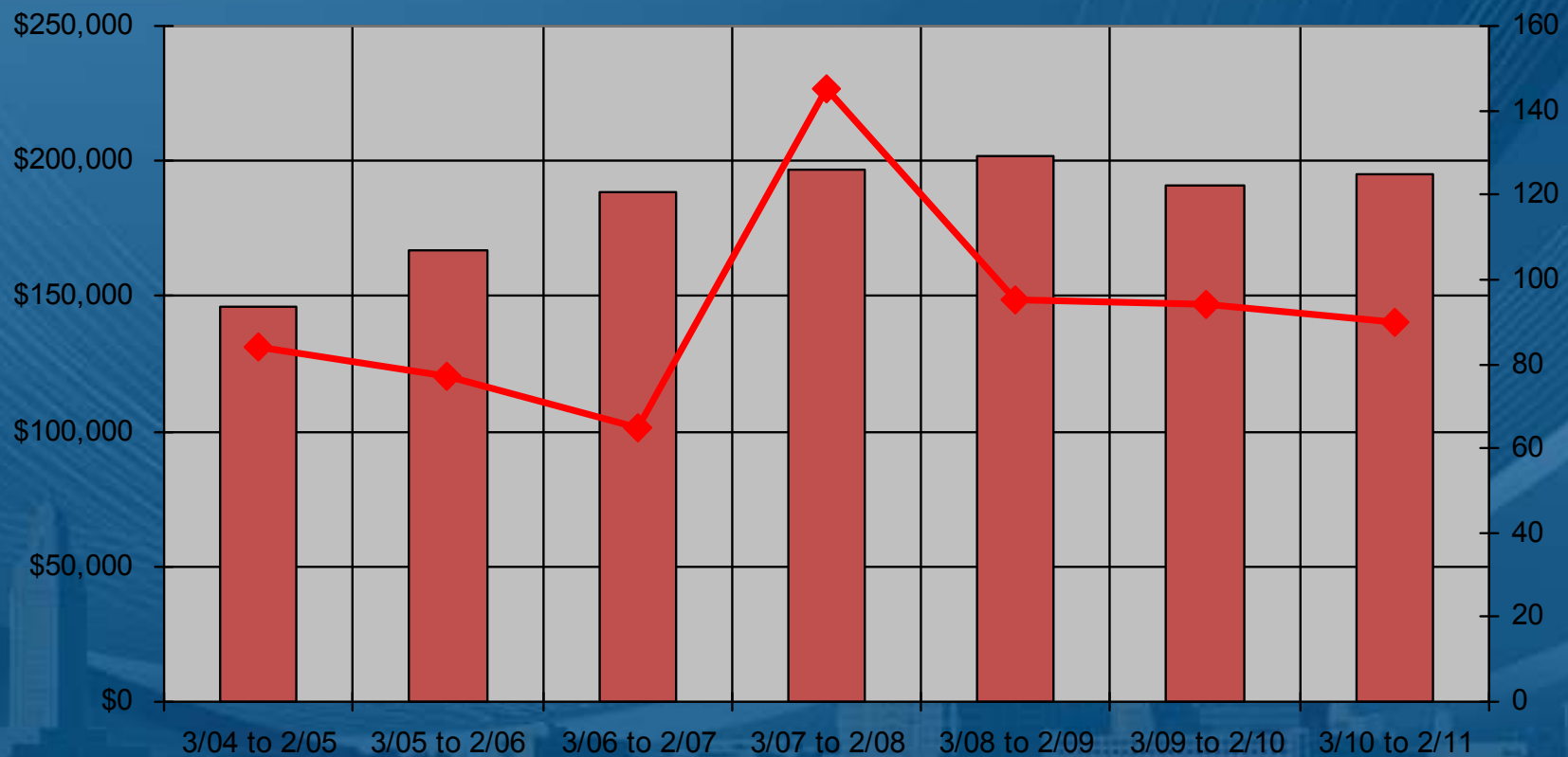
# Greater Baton Rouge MLS Area Average Sales Price and Days on Market

<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%
3/2010 to 2/2011	\$194,871	2.06%	90	-4.26%





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



■ Average Sales Price ◆ Average Days on Market

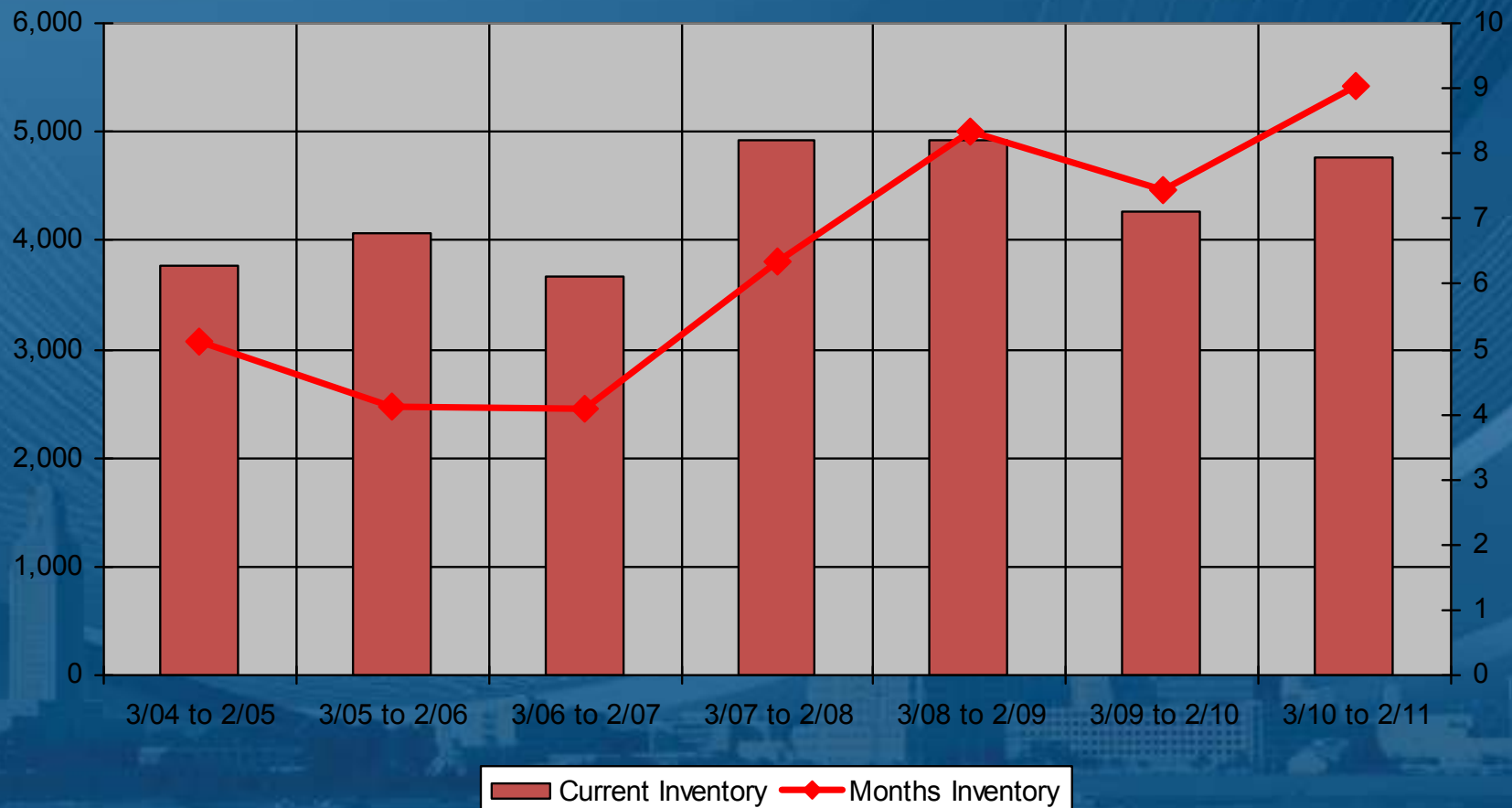


# Greater Baton Rouge MLS Area Current Inventory and Months Inventory

<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%
3/2010 to 2/2011	4,772	11.63%	9.03	21.21%



# Greater Baton Rouge MLS Area Current Inventory and Months Inventory





East Baton Rouge Parish

Total MLS DATA

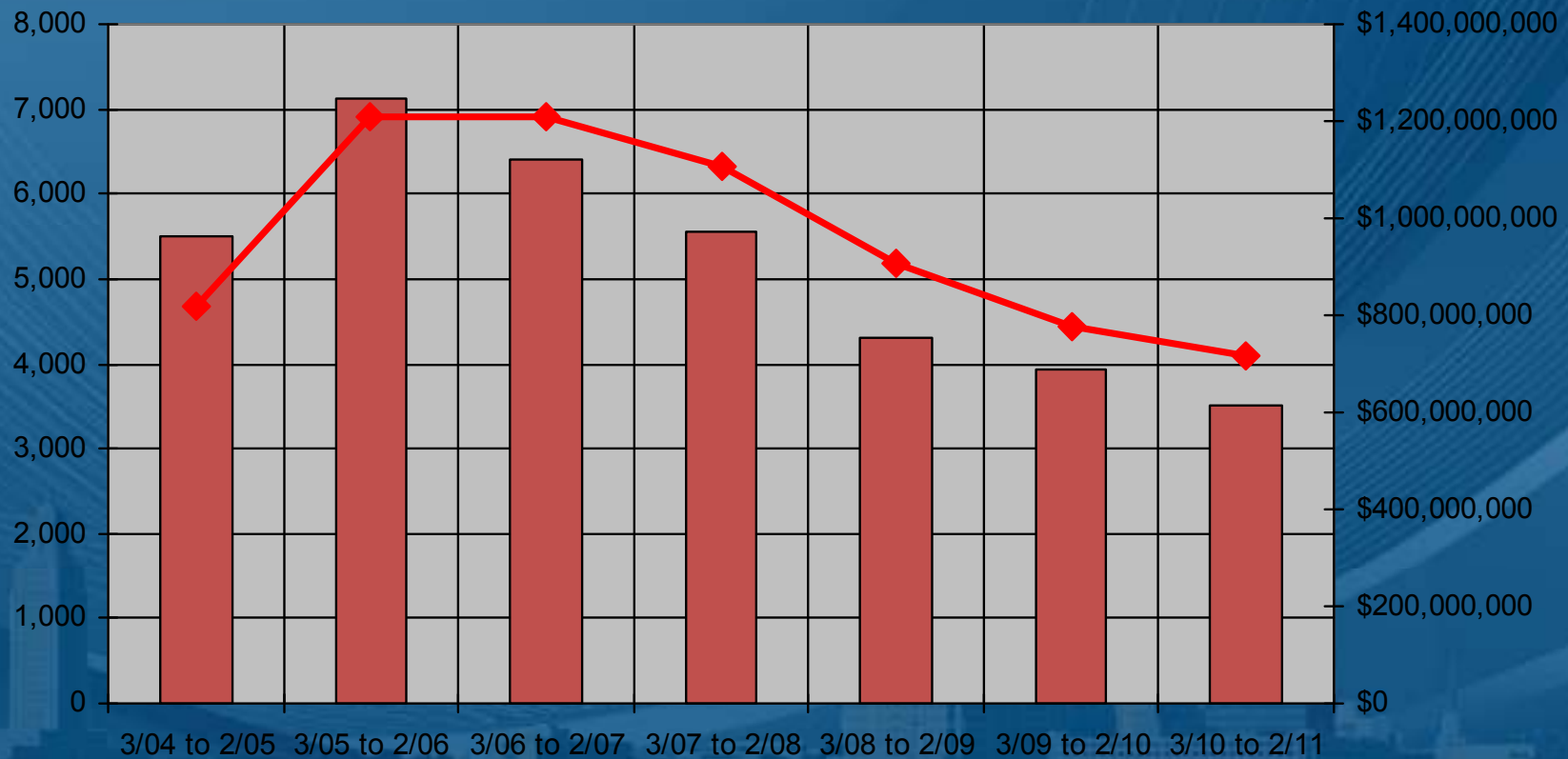


# East Baton Rouge Parish Total Sales and Sales Volume

<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	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%
3/2010 to 2/2011	3,514	-10.54%	\$717,630,533	-7.44%



# East Baton Rouge Parish Total Sales and Sales Volume



■ Total Number of Sales ◆ Total Sales Volume

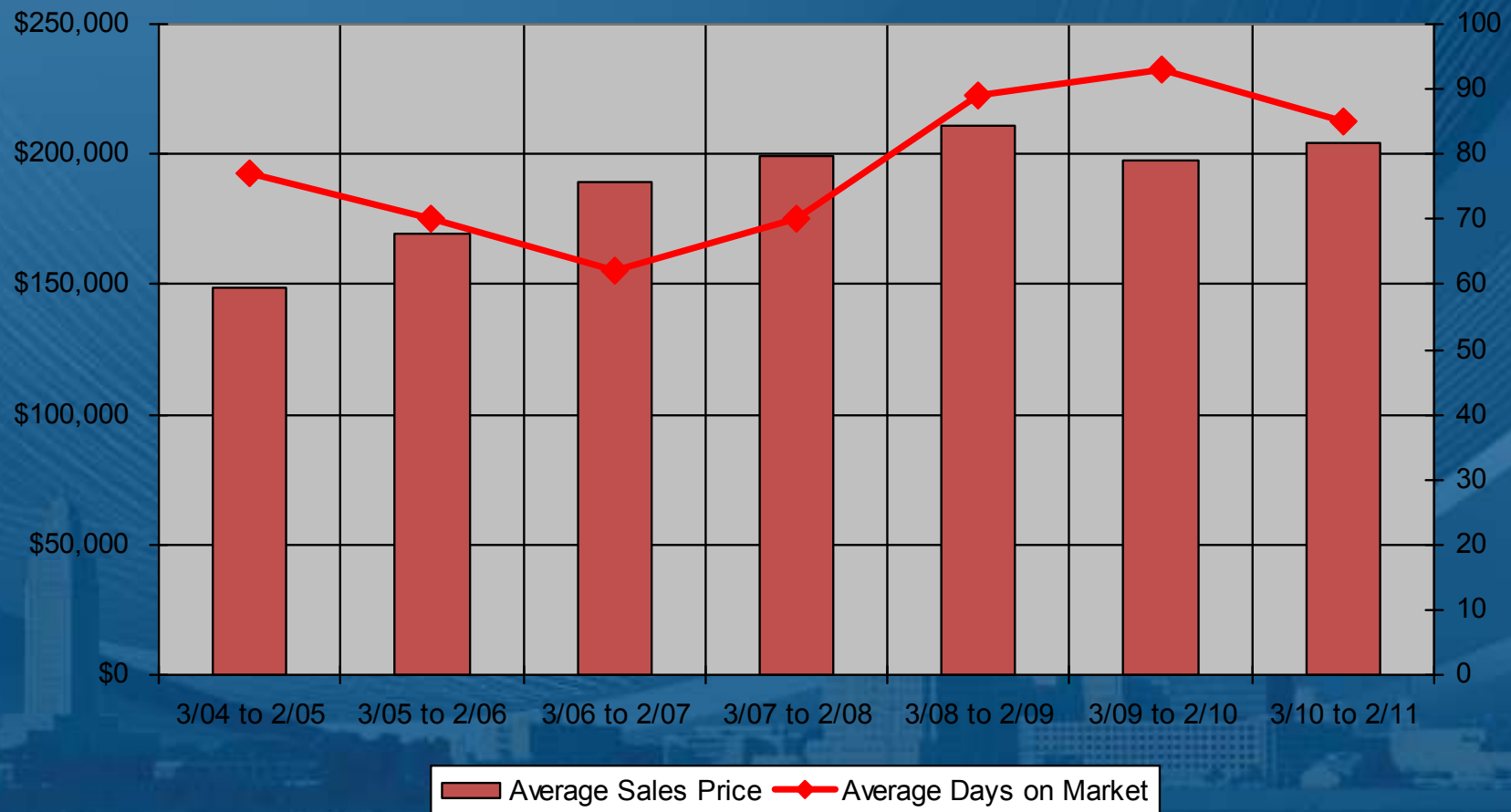


# East Baton Rouge Parish Average Sales Price and Days on Market

<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%
3/2010 to 2/2011	\$204,220	3.47%	85	-8.60%



