



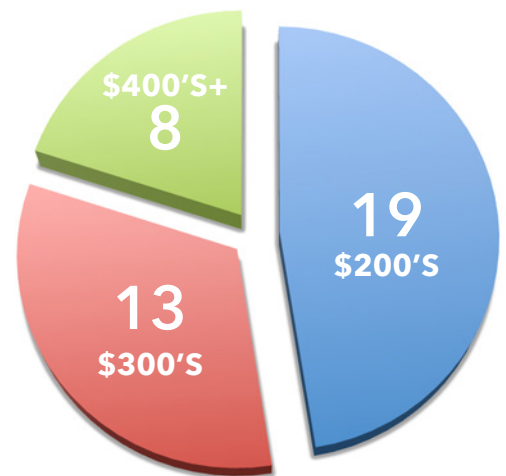
## Madisonville New Home Sales by Price

Second Quarter 2018

Chart data and analysis reported by Keller Analytics

Pass the word. We're still in a solid market! The Bedico Creek new home market continues to maintain its overall voracity. In St. Tammany, the news is in the under \$300,000 price point, which has been the most attractive for new construction for some time. The under \$300,000 market saw a decrease in sales and an increase in monthly supply from 1.62 in 2nd Q 2017 to 3.80 this past quarter. Despite these changes, the decrease in monthly supply is generally indicative of a healthy market, as long as sales don't continue to dip. Absorption rates of 6 months or less are generally considered by analysts as a healthy marketplace.

For builders (or owners) in the \$300's, there is a very low 2.79 months supply. In the \$500,000 plus price range, there's virtually nothing on the market. Act now to take advantage of gaps in the marketplace.



Bedico Creek

# MARKET NEWS

## St. Tammany Business News Bites

- A new DOTD project is proposed for I-12 (approximately 1.2 mile west of the LA 21 interchange east to the LA 59 interchange north of Mandeville). There are two travel lanes in both directions at present. This project would widen the existing pavement surface into the median and overlay existing lanes. It would also add auxiliary lanes from Pinnacle Parkway across the Tchefuncta River to US 190 and from US 190 to the LA 59 interchange. Strategic concrete median barriers would also be installed. The project proposal includes the widening and replacement of all bridges and overpasses. Any lane closures limiting traffic to less than two open lanes would occur at night and would not be continuous.
- It's a relatively simple idea known as an Incredible Edible project. Take an unused or unattractive piece of public land and plant fruit trees to provide free food. An unsightly median along eight-blocks of Marigny Avenue in Old Mandeville will be planted with a variety of fruit trees. The harvest will be made available to the public (and possibly local food banks). Good going, Mandeville!
- St. Anselm Catholic Church in Madisonville hopes to demolish three buildings on its property and erect an approximately 23,000 square foot, multi-purpose structure adjacent to the existing church. The new building would add about 7,000 square feet of space (including in-structure parking). If approved by local authorities, the \$68 million project would begin in 2020.



## 2018 BEDICO CREEK HOME SALES

Price Per Square Foot by Neighborhood\*

First & Second Quarters 2018

*Data reported by the Bedico Creek sales team*

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Manors	1	Unavailable	\$700,000	Unavailable
Estates	2	3,086	\$597,500	\$154.68
Preserve	4	2,637	\$421,975	\$160.12
LakeView	3	2,831	\$422,600	\$155.34
Heron Lake	5	2,624	\$408,360	\$155.37
Longview	3	2,493	\$386,667	\$154.87
Cypress Bend	6	2,244	\$341,527	\$152.97
Cypress Crossing	4	2,196	\$332,100	\$151.19
Garden/Courtyard	2	1,835	\$289,000	\$158.04
Deer Trail	12	2,032	\$273,082	\$134.04
Deer Park	2	1,946	\$255,500	\$131.29

Total Homes Sold

44

*\*Totals do not include custom homes currently under construction for individual buyers or lot sales in the community. Second quarter data may be incomplete from some sources and resales may be included.*





