



Added Value

Serving Landowners in the Interstate 75 South Corridor

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Welcome to Issue One

Welcome to the first issue of Added Value. As a specialist in transitional land sales in the Interstate 75 South corridor, I regularly learn information that affects the sale of properties in this area. It's this knowledge that allows me to help landowners realize the maximum profit from the sale of their land. That's the added value that I bring to the table, and that's why I've created Added Value, the newsletter, to share that information with you the landowner.

In this and future issues, I'll have experts in tax issues or environmental issues or growth issues share their professional knowledge with you. In addition, I'll try to keep you updated with current sales prices for land in your area and bits and pieces of information on gardening and other subjects

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Understanding The Process of Zoning

Zoning is the effort by local governments to separate incompatible land uses and bring together land uses that are compatible. Local governments do this by assigning every parcel of land within its jurisdiction to a specific zoning district or category in which certain land uses are permitted and others are prohibited. Most zoning ordinances have such categories as "R" for low-density residential, "RM" for multi-family residential, and "O-I" for office institutional, "I" for industrial, and "C" for commercial. Owners can apply to rezone their properties to a different zoning category to allow for changes in land use patterns over time.

The roots of zoning occurred in America in the early 1900's. As large cities grew, the result sometimes was incompatible land uses being located close to each other. For example, factories with large smokestacks were being located in residential neighborhoods, which was an obvious health hazard. The first zoning ordinance was adopted in 1916 in New York City.

Local governments in Georgia get their power to control local land use from

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Bits & Pieces

President Bush recently signed legislation that includes \$200 million for the Federal Emergency Management Agency to update and digitize existing paper maps and thus make them more accurate, more accessible, and easier to maintain. The money for the multiyear flood map modernization program was included in the Homeland Security appropriations bill, since FEMA is now part of that department.

The American Forestry Association estimates that a species tree in good condition would have an approximate value as follows: 10-inch trunk diameter (measured 4 1/2 feet from the ground), \$1729; a 14-inch trunk diameter, \$3,388; a 26-inch trunk diameter, \$11,682; and a 30-inch trunk diameter, \$15,000.

Save a large tin canister of wood ashes to use in the garden next summer for pest control. Plants that are sprinkled with dry ashes are unpalatable to rabbits, bean beetles, and onion and cabbage maggots. A thick layer of dry ashes scattered on the perimeter of the soil will provide a line of defense against slugs (though it will

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Local Development News

Big Development for Clayton and Henry Counties

The Clayton county Board of Commissioners approved plans on November 20, 2003 for Ellenwood Town Center, a 400-acre mixed-use project near the Henry and Dekalb County lines. There will be nearly 1000 house, townhouses, and apartments, a theatre, and a retail center located along Anvil Block Road at I-675 from Bouldercrest Road past Grant Road.

A Wal-Mart Supercenter is proposed for Henry County adjacent to this project. The Henry County Planning Commission tabled the application while the company conducts an in-depth traffic study. At the Planning Commission meeting, there were residents who spoke in opposition and residents who spoke in favor of the project proposed for the corner of Anvil Block and Fairview Roads.

Henry Council for Quality Growth

The Henry Council for Quality Growth is a not-for-profit business association representing a variety of individuals, businesses, and organizations, which are committed to the long-term vitality of Henry County. The Council meets monthly each for a luncheon program pertinent to the regulatory and infrastructure matters that influence Henry County's growth. Both membership in the council and meetings are open to the public. The January, February, and March meetings will focus on traffic issues. Go to WoodHughes.com for topics and dates of meetings.

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that pertain to the land.

You are receiving this newsletter because you are an owner of at least five acres in this area. I also will be sending it to others involved with the development process from closing attorneys to surveyors, to county extension agents; in short, folks who deal with the incredible growth that is continuing to accelerate in our area.

I hope you enjoy this issue. Please feel free to e-mail me with your comments and suggestions on issues you feel would be valuable for your fellow landowners to know more about.

For 21 years I've focused on building a business of relationships that just happens to be concentrated around real estate. I look forward to building that relationship with you as well.

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 or visit our site at

www.WoodHughes.com

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the Georgia Constitution which provides that the “governing authority of each county and of each municipality may adopt plans and may exercise power of zoning.” Zoning ordinances have two parts: (1) the official zoning map that shows the entire jurisdiction and indicates the classification in which each piece of property is located and (2) the actual zoning ordinance that describes the uses that are allowed in each district and the development standards for each district. They typically include minimum lot size, maximum height limit, density regulations, and required setbacks.

Critics of zoning argue that zoning robs a community of being able to have different land uses in close proximity to one another and zoning helps perpetuate a reliance on cars to cross the distance between now separated land uses. These criticisms have set the stage for ordinances that permit mixed- use developments and allow greater flexibility for developments based on a pre-approved master plan. Such critics argue for traditional communities in which members can live, work, and play in a more pedestrian-friendly environment. Other critics of zoning say that decisions to rezone property are too often influenced by politics, rather than by sound land use considerations.

To view the policies of Henry and Clayton Counties regarding zoning, go to www.WoodHughes.com to see a link to the policies.

