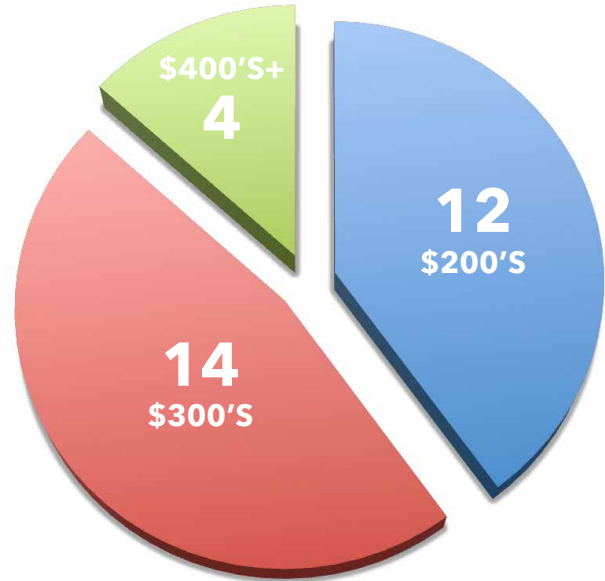
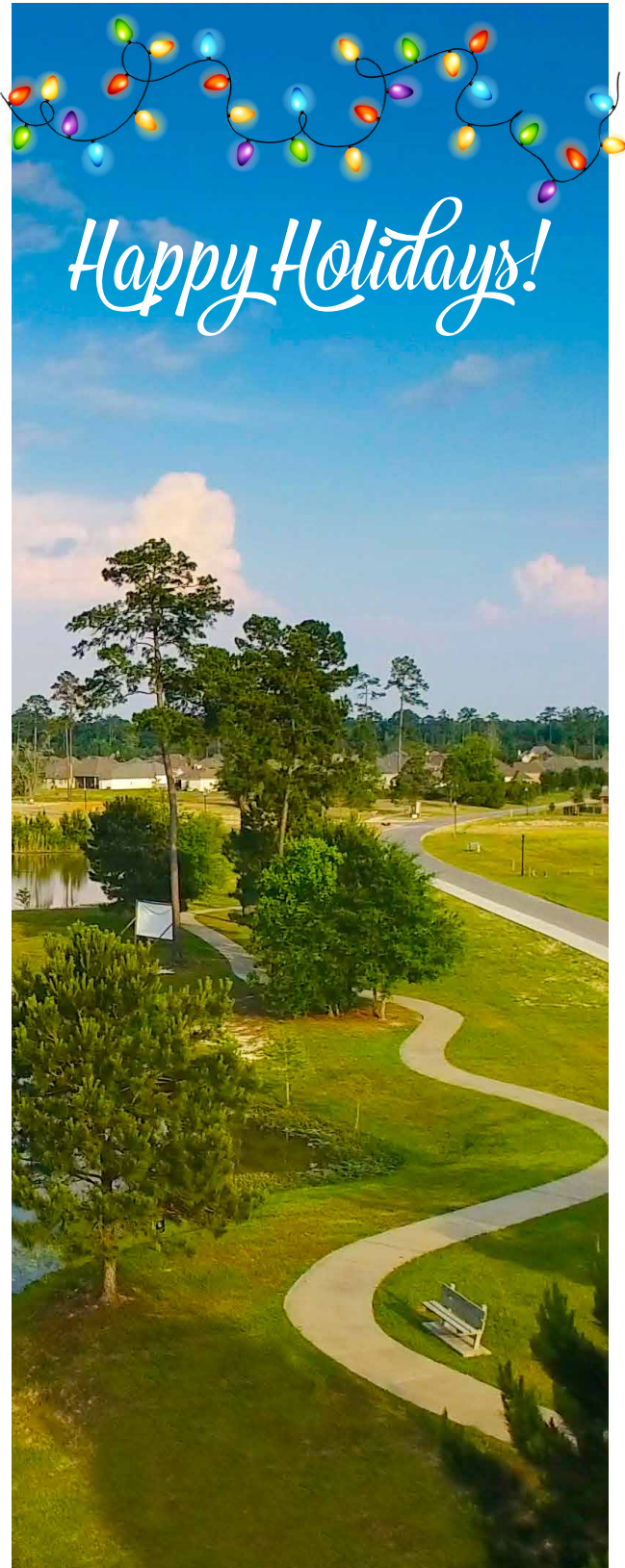


Market Report

Volume 3, Issue 4



Overall Madisonville New Home Sales by Price

Third Quarter 2018

Chart data and analysis reported by Keller Analytics

Bedico Creek continues their incredible upward ascent in home sales, rising each quarter in 2018. In the 3rd quarter, the Bedico Creek sales team recorded 24 new home sales. Although there may be some statistical anomalies between the two compared data sources, it's quite clear that the vast majority of new home sales in Madisonville were once again at Bedico Creek.

