

# Market Report



## UNUSUAL HOMESITES AVAILABLE

by Scott Waltemath  
Bedico Creek Director of Builders and Lot Sales

Our exclusive gated neighborhood at Heron Point is really taking shape now. If you're following our local advertising you will see exceptional, one-of-a-kind lots being offered for the first time.

Finding lots like the one below in any Northshore community is rare and only a limited number will be offered at Bedico Creek.



## THE MADISONVILLE MARKET IS **HOT!**

Madisonville continues to dominate the St. Tammany Parish new home sales market with more than 45% of all the new home sales. It also has the highest ratio of new home sales to total sales. The overall number of listings in Madisonville is down slightly, which means that new homes are selling a bit more quickly, too.

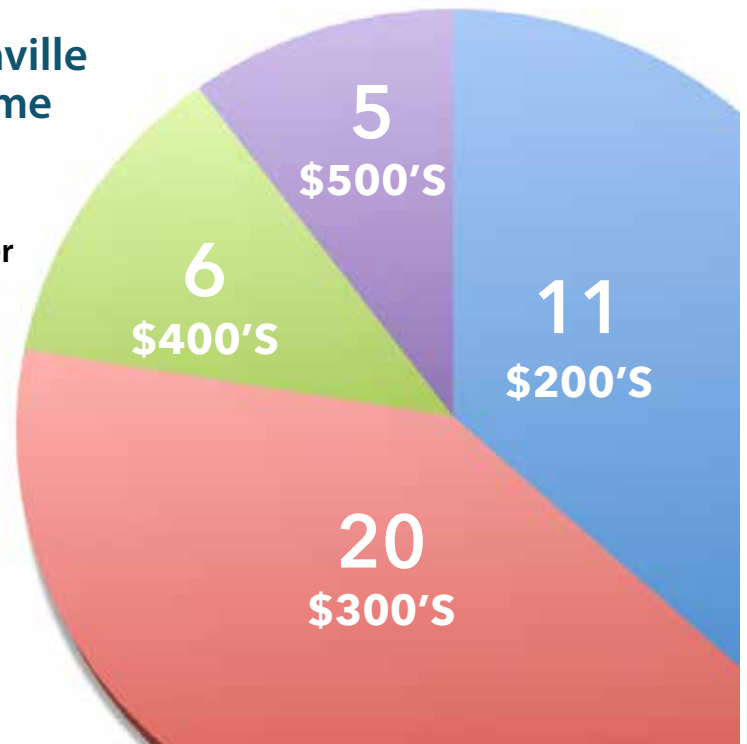
Looking closely at the other charts in this newsletter in comparison with this chart, one would get the impression that Bedico Creek is selling the largest portion of the homes in Madisonville. You'd be correct in that assumption. Although there may be some slight deviation in data collection methods, it's perfectly clear that Bedico Creek is the fastest selling neighborhood in the fastest growing market in the parish.