# BEDICO CREEK

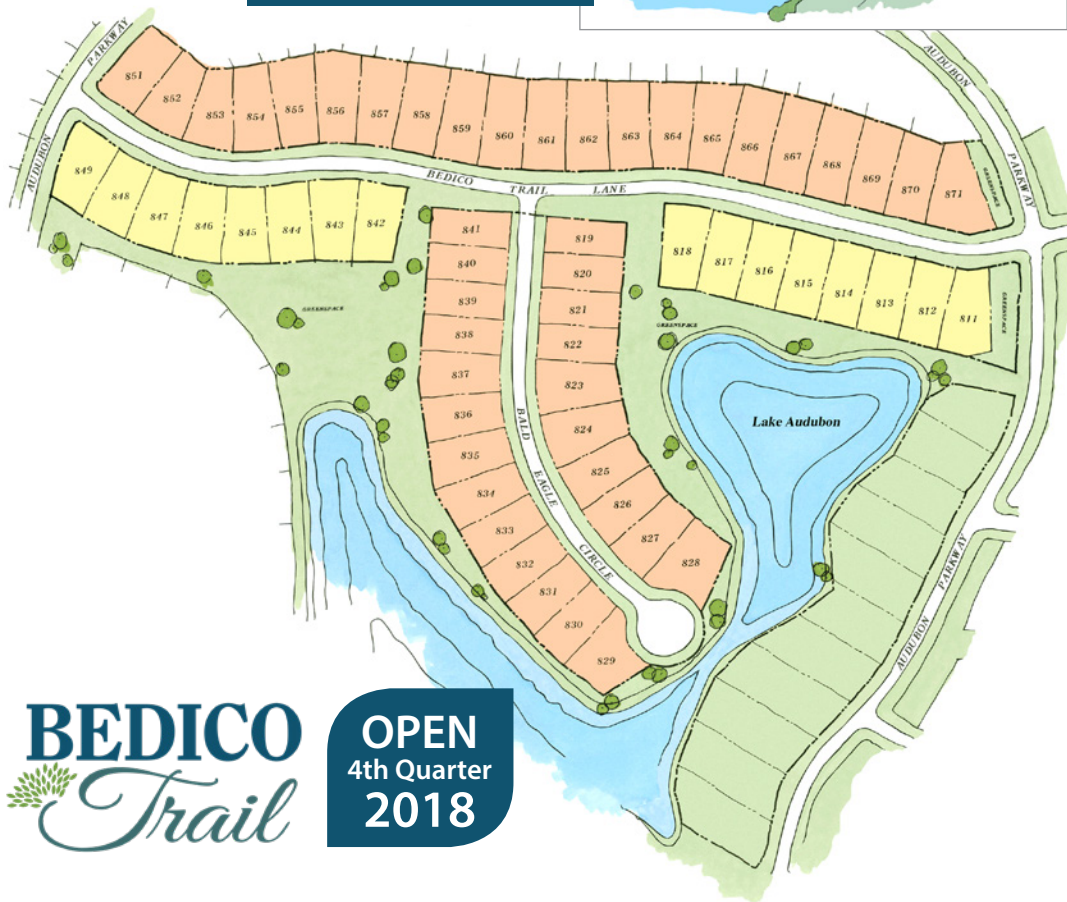
## New Neighborhoods in 2018

In response to the rising demand for lots, two new neighborhoods are coming online this year.

**ESTATES II** is now complete and on the market. Most lots face Heron or Live Oak Lake. Many back to green space/wooden buffers with direct access to the 200 acres of green space and 3.5 mile walking trail. These lots are approximately 14,000 - 22,000 square feet and range from the \$80's - \$100's (minimum 2,500 sq. ft. living required).



## Estates II



**BEDICO**  
*Trail*

**OPEN**  
4th Quarter  
**2018**

**BEDICO TRAIL** is set for completion by year's end and will offer lots in the 9,000 - 10,000 sq. ft. range. Many lots back to green space with lake views. Pre-sales have now begun for this neighborhood located just seconds from the recently completed second pool, pavilion and splash pad. Lot pricing begins in the \$60-\$70's (minimum living requirement of 2,000).

**Contact us at 985-845-1988**

for more information on current close out specials and  
pre-development incentive pricing for existing neighborhoods.  
Golf Cart tours are available by appointment Wednesday through Sunday.



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## MARKET TRENDS

### When Homes Sell Quickly

**Woohoo, Sellers!** This is great news for you. Homes are moving quickly and in many markets there are fewer homes listed.

Quick sales can eliminate a lot of pressure from your upcoming move, especially when you have the opportunity to negotiate the sales timeline and still get the price you need for your home.

