

ATLANTA
NEIGHBORHOOD
DEVELOPMENT
PARTNERSHIP, INC.

Responding to the Foreclosure Crisis

Analysis of Home Sales Prices
and Appraised Home Values in
High Foreclosure Rate Neighborhoods

FOURTH IN AN ONGOING SERIES
RELEASED MARCH 2010

Report Prepared by



***Analysis of Changes in Property Tax Values
from 2008 to 2009 in
High Foreclosure Rate Neighborhoods***

Commissioned by
Atlanta Neighborhood Development Partnership, Inc.

Prepared by
RCLCO (Robert Charles Lesser & Co.)

The mission of Atlanta Neighborhood Development Partnership, Inc. (ANDP) is to promote, create and preserve mixed income communities through direct development, lending, policy research and advocacy that result in the equitable distribution of affordable housing throughout the metropolitan Atlanta region. The organization has shifted its primary focus to addressing the impact of the foreclosure crisis on neighborhoods and their residents.

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Previous Reports:

Analysis of Changes in Property Tax Values from 2008 to 2009 in High Foreclosure Rate Neighborhoods.

Released February 2010

Download at www.andpi.org/taxreport3.pdf

Updated Analysis of Home Sales Prices and Appraised Home Values in High Foreclosure Rate Neighborhoods.

Released April 2009.

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Analysis of Home Sales Prices and Appraised Home Values in High Foreclosure Rate Neighborhoods

Released October 2008.

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Analysis of Home Sale Prices and Appraised Home Values in High Foreclosure Rate Neighborhoods

As one of the leading housing advocacy groups in metro Atlanta, the Atlanta Neighborhood Development Partnership (ANDP) has pursued policy initiatives to address its concerns about systemic property tax inequities and the resulting impact on low- and moderate-income homeowners. In 2008, ANDP, working with interested legislators, led a successful campaign to double the homestead exemption from \$15,000 to \$30,000 for the City of Atlanta and Fulton County. The effort required passage of state legislation and voter approval by ballot referendum. The homestead exemption, a tax provision that dates back to the Great Depression and was originally intended to protect the owners of modest, affordable homes from excessive taxes, had not kept pace with rapidly appreciating home prices in the late 1990s and early 2000s.

Building on its homestead policy work, ANDP next turned its attention to examining the relationship between home sale prices and home appraisal values in some of the metro area's most foreclosure-ridden neighborhoods. ANDP wants to ensure that, in light of the dramatic changes in the housing market, homeowners are being taxed on a fair appraised value of their home that accurately reflects true market conditions. ANDP initially hired RCLCO Real Estate Advisors in the fall of 2008 to perform an analysis of home sale prices and appraised values in the five-county core of metro Atlanta in order to determine if residents in high foreclosure neighborhoods would be overpaying their taxes with their next tax bills. Through that analysis, as well as a subsequent update in the spring of 2009, RCLCO found a significant projected overpayment of taxes in neighborhoods with the highest rates of foreclosure due to large gaps in recent sales prices compared to the appraised values of those homes. Additionally, the research showed that many of these hardest hit areas were also home to large concentrations of minorities and lower income households. With the severity of the home price drops already documented in neighborhoods throughout metro Atlanta, ANDP set out to see whether or not those drops in prices were accurately reflected in the home valuations conducted by tax assessors in 2009. In addition, the organization wanted to ensure that tax assessors were complying with important changes in state law, resulting from final passage of Senate Bill 55 in April, 2009, requiring the inclusion of foreclosed and bank-owned sales in the real property appraisal process. ANDP again partnered with RCLCO to analyze the actual changes

in county tax assessor appraised values from 2008 to 2009 to determine if the county assessor offices had changed values to the degree warranted by the price drops experienced in 2008 and also if those changes occurred in an equitable manner across various neighborhoods. That analysis found that county tax assessors did not lower values to the degree to which the drop in prices suggest would be warranted, especially in the neighborhoods with the highest rates of foreclosure. Homeowners in the 15 metro neighborhoods with some of the highest rates of foreclosure made up 41% of the metro overpayment, yet only account for roughly 15% of the tax digest.

