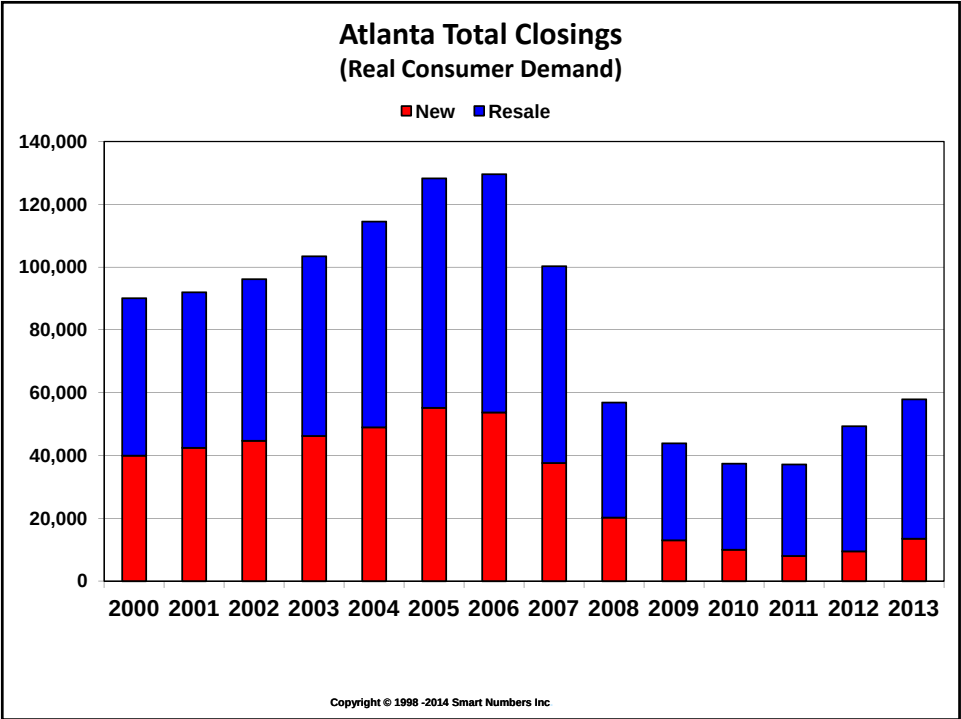
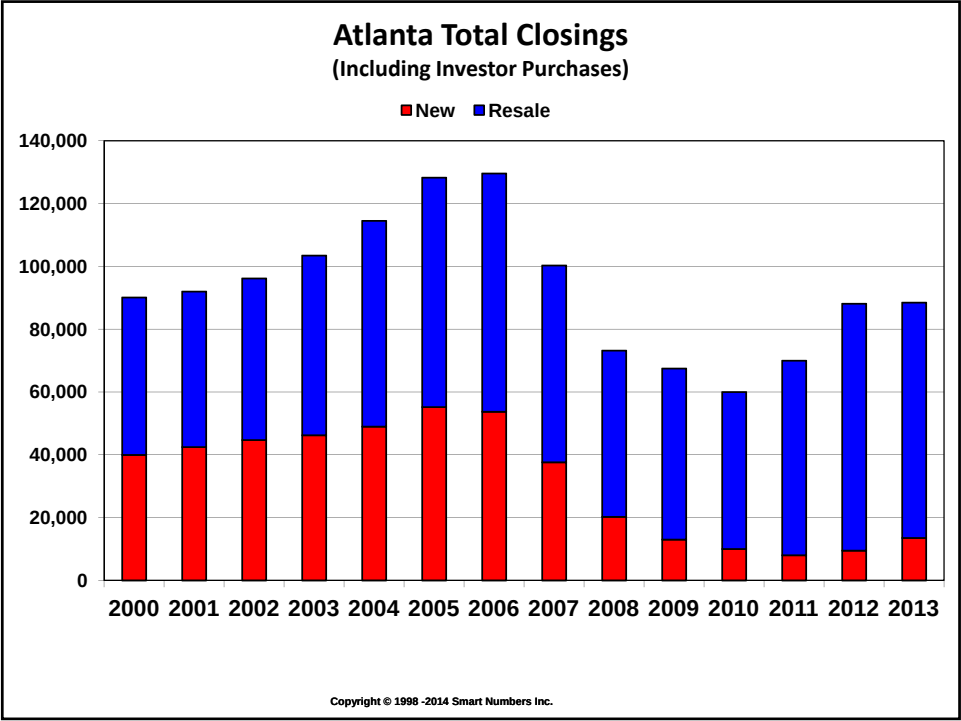
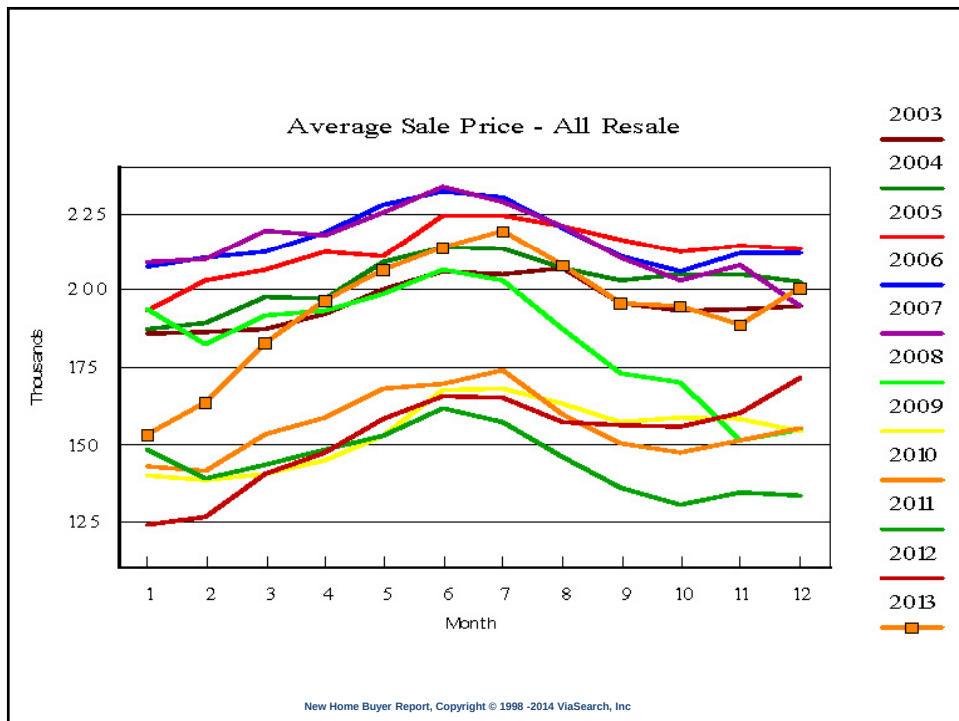
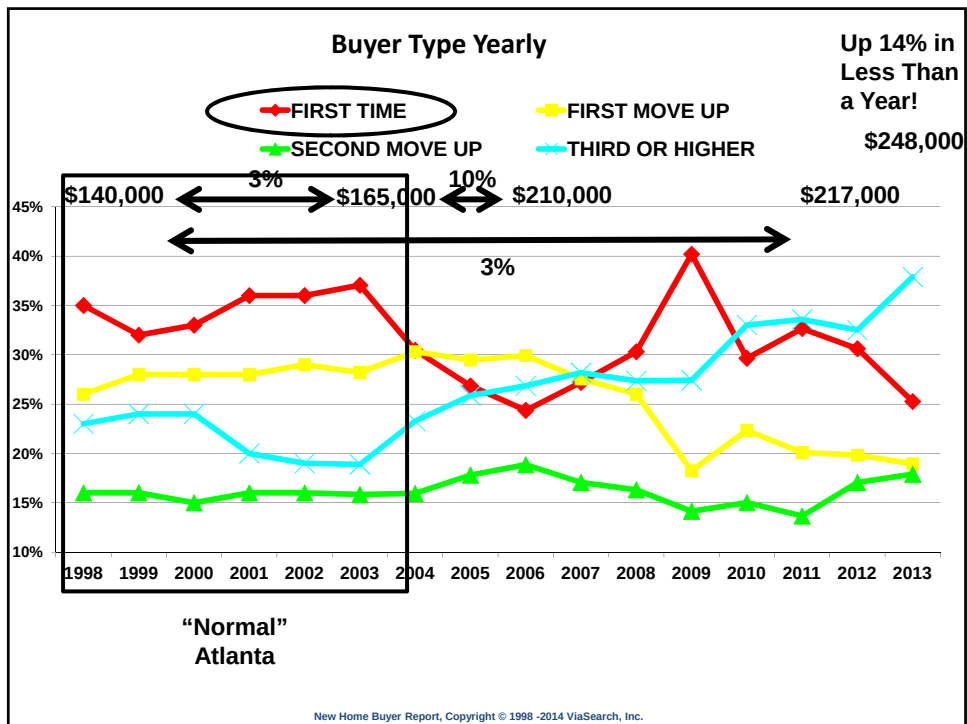


