



NEW AT BEDICO IN 2016

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

A lot of hard work is ahead of us at Bedico Creek with almost 300 new lots coming online by year end.

We've already opened Heron Point, a new gated neighborhood, this spring with prices from the \$500's+. It's located next to the main amenities area with an entrance adjacent to The Rod & Paddle Club.

Opening by summer, the infrastructure is in place and clearing is underway for Heron Lake in the \$300's-\$400's.

The Preserve III extension has just been released for pre-sales in the \$400's - \$500's price range. Cypress Bend with prices in the \$300's and Deer Trail from the high \$200's will be ready by Fall.

With new homes and lot sales rock solid in 2016, we're moving quickly to say ahead of the demand by opening new areas where Bedico's Preferred Builders can showcase new homes and homeowners can find the pricing they need to fit their budgets.

New Home Listings by Price - Madisonville 1st Quarter 2016



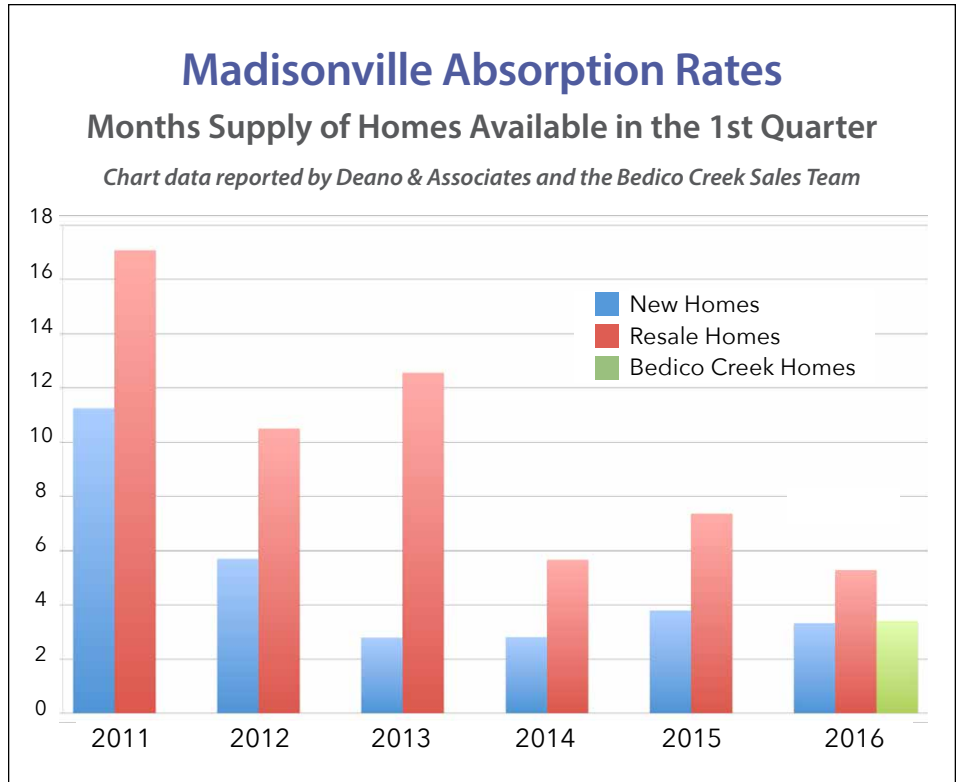
NORTHSHORE BUILDERS PRICE NEW HOMES FOR MULTI-GENERATIONAL HOMEBUYERS

Chart data reported by Deano & Associates

If you're a first-time homebuyer, Madisonville has had its challenges. Homebuilders continued to build in the moderate to upper price ranges all across the Northshore in the first quarter of 2016 leaving first-time home buyers with limited options.

Millennials (ages 18-34 in 2015), now numbering 75.4 million according to the U.S. Census Bureau, have finally surpassed the 74.9 million Baby Boomers (ages 51-69). Generation X (ages 35-50 in 2015) is projected to pass the Boomers in population by 2028. Even though Millennials purchased 32% of all homes nationwide (U.S. News & World Report) last year they are still skewed heavily toward first-time home purchases. So, there's little wonder why upscale neighborhoods are offering new homes in the price ranges that the data indicates.