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need to be replenished after a rain). The alkalinity that is washed into the soil will discourage, even kill, cutworms.

Abandoned factories, vacant industrial areas and old oil field sites like these "brown fields" will be restored to become thriving parts of their communities, thanks to \$29.4 million in grants from the Department of Housing and Urban Development (HUD).

If you create nesting places and make food available, the birds will come.

Recent Sales

Representative land sales that closed in Clayton & Henry Counties from September through November 2003. All information is from the Georgia Multiple Listing Service and is believed to be accurate, but not warranted.

Str #	Street Name	City	County	Mkt Time	Close Date	Sales Price	Acres	Per Acre	Zoning	Utilities
0	TURNER ROAD	HAMPTON	CLAYTON	1256	111403	\$66,000	11	\$6,000	RA	E, WTR, T
0	WEST PRICE LOCUST RD	GROVE	HENRY	12	92603	\$63,125	5	\$12,625	RA	E, NG, SPT, WTR, CATV, T
0	PEEKSVILLE RD	MCDONOUGH	HENRY	68	90203	\$39,000	5	\$7,800	RA	E, T
0	TUNIR ROAD	MCDONOUGH	HENRY	189	110303	\$79,900	5	\$15,980	RA	E, T
0	COUNTRYSIDE DRIVE	MCDONOUGH	HENRY	72	100903	\$78,750	6	\$13,125	RA	E, NG, PROPAN, SPT, CATV
150	HWY 81 WEST	MCDONOUGH	HENRY	55	91103	\$2,000,000	12	\$166,667	C	E, NG, SPT, WTR
298	MCCLAIN ROAD	MCDONOUGH	HENRY	39	101503	\$175,000	14	\$12,500	RA	E, SPT, WTR, T
826	S OLA ROAD	MCDONOUGH	HENRY	11	92903	\$326,000	31	\$10,516	RA	E, NG, WELL, WTR, CATV, T
1991	SNAPPING SHOALS ROAD	MCDONOUGH	HENRY	134	101003	\$1,191,000	102	\$11,676	RA	E, SPT, WTR, UNDR UT
454	EAST ATLANTA ROAD	STOCKBRIDGE	HENRY	101	101703	\$320,640	5	\$64,128	RA	E, NG, SPT, WTR, CATV, T
438	EAST ATLANTA ROAD	STOCKBRIDGE	HENRY	101	101703	\$675,840	10	\$67,584	RA	E, NG, SPT, WTR, CATV, T
1768	OLD CONYERS ROAD	STOCKBRIDGE	HENRY	145	111003	\$150,000	33	\$4,545	RA	E, NG, SPT, WTR, CATV, T

For Further Information on any articles in this or past newsletters, please go to the noted link or www.WoodHughes.com

Featured Transaction

Henry County Commissioners Rave Over Conservation Subdivision

“This is an ultimate, true conservation subdivision,” Henry County Commissioner Gary Freedman said of the new Hampton development Steele Forest.

Commission Chairman Leland Maddox added, “I commend you for upgrading your plans. In Henry County, if we don’t start going up, our quality of life is not going to get any better.”

Since building homes or commercial buildings on former farm or pasture property is the last crop the land will produce, smart growth is important to us all. Properly done, a conservation subdivision insures that a large percentage of otherwise buildable land will remain natural so that the new neighborhood’s children and their children will continue to enjoy the natural wonders of Georgia right in their own backyards.

In Steele Forest, the developer worked closely with the county planning and zoning staff to insure that the new subdivision met the growth goals of the county while allowing the sellers to yield the maximum value for their land that the market would support. More than half of the land of the subdivision will remain natural as permanent green space with access from every developed lot. By eliminating sprawl, possible environmental hazards from the overuse of fertilizers and weed controls, common in residential communities, and maintaining old growth trees that help fight global warming, Steele Forest stands in contrast to the clear cut tactics readily visible in too many new subdivisions being built in the Interstate 75 South Corridor today.

In putting this subdivision together, not only did Wood Hughes find the right developer, but also opened negotiations with neighboring landowners, Norfolk-Southern Railroad and surrounding businesses to insure a smooth rezoning process.



8+ Acres Residential

Clayton County. Available utilities include sewer, water, electricity, natural gas & telephone. County road frontage. Close to schools. Possible medium density residential zoning available.

\$100,000

For further details, contact:

**Wood Hughes
770.507.7766**

Local Land Owners Threatened

James & Peggy Fondren had a beautiful home on a lake at their Henry County farm. When developers acquired the neighboring property, they tried to strong arm the Fondren’s into giving them easements for virtually nothing.

That’s when they contacted Wood Hughes. After evaluating their situation and laying out their options, they asked us to find them a different developer that would pay them what their land was worth to them.

Within days they were presented a full price offer and shown how to avoid capital gains taxes on their proceeds.

If you would like a confidential evaluation of the value of your property and your options, please call Wood Hughes at 770.507.7766



5+/- Acre Commercial

Henry County. 600+ feet frontage. Available utilities include sewer, sidewalks, water, electricity, natural gas & DSL. 38,000+ daily traffic units.

Possible C-2 zoning available inside city limits of Stockbridge.

\$500,000 per acre

For further details, contact:

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