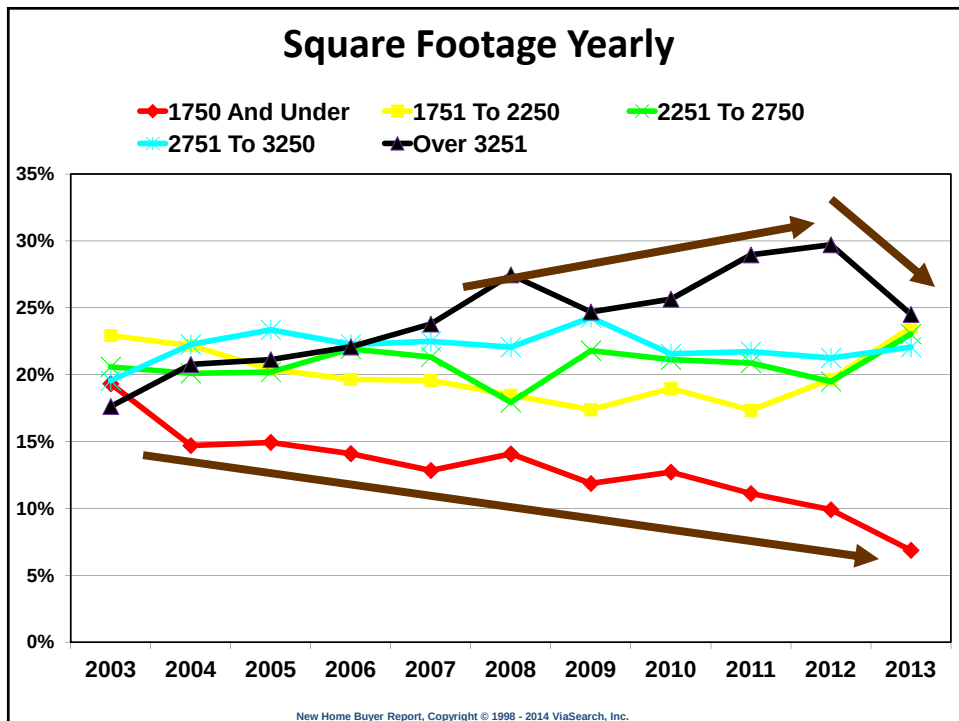
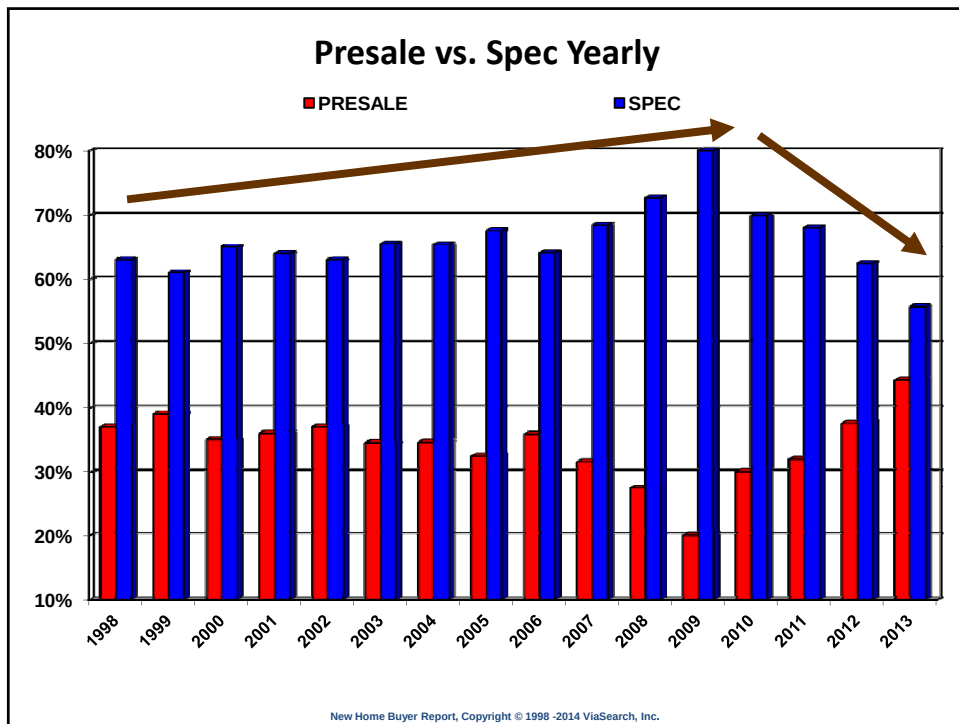


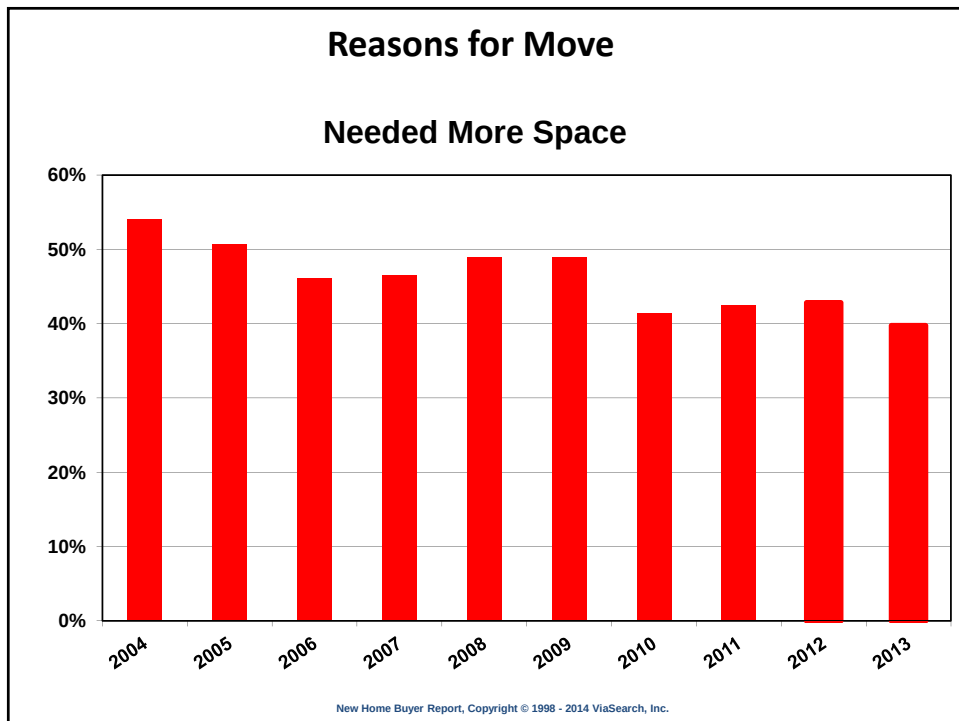
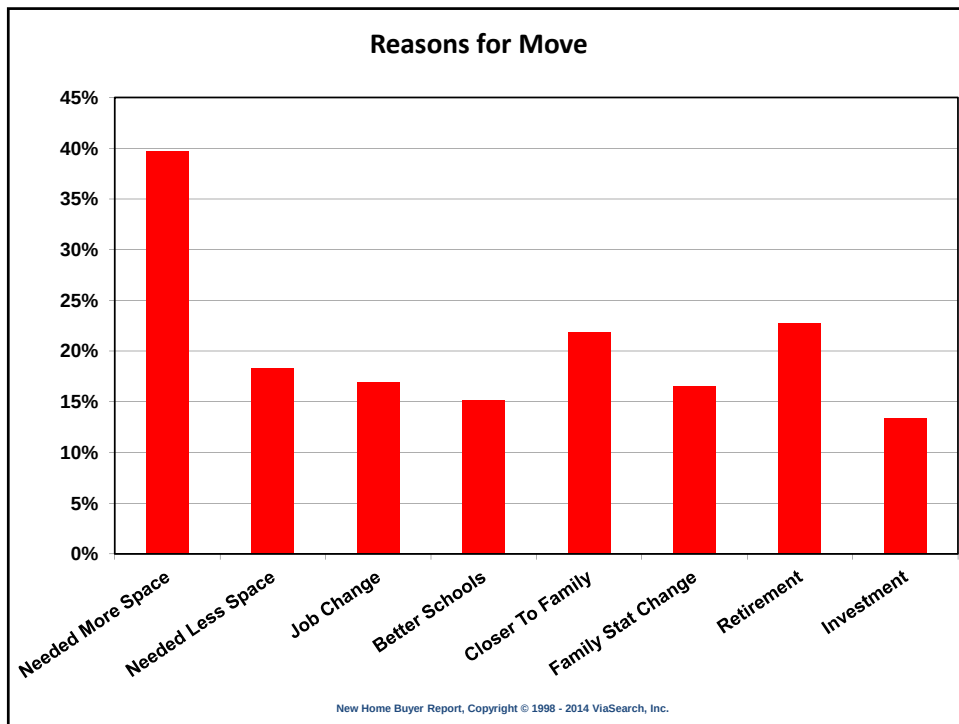
State of Atlanta's Housing Market

