THE DR. IVAN MIESTCHOVICH
UNIVERSITY OF NEW ORLEANS / LATTER & BLUM, INC.
ECONOMIC OUTLOOK AND REAL ESTATE FORECAST
FOR THE NORTHSHORE REGION

Hosted by:
UNO Institute for Economic Development & Real Estate Research
and Executive Partner: Latter & Blum, Inc.

Tuesday, May 15, 2018
Clarion Inn & Suites Conference Center
Covington, LA
**Agenda**

8:00 – 8:30AM  Registration & Networking

8:30 – 8:45AM  Welcome & Opening Remarks
Dr. John Williams, Dean, College of Business Administration, UNO
Dr. Mahyar Amouzegar, Provost & Vice President for Academic Affairs, UNO

Seminar Moderator  Dr. Robert Penick, Director, UNO Institute for Economic Development and Real Estate Research, Adjunct Professor, UNO; Vice President & CFO, Latter & Blum, Inc.

8:45 – 9:45AM  Northshore Region Economy
Don Pierson, Secretary of Louisiana Economic Development

9:45 – 10:00AM  Break

10:00 – 11:30AM  Commercial Real Estate Market
Joseph Moore, Division Director, RE/MAX First
Matt Galofaro and Jason Lipscomb, Latter & Blum Classic Homes & Properties
Michael Saucier, President, Gulf States Real Estate Services

11:30AM – 12:30PM  Residential Real Estate Market
Larry Schedler, President, Larry G. Schedler & Associates, Inc.
Priscilla Morse, Managing Broker, Mandeville - Latter & Blum, Inc.
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Dr. Mahyar Amouzegar
Provost and Senior Vice President of Academic Affairs

Dr. Mahyar Amouzegar, Provost and Senior Vice President for Academic Affairs, is the Chief Academic Officer for the University of New Orleans. The Provost, through the Office of Academic Affairs, is responsible for managing academic programs and support units and the policies and practices that affect the academic success of students at the University. Dr. Amouzegar earned a B.S. in Applied Mathematics from San Francisco State University. He earned his M.S. in Electrical Engineering, D. Engineering and Ph.D. in Operations Research from the University of California, Los Angeles. He began his career as an Assistant Professor of Mathematics at Massey University in New Zealand. Dr. Amouzegar then spent several years at California State University, Long Beach, serving as the Associate Dean for Research and Development. He previously held the position of Dean of the College of Engineering at Cal Poly Pomona. Dr. Amouzegar was also a Senior Policy Analyst at RAND Corporation, which is internationally recognized as a premier policy think tank. There he served as a researcher supporting military policy issues and was responsible for managing a large group of research and support staff across three sites. Dr. Amouzegar is passionate about championing student success, engaging with the community, expanding the diversity of the faculty and student body and finding new resources in support of our students, faculty and staff.

Dr. John Williams
Dean, College of Business Administration

John A. Williams, Ph.D. is Dean of the College of Business Administration and Veta Professor of Strategy at the University of New Orleans. He holds a Ph.D., Master of Science, and Bachelor of Science from the Pennsylvania State University. Prior to joining the University of New Orleans, Dr. Williams held administration positions at Penn State University, Virginia Tech, and Kansas State University. His oversight of the AACSB accredited College of Business Administration includes undergraduate, graduate and Executive programs. Dr. Williams also oversees the AT&T Center, the Institute for Economic Development & Real Estate Research, the Hospitality Research Center, and the Division of Business & Economic Research. He serves as Director of the Hospitality Research Center (HRC) and the Division of Business & Economic Research (DBER). Dr. Williams has published numerous articles on hospitality and tourism and has achieved over $3 million grants and contracts focusing on the tourism industry in New Orleans and the state of Louisiana. He began his position at the University of New Orleans one month prior to Hurricane Katrina and has conducted many studies and collected a volume of longitudinal data on tourism resiliency and the transformational change of tourism in New Orleans. He is an active member on many boards in the greater New Orleans area and is the President of the South Western

Dr. Robert Penick
Interim Director, Institute for Economic Development & Real Estate Research and Adjunct Professor, UNO; Senior Vice President & CFO, Latter & Blum, Inc.

