



# Added Value™

Serving Suburban Atlanta's Land Needs!

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Accredited Land Consultant (ALC)  
Certified Commercial Investment Member (CCIM)  
2008 President, Georgia Realtors Land Institute (GARLI)  
2008 Director, Georgia Association of Realtors (GAR)  
2008 Director, Atlanta Commercial Board of Realtors (ACBR)

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## Thinking Ahead

### Media Confirms Added Value Forecast

If you subscribe to the Atlanta Business Chronicle, in their December 14<sup>th</sup> Henry County Market Report special section, you would have read, "Whereas nearly every county is suffering from a water crisis, ever-growing Henry County has no water woes, thanks to nearly two decades of strategic planning and building runoff reservoirs and treatment facilities for county water."

As a reader of **Added Value**, you learned the same thing in our November/ December 2007 issue under the headline, "Drought Impact In Southern Crescent". That put us a good six weeks ahead of the metro area mass media!

If that sounds like I'm tooting my own horn, well... Yes, it is. But as a friend once told me, "If you don't blow your own horn once in a while,

*(Please see Page 2)*

## Metro Area Planners Focus On Drought

What has been called the worst drought in the history of Georgia has become a concern for all of us in metro Atlanta. Level 4 water restrictions are in place and we can see the end of our water supply. With the forecast for a warm, dry winter, the possibility that additional water will be added to that which is stored in Lake Lanier seems remote.

The Atlanta Regional Commission has an Environmental Planning Division that provides staffing for the Metropolitan North Georgia Water Planning District, created by the General Assembly in 2001. Its purpose is to establish policy, create plans and promote intergovernmental coordination of all water issues from a regional perspective. The District includes 16 counties and 95 cities with the metro Atlanta region where more than 4 million people live.

In the fall of 2003, the District approved three comprehensive water resource plans: the District-wide Watershed Management Plan, the Long-term Wastewater Management Plan and the Water Supply and Water Conservation Management Plan. These plans will protect water quality and public water supplies, protect recreational values of the waters and minimize potential adverse impacts of development on waters. This is a comprehensive approach

*(Please see Page 5)*



## Bits & Pieces

It is imperative that each of us learns to save water. There are a number of ways to save that start with you and me.

\*\*\*

Do one thing each day that will save water. Even if savings are small, every drop counts.

\*\*\*

Use the garbage disposal sparingly. Compost instead and save gallons every time.

\*\*\*

Check your water meter and bill to track your water usage.

\*\*\*

If your shower can fill a one-gallon bucket in less than 20 seconds, then replace it with a water-efficient showerhead.

\*\*\*

Plant during the spring and fall when the watering requirements are lower.

\*\*\*

We're more likely to notice leaky faucets indoors, but don't forget to check outdoor faucets, pipes, and hoses for leaks.

\*\*\*

Use a layer of organic mulch around plants to reduce evaporation and save hundreds of gallons of water a year.

\*\*\*

Time your shower to keep it under 5 minutes. You'll save

*(Please see Page 3)*

## Development News

The Atlanta region's rapid population growth has earned it the title of fastest-growing metro area in the U.S., outpacing New York, Los Angeles and Miami in actual numbers. About 4 million people now live in the 10-county metro area. Explosive growth has its downsides, including traffic congestion, yet the volume of growth testifies to the livability and economic strength. Atlanta is viewed as a place of opportunity and has attracted these people as they migrate out of the Midwest and West to seek better job opportunities in the south.

The growth is spread across the entire region, with Fulton County leading in population growth in the last year. Gwinnett ranked second in growth for the region; Cobb is third; and Henry, DeKalb, and Cherokee follow. Historically, migration has been to the suburbs while the population of the city of Atlanta declined. Now the suburbs are continuing to grow but the city is growing dramatically, too.

The population of Henry County is now 175,000 and is expected to grow to 400,000 by 2030. This growth in Henry makes it a major area for the development of retail businesses. Henry Town Center at I-75 and Jonesboro Road continues to expand. South Point Mall at I-75 and Highway 20 and 81 has opened and more building is underway. There are plans in that area for significantly more development with a 9,000 seat civic center and an open-air center as part of the plan. Another mall at Jodeco and I-75 is being considered but is contingent on the widening of Jodeco Road. Some say that the population won't support all these retail areas, yet others say it will.

