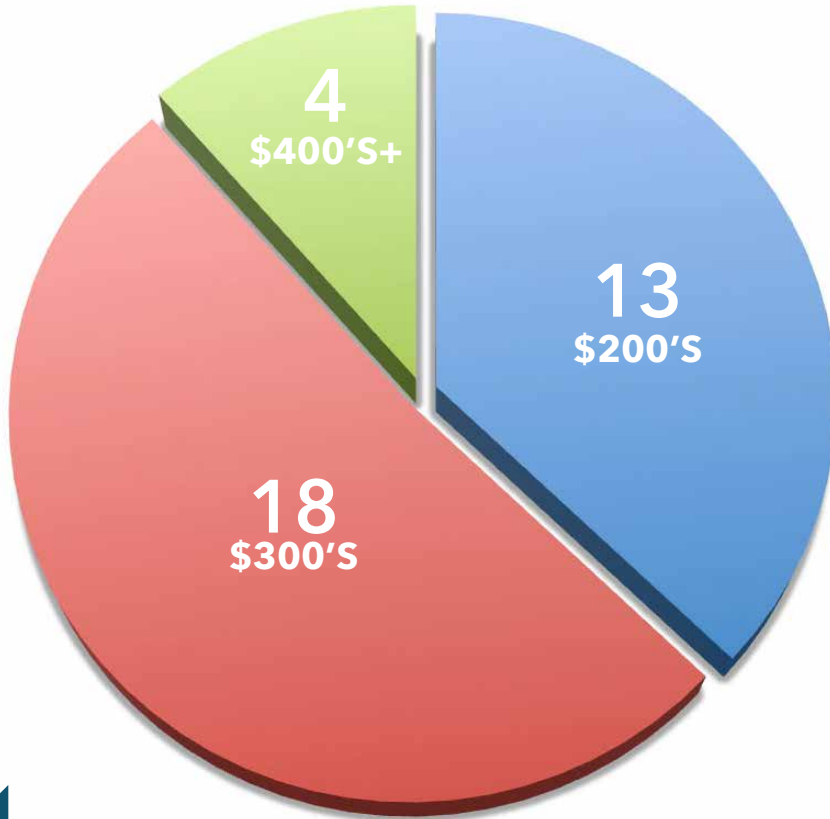


Market Report



Madisonville New Home Sales by Price

3rd Quarter 2017

Chart data reported by Deano & Associates

The third quarter Madisonville pie chart says it all. Sales in moderately priced new construction price points (\$300's and \$200's) are undoubtedly the sweet spot, with higher priced homes moving more slowly. Madisonville continues to rank first in the Western St. Tammany new home sales marketplace, outstripping Mandeville and Covington by a wide margin.

Overall sales in Madisonville are a bit slower than in previous third quarters, which equates to a longer number of days on market this fall. New construction sales at Bedico Creek are still strong, however, with the community maintaining its reputation as the sales leader again this quarter. Bedico Creek's days on market, about a 3.5 month's supply of available homes, remains well below Madisonville's new home rates. Bedico's absorption rate has also ratcheted down from the last quarter.

GOOD NEWS Rouses Is Coming!

Donny Rouse, CEO, confirmed the company's newest location, a 44,000-square-foot store, which will anchor Copperstill Marketplace at the southeast corner of Highway 1077 and Highway 1085 in Covington.

The news follows recent announcements of four other new Rouses Markets –three in Louisiana and one in Alabama. “Every year, we get hundreds of customer requests to build new stores,” says Rouse. “We’re actively expanding to bring more stores to more neighborhoods across the Gulf Coast. I wish we could say yes to every request.”

Copperstill Marketplace is being developed by Gulf States Real Estate Services, a commercial real estate brokerage located in Covington, Louisiana. The development includes 65,000 square feet of retail. Michael Saucier, President Gulf States Real Estate Services, says construction is being fast-tracked for completion late 2018.

This will be Rouses Markets seventh store in St. Tammany parish, which is located 30 minutes from New Orleans on the north shore of Lake Pontchartrain. Rouses Markets first entered the St. Tammany market in 2003 with a store at 1200 Business Highway 190.