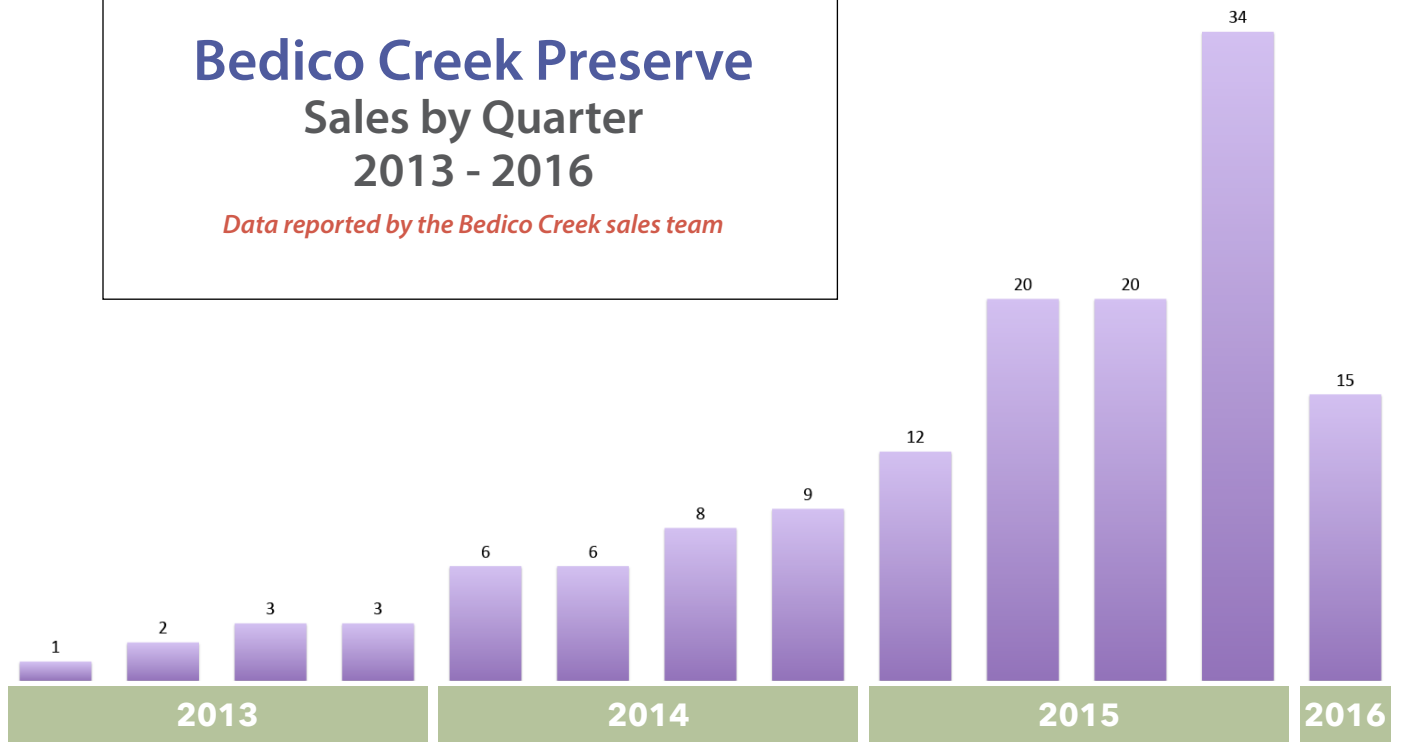
The Northshore golden mean of new home pricing continues to be the \$300's. Look for Bedico Creek to add to its collection of multi-generational neighborhoods in this sweet spot in 2016 and in the moderate to high price ranges. Other Northshore communities will undoubtedly be following suit again this year.



