

# Oconee County

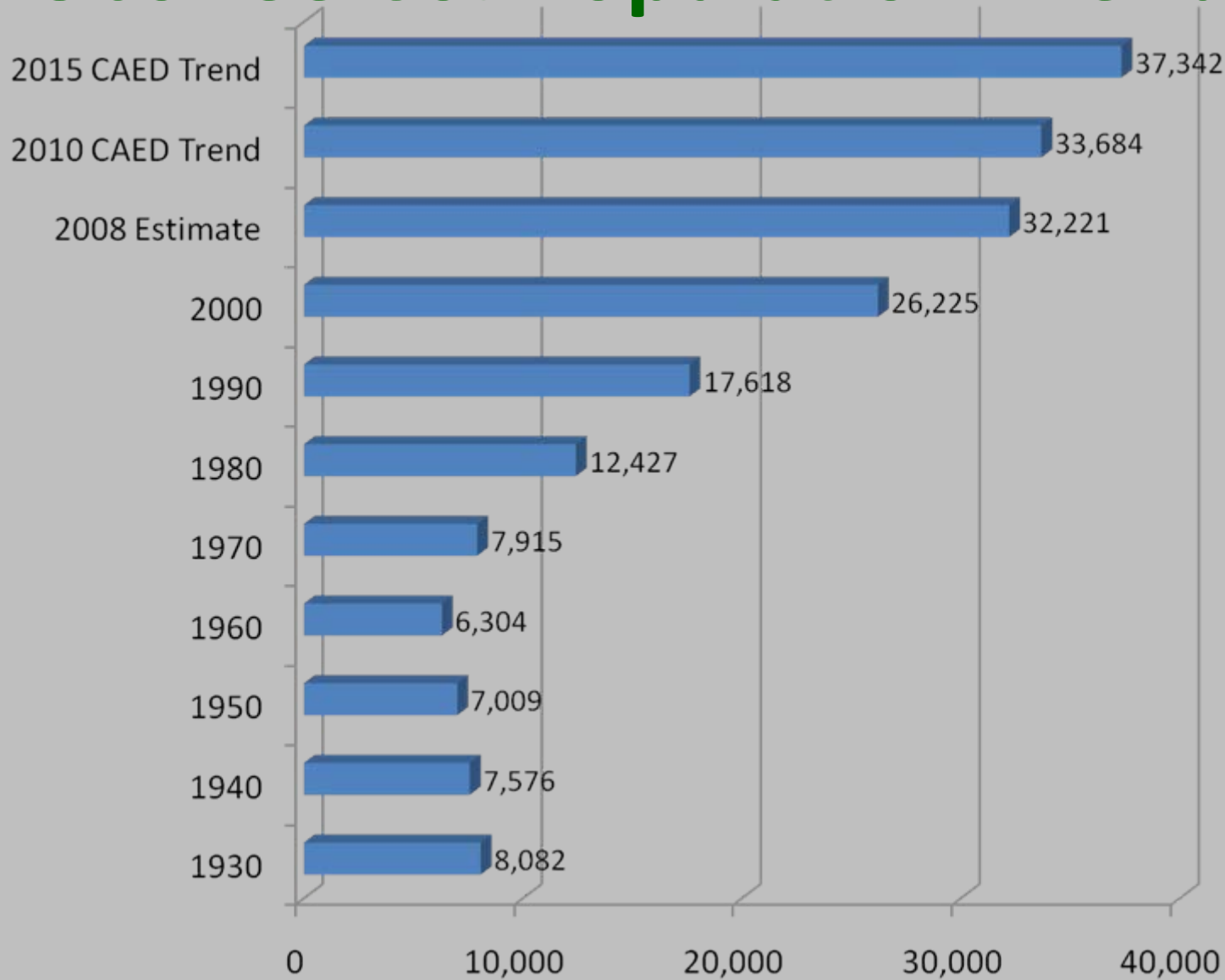


**REAL Estate SOLUTIONS:**

**Best Practices for Today's Housing Market**

**December 17, 2009**

# Oconee Co. Population Trend



Oconee County

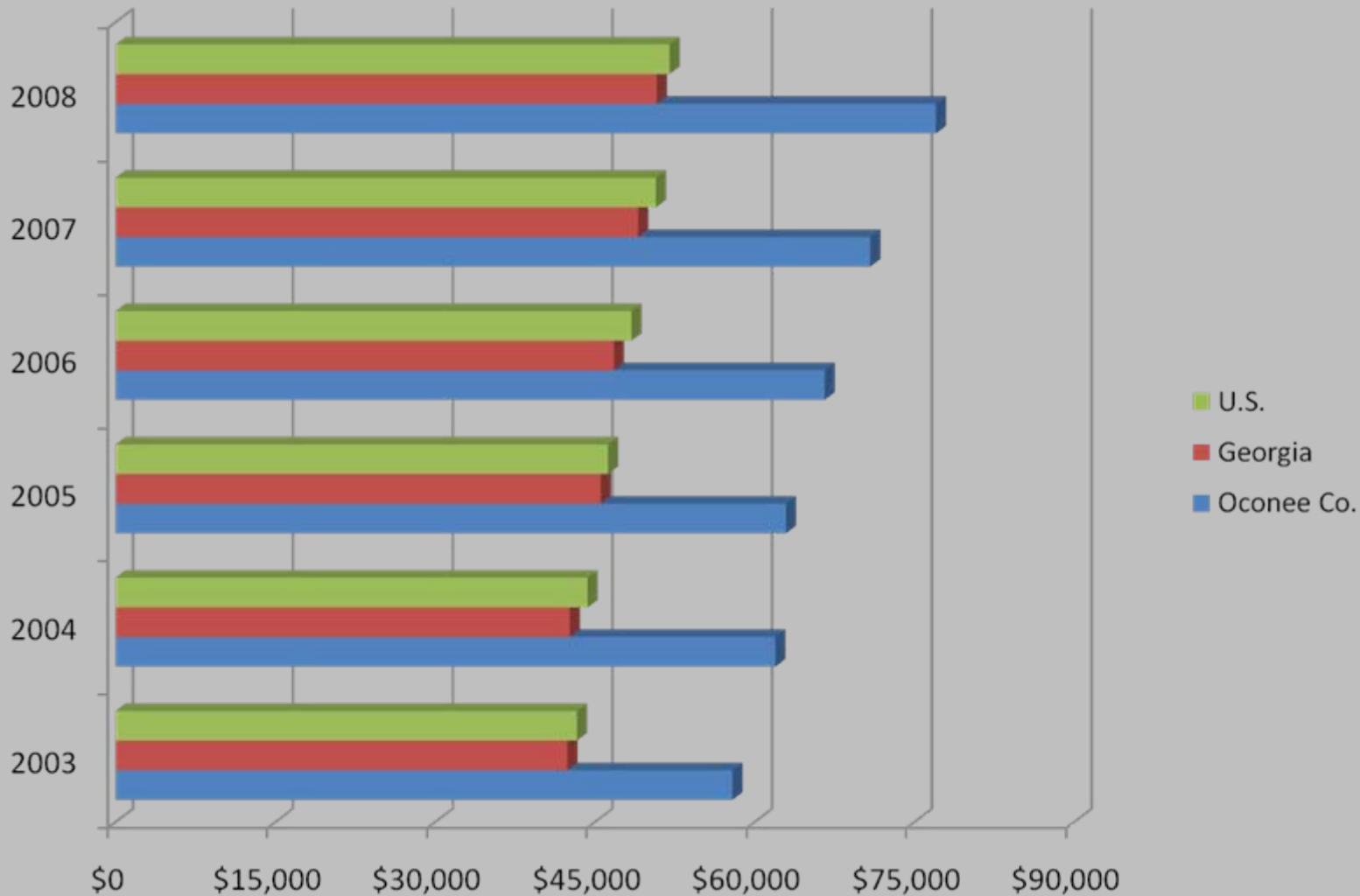
# Per Capita Income



Source: Decision Data

Oconee County

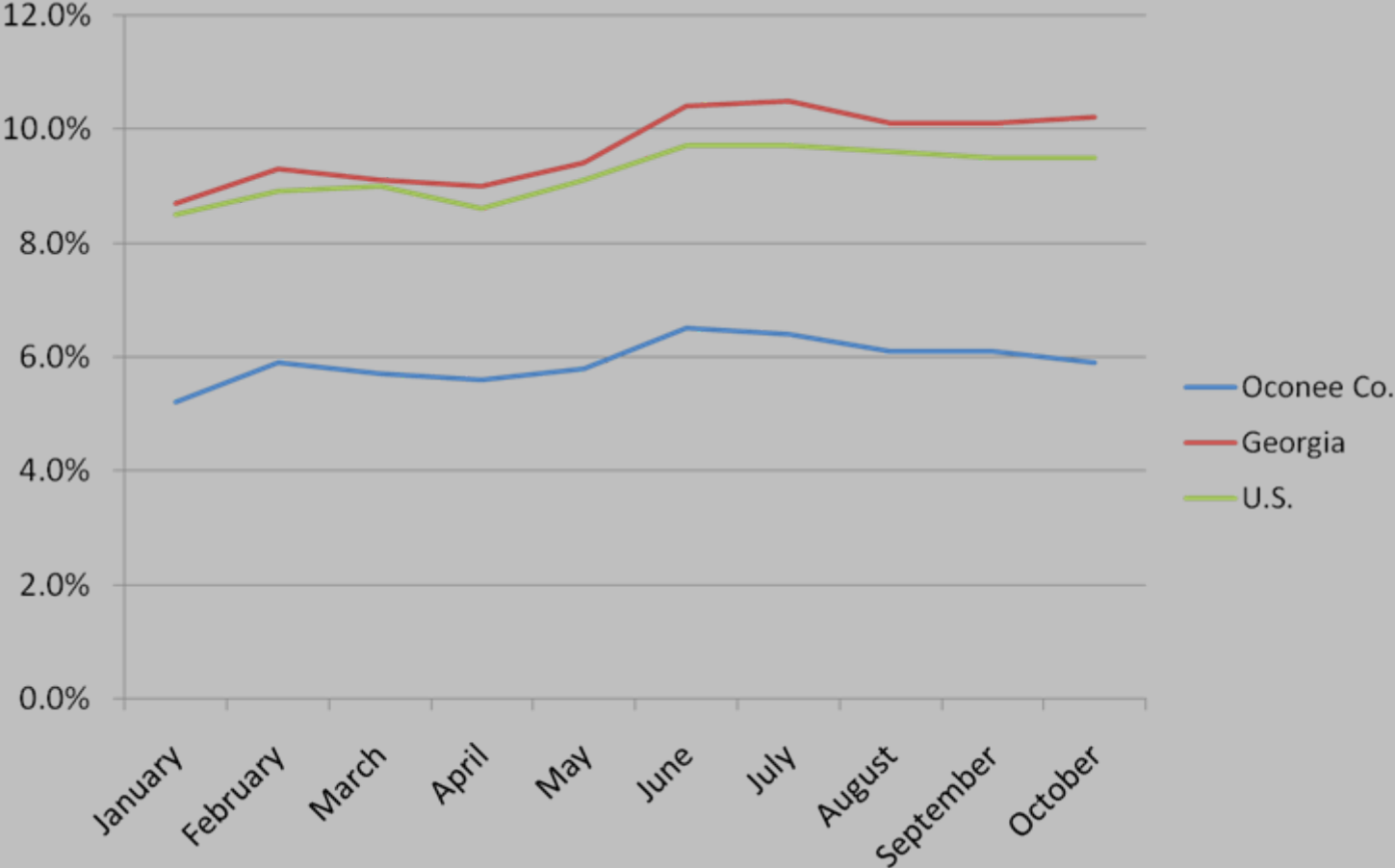
# Median Household Income



Oconee County

Source: Decision Data

# 2009 Unemployment Rates



Source: Georgia Dept. of Labor, Monthly Civilian

# Historical Trends for Improved Residential Sales

| Year | New Construction |              | Existing Construction |              |
|------|------------------|--------------|-----------------------|--------------|
|      | # of Sales       | Avg. \$/Sale | # of Sales            | Avg. \$/Sale |