Dr. Robert Penick has been appointed the Director of the Institute for Economic Development and Real Estate Research. He also serves as an Adjunct Professor of Finance, teaching undergraduate and graduate courses in real estate principles and real estate finance. He currently serves as Senior Vice President and Chief Financial Officer for the Latter & Blum Companies in New Orleans. Dr. Penick holds a B.S. in Finance and an M.B.A. in business administration and management from Loyola University of New Orleans. He also holds a M.Ed. in supervision and administration from Our Lady of Holy Cross College of New Orleans. His UNO education includes a M.S. in Urban Studies and a Ph.D. in Urban Studies with a concentration in real estate and real estate ethics. Dr. Penick also holds an Insurance license in the State of Louisiana. Dr. Penick authored his dissertation on Real Estate Ethics in the State of Louisiana. His writings were referenced in the Real Estate Journal in 2006. He also wrote a Thesis entitled A Qualitative Study of Real Estate Ethics while a student at the University of New Orleans. He is currently on the faculty of the NAR Realtor University which offers master’s degrees in real estate to Realtors across the country. He is active in many civic, business, and professional organizations, including UNO International Alumni Association and the board of the UNO Foundation. He is a veteran of the U.S. Army and the U.S. Army Reserves having served more than 30 years and retiring as a Lt. Colonel, Engineer Branch.
**Don Pierson, Secretary of Louisiana Economic Development**

In January 2016, Gov. John Bel Edwards appointed Don Pierson to serve as Secretary of Louisiana Economic Development (LED). Pierson served as assistant secretary and senior director of business development for LED since January 2005. With executive-level leadership, his duties include the implementation of domestic and international economic development programs and job retention and creation efforts for the State of Louisiana. He is Gov. John Bel Edwards’ primary representative to governmental officials, local communities and site selector consultants on all economic issues. Pierson has over 27 years of economic development experience, and is a certified economic development professional.

Gov. Kathleen Blanco appointed Pierson in 2005 to serve as assistant secretary for LED. In 2008, Gov. Bobby Jindal appointed Pierson as assistant secretary for LED and designated Pierson as his appointee for The Aerospace Alliance for Aviation 2009.

Prior to joining LED, Pierson served for 17 years in the Shreveport/Bossier community as Executive Director of the Greater Bossier Economic Development Foundation. In 2000, Gov. Mike Foster appointed Pierson to the Louisiana Economic Development Council. A year later, Gov. Foster again appointed him, this time to the Department of Economic Development Reorganization Task Force.

Pierson is a past-president of the Louisiana Industrial Development Executives Association. He has served on the Board of Directors for the Southern Economic Development Council, an organization with representatives from all southern states. Pierson is also a past-president of the Louisiana Chamber of Commerce Executives Association.

A graduate of the United States Military Academy at West Point, Pierson served as an Airborne and Ranger Qualified Infantry Officer in the 82nd Airborne Division for five years. He has also served as a deacon at Kings Highway Christian Church in Shreveport.

**Joseph Moore, Division Director, RE/MAX First**

Mr. Moore has been a licensed Realtor in LA & MS for 15 years and has been a developer for over 25 years. Projects he has developed include 6 residential subdivisions, 2 hotel/motels, 3 office/commercial projects and he developed the original master plan for the Mississippi Gulf Coast Casino Development. Two of his most recent project developments include Riverside Landing at Bass Pro Shopes and Pointe of Isle, both in Livingston Parish. Mr. Moore areas of expertise includes Community & Development Block Grant Certification in Mississippi, HUD – CDBG Block Programs, Commercial Investment Construction/Contracting Commercial, Multi-Family and Industrial Leasing, Mortgage Brokerage and Net Leased Properties. He belongs to the International Council of Shopping Centers and Counselors of Real Estate. He earned his Bachelor of Science and Masters of Science in Planning, Management and Administration at the University of Missouri.
**Matt Galofaro, CCIM, Latter & Blum Classic Homes & Properties**

Matthew J. Galofaro, CCIM has been a multi-million dollar producer since 2007. Primarily focused on Hospitality, Multi-Family and income producing properties, he quickly became an elite broker in these sectors by utilizing CCIM financial knowledge along with cutting edge technology to effectively market the properties. With his determination and expertise, he will to continue building a strong network of clients with his knowledge and experience. He handles each transaction with care and ensures that his client’s needs come first. Galofaro has the respect of his clients through building trust and offering the best solutions to their commercial needs. From large $40MM franchise hotels, 200+ unit apartment complexes to 400 lot RV Parks, Galofaro has sold them all. His unique background, focus on building relationships and deal making skills perfectly mesh with the Latter & Blum philosophy.