Despite 3rd quarter shifts in overall Madisonville new home sales and absorption rates, the market remained stable. Reported data indicated an 18% drop in new home sales in Madisonville, but a 28% decrease in new home listings. The resulting change netted a lower 4.06 months supply of new homes on the market. These numbers still remain well within a healthy range.

Bedico Creek



2018 BEDICO CREEK HOME SALES

Price Per Square Foot by Neighborhood*
First Three Quarters 2018

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Preserve	7	2,351	\$495,394	\$160.73
Estates	3	3,334	\$533,333	\$159.24
Heron Lake	7	2,547	\$399,514	\$156.33
Lakeview	5	2,738	\$416,924	\$155.77
Courtyard	4	1,742	\$268,000	\$153.88
Cypress Bend	10	2,227	\$342,311	\$153.44
LongView	4	2,521	\$386,250	\$153.12
Cypress Crossing	5	2,181	\$328,080	\$150.35
Manors	2	4,245	\$662,500	\$147.23
Deer Trail	27	2,032	\$273,082	\$134.04
Deer Park	2	1,946	\$255,500	\$131.29

Total Homes Sold

76

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

MARKET NEWS

St. Tammany Business News Bites

Rouses recently opened its sixth location in St. Tammany Parish. The 35,000 square foot super market anchors the Copperstill Marketplace development at the corner of LA Highways 1077 and 1085.

An Alabama land group has purchased a 20 acre tract near the northwest corner of U.S. 190 and I-12. Dobbins Group, LLC will construct upscale apartment homes at a cost of \$43 million. The 272-unit complex should be ready for leasing by late 2019.

St. Joseph Abbey and Seminary College, near Covington, is home to a new \$6 million library facility. The Roquette Library is named in honor of Father Adrien Rouquette, who was the first native-born Louisianian to be ordained to the priesthood.

A massive Slidell development plans 2,500 homes from D.R. Horton (one of the nation's largest home builders). The 1,100 acre site is east of I-10 near the lake with an entrance off Howze Beach Road and will be named Lakeshore Villages.

The DODT has proposed 8 new roundabouts on Highway 1088 in Mandeville. The \$36.4 million plan spans a 3.5 mile stretch between LA Highway 59 and I-12. The proposal is offered to reduce congestion and safety concerns during peak travel times.



LOT SALES

Close Outs and New Lot Offerings

The market for Madisonville, particularly lots for new home construction, has remained strong through the 3rd quarter of 2018. Bedico Creek has continued its rapid growth with more than 50+ lots sold year-to-date!

Heron Lake has been immensely popular. We have begun a close out special on the remaining lots, a 5% incentive if you use one of our preferred builders and pour your slab within 6 months of lot closing.

In response to dwindling supply, new lots are now available in **Heron Point** and the **Estates**. These neighborhoods offer 1/2 acre plus lot sizes with pricing in the \$90's - \$160's.

For those who want less maintenance, **Bedico Trail** is scheduled for completion in the first quarter of 2019. This new neighborhood will offer lot sizes in the 9,000 - 10,000 sq. ft. range and is located near the community's second pool and amenity area. Most lots back to green space with stunning lake views. For a limited time there is a 10% incentive prior to completion. Lot prices begin in the \$60's - \$70's.



BEDICO Trail

*Bedico Creek's
second pool
complex is ideal
for the whole
family and
it's kid-friendly.*



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*Bedico Creek Director
of Builders and Lot Sales*

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Properties**
Management Corp.

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Office 504-364-2350

**Contact us
985-845-1988**

for more information
on current
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incentive pricing
for existing
neighborhoods.
Golf Cart tours
are available by
appointment
Wednesday
through Sunday.



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*Bedico Creek New Home
and Resale Specialist*

BEDICO
Sales Pro

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KELLERWILLIAMS, REALTY

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New Orleans, LA 70118
Independently
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Office 504-862-0100



HOME SALES TIPS

Should I List My Home in Winter?