As the real estate market continued to deteriorate through 2009 and assessors lagged in their response to dropping values, ANDP is seeking to update the analysis of home sale prices and home appraised values with the most recent home sales data from the second half of 2009. With the research on this topic going back to late 2008, there is ample documentation of the relative overpayment homeowners in high-foreclosure neighborhoods are experiencing compared to homeowners in more stable neighborhoods. ANDP is committed to ensuring an equitable taxation of metro Atlanta homeowners.

SUMMARY OF FINDINGS

The most recent study has found an overall widening gap between actual home sale prices and county tax assessor appraised values across the metro Atlanta core. Whereas the potential 2009 property tax overpayment found at this time last year was roughly \$367 million, that figure has increased to a \$420 million potential overpayment in 2010 if assessors do not drastically change values. This increase in potential overpayment is due primarily to the deterioration of home prices in Gwinnett and Cobb counties, which had been weathering the real estate storm comparatively well in the time periods covered by the previous reports. Although a large gap now exists between sale prices and appraised values in nearly all metro Atlanta neighborhoods, that gap continues to be significantly larger in the areas hardest hit by foreclosures. Homeowners in the 15 zip codes most at risk for foreclosures make up only 21% of metrowide homeowners but account for over 30% of the total potential overpayment of property taxes. Although this is an improvement of the 41% share found in the actual overpayment for 2009, as found in the February 2009 study "Analysis of Changes in Property Tax Values from 2008 to 2009 in High Foreclosure Rate Neighborhoods", it demonstrates that adjustments made to date have not been adequate and at risk neighborhoods continue to bear more than their fair share of the overall tax burden. Despite the comparative percentage improvement for high-foreclosure neighborhoods, the number that truly matters, the dollar amount, has increased from an actual average overpayment of \$491 in 2009 to an average potential 2010 overpayment of \$753 if values are not realigned. The \$753 average potential overpayment in high foreclosure neighborhoods is much larger than the \$524 average found for the five county metro area as a whole and is significantly greater than the \$224 average potential overpayment found in the five most stable (lowest foreclosure) zip codes.

Further highlighting these inequalities, the study found that homeowners in these high foreclosure neighborhoods are projected to pay 81% more in property taxes based on inflated appraised values when compared to what the tax bills would be if based on actual sales prices. That same figure is only 27% for the five counties overall, and a mere 1% for the zip codes with the lowest foreclosure rates.

Despite local government revenue shortfalls, county tax assessors must act independently to set property values to ensure fairness across the digest. After a level playing field is achieved, local government officials must determine the millage rate required to meet critical local needs. If assessments are not adjusted to market values in vulnerable, high-foreclosure neighborhoods, these neighborhoods will continue to suffer from disinvestment leading to further erosion of the tax base.

METHODOLOGY

The primary focus of this study was to compare the sales prices of homes sold in 2009 to the appraised value from county tax assessors of those homes in 2009. Home sales data for the second half of 2009 was obtained from the First Multiple Listing Service (FMLS) to generate a data-

set of properties to analyze. Sales data were collected for each of the five core counties in metro Atlanta, the three zip codes with the highest foreclosure scores in each county, and the one zip code in each county with the lowest foreclosure score. Foreclosure scores figures were obtained using the Foreclosure Needs Score, which is produced by the Local Initiatives Support Council. For each sales record, the 2009 county appraised value was obtained from the county tax assessor website. 2009 appraised values were then used to generate property tax amounts, and those amounts were then compared to property tax amounts based on the sales prices for each home sale record. These tax values were then compared to determine a potential under or overpayment of property taxes. For each geography of analysis, an average over- or underpayment was calculated and used to generate an aggregate potential overpayment figure. A full description of the study methodology can be found at the end of this report. The following sections will discuss the results of the study more in-depth, as displayed later in this report within Table 1.

RESULTS: COBB COUNTY

Previous studies showed that most areas in Cobb County have seen home prices hold up relatively well. Unfortunately, the latest analysis shows that is no longer the case. In 2009, the average home in Cobb sold for 84 cents on the dollar, a significant drop when compared with the 91 cents found a year prior. In the three zip codes most at risk for foreclosures, the gap was even larger with the average home selling for only 77 cents on the dollar. This translates to larger potential overpayments of property taxes in these areas when compared to the county overall. For example, zip code 30168 (Austell) reported an average potential overpayment of \$529, which is significantly larger than the Cobb County average of \$344. However, the gap is even greater when the areas most affected by foreclosures are compared to the areas least affected. Zip code 30068 (Marietta) had the lowest foreclosure needs score in Cobb County and homes in this zip code sold an average of 102% of appraised value in the second half of 2009. This means that the projected tax bills in this zip code are roughly appropriate for what homes are selling for and there is no total potential overpayment of taxes. The inequalities in tax bills between high and low foreclosure neighborhoods demonstrates the need for a conscientious approach to revaluing homes in 2010 to correct this imbalance.

