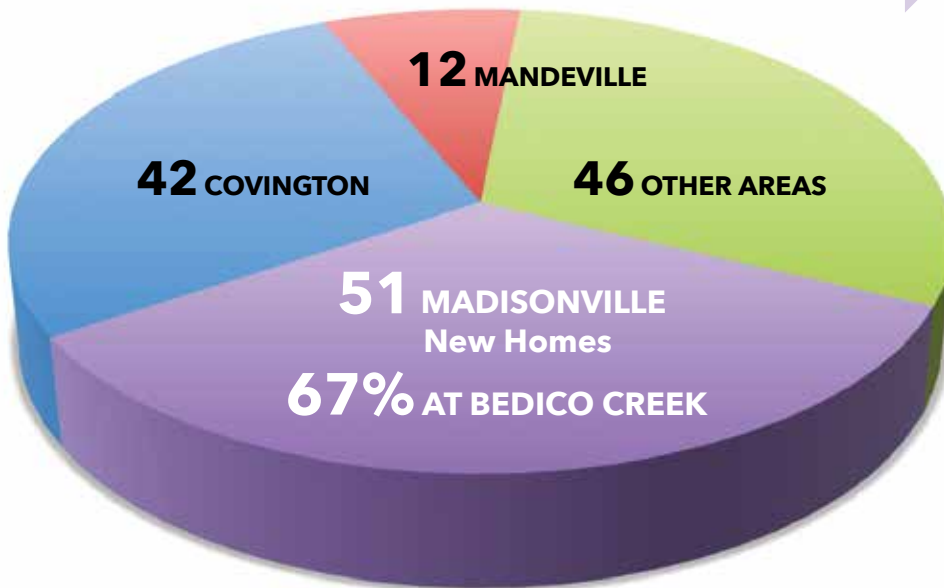


Market Report

West St. Tammany New Home Sales 4th Quarter 2015



Madisonville Ranks Number One in New Home Sales

Data reported by Deano & Associates

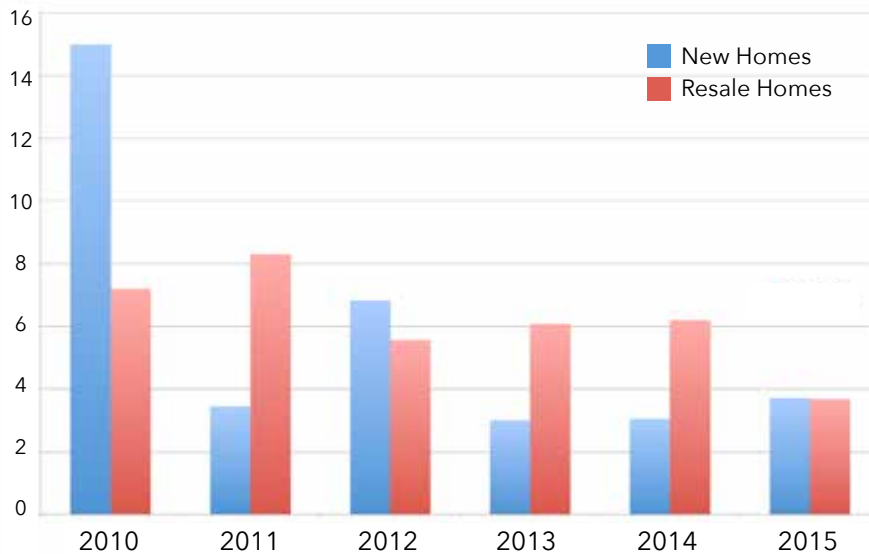
Fourth quarter 2015 sales data has been tallied and Madisonville continues to rank number one in new home sales with a total of 51 new homes sold. In fact, more than 38% of all new home sales in West St. Tammany were in Madisonville.

Madisonville's new home market continues to impress. The number of new homes sold in the fourth quarter of 2015 is more than double the same time period in 2014 and trending upwards. What's equally interesting is that almost 50% of the new homes sold in Madisonville were in the \$400,000 - \$500,000 price range.

Madisonville has a low absorption rate of 3.71 months. The overall absorption rate for new homes in East St. Tammany is around 8 months and the overall West St. Tammany absorption comes in at about 4.32 (down from 5.52 in the same period last year). Absorption rate is the amount of time a home remains on the market from the time it is listed until it sells. Absorption rates always vary depending on price range. In general, homes in higher price ranges tend to have longer times on market, because there are fewer buyers who qualify to purchase them.

Madisonville Absorption Rates

Months Supply of Homes Available in the 4th Quarter



Welcome To The Market Report



by *Scott Waltemath*
Bedico Creek Director of Builders and Lot Sales

Not only should your new home provide a warm and protective environment in a great community packed with your favorite amenities, but it should also make sense as a financial investment.

The Bedico Creek Sales Team has scoured the latest national and local real estate sales data and we'd like to help you stay on top of market trends and current real estate topics. It is our hope that you will enjoy this comprehensive overview of the marketplace and profit by each and every issue of our new Market Report.