**Get Ready, Buyers!** Right now you should be prepared to move quickly and compete for the home you want.

It's also important to be clear about exactly what you want. Sit down ahead of time to agree with your spouse or significant other about important must-haves. This will narrow the search effort for your Realtor and save your time by only looking at properties you'll be interested in.

If you're buying, definitely prepare your finances ahead of time. At the very least, get pre-approved for a fixed-rate mortgage and be ready to put down a 10-20% down payment if at all possible. First, it will show sellers you're a serious buyer. Second, that down payment will save you money

over the life of your loan, get better rates and give you more offers to choose from. If you can't afford a down payment, getting pre-approved will clarify exactly what you can afford.

Don't overlook the value of a written letter to the seller with your offer. Sometimes, in a tight market, sellers will choose your offer over similar ones because they feel they know you. Include things you love about their home and a little bit about you and your family. Why you're buying.

Realtors operate in the market every day. In a tight market, it's doubly important to choose one with the experience to work through complex details, who stays on top of the sale and who has a great reputation for follow-through. You're looking for a great communicator who responds quickly to your emails, texts and calls. No one wants to miss a home because their Realtor doesn't respond quickly enough.

Be prepared. Know what you want. Make a personal touch with the seller. Work with professionals. Get the home you want, even in today's tight marketplace.

### Want to Sell or Move Up?

Our team of Bedico Creek neighborhood experts can help you sell your existing Bedico Creek home, too.

Contact us  
for pricing  
valuations  
and sales  
assistance.

## MADISONVILLE ABSORPTION BY PRICE RANGE

### 2ND QUARTER 2018

Data Supplied by Keller Analytics

PRICE RANGE	CURRENT LISTINGS		NUMBER SOLD		MONTHLY ABSORPTION		MONTHS SUPPLY	
	Active New Homes	Active Resales	Sold New Homes	Sold Resales	New Homes	Resale Homes	New Homes	Resale Homes
\$250,000-\$299,000	18	30	13	22	4.33	7.33	4.15	4.09
\$300,000-\$399,999	13	28	14	18	4.67	6.00	2.79	4.67
\$400,000-\$499,999	7	10	5	9	1.67	3.00	4.20	3.33
Over \$500,000	1	24	0	8	0	2.67	0	9.00
Total	39	92	32	57	10.67	19.00		

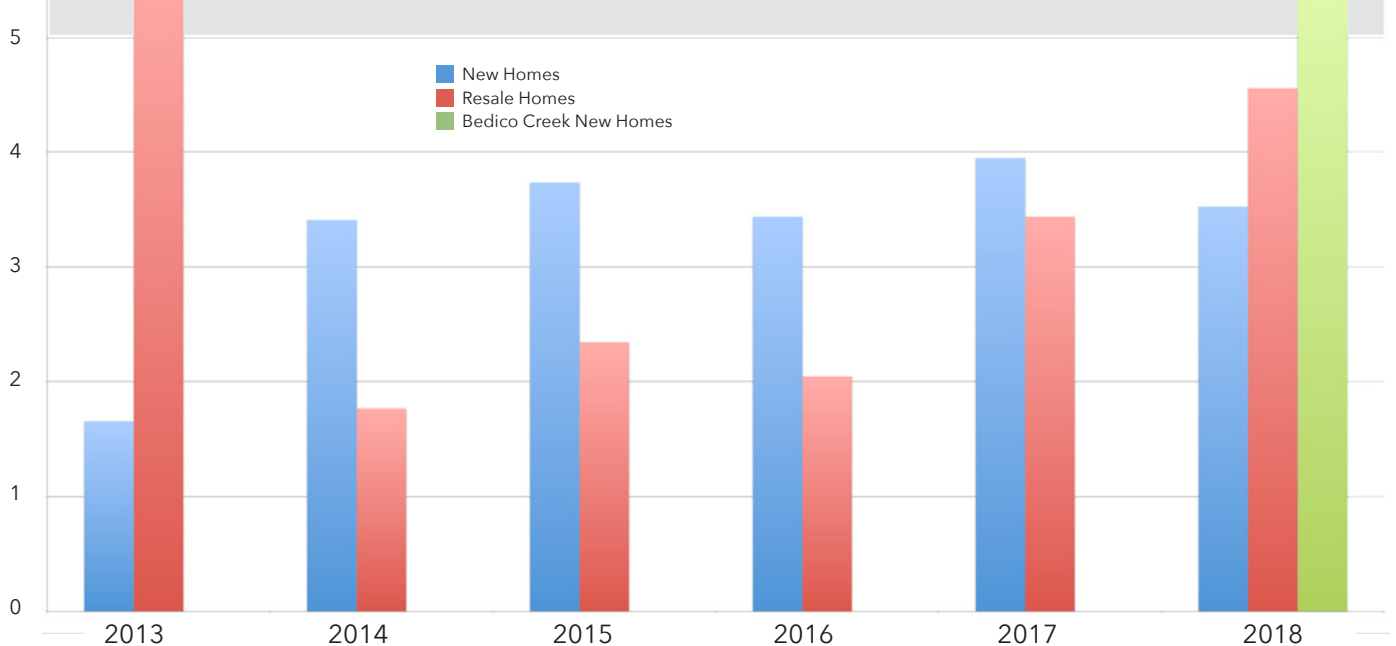
*The strongest price range is in the \$300's. Only a 2.79 month supply of new homes!*