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**Jason Lipscomb, Latter & Blum Classic Homes & Properties**

As a licensed agent for more than ten years, Jason eats, sleeps and breathes real estate. His track record of success is proven with his multi-million dollar real estate producer status. Jason is the team leader for yourHOMEteam at Latter and Blum Classic Homes and Properties and takes pride in selectively hand picking the most dedicated professionals to join his real estate team.

Jason was born and raised in Ponchatoula, Louisiana. Upon graduating from Ponchatoula High School, he attended Southeastern Louisiana University for Business Management and staked claim in his hometown of Ponchatoula where he still resides. Following college, Jason’s career led him to be the Director for World Series of Poker Circuit Events. However, his passion for real estate led to his current role of leading his Latter and Blum Classic Homes and Properties team as a Listing Specialist, as well as branch manager at our new Ponchatoula office.

In his spare time, Jason enjoys spending time with his wife and four children. He is an active member of Hammond Chamber of Commerce and enjoys coaching his son’s little league baseball team.

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**Michael Saucier, President, Gulf States Real Estate Services**

Michael Saucier, Founder, President and Broker of Record at GSRES, has over thirty-five years experience in developing and managing projects, with well over one billion dollars in contracting and construction management. Mike holds a bachelor’s degree in Civil Engineering from LSU and possesses Residential and Commercial Contracting and Real Estates Broker licenses in Louisiana and Mississippi. He is heavily involved in the initial visioning and planning of most projects, also overseeing the Gulf States Development and Construction Divisions. In addition to applying his keen insight and vast experience in a multitude of disciplines, Mike is responsible for Capital Acquisitions and for identifying corporate client and project opportunities within the communities Gulf States serves. Mike is also has served on the Board of State of Louisiana Economic Development corporation and is currently serving as a Board member on the West St. Tammany Chamber of Commerce.
Larry Schedler, President, Larry G. Schedler & Associates, Inc.

Larry G. Schedler has been exclusively representing buyers and sellers of apartment communities for 30 years, and has successfully handled the sale of more than 40,000 multi-family units, with a market capitalization in excess of $1,000,000,000 in value. Mr. Schedler began his career as an acquisition representative for a private, regional investment firm that specialized in multi-family assets and then as a multi-family broker. Larry formed Larry G. Schedler & Associates, Inc. to specifically represent buyers and sellers of multi-family properties throughout the Gulf South. He has consistently been recognized by various professional organizations as the top multi-family broker in the State of Louisiana and the Gulf South. Larry has successfully represented conventional market-rate buyers and sellers, as well as non-profit housing organizations, institutional investors, insurance companies, and financial institutions. He has experience in working with not only all cash and conventionally financed transactions, but also on tax-exempt and taxable bond transactions, Low Income Housing Tax Credits (LIHTC), Historic Tax Credits and with the various HUD/FHA financing programs. He is a graduate of Loyola University of the South and holds the Certified Commercial Investment Member designation (CCIM). Larry is a licensed real estate broker in Louisiana, Mississippi and Alabama. Larry is a frequent guest speaker as a representative of the local and regional apartment market for The University of New Orleans, as well as numerous professional organizations. He has been a guest on local radio broadcasts and was asked to testify at a Congressional Hearing of the Gulf South Apartment Market in the wake of Hurricanes Katrina and Rita. Larry currently chairs the Board of Directors of Christopher Homes, Inc. and serves on an advisory board of the Willwoods Foundation. Larry is a co-publisher of the Greater New Orleans Multi-Family Report, which is a bi-annual publication on the local multi-family market which provides an overview of rental rates, occupancy and sales and construction activity.

Priscilla Morse, Managing Broker, Latter & Blum, Inc. Mandeville

Priscilla began her working career with Keesler Federal Credit Union in Biloxi, MS from 1988-1990 as a training officer and then Assistant Marketing Director. From Biloxi, she moved to Dallas where she worked as a loan officer for a savings and loan in 1991 before taking time off to raise her children. In 1997, Priscilla started working with a custom builder which led her to a real estate career. She began working with RE/MAX Cross Country in 1999 and then moved to Covington, LA. Once licensed in Louisiana, Priscilla began working with The Morse Team at RE/MAX Northlake and eventually became their managing broker. After that she moved to Stirling Properties in 2006, which was eventually acquired by Latter and Blum. Priscilla became the assistant branch manager in October 2017 and the managing broker in February 2018. When she is not at the office with her family of 120+ agents she can usually be found up at her barn in Amite with her husband, dog and grandsons on a tractor. Like the old Virginia Slims slogan, “I’ve come a long way baby” from growing up in Uptown New Orleans to the life on The NorthShore, I got here as fast as I could!! Priscilla is a 1981 graduate of LSU with a Bachelor of Arts degree.
A Look Back at The Great Flood of 2016