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





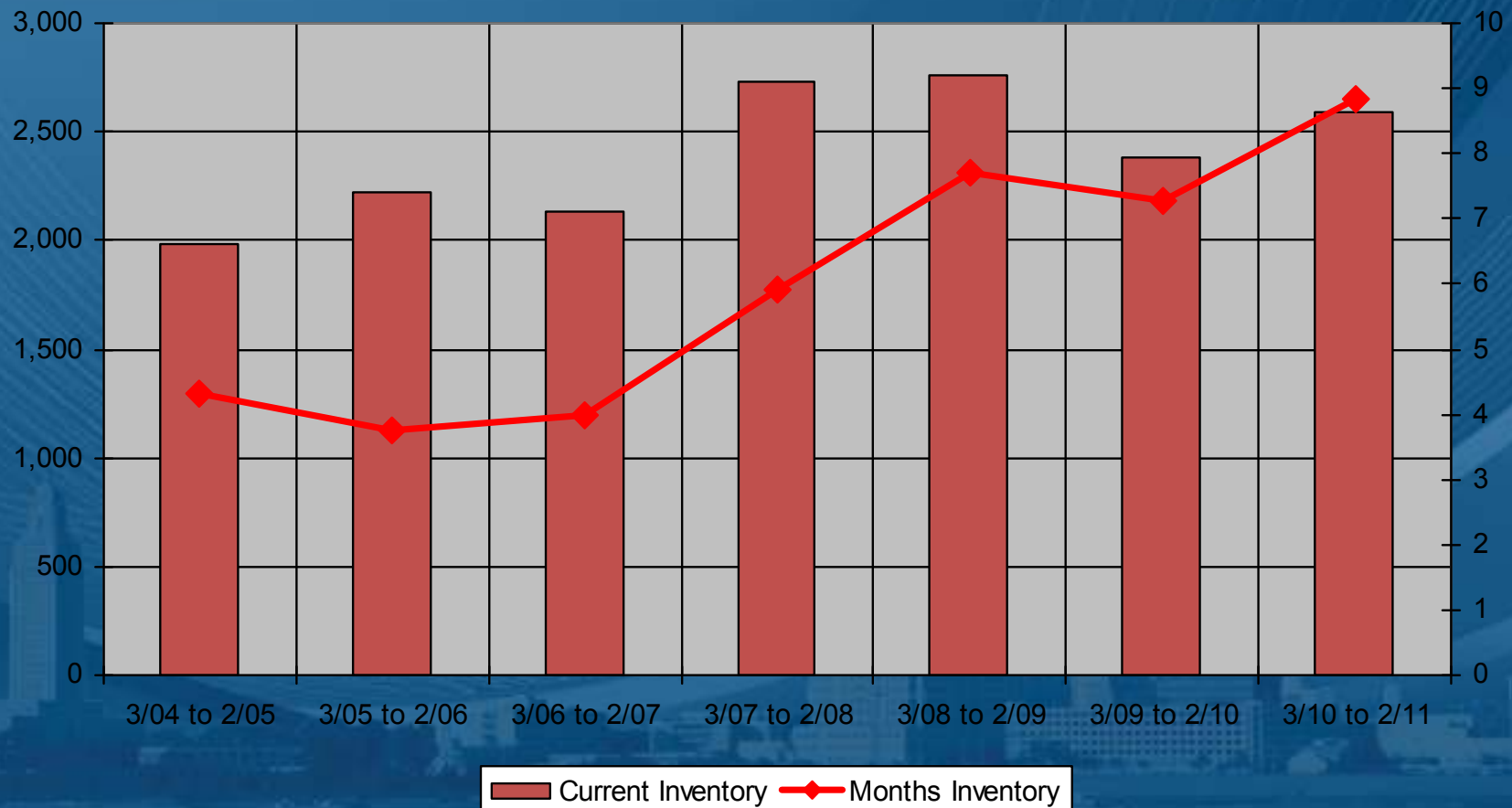


# East Baton Rouge Parish Current Inventory and Months Inventory

<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%
3/2010 to 2/2011	2,594	8.76%	8.85	21.57%



# East Baton Rouge Parish Current Inventory and Months Inventory





Ascension Parish

Total MLS DATA



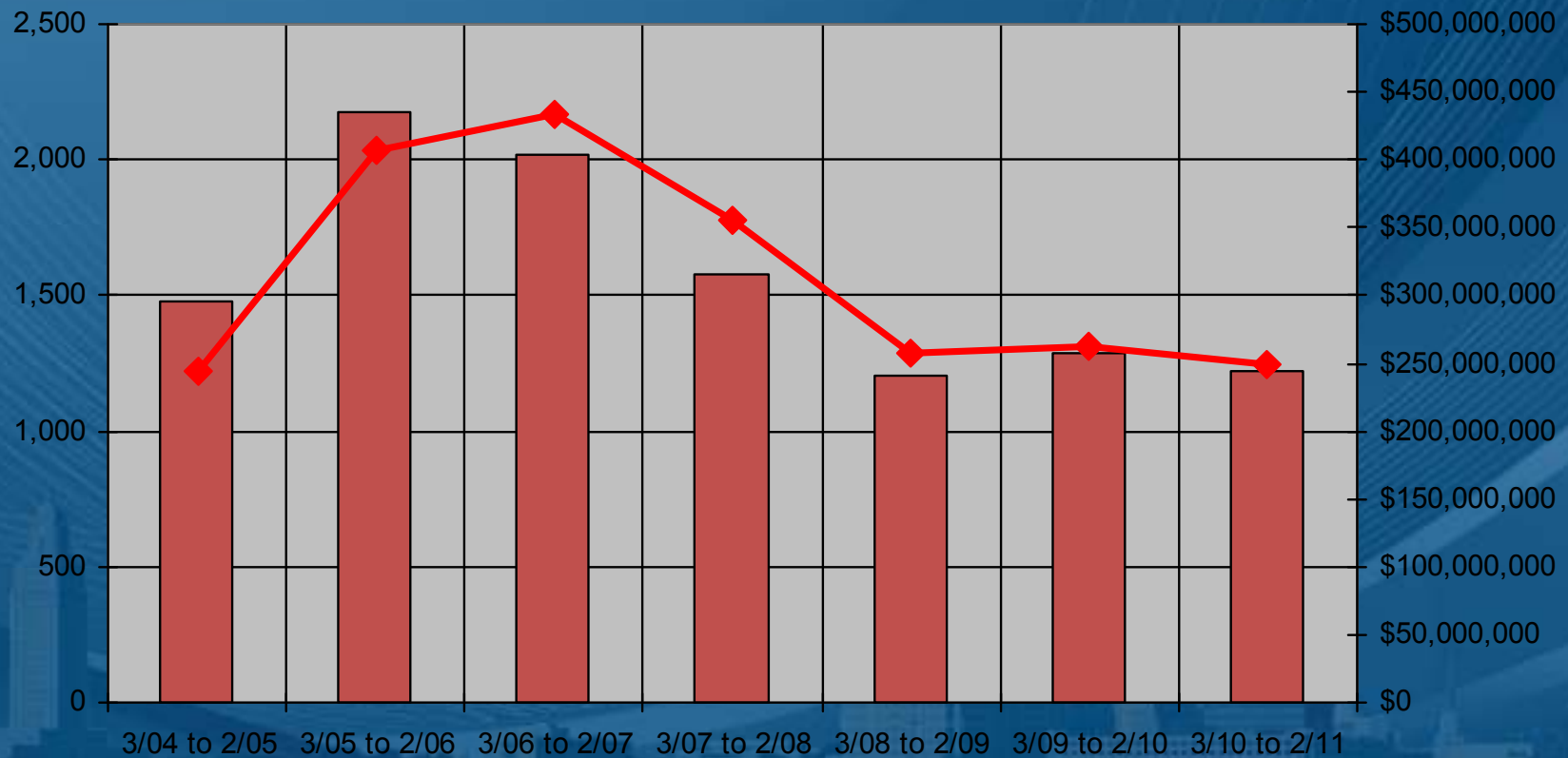
# Ascension Parish

## 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%
3/2010 to 2/2011	1,225	-5.11%	\$248,666,451	-5.04%



# Ascension Parish Total Sales and Sales Volume



■ Total Number of Sales    ◆ Total Sales Volume



# Ascension Parish

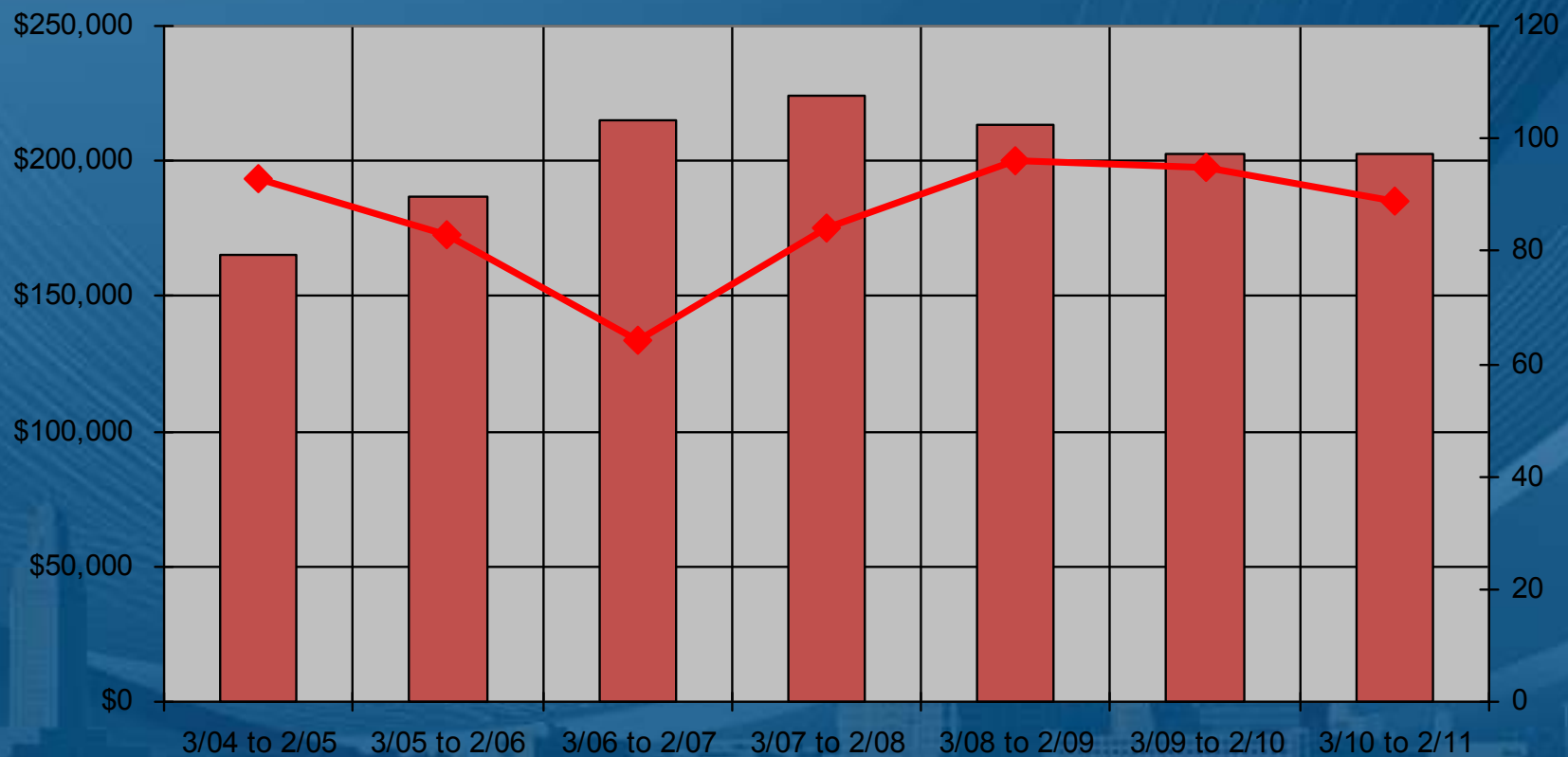
## Average Sales Price and Days on Market

<b>Year</b>	<b>Average Sale Price</b>	<b>% Change</b>	<b>Average DOM</b>	<b>% Change</b>
3/2004 to 2/2005	\$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%
3/2010 to 2/2011	\$202,993	0.08%	89	-6.32%



# Ascension Parish

## Average Sales Price and Days on Market



■ Average Sales Price ◆ Average Days on Market



# Ascension Parish

## Current Inventory and Months Inventory

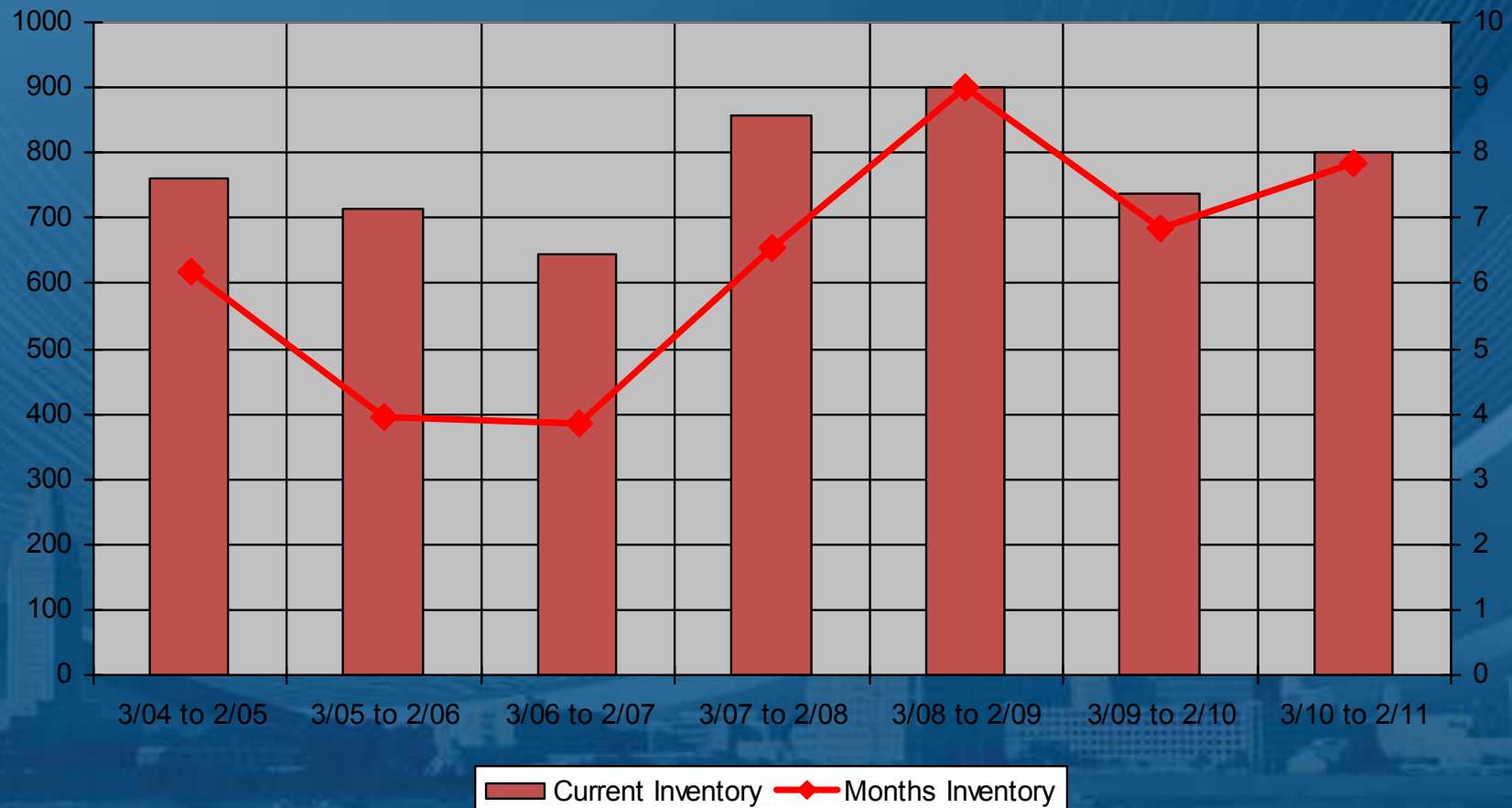
<b>Year</b>	<b>Current Inventory</b>	<b>% Change</b>	<b>Months Inventory</b>	<b>% Change</b>
3/2004 to 2/2005	760		6.17	
3/2005 to 2/2006	715	-5.92%	3.95	-35.98%
3/2006 to 2/2007	646	-9.65%	3.84	-2.78%
3/2007 to 2/2008	858	32.82%	6.54	70.31%
3/2008 to 2/2009	899	4.78%	8.99	37.46%
3/2009 to 2/2010	738	-17.91%	6.85	-23.80%
3/2010 to 2/2011	802	8.67%	7.85	14.60%





# Ascension Parish

## Current Inventory and Months Inventory





Livingston Parish

Total MLS DATA

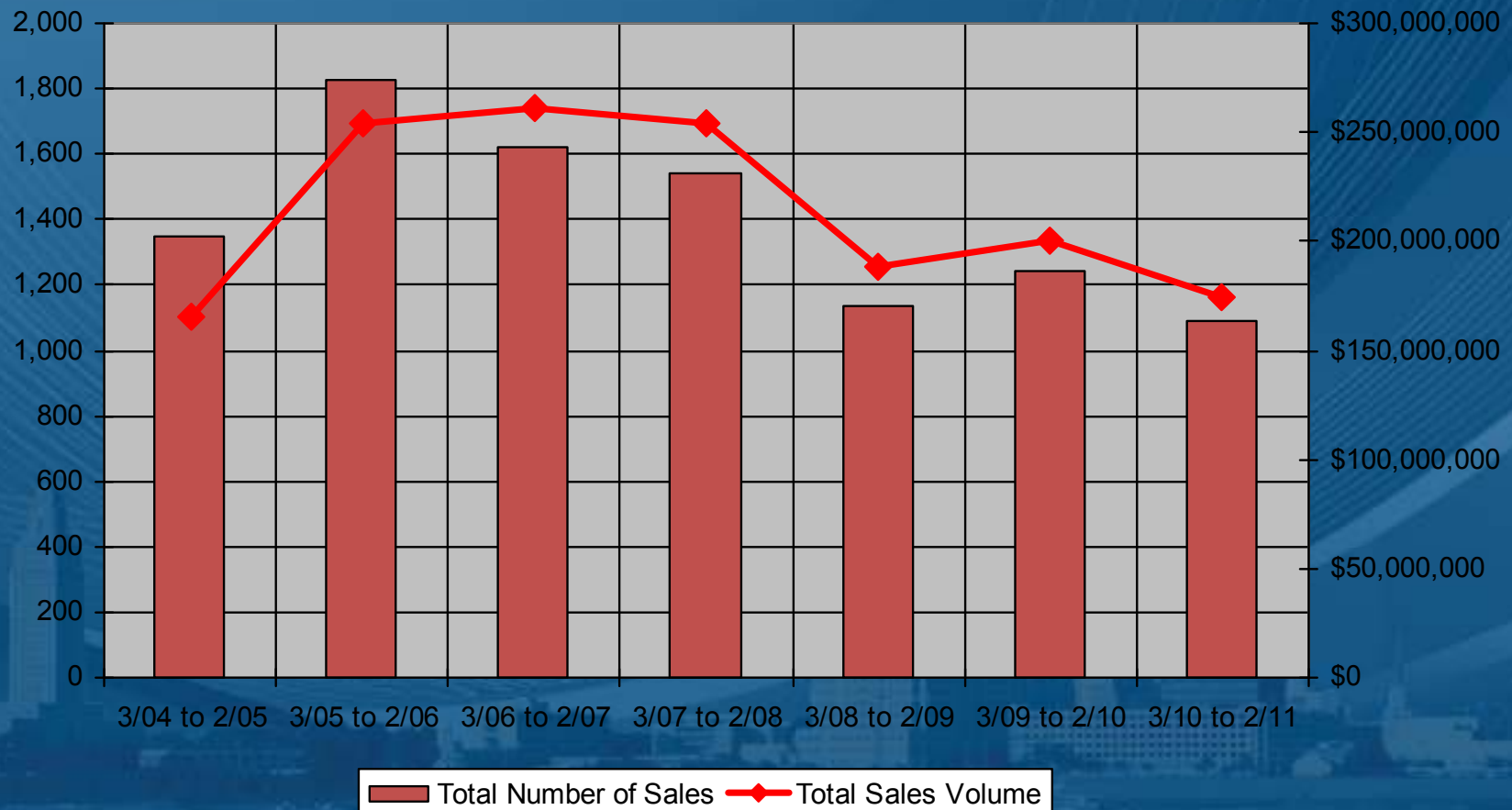


# Livingston Parish Total Sales and Sales Volume

<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%
3/2010 to 2/2011	1,092	-12.01%	\$174,313,810	-12.95%



