

## THE COMMERCIAL INSIDER

**WOW!** what a year 2011 has become in the Commercial Real Estate Market. Sales have exceeded \$36 million in the first 9 months of the year with Keller Williams Commercial responsible for 48.6 % of all commercial sales. Ryan and Bill Roark, the Tri-State Team, have sold almost \$14 Million with another \$1.6 million under contract and scheduled for closing in October. These latest numbers from the Northeast Louisiana Board of Realtors Multiple Listing service show Ryan as #1 and Bill as #2 in Commercial Real Estate sales during 2011. New business expansions, new retail centers under construction and investors continuing to invest in commercial ventures.

I continue to ask what is fueling this investment in our local market? A major factor has to be relatively low interest rates and the confidence of the local banks in our economy. This is combined with investors seeking a higher rate of return than that offered by saving accounts along with the volatility of the stock market. Real Estate has historically offered a safe haven for investors with a higher rate of return and little risk for long term investing. And commercial real estate values continue to rise in our market.



**RYAN ROARK**  
CCIM  
318.348.5815



**BILL ROARK**  
318.348.5813

www.tri-stateproperties.com

### RYAN ROARK RANKED NATIONALLY

Ryan was recently ranked #4 out of more than 90,000 Keller Williams agents Nationwide as announced by the Gulf States Regional Newsletter of August 10, 2011. Ryan is a 2000 graduate of Louisiana Tech in Bio-Medical Engineering. After working in the Bio-Medical field he returned to Monroe and joined Tri-State Properties, a Commercial Real Estate Firm. In 2009 Tri-State Properties merged with Keller Williams to form a commercial real estate department. Today Ryan and his dad, Bill Roark are the Tri-State Team of Keller Williams. Ryan received his CCIM (Certified Commercial Investment Member) designation in 2002. He is a Broker, Author and Commentator/Consultant on real estate matters. His specialty is commercial real estate brokerage and investment analysis.

### WHY IS NORTHEAST LOUISIANA A MAGNET FOR INVESTORS

A stable economy, even without a high population growth, is an environment investors, national retailers and chain restaurants seek when the national economy turns down. Pockets of geographic areas offering a stable economic environment are preferred over the more 'roller coaster' regions that are preferred in times of wild economic growth. This is evidenced in our area by the numerous national and regional restaurants that have opened in the past 18 months. Further evidence is the interest of out of town investment groups, such as the south Louisiana investors that recently purchased the Richland Tower office building and the continued investment of capital for business expansion such as CenturyLink, Foster Farms and others.

#### 2010 Commercial Sales thru October 18, 2010

	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE
LIST PRICE:	\$1,300,000	\$2,000	\$256,796	\$129,000	\$14,380,600
SOLD PRICE:	\$1,000,000	\$20,000	\$205,885	\$111,750	\$11,529,595

#### 2011 Commercial Sales thru October 18, 2011

	HIGH	LOW	AVERAGE	MEDIAN	TOTAL PRICE
LIST PRICE:	\$4,500,000	\$20,000	\$289,743	\$160,000	\$18,253,840
SOLD PRICE:	\$3,800,000	\$9,000	\$241,623	\$136,850	\$15,222,250

### RECENT COMMERCIAL REAL ESTATE ACTIVITY IN NORTHEAST LOUISIANA

- Cheddars Restaurant – West Monroe
- Anytime Fitness – Cypress St.
- New Retail Center – Garrett Road
- Shrere' Place Townhomes
- Achievers of Louisiana – relocation
- Dillingham (West Monroe office) – relocation
- Dand D Cleaners (West Monroe) – relocation
- Richland Tower – Sold
- Dr. Michael Haynes – relocation
- Ace Mini Storage – sold
- Former Flowerama Building (Lamy Lane) – sold
- Theus, Grisham, Davis and Leigh Building - sold
- Physicians Rehab clinic – relocation
- Chick-fil-A Restaurant – 2<sup>nd</sup> location
- Chuck E. Cheese – Pecanland
- El Jarrito Mexican Restaurant – new location
- Affiliated Mortgage Company – relocation
- New Retail Center – Louisville Avenue
- PPM Consultants – relocation
- AT&T Store – relocation
- Sterlington Meat Market
- Gilley's Heating and Air
- Dollar General – new West Monroe location
- Magic Grill – West Monroe location
- Taco Bandido - new West Monroe location
- Sam's Seafood – new West Monroe location
- Sonic Restaurant – new West Monroe location
- Subway – new West Monroe location
- Zaxby's Restaurant – coming soon
- St. John's Pharmacy
- Central Bank Building Downtown – Sold
- Downtown Market
- Ouachita Valley Credit Union (Well Road)
- Family Dollar Store – Sterlington
- Fred's Store – Sterlington
- Orange Leaf Yogurt – West Monroe
- Five Guys Burgers and Fries – West Monroe
- Tiger Market – Monroe
- Whites Ferry Mart – West Monroe
- Lapels Dry Cleaning - Monroe
- Aztec Mexican Restaurant - Monroe
- Papa Murphy's Pizza – West Monroe
- Ford, Bacon and Davis – relocation
- CenturyLink—Monroe
- Foster Farms—Farmerville
- Many others



**Advanced  
Property Management**

#### OUR GUARANTEE

- Reduce your Expenses
- Decrease your Vacancy
- Increase your Net Profit

#### PROPERTIES LEASED AND MANAGED BY APM

- Sherree' Place
- Indian Villa Townhomes
- Mark III
- Mark V
- The Villas
- Garden District Apartments
- Bream Bayou Apartments
- Colonial Square Apartments
- Jennifer Lane Apartments
- Tara Townhomes
- Tuscan Square
- Richland Tower
- CR Partners Building
- Monroe Medical Office Building

3602 Cypress Street, Suite A  
West Monroe, LA 71291

www.advancedpropmgmt.com

318.388.0547 (office)

318.348.5813 (Bill Roark)

318.348.5815 (Ryan Roark)

318.322.6261 (fax)

e-mail: bill\_roark1@yahoo.com

e-mail: roark120@gmail.com

www.advancedpropmgmt.com

*We are experienced Property Managers  
LICENSED, BONDED & INSURED  
Louisiana - Arkansas - Mississippi*