

Market Report

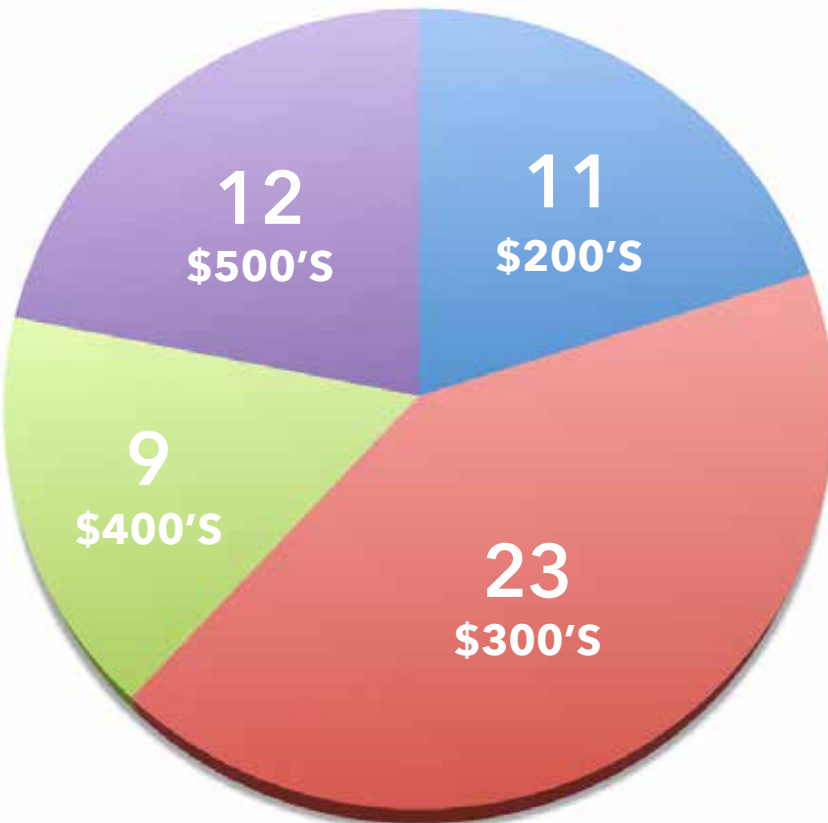


*FULLY FURNISHED
MODEL HOME
Lakeside at
Heron Lake*

Madisonville New Home Sales by Price

First Quarter 2017

Chart data reported by
Deano & Associates



Overall sales across the St. Tammany marketplace continue to strengthen in the first quarter of 2017. Although the Madisonville new home market has typically been the strongest in the area, this quarter saw a decrease in new home sales. This decline may not be as significant as it initially appears. A shift in new construction into areas that are considered outside the city of the Madisonville MLS have effectively changed the overall dynamics of the data, causing a decline in sales and lengthening absorption rates.

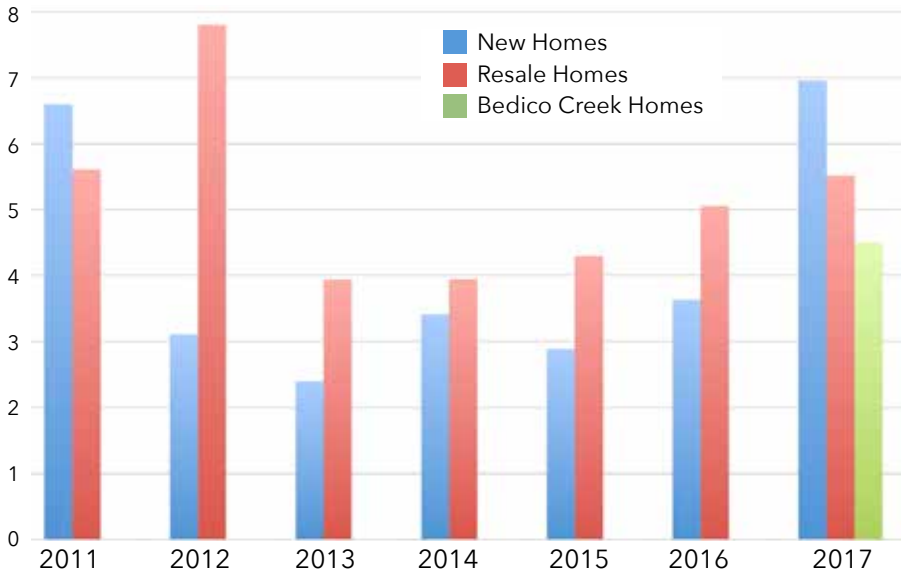
Bedico Creek new home sales accounted for 38% of the total new home sales in the Madisonville area. It remains strong in all price ranges, on par with sales results from the first quarters of 2015 and 2016. Bedico Creek continues as a bright spot in the Madisonville/St. Tammany marketplace.