# Livingston Parish Total Sales and Sales Volume





# Livingston Parish

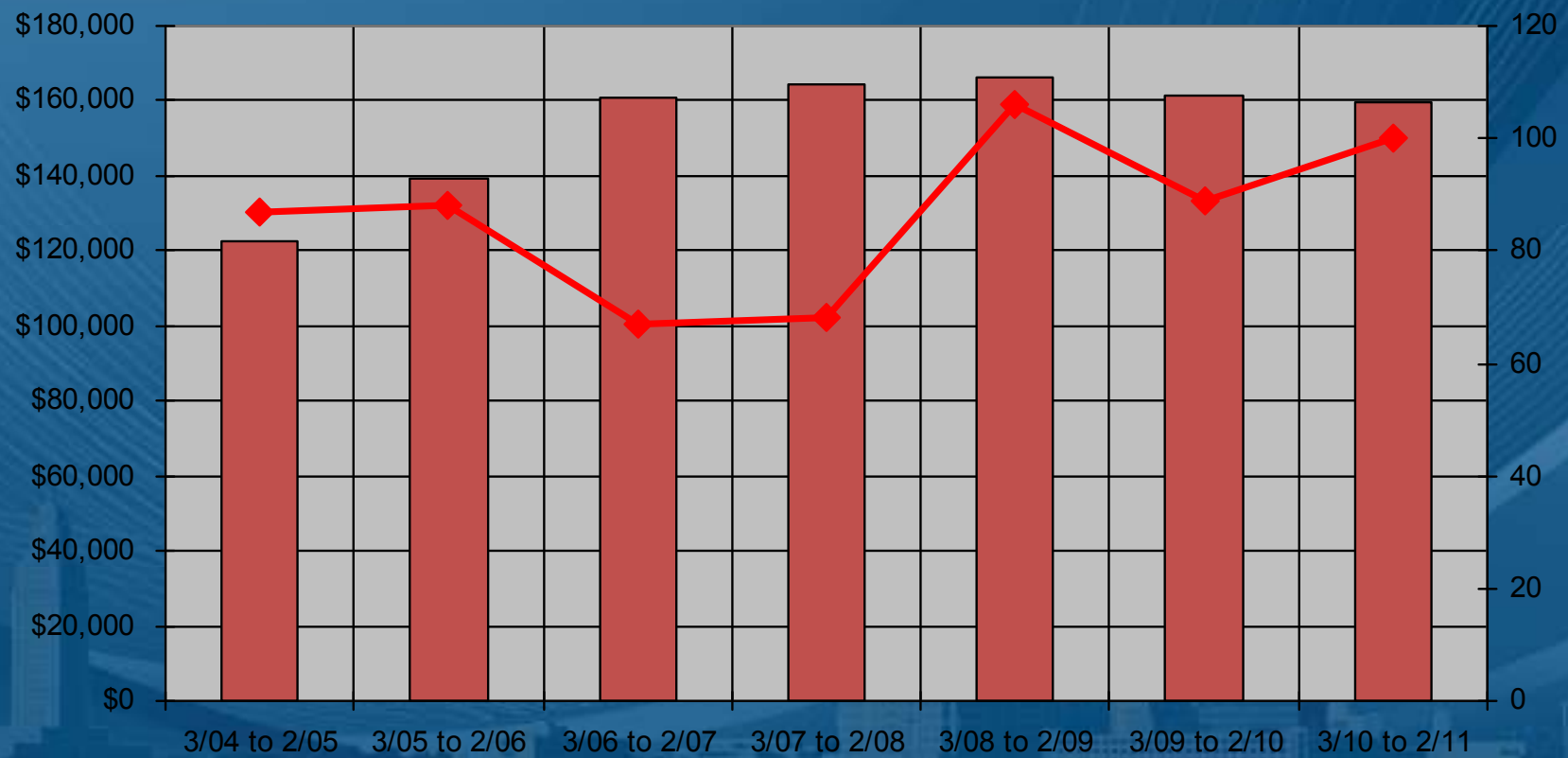
## Average Sales Price and Days on Market

<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%
3/2010 to 2/2011	\$159,628	-1.07%	100	12.36%



# Livingston Parish

## Average Sales Price and Days on Market



■ Average Sales Price ◆ Average Days on Market



# Livingston Parish

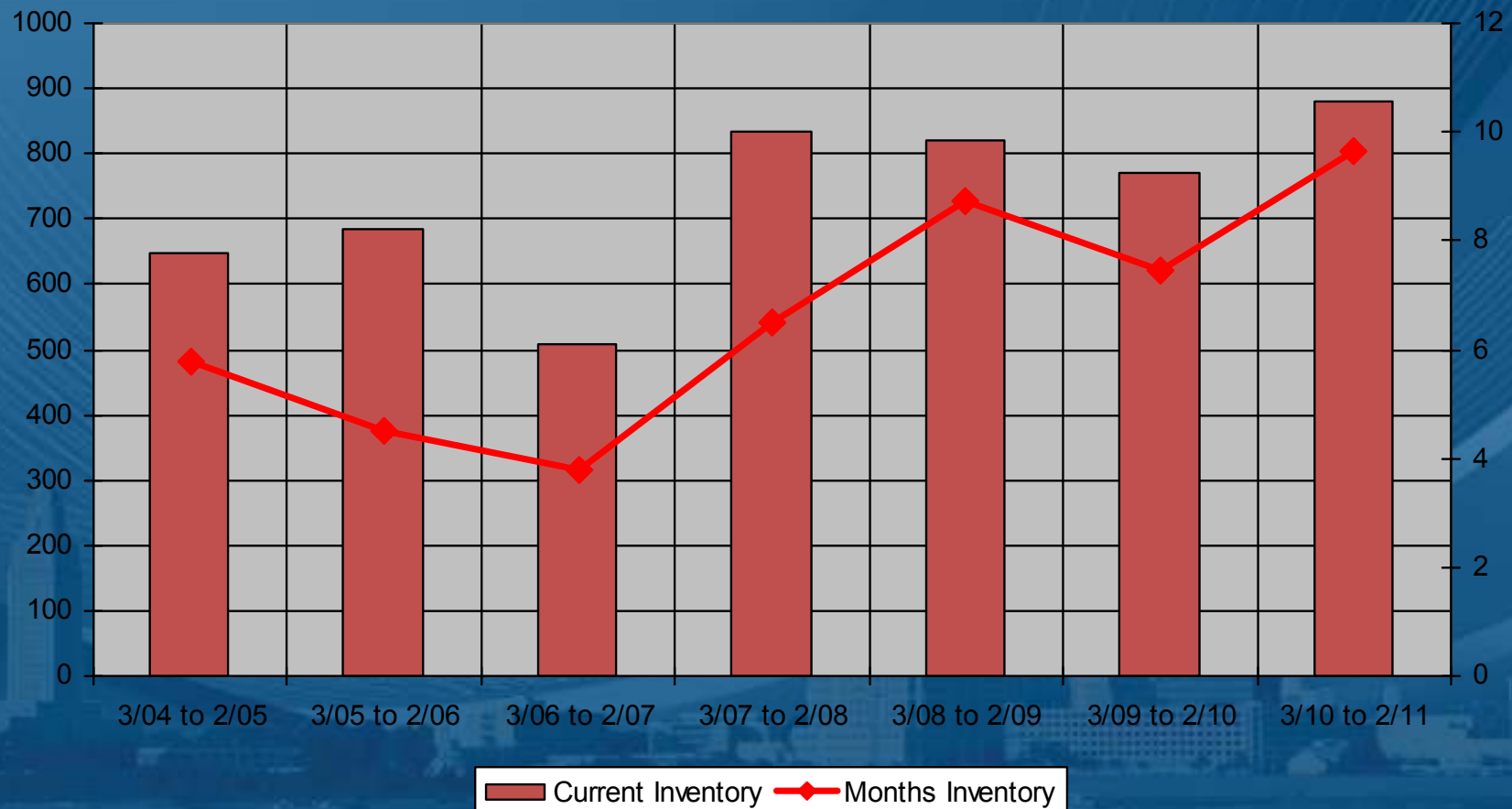
## Current Inventory and Months Inventory

<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%
3/2010 to 2/2011	879	14.16%	9.65	29.70%



# Livingston Parish

## Current Inventory and Months Inventory

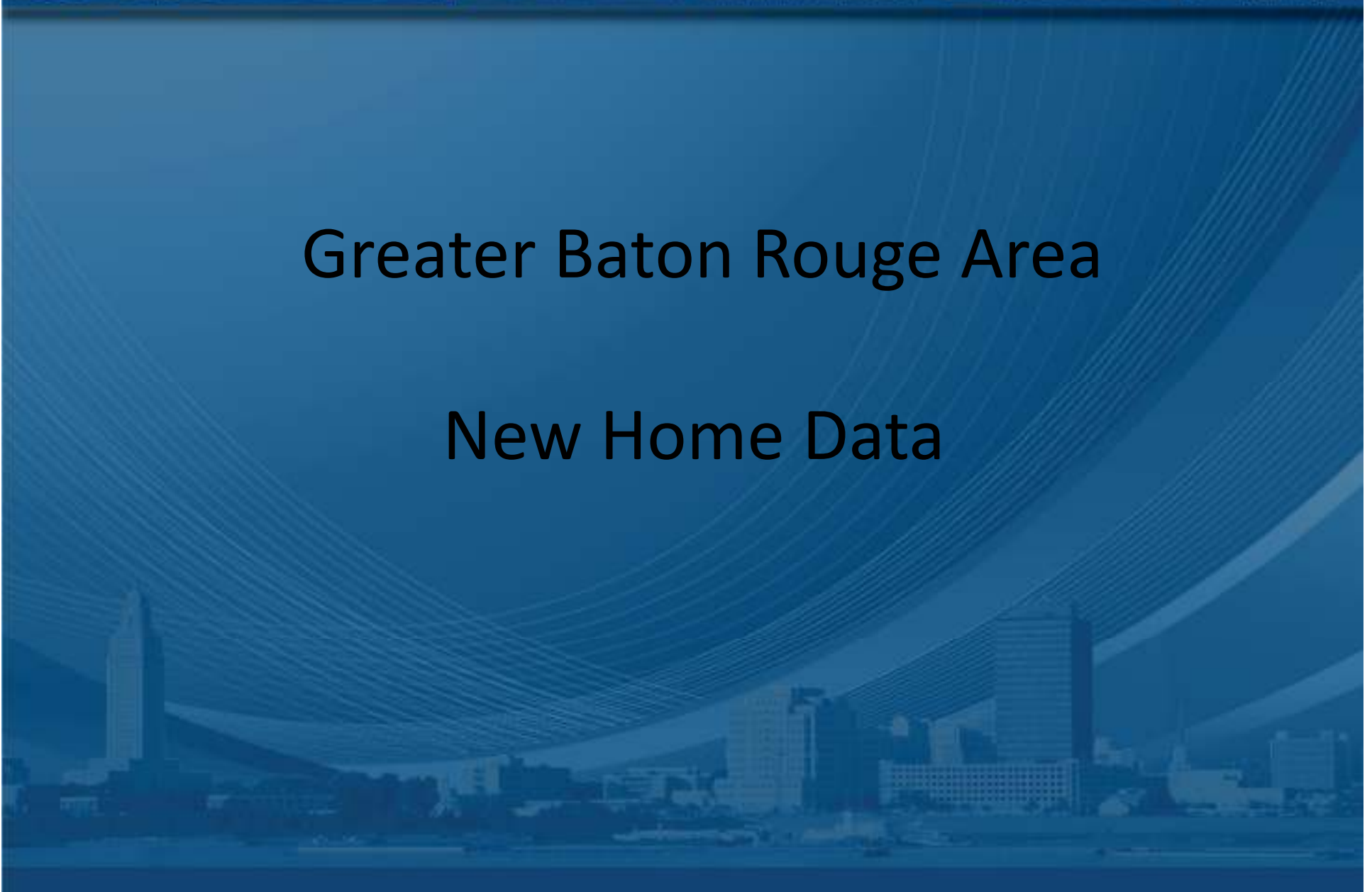






# Greater Baton Rouge Area

## New Home Data





## GBR MLS Area New Home Sales

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

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	1,567		3/2004 to 2/2005	332	
3/2005 to 2/2006	2,219	41.61%	3/2005 to 2/2006	456	37.35%
3/2006 to 2/2007	2,060	-7.17%	3/2006 to 2/2007	616	35.09%
3/2007 to 2/2008	1,410	-31.55%	3/2007 to 2/2008	555	-9.90%
3/2008 to 2/2009	879	-37.66%	3/2008 to 2/2009	365	-34.23%
3/2009 to 2/2010	1,071	21.84%	3/2009 to 2/2010	348	-4.66%
3/2010 to 2/2011	1,110	3.64%	3/2010 to 2/2011	215	-38.22%



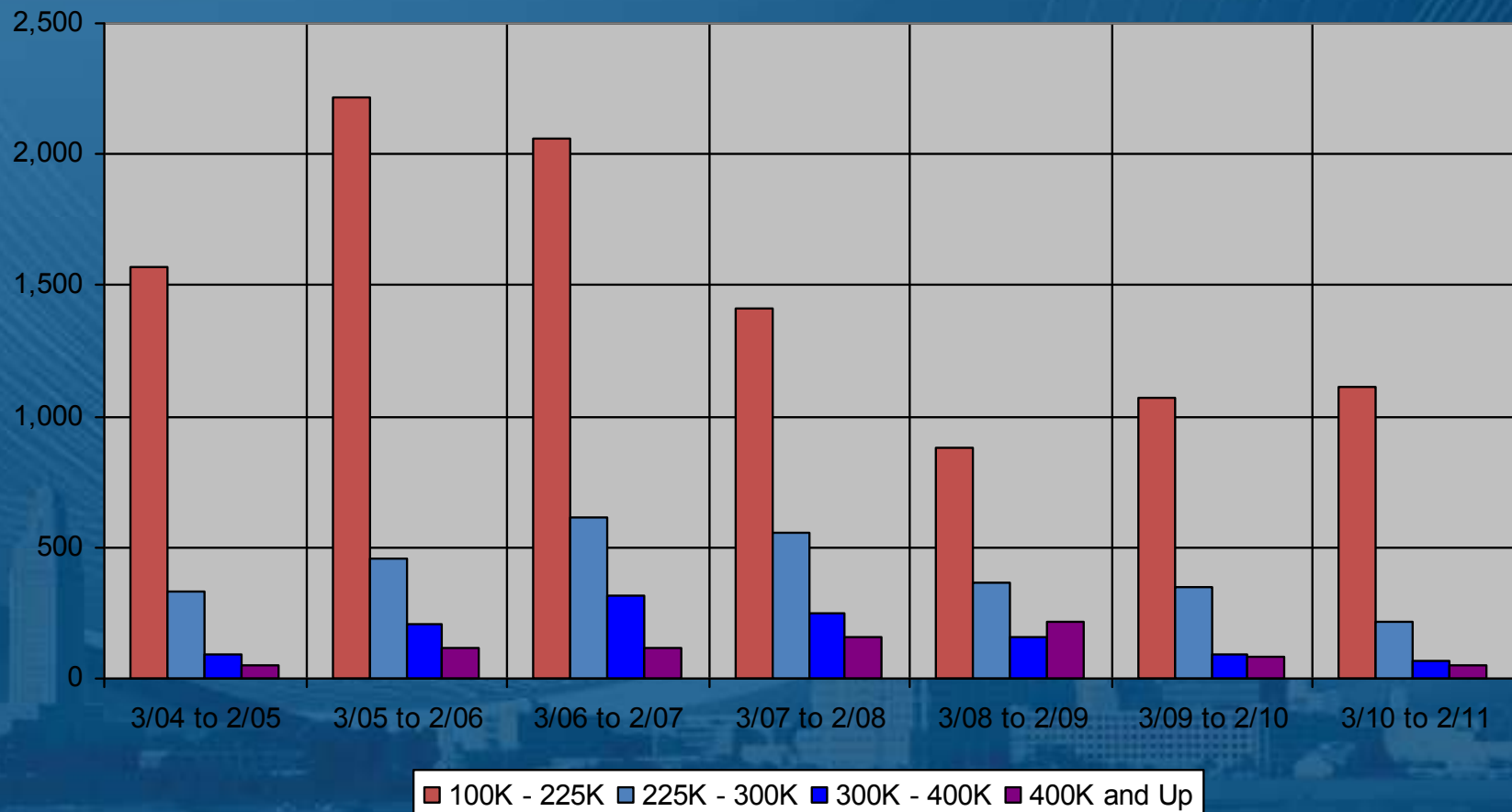
## GBR MLS Area New Home Sales

- \$300,000 to \$400,000
- \$400,000 and UP

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	94		3/2004 to 2/2005	53	
3/2005 to 2/2006	205	118.09%	3/2005 to 2/2006	115	116.98%
3/2006 to 2/2007	316	54.15%	3/2006 to 2/2007	119	3.48%
3/2007 to 2/2008	252	-20.25%	3/2007 to 2/2008	156	31.09%
3/2008 to 2/2009	158	-37.30%	3/2008 to 2/2009	213	36.54%
3/2009 to 2/2010	90	-43.04%	3/2009 to 2/2010	80	-62.44%
3/2010 to 2/2011	64	-28.89%	3/2010 to 2/2011	48	-40.00%

