



NORTH GEORGIA 2006

**THE UNDISCOVERED COUNTRY
HAS BEEN DISCOVERED**

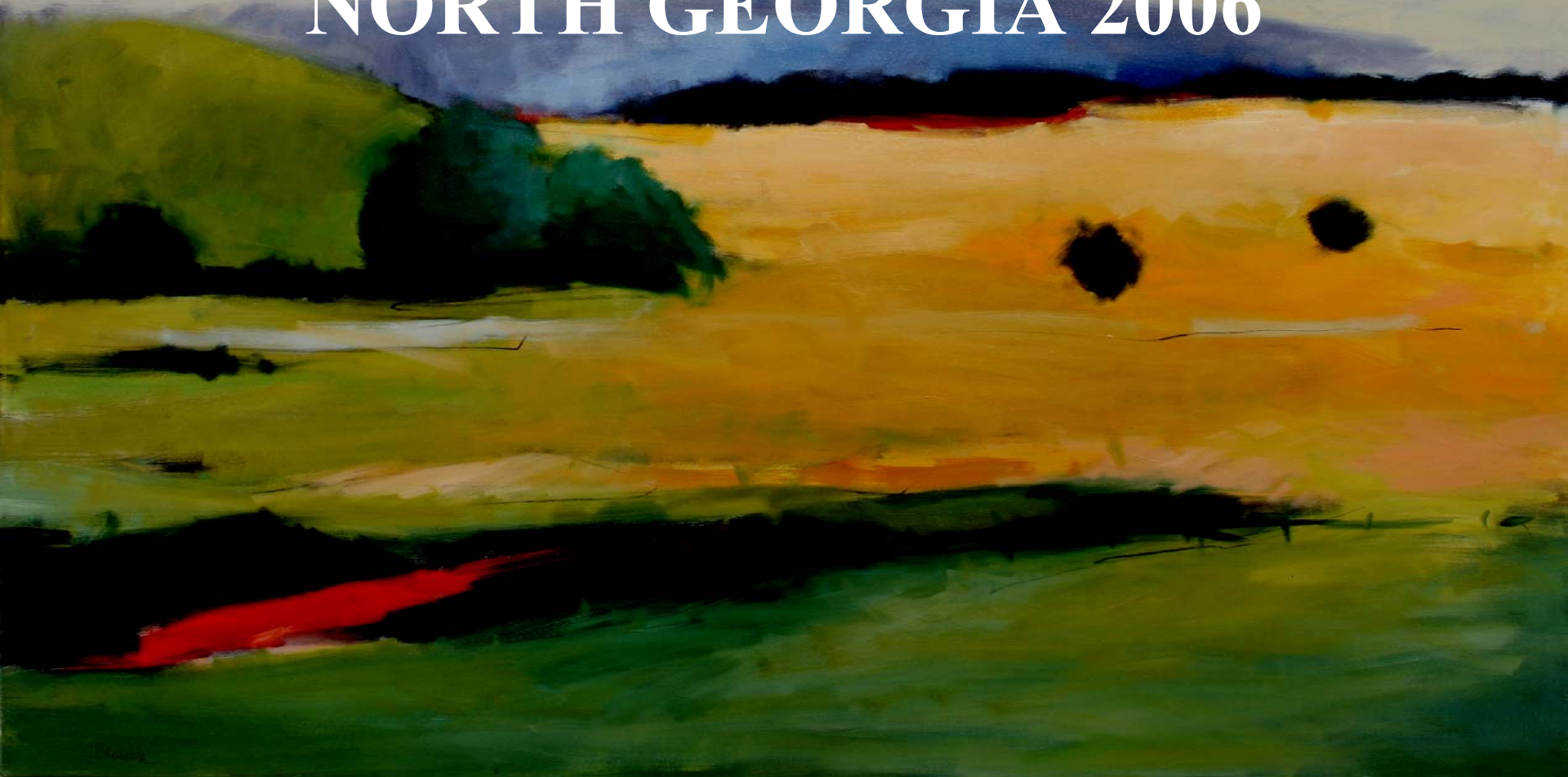
FOR THREE GENERATIONS THE NAME YOU CAN TRUST IN NORTH GEORGIA



ATLANTA



NORTH GEORGIA 2006















NO
BUBBLE
HERE

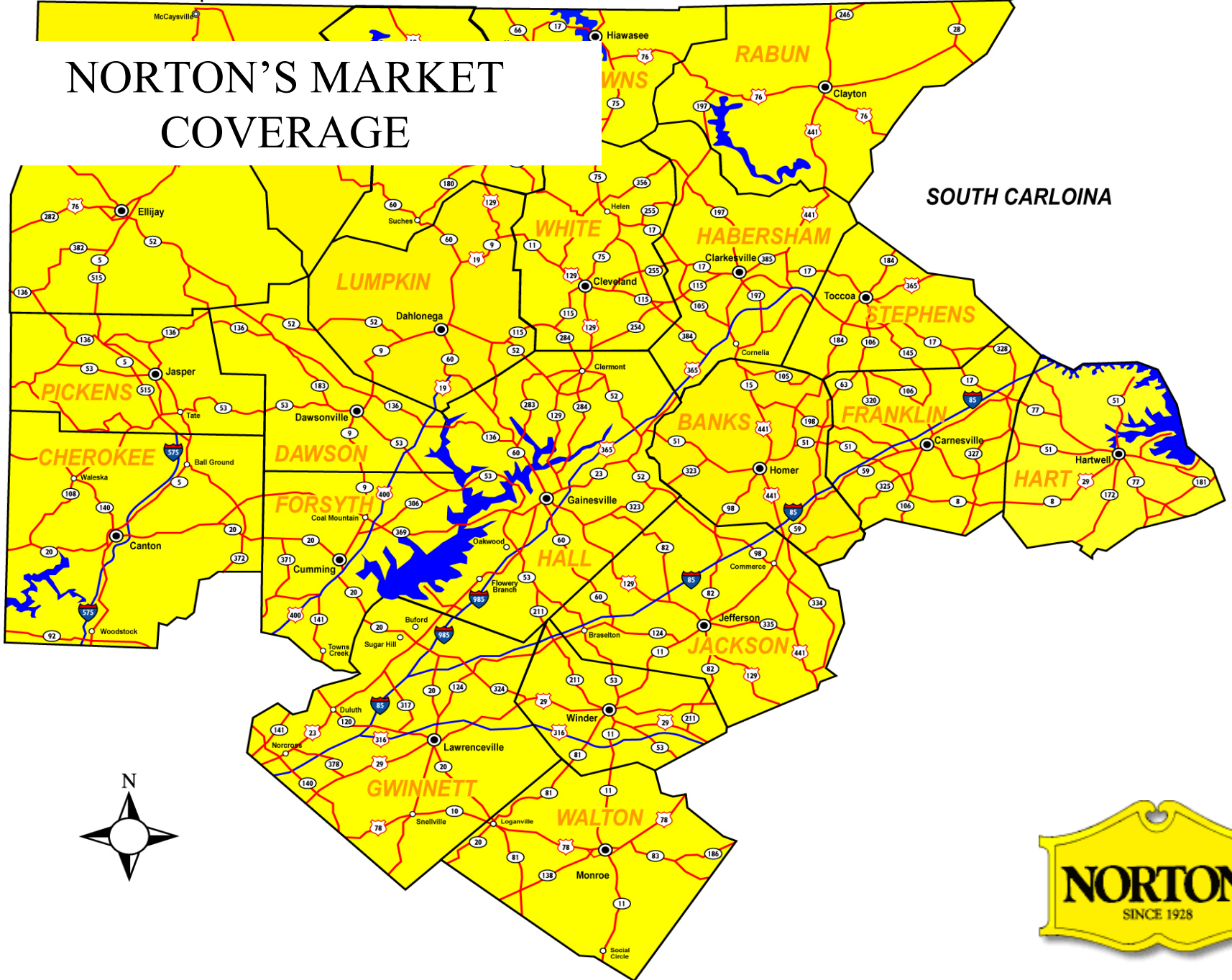




TENNESSEE

NORTH CAROLINA

NORTON'S MARKET COVERAGE

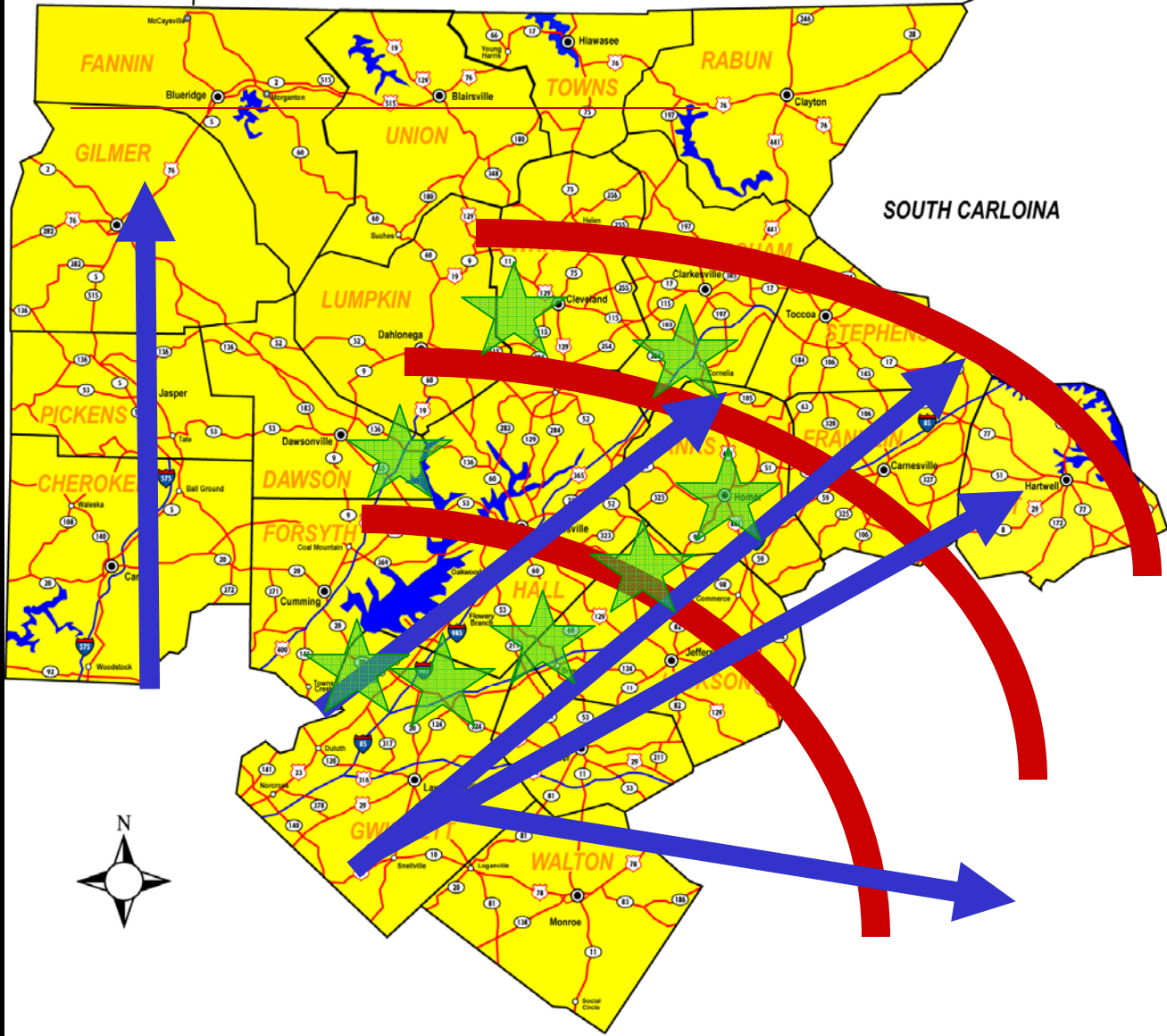


SOUTH CAROLINA



TENNESSEE

NORTH CAROLINA



SOUTH CAROLINA

GROWTH TRENDS

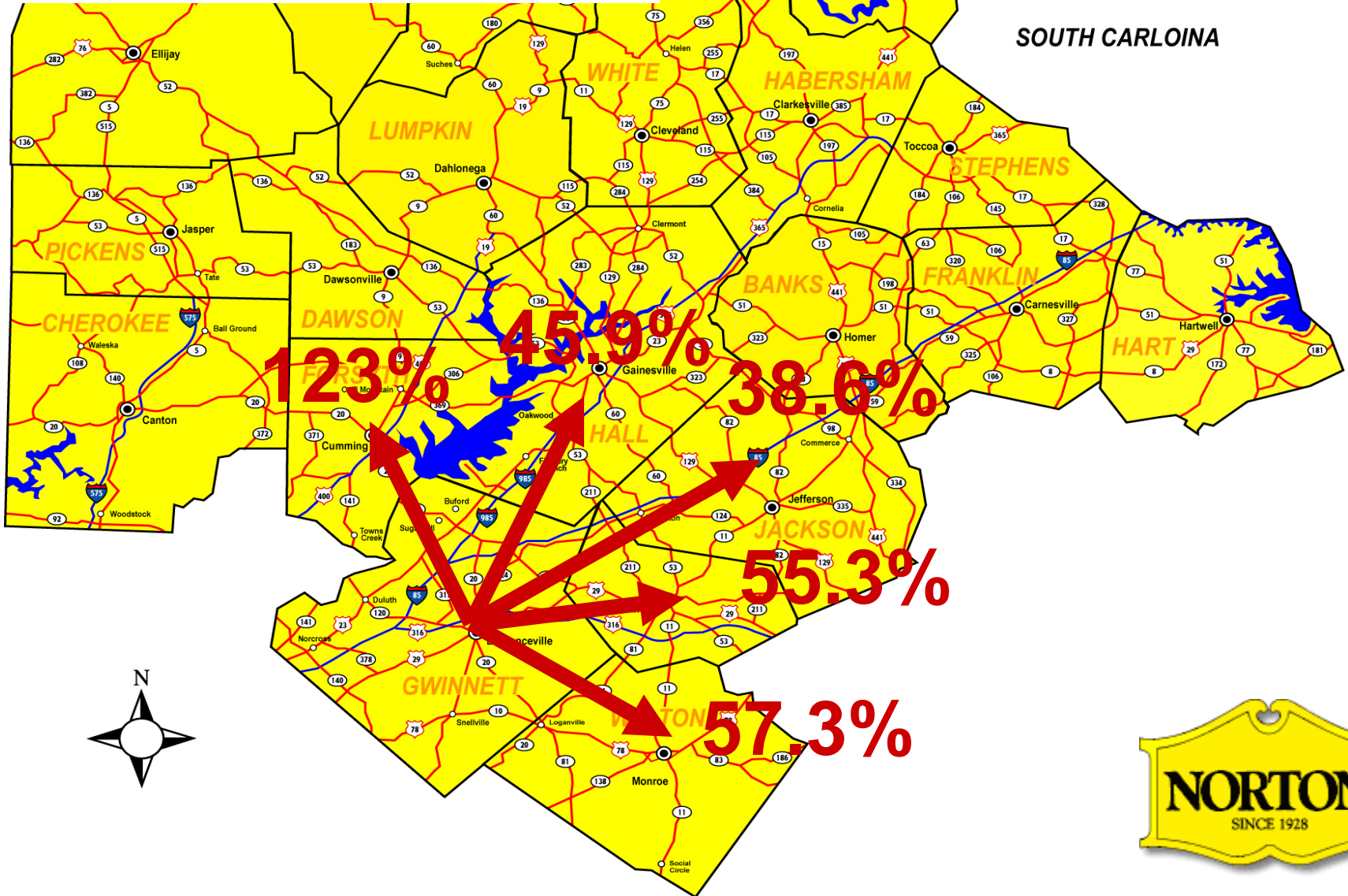
- ◆ CORRIDOR DEVELOPMENT
- ◆ CONCENTRIC BANDS
- ◆ NEXT GENERATION CITIES



TENNESSEE

NORTH CAROLINA

PERCENTAGE OF GROWTH 1990-2000



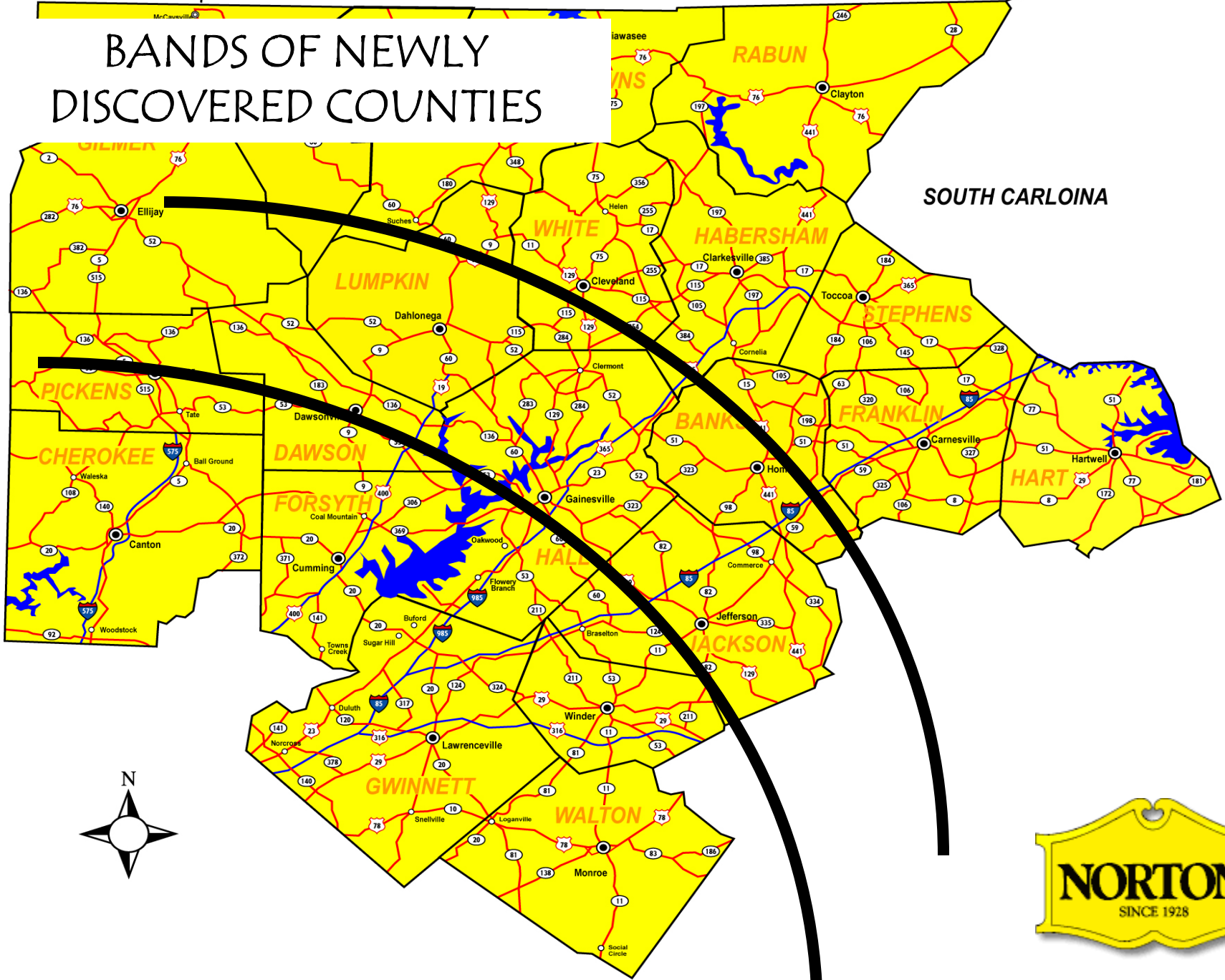
SOUTH CAROLINA



TENNESSEE

NORTH CAROLINA

BANDS OF NEWLY DISCOVERED COUNTIES

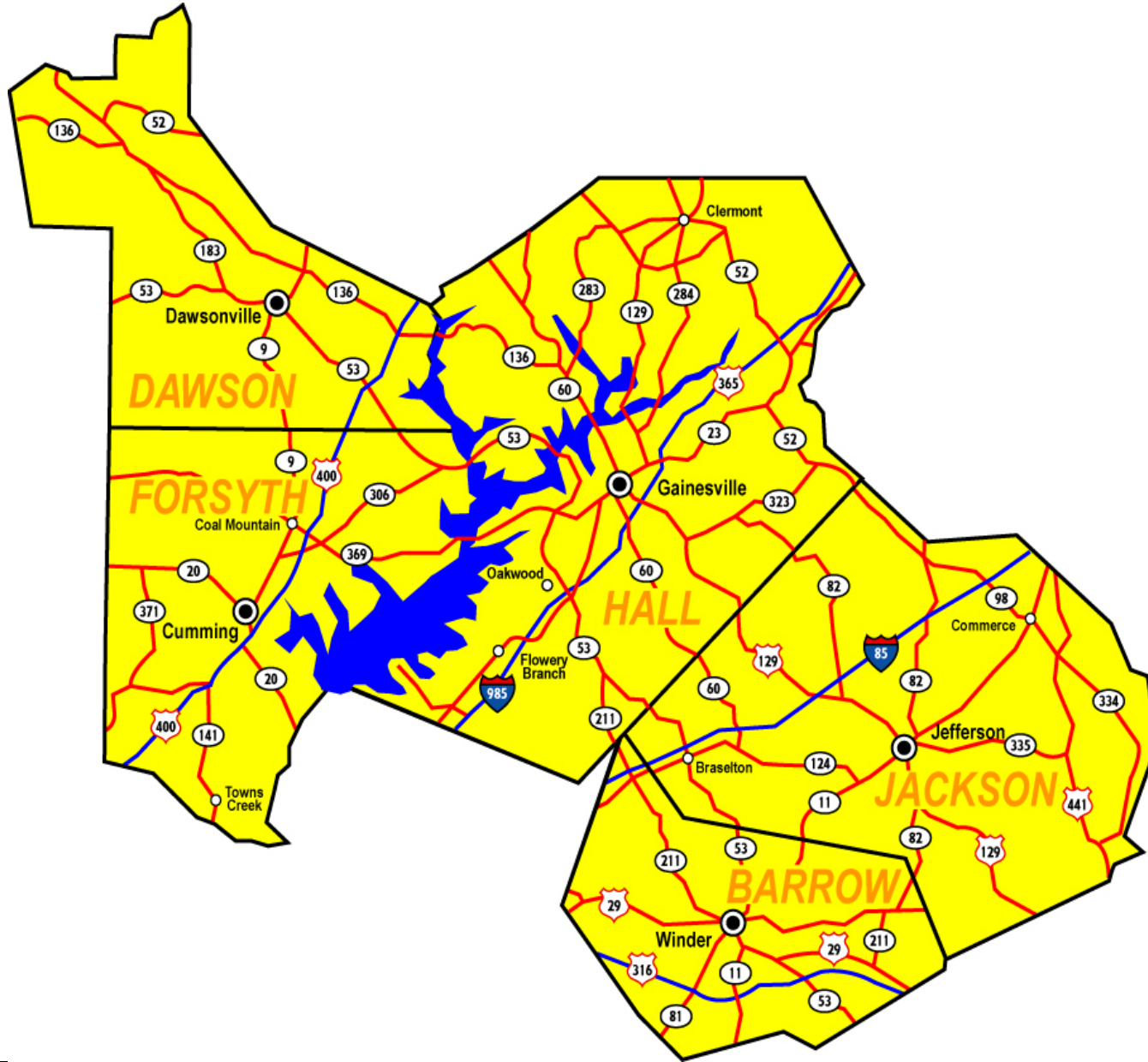


SOUTH CAROLINA

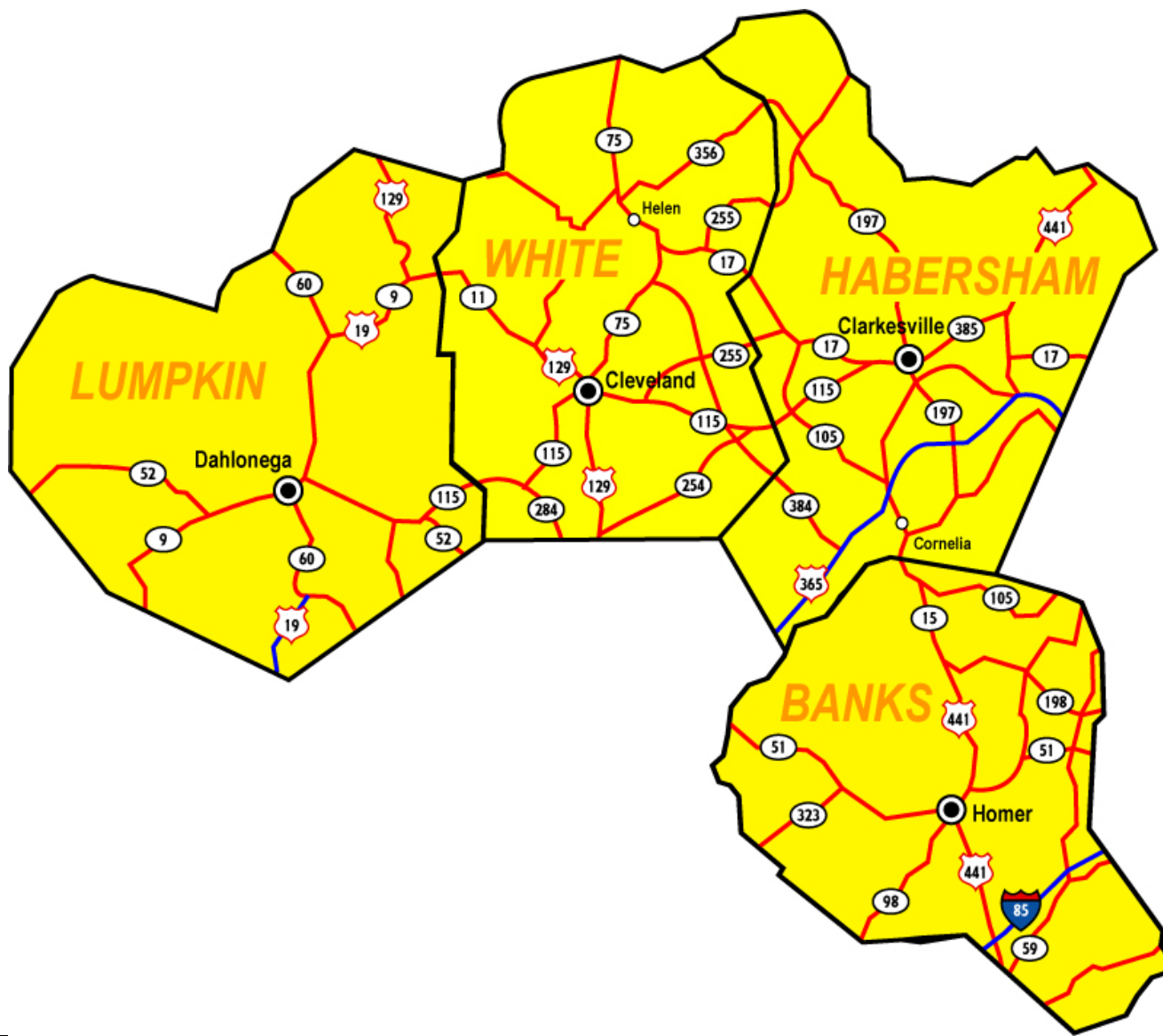


BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW

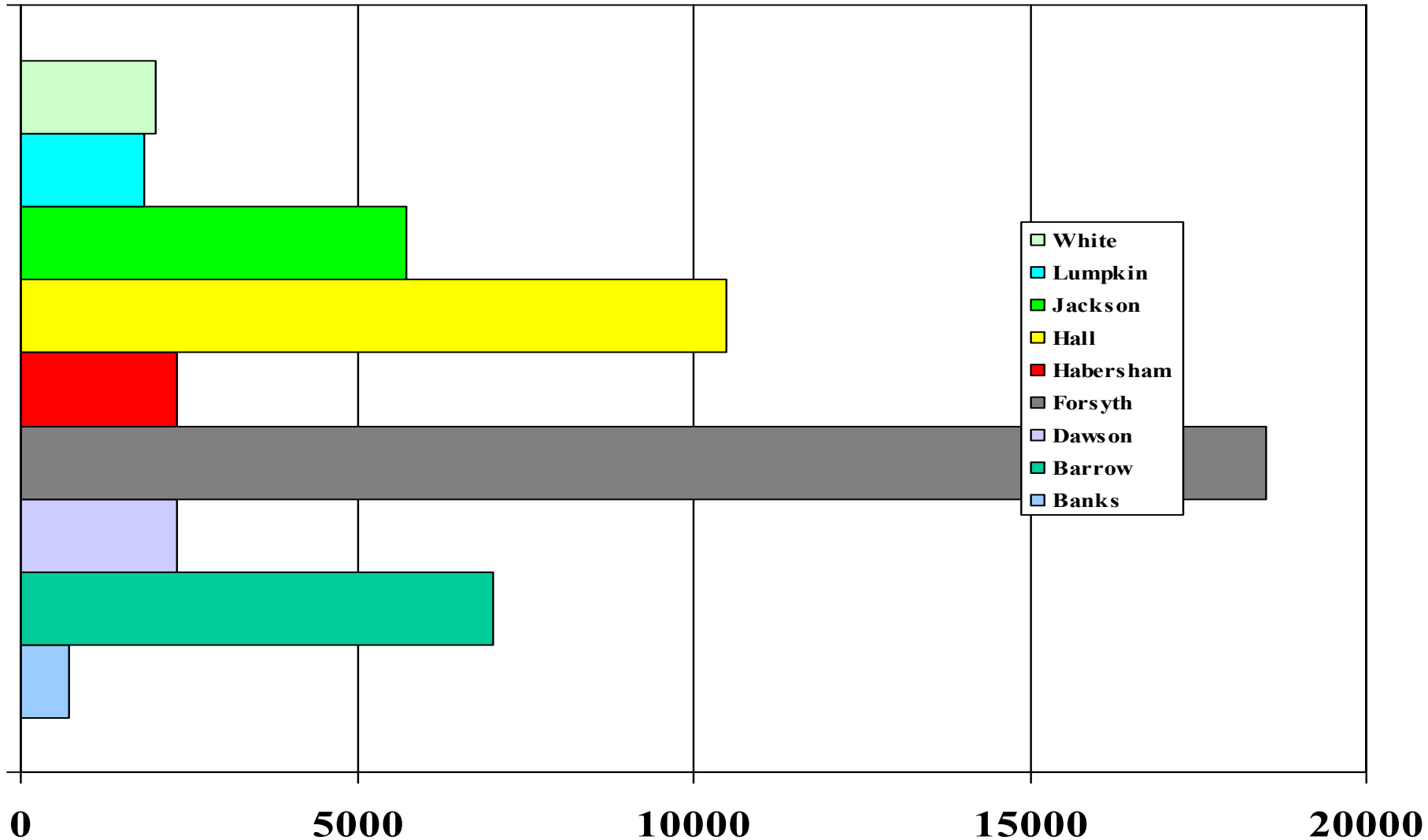


BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS





SINGLE FAMILY BUILDING PERMITS 2000-2005





N. E. Georgia Single Family Sales Statistics

Average Price

<u>Area</u>	<u>\$ Average Price</u> <u>2003</u>	<u>\$ Average Price</u> <u>2004</u>	<u>\$ Average Price</u> <u>2005</u>
Banks	125,251	156,649	147,792
Barrow	129,400	134,144	128,610
Dawson	242,772	270,672	291,902
Forsyth	271,035	272,697	307,664
Habersham	126,828	165,941	162,437
Hall	180,758	198,147	220,206
Jackson	149,133	161,173	176,619
Lumpkin	153,746	155,666	182,443
White	147,769	131,931	172,759



N. E. Georgia Residential Single Family Sales Statistics Average Price

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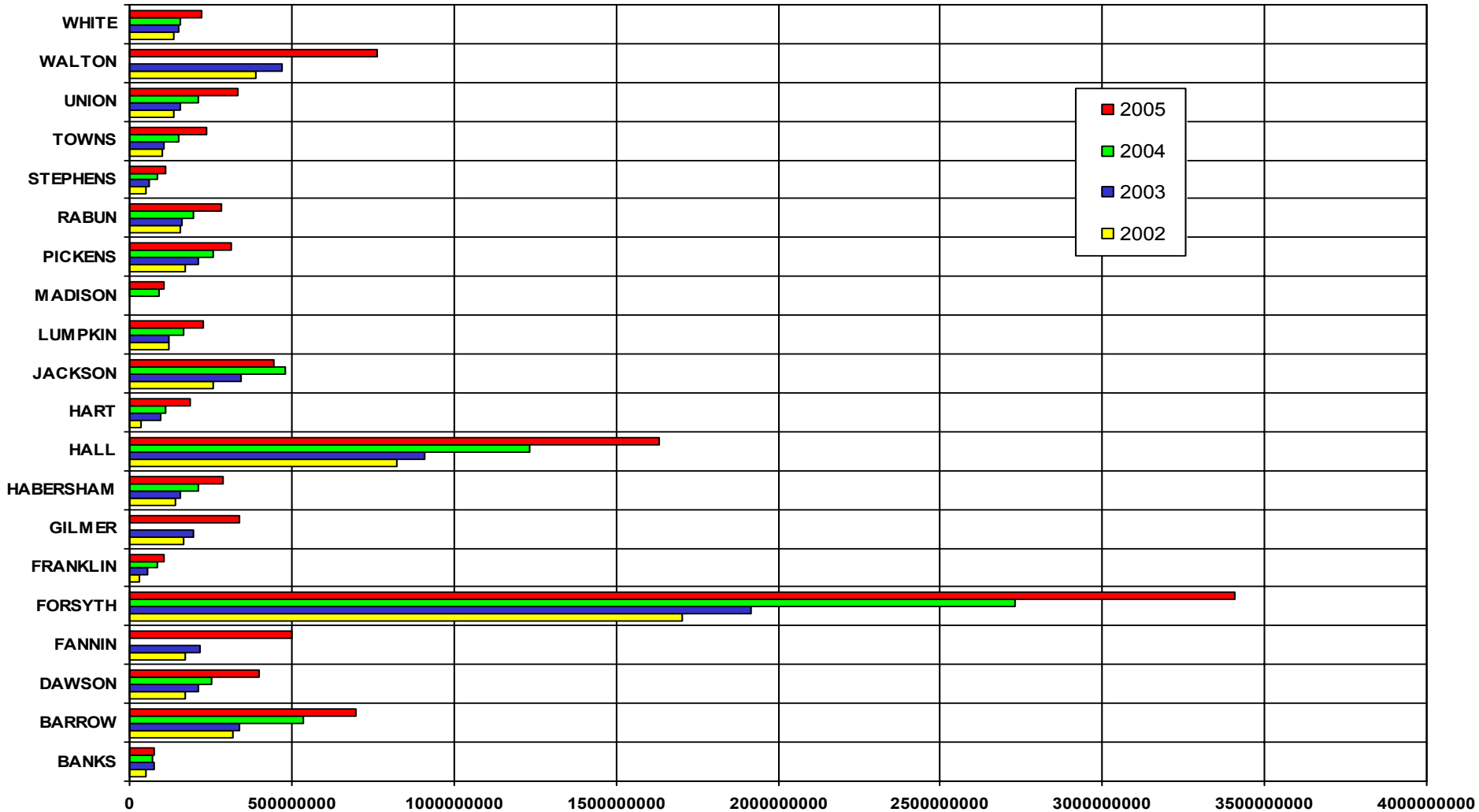