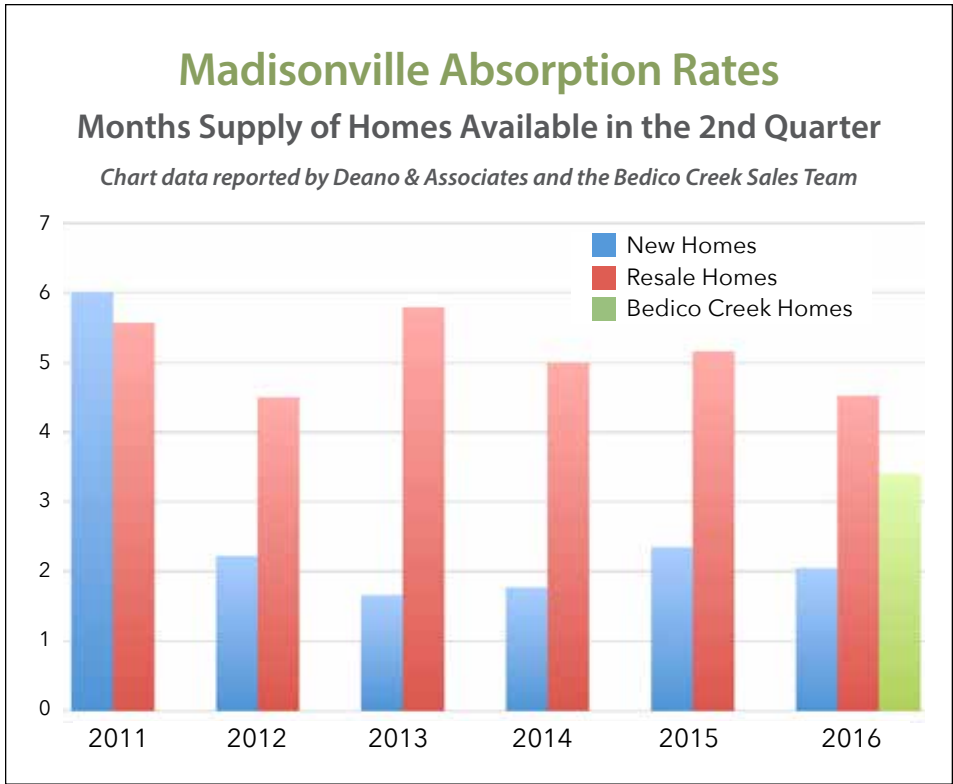
What is causing this demand? While it's a more complicated question parish wide, it's easy to see right here in our own backyard. With great schools, proximity to shopping and health care, experienced builders and strong community amenities; Bedico Creek ranks among the best.