When is the best time to put my home on the market? That's one of the questions every home owner asks when they consider listing their home.

Many people believe that the spring is the best time to list. True, most markets do experience a spring rush of buyers, but if the winter suits your needs best, here are a few solid reasons why winter is also a good time.

Supply and Demand

If there are fewer homes on the market in winter, then your home will get more attention. Selling is a numbers game. Fewer sellers can increase showings and lead to good offers.

Serious is Serious

Homes close in every month of the year. If there's a serious buyer with a need to make a move, they won't wait until spring to buy.

Good Agents Work Year Round

Everyone likes to take a few days off during the holidays, but that doesn't mean that real estate brokerages close their doors. An agent that advises you to list only in the spring, is one that you should

think twice about. Qualified agents are well aware that the market doesn't end in November and start in April.

Holiday Staging

If staging sells homes, and it does, then tasteful holiday decorations remind buyers why they'll love your home and the neighborhood year round. Add a light holiday scent in the air and stage with seasonal colors. Buyers will get a favorable impression at a reasonable cost.

Faster Sales

If there are fewer sales in winter, that means your sale will be processed quickly. Lenders, attorneys, and inspectors will all move at a faster pace to close your sale. The faster the sale, the less stress for you.

Mortgage Rates Remain Solid

If today's mortgage rates are good, then why wait? Many factors can change, even if forecasted otherwise, so take advantage of good rates now.

Always choose the right time to sell for you and your family, but don't hesitate to place your home on the market if winter is right for you.

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

3RD QUARTER 2018

Data Supplied by Keller Analytics

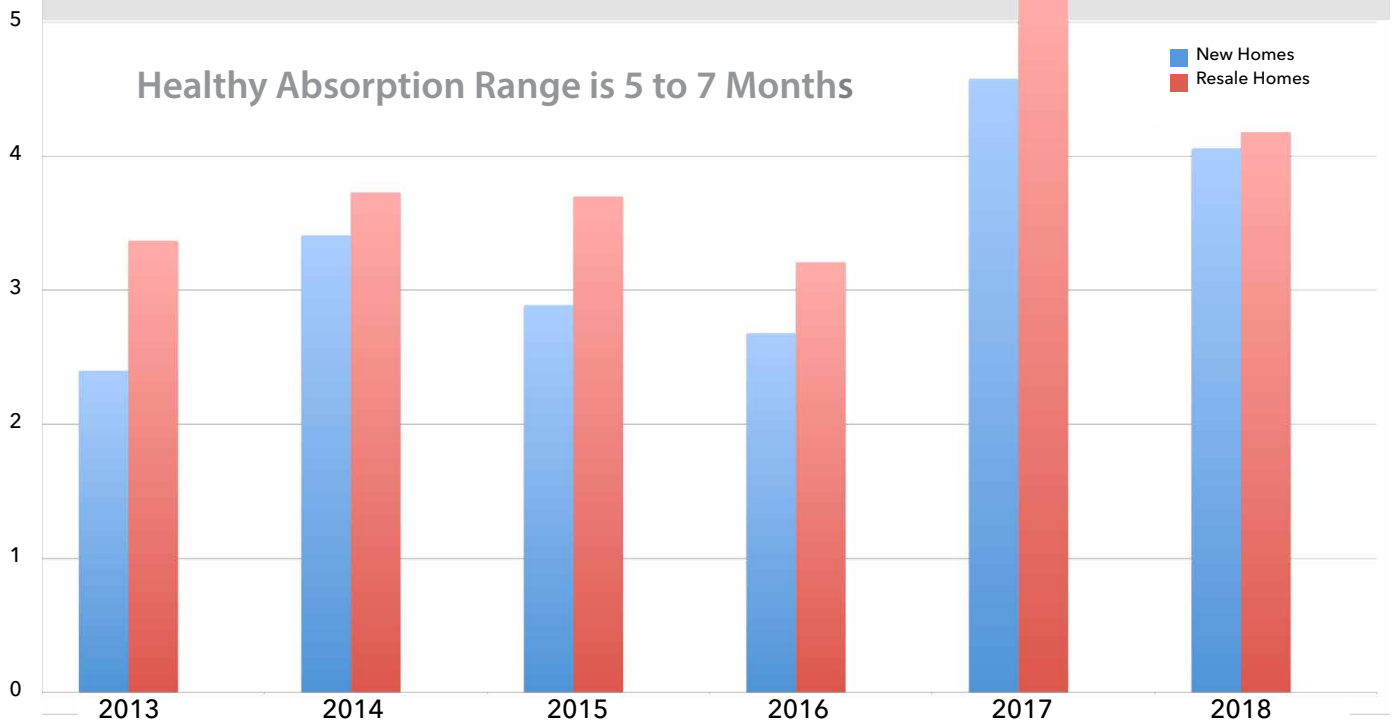
PRICE RANGE	CURRENT LISTINGS		NUMBER SOLD		MONTHLY ABSORPTION		MONTHS SUPPLY	
	Active New Homes	Active Resales	Sold New Homes	Sold Resales	New Homes	Resale Homes	New Homes	Resale Homes
\$250,000-\$299,000	12	30	11	16	3.67	5.33	3.27	5.63
\$300,000-\$399,999	15	22	14	16	4.67	5.33	3.21	4.13
\$400,000-\$499,999	8	15	3	8	1.00	2.67	8.00	5.63
Over \$500,000	1	17	1	8	0.33	2.67	3.00	6.38
Total	46	84	29	38				