RESULTS: GWINNETT COUNTY

Similar to Cobb County, Gwinnett County can no longer claim to be weathering the real estate storm with little home value depreciation. A year ago, the average home in Gwinnett was selling for 89 cents on the dollar, just behind top-performing Cobb County. However, this analysis has found that modestly healthy figure has dropped significantly in the past year to only 80 cents on the dollar, which is the largest drop found among the five counties studied. Furthermore, the gap between high foreclosure neighborhoods and more stable neighborhoods has widened. Homes in high foreclo-

sure neighborhoods are now selling, on average, for a mere 70 cents on the dollar, leading to an average potential overpayment in those areas that is approximately \$130 greater than that found in Gwinnett County overall. As found in many of the other counties studied, some specific zip codes were even worse. Zip code 30039 (Snellville), for example, registered an average potential overpayment that was nearly \$250 greater than the county average. Furthermore, the zip code with the lowest foreclosure score in the County (30092, Norcross) saw homes sell for 89 cents on the dollar, which is better than the 80-cent county average, leading to a smaller potential overpayment when compared to the County average.

Previous research demonstrated that in 2009 Gwinnett County not only lowered appraised values too little, the assessor did not take into account the fact that values were falling faster in high foreclosure neighborhoods, and slower in low foreclosure neighborhoods. The severity in price drops in certain areas of Gwinnett, and the corresponding overtaxation that occurs relative to more stable neighborhoods, should be addressed by the Gwinnett assessor in 2010.

RESULTS: CLAYTON COUNTY

Clayton County continues to post the largest gap between sales prices and appraised values of the five counties studied. The median sales price in the second half of 2009 was only \$34,000 for Clayton County. Overall, homes sold for an average of 46 cents on the dollar in Clayton, a slight drop from the 2009 average of 52 cents. While the appraised values of homes fell slightly in Clayton County due to countywide reductions, those reductions were certainly not enough to make up for the price declines experienced in 2008, which means the added pricing drops experienced in 2009 will only compound the problem. As found in prior studies in 2008 and 2009, the foreclosure crisis is so widespread in Clayton County that there is no major difference between the county overall and the three zip codes with the worst foreclosure scores, or even the zip code with the lowest foreclosure score. In order to restore transparency in the property appraisal process, Clayton County will need to take a hard look at their overall property appraisal and taxation assumptions and methodology.

RESULTS: DEKALB COUNTY

DeKalb County has essentially “treaded water” for the past year, with the gap between home sale prices and appraised values remaining virtually the same, due to both a slight decrease in sale prices as well as a slight decrease in appraised values. This analysis found homes selling for an average of 79 cents on the dollar, compared with 82 cents a year ago. The same holds true for the zip codes most at risk for foreclosures, as there was not much change over the past year. However, the gap is still significantly larger in these high foreclosure zip codes, with homes selling on average for only 59 cents on the dollar. The projected 2010 overpayment of property taxes is over \$300 greater, on average, in these zip codes compared to the county overall. The zip codes with the lowest foreclosure scores saw homes sell for

very close to appraised value (96 cents on the dollar), showing that on average residents in these more stable areas are being taxed on roughly the correct home value. As was the case in both Cobb and Gwinnett counties, this analysis continues to demonstrate that high foreclosure neighborhoods are being overtaxed relative to more stable neighborhoods.