Madisonville Absorption Rates

Months Supply of Homes Available in the 1st Quarter 2017

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



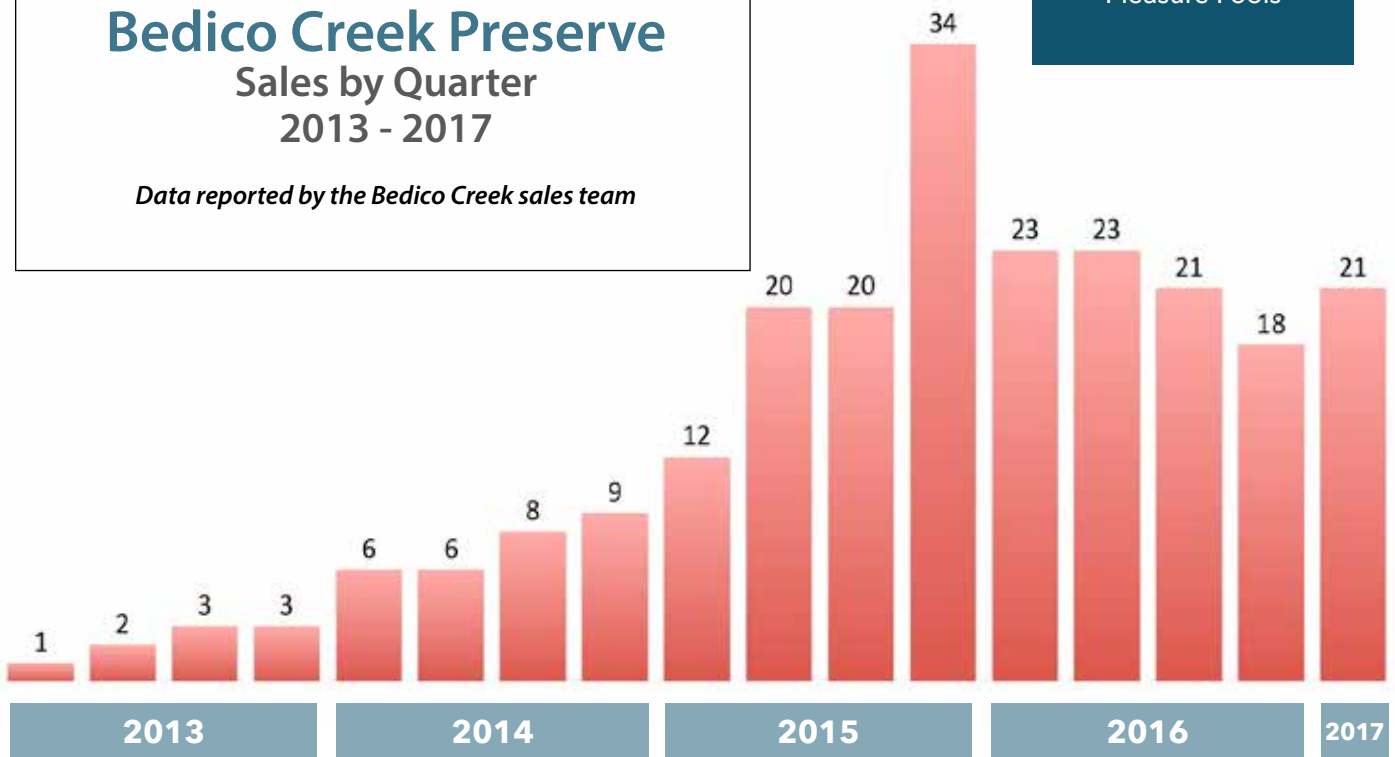
NEW POOL & PAVILION COMPLEX
Coming in 2017

Pavilion Contractor
Alvarez Construction
Pool Contractor
Pleasure Pools

Bedico Creek SELLS FASTER with a 4.5 month Supply of Homes!

Bedico Creek Preserve Sales by Quarter 2013 - 2017

Data reported by the Bedico Creek sales team



Bedico Creek Sales are OFF TO ANOTHER STRONG START in 2017!