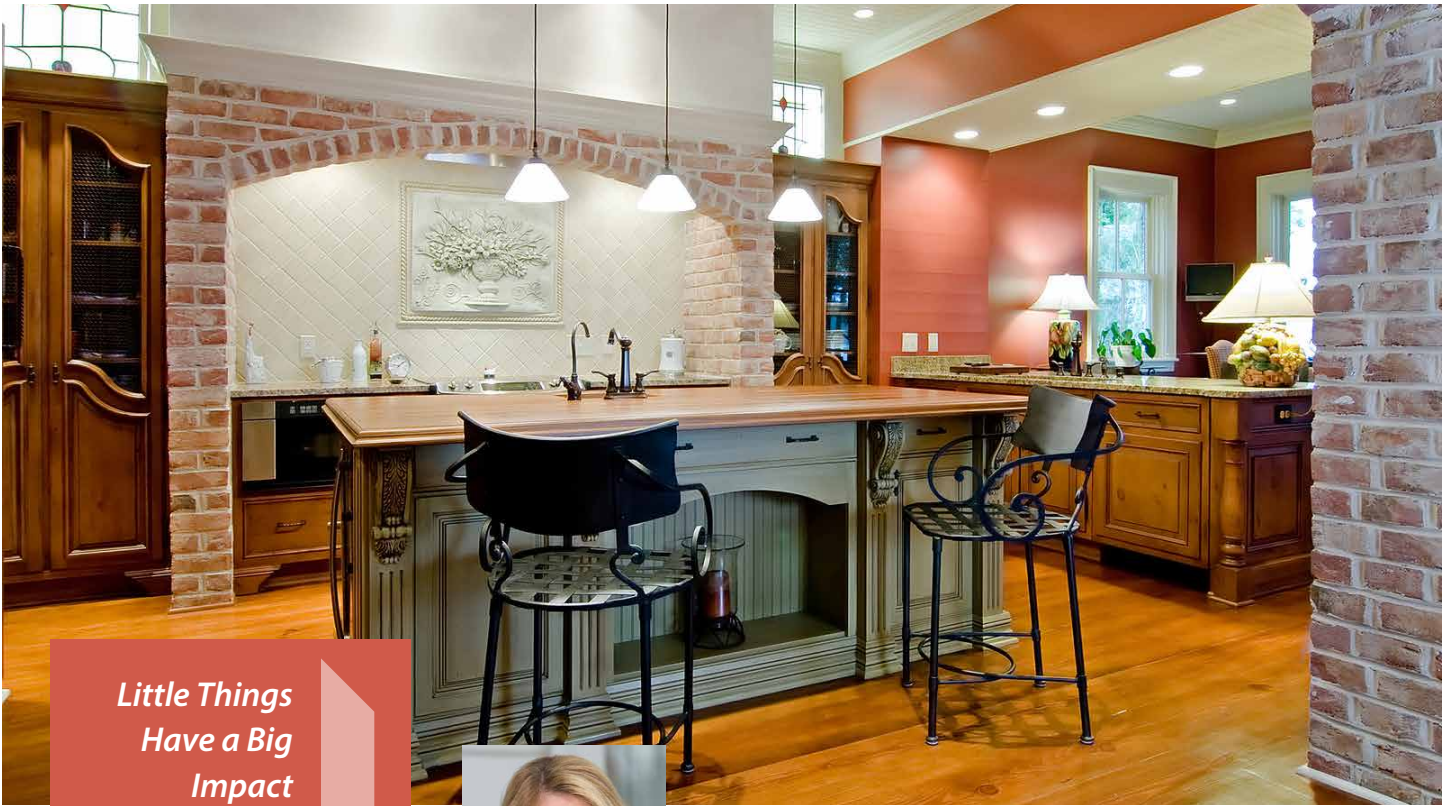
Bedico Creek continues to SELL FAST with only a 3.4 month Supply of Homes!

Bedico Creek Preserve Sales by Quarter 2013 - 2016

Data reported by the Bedico Creek sales team



Bedico Creek sales are on pace to exceed last year's record sales!



*Little Things
Have a Big
Impact*



INCREASE YOUR HOME'S RESALE VALUE

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

TOP 10 FEATURES BUYERS WANT MOST

Energy Star appliances

Laundry room

Energy Star rating for
the whole home

Exhaust fan in baths

Exterior lighting

Bathroom linen closet

Energy Star rated
windows

Ceiling fans

Garage storage

Eat-in kitchen space

Source: 2013 NAHB Study

The real estate market is hot and housing prices are increasing. NOW is the time to invest in your home to capitalize on its value.

