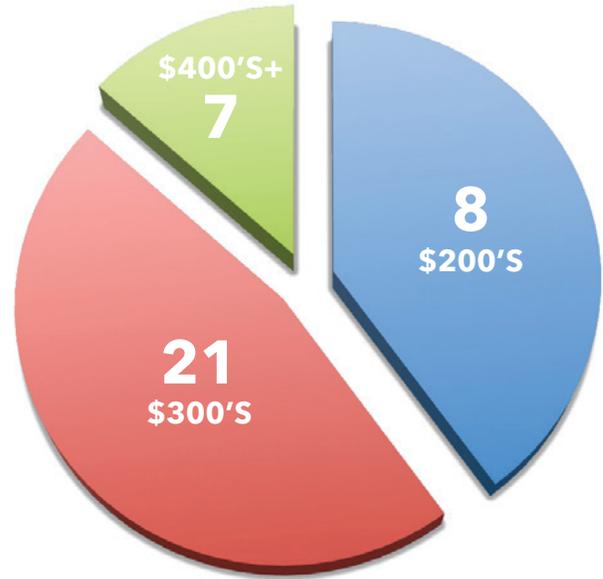


Market Report

Bedico Creek's Rod & Paddle Club



Overall Madisonville New Home Sales by Price Fourth Quarter 2018

Chart data and analysis reported by Keller Analytics

New home listings continued to perform remarkably well. The month's supply fell from 4.97 to 3.38 months, which is considered a very healthy new home market.

Overall, Madisonville listings (new and resale homes) decreased in the 4th quarter of 2018, but the average time on market decreased as well, indicating a fairly healthy market continuing. The existing home market saw a decrease in sales, but is still above the 5 year average for existing home sales. Keep in mind that the 4th quarter 2018 is being compared to 4th quarter 2017 which was the highest in sales in more than 6 years.

As we move into spring, the market still looks strong for solid sales.





2018 BEDICO CREEK HOME SALES

Price Per Square Foot by Neighborhood*
Year End Final 2018

Data reported by the Bedico Creek sales team

Neighborhood	# Homes	AVG Sq. Ft.	AVG \$ Price	AVG \$ Sq. Ft.
Heron Point	1	4,315	\$1,074,000	\$248.90
Preserve	8	2,750	\$491,220	\$161.41
Manors	2	4,222	\$662,500	\$156.97
LongView	5	2,546	\$398,980	\$156.45
Heron Lake	7	2,547	\$399,514	\$156.33
Courtyard	7	1,808	\$281,686	\$155.82
Estates	4	3,335	\$520,500	\$155.54
Lakeview	6	2,738	\$414,361	\$154.46
Cypress Bend	14	2,226	\$343,565	\$154.01
Cypress Crossing	7	2,203	\$330,629	\$150.01
Deer Trail	34	2,079	\$274,585	\$133.33
Deer Park	2	1,946	\$255,500	\$131.29

Total Homes Sold

97

**Totals do not include custom homes currently under construction for individual buyers or lot sales in the community.*

MARKET NEWS

St. Tammany Business News Bites

Friends Coastal Restaurant in Madisonville will become the new offices of Dixie RV Superstores. They'll be relocating from a cramped facility in Hammond to the third floor of the old Friends building. The second level will be leased to a high-end restaurant. A casual eatery, operated by the same restaurateur, is planned on the open-air first level with food served from one of two Airstream concession trailers. The council has already approved a package of variances that made this transition possible. The new eateries will confirm to new local noise ordinances.

The Tulane Transplant Institute (a multi-organ transplant program) will expand services and open a Northshore clinic in early 2019. The facility will open on the fourth floor of the Lakeview Regional Medical Center in Covington, providing transplant services initially. Additional general surgery; urology; and ear, nose, and throat services will follow.

St. Tammany Parish Councilman Michael Lorino, Jr. asked the council in November to temporarily halt new subdivisions in the Madisonville area. The primary reason was population growth and infrastructure crowding as more people move into the area. If the council adopts the moratorium, Lorino wants the parish to team with the state Department of Transportation and Development and the Regional Planning Commission to analyze growth in the district and determine compensation measures. If adopted, the moratorium would only apply to developments not already in the parish-permitting pipeline.