**N. E. Georgia Residential Single Family Sales Statistics
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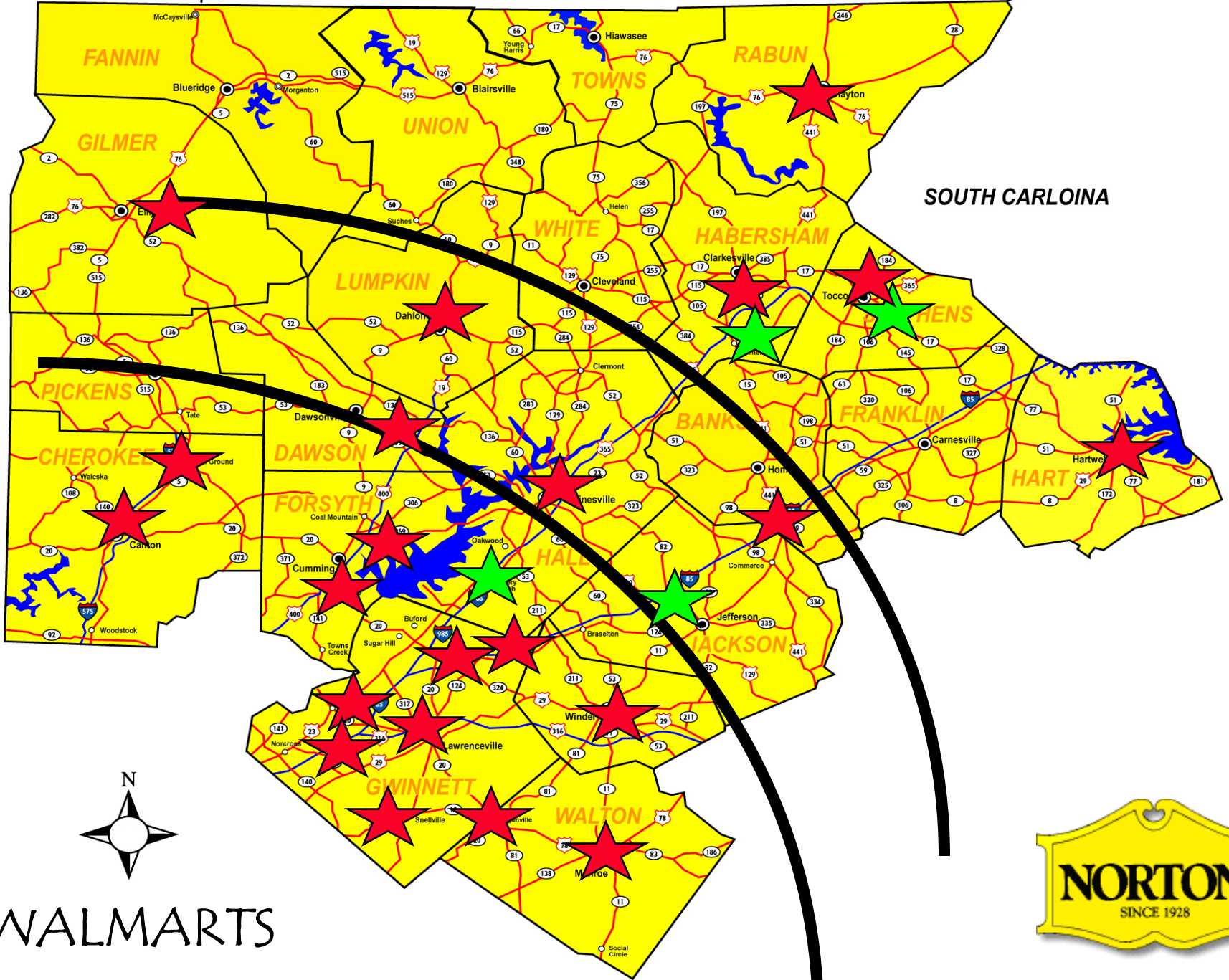