## Madisonville Absorption Rates

Months Supply of Homes Available in the 2nd Quarter

Chart data reported by Keller Analytics and the Bedico Creek Sales Team

**Healthy Absorption Range is 5 to 7 Months**

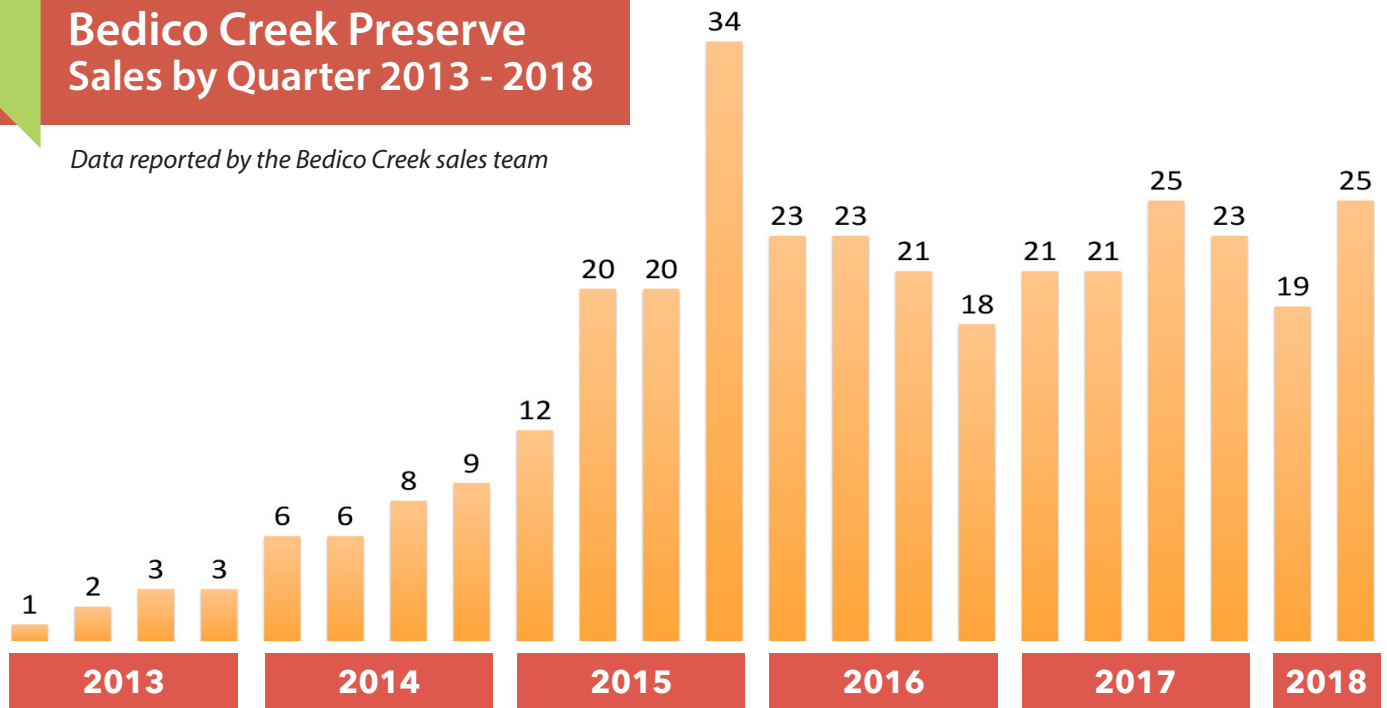


*New and resale absorption rates in Madisonville remains solid from 2017.*