RESULTS: FULTON COUNTY

Contrary to the findings in the other four counties studied, the gap between sale prices and appraised values has narrowed markedly over the past year in Fulton County. Whereas homes were selling for only 69 cents on the dollar a year ago, that figure has improved to 76 cents on the dollar in this analysis. This improvement is due to both an increase in the sales prices of homes in Fulton County (median sale price in the second half 2009 of \$155,000 compared to \$142,000 for the same period in 2008), as well as a decrease in appraised values thanks to the lowering of values by the County. While this is movement in the right direction, the potential overpayment of taxes by homeowners in high foreclosure neighborhoods of Fulton County is still the largest of the five counties studied. In the three high foreclosure zip codes studied, homes sold for only 54 cents on the dollar on average, leading to an average potential overpayment that was more than \$400 greater than the county average. In certain zip codes the discrepancy continues to be even more dramatic, with 30310 (southwest Atlanta) again providing the best example. Homes here sold on average at only 36 cents on the dollar, leading to an average potential overpayment nearly \$700 greater than that found for the county. Homeowners in this zip code are projected to overpay their taxes by 322% when comparing the median tax bill for the zip code (based on 2009 appraised values) to the market adjusted median tax bill (based on actual sales prices). It is important to note though, that a year ago homes in this zip code were selling for an average of 21 cents on the dollar, so even the worst zip codes in Fulton have seen some improvement over the past year.

Interestingly, the zip code with the lowest foreclosure score in the County (30306, Northeast Atlanta) saw sale prices exceed appraised values by an average of 106%, leading to a modest underpayment of property taxes. As this analysis demonstrates, Fulton County experiences a wild swing in potential overpayments of nearly \$1,800 between the most hard-hit neighborhood and most stable neighborhood, highlighting the need for significant revaluations across the County in 2010.

IMPLICATIONS FOR HOMEOWNERS AND COUNTY TAX ASSESSORS

The research continues to point to vast inequalities in property appraisals across metro Atlanta, with the neighborhoods with the highest rates of foreclosures experiencing the largest gaps between sales prices and appraised values. This is leading to significant overpayments of property taxes in high foreclosure areas relative to more stable neighborhoods. With a high rate of foreclosure often comes increased crime, blight, and an overall destabilization of neighborhoods. As if

these factors were not enough to curtail reinvestment, overcharging homeowners through inflated property taxes is exacerbating the problem these neighborhoods are facing.

Previous research by ANDP and RCLCO found that in some cases, particularly in Fulton and DeKalb counties, the county tax assessor's offices have responded to the super-inflated appraised values in high foreclosure neighborhoods by lowering values in 2009 more in these neighborhoods than in the county overall. However, the previous research showed that even in the best cases, values were not lowered enough to account for the massive drops in sales prices these neighborhoods have seen. To make matters worse, the situation has only worsened with continued sales price declines in 2009, leading to even larger inequalities that must be addressed in 2010.

It would be inaccurate to charge a person making \$25,000 a year an income tax as if they were making \$100,000. The same holds true for charging property taxes on a neighborhood where homes have sold for an average of \$25,000 as if the homes were worth \$100,000. The massive reappraisals needed in 2010 is a daunting task for county governments, but one that is necessary in order to help the neighborhoods most affected by this real estate crisis be taxed in a fair manner.

FULL METHODOLOGY DESCRIPTION

PHASE 1: IDENTIFIED HIGH FORECLOSURE NEIGHBORHOODS

The first step in this analysis was to identify the geographies that are considered to have a high and low risk of foreclosures in the five-county study area (Clayton, Cobb, DeKalb, Fulton, and Gwinnett Counties). This was established using the Foreclosure Needs Score, which is produced by the Local Initiatives Support Council. This score produces a relative "needs index" for every zip code in a state based on several factors related to foreclosures (e.g. foreclosure rate, vacancy rate, prevalence of subprime loans, etc.). Within each county, the three zip codes with the highest foreclosure scores and the one zip code with the lowest score were isolated. In some cases, more than one zip code was selected with the lowest foreclosure needs score in order to create a large enough sample size for study (this was not an issue with the zip codes with the highest scores).

Next, ANDP obtained home sales data (closings) from the FMLS service for all residential for-sale product in the second half of 2009 for the five-county study area. Home sales in each of the zip codes of study were then isolated. In cases where the number of sales in a zip code exceeded 100, a random sample of 100 sales was taken. Additionally, a control group was established in each county by randomly selecting 100 sales from the entire set of sales data for each county. The control group is necessary in order to place the analysis of zip codes in the context of the broader market trends in the respective county overall.

It is important to note that FMLS data was utilized because it represents arms-length transactions. Auction sales of foreclosed properties on courthouse steps are therefore

not included. Use of FMLS data somewhat mitigates the extreme effect auctioned properties could have on median home sales values in these geographies.