BASS PRO AND RANGE AVENUE IN DENHAM SPRINGS

Juban Crossing at Peak of Flood

Bass Pro Outparcels on Morning of August 8th 2016

Range Avenue at Range 12 Blvd and 12 Ball Field

2018 Dr. Ivan Mietschovich Economic Outlook & Real Estate Forecast for the Northshore Region
Bass Pro Shops High and Dry throughout the Flood
Parking lot received water and store closed 1 week to serve as Emergency FEMA Logistics Center

Springs Plaza Early on August 16 2016

Video Compliments of Dev/Null on YOUTUBE by Aaron Colona
https://www.youtube.com/watch?v=uoZzIvzQ9T0

2018 Dr. Ivan Miestchovich Economic Outlook & Real Estate Forecast for the Northshore Region
Juban Crossing Restored and East-Side Juban Market Place
All Retail Has Re-Opened and 200 New Upscale Apartments have recently come on line at Juban Crossing
Fronage Pad Development on East-Side of Juban Road Includes 6 Auto Dealerships, 3 Pad Sites for Retail, QSR and Special Service

Where are We 1+ Years Post Flood?
Let's Look at Livingston Parish and Juban Recovery First

Juban Crossing Recovery and Major Additions – All Star Nissan/Kia

2018 Dr. Ivan Miestchovich Economic Outlook & Real Estate Forecast for the Northshore Region
The Crossing at Juban Adds 220 Unit Luxury Apartments

Frontage Pad Site Under Development on Juban East Side

Phase 2 – Juban Marketplace Coming Soon to East Side
WAIT!!!! What About Denham Springs, Walker, & the Northshore?

- Let’s Look At A Historical Record of the Amite River Flood Events
- And the Record of Major Storm Events

History of Major Storms & Floods

- 1977 Flood
- 1983 Flood (greatest flood of record)
- 1985 Hurricane Jean
- 1986 Tropical Storm Allison
- 2001 Tropical Storm Allison
- 2002 Tropical Storm Emily
- 2005 Hurricane Katrina
- 2005 Hurricane Rita
- 2006 Hurricane Gustave
- 2012 Hurricane Isaac
- 2019 Flood

Our Growing Concerns Over Increasing Frequency of Floods

1983 Flood Inundation

2016 Flood Inundation
What was the Economic Impact of the 2016 Flood – Just in Denham

Denham Springs Flooded Structures

- 4,025 TOTAL STRUCTURES
- 1,119 DAMAGED STRUCTURES (12 inches of water or more)
- 508 SUBSTANTIALLY DAMAGED STRUCTURES (Restoration costs greater than 50% of market value)

And Now A PLAN TO IMPLEMENT and RECOVER by Working STRONG
NEW PROGRAMS FOR LIVINGSTON AND NORTH SHORE APPROVED

Federal Jobs Act to INCLUDE Opportunity Zones in Livingston, Tangipahoa, and St. Tammany

Presented by Joe Moore, Re/Max First Commercial
Recovery Is Well Underway
Economic Outlook and Real Estate Forecast for the Northshore Region

Growth and Economic Outlook

- Economic growth
- Real estate outlook
- Gross domestic product (GDP)
- Population growth
- Employment rates
- Unemployment rates
- Housing market trends
- Investment opportunities
- Future projections

Millennials: Myths and Realities

- 60% of millennials use the internet primarily to research products.
- By 2020, millennials born between 1980 and 2000 will make up half of the global workforce.
- Among the millennials we surveyed globally more than a third of current non-homeowners said a lack of affordability would likely prevent them from buying in the future.
- Perhaps not since H.G. Wells penned “The War of the Worlds” has so much been written and discussed about an alien invasion threatening the very foundations of our society.

Implications for Real Estate

- The trend of millennials moving away from the suburbs and towards urban centers is expected to continue.
- A focus on smart growth strategies that preserve natural resources and enhance quality of life is necessary.
- The development of walkable communities with green spaces and amenities accessible to all is vital.
- Public transportation and bike infrastructure need to be improved to accommodate the needs of this generation.