BEDICO CREEK

Price Per Square Foot by Neighborhood 2015

Data reported by the Bedico Creek sales team

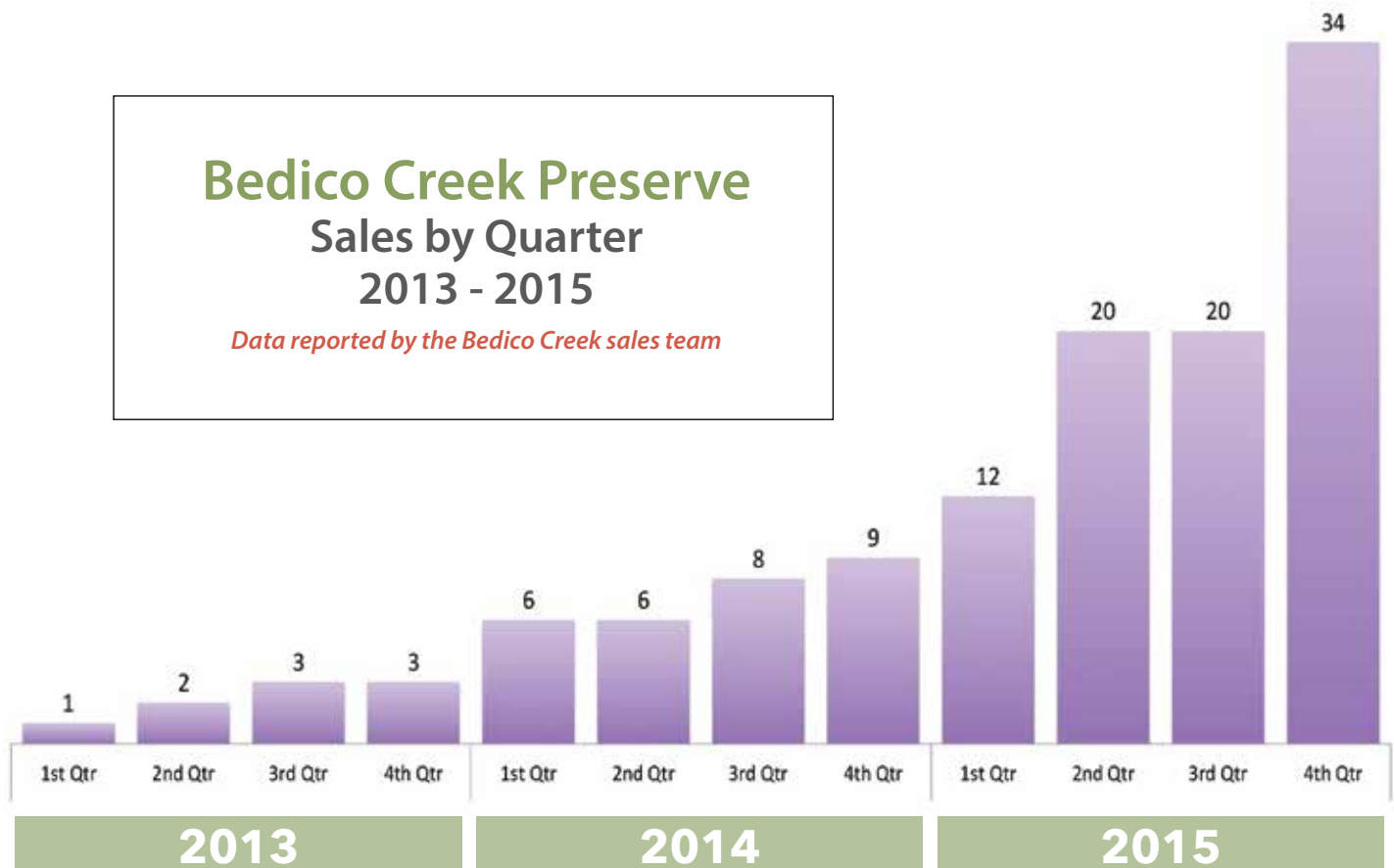
Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Audubon Way	1	4,250	\$1,025,000	\$241.18
Manors	2	3,904	\$711,000	\$181.56
Estates	3	3,237	\$497,000	\$153.52
Preserve	6	2,585	\$405,072	\$156.55
Longview	8	2,555	\$414,700	\$153.48
Cypress Crossing	33	2,214	\$325,403	\$147.01
Garden/Courtyard	9	1,915	\$285,066	\$146.04
Deer Park	24	1,948	\$247,672	\$127.23

Some Resales Included

Total Homes Sold 86

Bedico Creek Preserve Sales by Quarter 2013 - 2015

Data reported by the Bedico Creek sales team





**New Home
Sales
Are Back...
Big Time!**



Market Trends to Watch in 2016

by *Pat Lubking-Gauthier*
Bedico Creek New Home Specialist

The media has made it perfectly clear that our local housing market was strong in 2015 and will increase in 2016. It's also strong nationally. Watch for these market trends in the year ahead.