The Copperstill Marketplace location will bring the company's total number of locations to 60.





THIRD QUARTER UPDATE

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

The third quarter of 2017 continued to see newly created neighborhoods fill up with new homeowners and lots fly off the market! With the Heron Lake neighborhood almost sold out, we have been pre-selling lots in Phase 2 of Heron Lake. Now that the roads are completed and closings slated to begin in December, we are offering a limited time 5% incentive on your new lot if you use one of Bedico Creek's Preferred Builders and pour your slab within six months of closing on the lot!

The next new neighborhood scheduled for completion in 2018 will be the extension of Heron Point. This gated enclave within Bedico Creek, will offer prime amenity lots with some of the best views in the community. Lots featuring green space/lake views, as well as lots backing to the permanent conservation areas are being offered at this time. For those looking for less yard maintenance, villa lots are now on the market! These lots back to permanent conservation or face green space/park and will not last long. For a limited time, a 10% pre-development incentive is being offered on all lots in the 2nd Phase of Heron Point!

With 340+ homes now completed, there is still more than half of Bedico remaining to be developed! Look for more information in the 4th quarter for exciting new neighborhoods planned for the coming years!

2017 BEDICO CREEK HOME SALES

Price Per Square Foot by Neighborhood*

First Three Quarters 2017

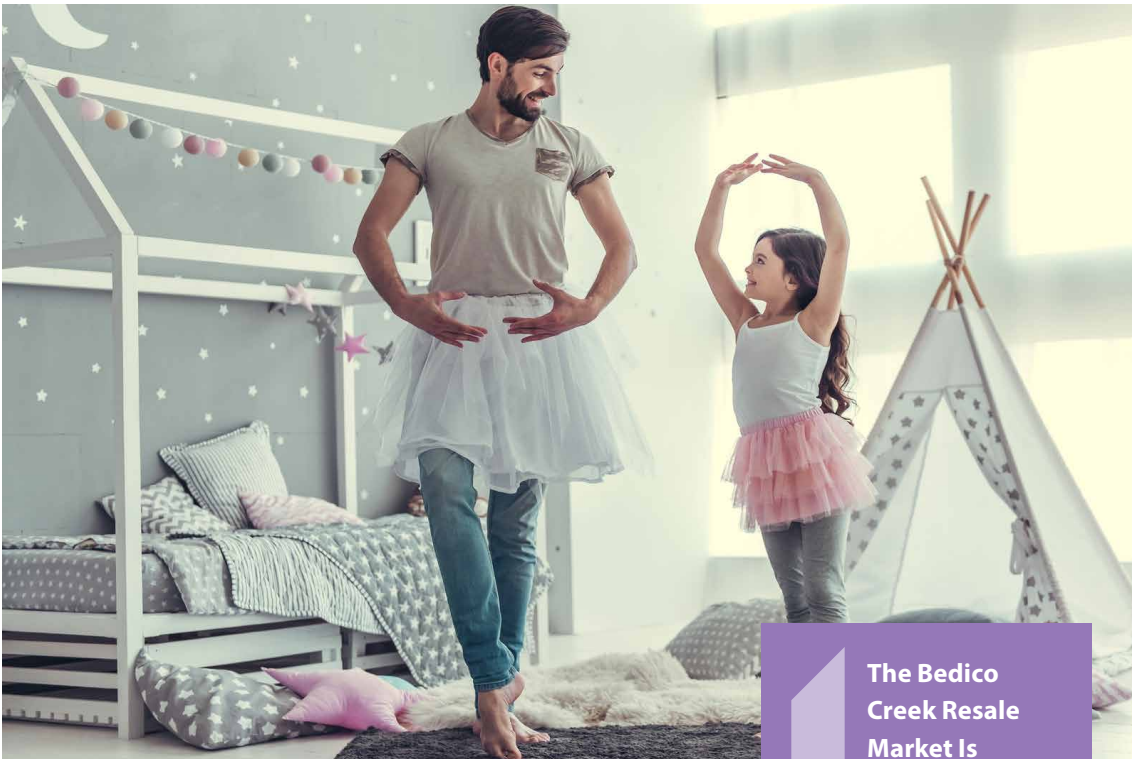
Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Heron Point	1	3,600	\$739,000	\$205.28
Audubon Way	0			
Manors	1	6,045	\$885,000	\$146.40
Estates	0			
Preserve	6	2,727	\$453,700	\$159.36
Longview	5	2,559	\$389,000	\$152.26
Lakeview	11	2,687	\$432,226	\$163.32
Cypress Crossing	5	2,442	\$349,820	\$152.06
Garden/Courtyard	3	1,891	\$279,500	\$147.99
Deer Park	7	1,962	\$276,443	\$140.90
Heron Lake	11	2,378	\$372,591	\$156.74
Cypress Bend	6	2,228	\$341,845	\$152.24
Deer Trail	11	1,956	\$225,481	\$135.82