The strongest new home prices are in the \$250,000-\$399,999 ranges.

Madisonville Absorption Rates

Months Supply of Homes Available in the 3rd Quarter

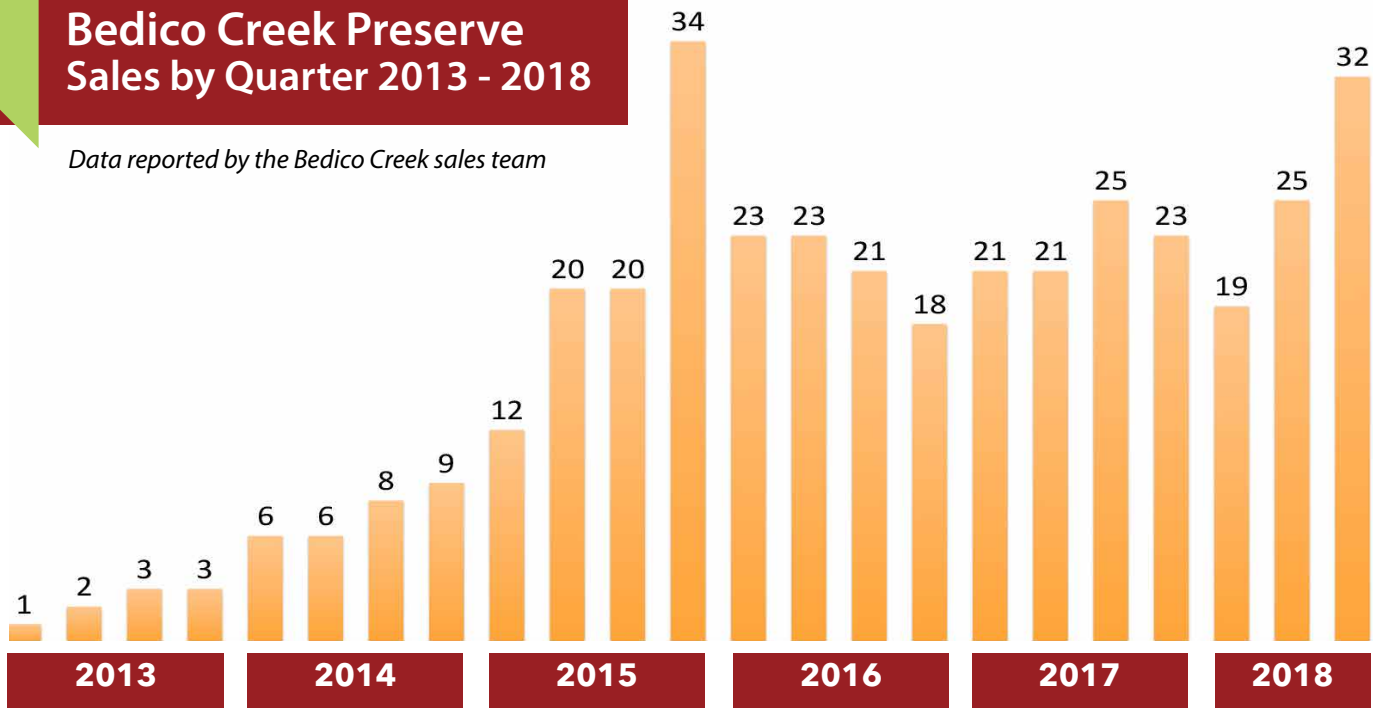
Chart data reported by Keller Analytics and the Bedico Creek Sales Team