The Henry County SPLOST has generated millions of dollars for schools and infrastructure. The next phase of SPLOST is expected to generate even more than previously for schools and infrastructure. Thus,

*(Please see Page 7)*

*(My Column continued from Page 1)*

someone else is going to take that horn, and shove it up your rear."

Seriously, this just points to the reason that I am now in my fifth year of sending you this informative little newsletter. I want to make you the most informed land owner you can be on all the trends that impact your land's value. That way, when you get around to calling me to help you sell your land, you know that I'm totally committed to making sure you get the absolute most net dollars the market will allow and will make that transaction go as smoothly as possible.

That's why I continue to take classes in land and commercial real estate, network with other professionals promoting your property, and learn new ways to help avoid problems that may come up in your land transaction.

Now that I've been appointed a 2008 Director of both the Atlanta Commercial Board of Realtors and the Georgia Association of Realtors, and as the President of the Georgia Realtors Land Institute, I will continue to promote your best interests at the highest level of State government.

*Wood Hughes*

All information in Added Value is believed to be accurate, but is not warranted. To make a comment or suggestion, please e-mail us at [Newsletter@WoodHughes.com](mailto:Newsletter@WoodHughes.com) or visit our website at [www.WoodHughes.com](http://www.WoodHughes.com).



# Ask An Accredited Land Consultant



(Bits continued from Page 2)

up to 1000 gallons a month.  
\*\*\*

Reduce the amount of grass in your yard by planting shrubs, and ground cover with rock and granite mulching.

\*\*\*

Install a rain-shut off device on your automatic sprinklers to eliminate unnecessary watering.

\*\*\*

When watering on steep slopes, use a soaker hose to prevent wasteful runoff.

\*\*\*

Don't use running water to thaw food.

\*\*\*

Make sure you know where your meter water shut-off valve is located. This could save gallons of water and damage to your home if a pipe were to burst.

\*\*\*

Remember to weed your garden regularly. Weeds compete with other plants for nutrients, light, and water.

\*\*\*

While fertilizers promote plant growth, they also increase water consumption. Apply the minimum amount of fertilizer needed.

(Please see Page 4)

## Q: What is the Sub-prime mortgage problem having on the salability of my land?

A: While commercial land is still in demand, residential developmental and agricultural land is not. What's more, whoever is in the market for land right now is looking for bargains.

The hardest part of putting together this newsletter turns out to be editing down all the sales information from GAMLs for the "Recent Sales" section of my newsletter. I only have room for twenty-five or so deals to represent what all is happening in my service area. This issue, I didn't have that problem. Only twenty-six deals showed up in my search of GAMLs data. What's more, not very many large parcel sales happened either.

When I research "Development In Detail", I go to CoStar. That's a research service I subscribe to which sends a researcher to each county courthouse to research out the details of a representative sample of all the recent commercial and land transactions that took place in that county. Generally, I have to sort through thirty or more recent transactions in my service area to find one for your benefit.

For this issue only five showed up, and only one of those had enough information for me to flesh it out with my own market knowledge.

While at the National Realtors Land Institute Conference in Las Vegas, NV this November, I spoke with Lawrence Yun, Chief Economist and Senior Vice President of Research for the National Association of Realtors concerning the impact of sub-prime mortgage foreclosures on our market.

According to Mr. Yun, there are signs that off shore investors are coming back into other non-sub-prime, non-government mortgage paper. He also believes that the current glut of foreclosed homes will be absorbed by late 2008.

What's more, the commercial market is still growing, just at a slower rate. Commercial development has been helped in a way by the housing mess. Building materials and skilled construction workers without residential jobs competing for their services are willing to offer commercial builders lower costs to complete their projects. In areas that have strong growth, like Metro Atlanta, but who have avoided the speculation that has plagued the Florida and California markets, this is good news. So, solidly financed developers are still on the look out for commercial development opportunities.

Money has severely tightened up in virtually all forms of real estate due to the shortsighted decision of the Federal government to allow borrowers without adequate finances to obtain mortgage loans. However, except in the overheated, bubble markets on both coasts, Mr. Yun expects the economy to absorb that overbuilding and those foreclosed properties by the end of 2008.