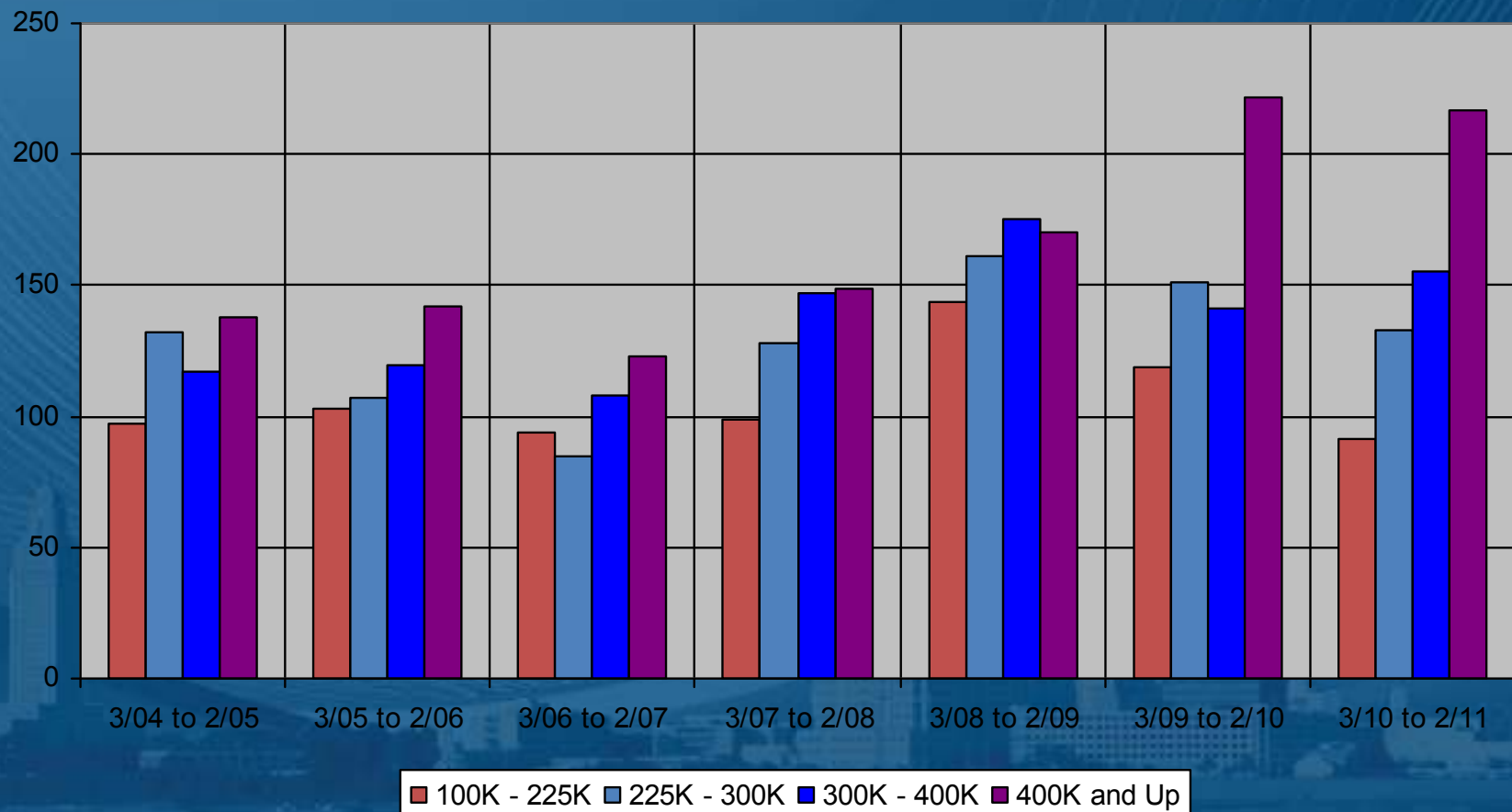


# Greater Baton Rouge MLS Area Total Number of New Home Sales





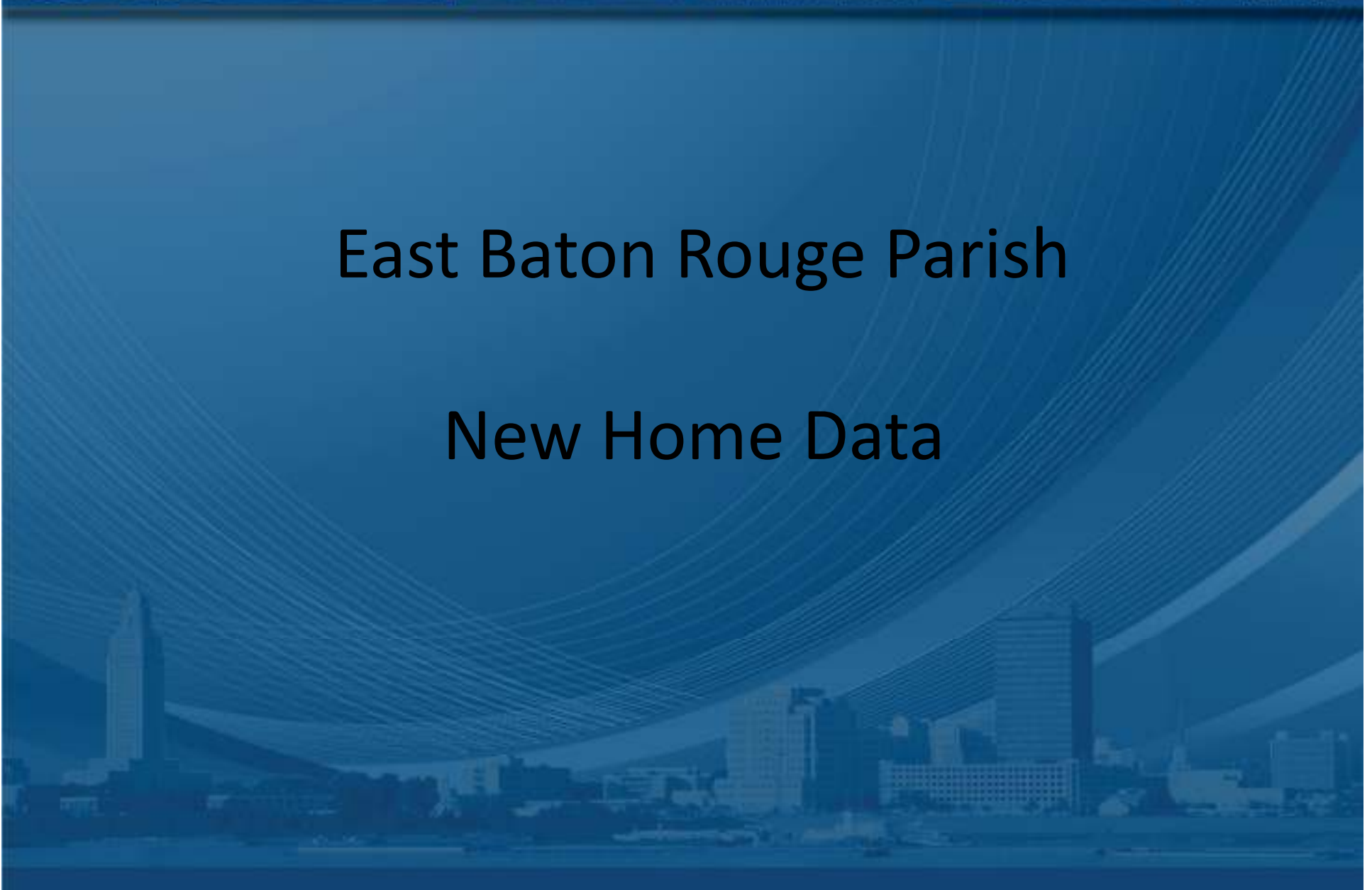
# Greater Baton Rouge MLS Area Average Days on Market for New Homes





# East Baton Rouge Parish

## New Home Data





## EBR Parish New Home Sales

- \$100,00 to \$225,000
- \$225,000 to 300,000

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	597		3/2004 to 2/2005	160	
3/2005 to 2/2006	914	53.10%	3/2005 to 2/2006	175	9.38%
3/2006 to 2/2007	957	4.70%	3/2006 to 2/2007	212	21.14%
3/2007 to 2/2008	618	-35.42%	3/2007 to 2/2008	224	5.66%
3/2008 to 2/2009	303	-50.97%	3/2008 to 2/2009	166	-25.89%
3/2009 to 2/2010	216	-28.71%	3/2009 to 2/2010	172	3.61%
3/2010 to 2/2011	191	-11.57%	3/2010 to 2/2011	117	-31.98%



## EBR Parish New Home Sales

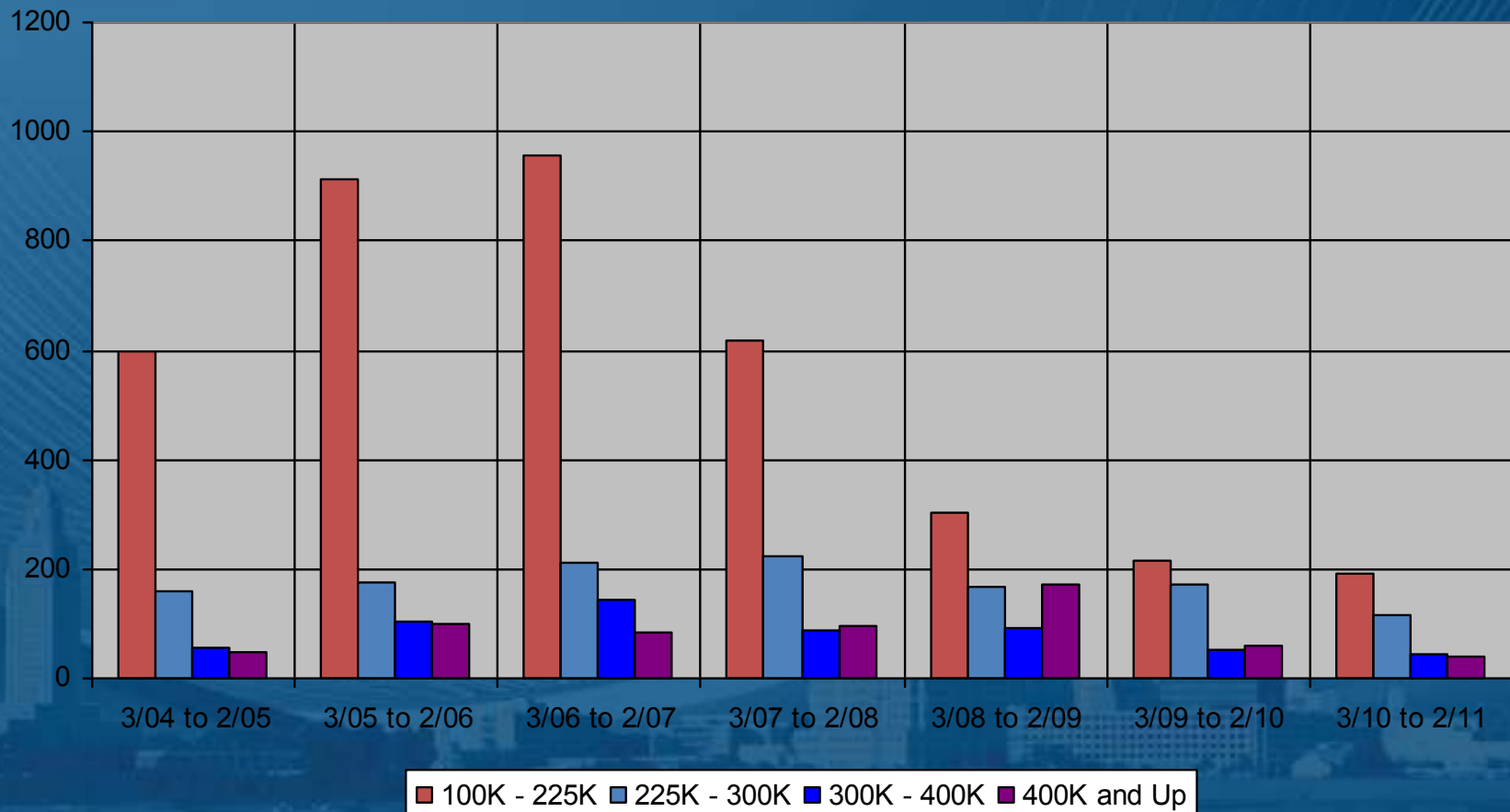
- \$300,00 to \$400,000
- \$400,000 and Up

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	54		3/2004 to 2/2005	47	
3/2005 to 2/2006	102	88.89%	3/2005 to 2/2006	98	108.51%
3/2006 to 2/2007	144	41.18%	3/2006 to 2/2007	82	-16.33%
3/2007 to 2/2008	86	-40.28%	3/2007 to 2/2008	97	18.29%
3/2008 to 2/2009	91	5.81%	3/2008 to 2/2009	173	78.35%
3/2009 to 2/2010	52	-42.86%	3/2009 to 2/2010	61	-64.74%
3/2010 to 2/2011	45	-13.46%	3/2010 to 2/2011	39	-36.07%



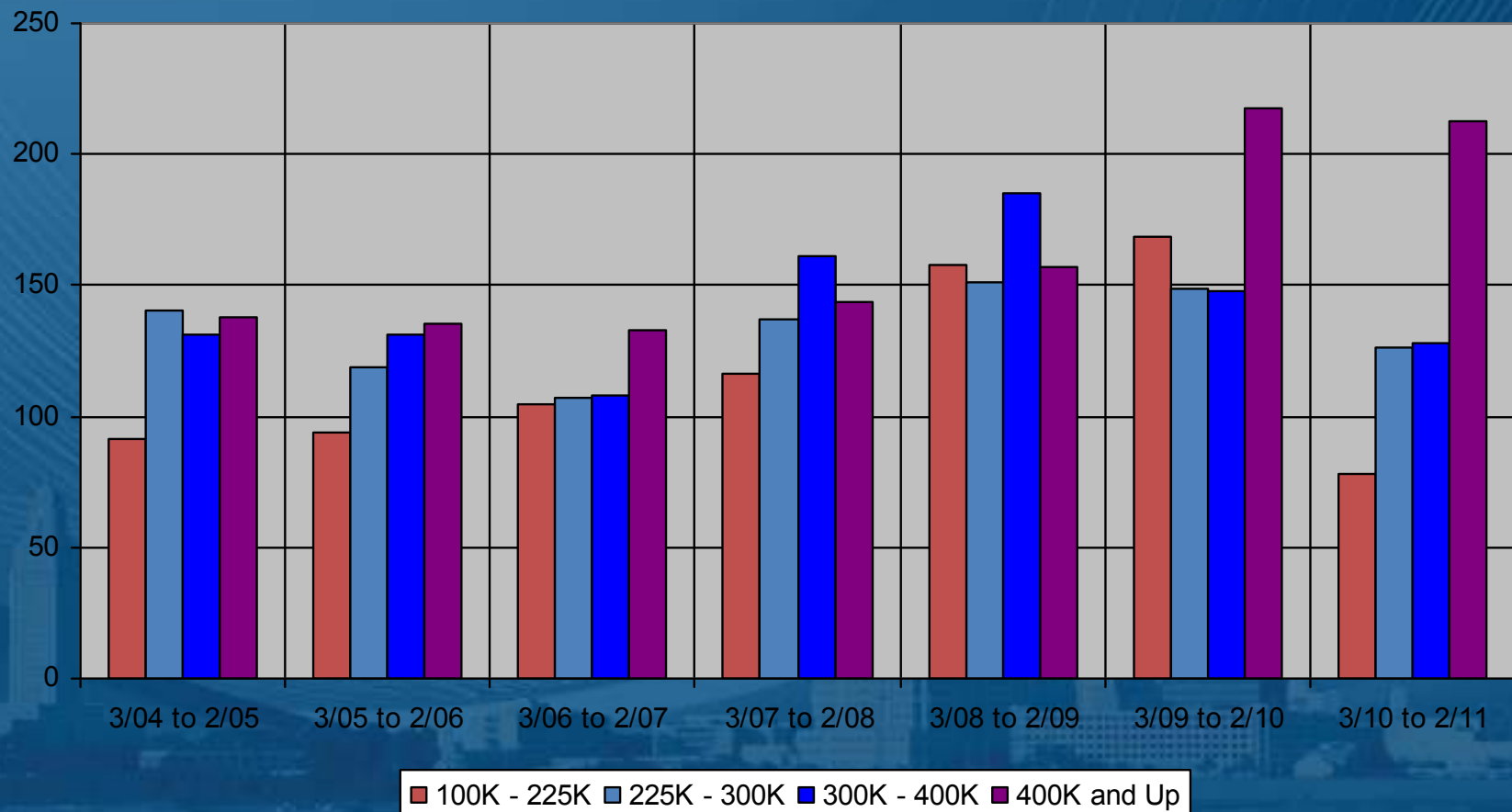


# East Baton Rouge Parish Total Number of New Home Sales





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



# EBR New Home Sales 2009

<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

# EBR New Home Sales 2010

<b>Subdivision</b>	<b>2010 Sales</b>	<b>Absorption Rate</b>	<b>Pending Sales</b>	<b>Current Inventory</b>	<b>Months Supply</b>	<b>Cum % Sold</b>	<b>Average Price</b>	<b>Average \$/sq.ft.</b>
LAKES AT JAMESTOWN THE	36	3.0	6	4	1.3	10.5%	\$ 284,767	\$ 128.45
WILLOWBROOK	20	1.7	2	10	6.0	16.3%	\$ 207,414	\$ 126.24
WINDSOR PLACE	18	1.5	17	10	6.7	21.5%	\$ 189,548	\$ 97.22
SPRINGLAKE AT BLUEBONNET	17	1.4	-	14	9.9	26.5%	\$ 249,200	\$ 141.96
MARSHALL BOND ESTATES	17	1.4	3	3	2.1	31.4%	\$ 184,437	\$ 121.97
FAIRHILL AT BLUEBONNET HI	14	1.2	-	5	4.3	35.5%	\$ 291,300	\$ 138.43
LAKES AT STONEGATE THE	14	1.2	2	4	3.4	39.5%	\$ 209,164	\$ 116.85
WISTERIA LAKES	10	0.8	-	5	6.0	42.4%	\$ 266,508	\$ 126.26
VILLAS AT JAMESTOWN THE	10	0.8	9	2	2.4	45.3%	\$ 215,942	\$ 122.08
WOODRIDGE SUBD	9	0.8	3	5	6.7	48.0%	\$ 362,667	\$ 144.03
FOREST CREEK	8	0.7	-	4	6.0	50.3%	\$ 211,650	\$ 128.35
VILLAGE AT MAGNOLIA SQUARE, THE	8	0.7	1	1	1.5	52.6%	\$ 339,149	\$ 153.27
GREEN TRAILS AT SHENANDOAH	8	0.7	-	6	9.0	54.9%	\$ 371,608	\$ 140.32
LIVE OAK TRACE	8	0.7	-	0	-	57.3%	\$ 234,048	\$ 104.01
SEDONA PINES	7	0.6	1	3	5.1	59.3%	\$ 134,643	\$ 110.87
AUDUBON LAKES	7	0.6	-	7	12.0	61.3%	\$ 296,814	\$ 135.58
NOTTINGHILL	7	0.6	-	2	3.4	63.4%	\$ 196,765	\$ 134.37
MORGAN SPRINGS	7	0.6	2	6	10.3	65.4%	\$ 157,929	\$ 105.54
UNIVERSITY CLUB PLANTATION	6	0.5	-	6	12.0	67.2%	\$ 597,233	\$ 164.89
OAKS OF ZACHARY THE	6	0.5	1	10	20.0	68.9%	\$ 191,980	\$ 128.73
COPPER MILL	5	0.4	1	8	19.2	70.3%	\$ 429,900	\$ 147.26
SETTLEMENT AT WILLOW GROVE	5	0.4	1	1	2.4	71.8%	\$ 514,400	\$ 187.41
VILLAGE LAKES	4	0.3	-	3	9.0	73.0%	\$ 267,475	\$ 129.96
SANTA MARIA	4	0.3	-	1	3.0	74.1%	\$ 551,850	\$ 161.94
JEFFERSON RETREAT	4	0.3	-	0	-	75.3%	\$ 306,950	\$ 140.09
SUBURB SWART ADDITION	4	0.3	-	1	3.0	76.5%	\$ 141,925	\$ 123.82
SPRINGBROOK	4	0.3	-	4	12.0	77.6%	\$ 165,579	\$ 119.94
MALLARD CROSSING	3	0.3	-	3	12.0	78.5%	\$ 208,468	\$ 108.35
CAPITAL HEIGHTS	3	0.3	-	1	4.0	79.4%	\$ 278,000	\$ 159.37
CAMEREN OAKS	3	0.3	1	1	4.0	80.2%	\$ 184,667	\$ 110.77



