



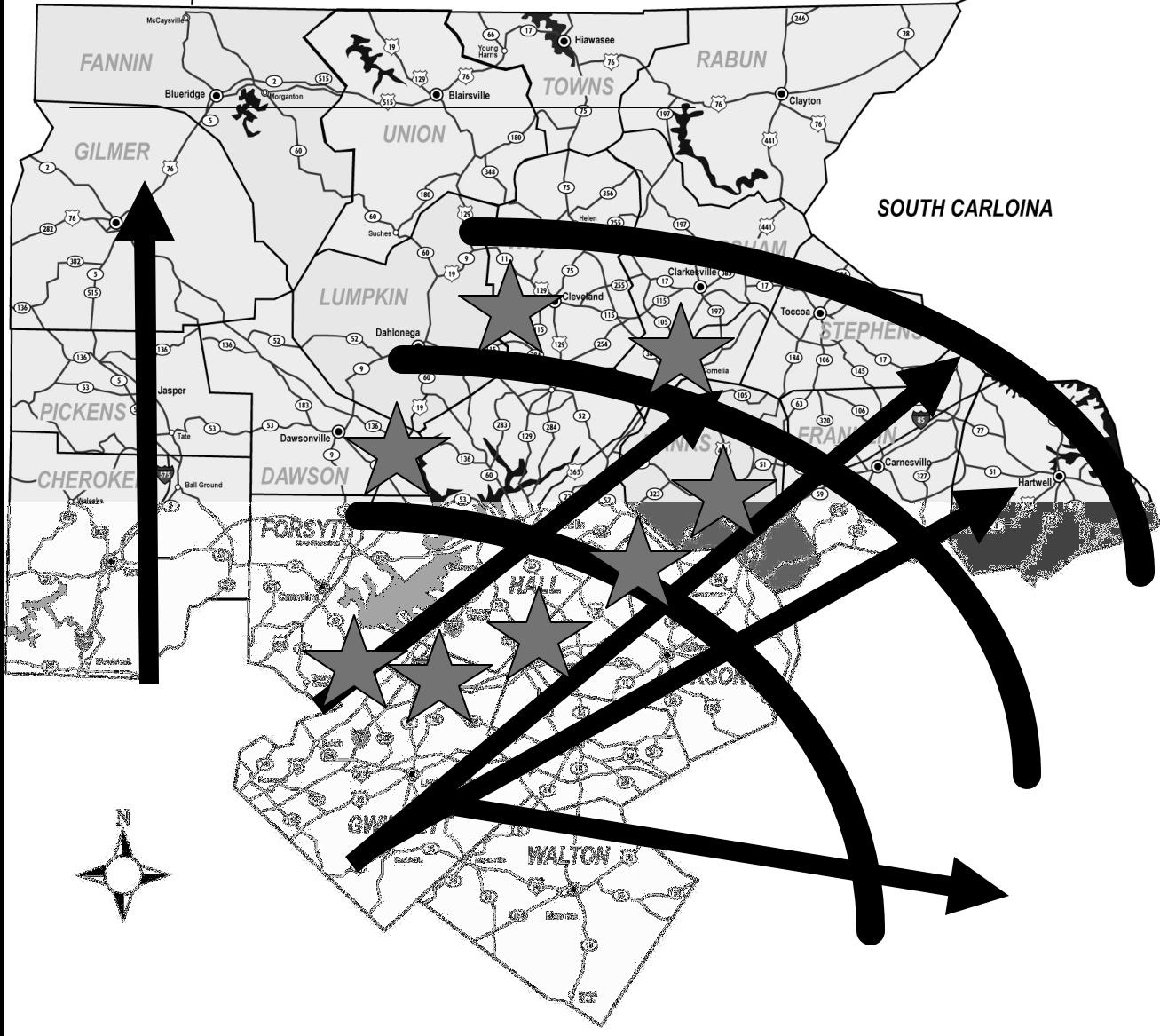
# NORTH GEORGIA 2006

THE UNDISCOVERED COUNTRY  
HAS BEEN DISCOVERED

FOR THREE GENERATIONS THE NAME YOU CAN TRUST IN NORTH GEORGIA

TENNESSEE

NORTH CAROLINA



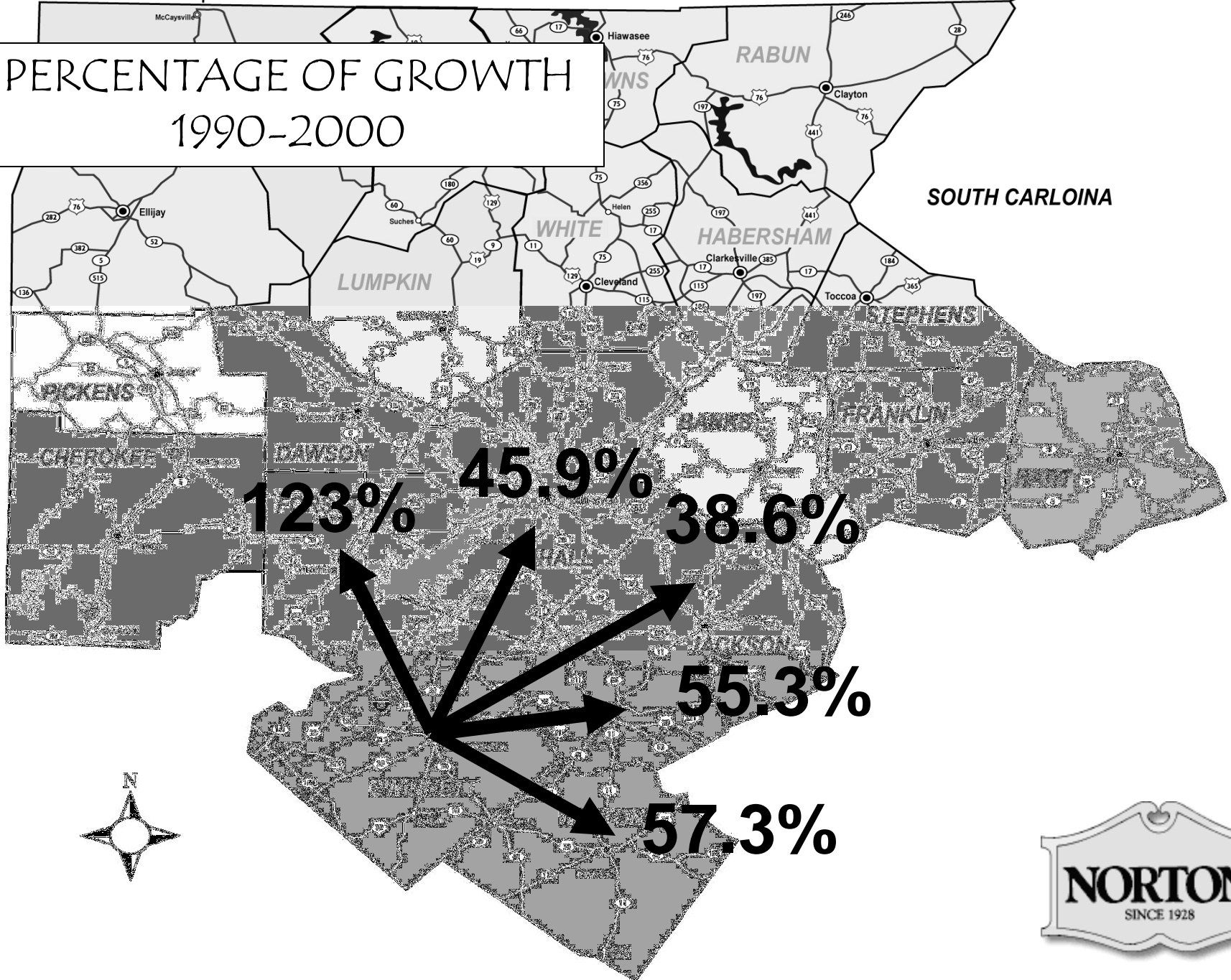
SOUTH CARLOINA

**NORTON**  
SINCE 1928

TENNESSEE

NORTH CAROLINA

PERCENTAGE OF GROWTH  
1990-2000



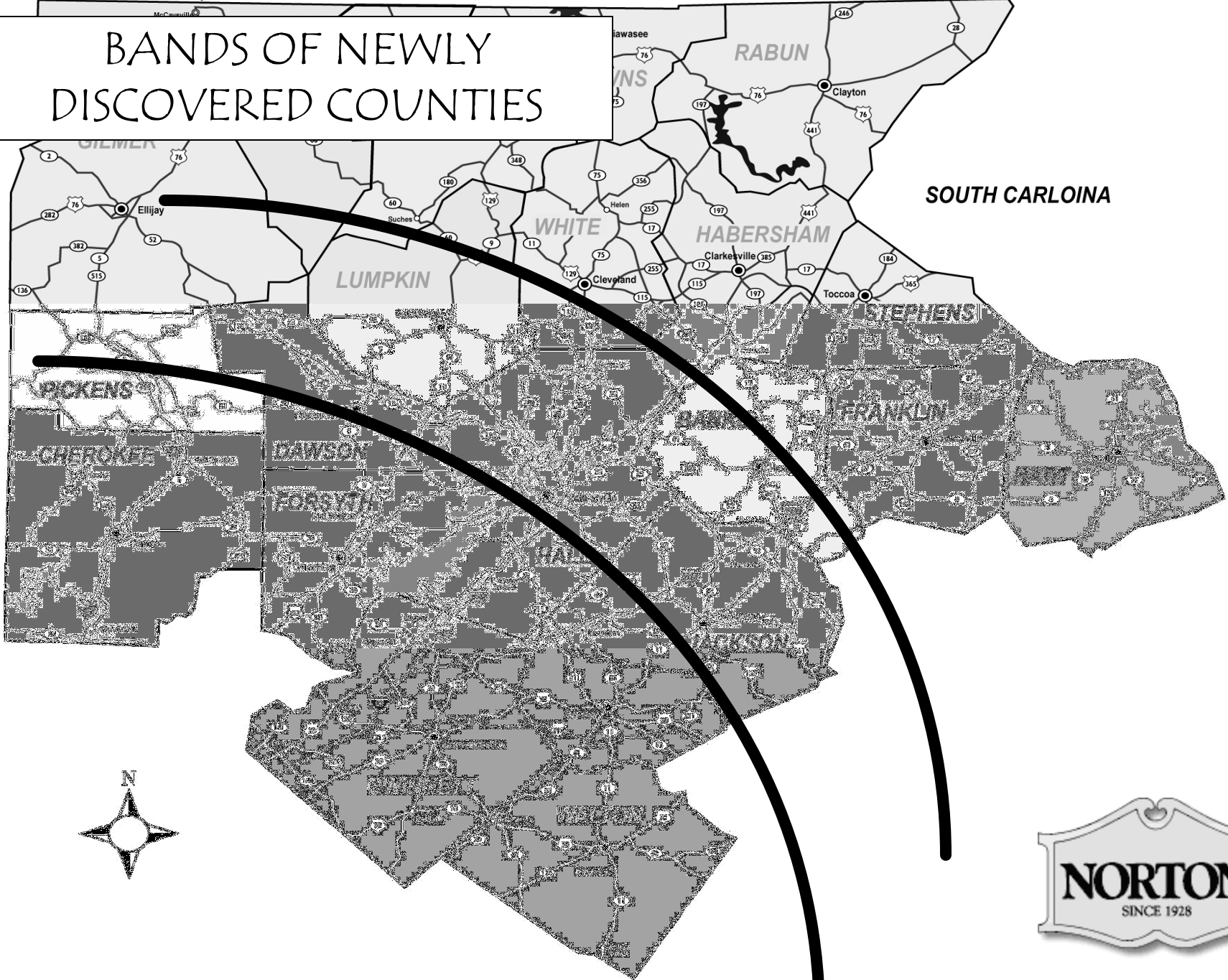
