



# Added Value

Serving Landowners in the Interstate 75 South Corridor

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## Knowledge Is Money

Twenty- one years in real estate, and it continues to amaze me how much more there is I need to learn. It seems that all I've been doing this winter is going to classes. I've taken the Realtors Land Institute (RLI) Land Investment Analysis course, the RLI Transitional Properties course, the Certified Commercial Investment Member (CCIM) Introduction course, the CCIM Site To Do Business Course, and the Georgia Extension Service Master Tree Farmer course. All since December! I'm only one more course away from applying for my "RLI Accredited Land Consultant" designation, of which there are less than 1200 in the entire U.S. and only 50 in Georgia. I hope to have that by the year's end so I can be better prepared to find additional ways to add value to your land while you still own it, in addition

*(Please see Page 2)*

## Harvesting More Money From Your Land

Recently I took a terrific series of classes called the Master Tree Farmer Course. I took it to learn more about timber production in Georgia and the Southeast, since I have clients who have land covered with trees – hardwood and pine. In fact, non-industrial, private landowners, according to the Georgia Forestry Commission, own 72% of Georgia timberland.

Many of these landowners think of their land in terms of its recreational or aesthetic value. Others see land for its investment potential, including timber production. Most all landowners want to be good stewards of the land. Nearly all landowners want to protect their forest resources and make some kind of profit along the way.

The development of a natural resource management plan is the starting point, regardless of the owner's goal. The Georgia Forestry Commission will provide a forester to meet with the landowner to examine the property and discuss land ownership goals. The landowner must decide if he wants to get as much money out of the property as is possible in a short period of time, or

*(Please see Page 3)*

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## Bits & Pieces

The Georgia Forestry Commission says that healthy trees can add up to 15 percent to residential property value. Building lots with trees routinely sell for 10% more than sites without trees.

Worms are great for compost. If you have worms in your compost heap, don't add onions. Worms will actually crawl out of the heap if it has onions or other intensely acidic food particles in it.

**SUPER TOMATOES** – To boost tomato yield and increase fruit size, sprinkle a teaspoon of Epsom salts into your planting hole. Tomatoes love magnesium in the salts. If you've already planted your tomatoes, give plants a single application right after they form their buds. Mix 2 tablespoons of Epsom salts to one gallon of water. This accelerates tomato growth and delivers an earlier harvest.

These plants in your tomato patch ward off disease, encourage growth, and improve flavor: carrots, leaf lettuce, nasturtiums, parsley, onions, chives and marigolds. Do not plant tomatoes with cabbages, fennel, or potatoes.

**BEST SPINACH SALAD DRESSING:** Blend together 1-cup vegetable oil, 1-cup

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## Local Development News

**HENRY COUNTY:** Storm water run-off flows into lakes, streams, and rivers. Such water must first be treated in costly treatment plants. Henry County has begun a campaign to urge citizens and developers to dispose of chemicals in a manner that does not pollute the county's environment. Such chemicals are pesticides, fertilizers, garbage, fuel, and oil.

Henry road construction continues and 2005 will be no different. The Georgia Department of Transportation has 8 more road projects that could get underway. More of the E. Lake Road extension, Springdale Road, Rock Quarry Road, and Campground extension from 42 to Jodeco. See the Henry County government website for a complete list.

**CLAYTON COUNTY:** Clayton is reviewing its Comprehensive Plan. Drafts of chapters on population, economic development, and housing have been made available for citizen review. Additional chapters on natural resources, community facilities, land use, and transportation will be available soon. These were prepared using analysis and review of input gathered during meetings of the Comprehensive Plan Update Steering Committee and 5 public input forums held in February and March.

The Plan includes these comments relative to housing in the county by 2025: Approximately 32,507 housing units will be needed. Many of these will be smaller, low maintenance units to meet the needs of aging residents, or higher priced homes with amenities to fulfill the wants of working families looking for a step up from starter homes. Clayton is not meeting the state's quality communities housing objective.

*Knowledge continued from Page 1*

to when you get ready to sell it. If you have any land related questions, don't hesitate to call me.

A new feature in this edition is a "Haves/ Wants" pull out sheet. Since I'm working with so many possible buyers in the area who are bidding up the value of properties so fast, I thought you might be interested in the different ways you might be able to sell your property when you are ready. This also gives me a place to offer you the opportunity to see what kind of property I currently have available in case you'd like to buy some more.

Dale Carnegie said, "When you lay an egg, take two steps back and admire it!" In the March/ April edition, there was a typo in my column. The IRS Code section was supposed to be 1033, not 1034. However, all the rest of the information on involuntary exchange was correct.

*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 site at

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*Zoning continued from Page 1*

if he wants to develop the property for timber which can mean a high profit after a longer period, or if he wants to enhance the aesthetic or recreational value. Many owners want a combination of the last two. The forester will develop a plan suitable to the goals of the owner. Often this is a five or ten year plan. The forester can guide improvement of natural resources on the property, including a plan to develop the timber value. There is no fee for the consulting services provided by the Georgia Forestry Commission forester.

For those ready to sell their land for potential development, it is important to know the value of the timber on the land. Again, a forester is the best source for determining such value. With even a relatively small piece of land, such as ten acres, the landowner can have substantial value in the pulpwood that can be harvested. Recently I saw the clearing of a one-acre lot. The pine trees taken off this land filled one pulpwood truck. Never leave money on the table when selling your land for development. It pays to investigate the timber you own.