# Ascension Parish New Home Data





## Ascension Parish New Home Sales

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

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	416		3/2004 to 2/2005	159	
3/2005 to 2/2006	595	43.03%	3/2005 to 2/2006	239	50.31%
3/2006 to 2/2007	471	-20.84%	3/2006 to 2/2007	343	43.51%
3/2007 to 2/2008	269	-42.89%	3/2007 to 2/2008	244	-28.86%
3/2008 to 2/2009	207	-23.05%	3/2008 to 2/2009	122	-50.00%
3/2009 to 2/2010	367	77.29%	3/2009 to 2/2010	113	-7.38%
3/2010 to 2/2011	435	18.53%	3/2010 to 2/2011	68	-39.82%



## Ascension Parish New Home Sales

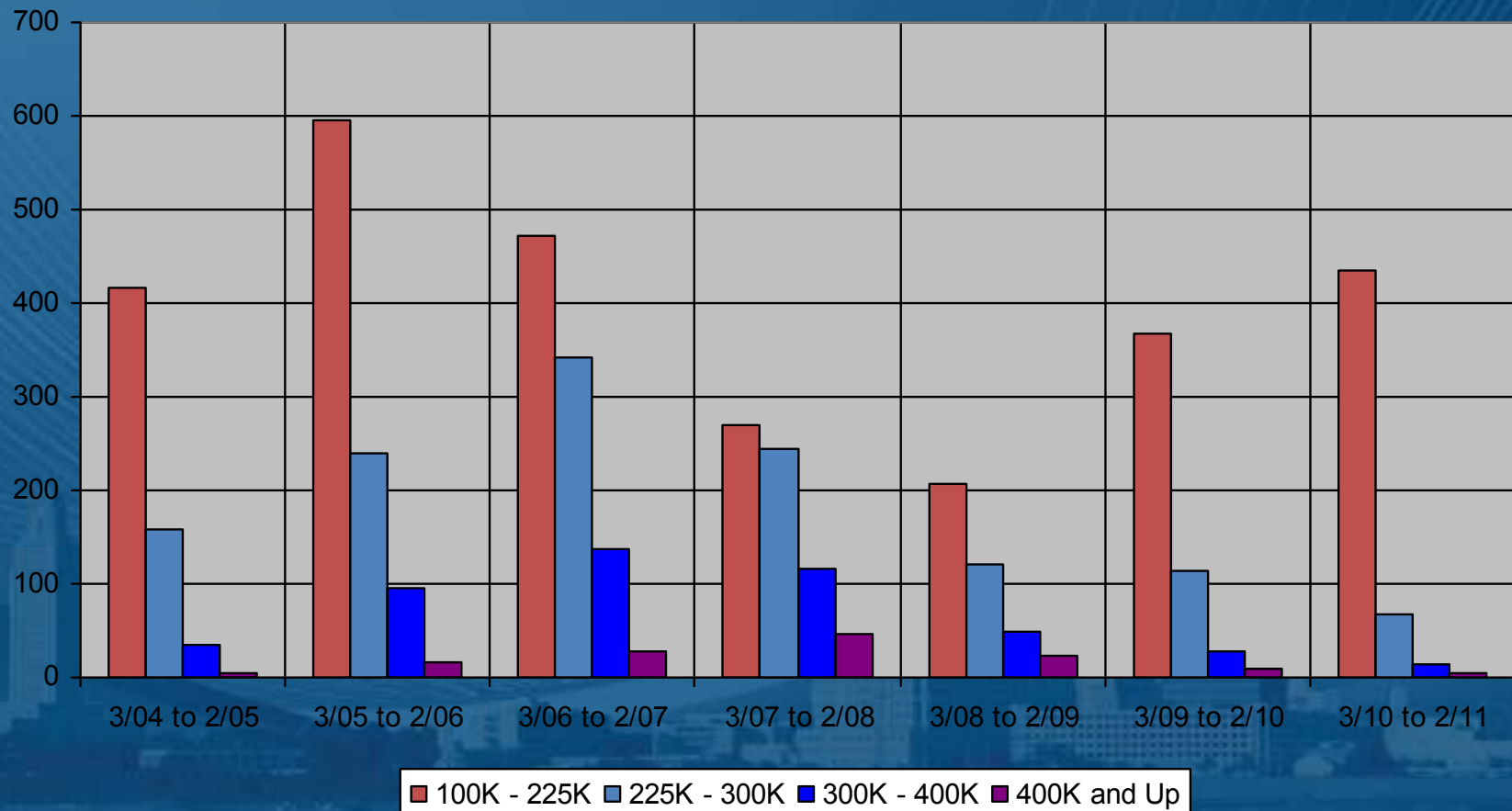
- \$300,000 to \$400,000
- \$400,000 and Up

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	36		3/2004 to 2/2005	5	
3/2005 to 2/2006	95	163.89%	3/2005 to 2/2006	16	220.00%
3/2006 to 2/2007	138	45.26%	3/2006 to 2/2007	29	81.25%
3/2007 to 2/2008	116	-15.94%	3/2007 to 2/2008	46	58.62%
3/2008 to 2/2009	48	-58.62%	3/2008 to 2/2009	23	-50.00%
3/2009 to 2/2010	28	-41.67%	3/2009 to 2/2010	9	-60.87%
3/2010 to 2/2011	15	-46.43%	3/2010 to 2/2011	5	-44.44%



# Ascension Parish

## Total Number of New Home Sales

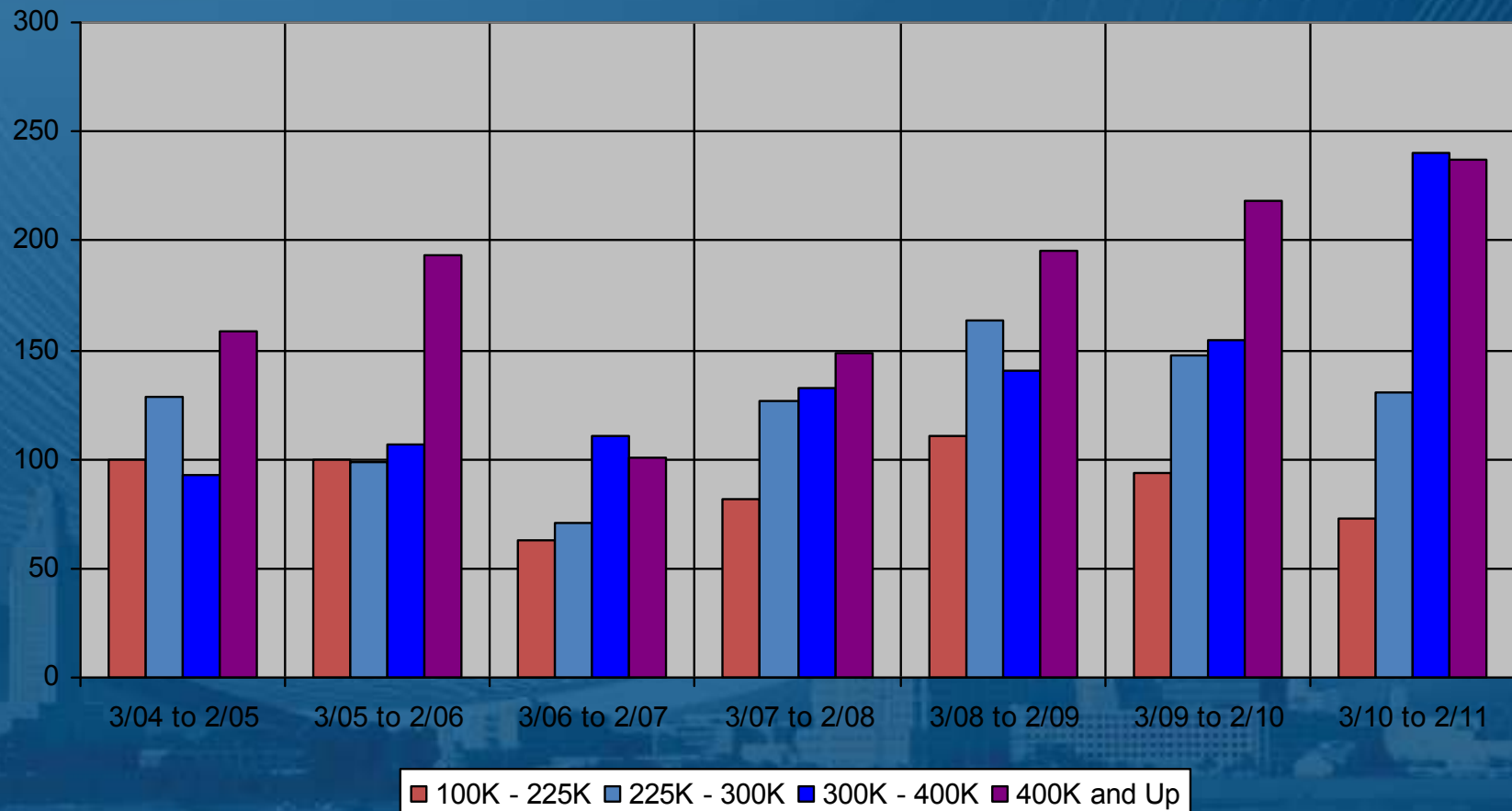






# Ascension Parish

## 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 \$\$/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

# Ascension Parish New Homes Sales

<b>Subdivision</b>	<b>2010 Sales</b>	<b>Absorption Rate</b>	<b>Pending Sales</b>	<b>Current Inventory</b>	<b>Months Supply</b>	<b>Cum % Sales</b>	<b>Average Sales Price</b>	<b>Average \$\$/sq. ft.</b>
KEYSTONE OF GALVEZ	60	5.0	13	11	2.2	11.7%	\$ 165,612	\$ 107.07
LAKE SUMMERSET	60	5.0	5	6	1.2	23.3%	\$ 161,548	\$ 103.99
JAMESTOWNE COURT	58	4.8	-	1	0.2	34.6%	\$ 156,921	\$ 104.81
GATEWAY COVE	26	2.2	1	7	3.2	39.6%	\$ 189,015	\$ 106.52
EAST CREEK VILLAS	24	2.0	2	3	1.5	44.3%	\$ 158,784	\$ 116.21
ACADIANA OF ASCENSION	23	1.9	1	1	0.5	48.7%	\$ 210,596	\$ 101.69
GREYSTONE SUBD	22	1.8	-	7	3.8	53.0%	\$ 176,800	\$ 115.19
AUTUMN WOODS	20	1.7	1	3	1.8	56.9%	\$ 191,152	\$ 104.19
RIVER RIDGE	16	1.3	-	14	10.5	60.0%	\$ 197,737	\$ 109.91
ESSEN TERRACE	14	1.2	-	-	-	62.7%	\$ 177,479	\$ 108.27
WESLEY PLACE	13	1.1	-	1	0.9	65.2%	\$ 168,900	\$ 107.72
WRENWOOD	13	1.1	3	4	3.7	67.8%	\$ 223,857	\$ 122.75
SHADOWS OF ASCENSION	12	1.0	1	6	6.0	70.1%	\$ 245,513	\$ 129.93
DUTCHTOWN GARDENS	12	1.0	-	5	5.0	72.4%	\$ 226,097	\$ 115.64
CREEK SIDE	12	1.0	2	4	4.0	74.8%	\$ 169,348	\$ 119.85
CARRINGTON COURT	11	0.9	-	-	-	76.9%	\$ 134,422	\$ 102.56
WEST CREEK ESTATES	10	0.8	-	3	3.6	78.8%	\$ 245,093	\$ 130.00
HIDDEN HAVEN	8	0.7	2	8	12.0	80.4%	\$ 168,390	\$ 103.52



# Livingston Parish New Home Data





## Livingston Parish New Home Sales

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

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	330		3/2004 to 2/2005	138	
3/2005 to 2/2006	381	15.45%	3/2005 to 2/2006	216	56.52%
3/2006 to 2/2007	232	-39.11%	3/2006 to 2/2007	238	10.19%
3/2007 to 2/2008	160	-31.03%	3/2007 to 2/2008	223	-6.30%
3/2008 to 2/2009	107	-33.13%	3/2008 to 2/2009	157	-29.60%
3/2009 to 2/2010	221	106.54%	3/2009 to 2/2010	175	11.46%
3/2010 to 2/2011	190	-14.03%	3/2010 to 2/2011	144	-17.71%



## Livingston Parish New Home Sales

- \$200,000 to \$250,000
- \$250,000 to \$350,000

Year	Total Number Of Sales	% Change	Year	Total Number Of Sales	% Change
3/2004 to 2/2005	11		3/2004 to 2/2005	3	
3/2005 to 2/2006	64	481.82%	3/2005 to 2/2006	15	400.00%
3/2006 to 2/2007	63	-1.56%	3/2006 to 2/2007	39	160.00%
3/2007 to 2/2008	73	15.87%	3/2007 to 2/2008	46	17.95%
3/2008 to 2/2009	57	-21.92%	3/2008 to 2/2009	28	-39.13%
3/2009 to 2/2010	52	-8.77%	3/2009 to 2/2010	26	-7.14%
3/2010 to 2/2011	29	-44.23%	3/2010 to 2/2011	12	-53.85%



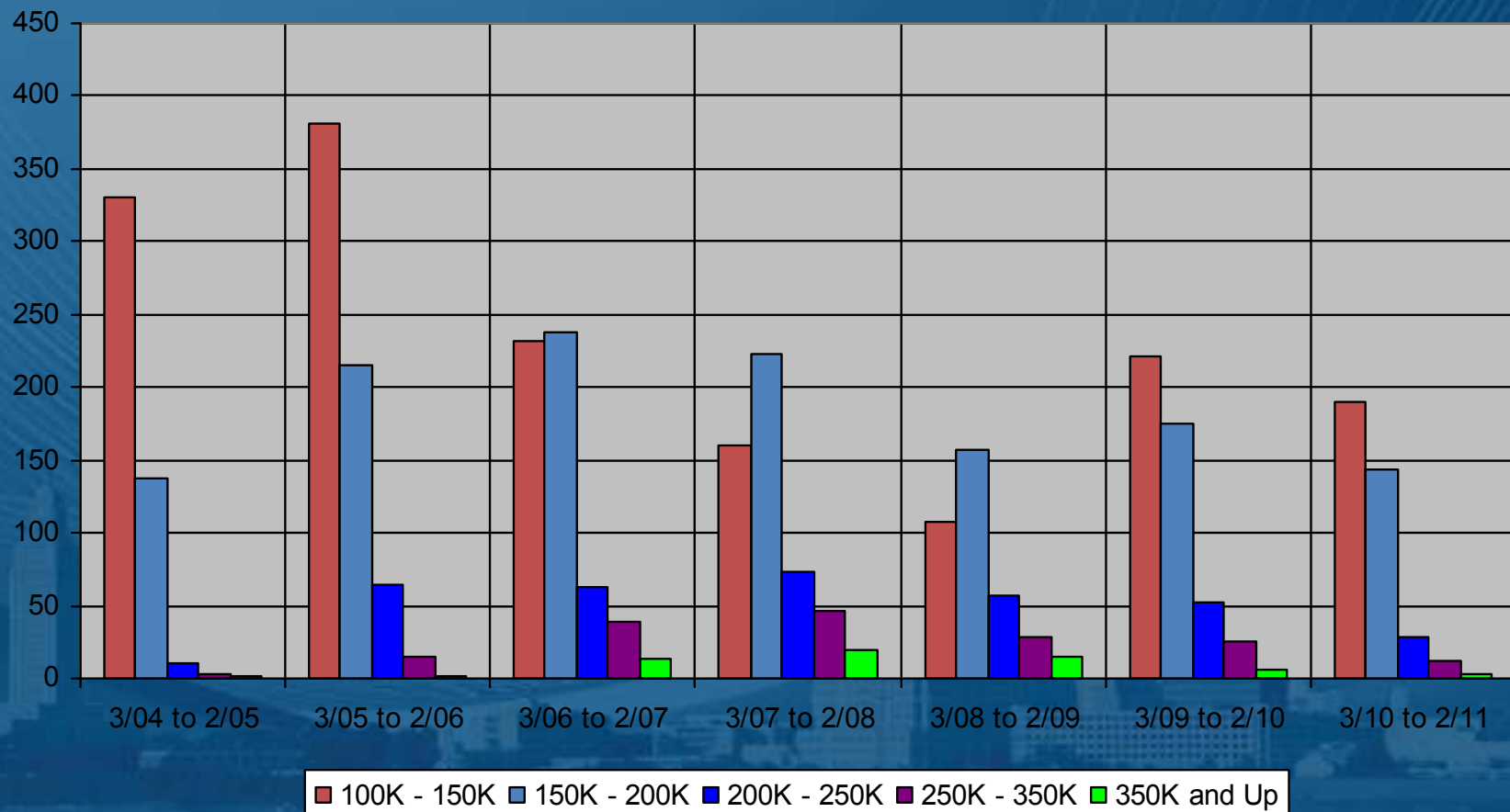
## Livingston Parish New Home Sales \$350 and Up

