



## GOOD NEWS

### St. Tammany Named Top Lake Community Retirement Location

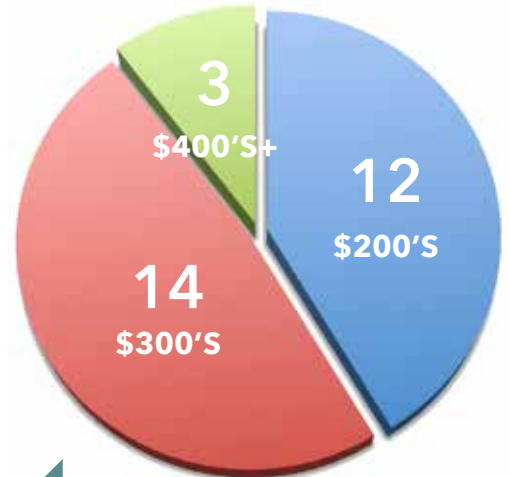
The February 13 issue of Where to Retire magazine ranks the Northshore among the top U.S. retirement areas in their cover story article, "8 Lovely Lake Cities." The publication is distributed nationally and is currently available on newsstands.

"Many retirees are drawn to life on or near a lake. Lake Pontchartrain, Louisiana's largest lake," says editor Annette Fuller, "is surrounded by swamps, rivers and forests, providing outdoor recreation of every sort." The profile calls the parish an outdoor recreation mecca.

"It looks like they've discovered our secret – and we welcome anyone who wants to share in our abundant lifestyle," Parish President Pat Brister said in a parish government news release issued February 7. "We have families here that are multi-generational, and this is the foundation for our strong, diverse identity and our ever-present sense of commitment to community."

The Northshore was profiled along with these other lake locations – Branson, Missouri; Gainesville, Georgia; Kalispell, Montana; Kissimmee, Florida; Lakewood/Puyallup, Washington; and Sevierville, Tennessee.

## Bedico Creek



### Madisonville New Home Sales by Price

Fourth Quarter 2017

Chart data reported by Deano & Associates

Fourth quarter market dynamics appear to mimic last quarter in the broader St. Tammany and Madisonville areas. New and resale homes sold at only slightly slower rates. As usual, homes priced from the \$200's-\$300's lead the overall sales totals.

Although absorption rates slowed in the 4th quarter of 2017 in Madisonville, new home sales at Bedico Creek continued to outperform the rest of the market by a significant margin (see the chart on the back page of this newsletter for details).

Anyone selling homes above the \$400,000 price range should allow additional time for their properties to sell. At Bedico Creek, as with national and local markets, more buyers are always present who can qualify for loans below this price point, requiring additional time for the right buyer to find your higher-priced home.

# 2017 BEDICO CREEK HOME SALES

## Price Per Square Foot by Neighborhood\*

Year End 2017

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Heron Point	1	3,600	\$739,000	\$205.28
Manors	1	6,045	\$885,000	\$146.40
Preserve	7	2,881	\$453,700	\$162.36
Longview	6	2,549	\$387,483	\$152.18
Lakeview	13	2638	\$424,914	\$161.74
Cypress Crossing	5	2,442	\$349,820	\$152.06
Garden/Courtyard	5	1,980	\$280,300	\$142.64
Deer Trail	17	1,987	\$267,308	\$135.39
Deer Park	11	1,965	\$272,709	\$138.80
Heron Lake	14	2,377	\$372,336	\$156.71
Cypress Bend	11	2,227	\$341,778	\$152.22

\* Some Resales Included

**Total Homes Sold 91**



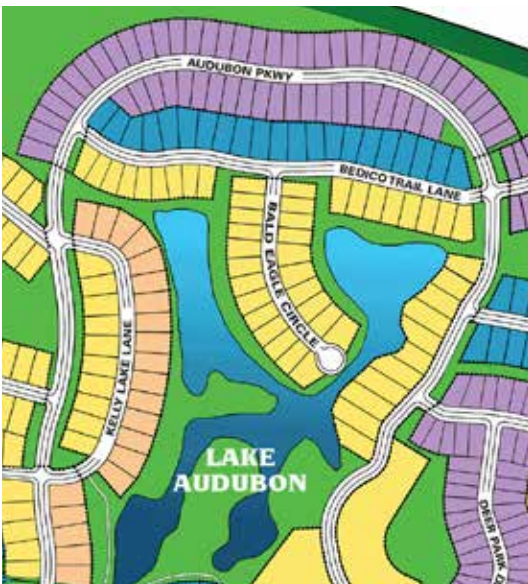
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Call our team!  
 We're here to  
 help you  
 sell your  
 new home,  
 resale or  
 lot at  
 Bedico Creek!