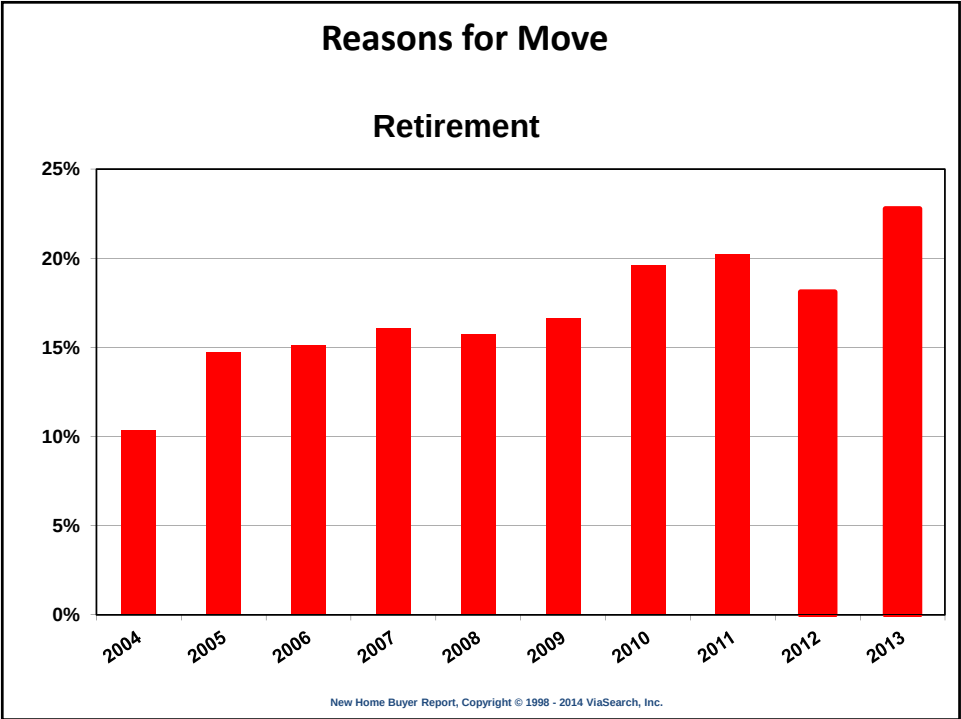
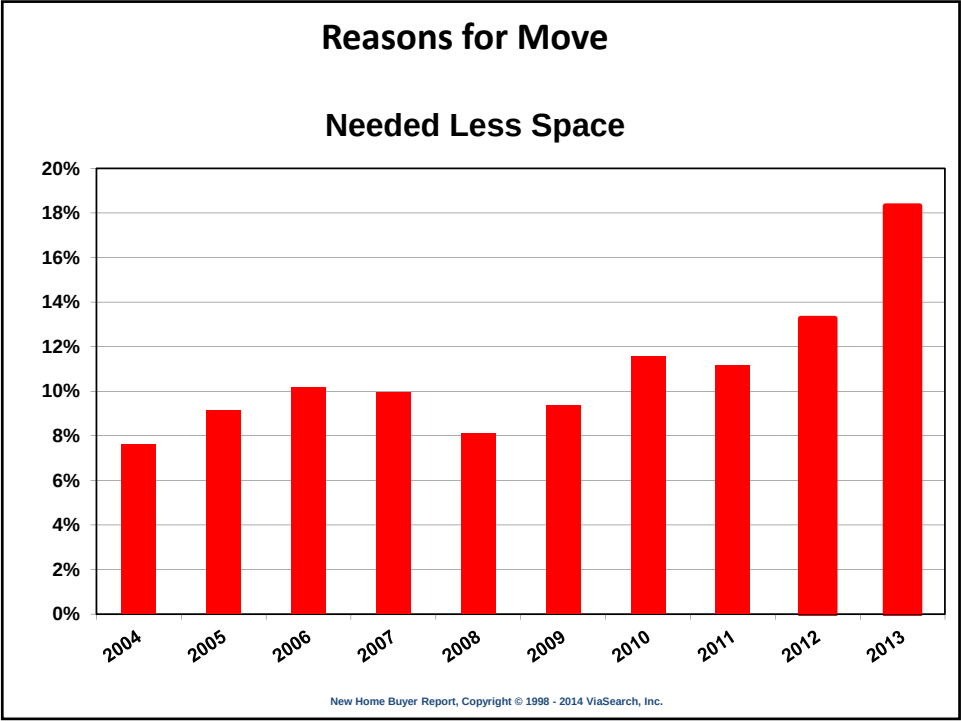
**Economic Forecasting Center Conference
February 26, 2014
John Hunt – Smart Numbers/ViaSearch**