*Some Resales Included

Total Homes Sold

67



The Bedico
Creek Resale
Market Is
Active!

IS IT TIME TO SELL? Knowing When To List Your Current Home

Few homeowners are living in their “forever home.” Instead, they chose their home to fit their current needs and are taking smaller steps to their dream home, keeping one eye on the market and the other on their own pocketbook.

If you’re wondering if now is the time to step up or put your home on the market, consider these helpful pointers.

1 You Have Substantial Equity or Your Mortgage is Paid

Every dollar you earn for your home over what you originally paid for it, is money in your pocket. Being debt-free is a rarity these days, but the more equity you have in your home, the closer you are to that goal. You can leverage that equity into a move up.

2 The Market Favors The Seller

If you want the best price for your current home, the time to sell is when the market has a large group of potential homeowners.

3 Your Current Interest Rate is Higher Than the Market Rate

Interest rates are currently at very low rates. If your original mortgage is at a higher rate, then it’s a good time to put your home on the market.

Leverage the sale of your home into a fresh start at a lower rate.

4 Your Home Doesn’t Fit Your Needs

If you need to downsize or upsize in order to accommodate your current family situation, it’s time! Maybe you bought your current home before you had little ones on the way. Or perhaps your “babies” have left the nest. It could be that you need to move closer to aging parents or to shift a child into a solid school district. The reasons are many and they are all valid. Regardless of why, when it’s time to move, use it to make another move toward your “forever home.”

5 Your Neighborhood is Booming

It’s always a good time to consider selling if your neighborhood is in demand. The market may allow you to upgrade to a step-up home in the same neighborhood!

There are no invalid reasons to sell your home, even if you’re just feeling the desire for some new digs. The best reason of all is that the time is right for you.

Check with a qualified Realtor to understand the prevailing market and get your questions answered.