TOTAL REAL ESTATE SALES 2002-2005



TENNESSEE

NORTH CAROLINA



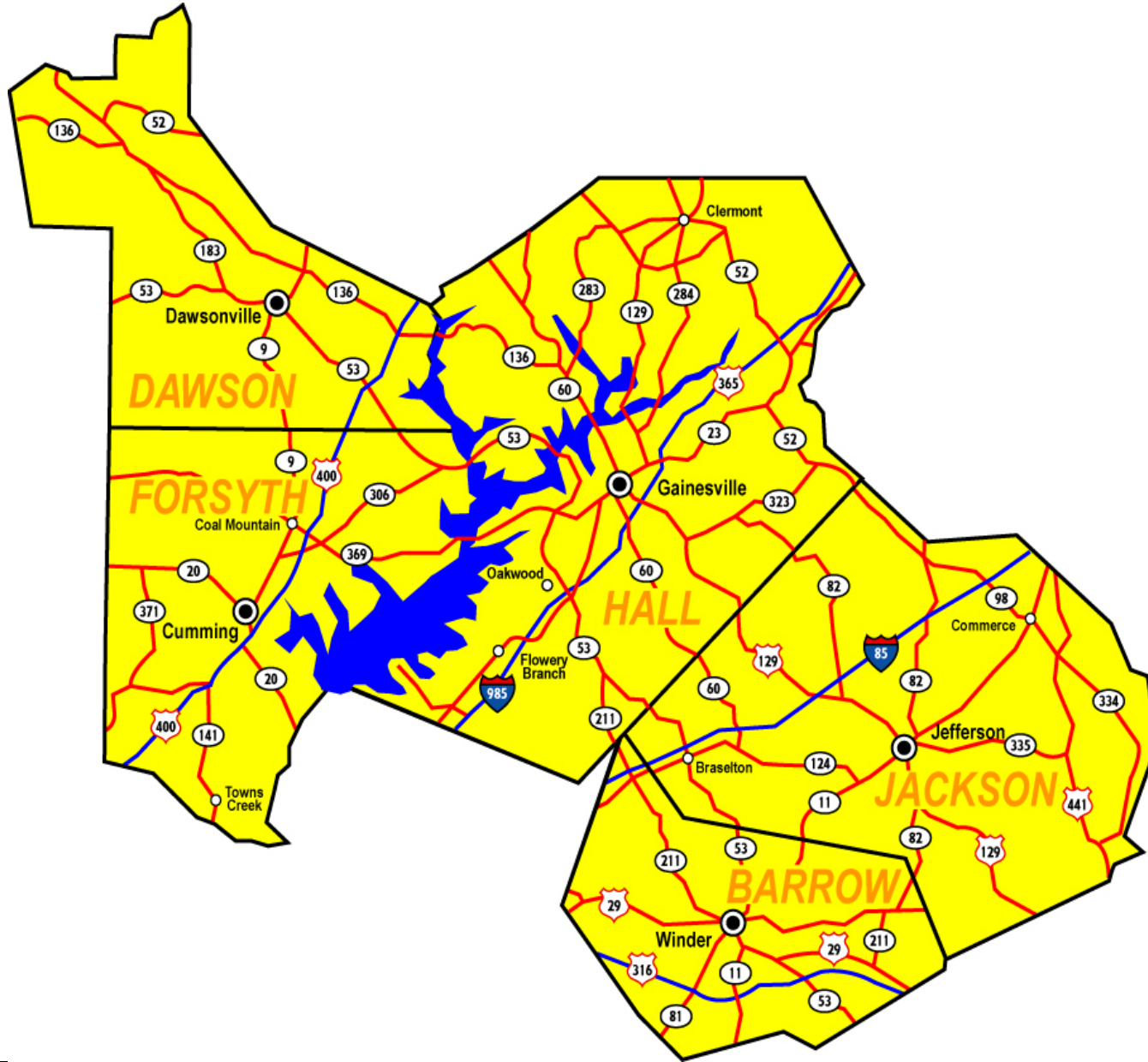
SOUTH CAROLINA

WALMARTS



BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW

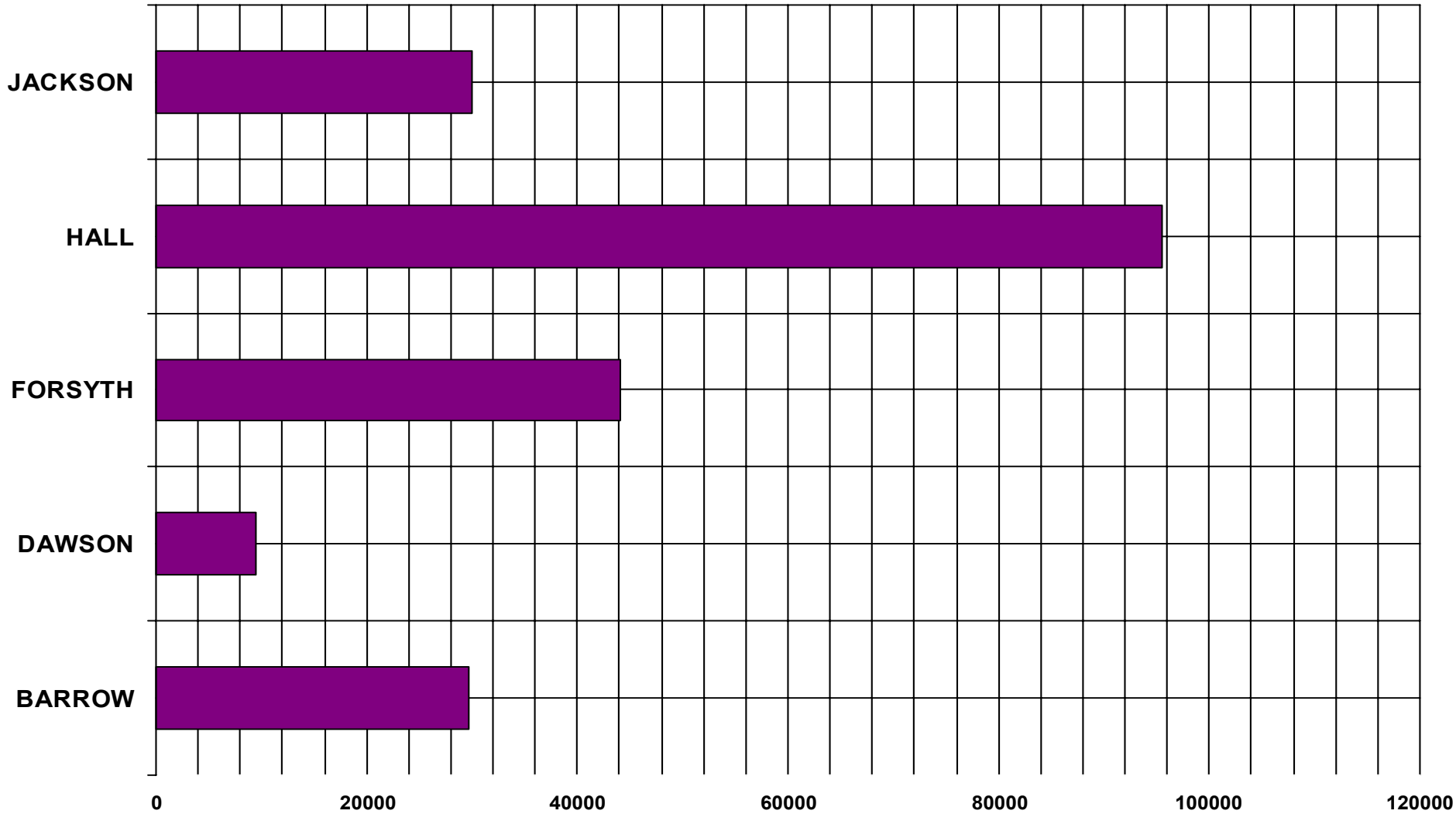




NORTH GEORGIA

POPULATION 1990

BAND ONE

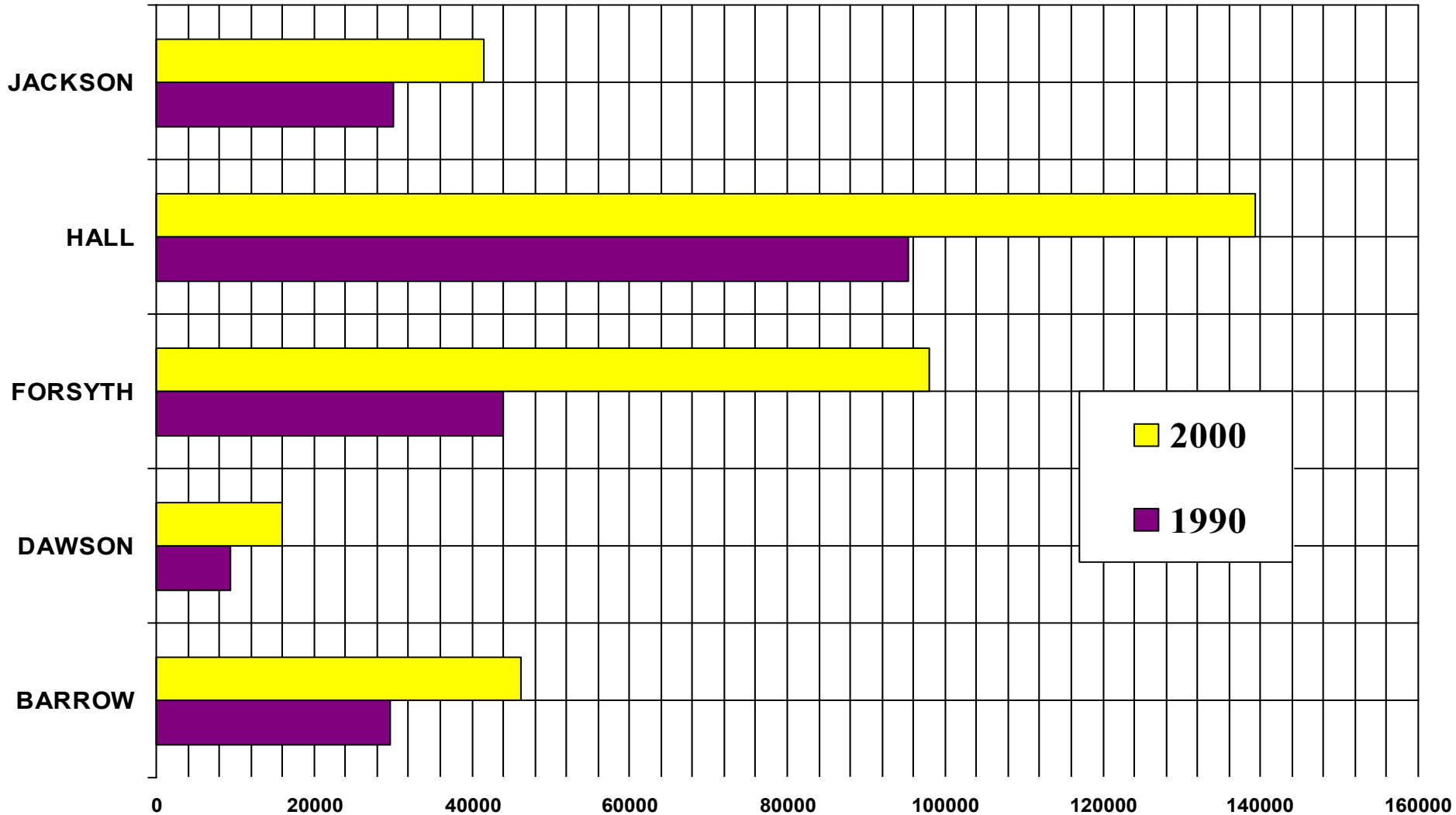




NORTH GEORGIA

POPULATION GROWTH 1990 -2000

BAND ONE

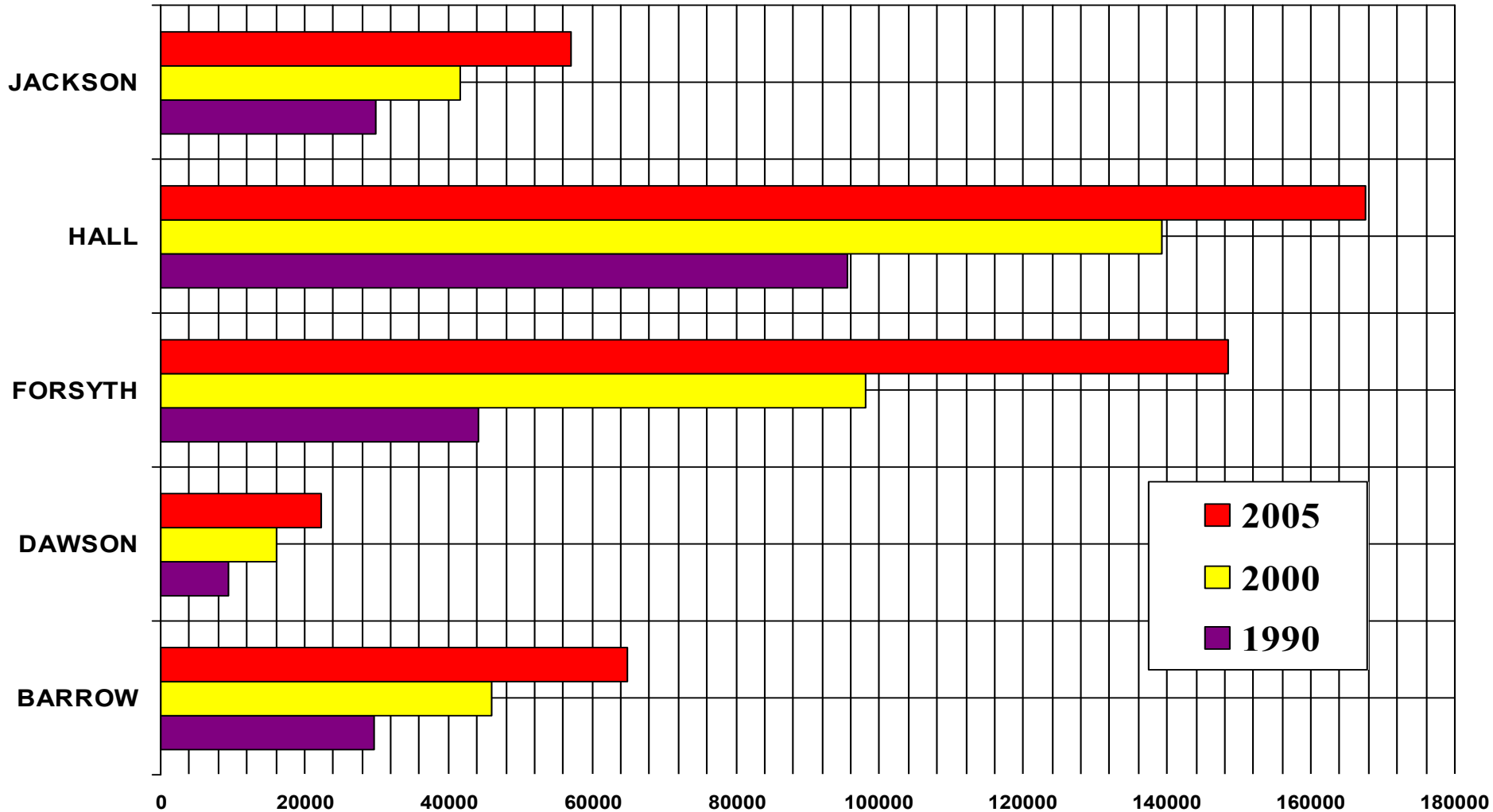




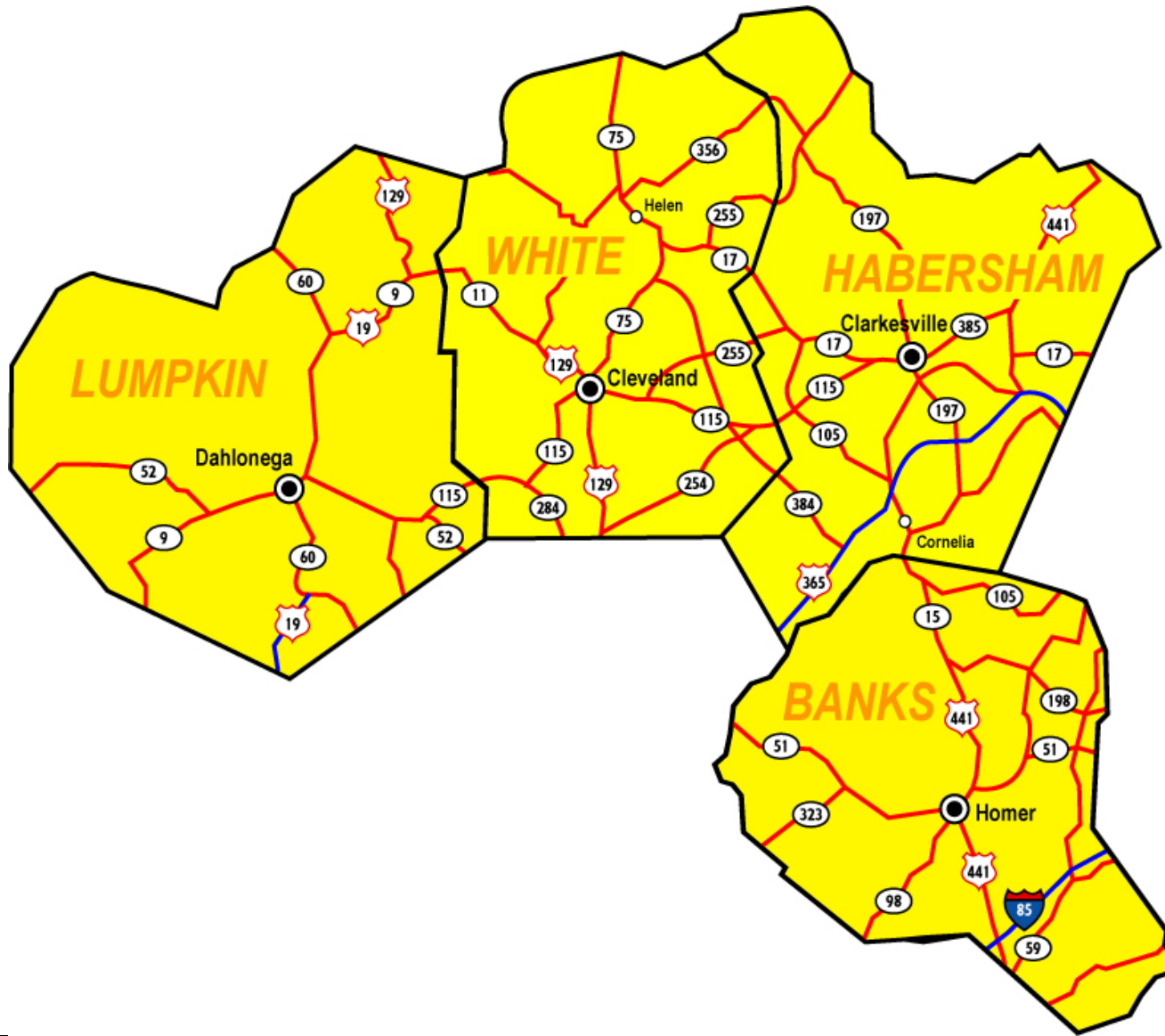
NORTH GEORGIA

POPULATION GROWTH 1990 -2000-2005

BAND ONE



BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS

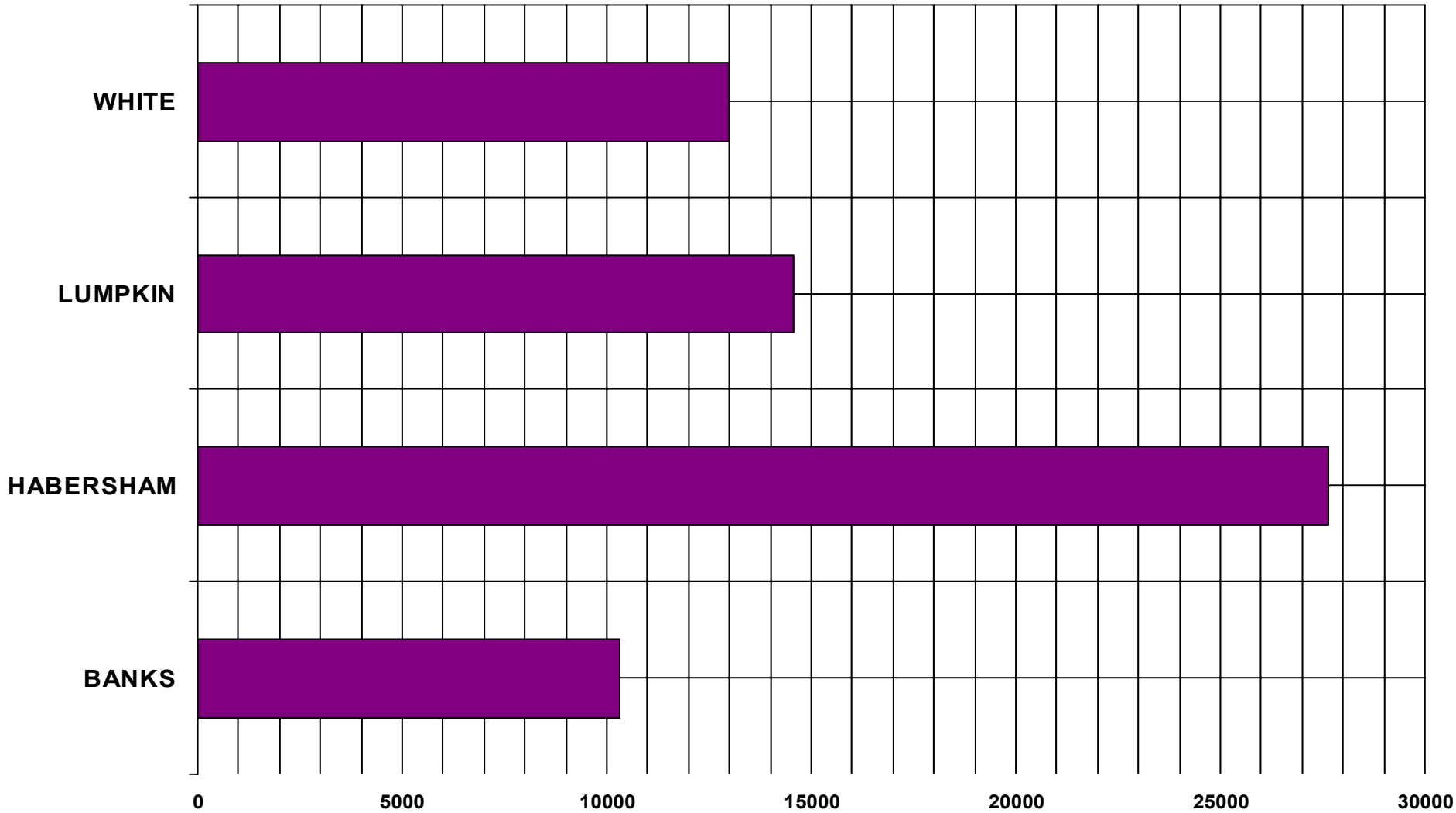




NORTH GEORGIA

POPULATION 1990

BAND TWO

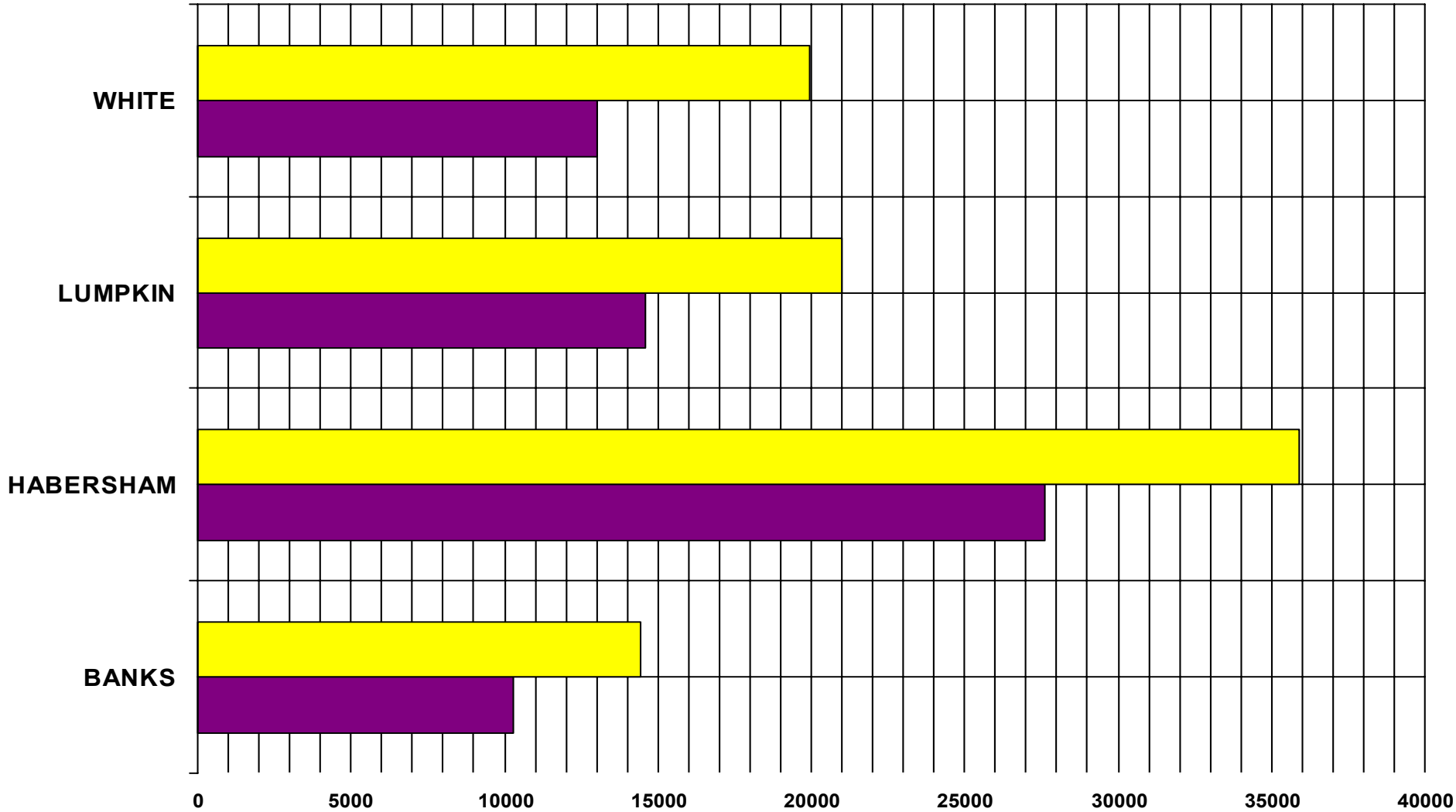




NORTH GEORGIA

POPULATION GROWTH 1990 -2000

BAND TWO

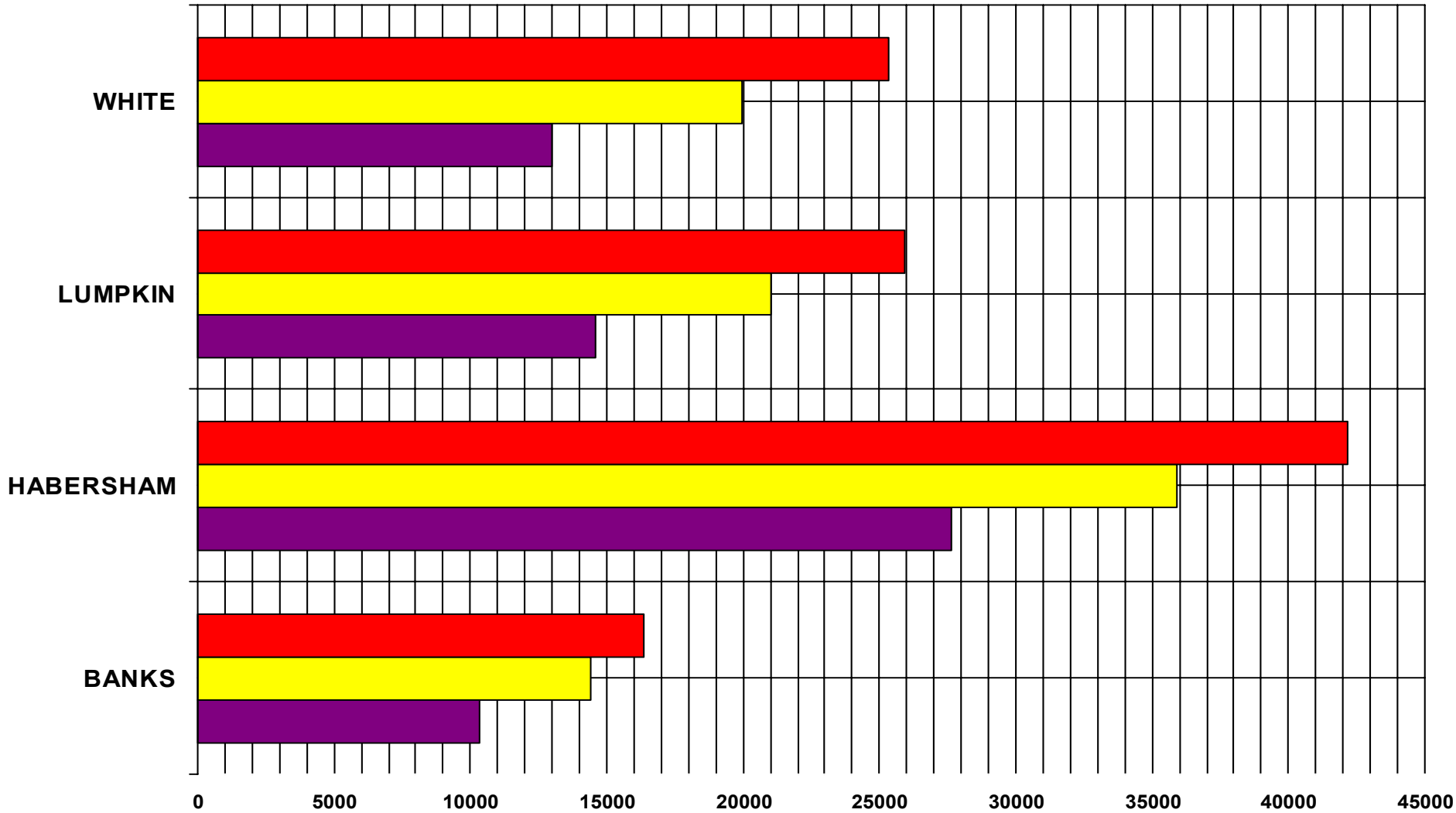