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LOT SALES

Neighborhood Update

More than 700 lots were either completed or under contract through the end of 2018!

Rapid growth in the community has closed out several neighborhoods including Manors, Longview, Lakeview, Cypress Crossing, Cypress Bend, and Deer Park. Others such as Estates, Preserve, and Heron Lake have a limited supply remaining.

Estates Phase II opened in 2018 and features many lots backing directly to green space with access to the 3.5 mile walking trail. Lot pricing begins in the \$80,000-\$100,000 range with a current close out special of 5%, if a Bedico Preferred Builder is used and the home slab is poured within 12 months of lot closing. As always, no building time requirements are effective at regular pricing.

Bedico Trail is about to open at the time of this writing. It's located near the new kid-friendly, second pool complex and is an ideal location within the community. Every lot is convenient to trails, parks, Lake Audubon, and greenspace. These new lots include a dramatic peninsula cul-de-sac surrounded by Lake Audubon that is arguably one of the most appealing settings we've ever offered.

Bedico Trail lots are in the \$60's-\$80's range with final home prices \$340's - \$400's. These lots are comparable sizes to those quickly diminishing in Heron Lake and Cypress Bend. Currently, with more than 20 lots already pre-sold at Bedico Trail, there is a 5% incentive offered for a limited time. If you're considering a move-up within the community or a move to Bedico Creek, now is the time to reserve the lot of your choice. Many lots have already been pre-sold to our builders, so some lot options may be available from them as well. Call us for the most current lot availability.

CONTACT US
 985-845-1988

for more information
 on current
 close out specials and
 pre-development
 incentive pricing
 for existing
 neighborhoods.
 Golf cart tours
 are available by
 appointment
 seven days a week.



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Bedico Creek New Home
and Resale Specialist

BEDICO
Sales Pro

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CONSIDER A SMART HOME UPGRADE

Adding Value with Minor Components

Everyone knows that simple upgrades, routine maintenance, and minor repairs can make all the difference in the resale value of your home. Sometimes thoughtful small additions can attract buyers and cause their agents to select a home for showing in a market packed with other options.

Adding additional smart home technology is a perception-changing upgrade for new and existing homes. It can transform normal HVAC, security, sound, or lighting into a major asset for buyers.

We all know a smart thermostat saves the buyer utility money over the life of the home and buyers expect that in today's newer resale homes. Managing it from a smartphone is a cut above and a very attractive feature, especially for environmentally-conscious buyers like the ones who are attracted to homes that are surrounded by nature preserves, like Bedico Creek.

Great lighting has always added drama to a home. Today's smart lighting systems can offer nearly limitless colors, dimness/brightness settings, and fixtures. It's a creative home staging tool that can make a big impact at

showings. Spark up the children's room with colorful lights. Add a little pizzazz with cabinet lighting. Turn on some mood lighting to dramatize a bedroom or family area before the buyers arrive. Set the outdoor landscape lights to come on at dusk for an added touch of drama for an after-work showing.

Buyers want homes that are secure and today's security systems are less likely to have intrusive installations and high financial commitments. WiFi smart cameras and motion sensors are easy to install and make an affordable upgrade to new or existing systems.

Make sure you choose components that work easily with a smart home hub that can be set up by your internet provider and controlled with hand held devices. Now you're all set to make an impression.

Saavy Realtors showing the property will alert their buyers that security and smart home features are available in the home.

Smart home upgrades are great for owners and great for future sales. Think smart. Add smart home features for added value.

Want to Sell or Move Up?

Our team of Bedico Creek neighborhood experts can help you sell your existing Bedico Creek home, too.

Contact us for pricing valuations and sales assistance.