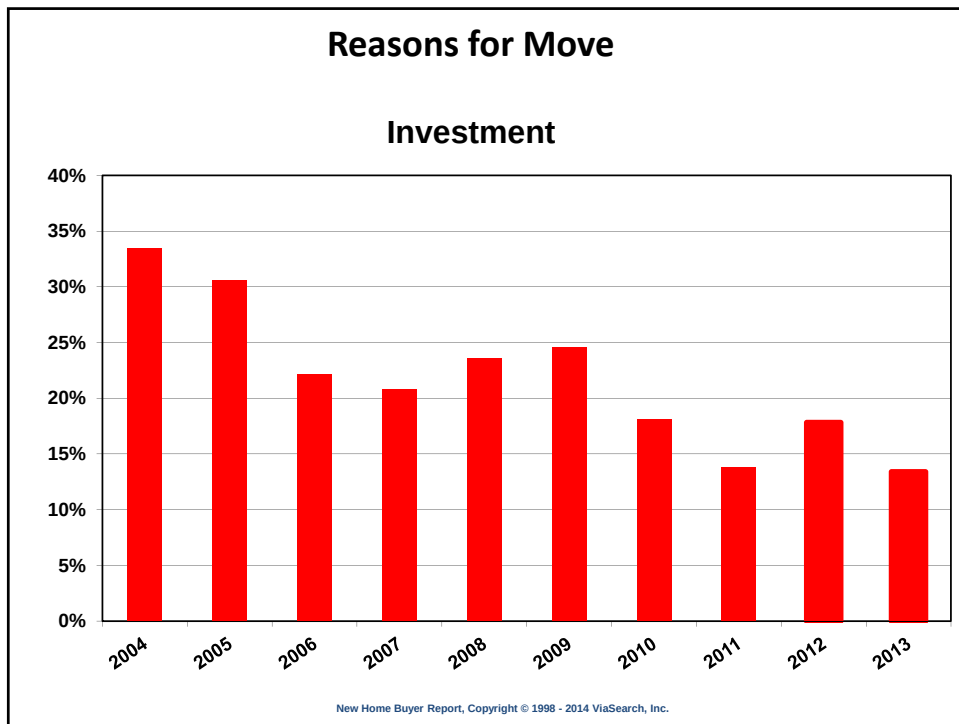










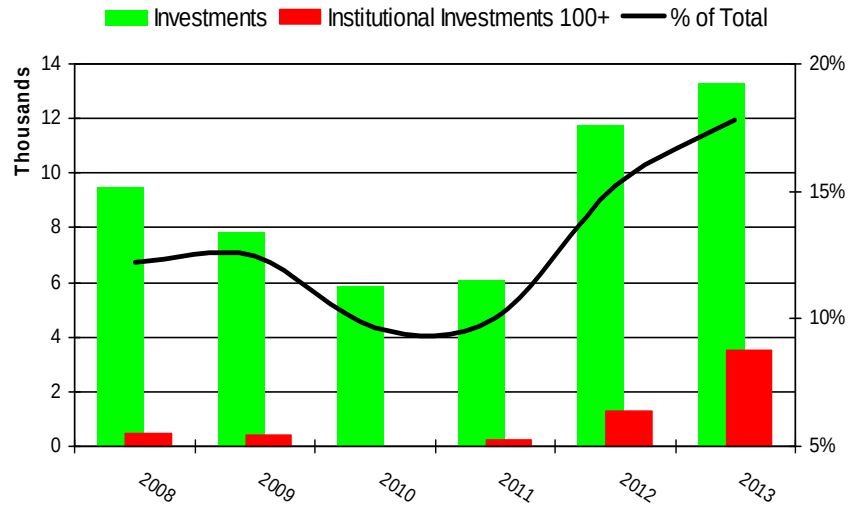


***Average Sale Prices
For Resales Are Up
Over 28% Versus
2012's Same Period***

... FIRST TIME OVER 20%

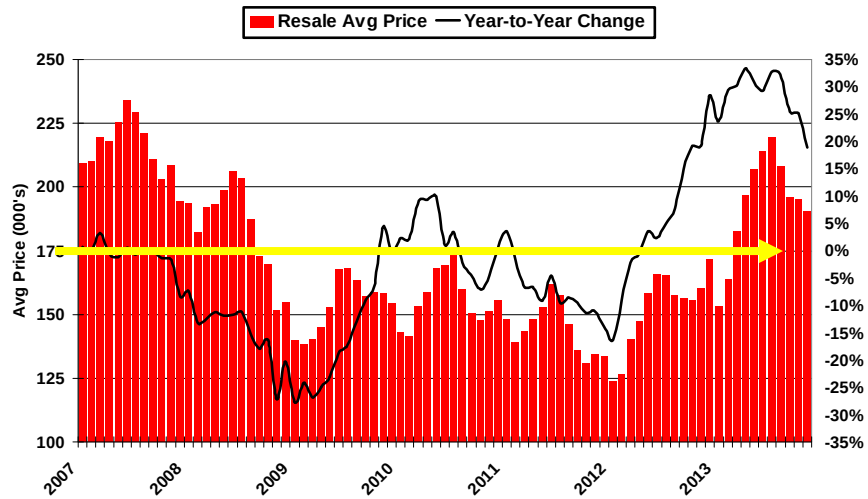
New Home Buyer Report, Copyright © 1998 - 2014 ViaSearch, Inc.

Investment Closings

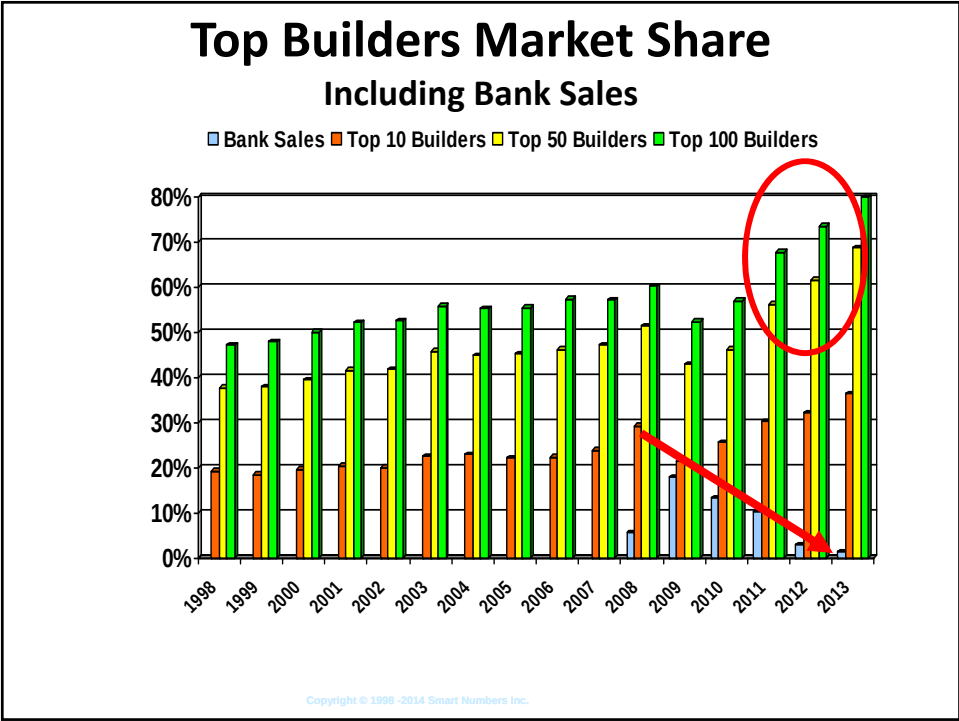
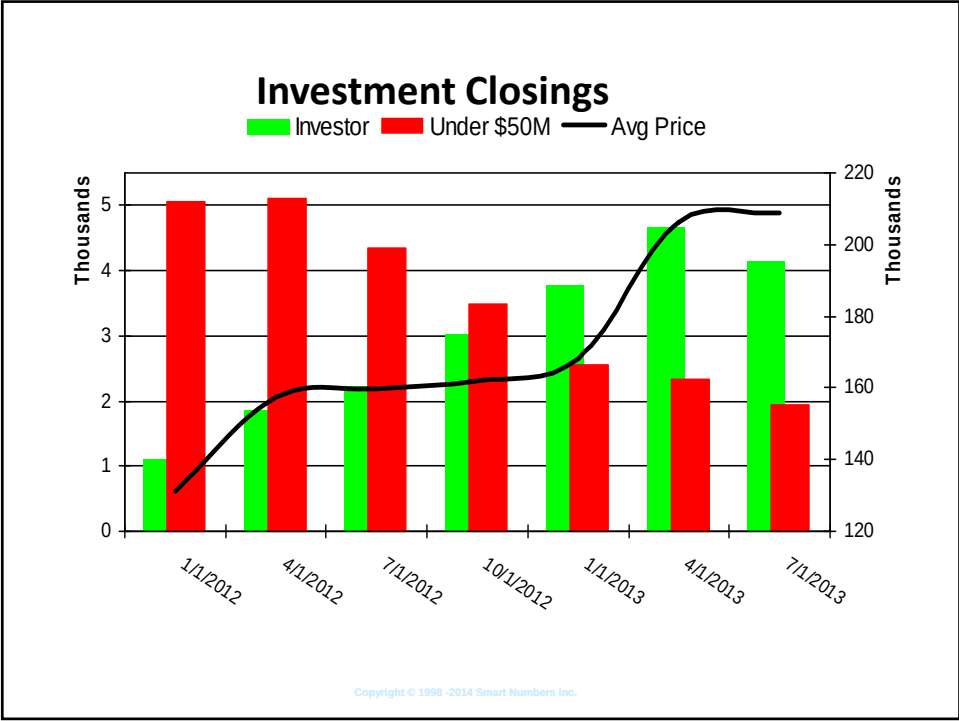


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Resale Price Trend 2007-2013



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#1 SFD 2013!!
James Creek \$323,000
Sun City Peachtree \$242,000



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#1 SFD 2013!!
James Creek \$314,000
Sun City Peachtree \$239,000