## LOT SALES - ANOTHER BUSY YEAR



It is shaping up to be another busy year for Bedico Creek lot sales in 2018. Through January 2018, there are now more than 370 homes either completed or under construction in the community! This includes new building starts in Heron Lake Phase 2 which was completed in December 2017. There is currently a close out lot special of 5% in this neighborhood, if the owner uses one of Bedico Creek's Preferred Builders and pours their home slab within six months of closing! Phase 2 lots backing to green belt, green space/walking trail and conservation lots are still available!

With several other neighborhoods selling out fast (Heron Lake 1, Preserve 3 and Cypress Bend), we are at some of the lowest levels of lot supply for the community in years! In response, we will soon begin pre-selling lots in Bedico Trail. This will include lots comparable in size to Cypress Bend and Heron Lake, with most lots backing to green space and several with wonderful lake views. This new neighborhood will be located just seconds from the new second pool/amenities area. More details will follow soon!



## MARKET TRENDS

### Multi-Generational and Shared Households

If you'd been planning a new home in the late 1800's, you'd very likely have included the possibility of a widowed parent in your thought processes. In the years following, the practice became enshrined in the public's housing psyche.

By the 1940's, with the advent of Social Security, the practice dropped dramatically as parents opted for the privacy of continued ownership. The trend had steadily declined from about 60 percent to 20 percent by the 1990 census.

Then, the trend changed again, this time prompted by the Great Recession. During the 2007-2010 time period shared households began rising again. This time younger people, coping with unemployment, foreclosures, student debt and other financial factors, began moving back in to multi-generational households. It was simply a way to make ends meet.

Shared households and multi-generational households are not the same. Shared households have at least one adult who is not a spouse, partner or college student. The members aren't necessarily related. Multi-generational homes (as defined by Pew Research Center) has at least two generations of related adults, grandparents or grandchildren.

Both categories have been increasing steadily during the last decade. Multi-generational households hit an all time low of 12 percent in 1980. By 2006, 20 percent of those over 85, lived in multi-generational households. By 2014 it was 24 percent. Shared living arrangements are similarly increasing.

Several factors undoubtedly have been driving the numbers. Rising housing prices, inadequate retirement savings and the costs of long-term care. The country's general attitude may also consider shared arrangements more acceptable. One should also factor in non-white demographics, which are well ahead of the general percentages, particularly in immigrant households.

The typical American family is changing - physically, financially and emotionally.

The next change remains to be seen, but it's obvious that multi-generational communities like Bedico Creek are a wise choice in today's environment. It's also intelligent to consider your future needs (and those of potential future buyers) when you build or purchase your next home.

Call Me for a  
Current List of  
Bedico Creek  
Homes for Sale



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*Bedico Creek New Home  
and Resale Specialist*