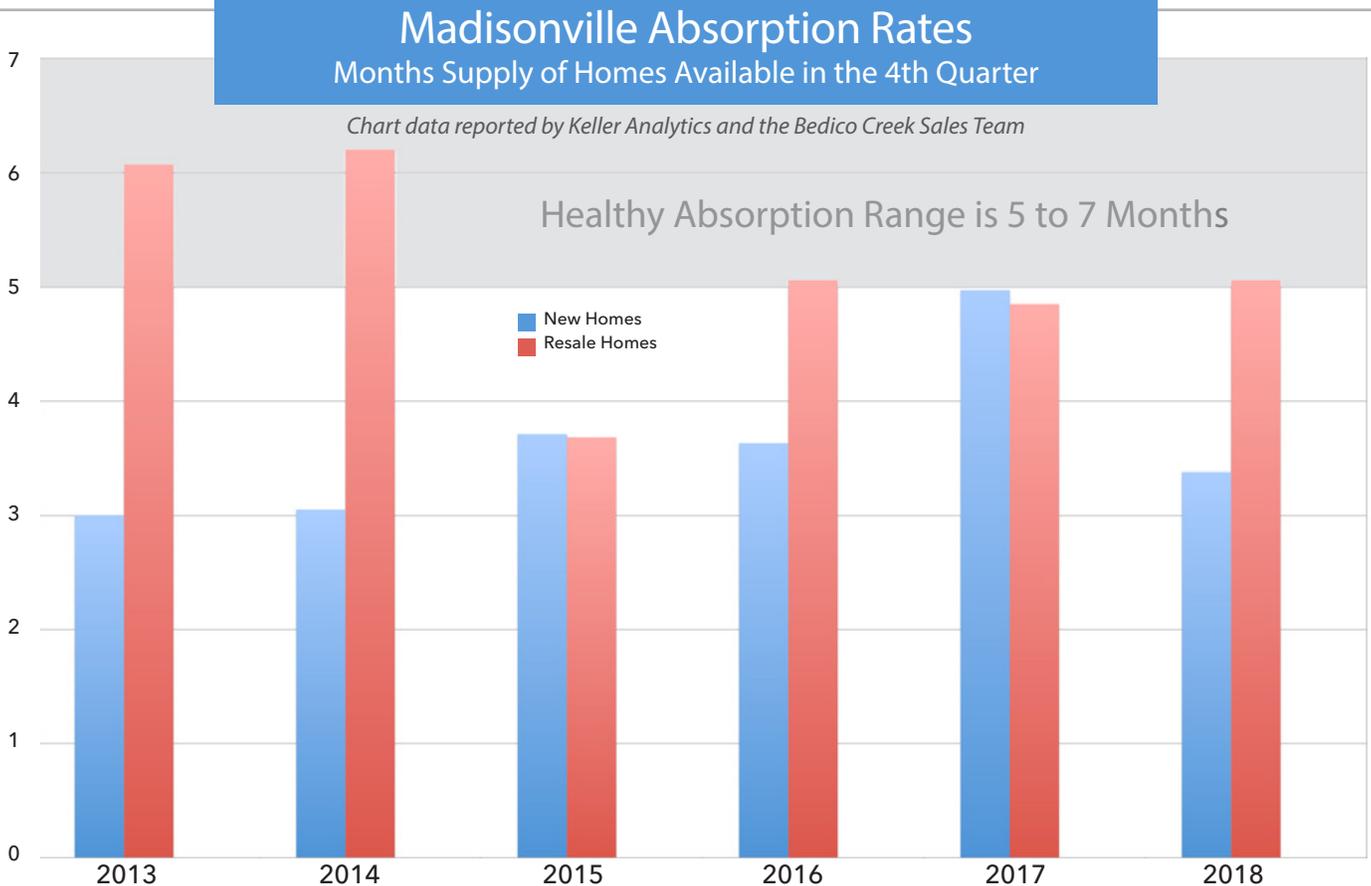
MADISONVILLE ABSORPTION BY PRICE RANGE

Fourth Quarter 2018

Data Supplied by Keller Analytics

PRICE RANGE	CURRENT LISTINGS		NUMBER SOLD		MONTHLY ABSORPTION		MONTHS SUPPLY	
	Active New Homes	Active Resales	Sold New Homes	Sold Resales	New Homes	Resale Homes	New Homes	Resale Homes
\$250,000-\$299,000	7	25	11	21	3.67	7.00	1.91	3.57
\$300,000-\$399,999	21	17	12	12	4.00	4.00	5.25	4.25
\$400,000-\$499,999	6	6	5	5	1.67	1.67	3.60	3.60
Over \$500,000	1	15	1	5	0.33	1.67	3.00	9.00
Total	46	84	29	38				