NORTH GEORGIA

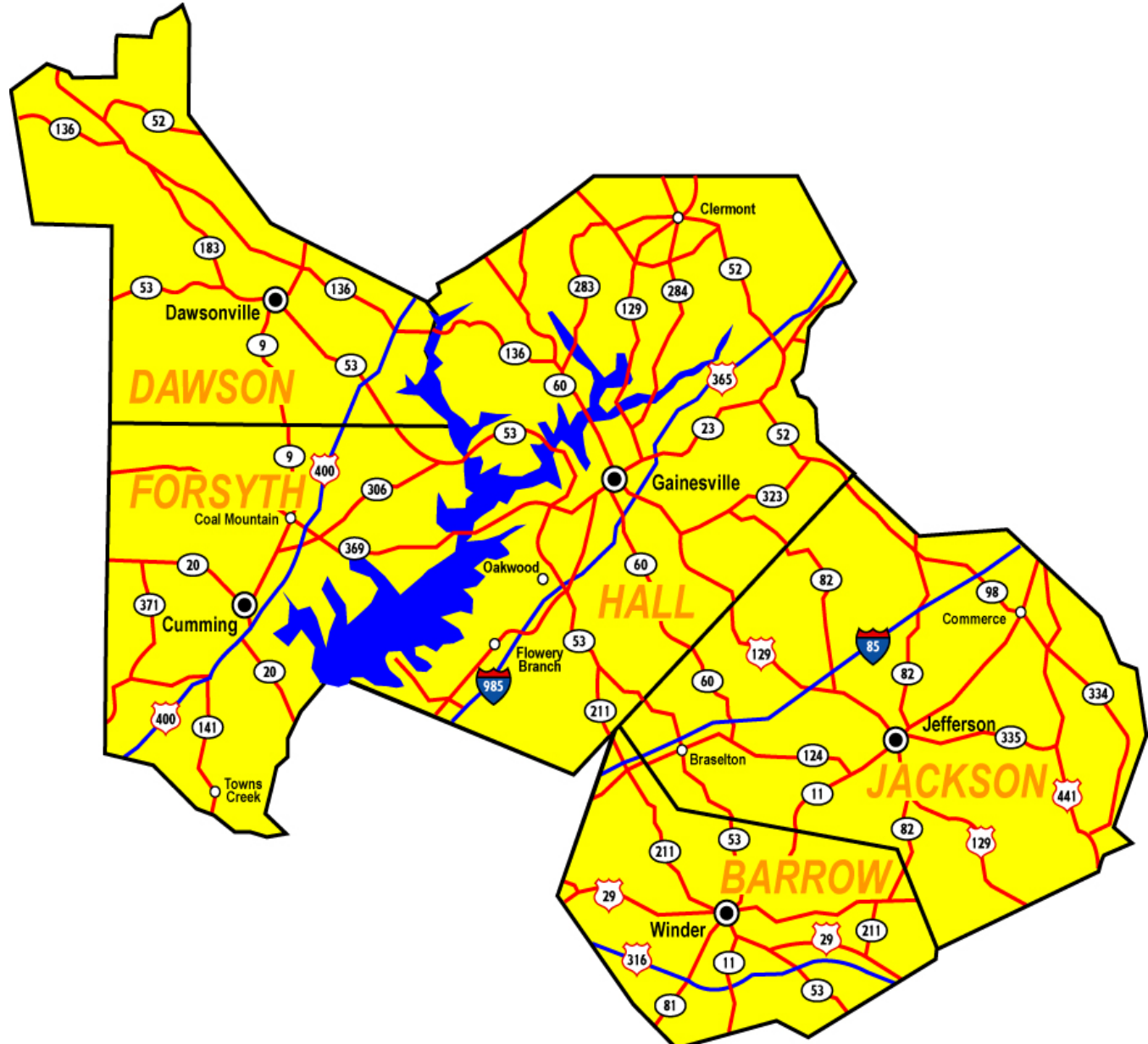
POPULATION GROWTH 1990 -2000-2005

BAND TWO



BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW





DAWSON

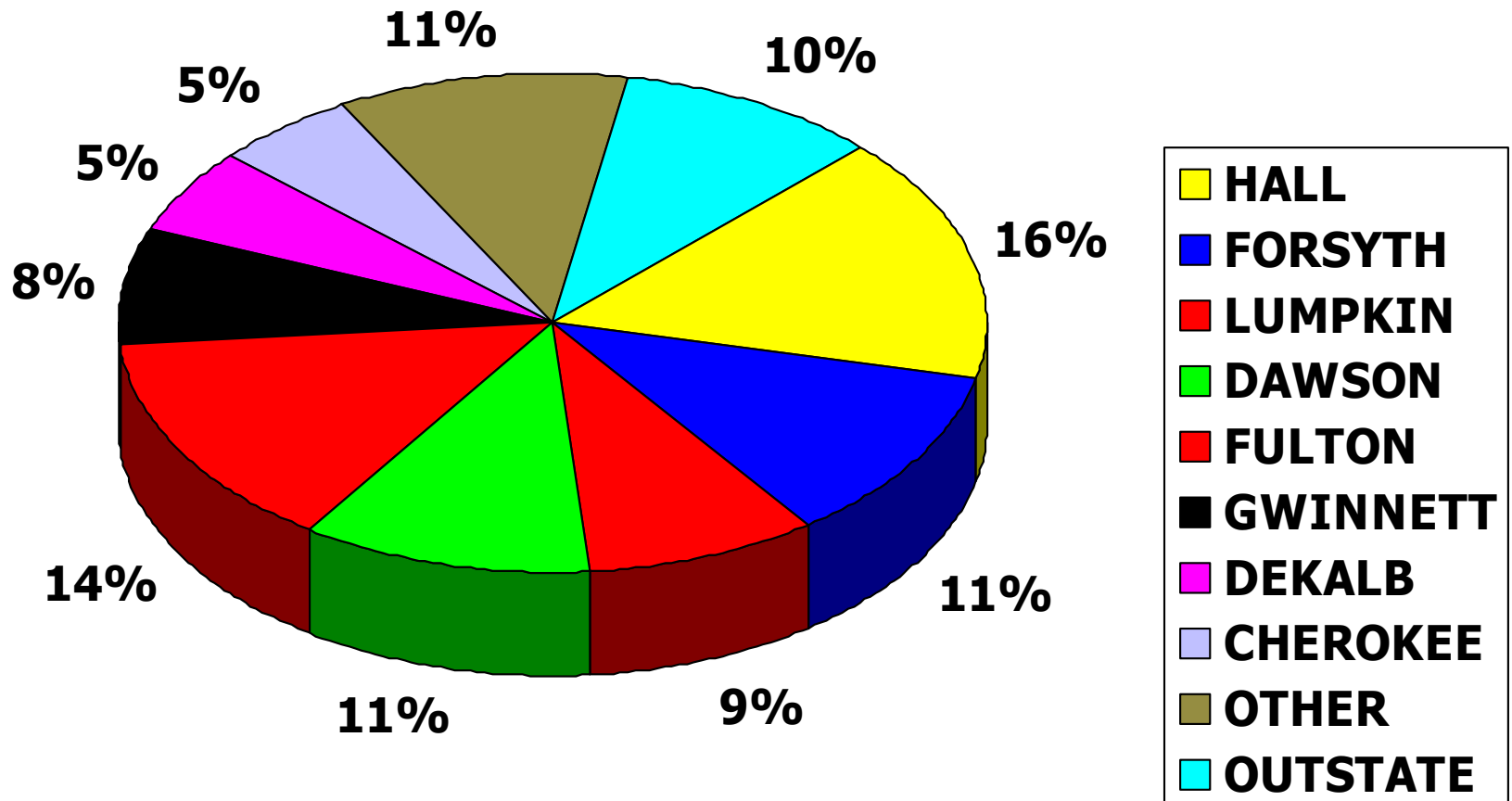


- ◇ NORTH GEORGIA PREMIUM OUTLET DRIVING RETAIL GROWTH
- ◇ AVERAGE HOME VALUES HAVE INCREASED FROM 156,000 (2000) TO 295,000 (2005)
- ◇ WHITE COLLAR GROWTH AND URBAN SOCIAL STRUCTURE
- ◇ POPULATION STILL RELATIVELY SMALL ESTIMATED AT 22,000 (2005)



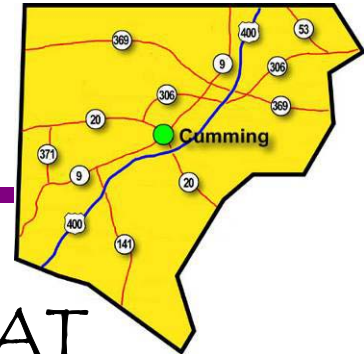
RETAIL CUSTOMER BASE

NORTH GA PREMIUM OUTLET 2003





FORSYTH

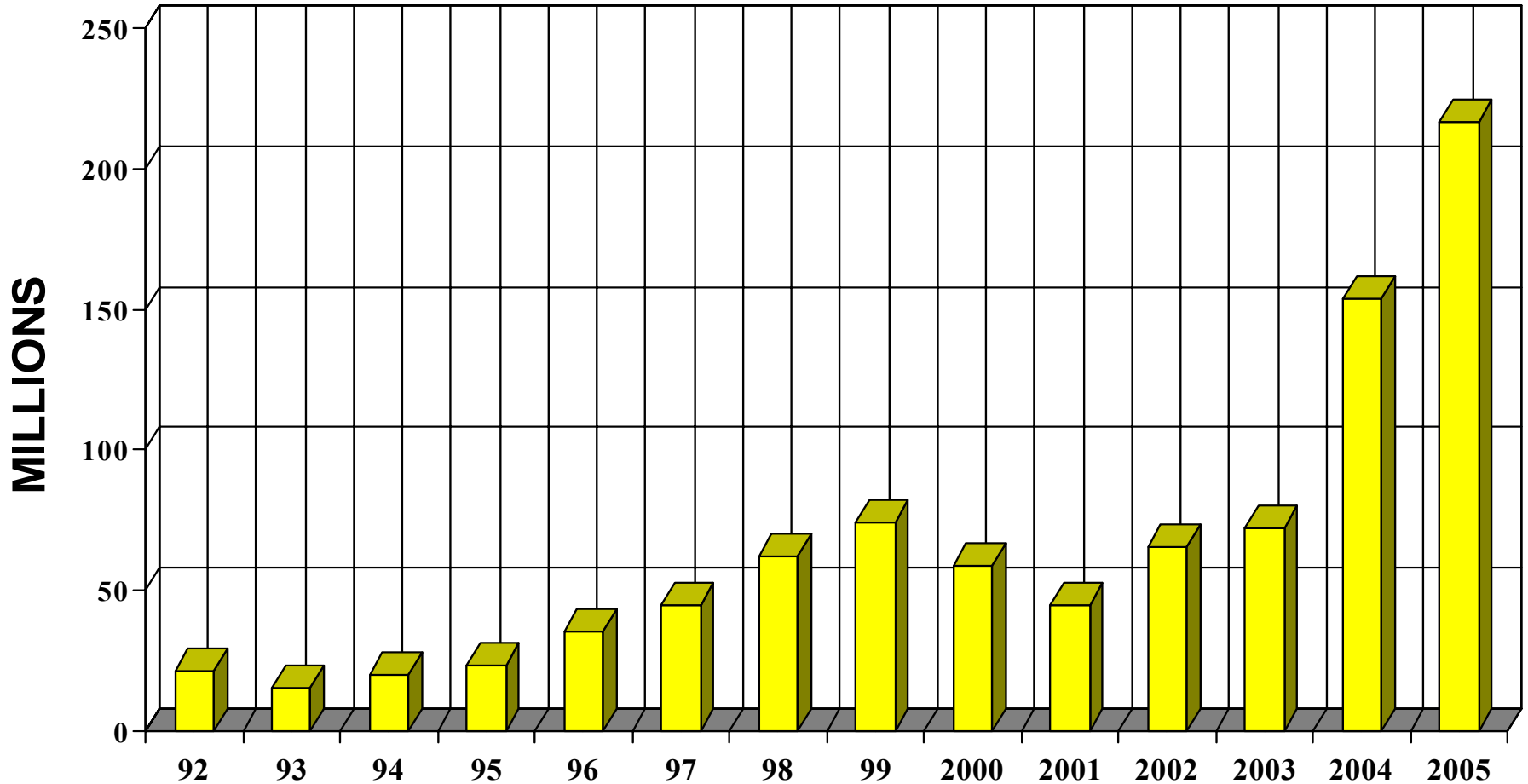


- ◇ POPULATION EXPLODING ESTIMATED AT 145,000 (2005)
- ◇ 18,500 NEW HOUSING PERMITS SINCE 2000
- ◇ MAJOR NATIONAL DEVELOPERS MOVING INTO MARKET
- ◇ LINK WITH LANIER PROVIDES EXECUTIVE AND SECOND HOME HOUSING BASE