PHASE 2: COMPARED HOME SALE PRICES TO HOME APPRAISAL VALUES

To match home sale prices with appraised values, we utilized the county tax assessor's offices online databases to look-up appraisal information for the specific addresses provided in the home sales data gathered in phase one. We conducted this analysis across the desired geographies (zip codes and control groups). Once all the appraisal information was entered, the difference between sales price and assessed value was calculated. This was accomplished by dividing the home sale price by the appraised value for each sale record. A ratio of less than 100% means that the home sale price is less than home appraisal value. A value of greater than 100% means that home sale price is higher than the home appraisal value. For each geography, the median of those ratios was then calculated to yield the overall median ratio for that geography.

A test of statistical significance was performed for each geography to determine if the ratio of sales price to appraised value was different from the county-wide control group. A Mann-Whitney test with a confidence level of 95% was performed on the ratio of sales prices to appraised values as compared to the same ratio for the control group. This test analyzes the ratio of sales price to appraised value for the individual records in a given geography and compares the ratio to the same metric for the respective county control group. The test then calculates the probability that there is in fact a difference between the geography and the county control group. For any geography where the test was positive, it can be interpreted that RCLCO is 95% confident that the ratio of sales price to appraised value is different than the ratio for the county control group.

PHASE THREE: CALCULATED TAX UNDER/OVERPAYMENT

The final step of the analysis was to determine the amount of potential tax under/overpayment in the geographies based on the established differences in demonstrated home sale prices and county tax assessor appraised values.

First, the millage rate for each geography was determined in order to calculate the amount of taxes a property would pay. In geographies that contained multiple jurisdictions, the millage rate for the jurisdiction that encompassed the most area in the geography was used. Table 3 displays the millage rates used. Please note that the projected tax bills calculated in this study do not take into account any type of exemptions that homeowners generally receive. Also note that DeKalb County provides rebates of county taxes to homeowners, funded by the Homestead Option Sales Tax, or HOST. The rebate varies based on the sales tax collections and the extent to which the county relies on HOST for capital improvements. This study does not reflect potential HOST funded rebates which may overestimate the actual potential for overpayment.

Next, utilizing the same FMLS home sales data for each geography from phases one and two, an estimated property tax was calculated for each home sale record based on two values of the home: home sale price (sales price property tax) and appraised value (appraised value property tax). Sales price property tax was then subtracted from appraised value property tax for each record, yielding the under/overpayment for that property. The average (mean) under/overpayment was then calculated. A positive value indicates overpayment, whereas a negative value indicates underpayment.

To estimate the total under/overpayment in a given geography, it was necessary to estimate the number of residential properties that are in an ownership situation. RCLCO utilized 2009 estimates of the total number of owner occupied housing units from Nielsen Claritas Inc for each geography of analysis. Then, RCLCO calculated the total under/overpayment by multiplying the average (mean) under/overpayment by the estimated total number owner occupied housing units.

Finally, data for several demographic variables were collected for the geographies of analysis to place the results in a socioeconomic context. This demographic data was provided using 2009 data from Nielsen Claritas Inc.

JURISDICTION	MILLAGE RATE
Clayton - Unincorporated	35.59
Cobb - Unincorporated	28.75
DeKalb - Unincorporated	33.69
Fulton - Atlanta	44.17
Fulton - Unincorporated ¹	37.24
Gwinnett -Unincorporated	34.05

¹ Blended average of City of Atlanta, Unincorporated North Fulton, and Unincorporated South Fulton.

Source: Georgia Department of Revenue, 2009 Millage Rate Table.