SOUTH CAROLINA



TENNESSEE

NORTH CAROLINA

BANDS OF NEWLY  
DISCOVERED COUNTIES

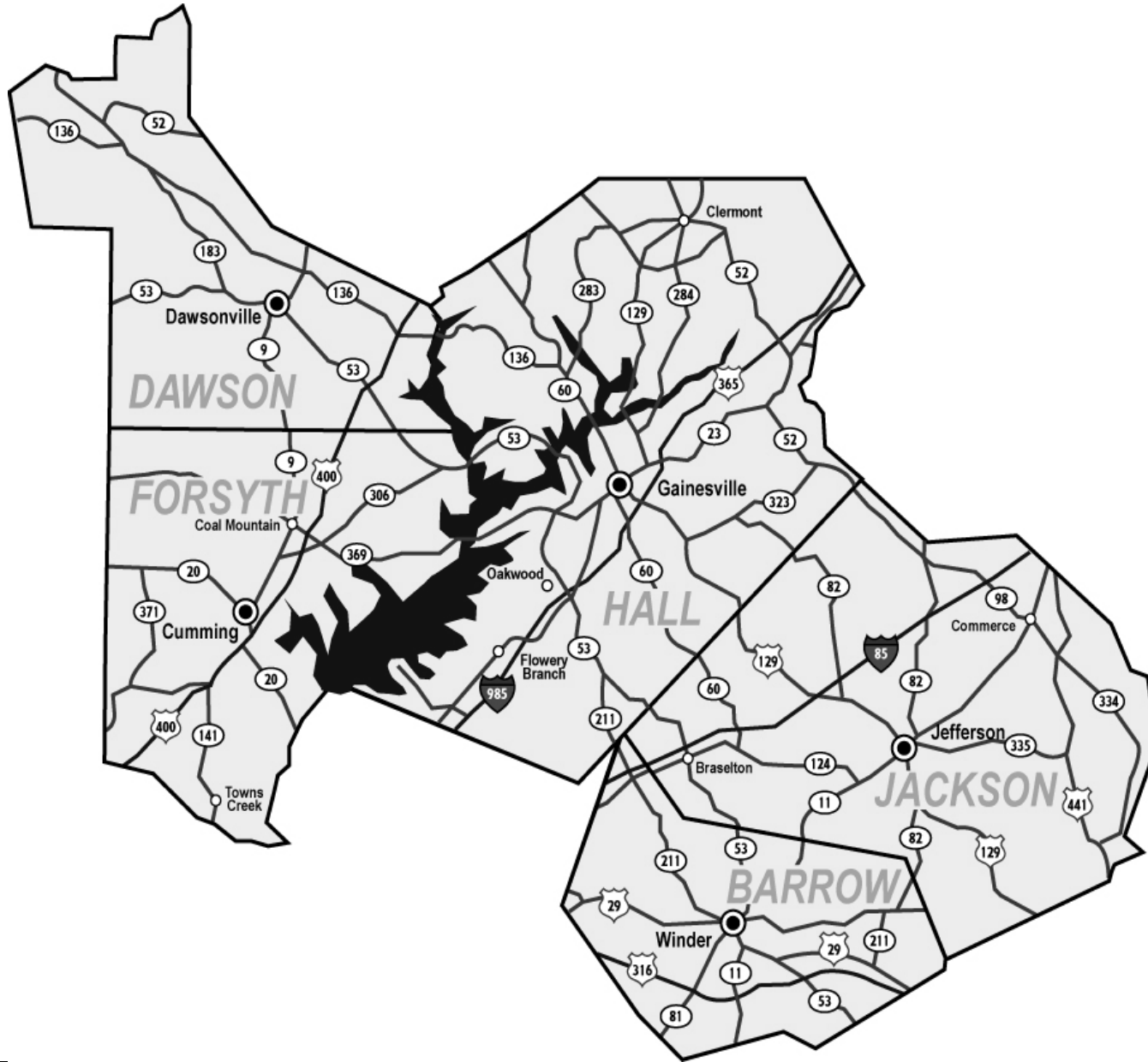


SOUTH CARLOINA

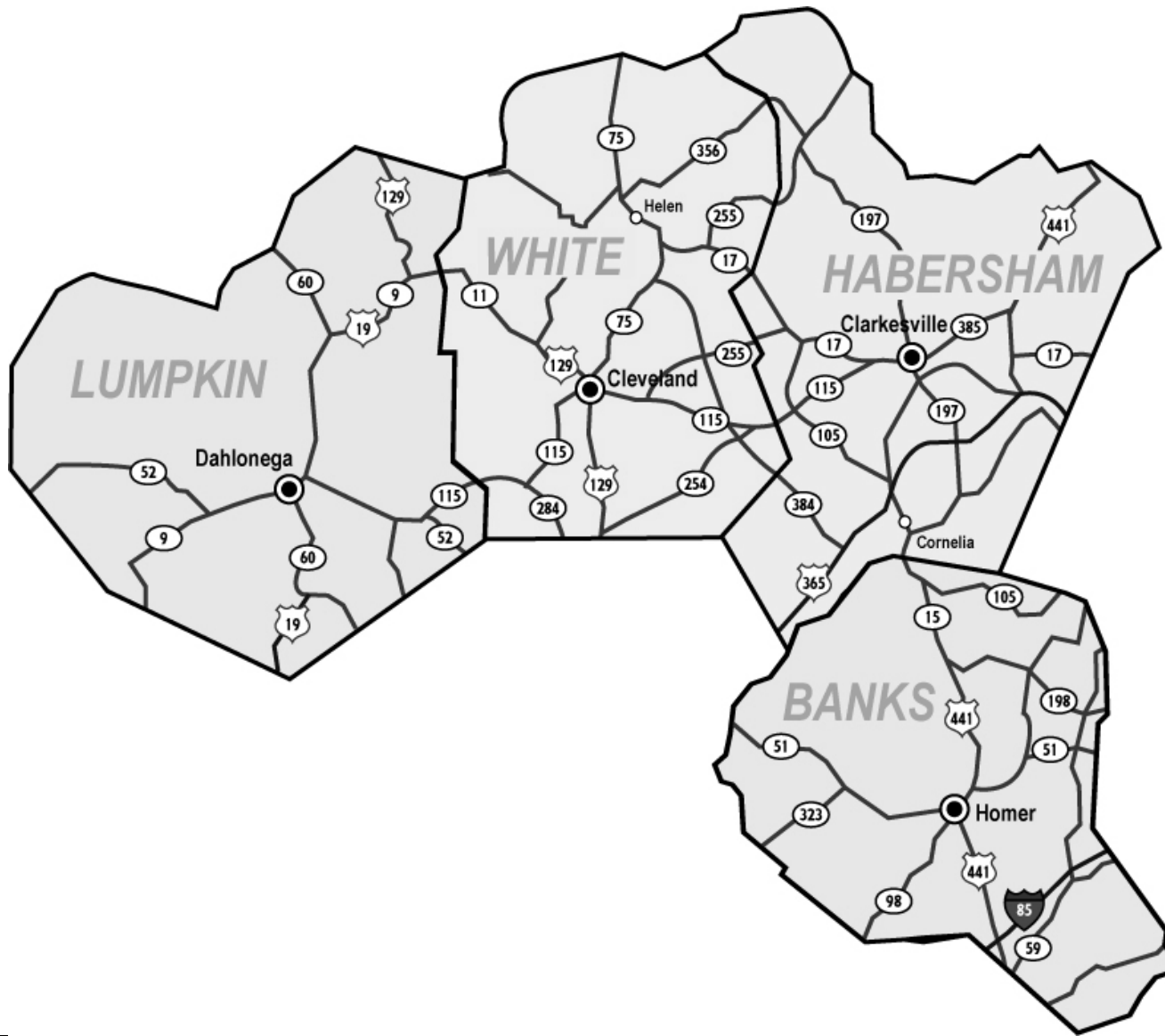


BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW

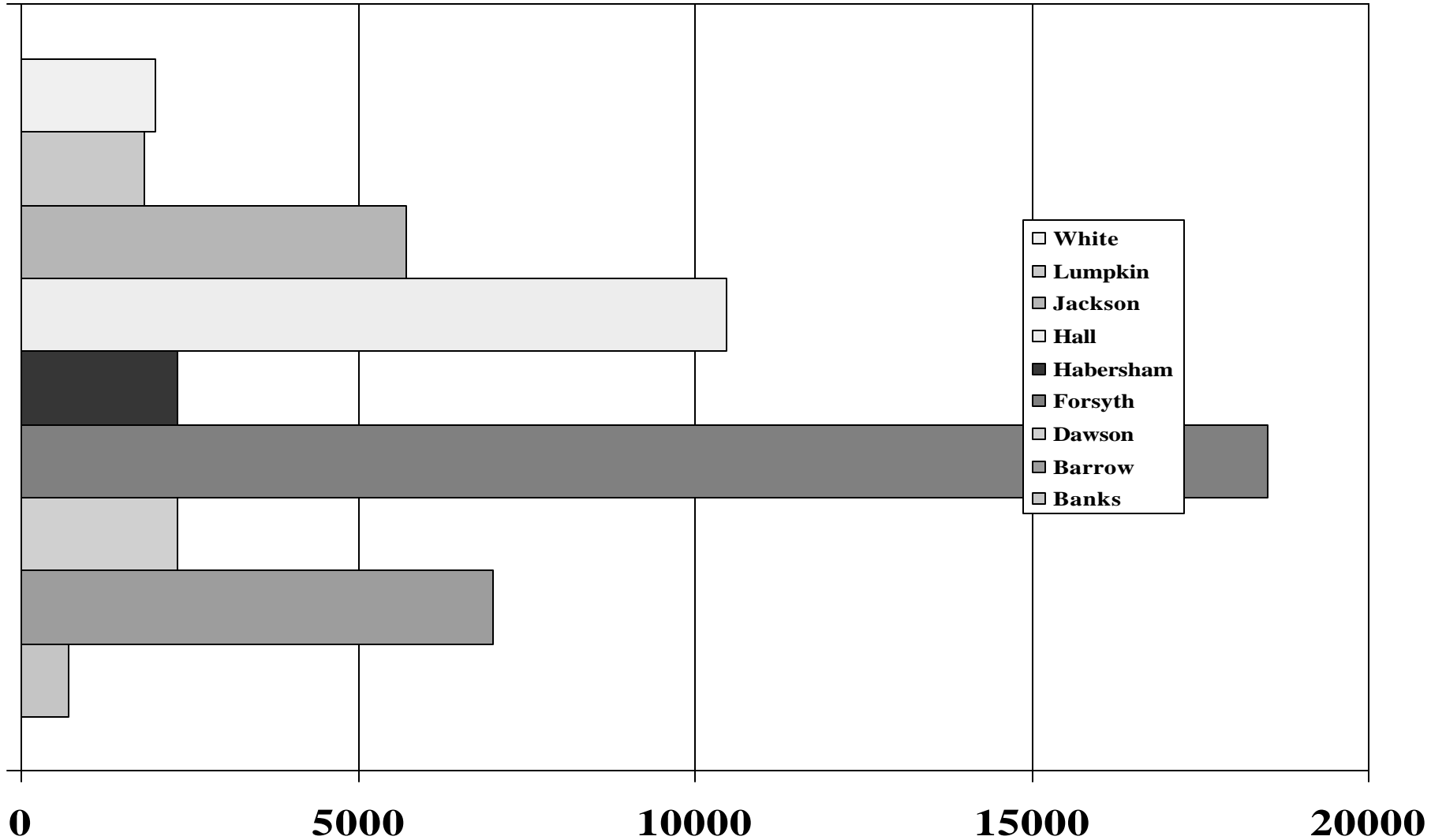


# BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS





# SINGLE FAMILY BUILDING PERMITS 2000-2005