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>
3/2004 to 2/2005	1	
3/2005 to 2/2006	2	100.00%
3/2006 to 2/2007	13	550.00%
3/2007 to 2/2008	20	53.85%
3/2008 to 2/2009	15	-25.00%
3/2009 to 2/2010	6	-60.00%
3/2010 to 2/2011	3	-50.00%



# Livingston Parish

## Total Number of New Home Sales

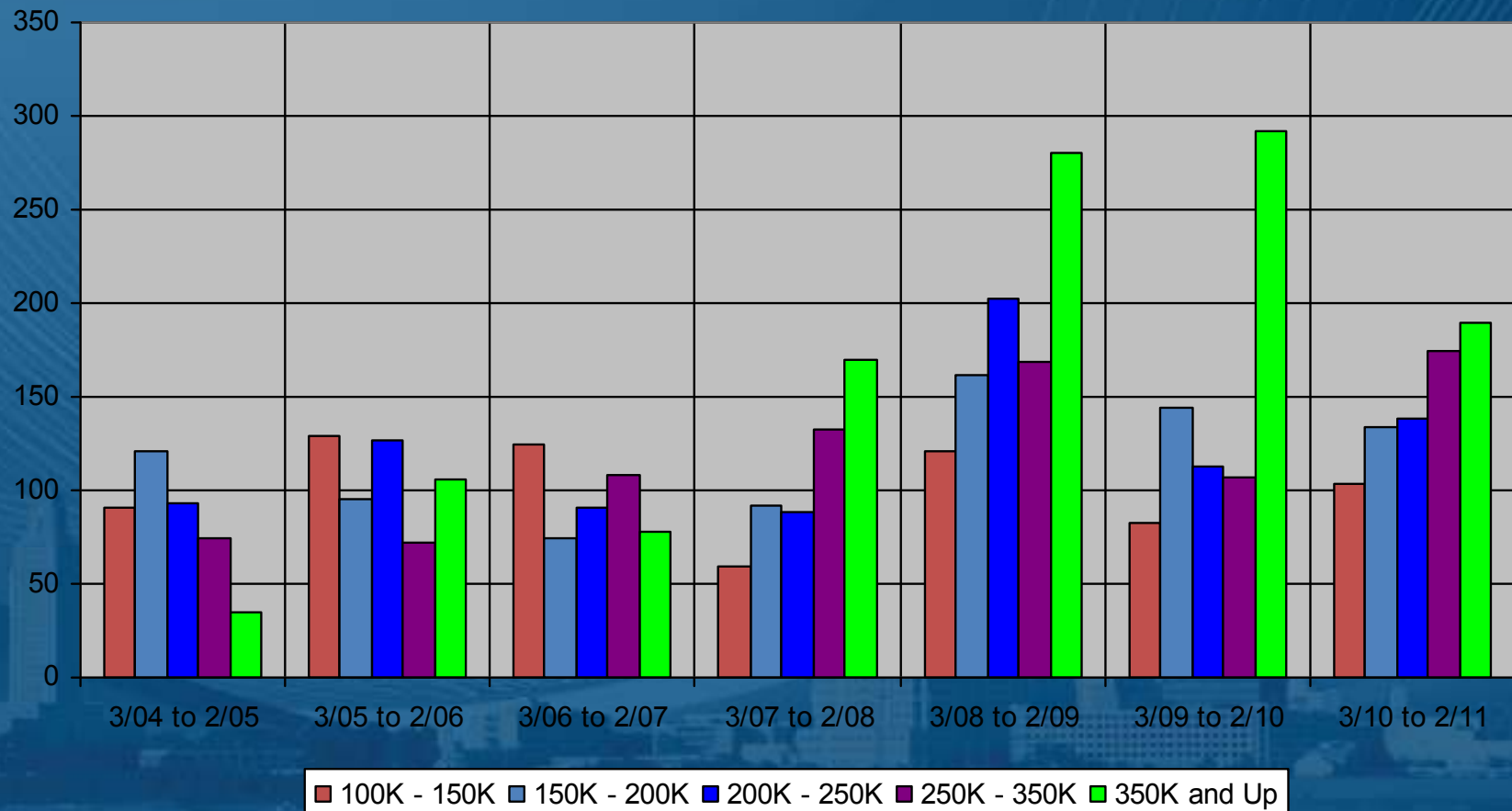






# Livingston Parish

## Average Days on Market for New Homes



# Livingston New Homes

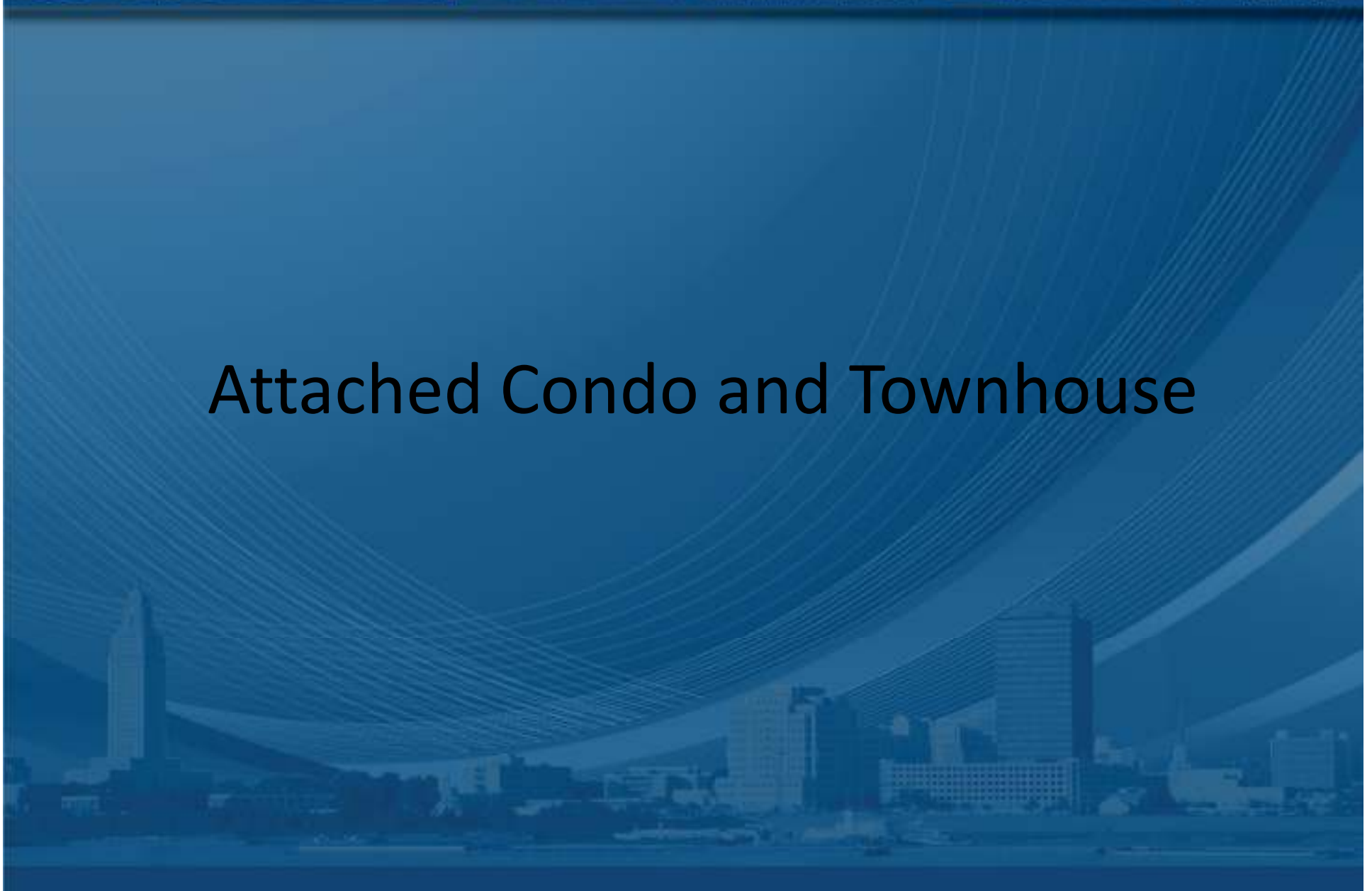
<b>Subdivision</b>	<b>2009 Sales</b>	<b>Absorption Rate</b>	<b>Pending Sales</b>	<b>Current Inventory</b>	<b>Months Supply</b>	<b>Unit Sales Cum %</b>	<b>Average Price</b>	<b>Average \$/sq.ft.</b>
LAKE AT GRAYS CREEK	63	5.3	5	7	1.3	14.3%	\$ 142,655	\$ 101.69
LIVINGSTON TRACE	35	2.9	2.0	1	0.3	22.3%	\$ 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

# Livingston New Homes

<i>Subdivision</i>	<i>2010 Sales</i>	<i>Absorption Rate</i>	<i>Current Inventory</i>	<i>Pending Sales</i>	<i>Months Supply</i>	<i>Unit Sales Cum %</i>	<i>Average Price</i>	<i>Average \$/sq.ft.</i>
LAKE AT GRAYS CREEK	30	2.5	2	1	0.8	8.0%	\$ 142,584	\$ 103.31
JUBAN PARC	29	2.4	8	1	3.3	15.8%	\$ 158,645	\$ 102.35
SOUTH HAVEN	27	2.3	3	4	1.3	23.0%	\$ 169,024	\$ 94.79
PINE MEADOWS	22	1.8	5	2	2.7	28.9%	\$ 135,120	\$ 96.69
WOODLAND CROSSING	20	1.7	11	8	6.6	34.2%	\$ 149,881	\$ 95.89
GRAYS CREEK	20	1.7	6	0	3.6	39.6%	\$ 208,091	\$ 104.09
QUAIL CREEK	19	1.6	6	4	3.8	44.7%	\$ 123,718	\$ 96.15
LAKESIDE ESTATES	14	1.2	7	3	6.0	48.4%	\$ 150,770	\$ 99.57
MEADOWLAKE	12	1.0	4	0	4.0	51.6%	\$ 119,608	\$ 100.45
DEER CROSSING	11	0.9	2	1	2.2	54.5%	\$ 140,364	\$ 104.66
CREEKSIDE ESTATES	10	0.8	1	2	1.2	57.2%	\$ 204,880	\$ 105.04
DUFF VILLAGE	9	0.8	4	0	5.3	59.6%	\$ 140,656	\$ 105.99
BAYOU VISTA ESTATES	9	0.8	11	1	14.7	62.0%	\$ 127,634	\$ 94.79
SEIGLE VILLAGE	8	0.7	2	0	3.0	64.2%	\$ 143,513	\$ 98.60
COLLINS PLACE	8	0.7	1	1	1.5	66.3%	\$ 244,300	\$ 112.37
SPRINGFIELD PLACE	8	0.7	0	0	-	68.4%	\$ 158,300	\$ 112.54
GARDENS AT CROSS CREEK	8	0.7	4	2	6.0	70.6%	\$ 157,436	\$ 112.81
AUTUMN RUN	8	0.7	6	0	9.0	72.7%	\$ 164,488	\$ 100.51
PLANTATION LAKE	7	0.6	3	0	5.1	74.6%	\$ 274,500	\$ 126.49
RURAL TRACT (NO SUBD)	7	0.6	7	1	12.0	76.5%	\$ 131,514	\$ 95.94
ARBOR WALK	7	0.6	0	0	-	78.3%	\$ 158,249	\$ 94.67
WYNDHAM ESTATES	6	0.5	2	0	4.0	79.9%	\$ 133,214	\$ 99.32



# Attached Condo and Townhouse



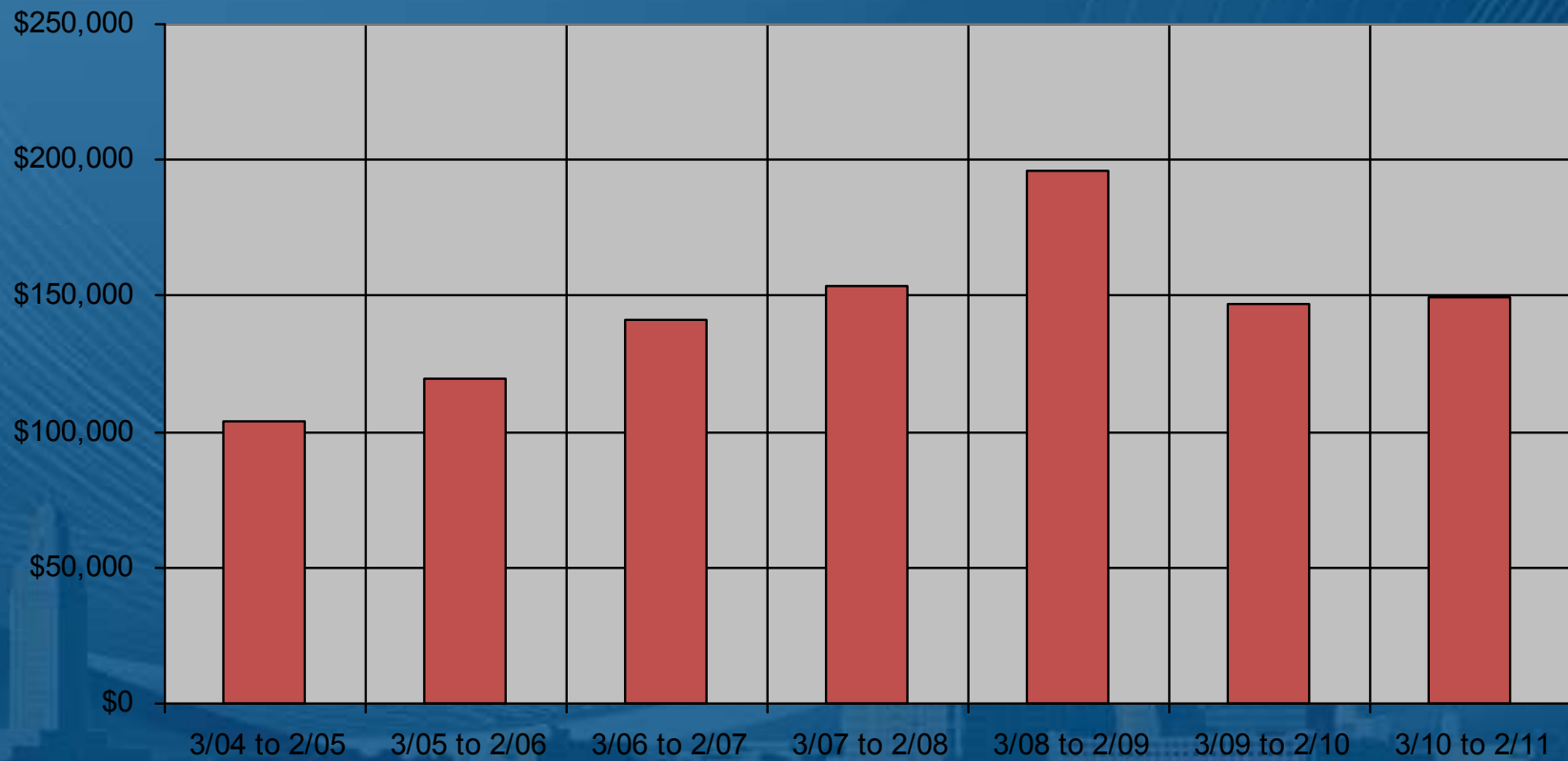


# Greater Baton Rouge MLS Area Average Sales Price of Attached Homes

<b>Year</b>	<b>Total Number Of Sales</b>	<b>% Change</b>	<b>Average Sale Price</b>	<b>% Change</b>
3/2004 to 2/2005	685		\$104,151	
3/2005 to 2/2006	1,248	82.19%	\$119,704	14.93%
3/2006 to 2/2007	1,330	6.57%	\$140,938	17.74%
3/2007 to 2/2008	1,245	-6.39%	\$153,562	8.96%
3/2008 to 2/2009	872	-29.96%	\$196,421	27.91%
3/2009 to 2/2010	650	-25.46%	\$146,988	-25.17%
3/2010 to 2/2011	503	-22.62%	\$149,214	1.51%