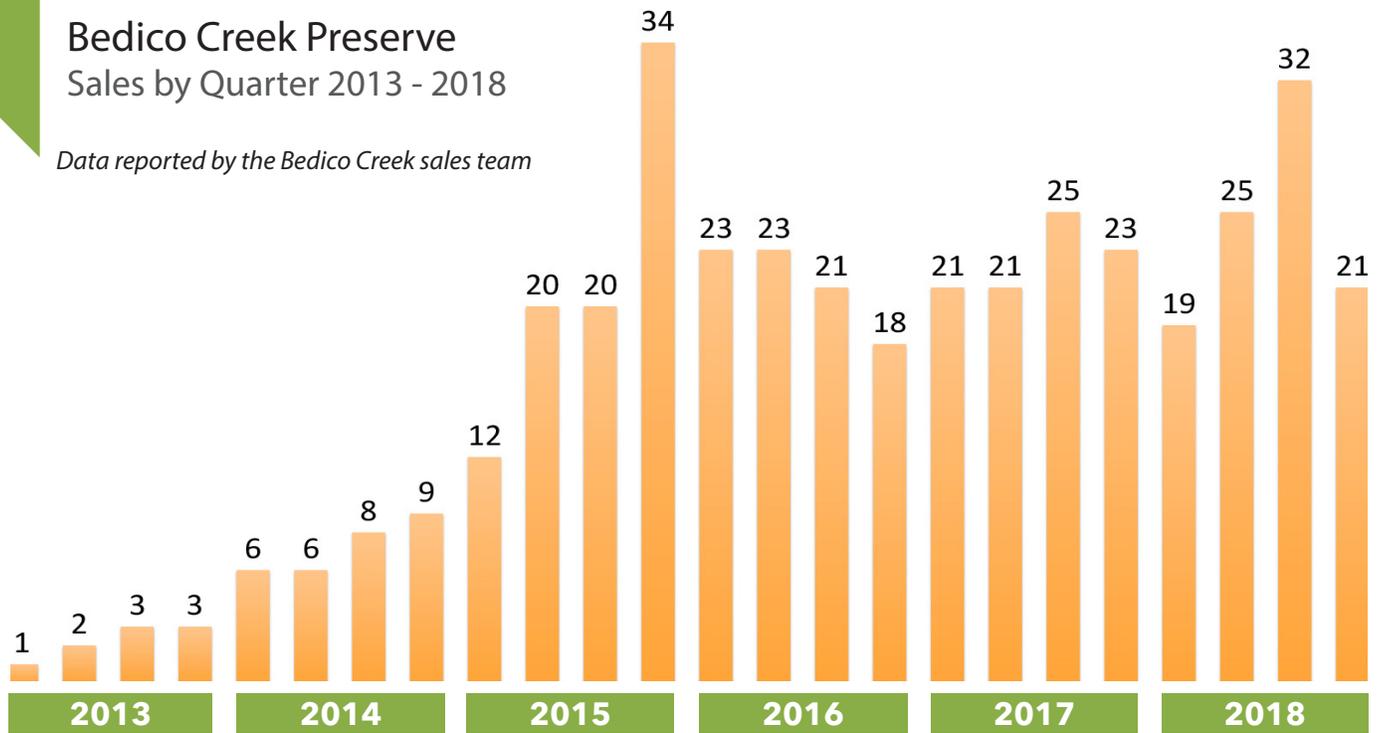
Builders should consider building in price ranges that have lower absorption rates.