Specifically due to the drought in Metro Atlanta, the first area that should recover is the Southern Crescent with its abundant water reserves.

If you or a friend would like to subscribe to or unsubscribe from Added Value, please go to [www.WoodHughes.com](http://www.WoodHughes.com) or call us direct at 770.507.7766. You may also mail us at

Wood Hughes & Associates, 909 Eagles Landing Parkway, Suite 140-227, Stockbridge, GA 30281

(Bits continued from Page 3)

\*\*\*

Buy a rain gauge to track how much rain or irrigation your yard receives.

\*\*\*

Winterize outdoor spigots when temps dip to 20 degrees F to prevent pipes from bursting or freezing.

\*\*\*

When you add or replace a flower or shrub, choose a low water use plant for year-round landscape color to save up to 550 gallons each year.

\*\*\*

Insulate hot water pipes so you don't have to run as much water to get hot water.

\*\*\*

Use a screwdriver as a soil probe to test soil moisture. If it goes in easily, don't water. Proper lawn watering can save thousands of gallons of water annually.

\*\*\*

If your toilet was installed prior to 1980, place a toilet dam or bottle filled with water in your toilet tank to cut down on the amount of water used for each flush. Be sure these devices do not interfere with operating parts.

\*\*\*

Select the proper size pans

(Please see Page 5)

## Featured Listing

### 5341 North Henry Boulevard, Stockbridge



**The Opportunity:** Zoned commercial lot within half mile of Stockbridge Wal-Mart, next to CVS Pharmacy and across street from QT. Comparables up to \$525,000 per acre.

**Location:** In Stockbridge, across from QT, just east of CVS, 1/2 mile from Wal-Mart. Sign on property.

**Neighborhood:** None

**Size:** .80 acres +/- . 100' of frontage on Hwy 138/ North Henry Boulevard.

**Zoning:** C-2.

**Access & Visibility:** Excellent. The most recent traffic count for North Henry (2003) shows 39,170 vehicles per day driving past this location. This is more traffic than has been measured on Mount Zion Road between the Home Depot and Costco.

**Utilities:** Sewer line currently ends approximately 500 ft northwest of subject property with sufficient depth to be extended to service this property. All other utilities are available.

**Offering Price:** \$290,000

Looking for the highest market price available for your land? Want to assure yourself that you are getting accurate information to make decisions on the sale of your land? Call Wood Hughes & Associates today! Up to date market information, maximum exposure for your property, all of which leads to the highest price obtainable for your property!

# Government Watch

The Atlanta Regional Commission launched a two-year project in November to develop a 50-year growth plan for the 10-county region. Over 1,000 business and government leaders attended the launch. The commission will host a series of forums designed to help shape Atlanta's future in 50 years. Those forums will include eco-friendly building, alternative fuels and land and water conservation. There is a need to look beyond our more short-term planning horizons and our geographic boundaries to develop a fresh vision for the Atlanta region's place, according to the commission's chairman. Seattle planner, author, and futurist Glen Hiemstra, has been consulted about the ways in which Atlanta should evolve. He suggested three paths for the city: Become a green leader embracing alternative energy and become a hub for passenger train service. Become focused on attracting businesses in technology, life sciences, and energy fields. Be a haven for the growing senior population. For more details, go to [www.woodhughes.com](http://www.woodhughes.com) Related Links/Atlanta Regional Commission.

*(Bits continued from Page 4)*

for cooking. Large pans require more cooking water than may be necessary.  
\*\*\*

When you give your pet fresh water, don't throw the old water down the drain. Use it to water your trees or shrubs.  
\*\*\*

If you accidentally drop ice cubes when filling your glass from the freezer, don't throw them in the sink. Drop them in a houseplant instead.  
\*\*\*

*(Continued from Page 1)*

to managing water resources.

The key plan elements for metro Atlanta are conservation pricing, meaning the more a user uses the more they pay; replacing older, inefficient plumbing fixtures because old toilets use more water than newer, efficient models; and reducing or repairing water system leaks in utility pipes. Planners expect 83 percent of the savings will come from these three key elements alone.