# N. E. Georgia Single Family Sales Statistics

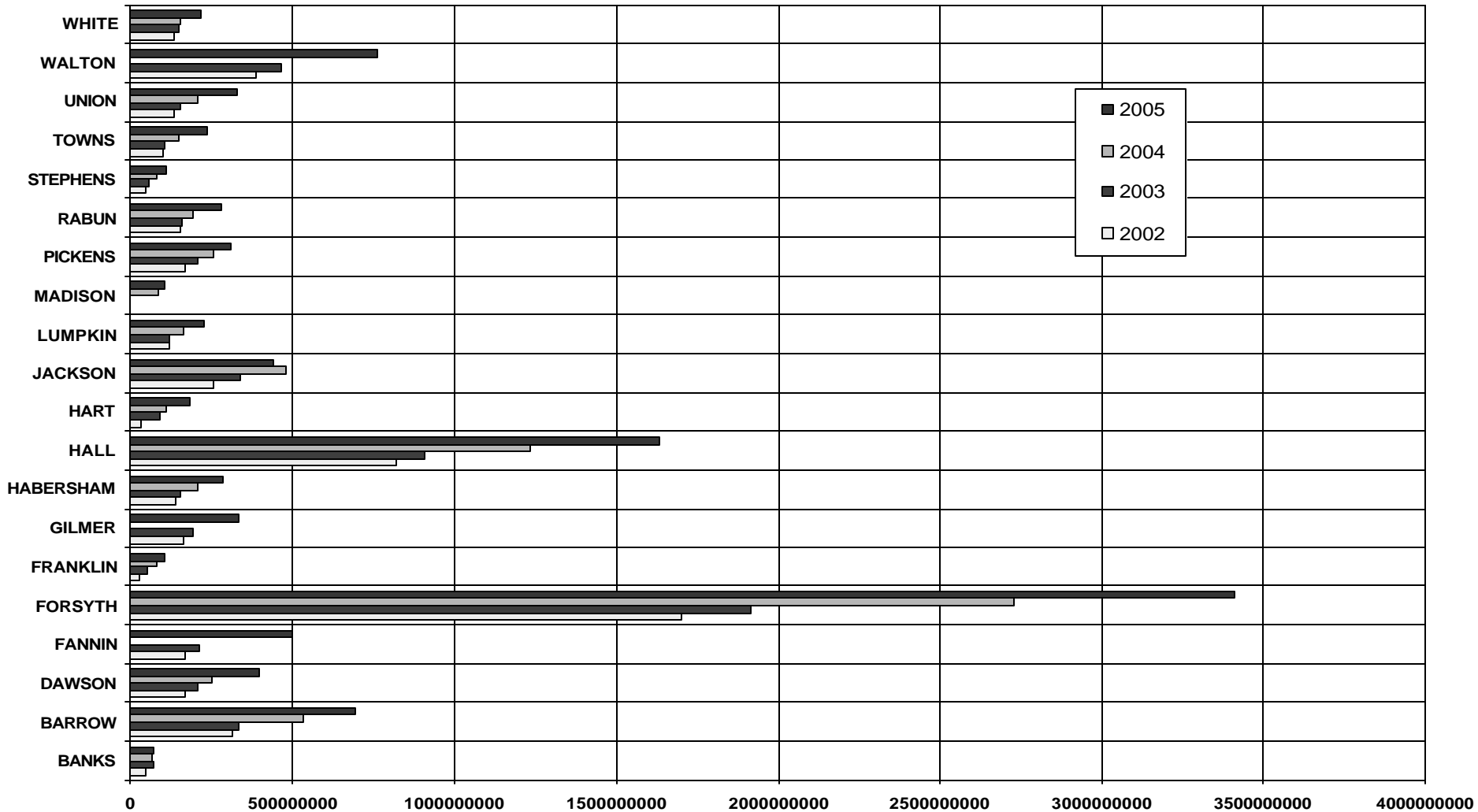
## Average Price

<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



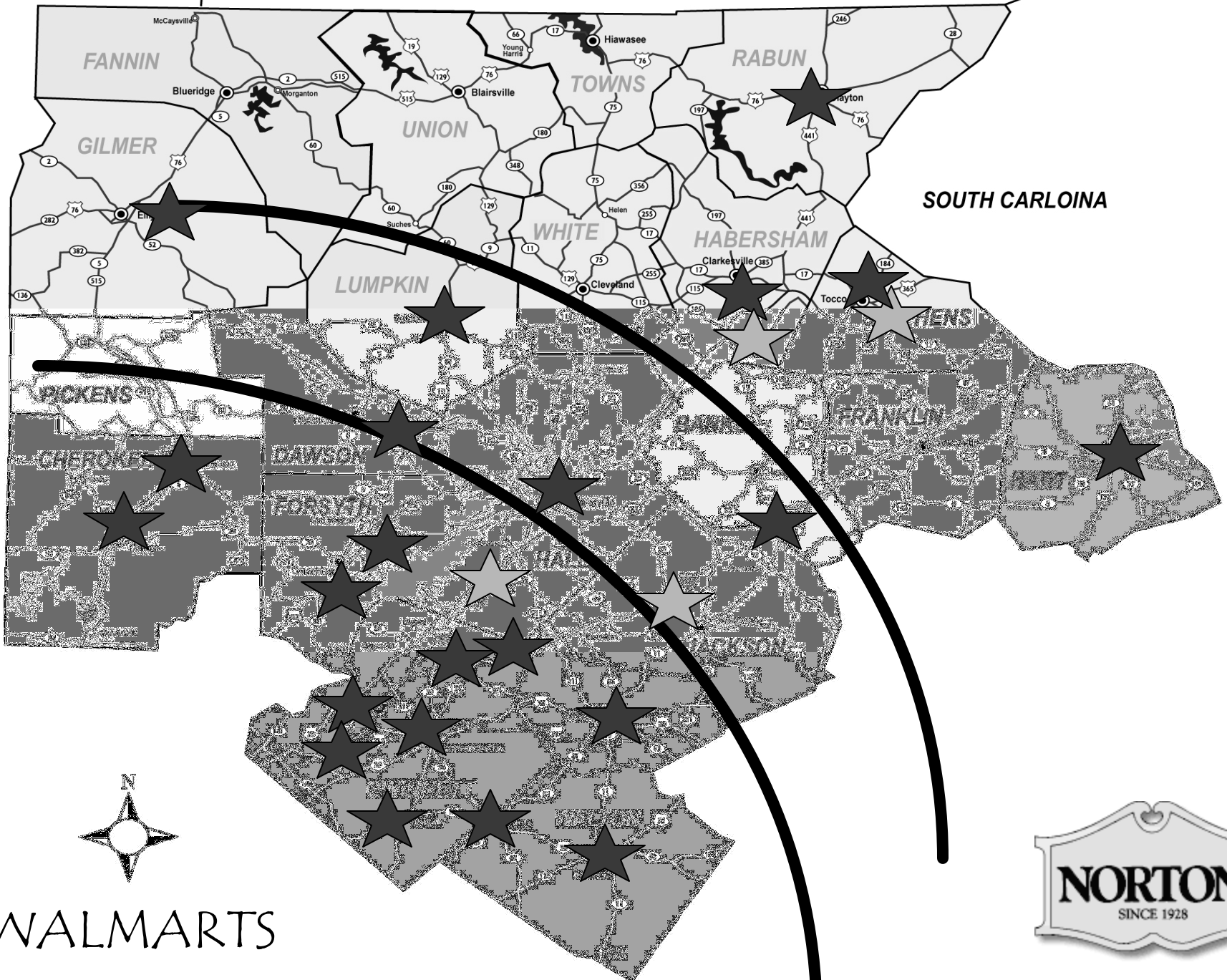


# TOTAL REAL ESTATE SALES 2002-2005



TENNESSEE

NORTH CAROLINA



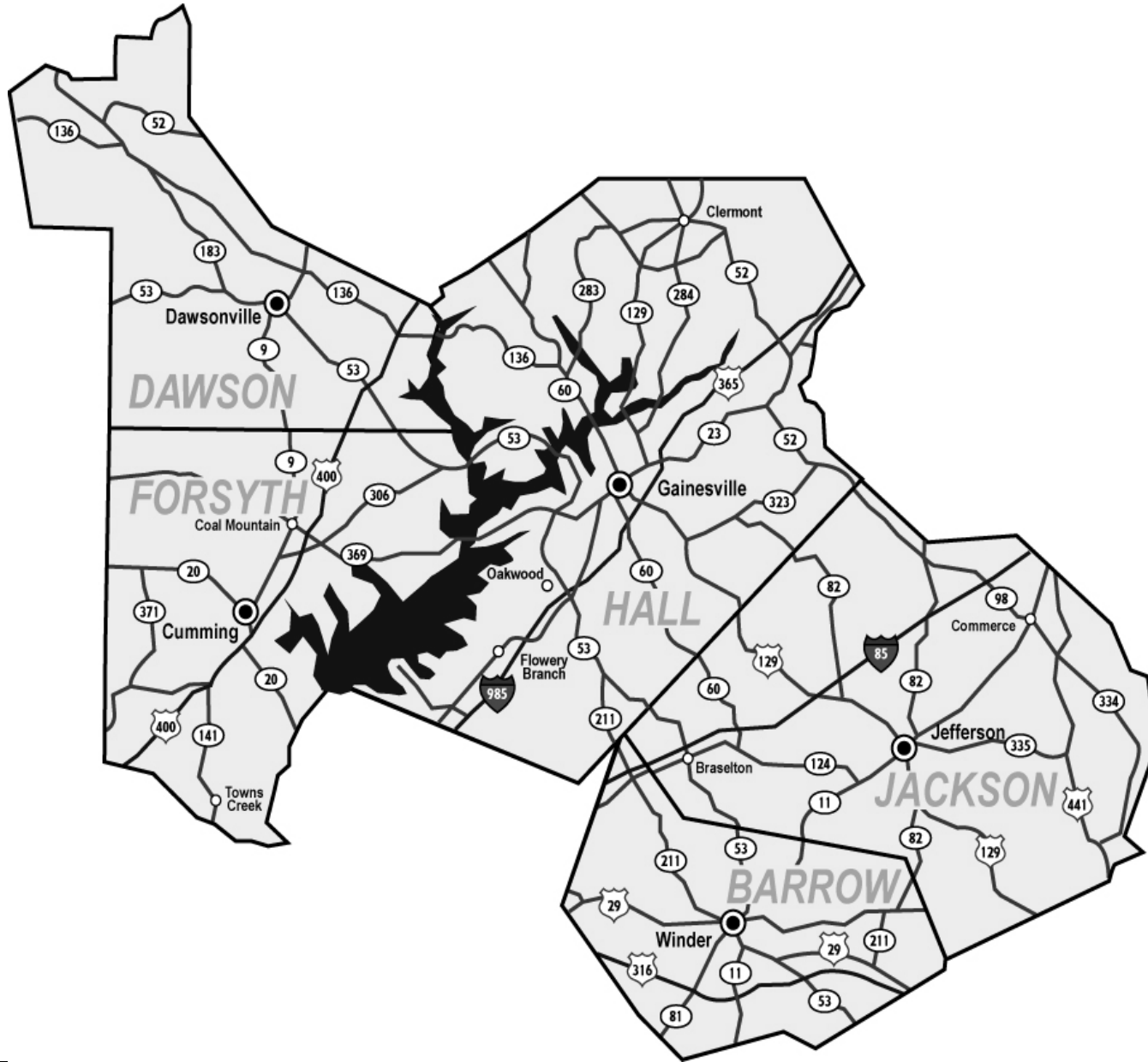
SOUTH CAROLINA

WALMARTS



BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW