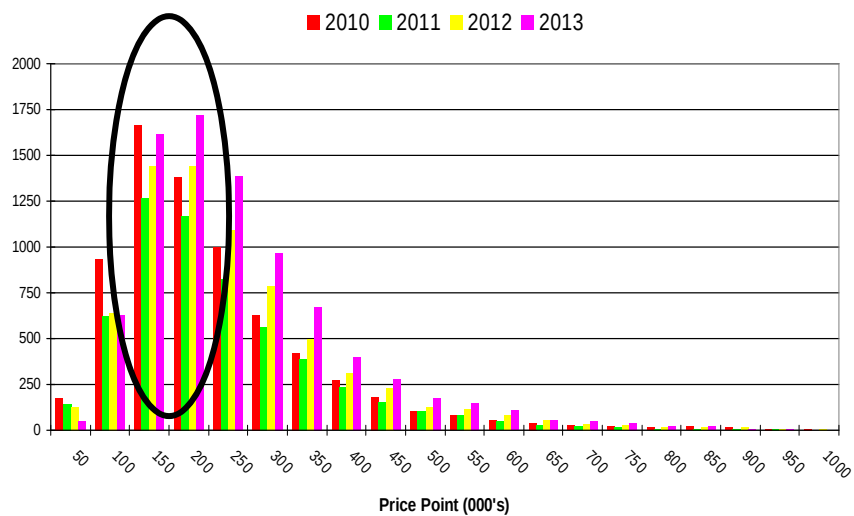
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#1 SFD 2012!!
James Creek \$275,000
Sun City Peachtree \$227,000

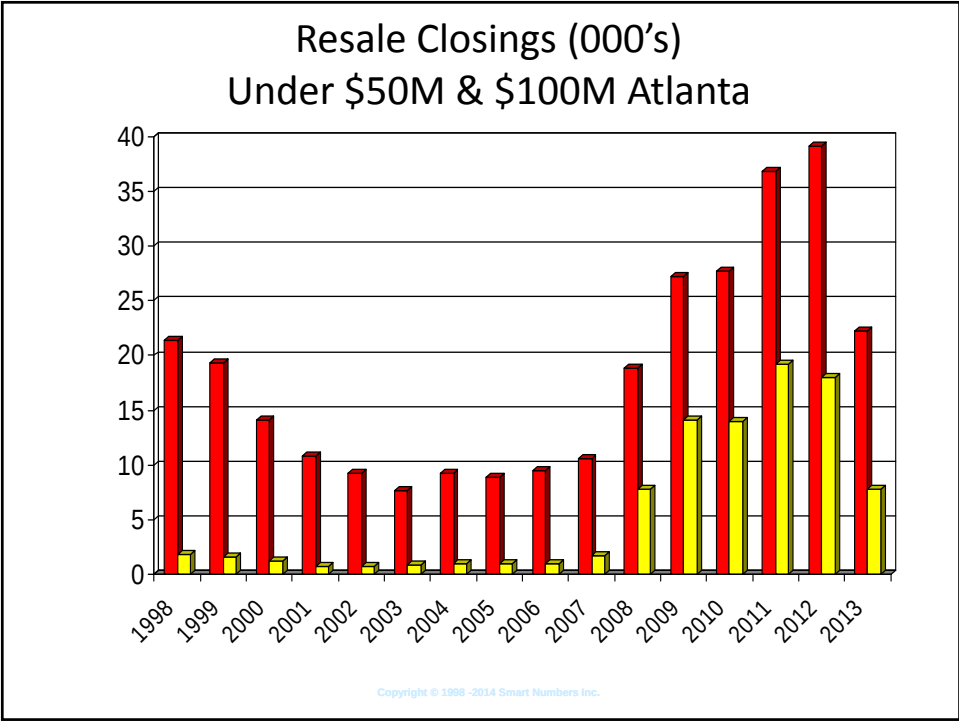
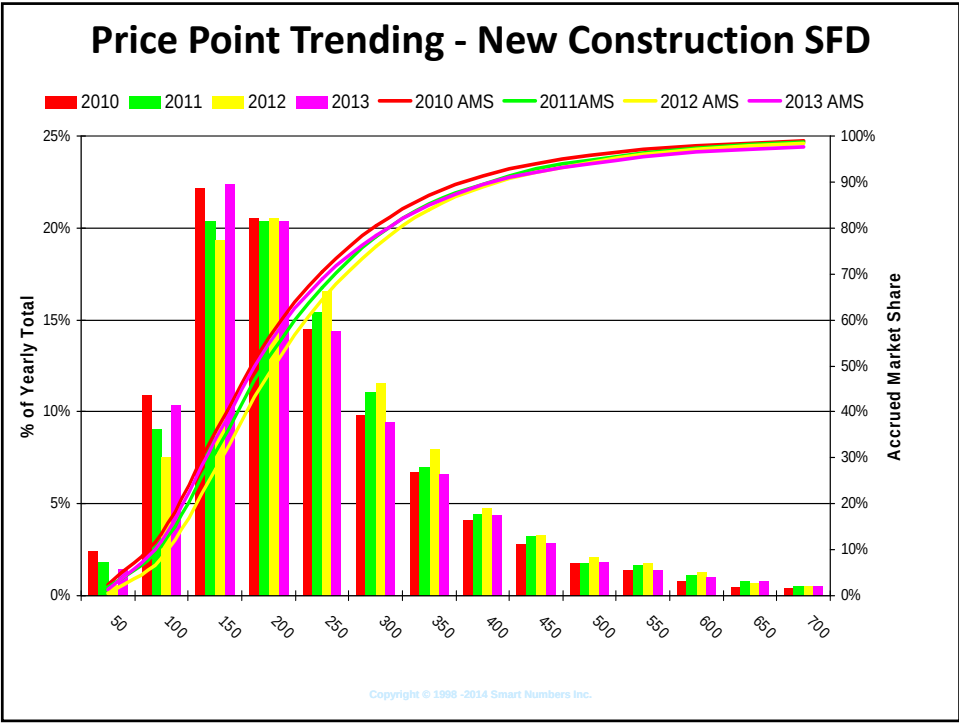


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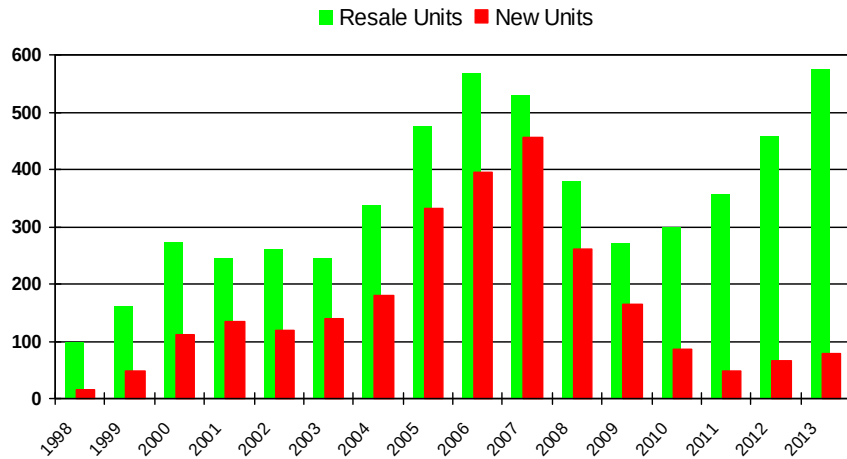
Price Point Trending - New Construction SFD



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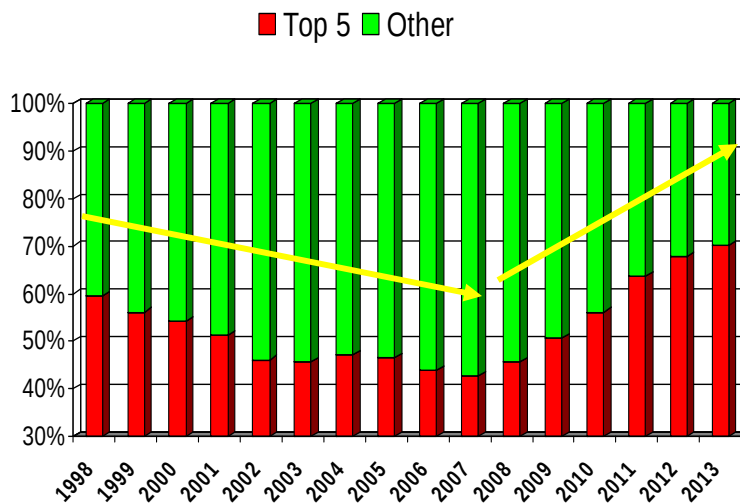