Already there seem to be some proven results. Five major systems have reported reductions in average daily withdrawals between August and mid-October with reduction percentages of nearly 13 percent for Atlanta-Fulton, 18.5 percent for DeKalb, 24 percent for Cobb and Marietta, more than 22 percent for Gwinnett and nearly 17 percent in the city of Atlanta.

About 70 percent of the area's water supply is dependent on Lake Lanier. Another 10 percent comes from Lake Allatoona. The remainder of the area's Water comes from relatively small reservoirs built by communities. Since Lanier is part of a river system, it is caught up in interstate water wars. The U.S. Army Corps of Engineers, which governs the Federal reservoirs, adopted a plan two years ago that calls for water flow to Florida to help endangered mussels and gulf sturgeon. In drought conditions such a plan is not feasible, according to the Atlanta Regional Commission's Environmental Planning Division. The Corps says they are trying to put steps in place to make sure the region doesn't face a multi-year drought. There is a need for a balancing between the needs of people for water and the wild life.

Keep a bucket in your shower to catch water as it warms up or runs. Use this water to flush toilets or water plants.  
\*\*\*

Leave lower branches on trees and shrubs and allow leaf litter to accumulate on top of the soil. This keeps the soil cooler and reduces evaporation.  
\*\*\*

**RECIPE: Valentine Cookie Bites** – Makes 2 ½ dozen cookies. Ingredients: ¾ cup chopped pecans, 1 ¼ cup powdered sugar, divided, 1 cup butter, softened, 2 Tablespoons milk, 1 teaspoon vanilla extract, 2 cups all-purpose flour, ¼ cup unsweetened cocoa, ¼ teaspoon salt. Directions: Place pecans in a shallow pan

**Water Use – Percentages of Overall Community Water Use in Metro Atlanta, according to the ARC:** Public use – 3 percent, industrial use – 3 percent, multifamily use – 12 percent, unaccounted use – 18 percent, commercial use – 21 percent, and single family use – 43 percent.

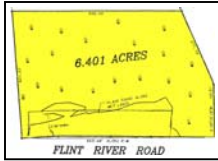
*(Please see Page 7)*

**We provide links to the source material for most of the articles you read in Added Value.**

**For Further Information on any articles in this or past newsletters, please go to the noted link or [www.WoodHughes.com](http://www.WoodHughes.com).**

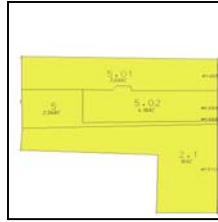
# Available Properties

## Jonesboro: 6.4+/- Acres Commercial



Flint River Road being widened to three lanes, 663 feet frontage. Traffic Count: 14,454 (2000). Available utilizes include sewer, water, electricity, natural gas, & DSL. Zoned GB. REDUCED to \$140,000

## Stockbridge: Flippen Road Multifamily



Possible Assisted Living Center zoning as well. 30.29+/- Acres on Flippen Road with sewer, adjacent to Stockbridge City Limits. Par Three golf course and shopping. \$125,000 per acre.

## Rex: .9+/- Acre Commercial



Located immediately east of I-675 & Hwy 42 Exit. Traffic Count: 18,260 (2003). Over 150 feet frontage. Available utilities include sewer, water, electricity, natural gas, & DSL. Zoned GB. \$180,000

## Developed Office Lots

Last four lots in Eagles Pointe Center Office/ Retail Development. Located in highest average income zip code in Henry County. Call for pricing and Executive Summary Package.



## Hampton: 40+/- Acres, Hwy 19/41



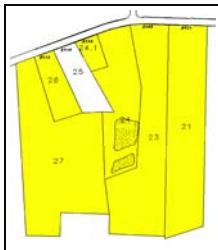
Multi-Use. 1036.37+/- frontage on Upper Woolsey Road & 1365.78 +/- frontage on US Hwy 19/ 41. Sewer requires piping from east of Hwy 19/41. All other utilities are at property. Call for Executive Summary.

## Stockbridge: Commercial Zoning



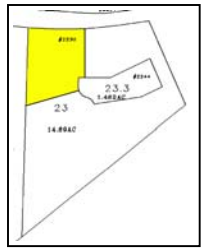
Across from QT, next to CVS, 1/2 mile from Wal-Mart. 8/10-acre parcel is zoned C-2 with 100 feet of frontage. All utilities are available (sewer within 600 ft of property line). Traffic Count: 39,170 (2003). \$290,000.

