State of Atlanta’s Housing Market

Economic Forecasting Center Conference
February 26, 2014
John Hunt – Smart Numbers/ViaSearch
Reasons for Move

- Needed More Space
- Needed Less Space
- Job Change
- Better Schools
- Closer To Family
- Family Size Change
- Retirement
- Investment


Reasons for Move

Needed More Space

- 2004
- 2005
- 2006
- 2007
- 2008
- 2009
- 2010
- 2011
- 2012
- 2013

**Average Sale Prices**

For Resales Are Up Over 28% Versus 2012’s Same Period

. . . FIRST TIME OVER 20%
### #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**
#1 SFD 2012!!
James Creek $275,000
Sun City Peachtree $227,000

Price Point Trending - New Construction SFD

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Price Point Trending - New Construction SFD

Resale Closings (000’s)
Under $50M & $100M Atlanta
Median Price Total

Units Closed Total
Top High End Subdivisions Price Trending

BUCKHEAD
VIRGINIA HIGHLAND
SUGARLOAF COUNTRY CLUB

Thousands

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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

Lot Ratio - Median Prices
### Core Single Family Permits Year to Year

<table>
<thead>
<tr>
<th>County</th>
<th>2011</th>
<th>2012</th>
<th>Per Cent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherokee</td>
<td>432</td>
<td>741</td>
<td>72%</td>
</tr>
<tr>
<td>Cobb</td>
<td>884</td>
<td>1,193</td>
<td>35%</td>
</tr>
<tr>
<td>Forsyth</td>
<td>1,174</td>
<td>1,862</td>
<td>59%</td>
</tr>
<tr>
<td>Fulton</td>
<td>959</td>
<td>1,667</td>
<td>74%</td>
</tr>
<tr>
<td>Gwinnett</td>
<td>829</td>
<td>1,547</td>
<td>87%</td>
</tr>
<tr>
<td>Total</td>
<td>3,233</td>
<td>5,156</td>
<td>59%</td>
</tr>
<tr>
<td>Henry</td>
<td>174</td>
<td>189</td>
<td>8%</td>
</tr>
</tbody>
</table>

### 2013 Single Family Permits Year to Year

<table>
<thead>
<tr>
<th>County</th>
<th>2012</th>
<th>2013</th>
<th>Per Cent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherokee</td>
<td>741</td>
<td>1,403</td>
<td>89%</td>
</tr>
<tr>
<td>Cobb</td>
<td>1,193</td>
<td>1,589</td>
<td>33%</td>
</tr>
<tr>
<td>Forsyth</td>
<td>1,862</td>
<td>2,560</td>
<td>37%</td>
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<tr>
<td>Fulton</td>
<td>1,667</td>
<td>2,119</td>
<td>27%</td>
</tr>
<tr>
<td>Gwinnett</td>
<td>1,547</td>
<td>2,858</td>
<td>85%</td>
</tr>
<tr>
<td>Total</td>
<td>5,936</td>
<td>8,972</td>
<td>51%</td>
</tr>
<tr>
<td>Henry</td>
<td>189</td>
<td>633</td>
<td>235%</td>
</tr>
</tbody>
</table>
## 2013 Single Family Permits

### Year to Year

<table>
<thead>
<tr>
<th>County</th>
<th>2012</th>
<th>2013</th>
<th>Per Cent Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Barrow</td>
<td>100</td>
<td>228</td>
<td>128%</td>
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<tr>
<td>Coweta</td>
<td>271</td>
<td>675</td>
<td>149%</td>
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<tr>
<td>Fayette</td>
<td>150</td>
<td>372</td>
<td>148%</td>
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<tr>
<td>Paulding</td>
<td>124</td>
<td>479</td>
<td>286%</td>
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<tr>
<td>Walton</td>
<td>88</td>
<td>203</td>
<td>131%</td>
</tr>
</tbody>
</table>