*Bits continued from Page 2*

sugar, ½ cup red wine vinegar, 3 teaspoons soy sauce, salt and pepper to taste. Serve over spinach, almonds, and Mandarin orange segments.

Rule of Thumb – Organic fertilizers feed the soil. Inorganic compounds—either natural or produced synthetically – are derived from living organisms and feed plants directly.

Toads are allies in the pest wars in the garden and are easy to attract. Set out old clay pots, inverted, and crack a small 2- to 3- inch door in the side to give the toad entrance.

## Recent Sales

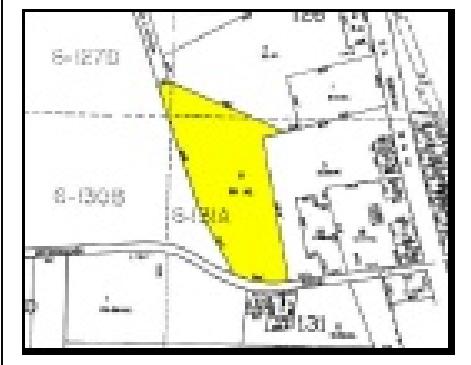
These are representative land sales that closed in from March through April 2004. All information is from the Georgia Multiple Listing Service (GAMLS) and is believed to be accurate, but not warranted.

Str#	Street Name	City	County	Mkt Time	Close Date	Sales Price	Acres	Per Acre	Zoning	Utilities
58/71	ALLEN ROAD	JACKSON	BUTTS	130	30804	\$112,012	16	\$7,001 A/R	E, NG, SWR, W, C	
876	SIMPSON MILL RD	LOCUST GROVE	HENRY	30	32604	\$217,000	10	\$21,700 A/R	E, SPT, W, CATV	
LOT 10	SOUTH BETHANY RD	LOCUST GROVE	HENRY	26	40104	\$87,500	10	\$8,750 A/R	E, W	
0MT	BETHEL ROAD	MCDONOUGH	HENRY	156	31504	\$588,455	76	\$7,743 A/R	E, W	
2129	JONESBORO ROAD	MCDONOUGH	HENRY	74	32504	\$1,350,000	10	\$135,000 C	E	
26 +/-	ACRES	MCDONOUGH	HENRY	1	30104	\$303,751	26	\$11,683 A/R	E, NG, SPT	
AD/AE	CRAWFORD ROAD	BARNESVILLE	LAMAR	59	42104	\$78,000	17	\$4,588 A/R	E, T	
216	LIBERTY HILL RD	MILNER	LAMAR	176	41404	\$294,000	60	\$4,900 A/R	E, NG, W	
LOT 21	CHEROKEE TRAIL	FORSYTH	MONROE	367	33004	\$31,100	5	\$6,220 A/R	E, T	
LOT 3	MITCHELL ROAD	CONCORD	PIKE	164	30804	\$44,500	8	\$5,563 A/R	E, T	
0	ROBERTS QRTS	MOLENA	PIKE	1022	31704	\$36,500	5	\$7,300 A/R	E	
TRCT 3	BARNESVILLE RD	GRIFFIN	SPALDING	382	41304	\$89,770	10	\$8,977 A/R	E, W, T	
#6	BOYT RD	THOMASTON	UPSON	275	31904	\$25,150	6	\$4,192 A/R	E, SPT, T	

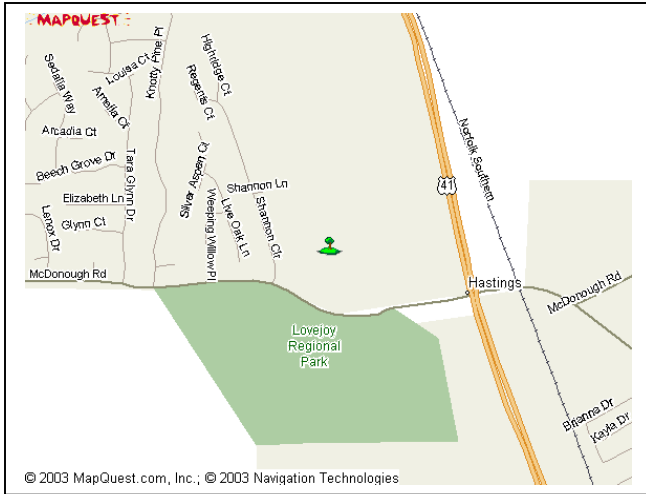
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# Featured Transaction

Tara Road, West of McDonough Road



This 23.24 acre Clayton County property closed for \$1,980,000 in July, 2003. Previously zoned for Single Family Homes (RS-110) it required rezoning so it could be developed into a 180-unit townhouse community. This rezoning requirement meant that the time from contract to closing was 180 days. Obtaining the required zoning for the development plan justified the per acre cost of \$70,113.



With sewer availability, the largely level land is being developed in the style of high-density residential usage typical of this area of Clayton County. The proposed commuter rail line connecting Lovejoy with Downtown Atlanta, as yet unsigned by Governor Sonny Perdue, is expected to create increased demand for this high-density development near all the stops in Clayton and nearby Henry County.

Some of the conditions that need to be present for a successful town home development are high capacity road access, sewers and all other utilities, and a large enough property to allow the installation of community amenities such as pools, tennis courts, and playgrounds.



### 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

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### 6.4+/- Acres Commercial

Flint River Road being widened to three lanes, 663 feet frontage. 14,454 daily traffic units (2000). Available utilizes include sewer, water, electricity, natural gas, & DSL. Currently zoned GB.

**REDUCED!**

\$180,000

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### 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

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