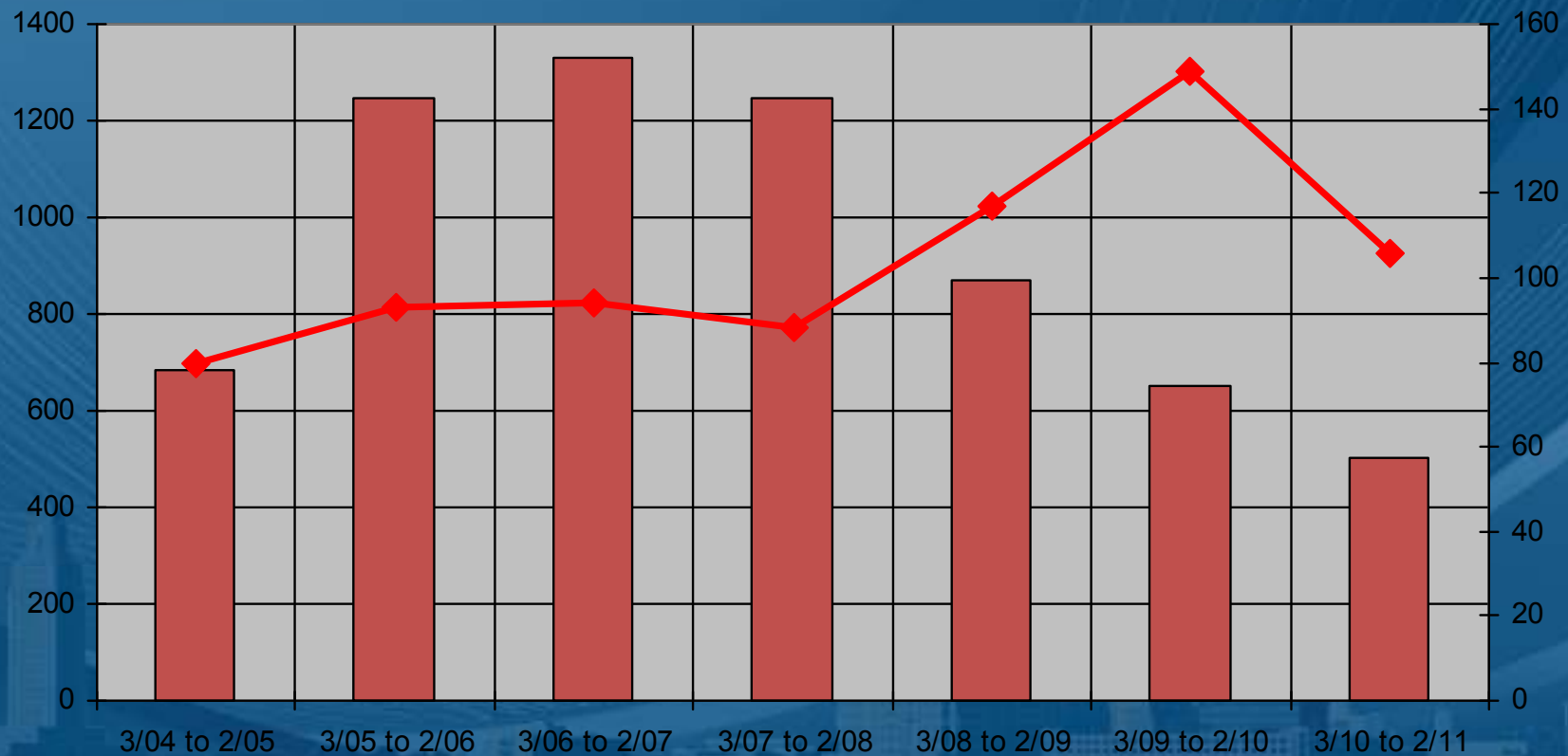
# Greater Baton Rouge MLS Area Average Sales Price of Attached Homes



■ Average Sales Price



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



■ Total Number of Sales ◆ Average Days on Market

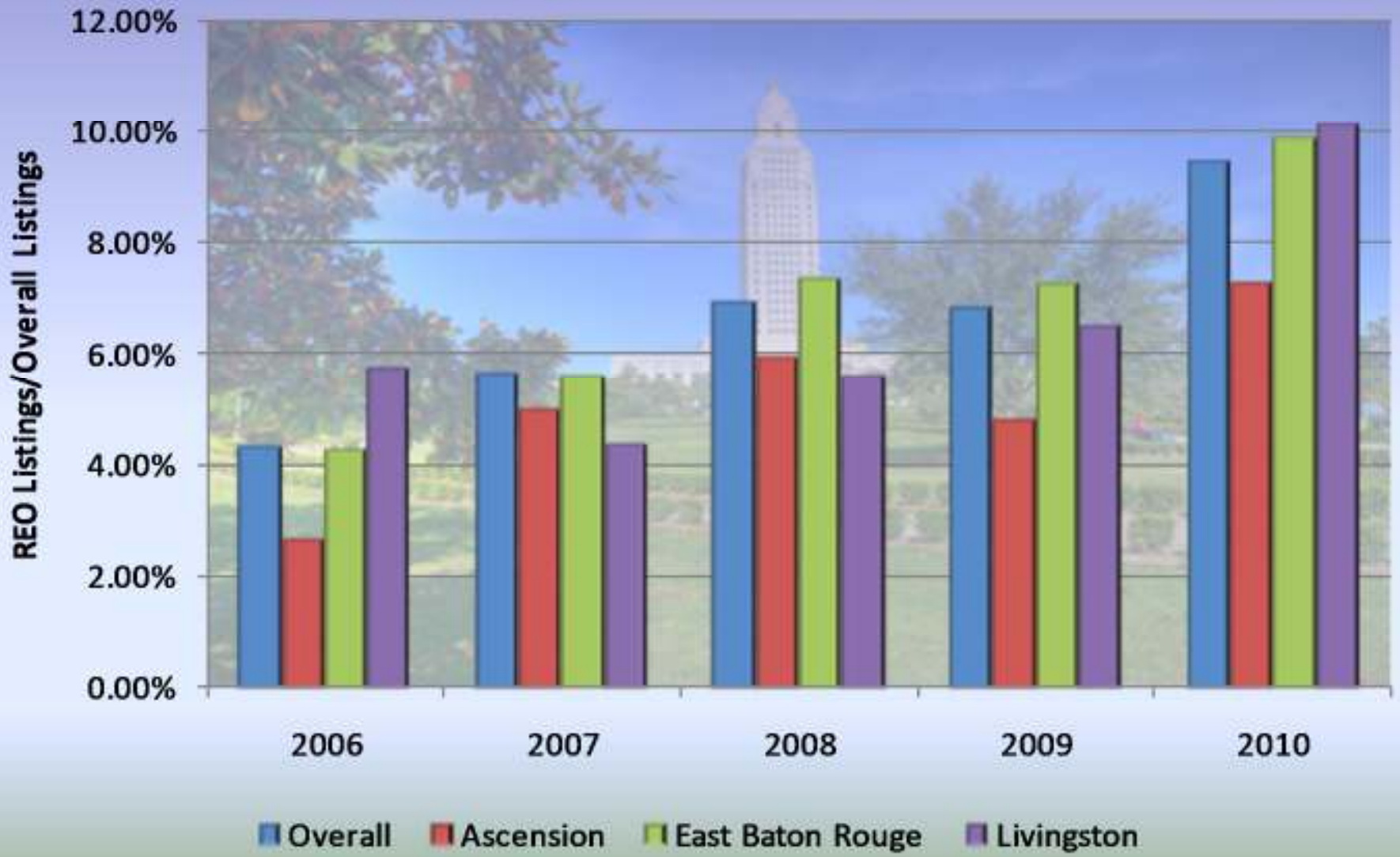


# Bank Owned Listings





# GBRAR MLS REO Analysis





# Bulk Lot Sales





# East Baton Rouge Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Windsor Place</b>					
02/02/10	Walter R Bankston & Associates, Inc	DSL D, LLC	\$830,000	20	\$41,500
03/10/10	Advanced Services, Inc	DSL D, LLC	\$186,000	4	\$46,500
05/26/10	Walter R Bankston & Associates, Inc	DSL D, LLC	\$871,500	21	\$41,500
09/30/10	Walter R Bankston & Associates, Inc	DSL D, LLC	\$622,500	15	\$41,500
<b>Morgan Springs</b>					
01/26/10	Morgan Springs, LLC	DSL D, LLC	\$595,000	17	\$35,000
<b>Village Lakes</b>					
04/30/10	Titan Development Holdings, LLC	Gafford Builders, Inc.	\$543,000	10	\$54,300
<b>Mallard Crossing</b>					
07/09/10	Montrachet Development, LLC	D R Horton, Inc., Gulf Coast	\$450,000	10	\$45,000
<b>Burlington Lakes</b>					
01/12/11	Acadian Development Central, LLC	Dunbar Construction, LLC	\$430,000	10	\$43,000
01/27/11	Acadian Development Central, LLC	Gafford Builders, Inc	\$218,500	5	\$43,700
01/27/11	Acadian Development Central, LLC	Rabalais Homes, LLC	\$434,000	10	\$43,400



# Ascension Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Keystone of Galvez</b>		Nominal Lot Sizes: Large Lots 75'-80' x 140'-195' Small Lots 50'-60' x 140'			
06/30/10	Keystone of Galvez, LLC	A T Management Company, LLC	\$1,540,000	44	\$35,000
09/17/10	Keystone of Galvez, LLC	A T Management Company, LLC	\$1,190,000	34	\$35,000
11/10/10	A T Management Company, LLC	DSL D, LLC	\$395,870	10	\$39,587
<b>Carrington Court</b>		Nominal Lot Size: 50'x120'			
03/09/10	Carrington Court Subdivision, LLC	D R Horton, Inc., Gulf Coast	\$650,000	20	\$32,500
<b>Prairie Village Acres</b>		Nominal Lot Size: 62'x119'			
04/01/10	First National Bank USA	D R Horton, Inc., Gulf Coast	\$962,500	35	\$27,500
<b>The Sanctuary</b>		Nominal Lot Size: 70'x158'			
07/20/10	The Sanctuary of Ascension, LLC	DSL D, LLC	\$910,000	26	\$35,000
<b>The Crossing</b>		Nominal Lot Size: 80'x150'			
07/22/10	Manchac Harbor Partners, LLC	DSL D, LLC	\$1,680,000	42	\$40,000
<b>Lake Summerset</b>					
11/10/10	A T Management Company, LLC	DSL D, LLC	\$409,000	10	\$40,900



# Livingston Parish Bulk Lot Sales

Date	Vendor	Vendee	Sale Price	Number of Lots	Price Per Lot
<b>Woodland Crossing</b>		Nominal Lot Size: 60' x 150'			
06/16/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$493,000	17	\$29,000
03/10/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$29,964	1	\$29,964
02/17/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$89,612	3	\$29,871
02/03/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$119,240	4	\$29,810
01/27/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$148,894	5	\$29,779
01/15/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$29,715	1	\$29,715
01/14/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$89,146	3	\$29,715
10/14/10	BDMF, LLC	D R Horton, Inc. - Gulf Coast	\$87,937	3	\$29,312
<b>Plantation Lake</b>		Nominal Lot Size: 75' x 140'			
12/27/10	Plantation Lake, LLC	Crest Construction, Inc	\$412,500	11	\$37,500
<b>Stone Hill</b>		Nominal Lot Size: 80' x 180'			
03/18/10	Paragon Building & Construction, Inc.	A T Management Company, LLC	\$401,775	15	\$26,785
07/20/10	Paragon Building & Construction, Inc.	A T Management Company, LLC	\$245,250	9	\$27,250
<b>Lakes at Meadowbrook</b>		Nominal Lot Sizes: 75' x 150' and 50' x 100'			
10/11/10	Meadowbrook Development, LLC	SQC, LLC	\$213,000	6	\$35,500
11/10/10	Meadowbrook Development, LLC	DSL D, LLC	\$213,000	6	\$35,500
12/13/10	Meadowbrook Development, LLC	DSL D, LLC	\$213,000	6	\$35,500



# NEW DEVELOPMENT





## Perkins Lane

- Dantin Bruce Development
- Perkins Road Between Lee and Stanford
- 21 / Townhouse 4 / Live / Work units
- Total Homes 25
- Available 25
- Reservations 4 (contact list of 45)
- 1700 to 2500 square feet
- \$375,000 to \$550,000
- Traffic light access, Gated Community with alleys, Courtyards with outdoor grills, Front raised porches



## THE DEVELOPMENT



The present zoning of the property is A-1 with an approved Special Planned Unit Development (SPUD) of 25 units. A-1 zoning allows for 4.1 homes per acre. Under this Approved SPUD, Perkins Lane Development would consist of a 25 lot, one road / single entrance development with 21 townhome lots and 4 Live/Work units.

Danlin Bruce Development believes that the 4-acre tract on Perkins Road is worthy of more than a Traditional Neighborhood Development (TND). When the opportunity was presented to develop the property, the majestic live oak trees and premier location were a perfect fit for a prime in-fill development. We are proposing a 25-unit development averaging approximately 1,200 square feet each, sale price starting at \$220 square feet.

Area A	30'x30'	1500sf	4 lots
Area B	25'x120'	3000sf	9 lots
Area C	35'x40'	3250sf	10 lots
Area D	32'x95'	4800sf	2 lots



Perkins Lane, Danlin Bruce Community  
 Danlin Bruce Development-Bruce Group, LLC  
 04/09/04 01-July 1, 2010  
 ©2010 Perkins Lane, LLC All rights reserved





**Perkins Lane : Lot 2**  
 012 5 10 ft. 03.16.11  
 1720 sq.Ft.



**Perkins Lane : Lot 1**

012 5 10 ft. 03.16.11

2464 sq. Ft.



# Jamestown

- |                          |     |                     |    |
|--------------------------|-----|---------------------|----|
| • 2011 Villas Town Homes |     | • 2010 Summary      |    |
| • Phase 1                | 25  | • Phase 1           | 83 |
| • Sold                   | 23  | • Sold              | 81 |
| • Remaining              | 2   | • Remaining         | 2  |
| • Phase 2                | 34  | • Phase III         | 65 |
| • Presold                | 25  | • Pending           | 14 |
| • Remaining              | 14* | • Available         | 51 |
| • *waiting on DPW        |     | • Villas 0 Lot line | 25 |
|                          |     | • Reserved          | 14 |
|                          |     | • Remaining         | 11 |



## Jamestown at Old Perkins Development





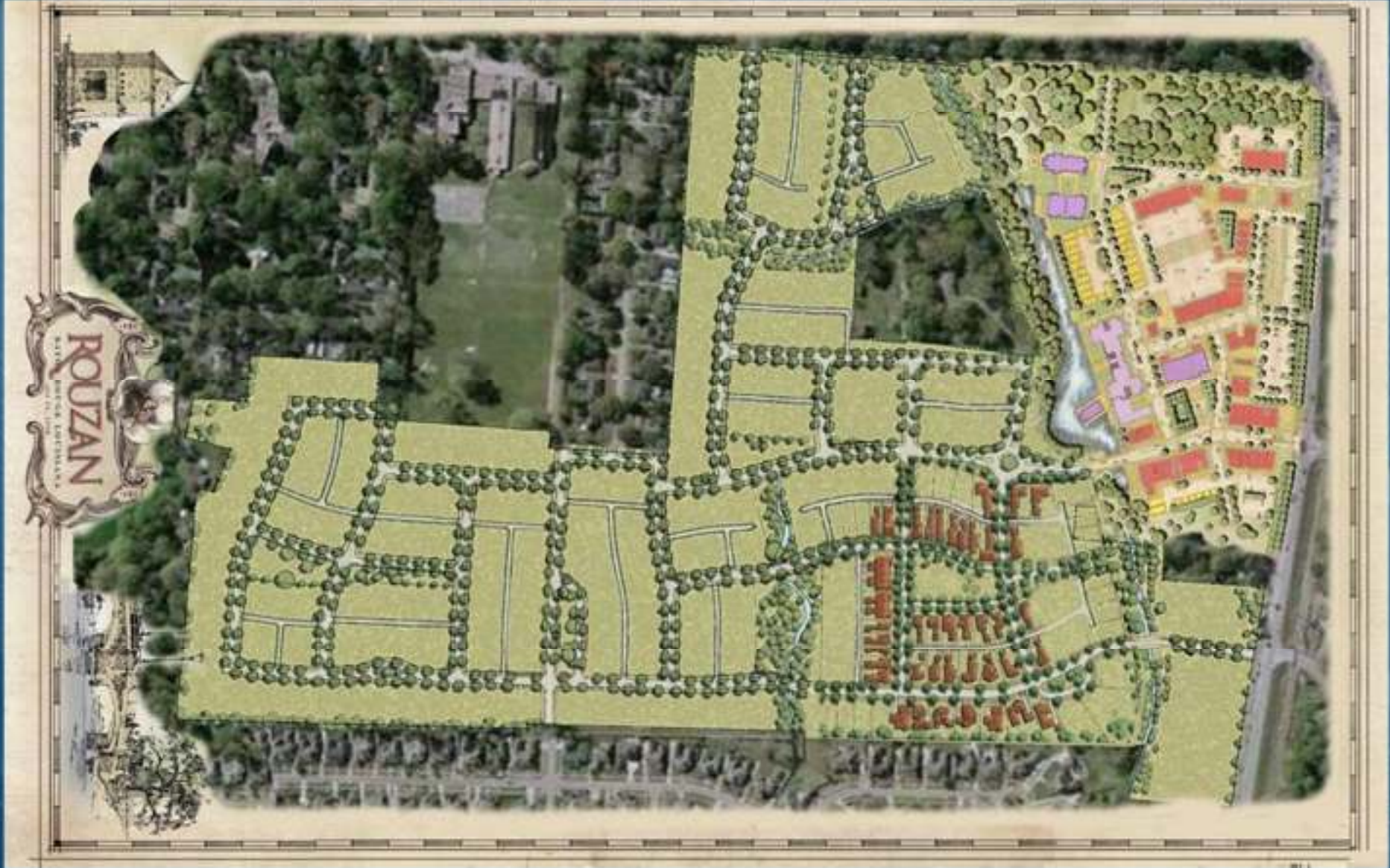
## Status of Rouzan 2010

- 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 III now heading project



# Status of Rouzan 2011

- Plans for Library at DPW for approval
- Construction of Library scheduled for July 11
- Main Entrance from Perkins Road to begin in July 11
- First Phase 26 lots 20' to 50' wide
  - Sold 12
  - Remaining 14
  - Lot Price \$90,000 to \$225,000
  - Home Price \$380,000 to \$850,000
  - Phase II 10 lots in 120 days
  - Tommy Spinoso III now heading project







## Lexington Estates

- Nicholson Drive South of Bluebonnet
- Beginning Next Phase proposed 24 lots
- Mix of alley access and standard Lots
- Lot Prices
- Only 13 approved because of US Core
- Prior to Core issues, 14 of the 24 were presold
- Currently 9 committed
- Most demand according to developer 65' alley access





**SPONSOR FEES PART ONE LOTS**

-  Minimum Lot Size 60' x 140'
-  Minimum Lot Size 80' x 160'
-  Minimum Lot Size 90' x 200'

**PHASE ONE AVAILABLE LOTS**

-  Minimum Lot Size 80' x 204'



**STB GROUP, LLC**  
GROUP BY DESIGN  
FOR ALL THINGS RESIDENTIAL AND COMMERCIAL

*Lexington Estates*



*Second Filing Phase Two -A & B*

Lexington Land Development, LLC  
 Sales Contact: Greg Flores  
 Phone: 225-757-0250 or 225-413-7286  
 email: greg@floresconstruction.com

**RESIDENTIALBR.COM**  
A one stop for all residential companies 225.757.8250



## Lexington PUD

- 77 acres including a 9 acre Lake
- 12 of the 77 acres zoned for Commercial
- 55 acres Developed for Residential
- Potential Density 550 units
- Probably 300 units developed
- Mixed: DSF, ASF, Zero lot line Garden Homes
- Plan allows residence to walk from the rear of the project to the commercial use almost entirely along parks and walking trails





## Pelican Crossing Phase II & III

- Hwy 44 in Ascension Across from Pelican Point
- 100 acres with 16.18 acre Lake
- 126 lots in Phase II 71 lots closed or pending
- Lot Prices \$40K to \$65K (Lake lots and Estate Lots)
- Home Prices \$230K to \$350K
- Home Size 1800 to 2300 square feet
- Club House / Cabana Family Pool



**VICINITY MAP**  
SCALE 1" = 100'

**SITE DATA**

TOTAL LOTS (MIN TO MAX)	200
TOTAL AREA	99 +/- Ac.
GROSS DENSITY	2.182 Units/Acre

NOTES:  
 1. The conceptual site plan and all configurations illustrated are for planning and discussion purposes only. Conditions are subject to change without notice. Further approval for zoning and other permits and final engineering design.