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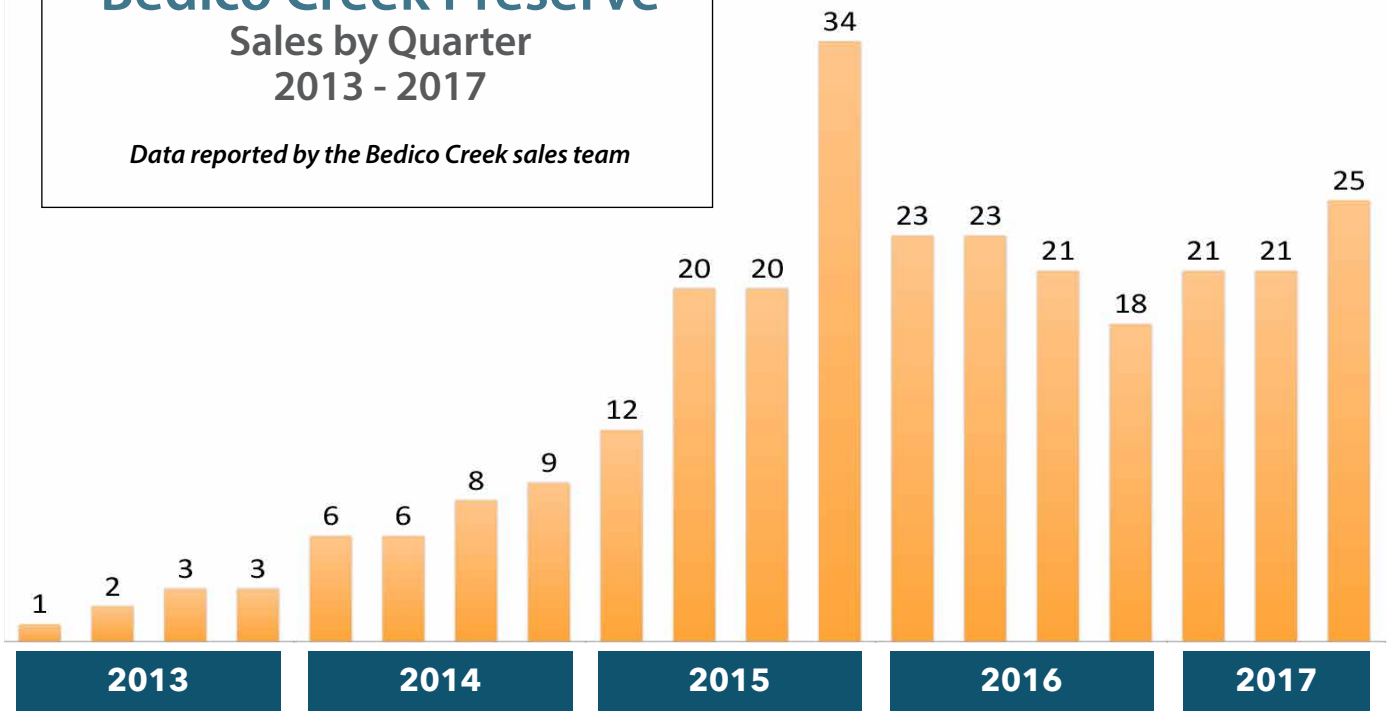
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PRESERVE**

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Bedico Creek Preserve Sales by Quarter 2013 - 2017

Data reported by the Bedico Creek sales team



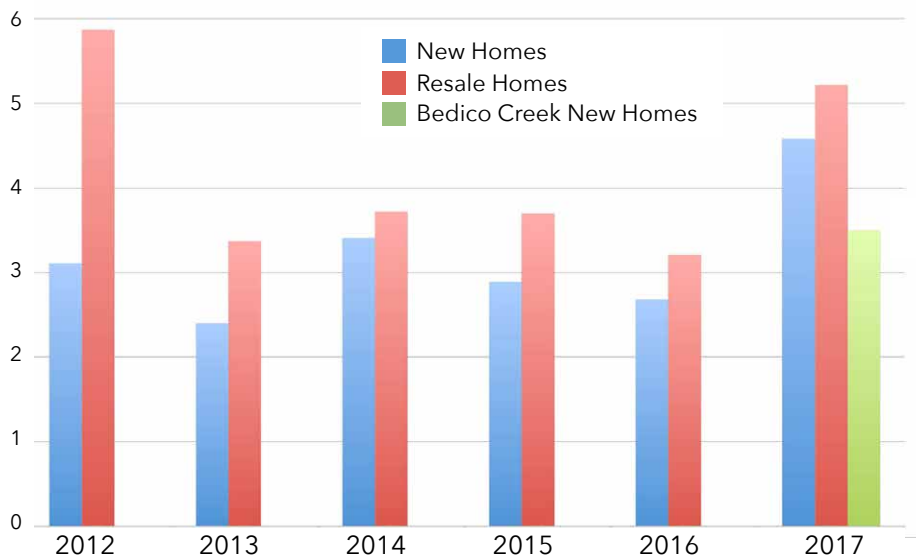
Home sales at Bedico Creek remain rock solid during the first three quarters of 2017.



Madisonville Absorption Rates

Months Supply of Homes Available in the 3rd Quarter 2017

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



Absorption Rate at Bedico Creek is 3.5 months!