LAKE LANIER

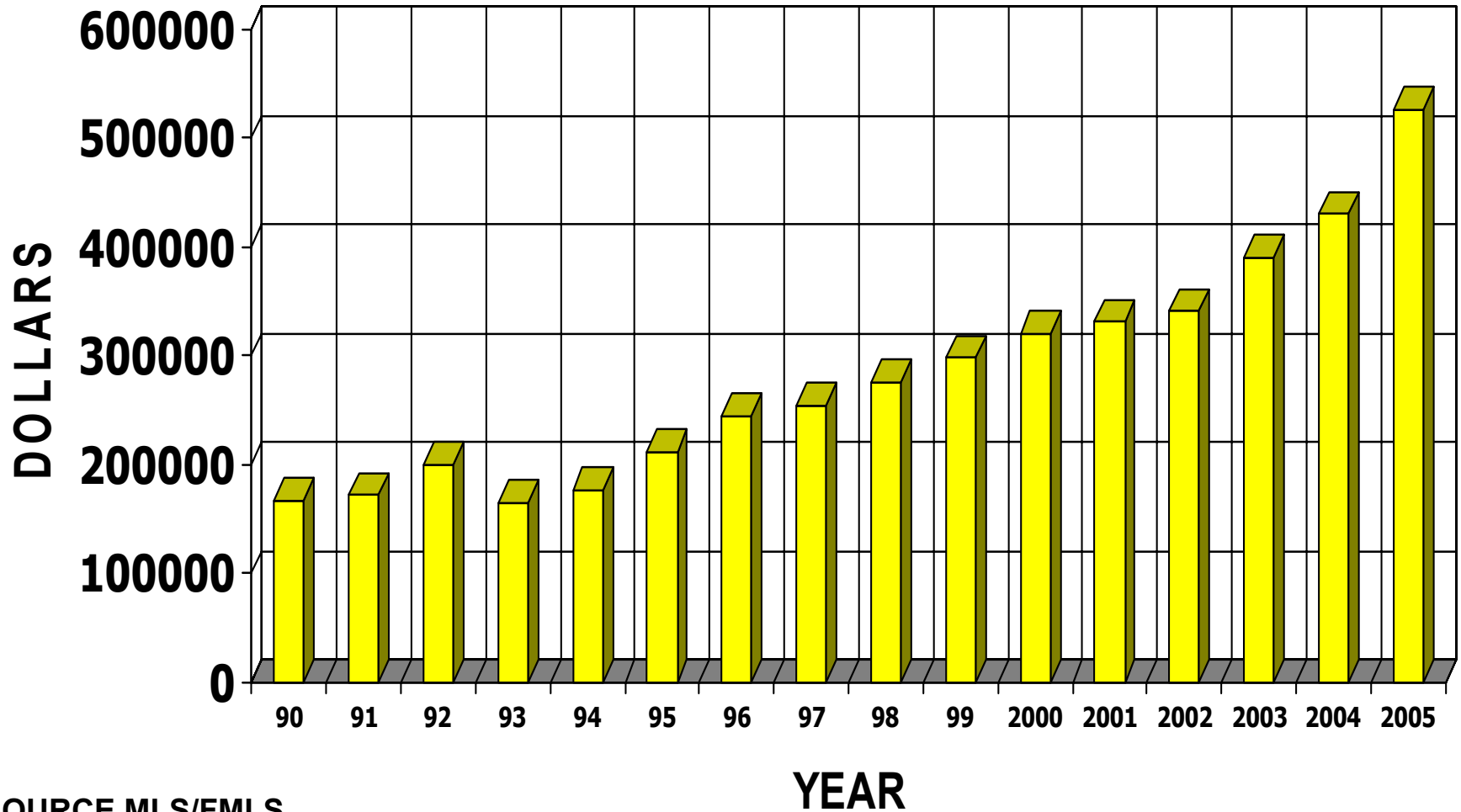
DOLLAR VOLUME OF ALL SALES



SOURCE MLS/FMLS
COPYRIGHT NATIVE INTELLIGENCE 2005



LAKE LANIER AVERAGE SALE PRICE



SOURCE MLS/FMLS
COPYRIGHT NATIVE INTELLIGENCE 2005



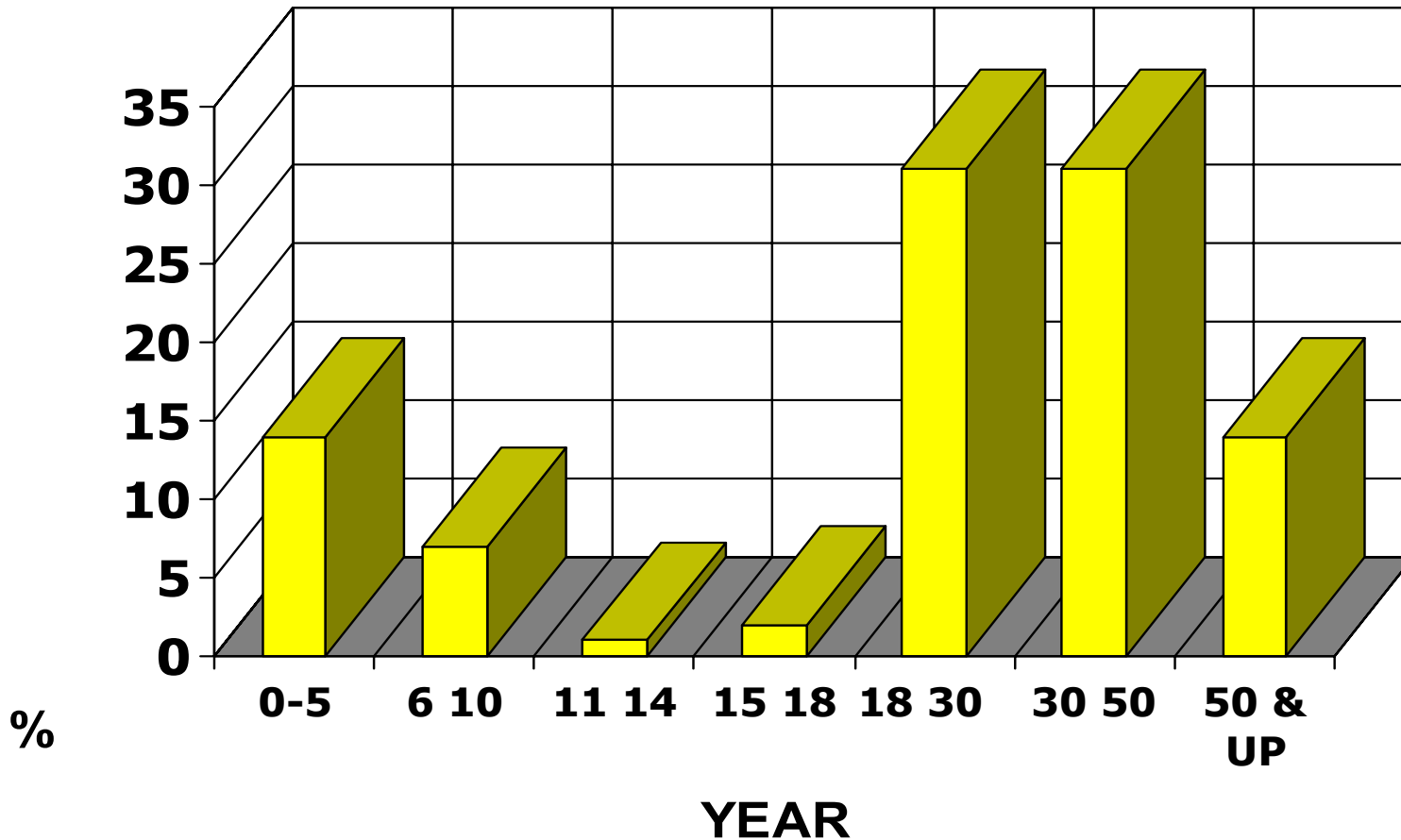
HALL



- ◇ POPULATION ESTIMATED AT 182,000 INCLUDING 50,000+ HISPANICS
- ◇ NEW COUNTY COMMISSION IS PRO-GROWTH
- ◇ DIVERSIFIED ECONOMIC BASE POULTRY, HOUSING, MEDICAL AND FINANCIAL SERVICES
- ◇ NATURAL MIGRATION POINT OUT OF GWINNETT

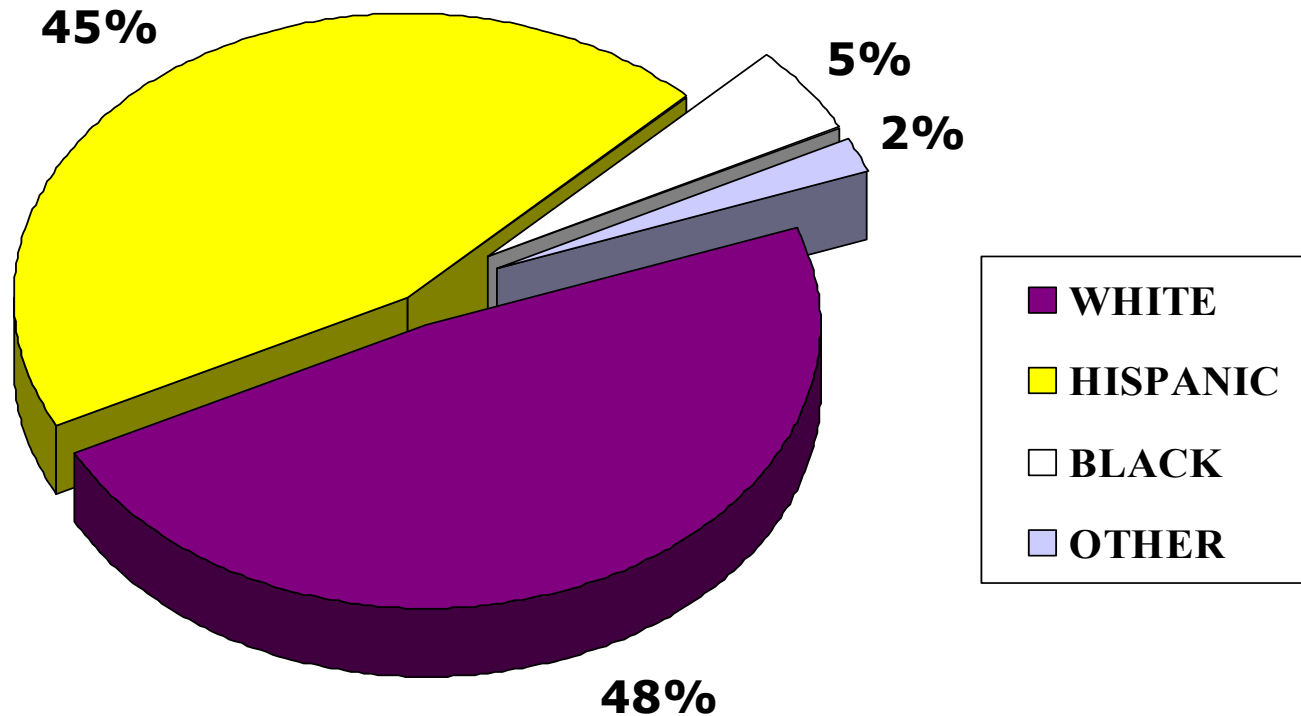


HISPANIC AGE HALL COUNTY BREAKDOWN



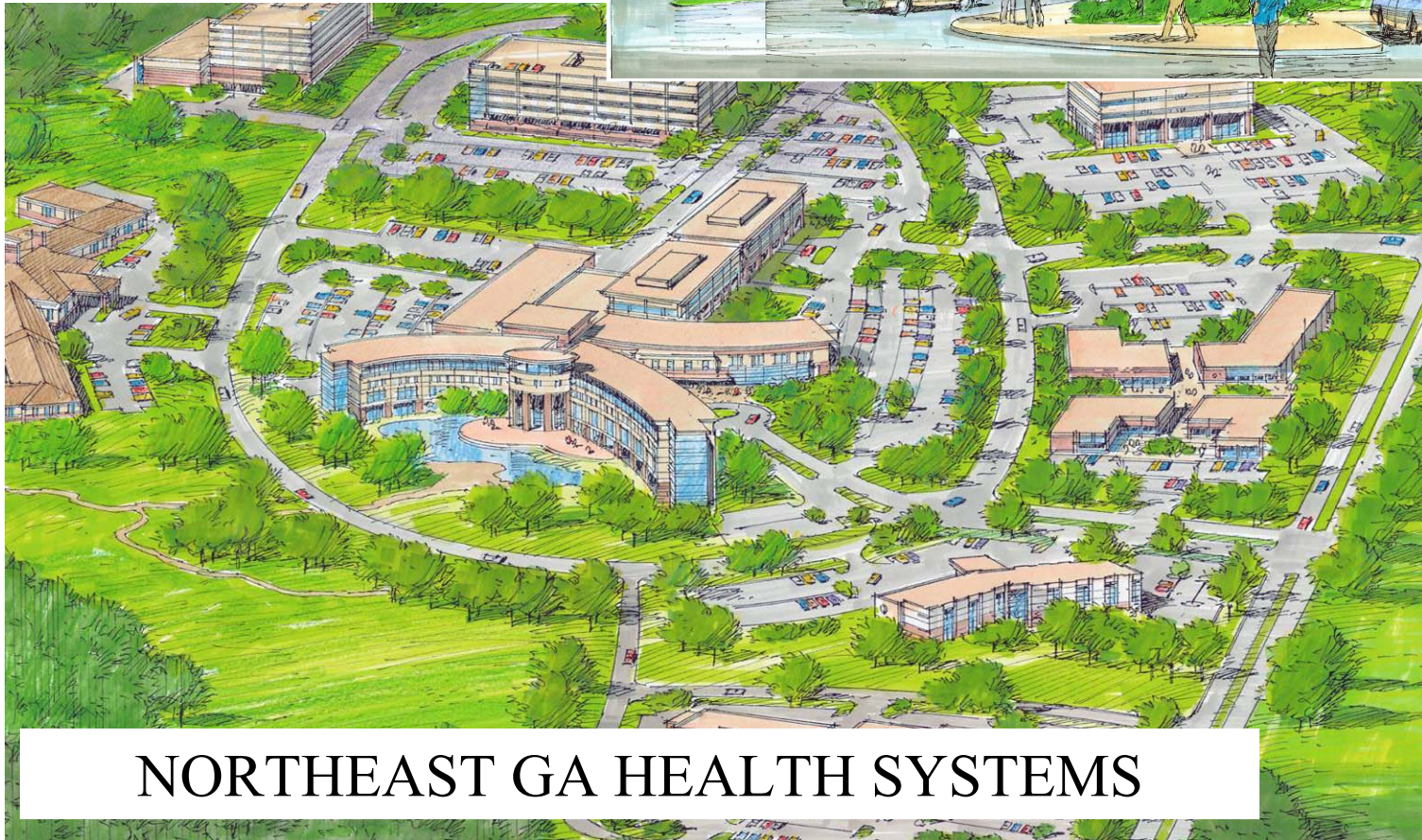


HALL COUNTY LIVE BIRTHS 2004





THE ATLANTA FALCONS, FLOWERY BRANCH GA



NORTHEAST GA HEALTH SYSTEMS



Village at Deaton Creek

by Del Webb

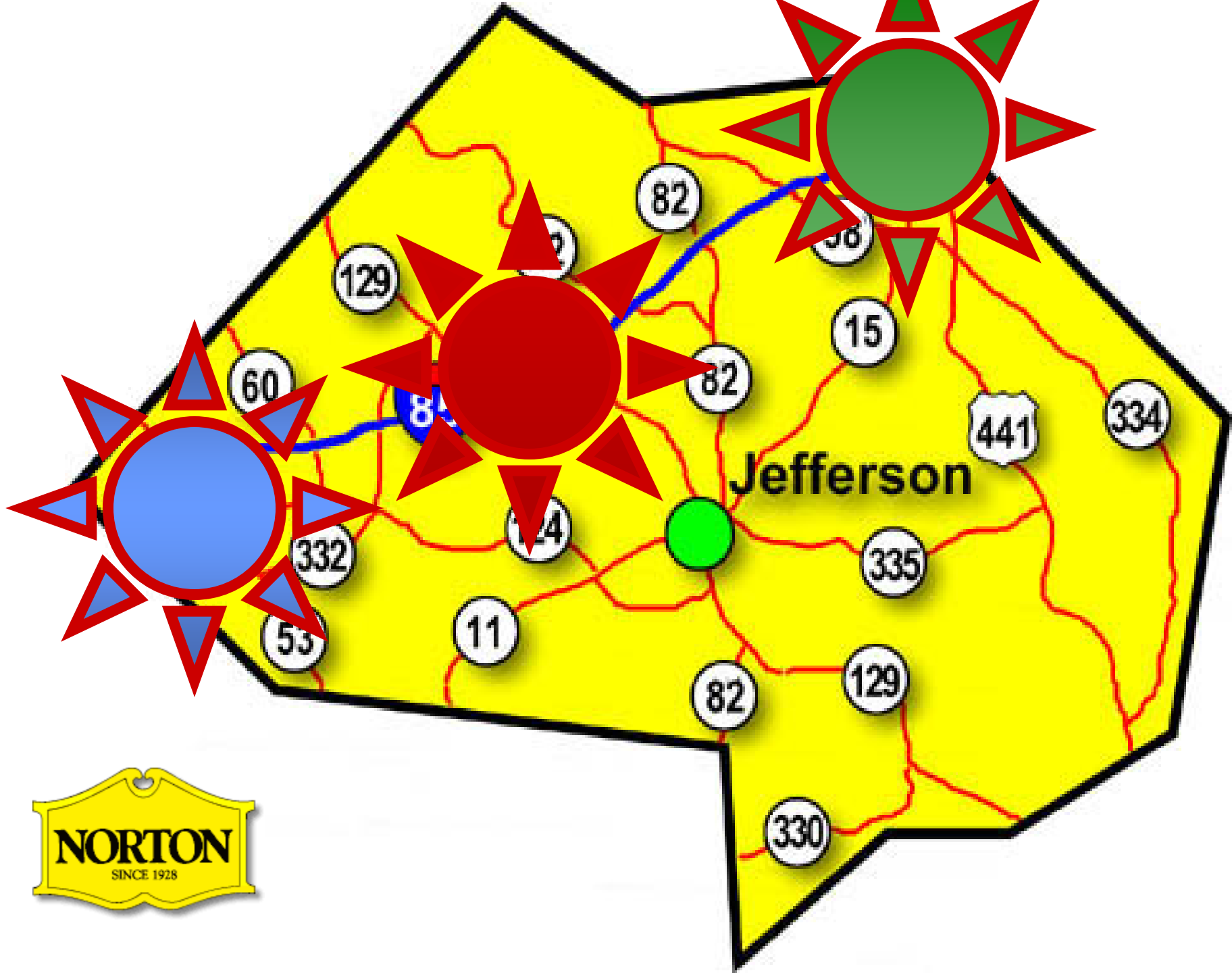




JACKSON



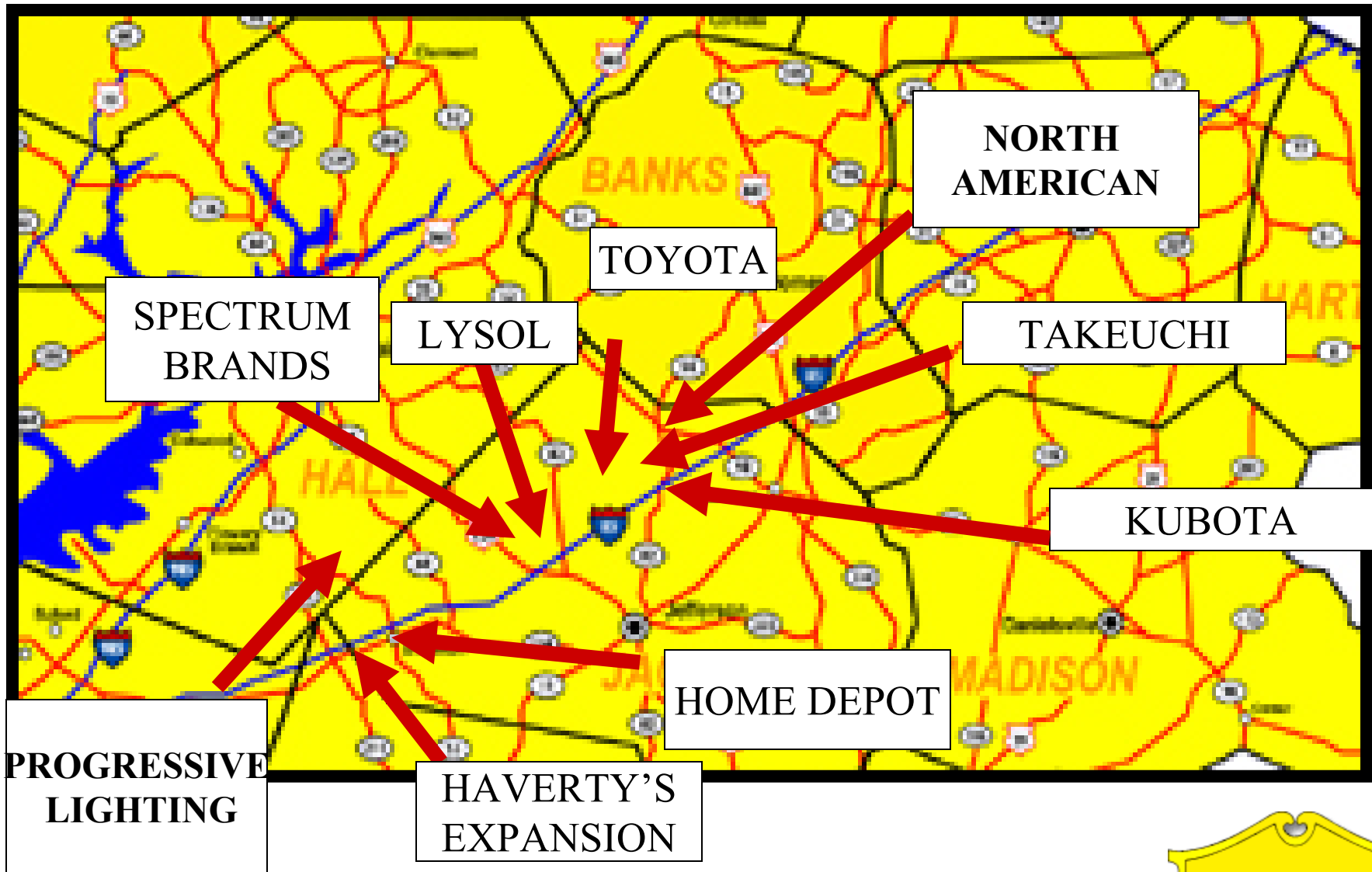
- ◇ RAPIDLY EVOLVING INTO INDUSTRIAL DISTRIBUTION POWER HOUSE
- ◇ GEOGRAPHICALLY ROLLING AND FLAT WITH LARGE FARM HOLDINGS INTACT
- ◇ 5 MAJOR EXITS ON I-85 AND 4 SEWER PROVIDERS
- ◇ MAJOR ATLANTA DEVELOPERS ENTERING THE MARKET QUICKLY