Real Estate Development

- A strategic approach to land development, ensuring sustainable growth and maximizing potential.
- Identifying areas for new development based on population growth and employment centers.
- A balanced mix of residential, commercial, and recreational spaces.

Conclusion

- The Northshore region offers unique opportunities for real estate investment and development.
- Collaboration between local governments, businesses, and residents is key to success.
- A focus on smart growth and sustainable development can lead to a prosperous future for the region.

Note: The text contains statistical data and projections that may require updating with current information.
Economic Outlook & Real Estate Forecast Seminar
May 15, 2018

Fremaux Town Center, anchored by Dillard’s, Dick’s Sporting Goods, Kohl’s and Best Buy, is a roughly 350-acre regional mixed-use development located at the southwest corner of Interstate 10 and Fremaux Avenue in Slidell, Louisiana. The center includes approximately 640,000 square feet of retail and restaurant options, as well as Sprouts Farmers Market, 576 luxury residential apartment units, and Springhill Suites by Marriott.

Fremaux Town Center is expected to eventually include 225,000 square feet of office space.

Additional phases are coming soon with additional residential, retail, and office parks.

Stirling Properties and CBL Properties formed a joint venture to develop the center.

Tenants:
- Albasha Greek & Lebanese Café
- Allure Nail Spa
- Aveda Bath & Body Works
- Bellagio Nail Spa
- Best Buy
- Books - A Million Buckle
- Capital One
- Carter’s
- Chipotle Mexican Grill
- Claire’s
- Dressbarn
- Exit 16 Boutique
- Five Below
- Five Guys
- F21 Red
- Francesca’s
- GNC
- Goodyear Great American Cookies
- Journeys
- Kay Jewelers
- Lane Bryant
- Le Flours
- LensCrafters
- Luxe
- Lush
- LOFT
- Longhorn Steakhouse
- Luxe Suites
- Main Event Entertainment
- Marbles
- Marble Slab Creamery
- Massage Envy
- Mattress 1st
- Michaels
- Off Broadway Shoes
- Panera Bread
- Payless ShoeSource
- PetSmart
- Piller’s Steakhouse
- Pizza Platoon
- Powell's Books
- Puckett’s}

Potential "Re-purposed" Project

North Shore Square

Potential "Re-purposed" Project

2018 Dr. Ivan Miestchovich Economic Outlook & Real Estate Forecast for the Northshore Region
Mandeville Area
West St. Tammany
“Highest Median Incomes”
Redevelopment Opportunities/Challenges

"Store is no longer there"

Highway 21
West St. Tammany
Still “HOT”
New Development Challenges/ Opportunities

**Challenges**
- Inadequate Infrastructure
- Unstable Regulatory Environment
- Inadequate Infrastructure Direct Economic Development Incentives to Infrastructure
- Negative 1st Impressions
- Inadequate Infrastructure
- True Coordinated Regional Marketing
- Business Groups Coordination/Consolidation
- Wetland Mitigation

**Opportunities**
- True Coordinated Regional Marketing
- Identify new development property tax incentives (TIF's)
- Create regional marketing material for local commerce, with regional & statewide links
- Create Regional Marketing material for local commerce, with Regional & Statewide Links
- Business Groups Coordination/Consolidation
- Wetland Mitigation
- Direct Economic Development Incentives to Infrastructure
- Prioritize Life & Safety Code and ordinance (now in progress)
- Create new development property tax incentives (TIF's)
- Identify new development property tax incentives (TIF's)
Economic Outlook & Real Estate Forecast Seminar
May 15, 2018

Anatomy of Community Development

JOBS IS WHERE IT ALL STARTS

- Workforce
- Manufacturing/High Tech
- Residential Development
- Community
- Technical Colleges
- Retail Development
- Office Development
- The Class "C" Jobs

Incentives
Tax Breaks
Regulatory Environment (Zoning, Etc.)
Land & Business Park Inventory

Quality of Life is Often what seals the deal:
- Housing Choices/Cost of Living
- Recreation/Entertainment
- Quality Education Options
- Shopping Choices
- Infrastructure/Traffic/Law Enforcement/Political/ Etc.

THANK YOU!