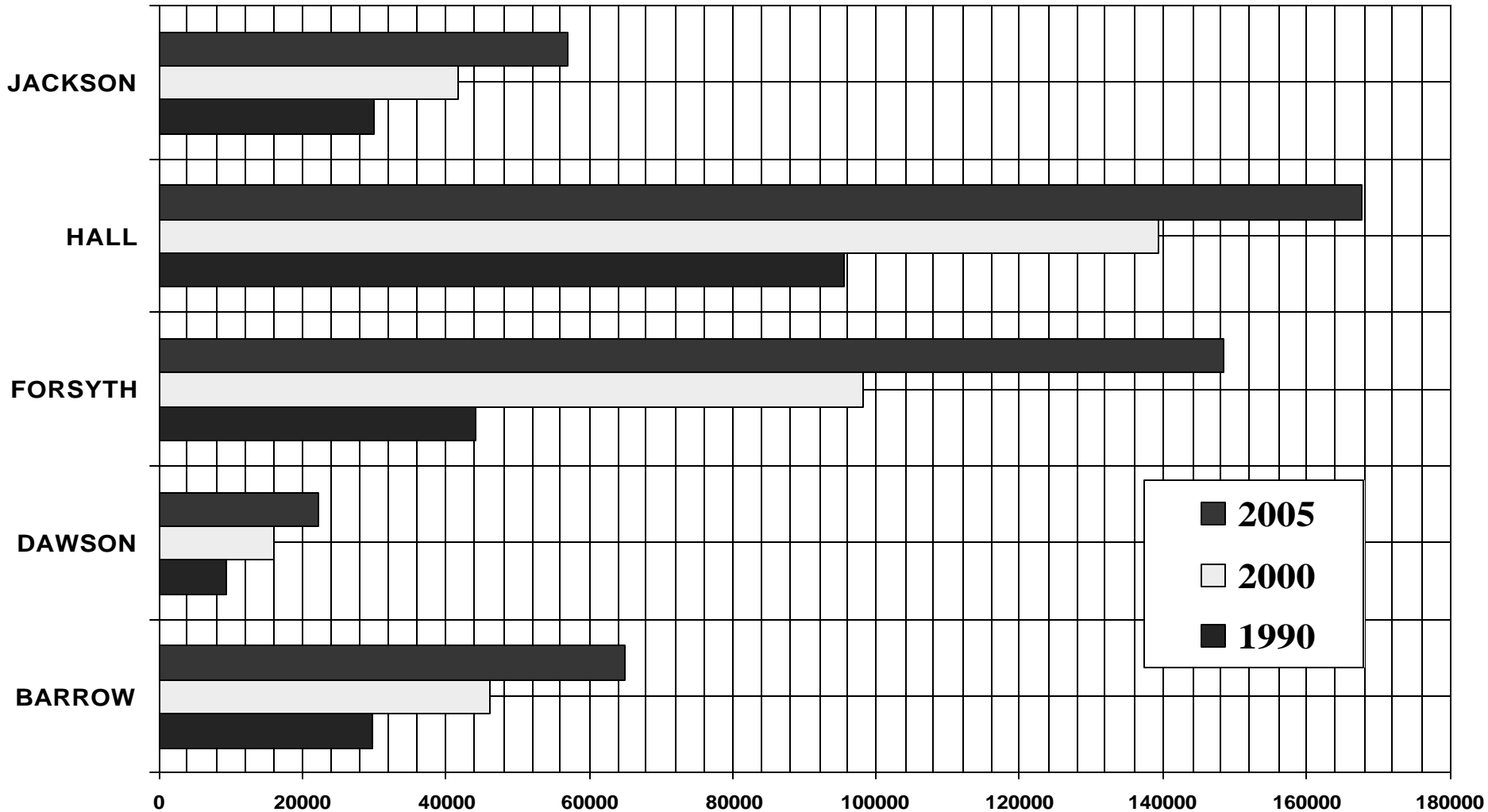




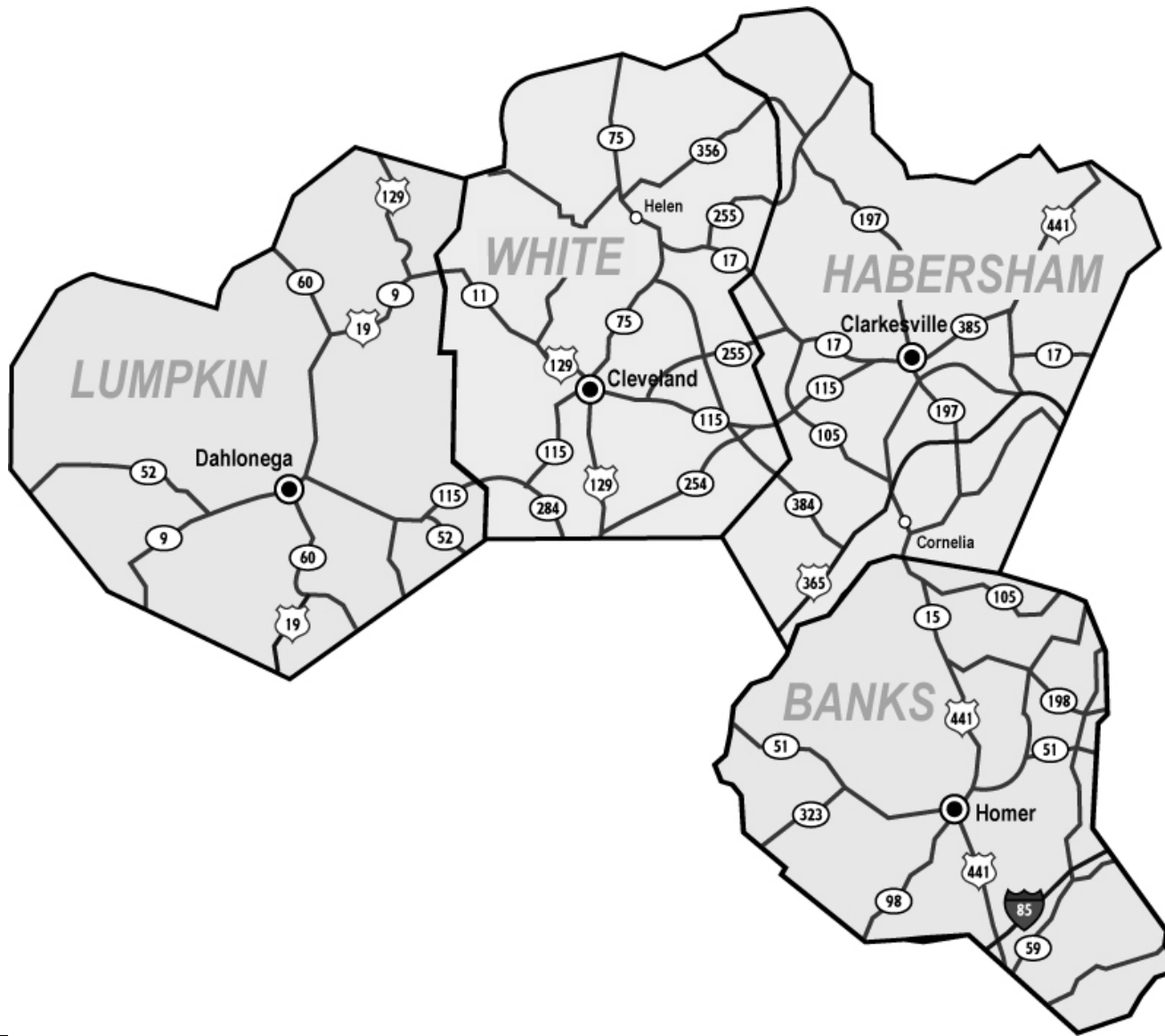
# NORTH GEORGIA

POPULATION GROWTH 1990 -2000-2005

BAND ONE



# BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS

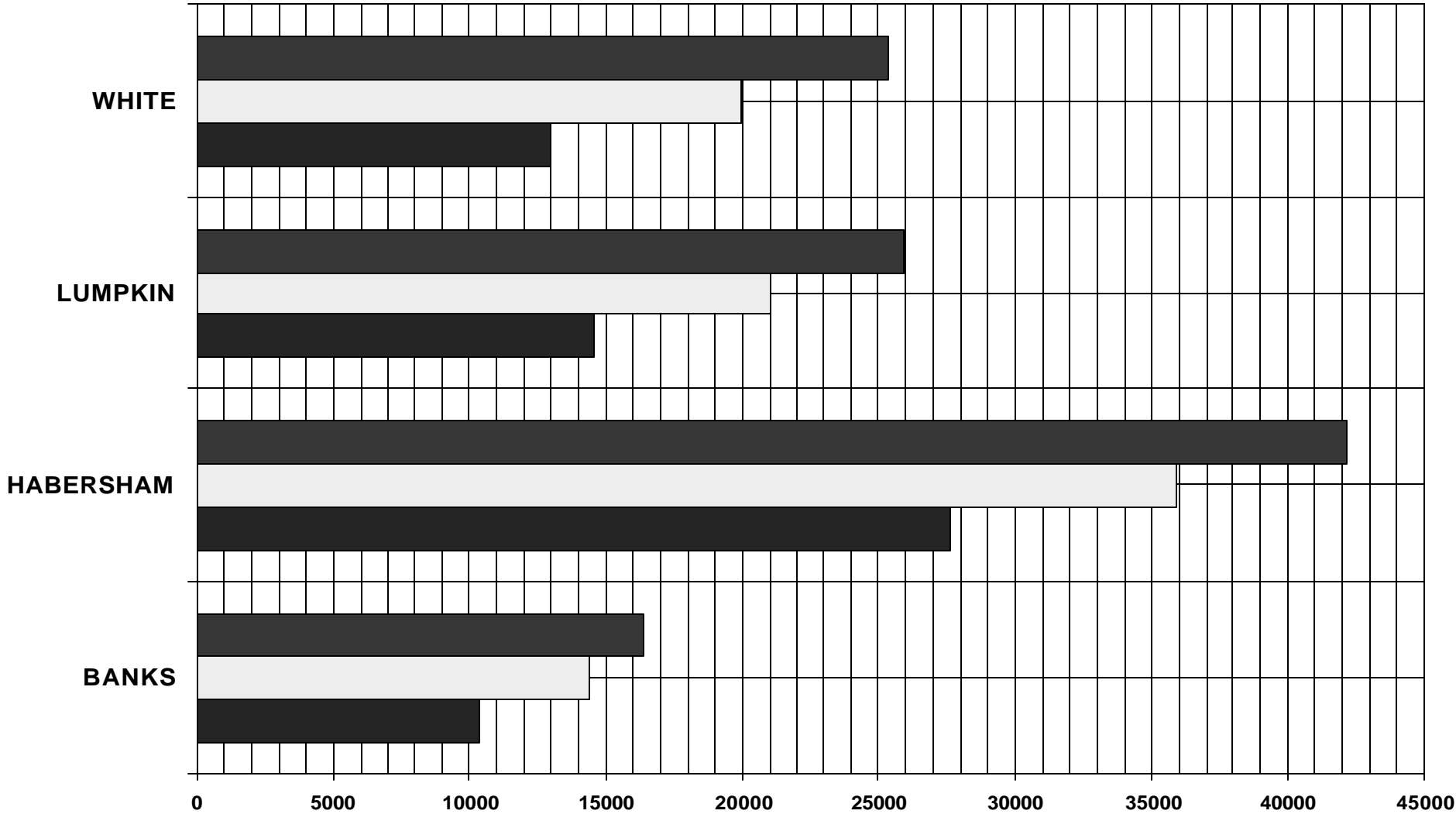




# NORTH GEORGIA

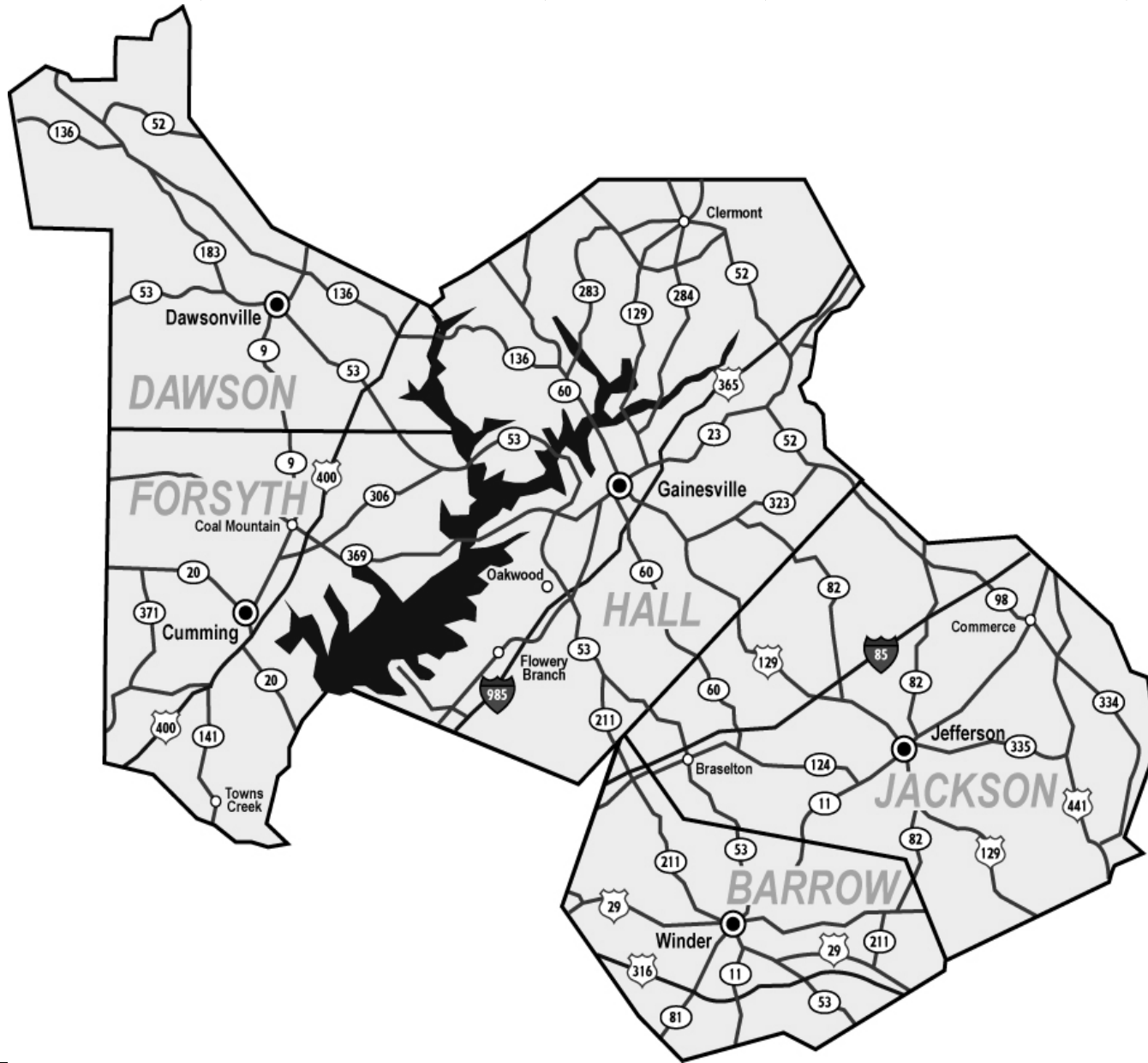
POPULATION GROWTH 1990 -2000-2005

BAND TWO



BAND ONE