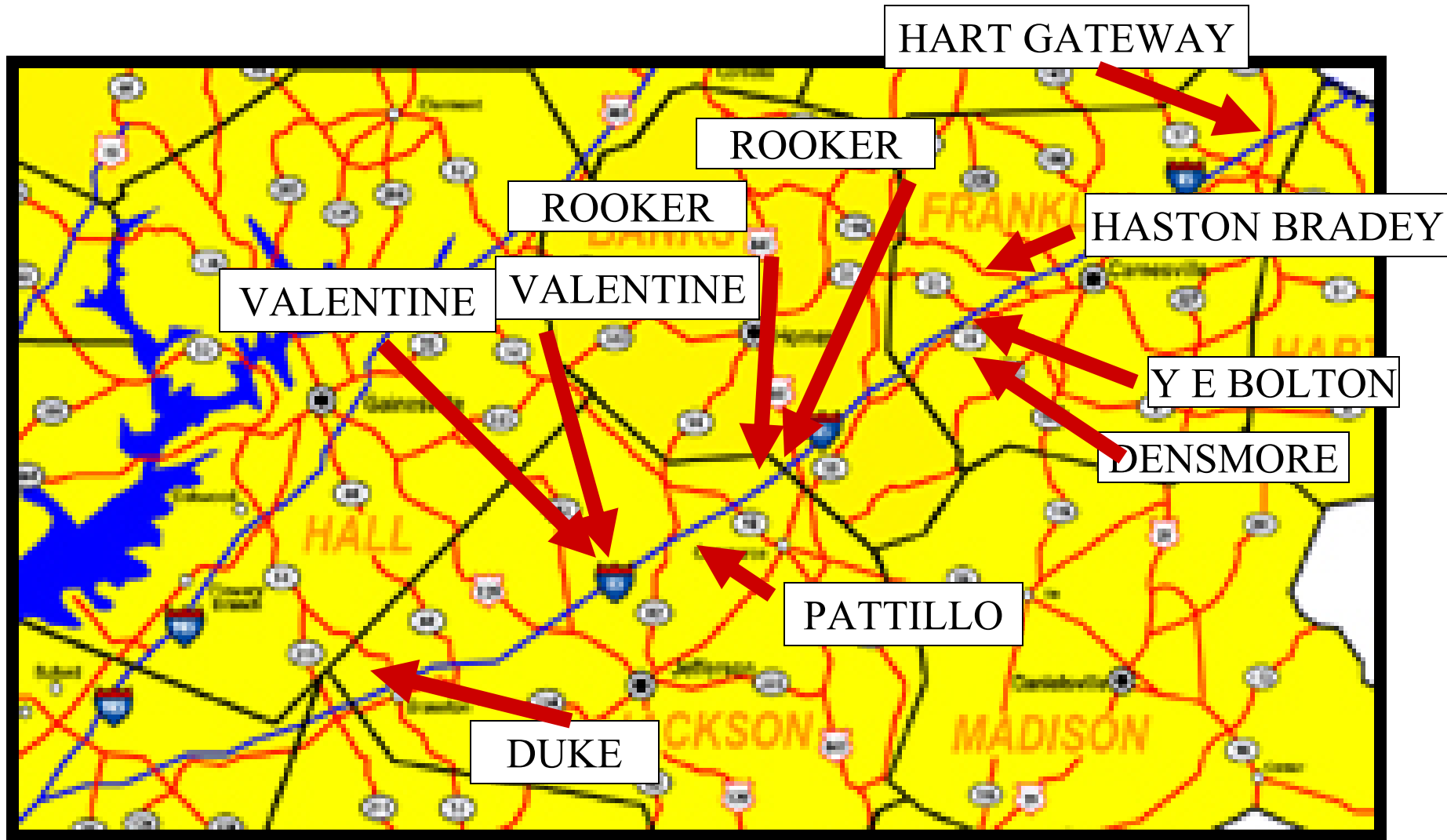
I-85





INDUSTRIAL DEVELOPMENT 2004-2005



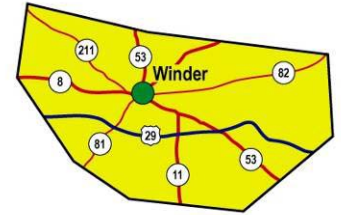


INDUSTRIAL 1 MILLION SF+ SITES





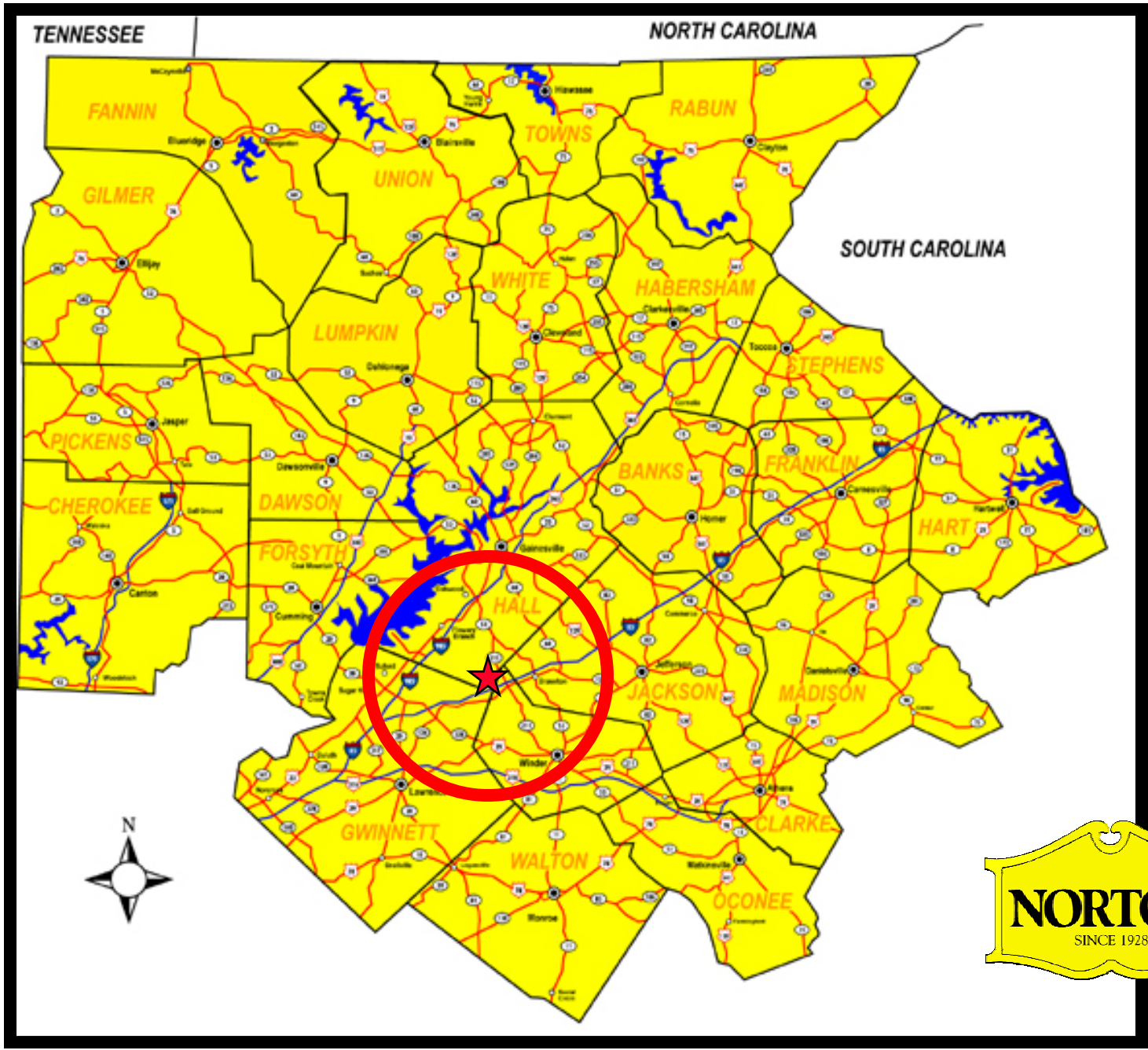
BARROW



- ◇ LOWER TO MID PRICE HOUSING MECCA FOR GWINNETT AND DEKALB COUNTIES
- ◇ AVERAGE NEW HOMES SOLD IN 2005 WAS \$128,610
- ◇ 80% OF THE COUNTY ZONED AGRICULTURAL OR TIMBER ...LARGELY UNDERVELOPED

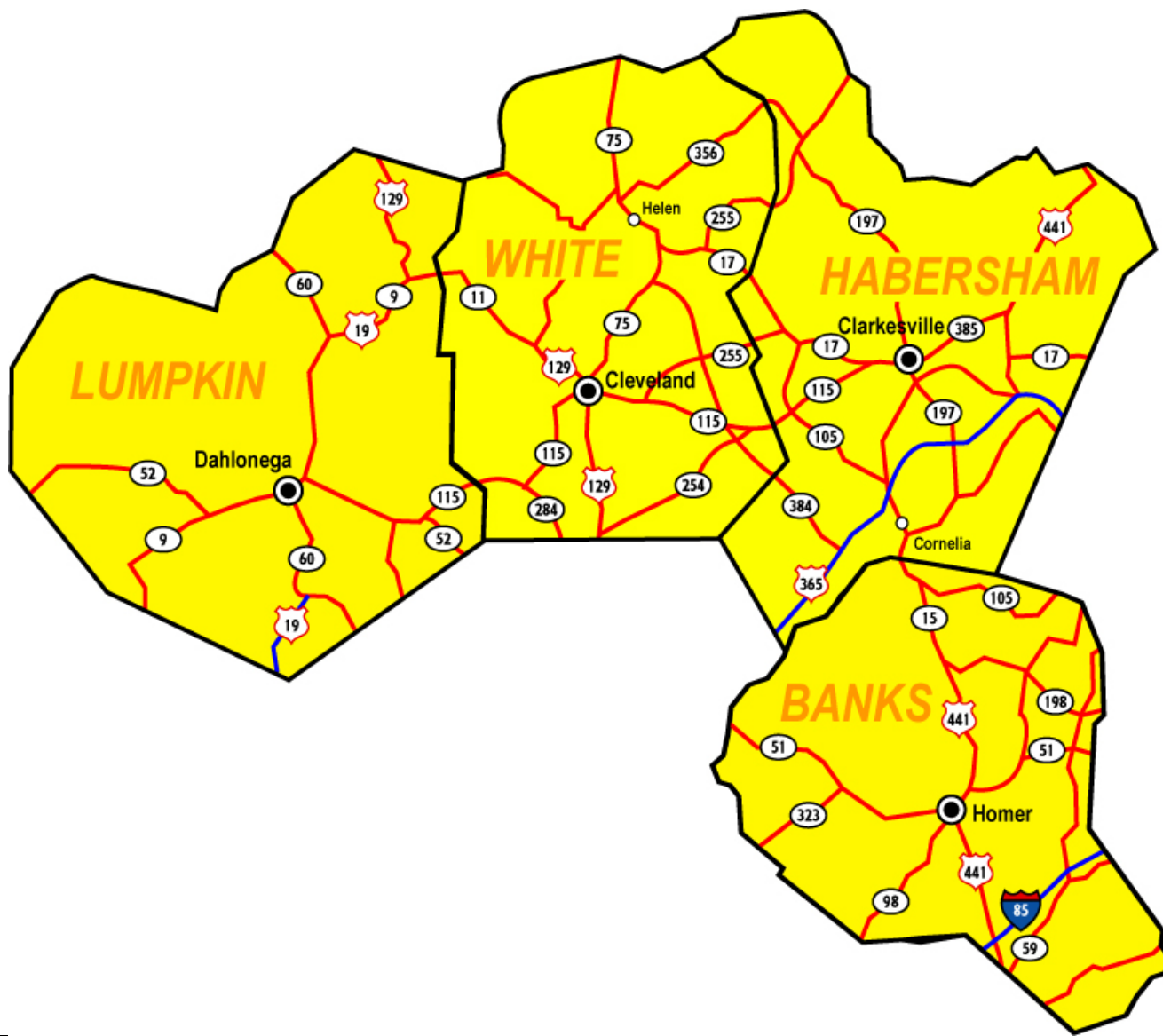
THE EPICENTER OF RESIDENTIAL GROWTH





NORTON
SINCE 1928

BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS





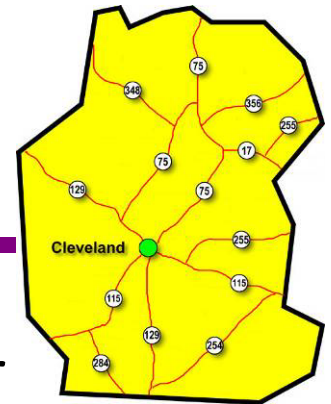
LUMPKIN



- ◇ NEXT DOMINO OF HIGH INCOME GROWTH ALONG GA 400
- ◇ NEW RETAIL CENTER WITH HOME DEPOT AT HWY 60/ GA 400
- ◇ AGGRESSIVE COUNTY COMMISSION UNDERSTANDS THE NEED FOR PLANNING AND INFRASTRUCTURE



WHITE



- ◇ STRONG SECOND HOME MARKET
- ◇ NEW MOUNTAIN PROTECTION CONTROLS WILL STIMULATE AND PROTECT VALUES
- ◇ ACCESSIBILITY TO OTHER MARKETS STILL DIFFICULT



HABERSHAM



- ◇ STRONG REGIONAL RETAIL CENTER DEVELOPING AT MIDWAY US 441/ US 365
- ◇ RETIREMENT COMPONENT INTERRELATED WITH MEDICAL SERVICES



BANKS



- ◇ ONE OF THE MOST REASONABLE LAND VALUES IN THE REGION
- ◇ MARKET DYNAMICS HAVE BEEN HELD BACK BY COUNTY LEADERSHIP – CHANGING
- ◇ PRIME RETAIL CENTER AND INDUSTRIAL OPPORTUNITIES FLOWING OUT OF GWINNETT AND JACKSON