Million Dollar+ Closings



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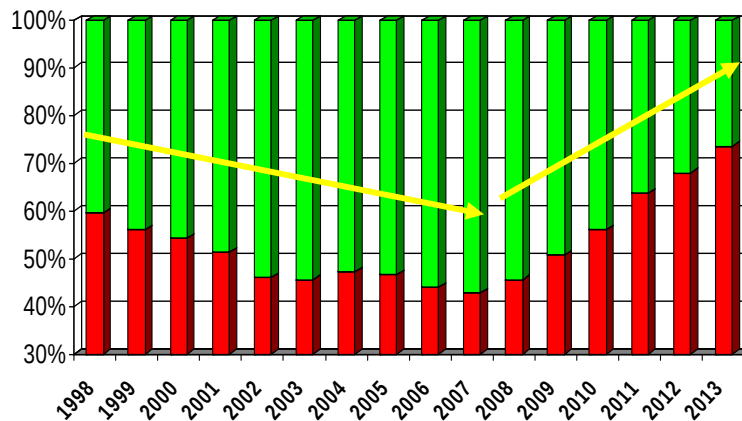
Cherokee, Cobb, Forsyth, N Fulton, & Gwinnett versus the Other 16



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Cherokee, Cobb, Forsyth, N Fulton, & Gwinnett versus the Other 16

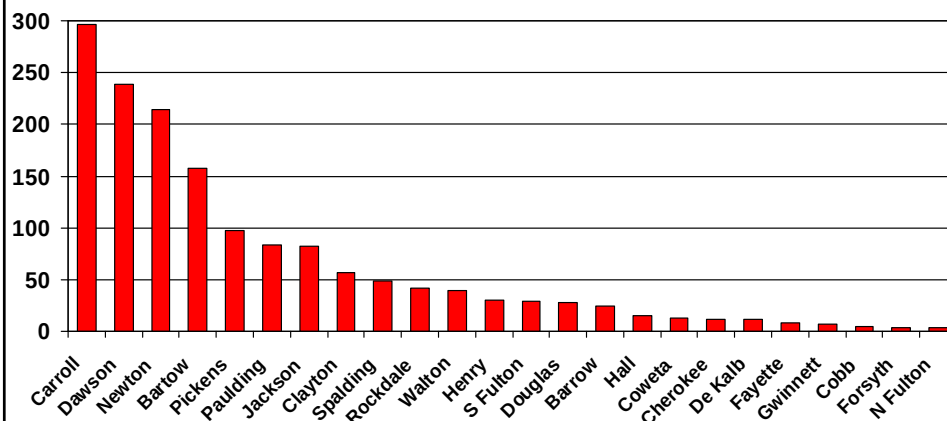
■ Top 5 ■ Other



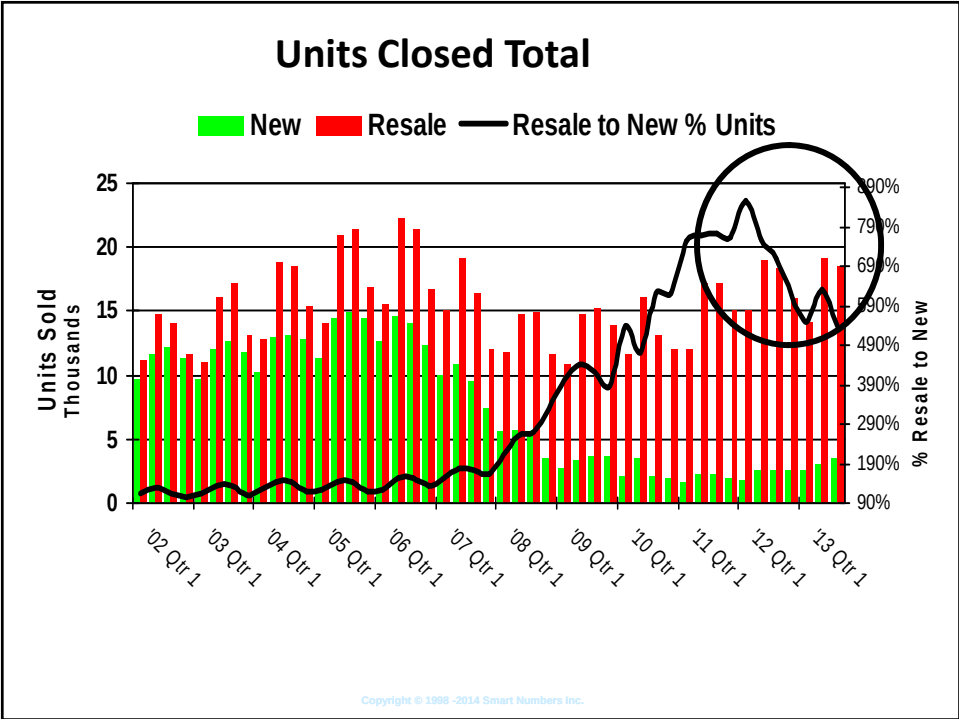
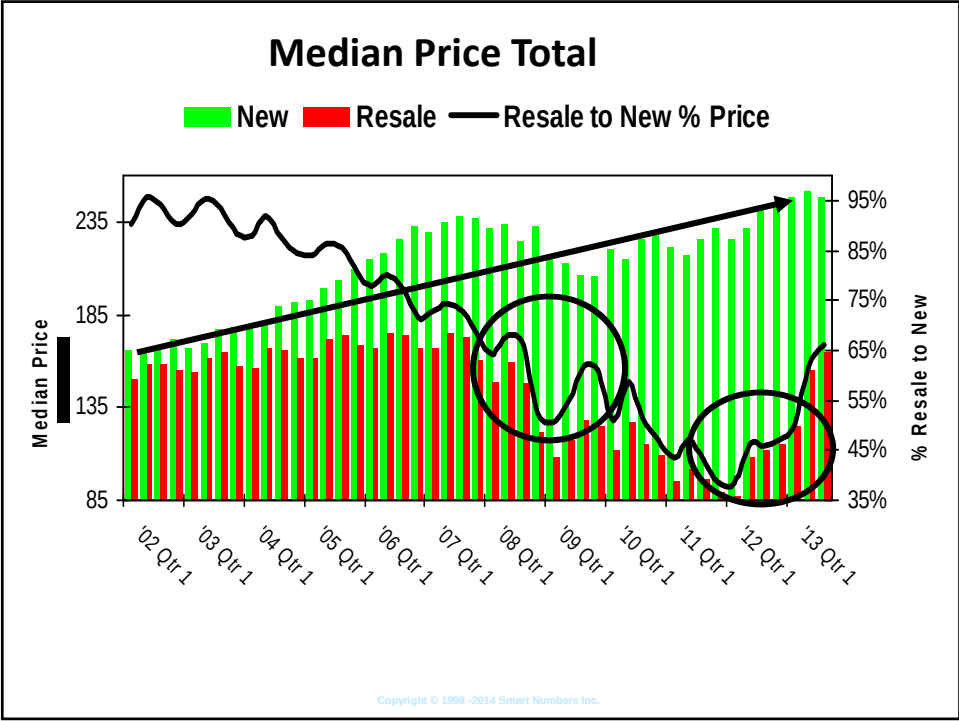
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Lot Supply County 12/2013