You do not have to break the bank to boost your home value. Choose smart upgrades and fixes that will be advantageous to you and your future home buyer over time.

Consider these ideas to get your creativity flowing!

1 Stage your scene

Ever heard of not too much, not too little, but just right? This is how you should stage your home. Show buyers how spacious your living room is and how open your kitchen is in a strategic way. Get rid of clutter and keep only what *makes* the space what it truly is.

2 Spice up your kitchen and buff your bath

Your home is in Bedico Creek. That means you had an experienced and talented builder create your home, so you probably won't need too much updating. Despite this, little things have a big impact.

Replace older light fixtures with energy efficient ones, buy the newest and latest microwave, upgrade appliances, and buy a new toilet seat.

3 Consider curb appeal

Talk about first impressions, this is it! A fabulous home exterior coupled with a not so fabulous yard can throw buyers off. If you have a green thumb, get busy. Mow, plant, and clean up. If not, hiring an experienced landscaper will pay for itself after the sale.



*Heron Lake
Green Belt*



WHY GREEN SPACE MATTERS

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

Why is green space so important to us? We all want it. Yet few of us pause to ponder exactly how our own particular outdoor interests equate to the broader view of the importance of green space.

Green spaces alter everyone's sense of community. The underlying essence of a successful community is defined by the topography and the developer's choices in cooperating with it. How the spaces are integrated into the neighborhood is critical. Is the area as well-manicured as an English garden or has the raw natural beauty been tamed and allowed to flow into the area?

Outdoor spaces transform the homes that surround them from a row of new construction into spots where people want to live and play. They serve as focal points around which homes are clustered and well designed homes capture outdoor views from inside that calm or seduce us.

Green space fills a deep seated need in the human psyche. Human beings, whether we were raised on the farm or in

a high-density cityscape, have a need for direct connection with Mother Nature. It's etched in our DNA by centuries of dependence on the environment for our well-being.

Even smaller, man-made green areas influence our behavior. Parks become spots for social gatherings with friends, family and neighbors. Outdoor access defines our mental health and fitness routines. Green spaces allow us to provide our children the freedom to roam, to escape the usual distractions of devices and the entertainment media and to reclaim a sense of family in a fast-paced world.

Whether we are referring to intimate parks, fully-engineered walking trails, natural hiking paths in wooded areas, sparkling lakes or community ponds; our home's relationship to them and our ability to access them defines our experience. Where nature meets neighborhood is the essence of community.

The dollar value of green space has long been demonstrated by the number of

owners who purchase premium lots in suburban communities. It is a truism that people assign value to locations within walking distance to parks and water features regardless of where they are located, from rural acreage to apartment complexes. Appraisers, real estate agents and financial professionals take them into consideration in property valuations. Homes constructed in natural settings always have more value than those surrounded by acres of treeless, straight streets lined with uninteresting landscaping. Green areas increase resale and property values for decades.

So, as it did with our ancestors, nature continues to soothe us, inspire us and create peaceful comfort. It defines our daily lives, our dwellings, our health, our families, our relationships and our community. It contributes to our financial well-being and our sense of stability. In many ways, it sculpts the world we experience every day.

It's no wonder, then, that green space has always been in our hearts and minds as we choose our homes.

BEDICO CREEK

Price Per Square Foot by Neighborhood 1st Quarter 2016

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Audubon Way	0			
Heron Point	0			
Manors	0			
Estates	1	3,051	\$499,000	\$153.55
Preserve	1	2,713	\$424,000	\$156.28
Longview	4	2,500	\$393,450	\$157.38
Lakeview	1	2,600	\$418,900	\$161.12
Cypress Crossing	5	2,233	\$337,250	\$151.03
Heron Lake	0			
Cypress Bend	0			
Garden/Courtyard	1	1,881	\$295,000	\$156.83
Deer Park	2	1,948	\$253,200	\$129.98

Some Resales Included

Total Homes Sold 15

*Outdoor spaces transform the homes that surround them
from a row of new construction
into spots where people want to live and play.*

*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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