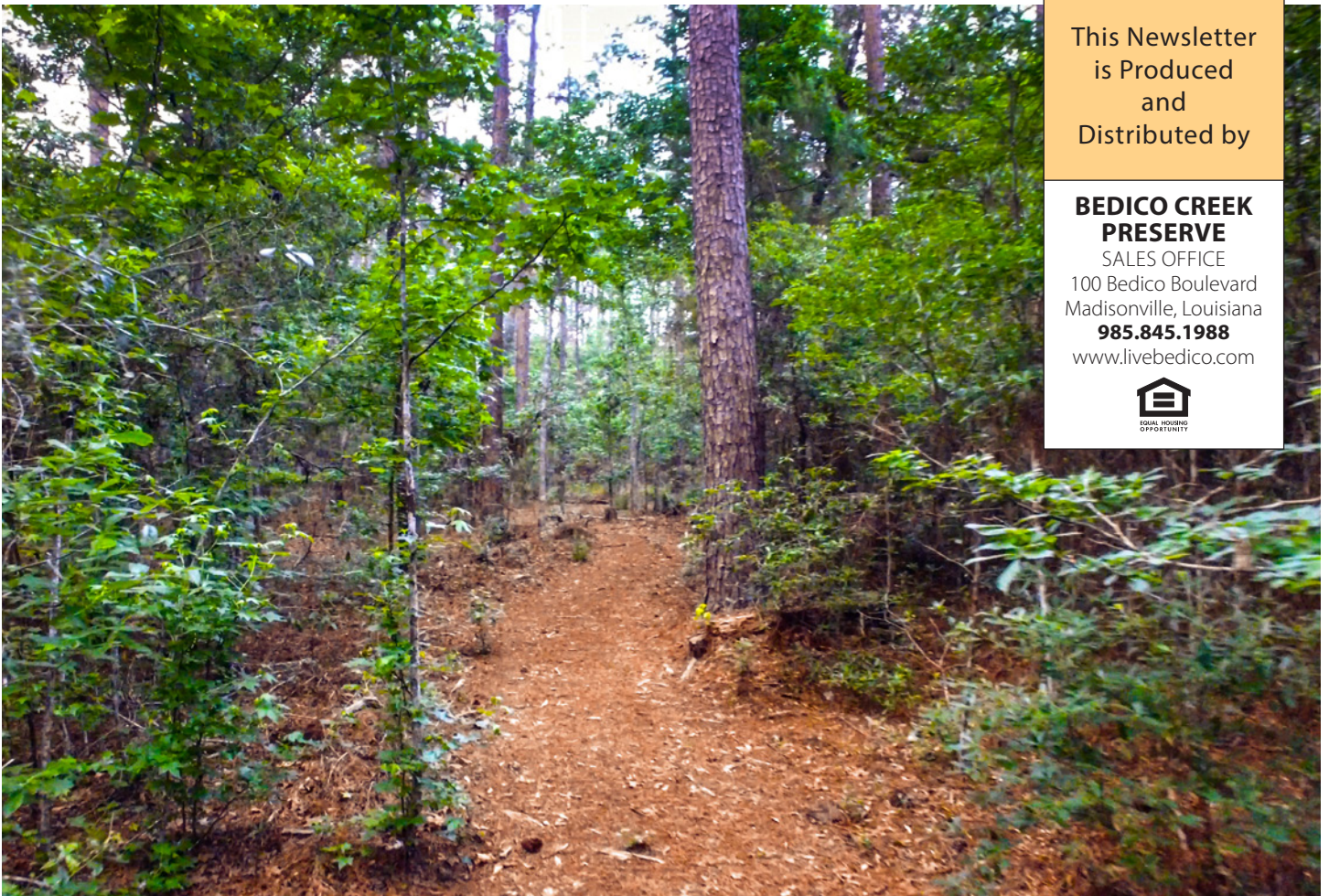


## Bedico Creek Preserve Sales by Quarter 2013 - 2018

*Data reported by the Bedico Creek sales team*



*BEDICO CREEK sales are looking great in 2nd Quarter 2018.*



This Newsletter  
is Produced  
and  
Distributed by

### **BEDICO CREEK PRESERVE**

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OPPORTUNITY