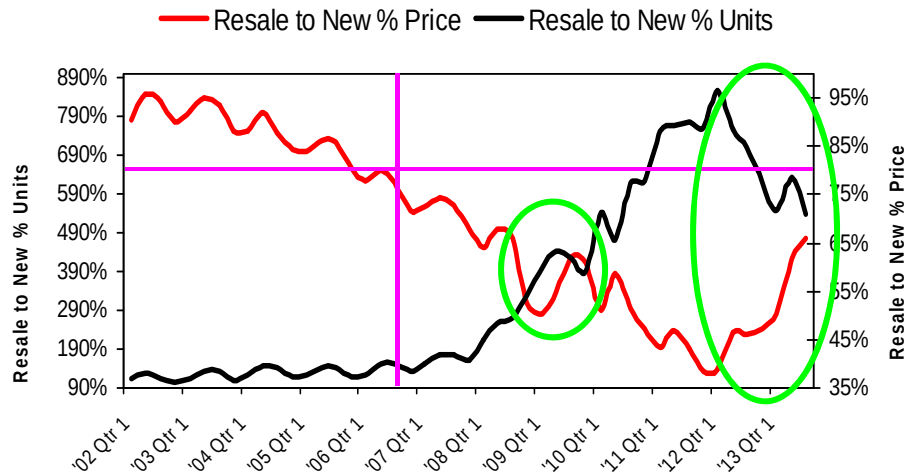
■ Years



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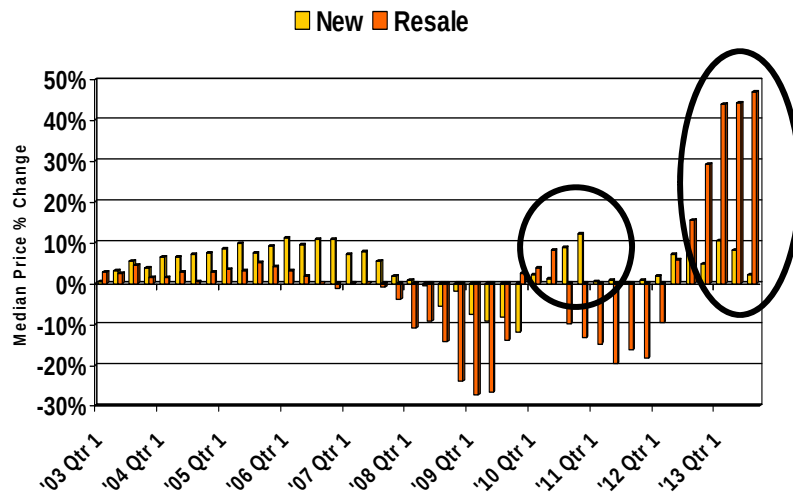


Radical Change in Price Results in Radical Change in Demand



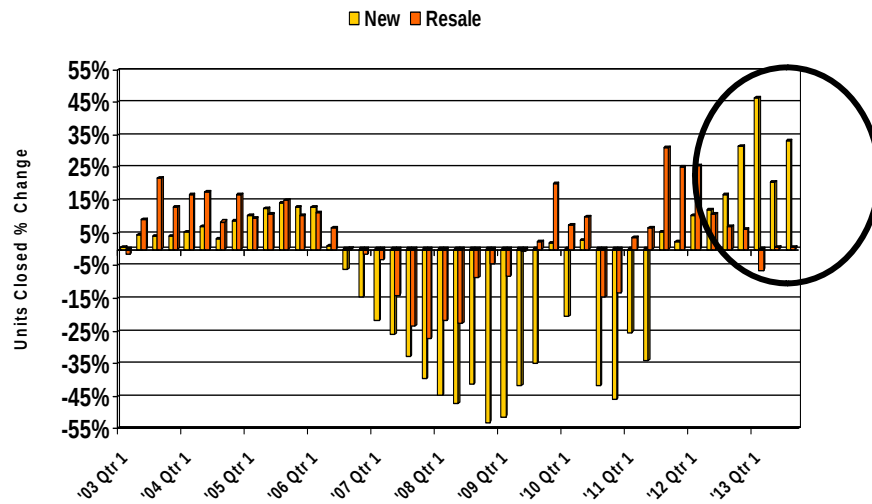
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Total Median Price Year to Year % Change



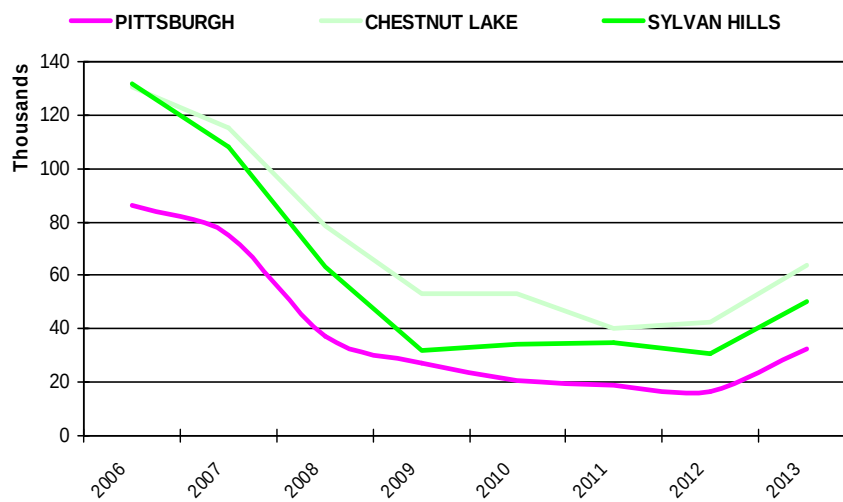
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Total Units Closed Year to Year % Change



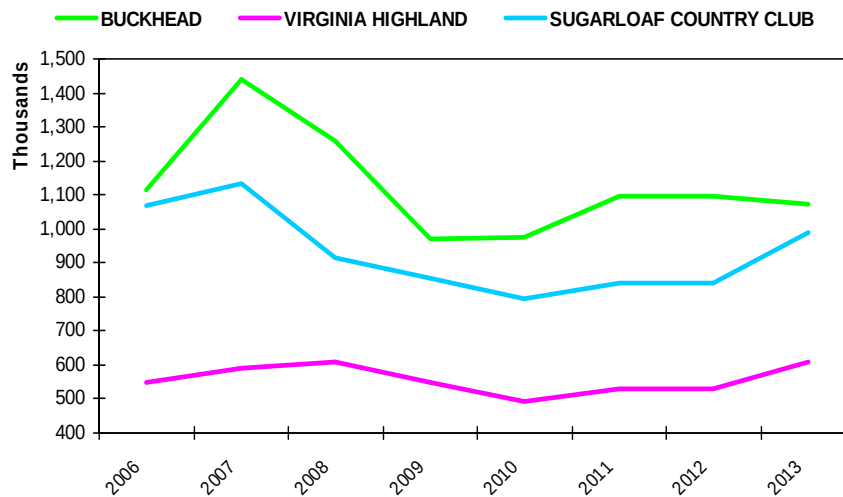
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Top South IT Subdivisions Price Trending



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Top High End Subdivisions Price Trending



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Cobb County

Ambercrest

Sold 1/31/2005 for \$145,000

Sold 11/21/2012 for \$49,000

Sold 3/15/2013 for \$112,000



Cobb County

Towne Manor

Sold 7/8/2005 for \$163,000

Sold 11/24/2009 for \$129,000

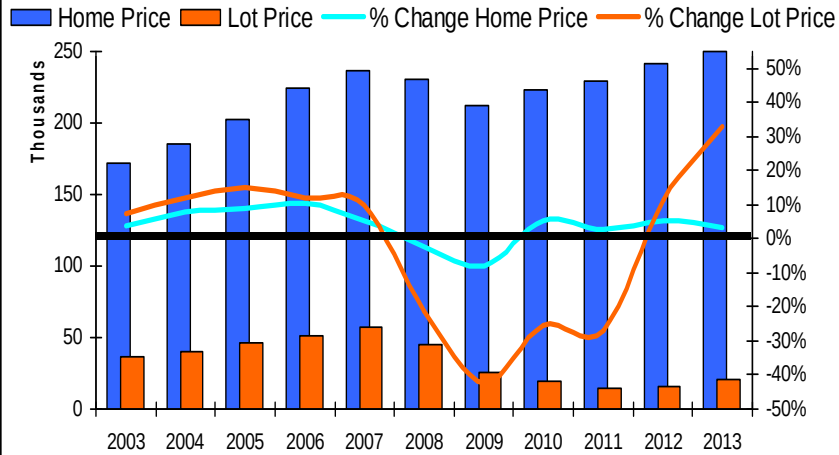
Sold 10/4/2013 for \$162,000



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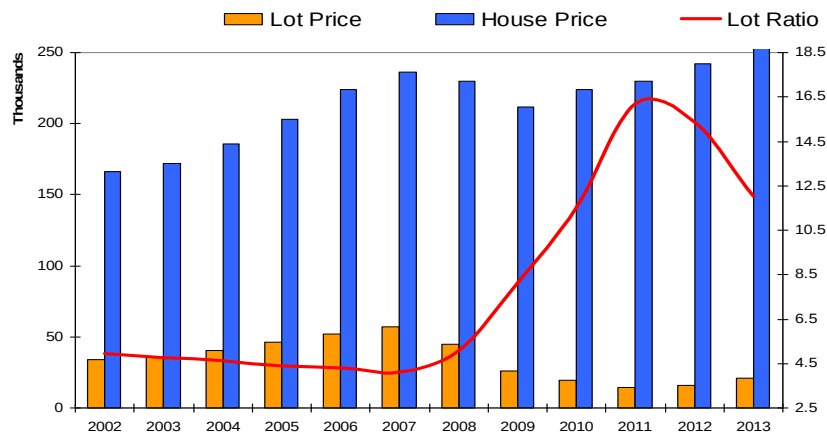
Lot Price Increase vs. Home Price Increase