### Madisonville New Home Sales by Price

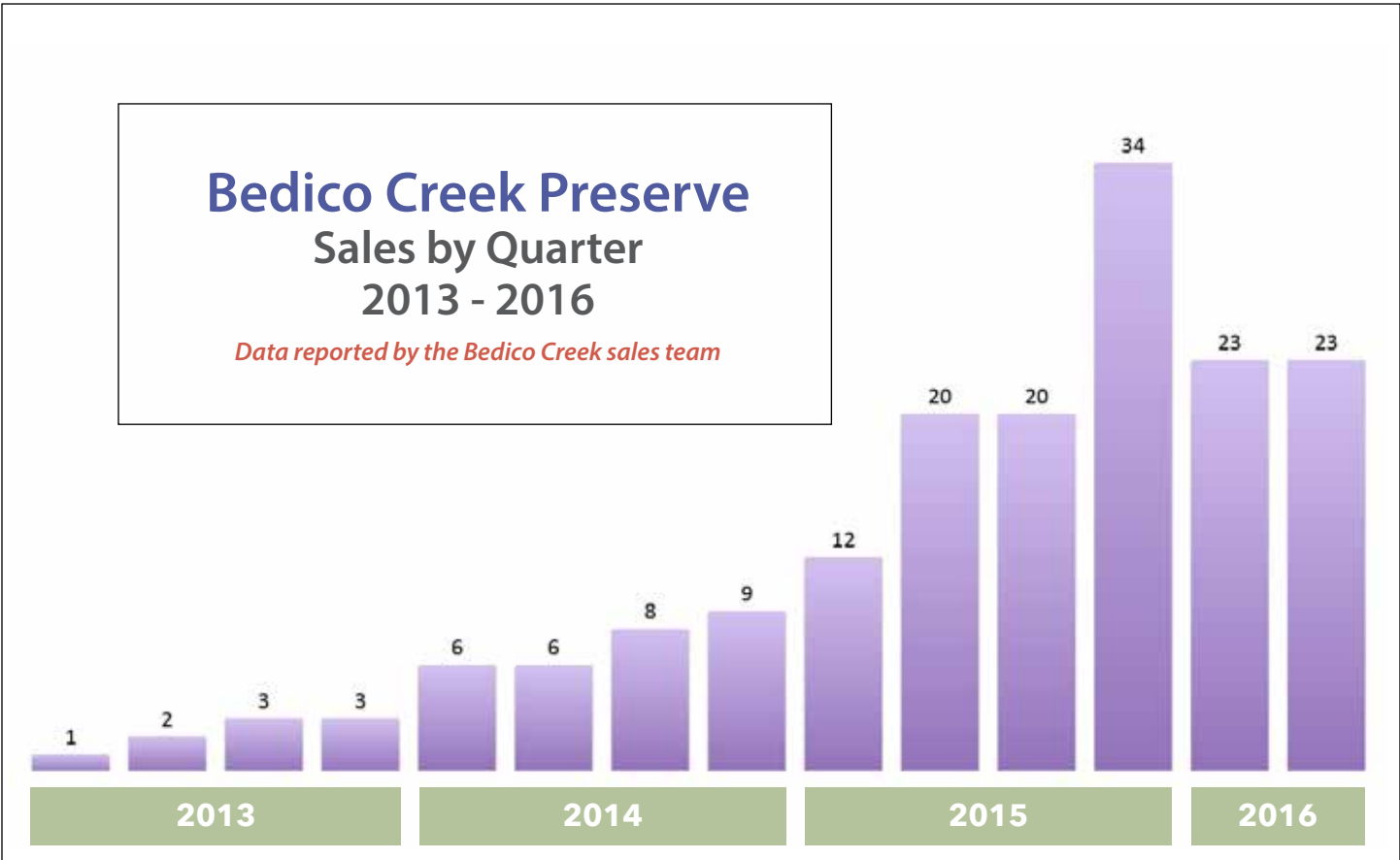
2nd Quarter 2016

Chart data reported by Deano & Associates





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



***Bedico Creek sales are looking good in 2016!***



## DETERMINE YOUR AGENT'S UVP (Unique Value Proposition)

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

Given that there are so many real estate agents out there today, it is of utmost importance to determine your agent's Unique Value Proposition. See what sets YOUR realtor apart from the rest.

Here are some examples of the services and value that I offer my clients, so next time you can ask your potential agent what they will do for YOU! Your agent should do the following (and much more).

- Guide you through the buying process from "viewing to closing" and explain each step. They should tell you what to expect next in this very involved process, making it a very simple process for you.
- Put you on a Flash Report so that as soon as a new listing meeting your criteria is put in MLS, you will receive an e-mail with all the info on the property.

- Provide you with ongoing updates and information, not only on properties that are listed in MLS, but also on properties that are not listed in MLS to include For Sale By Owner properties and properties that may be available for purchase but are not currently on the market.
- Ensure that the offer to purchase is structured to protect your interests and accomplish your goals in the purchase of your new home.
- Not only review the offer to purchase but also negotiate on your behalf to try to obtain the home on the best terms possible for you.
- Make sure that you are aware of all the many deadlines that will be contained in your purchase agreement. Keeping track of

and meeting these deadlines is of utmost importance in your agreement with the seller. Failing to adhere to them can result in big problems, including financial loss and the loss of the home you want to buy.

- Refer you to lenders who have provided good service in the past, both to my clients and to the clients of other agents in my company.
- Work with your lender to see that your loan process goes as smoothly as possible and, most importantly, in a timely manner to help ensure that your loan is actually funded at the closing.
- Assist with all aspects of the home inspection process to include providing a list of inspectors, coordinating and scheduling the inspections and negotiating with the seller, through his listing agent, for the correction of deficiencies found in the property. Negotiating for the correction of property deficiencies can be one of the most difficult aspects of the buying process.
- Coordinate and be present at the closing and help guide you through the closing process.
- Assist you with the move-in process which includes coordinating the switch over of utilities in your new home.
- Help you with any post-closing issues that may arise.
- Stay in touch. You should never have to hunt your agent down! They should remain in contact with you on a regular basis and respond to your calls in a timely manner to discuss any matter related to the buying process. They should suggest purchase agreement clauses that will make your offer more attractive to the seller, which can be vital in a competitive offer situation.