TURNING IDEAS INTO REALITY
WWW.GSRES.COM
St. Tammany Parish Snapshot

Occupancy: 94.5%
Average Rents: $1,142

East vs. West

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<tr>
<th></th>
<th>East St. Tammany</th>
<th>West St. Tammany</th>
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<tr>
<td># of Units (100 Units+)</td>
<td>2,824</td>
<td>4,222</td>
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<tr>
<td>Occupancy</td>
<td>96.4%</td>
<td>92.7%</td>
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<td>Average Monthly Rent</td>
<td>$1,126</td>
<td>$1,158</td>
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<td>New Construction (Units)</td>
<td>135</td>
<td>778</td>
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St. Tammany – New Unit Inventory 2008 – 2018

- 2008: 514
- 2009: 100
- 2010: 288
- 2011: 296
- 2012: 312
- 2013: 312
- 2014: 314
- 2015: 314
- 2016: 314
- 2017: 314
- 2018: 314

Dr. Ivan Miestchovich Economic Outlook & Real Estate Forecast for the Northshore Region
New Construction / Lease Up

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<th>Property</th>
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<tr>
<td>Reagan Crossing</td>
<td>Covington</td>
<td>288</td>
<td>GRMG, LLC</td>
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<tr>
<td>The Green at Northpark</td>
<td>Covington</td>
<td>218</td>
<td>Key Real Estate</td>
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<tr>
<td>Artesia (Phase II)</td>
<td>Covington</td>
<td>70</td>
<td>Favrot &amp; Shane</td>
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<tr>
<td>Springs at River Chase</td>
<td>Covington</td>
<td>296</td>
<td>Continental Properties</td>
</tr>
<tr>
<td>The Lofts of Canterbury</td>
<td>Slidell</td>
<td>135</td>
<td>Herman &amp; Ritchie</td>
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“Big House Design” (Unnamed)
Covington, LA

- Developer: Dobbins Group (Birmingham, AL)
- 272 Units (Market Rate)
- 1, 2, & 3 Bedroom Units
- Late 2019 Completion

www.larryschedler.com
What factors are driving the market?

Market in Transition
Interest Rates
Affordability
Spring Market Inventory
Prices Still Increasing

Population Projections

st. tammany:
2015 – 288,710
2025 – 395,210

tangipahoa:
2015 – 116,990
2025 – 126,740

Demand for Labor

MAJOR INDUSTRIES:
Oil & Gas
Construction/Manufacturing
Healthcare - Medical/Hospital
Retail/Restaurants/Hospitality
Education
Government
Housing by the Numbers

Greater New Orleans (GNO) Parishes

Jefferson
Orleans
Plaquemines
St. Bernard
St. Charles
St. James
St. John the Baptist
St. Tammany
Tangipahoa
Washington

How much real estate was sold in GNO in 2017?

How much real estate was sold in GNO in 2017?

**2016 numbers**

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<thead>
<tr>
<th></th>
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<tr>
<td>Number of Sales</td>
<td>14,858</td>
<td>15,074</td>
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<tr>
<td>Volume of Sales</td>
<td>$3,673,077,000</td>
<td>$3,498,051,000</td>
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<tr>
<td>Average Days on Market</td>
<td>63</td>
<td>61</td>
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Greater New Orleans Area
Active Listings vs. Sold Listings

2017 Greater New Orleans Area

CURRENT MARKET PHASE:
Are we in correction or in transition?
GNO REAL ESTATE MARKET
2016 (2 Years Ago)

- Phase I - PEAK
  Unit Sales Increasing
  Prices Increasing
  Inventory Decreasing

- Phase II - CORRECTION
  Unit Sales Decreasing
  Prices Increasing
  Inventory Increasing

- Phase III - TROUGH
  Unit Sales Decreasing
  Prices Decreasing
  Inventory Increasing

- Phase IV - RECOVERY
  Unit Sales Increasing
  Prices Decreasing
  Inventory Decreasing

GNO REAL ESTATE MARKET
2017 – IN TRANSITION

- Phase I - PEAK
  Unit Sales Increasing
  Prices Increasing
  Inventory Decreasing

- Phase II - CORRECTION
  Unit Sales Decreasing
  Prices Increasing
  Inventory Increasing

- Phase III - TROUGH
  Unit Sales Decreasing
  Prices Decreasing
  Inventory Increasing

- Phase IV - RECOVERY
  Unit Sales Increasing
  Prices Decreasing
  Inventory Decreasing
Buyers Market or Sellers Market?

DEFINITION:
Sellers – Under 3 Months Inventory
Buyers – Over 6 Months Inventory
Neutral – In transition (3 to 6 Months Inventory)
FORECAST

- Continued healthy market
- Prices are increasing
- Interest rates increasing
- Steady demand
- Affordability is still a factor
- Continued population increase