FEBRUARY 27, 2009



# PELICAN CROSSING-SECOND FILING

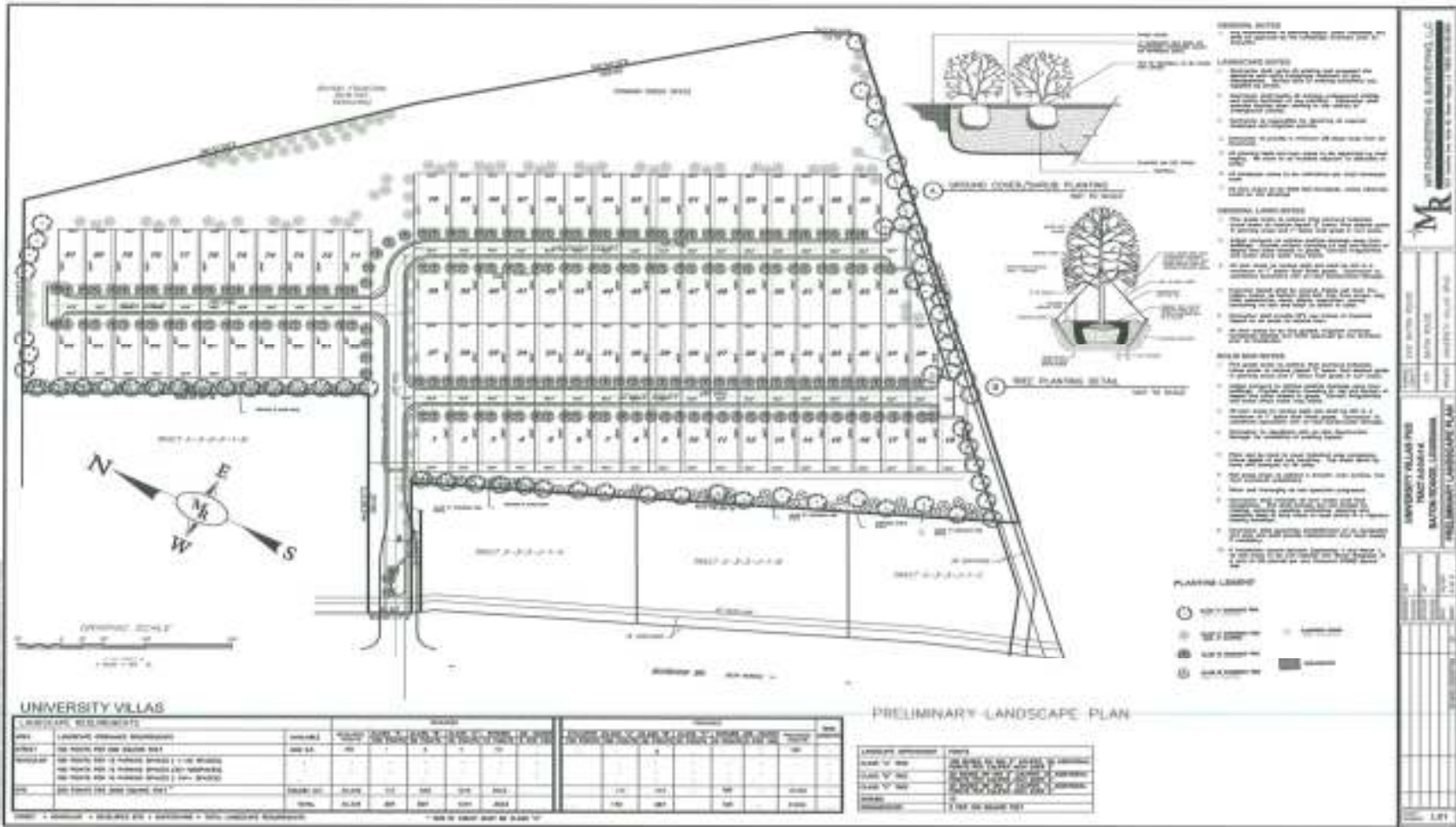
## GEISMAR, LOUISIANA





## University Villas

- Burbank Blvd Near Bluebonnet Blvd
- 17 acres
- 92 Lots
- Lot Size 40 X 120 Zero Lot Line Concept
- Lot Prices \$50K to \$55K
- Home Prices \$215K to \$230K
- Home Size 1500 to 1900 square feet
- No clubhouse or pool



**MR**  
MR ENGINEERING & SURVEYING, LLC  
1000 W. 10th Street, Suite 100, Oklahoma City, Oklahoma 73106  
Tel: (405) 521-1111  
Fax: (405) 521-1112  
www.mrengineering.com

**UNIVERSITY VILLAS PHASE 1  
TOWNHOMES  
LANDSCAPE PLAN**

DATE: 10/15/2014  
PROJECT: UNIVERSITY VILLAS PHASE 1  
DRAWN BY: J. WILSON  
CHECKED BY: M. WILSON  
SCALE: AS SHOWN  
SHEET NO.: 1.01  
TOTAL SHEETS: 1.01



Project Name	
Client	
Address	
City	
State	
Zip	
Phone	
Fax	
E-mail	
Architect	
Engineer	
Interior Designer	
Contractor	
Start Date	
Completion Date	



**MR**  
MR ENGINEERING & SURVEYING, LLC  
10000 N. 10th St., Suite 100, Scottsdale, AZ 85258

Project Name	UNIVERSITY VILLAGE PUE
Client	TRUST ALASKA
Address	8400 N. 10th St., Suite 100, Scottsdale, AZ 85258
City	SCOTTSDALE, AZ
State	AZ
Zip	85258
Phone	(480) 344-1111
Fax	(480) 344-1112
E-mail	info@mr-engineering.com
Architect	MR ENGINEERING & SURVEYING, LLC
Engineer	MR ENGINEERING & SURVEYING, LLC
Interior Designer	MR ENGINEERING & SURVEYING, LLC
Contractor	MR ENGINEERING & SURVEYING, LLC
Start Date	01/15/2010
Completion Date	03/15/2010





# Village at Magnolia Square

- 2011 Summary
  - Phase 1 59
  - Sold 31
  - Remaining 28
  - 16 homes completed in 2010
  - Phase II (completed end of April)
    - 24 lake lots
    - 10 presold
    - 2 outparcels under contract for a restaurant and owner user office
    - Phase III in Fall larger lots
- 2010 Summary
  - Phase 1 59
  - Sold 9
  - Pending Sales 4
  - Remaining 46
  - Close to signing a lease with a New Orleans Restaurant and were negotiating with two Coffee shops and a grocery store for the village market





# Showcase Homes Magnolia Square





# Showcase Homes Magnolia Square





# Longwood Village

- John Fetzer and Mike Wampold
- Accessed off Selene Parkway which will intersect Bluebonnet
- Original PUD approved in 2007 for 1650 homes
- Planning Commission Hearing April 25<sup>th</sup>, 2011 Phase I
- Turn Dirt in 3 to 6 months if approved
- Total Development is 1090 homes, 590 apts, 750K Retail, 410K Office
- First Phase is 95 acres with 394 homes
- Lots are 45 / 50 feet with rear alleys and 60' "Drive-up" also 25' Townhouse lots
- Home prices will range from \$280K to \$340K
- Club House/ Fitness Center Amenities completed in Phase I of the Development
- Parks and Lakes and walking Trails will be constructed throughout



All dimensions shown are approximate and subject to change without notice. © 2011 LTK Architects, Inc.



Site Plan Schedule

Phase	Item	Start	End	Duration	Notes
Phase I	Site Work	1/15/11	2/15/11	1 month	
	Foundation	2/15/11	3/15/11	1 month	
	Structure	3/15/11	5/15/11	2 months	
	Interior/Exterior	5/15/11	7/15/11	2 months	
Phase II	Site Work	3/15/11	4/15/11	1 month	
	Foundation	4/15/11	5/15/11	1 month	
	Structure	5/15/11	7/15/11	2 months	
	Interior/Exterior	7/15/11	9/15/11	2 months	
Phase III	Site Work	5/15/11	6/15/11	1 month	
	Foundation	6/15/11	7/15/11	1 month	
	Structure	7/15/11	9/15/11	2 months	
	Interior/Exterior	9/15/11	11/15/11	2 months	
Total		1/15/11	11/15/11	10 months	



# THE VILLAGE OF LONGUE VUE

Baton Rouge, Louisiana  
February 11, 2011

BURTVILLE DEVELOPMENT, LLC

All dimensions shown are approximate and subject to change without notice. © 2011 LTK Architects, Inc.



# Long Farm

- Russell Mosely Developer
- Long Estate Property Airline, Jefferson, Baringer Foreman Roads
- First Phase of 64 lots front on Baringer Foreman
- The first filing will include a lake with walking trail, pool (with areas designated for children), pavilion with restrooms and an outdoor fireplace.
- Total lots proposed: 460 dsf
- Total lots first filing: 64 dsf ON LINE MID 2012
- Range of lot sizes: widths 46'-80'; lengths 110'-160'
- Range of lot prices: From \$56,000 to \$92,000
- Range of home sizes: Minimum 1800 sq. ft. on non-lake lots; Lake lots min. 2500 sq. ft; No max
- Range of home prices: Anticipated beginning at \$290,000; Most houses will likely fall in the \$350,000 range; No maximum.



  
**MASTER PLAN**

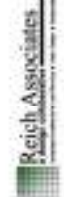


**LEGEND**

	EDGE LOTS
	COURTYARD/TOWNHOMES
	SINGLE FAMILY RESIDENCES
	ACTIVE ADULT/ASSISTED LIVING
	MIXED-USE
	RETAIL GROCERY STORE
	RETAIL/COMMERCIAL
	MIXED USE RETAIL/SINGLE FAMILY
	OFFICE/COMMERCIAL
	LOFTS
	HOTEL







**LONG FARM**  
BATON ROUGE, LOUISIANA



PROJECT NUMBER  
DATE  
SCALE  
SHEET TITLE  
**LANDSCAPE ORDINANCE PLAN**  
SHEET NO.  
**L 1.0**

1. THE LANDSCAPE ARCHITECT HAS CONDUCTED VISUAL ANALYSIS OF THE PROPOSED DEVELOPMENT AND HAS IDENTIFIED AREAS WHERE LANDSCAPE IMPROVEMENTS ARE REQUIRED TO MEET THE CITY OF BATON ROUGE LANDSCAPE ORDINANCE REQUIREMENTS. THE LANDSCAPE ARCHITECT HAS PROVIDED RECOMMENDATIONS FOR LANDSCAPE IMPROVEMENTS THAT WILL BE NECESSARY TO ACHIEVE COMPLIANCE WITH THE CITY OF BATON ROUGE LANDSCAPE ORDINANCE REQUIREMENTS. THE LANDSCAPE ARCHITECT HAS PROVIDED RECOMMENDATIONS FOR LANDSCAPE IMPROVEMENTS THAT WILL BE NECESSARY TO ACHIEVE COMPLIANCE WITH THE CITY OF BATON ROUGE LANDSCAPE ORDINANCE REQUIREMENTS. THE LANDSCAPE ARCHITECT HAS PROVIDED RECOMMENDATIONS FOR LANDSCAPE IMPROVEMENTS THAT WILL BE NECESSARY TO ACHIEVE COMPLIANCE WITH THE CITY OF BATON ROUGE LANDSCAPE ORDINANCE REQUIREMENTS.



**LANDSCAPE REQUIREMENTS AS SET FORTH IN THE AEC CODE, 129.3000**

**REQUIREMENTS**  
DEVELOPED SITE AREA:  
1,000 SQ. FT. OF DEVELOPED SITE AREA= 400 POINTS PER 1,000 SQ. FT. OF LAND POINTS.

**STREETSIDE PLANTING AREA:**  
BARINGER FOREMAN ROAD= 1120' LF (2X12)= 112000' + ONE ROW= 1000 POINTS  
FOR 1/2 HUNDRED (500) SQUARE FEET OR FRACTION THEREOF IS REQUIRED= 500 POINTS.

UNDEVELOPED AND OPENED AREA OF STREET SIDE PLANTING AREA= 10000'

**STREET TREE PLANTING:**  
ALL STREETS IN THE TRD SHALL HAVE STREET TREES ON AN AVERAGE OF 40' O.C. PLANTING 2700 LF OF STREETS= 60 STREET TREES= 6000 POINTS

**BUYER YARD SURROUNDING AREA:** ALL ADJACENT LAND IS EITHER UNDEVELOPED OR SAME LAND USE SOFT TRIMMED AREA VERIFIED (NO PLANTING ABOVE 12" IN SOFT TRIMMED)

**VEHICULAR USE AREA:** NO PARKING LOT= 100'

**CRUISE:**  
TREES BEING PRESERVED: 0 POINTS AS CREDIT

**PROPOSED PLANTING:**  
1" CLASS & STREET TREES (2" MIN CALIPER)= 4000 POINTS  
2" CLASS & STREET TREES (2" MIN CALIPER)= 8000 POINTS  
4" CLASS & STREET TREES (2" MIN CALIPER)= 16000 POINTS  
6" CLASS & DEVELOPED SITE TREES (2" MIN CALIPER)= 32000 POINTS  
8" CLASS & DEVELOPED SITE TREES (2" MIN CALIPER)= 64000 POINTS

**OPEN SPACE:**  
111,200' SQ. FEET WITHOUT LAND/222,400' SQ. FEET WITH LAKE AREA INCLUDED

NOTE: STREET PLANT SPEEDS AND PLANTING DENSITY TO BE PROVIDED ON FUTURE PLANTING PLAN. THIS DRAWING IS TO SHOW LANDSCAPE ORDINANCE COMPLIANCE ONLY.



# Americana Zachary

- Robert Daigle and Steve Oubre involved
- Near the intersection of Old Scenic Hwy and Church
- Turn Dirt in 3 to 6 months
- Revised Master Plan and Market Study
- First Phase 50 to 75 lots mix of uses
- First Phase will enter off Church Street and Include some commercial use, multifamily, potential Assisted Living
- Lot Prices: Not Available
- Home Prices: Not Available
- Phase I will include a significant amount of Common area amenities



# Americana Zachary





## Spanish Lakes

- Nicholson at Bayou Paul (where you turn to go to Roberto's)
- St Gabriel, Iberville Parish
- 58 acres / 159 total Lots 6.9 acre lake
- 40 Homes Closed or Pending
- Lot Size: 45' X 125'
- Lot Prices: \$39,900
- Home Prices: \$159,900 to \$199,900
- Home Sizes: 1311 sq ft to 1659 sq ft



 <b>MR</b> LAND MANAGEMENT & SURVEYING, LLC <small>1000 Highway 101, Suite 100, Metairie, LA 70002</small>	
PROJECT NO.	SPARSH LAKES
CLIENT	NICHOLSON INC. (LA HWY 26)
DATE	01/11/2011
SCALE	AS SHOWN
BY	MR. MICHAEL J. GIBSON
CHECKED BY	MR. MICHAEL J. GIBSON
DATE	01/11/2011
PROJECT	SITE: SPARSH LAKES

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# Stanford Oaks

- Bardwell Development
- Corner of Stanford and East Lakeshore
- Lower Density Saved 7 Live Oaks
- 14 lots 10 available
- Brick Sidewalks New Orleans Style Copper Lights
- Well landscaped generous green space near entrance
- Lot Size: 75' / 85' X 135' / 145'
- Lot Prices: \$250,000 to 395,000



## STANFORD OAKS

- 14 RESIDENTIAL LOTS
- LAYOUT CONSIDERS FAMILY PROPERTIES ALONG THE LAKES
- WALKING DISTANCE TO LSU WITH VIEWS OF UNIVERSITY LAKE
- PRESERVATION OF HISTORICAL CYPRESS AND LIVE OAK TREES THROUGHOUT THE SITE
- PARTIAL AREA ALONG STANFORD AVENUE WITH LANDSCAPING AND SEATING

purchase inquiries  
**Dorsey Peck** | RE/MAX Real  
 (504) 772-0777 cell  
 (504) 948-6888 home





# Predictions







# Predictions

- More of the same next year
- Lot sales will Continue to be Slow
- Home prices will remain fairly stable
- Inventory will not change dramatically as the sample shows  
927 new lots will be available by Trends next year
- Volume Builders will continue to dominate the market
- The small home builder will have trouble getting speculative construction financing
- Those lenders that are willing to do speculative construction will have strong demand but will be lonesome