| 2002 | 203              | \$260,779    | 346                   | \$209,146    |
| 2003 | 263              | \$274,926    | 361                   | \$208,915    |
| 2004 | 203              | \$330,198    | 330                   | \$229,337    |
| 2005 | 263              | \$315,062    | 427                   | \$255,861    |
| 2006 | 243              | \$355,517    | 458                   | \$266,158    |
| 2007 | 199              | \$382,152    | 350                   | \$255,770    |
| 2008 | 137              | \$370,452    | 207                   | \$269,004    |
| 2009 | 36               | \$361,717    | 195                   | \$272,056    |

Oconee County

# Improved Houses

|                                | 2006           | 2007           | 2008           | 2009<br>through 11/24 |
|--------------------------------|----------------|----------------|----------------|-----------------------|
| Total House Transfers          | 910            | 794            | 637            | 410                   |
| Fair Market Sales              | 701<br>(77.0%) | 549<br>(69.1%) | 344<br>(54.0%) | 212<br>(51.8%)        |
| Average House Sales            | \$297,134      | \$301,581      | \$309,406      | \$287,843             |
| Foreclosures                   | 24             | 25             | 57             | 29                    |
| Bank Sales                     | 20             | 18             | 47             | 56                    |
| Questionable Fair Market Sales | 54             | 65             | 61             | 41                    |
| Non-Fair Market Sales          | 28             | 36             | 36             | 30                    |