## Stockbridge: 37.27+/- Acres, Old Conyers Rd



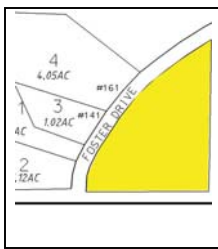
Assemblage located near proposed Rock Quarry Rd Extension ready for Planned Development (PD) or Conservation Subdivision. Sewer and other utilities are at property line. \$1,763,540 (\$47,318/ Acre)

## McDonough: 3.7+/- Acres, Hwy 81 East



Potential Commercial is located next to existing nursery business in Lake Dow area of Henry County. Owner will consider development of remainder of his property as a Planned Development. Call for details.

## McDonough: 6.36+/- Acres, Foster Dr



Future Land Use Plan calls for C-3 commercial development. Directly opposite the entry to Henry County's only multiplex and just seconds away from McDonough's commercial hub. A mega church is also across the street. \$250,000 per acre.

## YOUR PROPERTY HERE!



We're selling ourselves out of business! Due to the success of our marketing program, exposing our client's land to the widest numbers of potential buyers, we need additional properties. Please call today to find out how you can get the most from your land!

**Detailed Flyers available on these and other available properties at [www.WoodHughes.com](http://www.WoodHughes.com) or contact Wood Hughes & Associates at 770.507.7766**

(Development News continued from Page 2)

support systems are being put into place for the development that is currently being planned or is under consideration.

\*\*\*

**FACTOID:** Henry County is composed of 207,627 acres of land. Of those acres, 1.1% is protected as green space. Out of the 20-county metro area, only four other counties have a smaller percentage of green space than Henry. Paulding has the most at 15.6% of its total acreage. In the last two years (2005 to 2007), significantly less land has been converted in the metro area to developed land from agricultural land and forestland. This indicates that developers are learning to protect green space as they build for the influx of people.

(Bits continued from Page 5)

in a single layer and bake at 350 for 6 – 8 minutes or until lightly toasted. Beat 1 c. powdered sugar and butter at medium speed until creamy. Add milk and vanilla and beat until blended. Combine flour, cocoa, and salt and gradually add to butter mixture. Stir in pecans. Shape dough into 1-inch balls and place 1 ½ inches apart on a greased cookie sheet. Bake at 400 for 11 – 13 minutes. Cool. Dust with powdered sugar and red sprinkles.

## Recent Sales

These are representative land sales that closed from mid October through December 2007. All information is from the Georgia Multiple Listing Service and is believed to be accurate, but not warranted.