SELLING YOUR HOME THIS YEAR? Five Things You Should Know.

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

1 IT'S A SELLERS MARKET

According to the Senior VP for the National Association of Realtors, across the U.S. this season is an extremely good time to be a seller. He says there are more buyers and fewer sellers overall than last year. This low supply/high demand environment means sellers will see more foot traffic and may receive multiple offers if the home is priced correctly! This trend is predicted to continue (despite rising mortgage rates) due to the US economy and job growth.

2 STRONG DEMAND FOR STARTER HOMES

Millennials are finally putting their reluctance to buying behind them and ready to become homeowners! Pricier homes are selling more slowly while starter homes are selling quickly. Inventory 500k+ are staying on the market longer than other price categories.

3 PICK YOUR LISTING TIME STRATEGICALLY

Now is the best time to put your home on the market! According to a study of listings across the country, homes listed between May 1 and May 15 sold about 9 days faster than homes listed on other dates. In most markets, homes listed on a Friday or Saturday performed best.

4 BUYERS WON'T SETTLE

Though buyers are ready to snag lower priced starter homes, they are by no means ready to settle. Having to put too much work into a home is a major turnoff. They want something move-in ready. So, making small improvements over time to make your home stand out is very beneficial in the long run.

4 SKIP THE BIG RENOVATION

Often times with a more dated home, homeowners feel the need to do a drastic renovation, but projects like this often don't generate enough of a return to be worthwhile. Rather than doing one big project, like renovating a bathroom, you can do a bunch of smaller projects like upgrading your landscaping and applying fresh paint.

*It's A Seller's
Market!*



MODEL HOME
Cypress Bend



THE NEW REALITY

by Pat Lubking-Gauthier
Bedico Creek New Home Specialist

If you're in the market, you already know... there are fewer than normal homes on the market for sale. In 2017, the number of sales of existing homes (which have previously been lived in) is expected to rise about 3.5%, to 5.64 million, according to the midyear forecast from the National Association of Realtors®. The group also predicts that existing-home purchases will rise an additional 2.8% in 2018, to 5.8 million.

Why are buyers on the move? The stock market is high. New jobs have been on the increase. Consumer confidence is up.

It's true, here at Bedico, as it is across the nation, homebuilders just can't build fast enough! They continue to build in the mid-to upper-price ranges.

Buyers should act fast and keep aware of changing market dynamics to get the most home for their money in 2017.

2017 BEDICO CREEK HOME SALES

Price Per Square Foot by Neighborhood*
First Quarter 2017

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Audubon Way	0			
Manors	0			
Estates	0			
Lakeside	0			
Preserve	2	2,759	\$407,400	\$159.44
Longview	1	2,272	\$360,000	\$158.45
Lakeview	7	2,660	\$433,240	\$167.88
Cypress Crossing	3	2,228	\$348,067	\$153.46
Garden/Courtyard	1	1,881	\$311,000	\$165.33
Deer Park	5	1,948	\$277,920	\$141.25
Heron Point	0			
Heron Lake	2	2,347	\$364,950	\$153.46
Cypress Bend	0			
Deer Trail	0			

*Some Resales Included

Total Homes Sold 21



STRONG LOT SALES CONTINUE IN 2017

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

Bedico Creek has had another strong start this year for lot sales (23 lots were sold in the 1st quarter of 2017). Currently, there are 41 lots under contract and set to close by the end of the 2nd quarter. With Heron Lake Phase 1 closing out fast, Heron Lake Phase 2 is estimated to come online by September of this year. With only 11 lots left in Phase 2 before construction is even completed, now is the time to find your lot and take advantage of the 5% incentive offered before the neighborhood's completion.

Heron Point, a gated neighborhood within the community, is down to only 3 developer owned lots remaining. Lot 177 (shown above) is still available. It backs to the main park, lake and amenity area with 26,571 sq ft and is Listed for \$170,000 with a 5% incentive (net price \$161,500). Two half acre lots are still available with one next to permanent green space. For a limited time secure the 5% incentive with no stipulations.

Finally, the Preserve III neighborhood, which began closing in January of this year, is down to 5 remaining lots. Some nice park/pond and cul-de-sac lots are still available. For a limited time only, secure your lot today with an additional 10% incentive if you use one of Bedico Creek's Preferred Builders and pour your slab within 12 months of closing on the lot!

Act now if you, or someone you know, is interested.



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