As you can see, finding your agent's Unique Value Proposition is simply priceless!

# NEW NEIGHBORHOODS

Bedico Creek is growing quickly.

In 2016 the sound of progress is in the air. Everywhere you look at Bedico Creek something big seems to be happening.

Heron Point is open and nearly completed. Heron Lake, with its Lakeside enclave of waterview homes is right behind it. By this fall Deer Trail, Cypress Bend and the third extension of the Preserve will debut. There is also a new community amenities area underway with another beautiful lake.

Take your own walking tour of the new neighborhoods. With nearly 300 new homesites in the works in a wide variety of price ranges, and a hot real estate market in play, it's clear that Bedico Creek is one of St. Tammany's most important communities.

HERON LAKE  
& LAKESIDE



HERON  
POINT



PRESERVE III  
(extension)




DEER  
TRAIL



CYPRESS  
BEND





*Time is on  
your side*



## CONTROLLING NEW HOME SPENDING

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

It may be a cliché that a new home represents a large investment, but once a home buyer takes the big step, it's easy to get carried away with the initial spending. That amazing new house has to be packed with amazing new things inside and out. Right?

Not so fast. Time is on your side. Many things can be added when your budget has more wiggle room.

Here are some tips on saving money when you purchase your home.

### 1 Insurance

If you are using the same company or agent for other types of coverage, check around before you buy. They may not have the best price on homeowners insurance, especially if it has been a long while since you last got a quote. Read the fine print and know what you're getting for what you're spending. You may still choose your old agent, but reviewing carefully can save you money every month.

### 2 Warranties

It's true that every household item will break eventually. However, in new homes, most major appliances come with warranties, so purchasing extended warranties may be an unnecessary expense. Look at the numbers carefully, it may cost you more for the long-term outlay for warranties than to simply repair or replace something.

### 3 Lawn Service

If you're working within a tight budget, it is possible to keep a healthy and well-maintained lawn that the HOA will be proud of without hiring a lawn service right away. Landscape as you are ready. Do the lawn work yourself, if you prefer.

### 4 Outdoor Spaces

Outdoor kitchens, pools, fencing and entertaining areas unquestionably add to the value of a home. If you've been dreaming about a koi pond next to your own meditation spot, build one.

However, it's not necessary before you move in. Why not consider rolling out your improvements in phases and doing comparison pricing before you begin. Talk to friends and neighbors for their recommendations. You'll save money.

### 5 Empty Spaces

No matter where you're moving from, every new home begs to be filled. There are inevitably empty spaces that need new furniture or home furnishings.

New interior items can be added in a financially responsible manner when you're ready. Furniture for the fourth bedroom or the entertainment equipment for the media room can wait. Many times, once you're in the home a few months, you'll be better in tune with what you really need. Perhaps you'll decide to make that fourth bedroom into an office instead or change your mind about the kind of seating you want in the media room. Give yourself the financial space you need and your home's unique personality will have time to emerge before you buy.

# BEDICO CREEK - NEW HOMES

## Price Per Square Foot by Neighborhood

### 2nd Quarter 2016

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Audubon Way	1		\$1,000,000+	
Manors	0			
Estates	1		\$516,300	
Preserve	1	2,627	\$420,000	\$159.88
Longview	2	2,588	\$392,450	\$151.66
Lakeview	2	2,453	\$387,000	\$157.80
Cypress Crossing	8	2,479	\$341,754	\$149.40
Garden/Courtyard	1	2,089	\$290,000	\$138.82
Deer Park	7	1,948	\$245,678	\$128.38
Heron Point (NEW)	0			
Heron Lake (NEW)	0			
Cypress Bend (NEW)	0			
Deer Trail (NEW)	0			

Some Resales Included

Total Homes Sold **23**

*Our new neighborhoods are still in development.  
Look for home sales to begin closing in the 4th quarter.  
Refer a friend now for optimal lot selection.*

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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