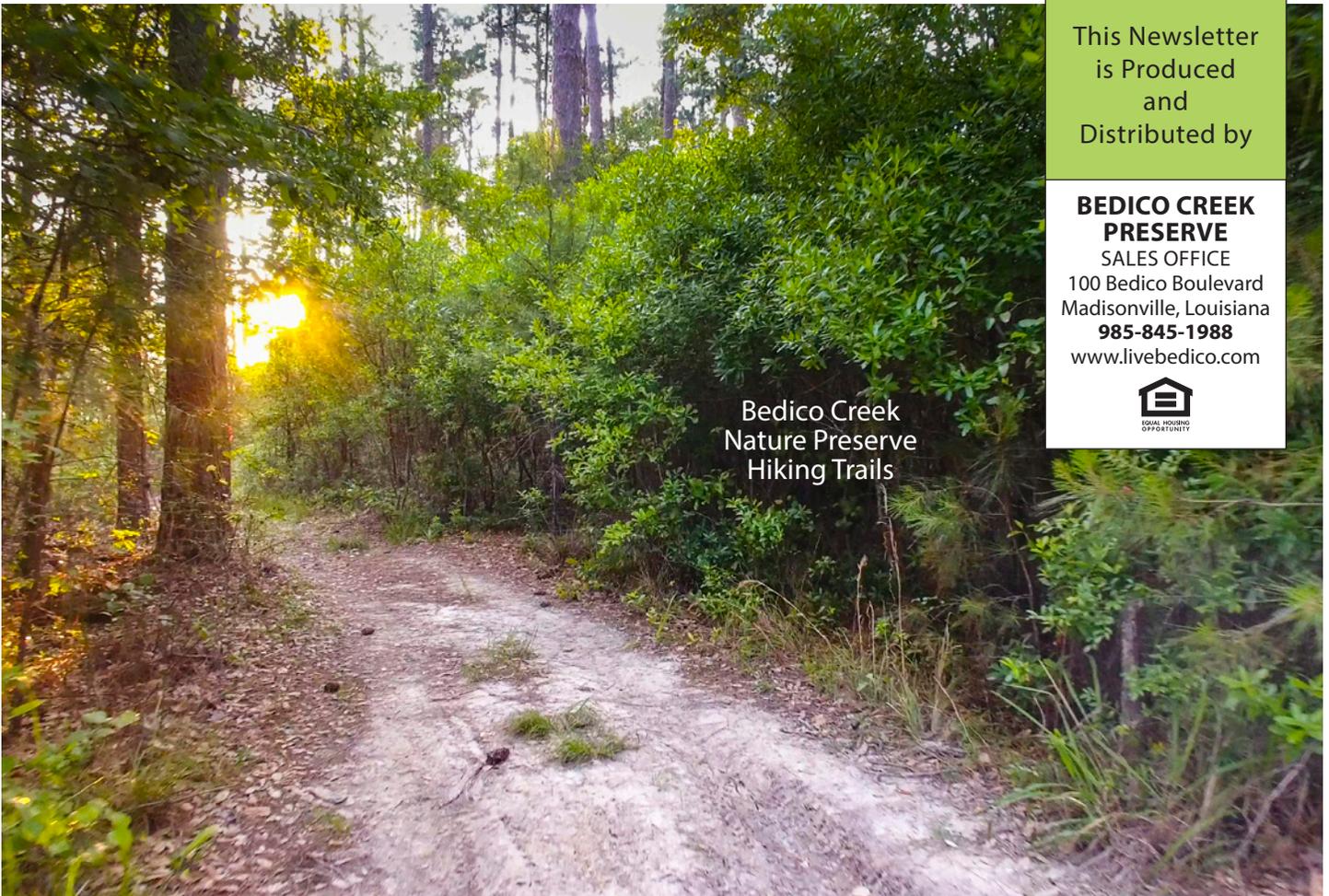
New home Absorption Rates are lower than in recent years.

Bedico Creek Preserve Sales by Quarter 2013 - 2018

Data reported by the Bedico Creek sales team



2018 sales totals at Bedico Creek were the best ever with 97 homes SOLD!



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Bedico Creek
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