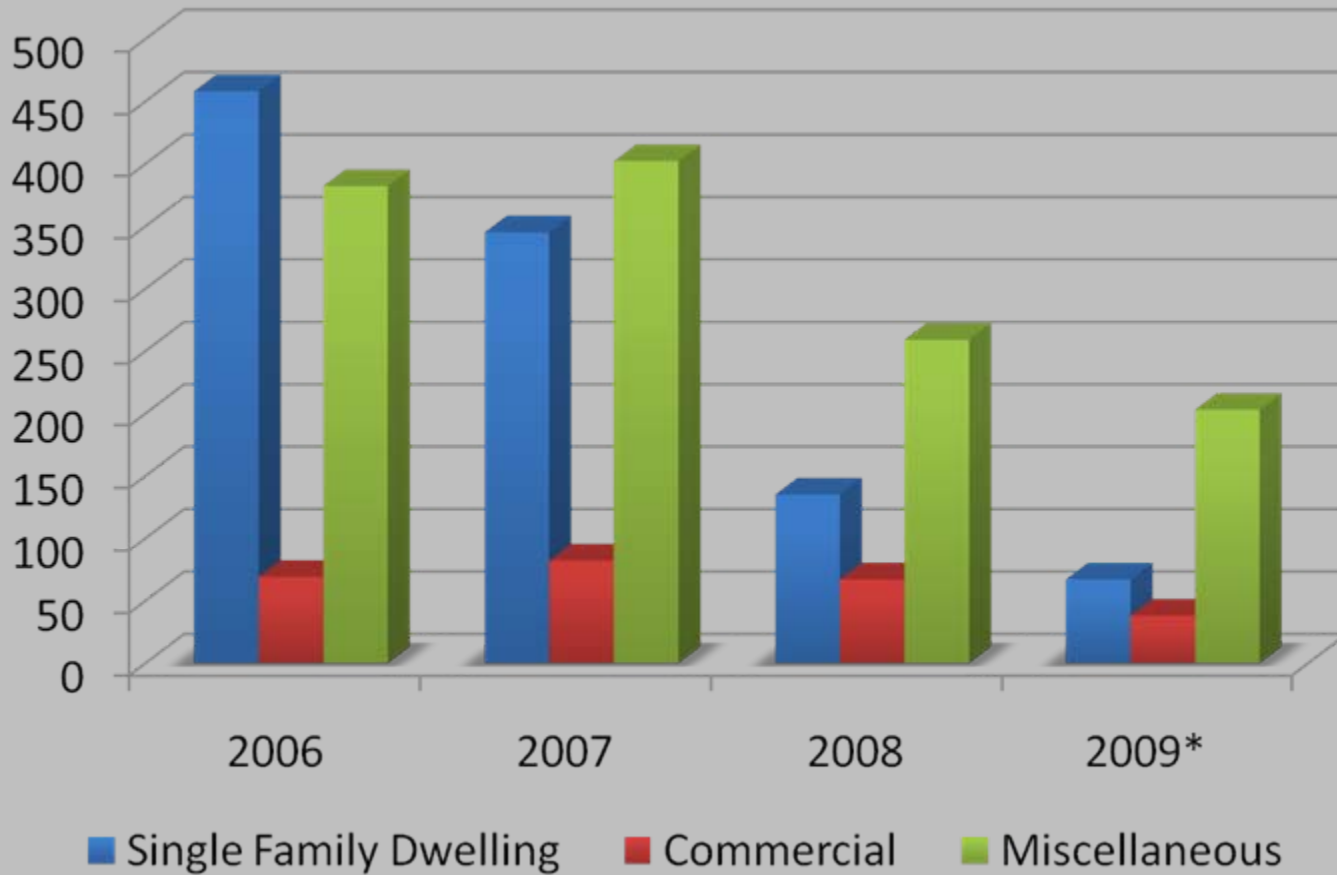
Oconee County

# Vacant Lots

|                                   | 2006           | 2007          | 2008          | 2009<br>through 11/24 |
|-----------------------------------|----------------|---------------|---------------|-----------------------|
| Total Lot Transfers               | 861            | 347           | 176           | 213                   |
| Fair Market Sales                 | 132<br>(15.3%) | 86<br>(24.8%) | 45<br>(25.6%) | 16<br>(7.5%)          |
| Average Lot Sales                 | \$110,504      | \$115,861     | \$102,512     | \$85,185              |
| Foreclosures                      | 2              | 2             | 71            | 121                   |
| Bank Sales                        | 0              | 0             | 0             | 11                    |
| Questionable Fair<br>Market Sales | 16             | 18            | 2             | 2                     |
| Non-Fair Market<br>Sales          | 7              | 5             | 1             | 1                     |
| Multiple Parcel Sales             | 642            | 177           | 48            | 48                    |

Oconee County

# Building Permits Issued



Oconee County

# Change in Digest Values

| Year                  | Gross Digest    | Change in Digest from Prior Year |
|-----------------------|-----------------|----------------------------------|
| 2006                  | \$1,540,047,381 | -                                |
| 2007                  | \$1,838,605,301 | 19.39%                           |
| 2008                  | \$2,003,895,254 | 8.99%                            |
| 2009                  | \$1,971,488,753 | -1.62%                           |
| Average Annual Change | \$ 143,813,791  | 8.92%                            |

# Oconee County, Georgia