DAWSON, FORSYTH, HALL, JACKSON, BARROW





# DAWSON

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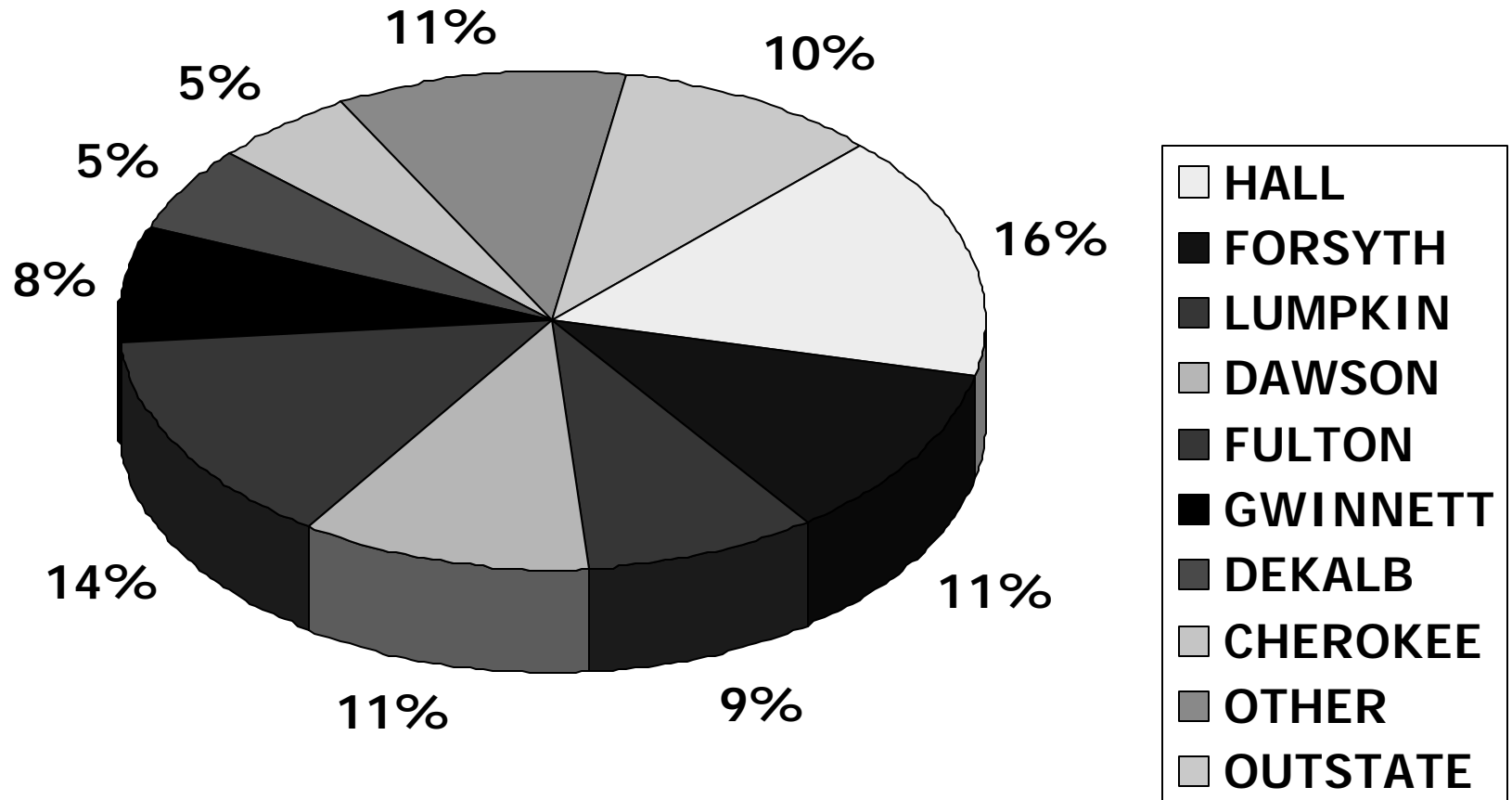
- ◇ NORTH GEORGIA PREMIUM OUTLET DRIVING RETAIL GROWTH
- ◇ AVERAGE HOME VALUES HAVE INCREASED FROM 156,000 (2000) TO 295,000 (2005)
- ◇ WHITE COLLAR GROWTH AND URBAN SOCIAL STRUCTURE
- ◇ POPULATION STILL RELATIVELY SMALL ESTIMATED AT 22,000 (2005)