**BEDICO**  
Sales Pros

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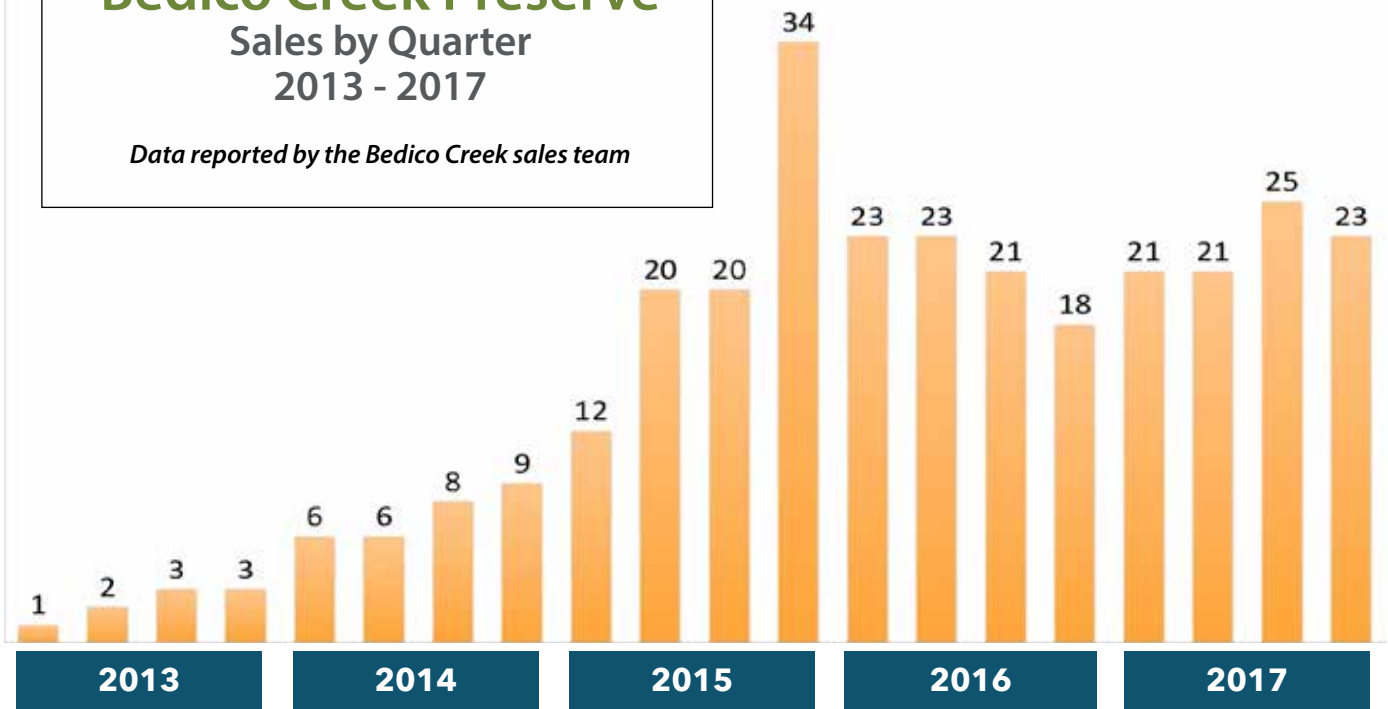
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PRESERVE**

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## Bedico Creek Preserve Sales by Quarter 2013 - 2017

*Data reported by the Bedico Creek sales team*



*Home sales at Bedico Creek was rock solid in 2017, exceeding all previous years!*

## GOOD NEWS

### U.S. Economy Still Strong

NOAdvocate.com recently reported, "The rush of anxiety hitting market investors in recent weeks has obscured a fundamental fact about the U.S. economy: It's healthy."

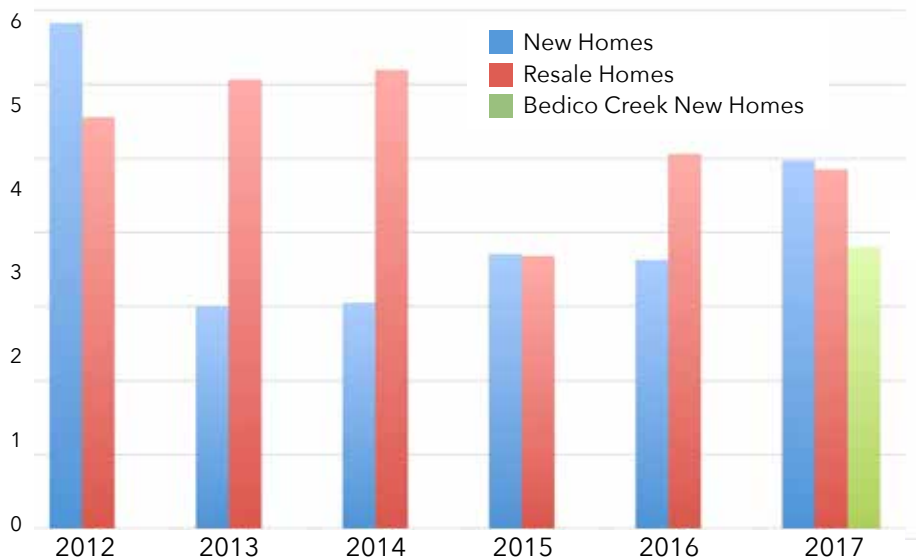
The job market is strong. So is housing. Consumer confidence is solid, and manufacturing is rebounding. Households and businesses are spending freely. Personal debt has lightened since the financial crisis a decade ago. And major economies around the world are growing in tandem." Jobs and wages at a 17 year low and household borrowing is down.

*Excerpts from a February 6 article by AP economics writers, Christopher Rugaber and Josh Boak.*

## Madisonville Absorption Rates

### Months Supply of Homes Available in the 4th Quarter

*Chart data reported by Deano & Associates and the Bedico Creek Sales Team*



**At only 3.8, Bedico Creek absorption rates beat the market... again!**