1 New homes are back - big time.

Developers and builders were forced to scale back production in 2009 and have been slowly ramping back up since. National residential home starts increased 10 percent in 2015 and are projected to go up another 23 percent in 2016 (National Association of Home Builders). New home sales grew nationally 15 percent in 2015 and are forecasted to jump 26 percent this year.

2 Buying will still be cheaper than renting.

Rental rates have risen even faster than home prices in many markets. Buying a home is 36 percent cheaper (according to Trulia) and less expensive in every one of the country's 100 largest metro areas. Rents are slated to continue rising in 2016.

3 Credit should ease slightly.

Loose credit and appraisals went out with the 2008 housing crunch. Regardless, the average FICO score on all closed loans in the 3rd quarter of 2015 was 723 (lowest in four years, according to Ellie Mae).

With refinancing leveling off and more competition for borrowers, lenders will be more willing to ease buying requirements.

4 Home prices are still on the rise.

Housing experts and economists are expecting home values to increase by 3.5 percent nationwide (Zillow survey).

5 Interest rates will move up slightly.

Adjustable rate mortgages will react immediately to small Fed changes, with fixed rate mortgages inching up, since they follow 10-year Treasury yields. Rates on 30-year mortgages have been sitting around 4 percent, up from record lows, but are still excellent.

6 All-cash sales will decrease.

About a third of home sales in August 2015 went to all-cash buyers, down from a high of more than 46 percent in January 2011, according to CoreLogic.

7 Green and smart homes are in.

Eco-friendly features and smart homes continue to grow in demand, despite slightly higher costs, as Baby Boomers continue to dominate the market. More builders and sellers are incorporating these features to differentiate their properties in a strong market.

8 Buyers will continue to move back to the suburbs.

Downtown cost of living is increasing and millennials are starting families, according to the Urban Land Institute. Jobs will continue moving from central cities, especially in our metro area in the wake of Katrina.

9 First-time buyers remain sluggish.

These buyers are still having a hard time saving down payments with stagnant wages and high rents. The median age of a first-time buyer is now 33 (according to Zillow) and will be even higher in 2016. As a result, builders have already begun focussing on building well above starter-home prices, which also lessens the overall housing stock in this price range.

10 Videos will become even more popular.

Standing out in today's online, social-media-driven market is very difficult. Realtors will continue to search for ways to market their listings. Virtual tours and videos are significantly on the rise, now that many Realtors have already use professional photography to sell homes.



A listing agent's most important job is to get the seller to an act of sale.



Top Five Signs You've Chosen A Qualified Listing Agent

*by Kelly Waltemath
Bedico Creek New Home and Resale Specialist
Keller Williams Realty New Orleans*

1 They Understand What Their Job Is.

A Realtor's most important job is to get the seller to an act of sale. A real estate transaction is like a baseball game. Getting a good offer is like making it to first base. Second base would be property inspections and third base would be facilitating the sale process (getting the loan approval, etc). Home base is the act of sale. A qualified real estate agent will help bulletproof your transaction, as much as possible, to increase the chances of going to an act of sale. It's much more than getting a good offer and getting your home under contract.

2 They Have Negotiating Skills.

As today's housing market heats up, you are nearly guaranteed to encounter negotiations whenever you sell a home. From competition

to bidding wars, your real estate agent can help you seal the deal with his or her savvy and professional negotiating skills. They should know how to *talk the talk* and *walk the walk*.

3 They Have Superior People Skills... Online And Offline.

It's not now, nor has it ever been, enough to simply put your listing online and hope the right buyer stumbles across it. A good listing agent has a wide circle of contacts. Their knowledge of real estate online real estate sites, social media, and local media outlets is vital; but so are their real life relationships and communications with people. A great listing agent is an organized, friendly, efficient, timely communicator... online and off.

4 They Have Solid Industry Connections.

A top notch listing agent knows just about everyone they need to call on in the process of buying or selling a home. From real estate attorneys to home inspectors, these people are in your real estate agent's network and have earned their trust. Giving you the best of the best will make the entire transaction flow more smoothly.

5 They Are Much More Than Average.

Rather than going through the biggest financial and emotional decision of your life on your own, your Realtor should be able to facilitate the process. A good real estate agent acts as your advisor, friend, counselor, and business partner. Talk about wearing many different hats! From marketing your home, to making sure you get the best offer, they are by your side guiding you through the entire process.

The Bedico Creek Sales Team is here to serve you.

They are on site, know the community, and are eager to work with you. Each of them have had success inside and outside the gates of Bedico Creek, but this community is their primary focus.

Call, email or text for an appointment to meet them in person. They will help you find a new home, sell your current one, or assist a friend or family member. Trust them to ensure that your transaction will go as smoothly as possible.



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**Realtors Should
Talk the Talk and
Walk the Walk.**