# RETAIL CUSTOMER BASE

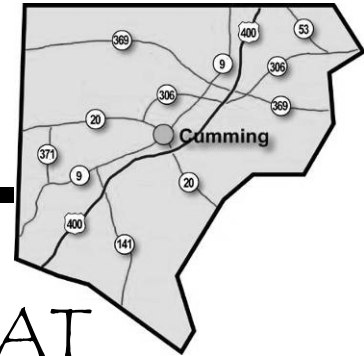
NORTH GA PREMIUM OUTLET 2003





# FORSYTH

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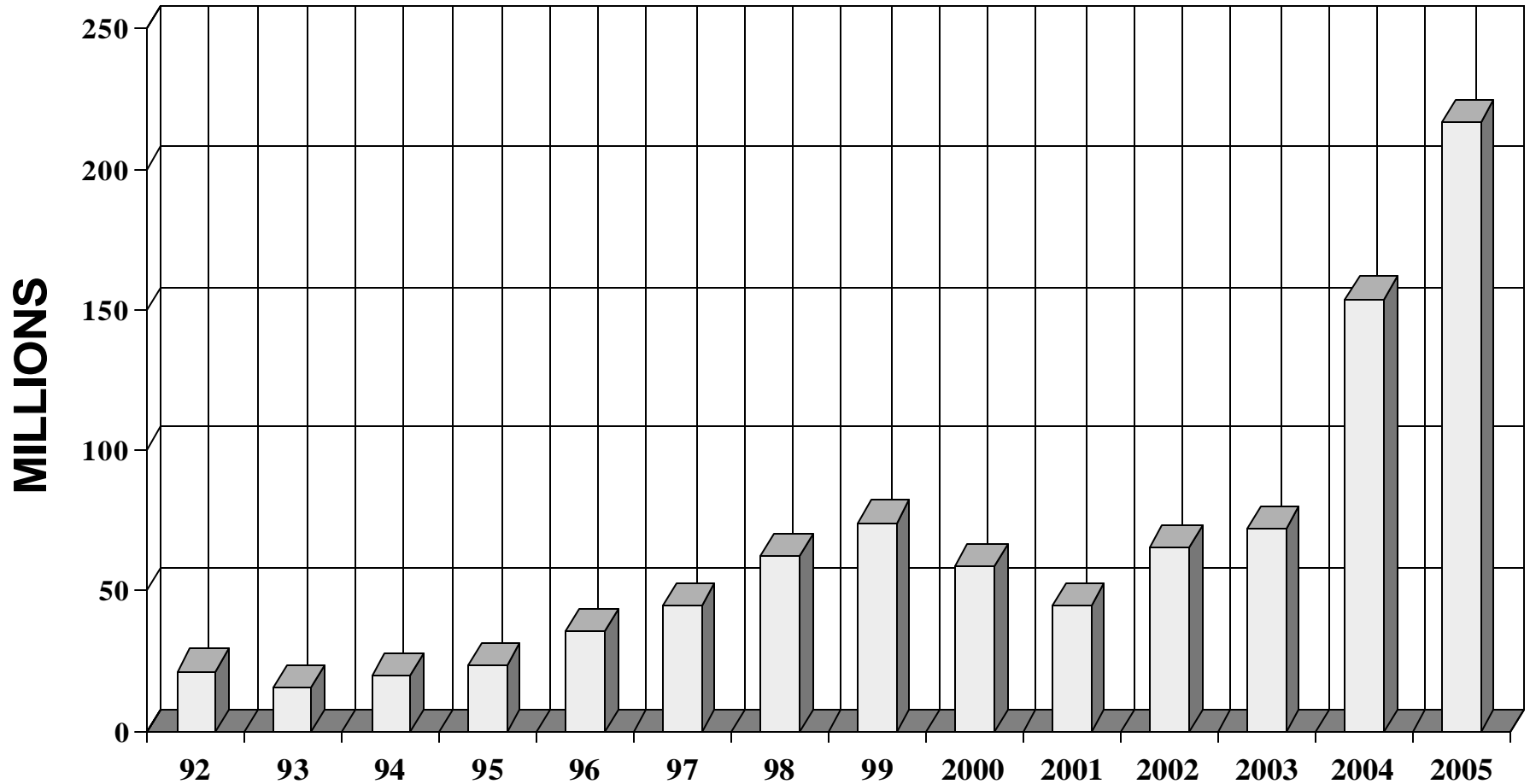


- ◇ POPULATION EXPLODING ESTIMATED AT 145,000 (2005)
- ◇ 18,500 NEW HOUSING PERMITS SINCE 2000
- ◇ MAJOR NATIONAL DEVELOPERS MOVING INTO MARKET
- ◇ LINK WITH LANIER PROVIDES EXECUTIVE AND SECOND HOME HOUSING BASE



# LAKE LANIER

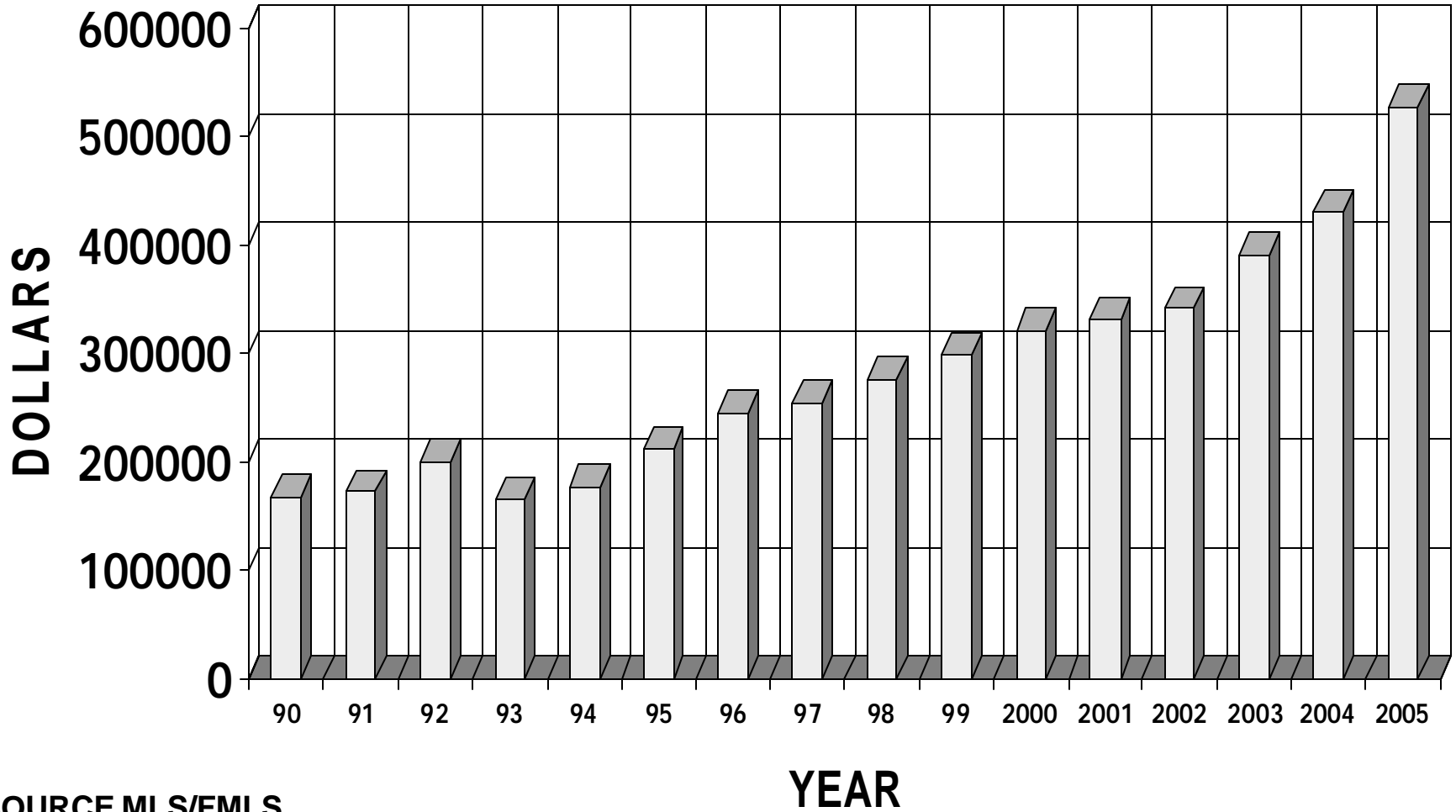
## DOLLAR VOLUME OF ALL SALES



SOURCE MLS/FMLS  
COPYRIGHT NATIVE INTELLIGENCE 2005



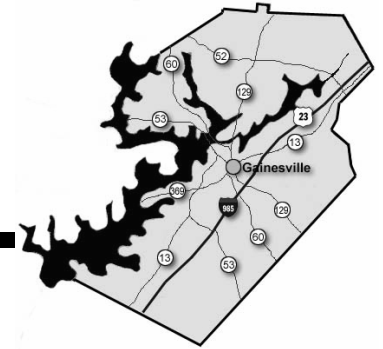
# LAKE LANIER AVERAGE SALE PRICE



SOURCE MLS/FMLS  
COPYRIGHT NATIVE INTELLIGENCE 2005



# HALL

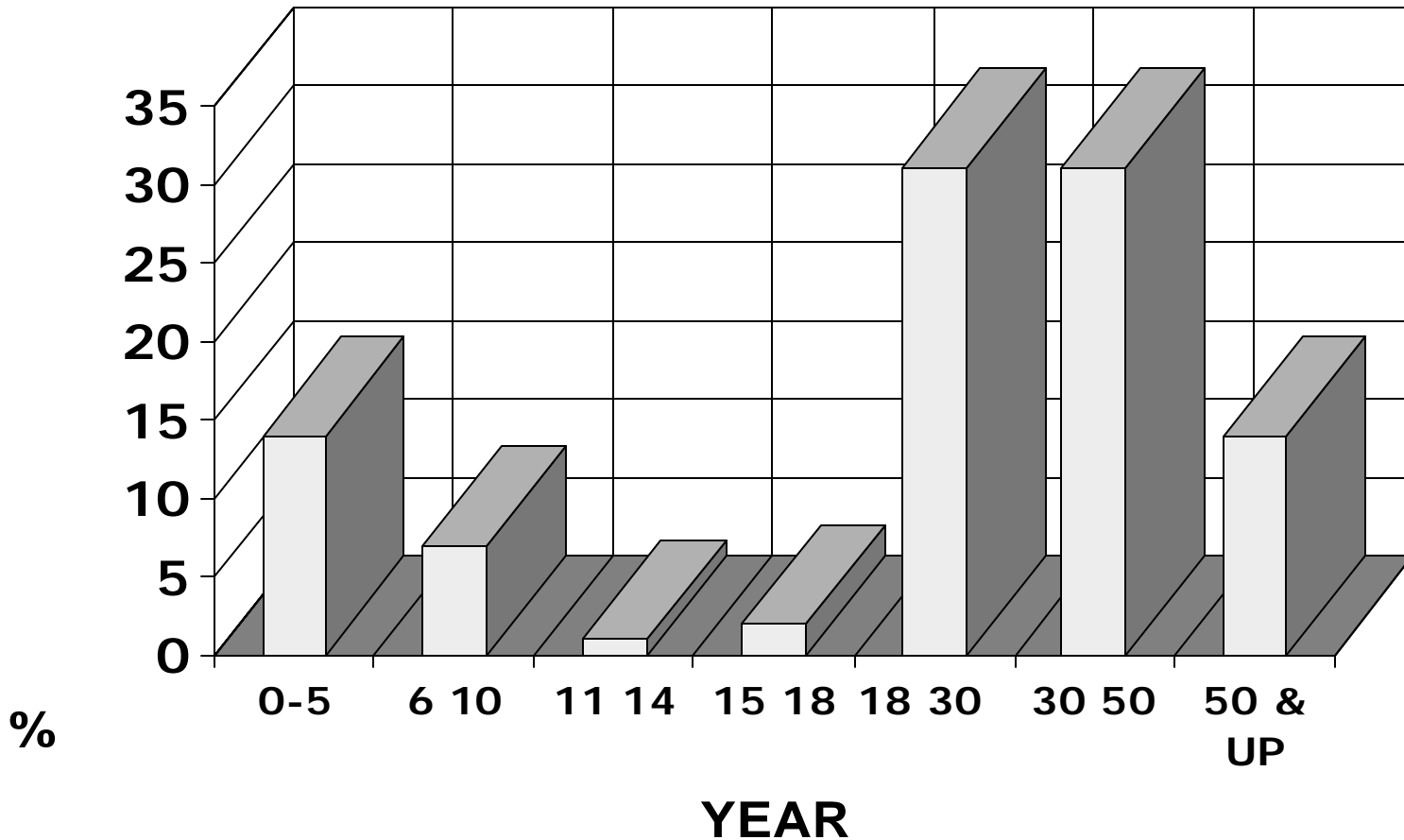


- ◇ POPULATION ESTIMATED AT 182,000 INCLUDING 50,000+ HISPANICS
- ◇ NEW COUNTY COMMISSION IS PRO-GROWTH
- ◇ DIVERSIFIED ECONOMIC BASE POULTRY, HOUSING, MEDICAL AND FINANCIAL SERVICES
- ◇ NATURAL MIGRATION POINT OUT OF GWINNETT