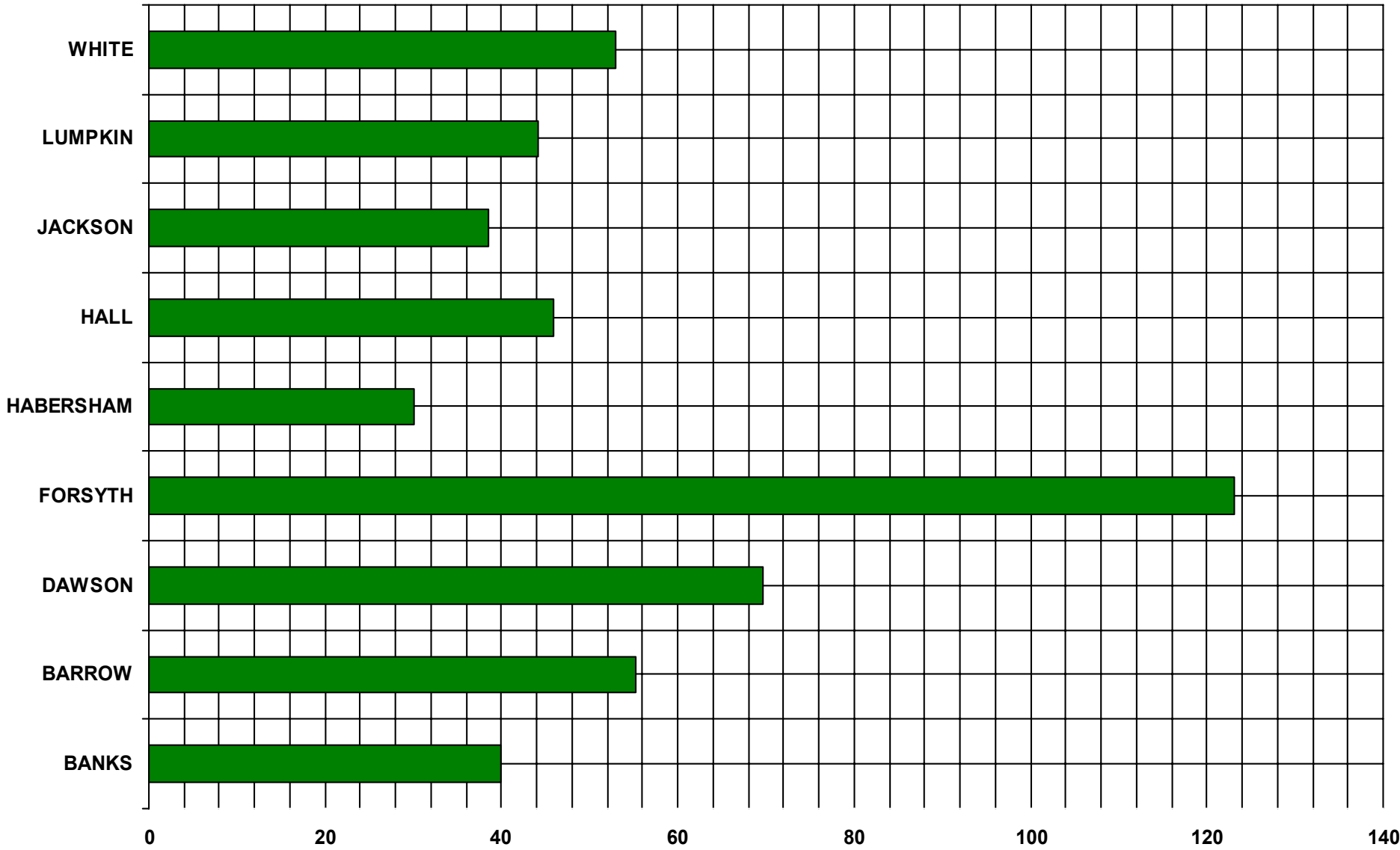
nativeintelligence





SELECT COUNTIES

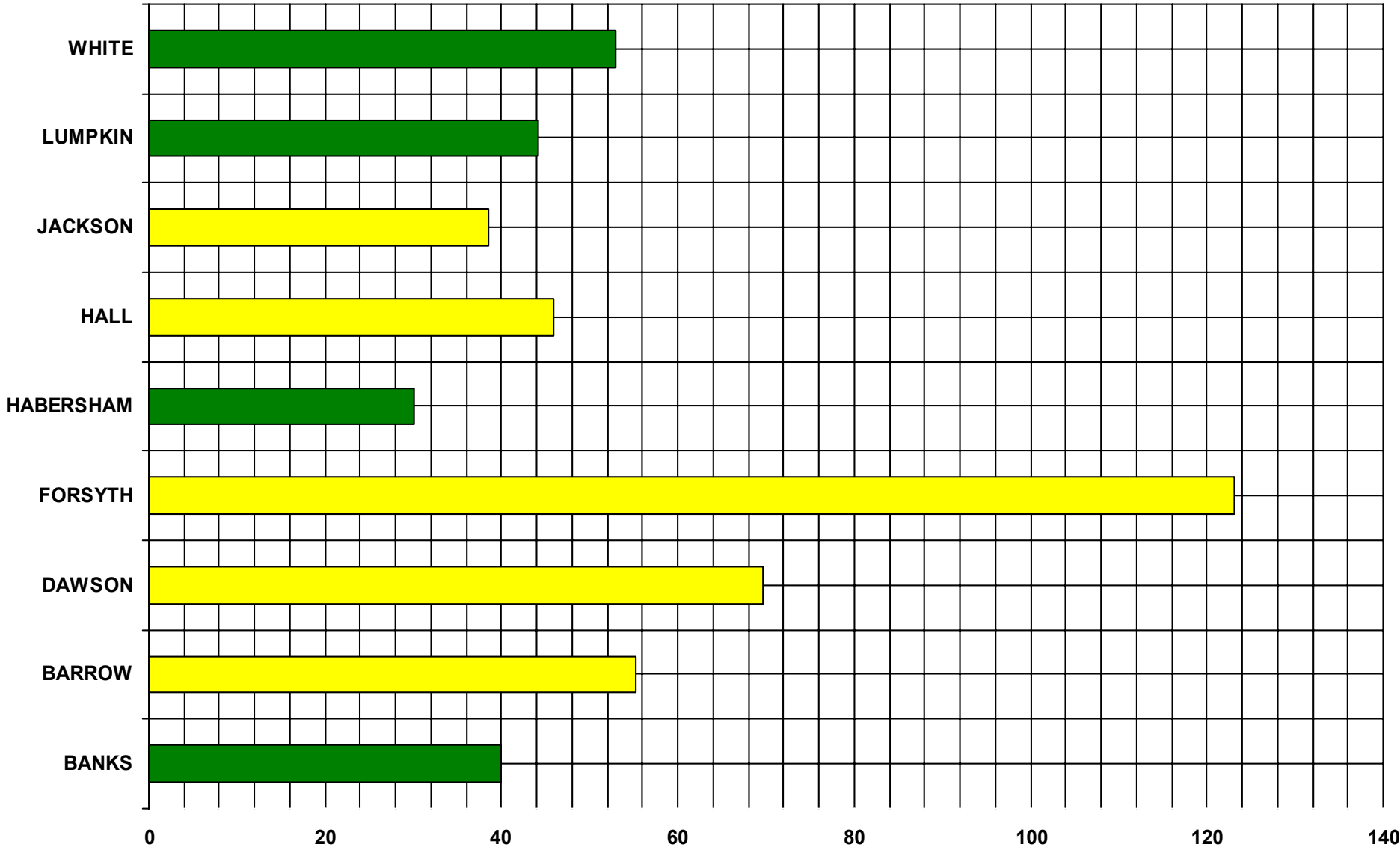
% GROWTH 1990-2000





SELECT COUNTIES

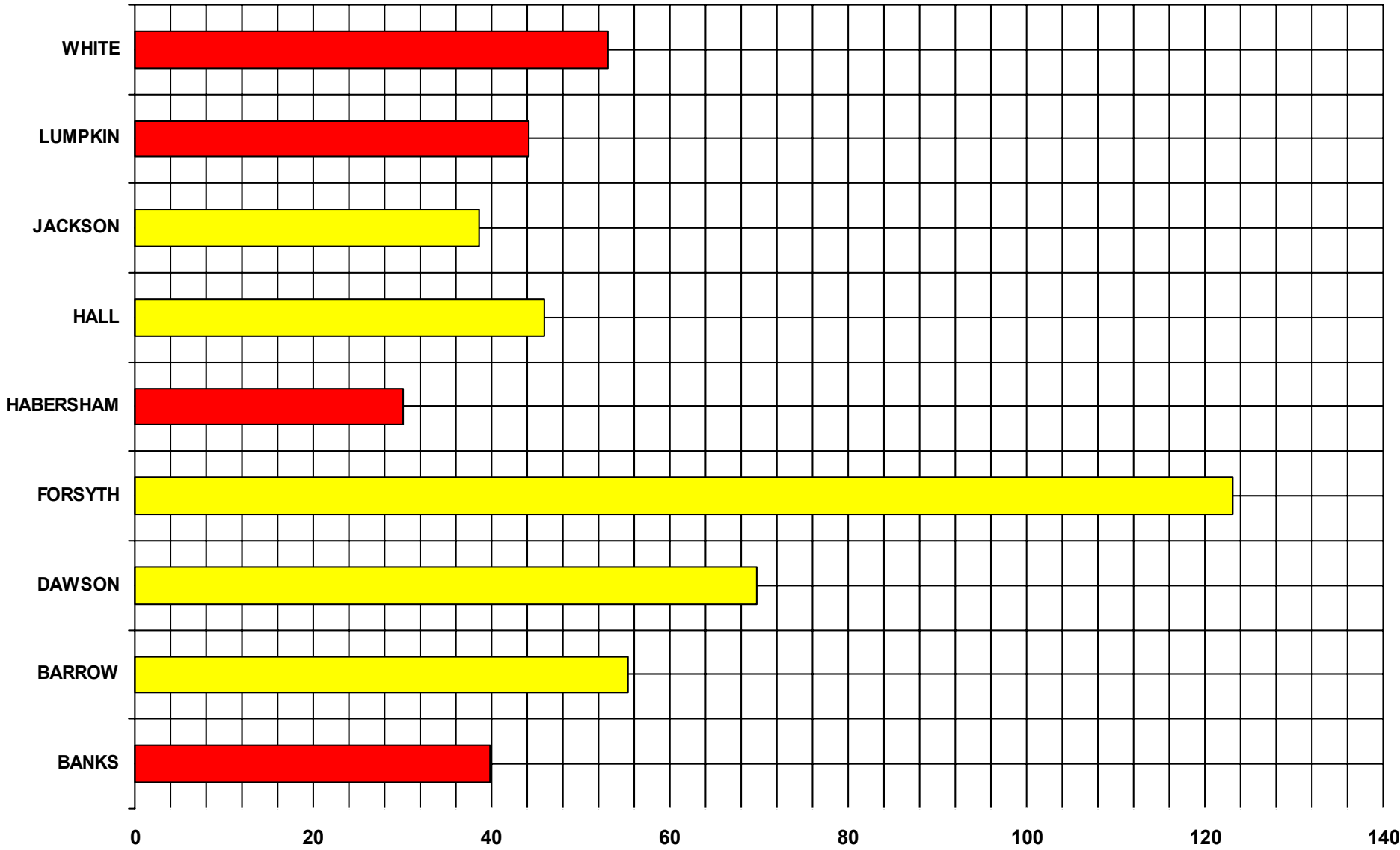
% GROWTH 1990-2000





SELECT COUNTIES

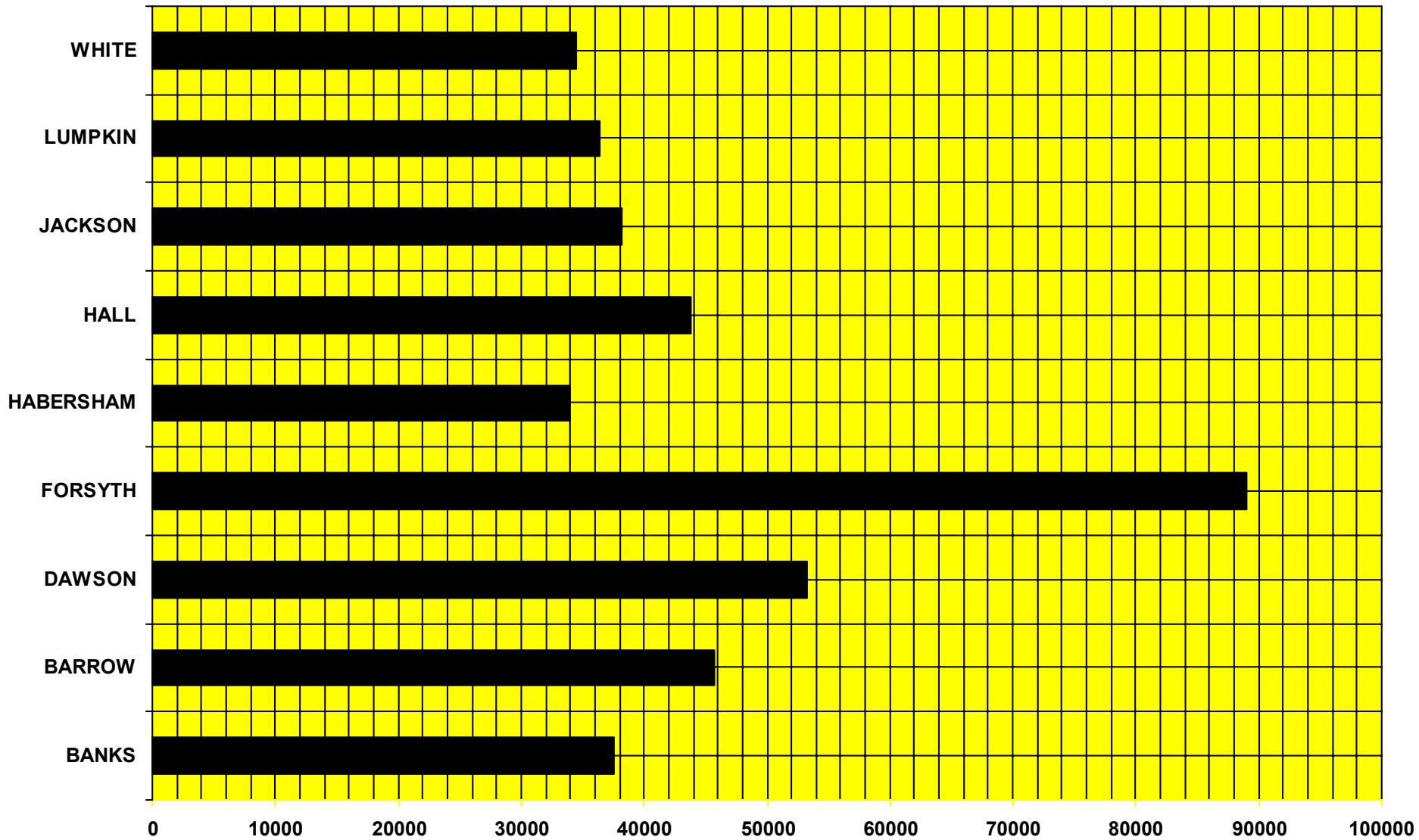
% GROWTH 1990-2000





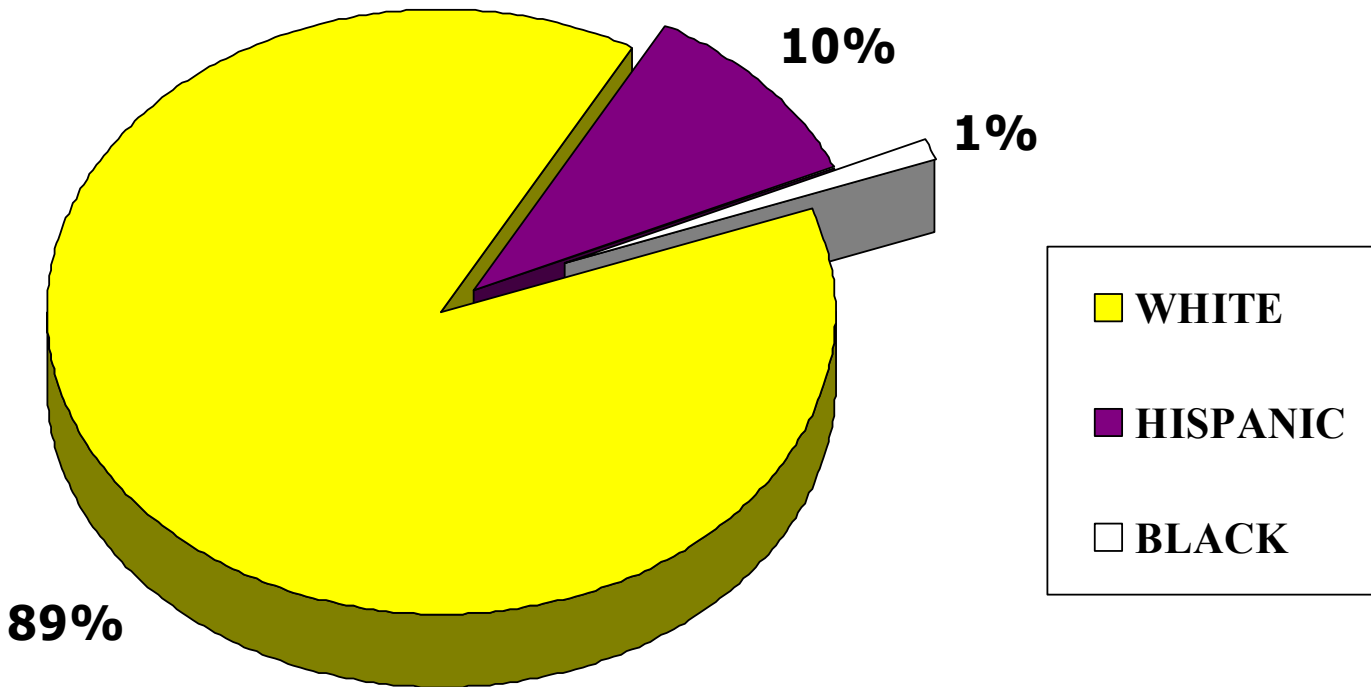
SELECT COUNTIES

2004 MEDIAN HOUSEHOLD
INCOME





HALL HOME PURCHASES 2005





Jackson Industrial Expansion

Home Depot	500,000
Toyota	350,000
Takeuchi	200,000
Lysol	450,000
Spectrum Brands	800,000
Haverty's	600,000
Progressive Lighting	500,000
Kubota	450,000
North American Stainless	140,000
Total	3,990,000 Sq Ft