Median Lot & Home Price

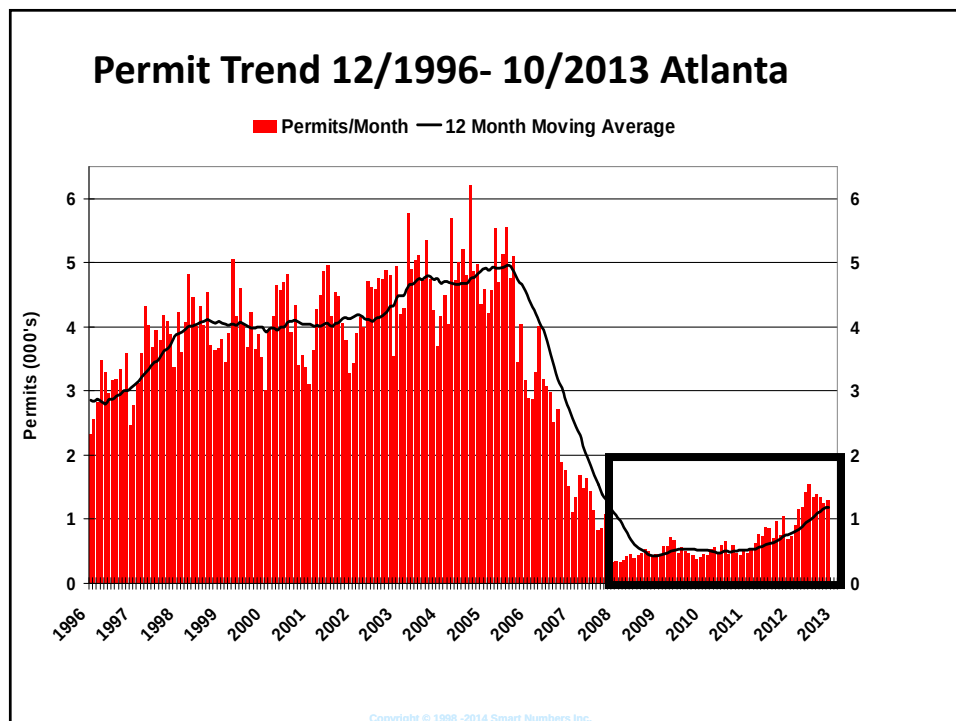
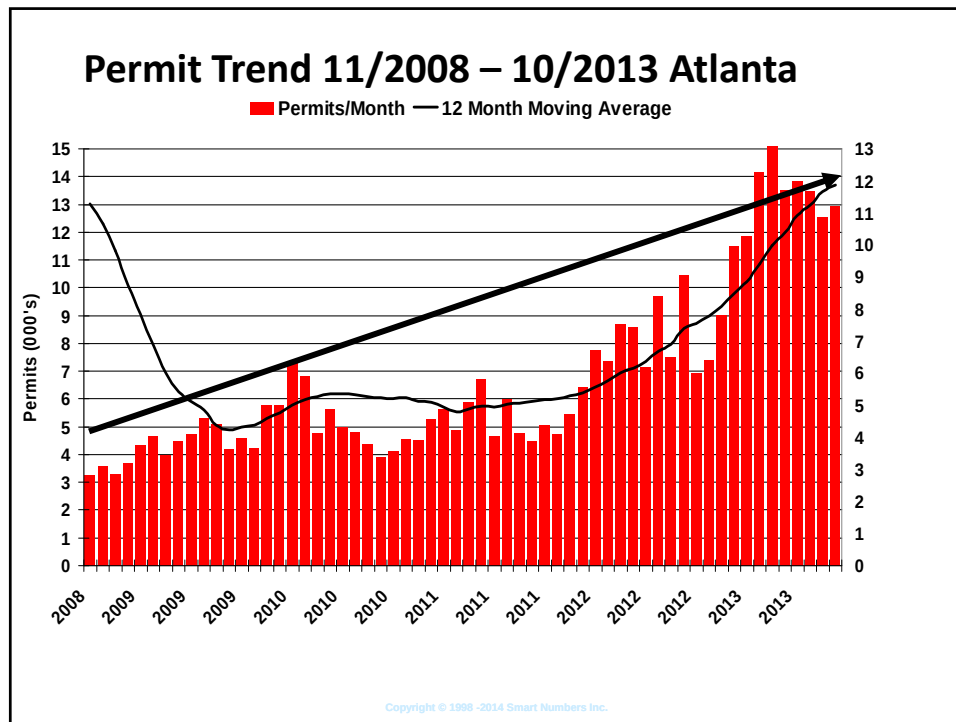


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Lot Ratio - Median Prices



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Core Single Family Permits Year to Year

	2011	2012	Per Cent Change
Cherokee	432	741	72%
Cobb	884	1,193	35%
Forsyth	1,174	1,862	59%
Fulton	959	1,667	74%
Gwinnett	829	1,547	87%
Total	3,233	5,156	59%
Henry	174	189	8%

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2013 Single Family Permits Year to Year

	2012	2013	Per Cent Change
Cherokee	741	1,403	89%
Cobb	1,193	1,589	33%
Forsyth	1,862	2,560	37%
Fulton	1,667	2,119	27%
Gwinnett	1,547	2,858	85%
Total	5,936	8,972	51%
Henry	189	633	235%

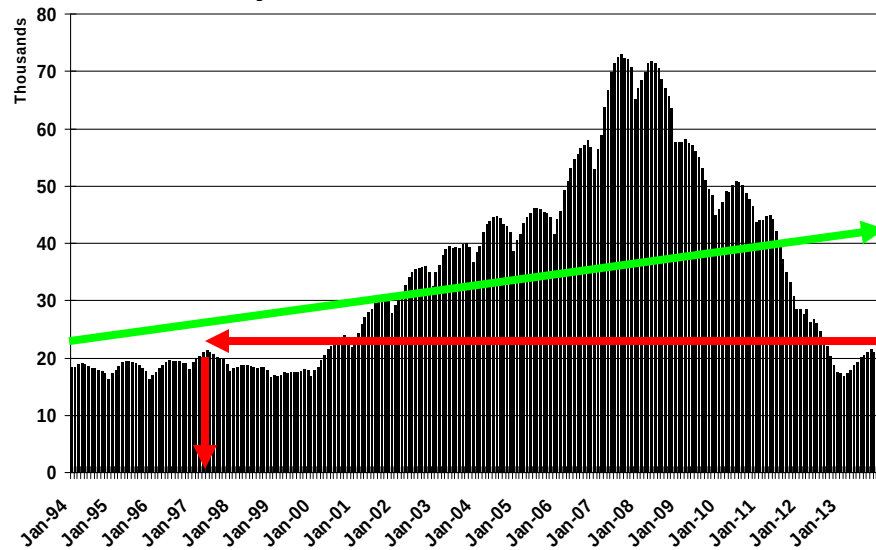
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2013 Single Family Permits Year to Year

	2012	2013	Per Cent Change
Barrow	100	228	128%
Coweta	271	675	149%
Fayette	150	372	148%
Paulding	124	479	286%
Walton	88	203	131%

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Inventory – All Residential Atlanta



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