# HISPANIC AGE

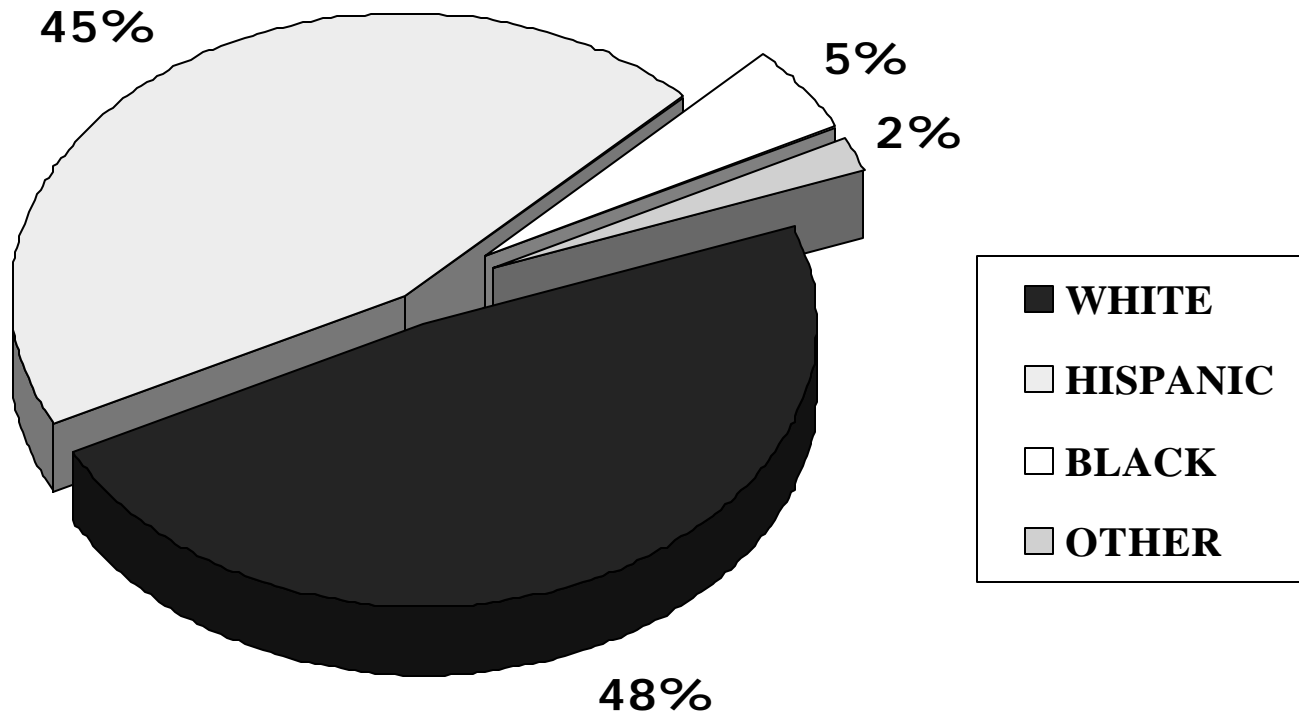
## HALL COUNTY





# HALL COUNTY

## LIVE BIRTHS 2004





THE ATLANTA FALCONS, FLOWERY BRANCH GA





# NORTHEAST GA HEALTH SYSTEMS



# Village at Deaton Creek

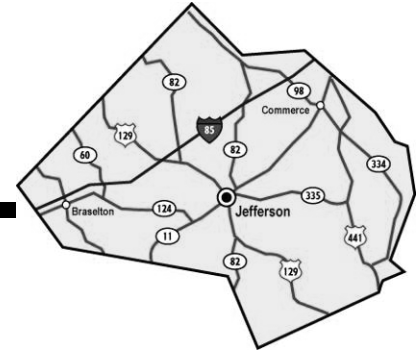
*by Del Webb*



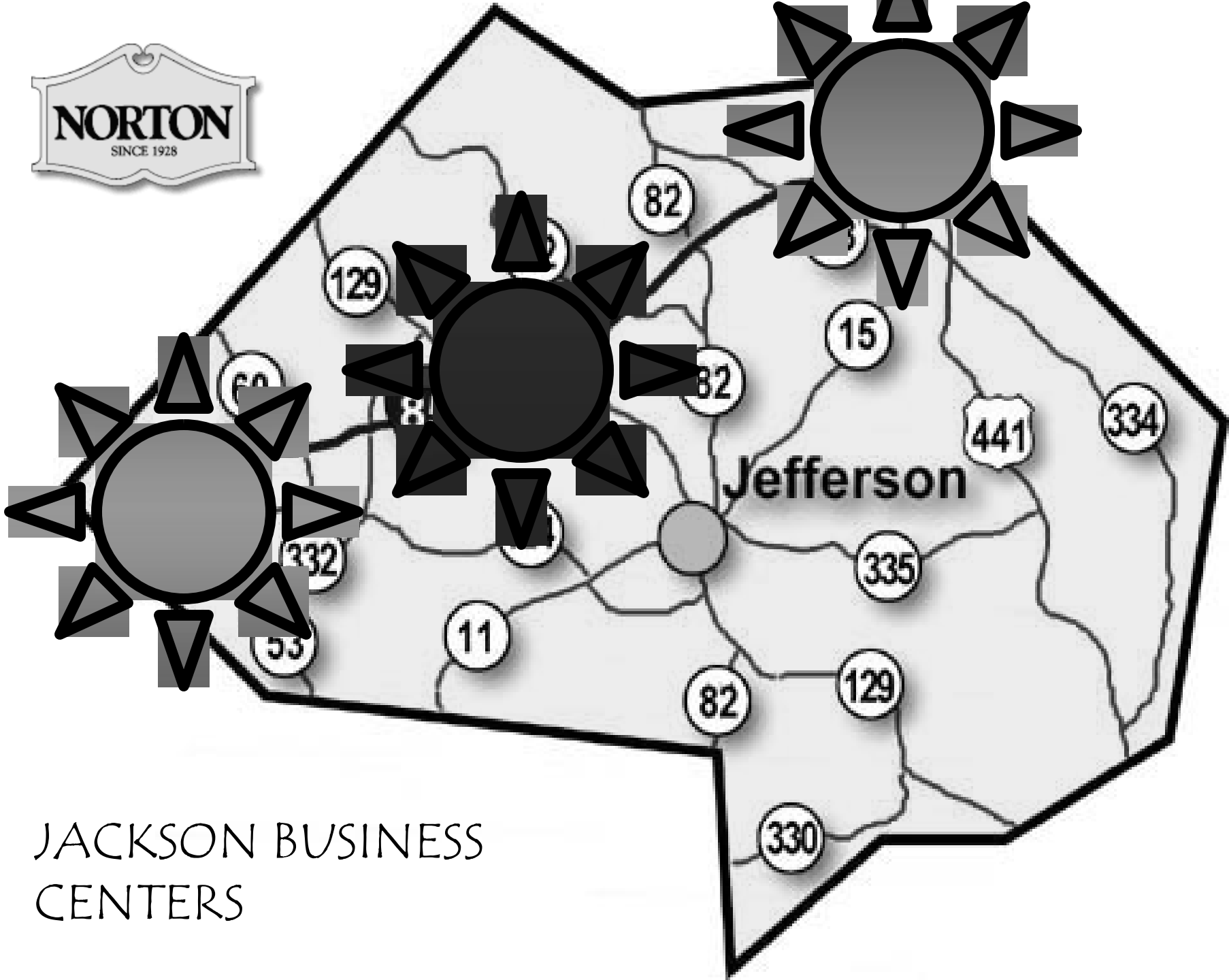


# JACKSON

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- ◇ 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