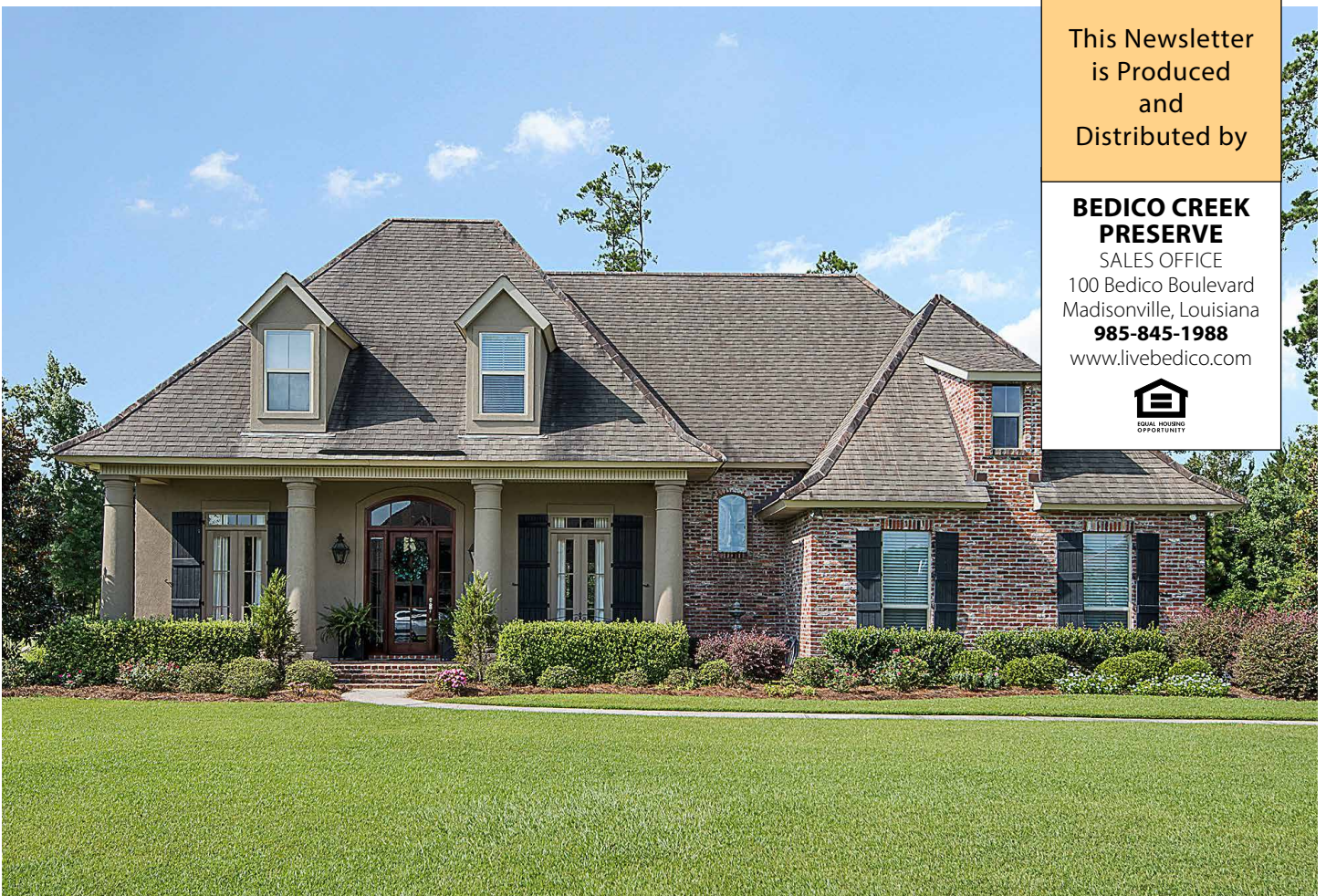
New and resale absorption rates in Madisonville are adjusting down from this time last year.

Bedico Creek Preserve Sales by Quarter 2013 - 2018

Data reported by the Bedico Creek sales team



BEDICO CREEK sales were incredible in 3rd Quarter! Our second best month ever!



This Newsletter
is Produced
and
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