Street #	Street Name	City	County	DOM	Closing Date	Acres	Sales Price	Price/ Acre	Zoning	Utilities
0	Keys Ferry Road	Jackson	Butts	1	12/21/2007	42	\$350,000	\$8,333	A/R	E, W, CATV
Lot 16	Autumn Lake	Brooks	Fayette	40	10/30/2007	6.16	\$205,000	\$33,279	A/R	E, W, CATV, T,
Lot 14	Mask Road	Brooks	Fayette	10	11/15/2007	5	\$145,000	\$29,000	A/R	E, W,
180	Woodbridge Place	Brooks	Fayette	29	10/26/2007	5	\$160,000	\$32,000	A/R	E, W, CATV, T
0	Highway 54 At Grady Av	Fayetteville	Fayette	9	10/29/2007	5	\$360,000	\$72,000	C	E, NG, SWR, W, T
15	Old Greenville	Fayetteville	Fayette	196	11/26/2007	5	\$1,500,000	\$300,000	A/R	E, W, CATV, T
Lot 9	Platinum Ridge Point	Fayetteville	Fayette	403	10/24/2007	5	\$164,900	\$32,980	A/R	E, W, CATV, T,
Tract1	Cochran Road	College Park	Fulton	353	10/17/2007	12	\$40,000	\$3,333	A/R	E, T
7049	Camp Valley Road	Riverdale	Fulton	276	11/30/2007	7	\$1,825,000	\$260,714	A/R	W
24	Singley Drive	Locust Grove	Henry	36	10/15/2007	5	\$38,000	\$7,600	A/R	T
827	Hwy 18 West	Barnesville	Lamar	15	11/7/2007	5	\$61,000	\$12,200	A/R	E, W, CATV, T
Lt A-F	Hwy 41n	Barnesville	Lamar	259	11/15/2007	28	\$440,000	\$15,714	C	E, SWR, W, CATV, T
Oo	Possum Trot Road	Barnesville	Lamar	208	12/21/2007	5	\$29,000	\$5,800	A/R	E, T
Tr 3	Yatesville Rd	Barnesville	Lamar	182	11/16/2007	26	\$100,000	\$3,846	A/R	E, T
0	Pea Ridge Road Parc2-B	Juliette	Monroe	361	11/15/2007	13	\$67,550	\$5,196	A/R	E
6080	New Hope Rd	Milner	Pike	116	12/10/2007	5.03	\$60,840	\$12,095	A/R	E, T
0	Old Alabama Rd.	Milner	Pike	27	11/27/2007	153	\$355,000	\$2,320	A/R	E, Well
0	Tanyard Road	Tanyard Road	Pike	177	12/14/2007	16	\$55,000	\$3,438	A/R	E, W
Lot 3	County Farm Road	Zebulon	Pike	508	12/3/2007	8.53	\$50,000	\$5,862	A/R	E, CATV, T
0	Tanyard Road	Zebulon	Pike	177	12/14/2007	13	\$50,000	\$3,846	A/R	E, W
270	Holly Grove Road	Griffin	Spalding	58	10/31/2007	10	\$50,000	\$5,000	A/R	E, W
399	Lamar County Line Road	Griffin	Spalding	69	11/30/2007	13	\$74,000	\$5,692	A/R	E, W, CATV, T
60 Acs	West Mcintosh Rd	Griffin	Spalding	105	12/8/2007	60	\$290,000	\$4,833	A/R	E, W, T
51+/-	West Mcintosh Road	Griffin	Spalding	87	11/29/2007	51	\$265,000	\$5,196	A/R	E, W, T
0	Day Road	Thomaston	Upton	43	11/2/2007	5	\$47,500	\$9,500	A/R	None
0	Gordon School Rd	Thomaston	Upton	461	10/16/2007	16	\$65,000	\$4,063	A/R	E, T
0	Pleasant Valley Road	Thomaston	Upton	63	10/23/2007	13	\$155,000	\$11,923	A/R	E
0	Rest Haven Road	Yatesville	Upton	196	11/29/2007	6	\$53,900	\$8,983	A/R	E

**Zoning Abbreviations: A/R: Agricultural/ Residential, SF: Single Family, MF: Multifamily  
Utilities: CATV: Cable TV, E: Electricity, NG: Natural Gas, SWR: Sewer, T: Telephone, W: Water**



## Atlanta's First ALC/ CCIM Designee!

Land is the single most valuable investment in the portfolio of most families. Doesn't it make sense to make sure that when you sell, you get the highest value the market allows?



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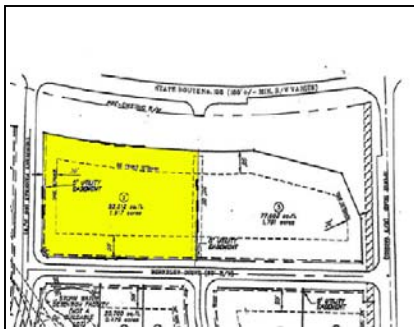
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- Realtors Land Institute
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## Development In Detail: Hwy 138 @ Spivey Road, Jonesboro



On September 5<sup>th</sup>, Commercial Site Development, Inc. purchased this 1.92 acre fully developed commercial lot on the Henry County side of the county line from Pinnacle Commercial Development, Inc. The principals were Larry Sertich for Commercial Site Development and Greg Maddox for Pinnacle Commercial Development.

The agreed upon sales price was for \$840,000 (\$437,500 per acre).

Commercial Site Development is currently building a small strip center on the property. This is one of many examples of the increase in value that is resulting from the ongoing improvement of the Hwy 138 corridor from Interstate 75 into Jonesboro.



### Added Value

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