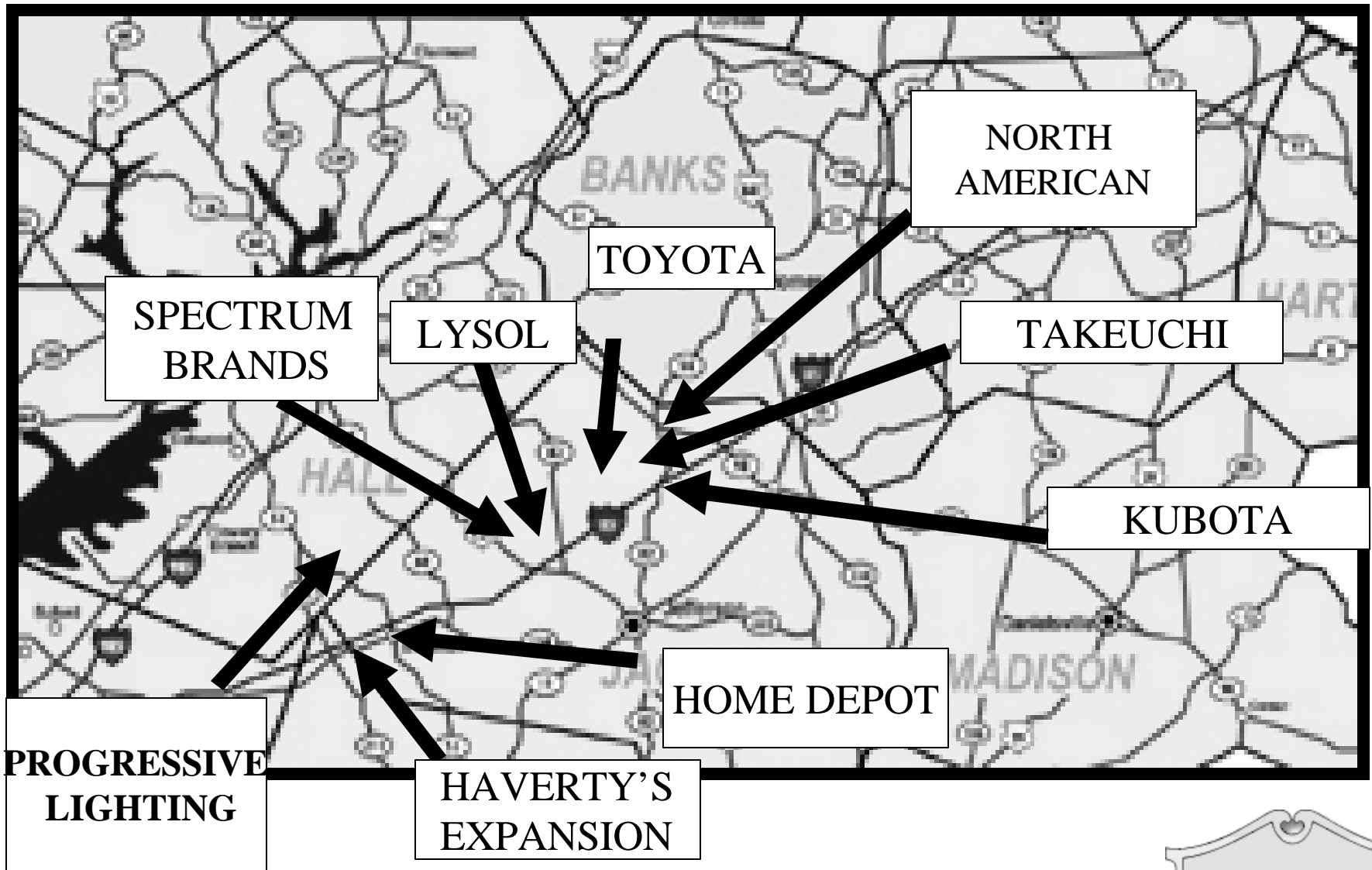


JACKSON BUSINESS  
CENTERS



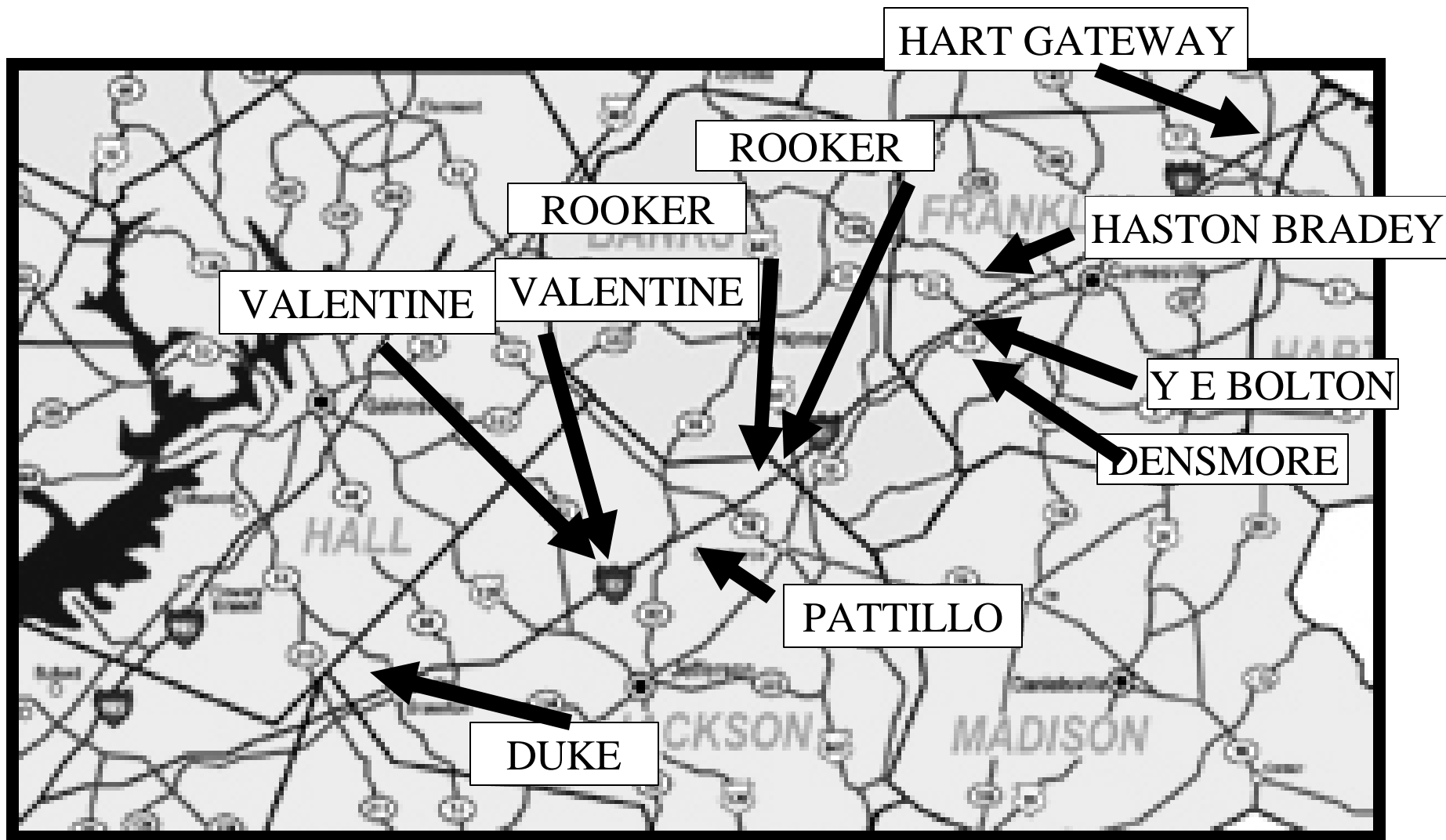
I-85





# INDUSTRIAL DEVELOPMENT 2004-2005





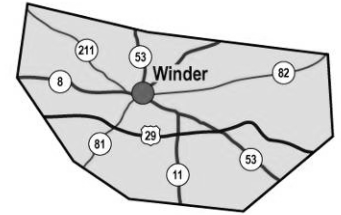
**INDUSTRIAL 1 MILLION SF+ SITES**





# BARROW

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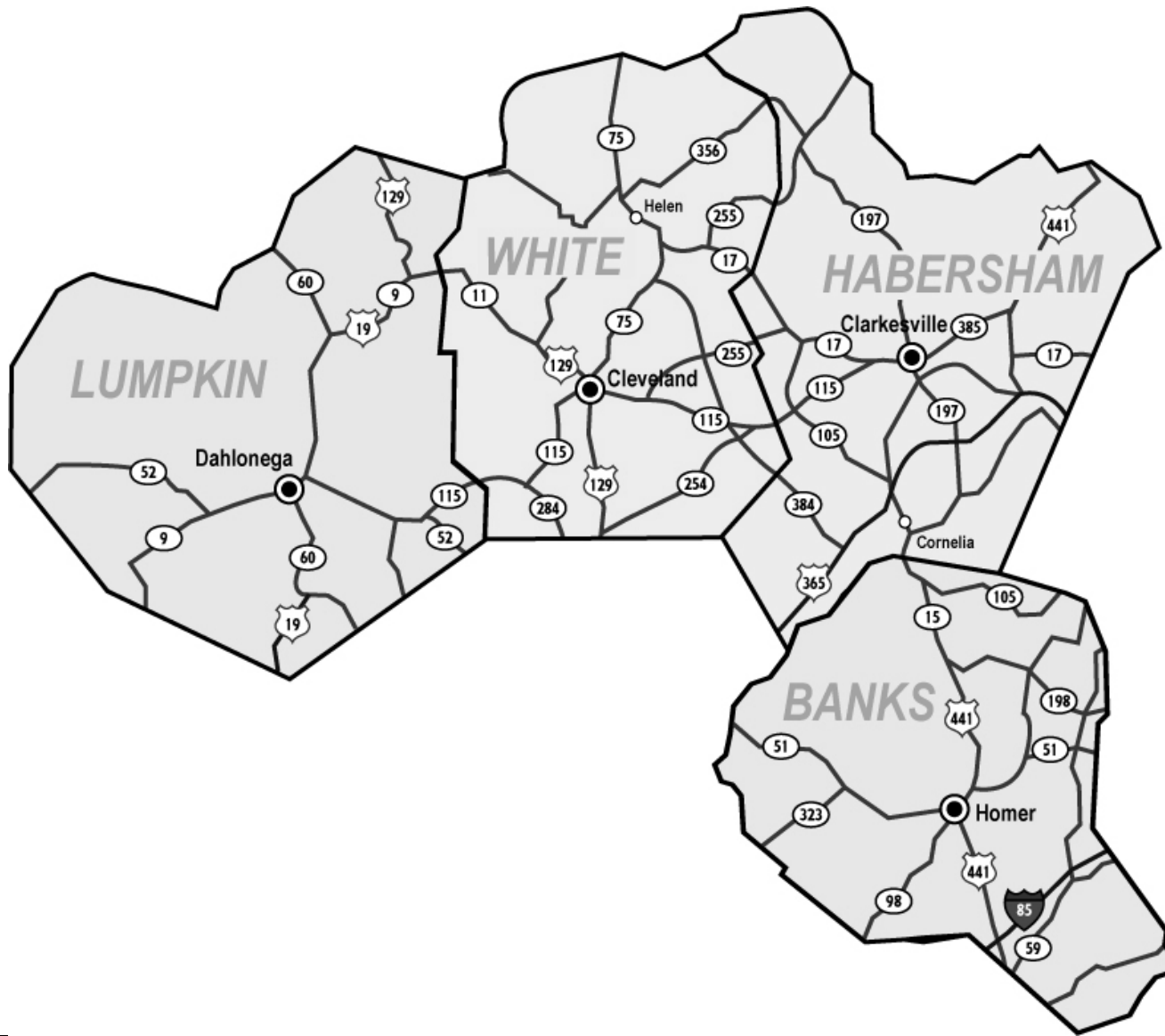
- ◇ LOWER TO MID PRICE HOUSING MECCA FOR GWINNETT AND DEKALB COUNTIES
- ◇ AVERAGE NEW HOMES SOLD IN 2005 WAS \$128,610
- ◇ 80% OF THE COUNTY ZONED AGRICULTURAL OR TIMBER ...LARGELY UNDERVELOPED



# THE EPICENTER OF RESIDENTIAL GROWTH



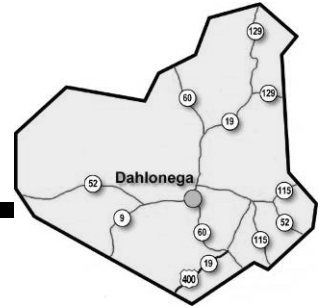
# BAND TWO LUMPKIN, WHITE, HABERSHAM, BANKS





# LUMPKIN

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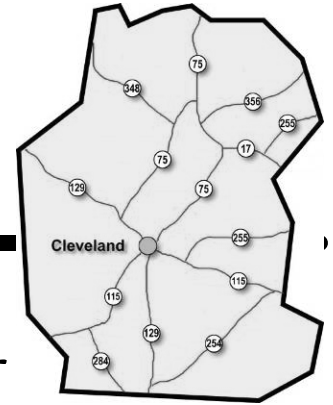


- ❖ NEXT DOMINO OF HIGH INCOME GROWTH ALONG GA 400
- ❖ NEW RETAIL CENTER WITH HOME DEPOT AT HWY 60/ GA 400
- ❖ AGGRESSIVE COUNTY COMMISSION UNDERSTANDS THE NEED FOR PLANNING AND INFRASTRUCTURE



# WHITE

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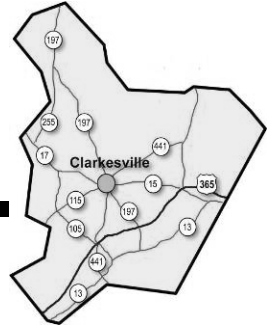


- ◇ STRONG SECOND HOME MARKET
- ◇ NEW MOUNTAIN PROTECTION CONTROLS WILL STIMULATE AND PROTECT VALUES
- ◇ ACCESSIBILITY TO OTHER MARKETS STILL DIFFICULT



# HABERSHAM

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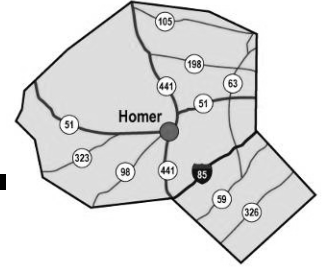


- ◇ STRONG REGIONAL RETAIL CENTER DEVELOPING AT MIDWAY US 441/ US 365
- ◇ RETIREMENT COMPONENT INTERRELATED WITH MEDICAL SERVICES



# BANKS

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- ◇ 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**

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