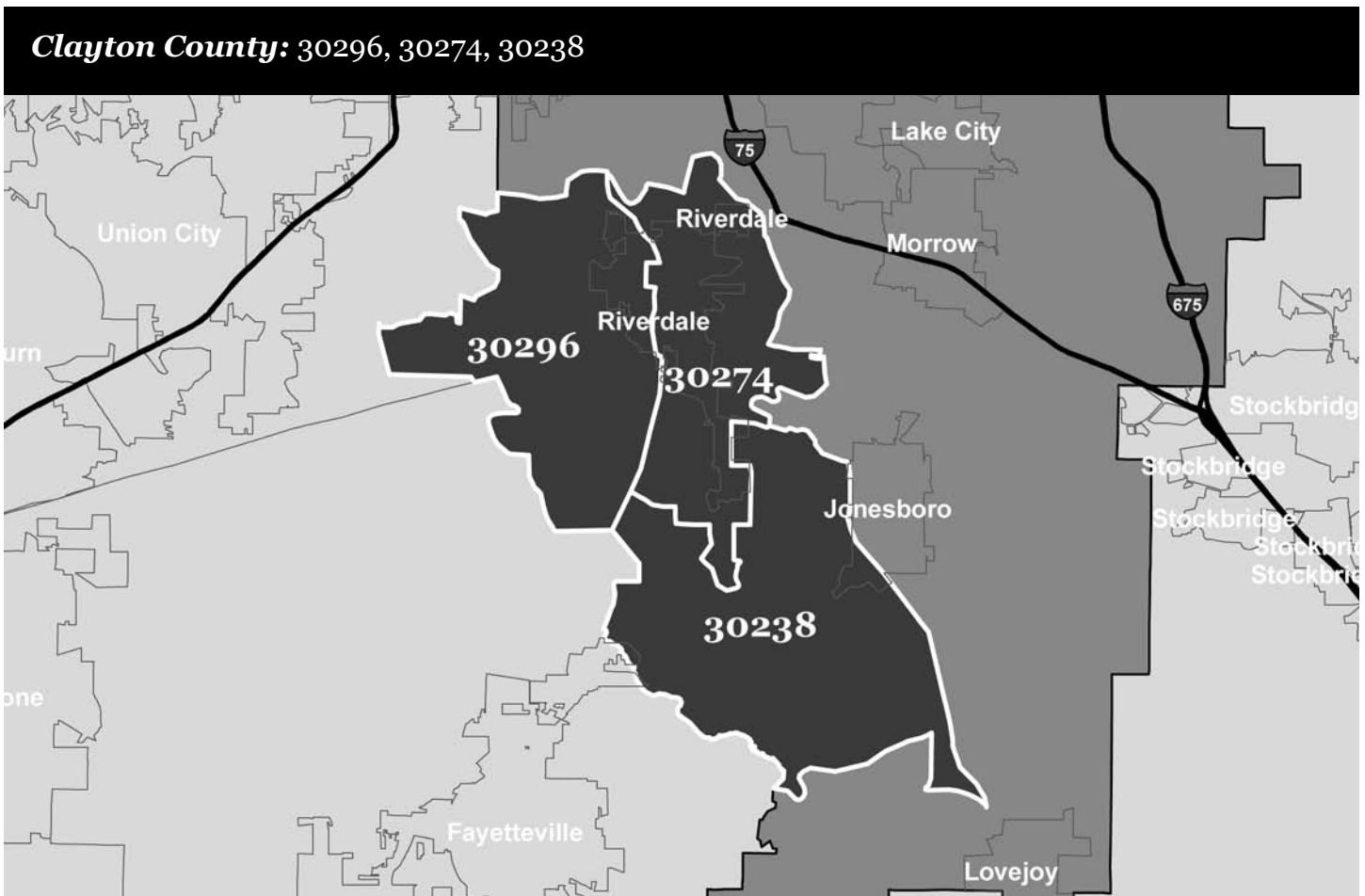


TABLE 1-Summary of Analysis-Based on Homes Sold in the Second Half of 2009

	Median Sales Price, 2009	Median Appraised Value, 2009	Ratio of Sales Price to Appraised Value, 2009	Average Potential Over/Under Payment of Property Taxes	Total Potential Overpayment of Property Taxes	Race (% White)	Median Household Income	% With College Degree
CLAYTON								
High Foreclosure Zip Code(s) ¹								
30238	\$33,950	\$104,725	43%	\$865	\$8,825,817	28%	\$47,453	17%
30274	\$31,778	\$104,056	36%	\$968	\$6,567,753	19%	\$40,709	15%
30296	\$44,000	\$125,752	43%	\$1,033	\$7,146,985	16%	\$49,819	22%
3 Zip Total	\$35,000	\$110,241	41%	\$943	\$22,540,555	22%	\$45,594	18%
Low Foreclosure Zip Code(s) ¹								
30288, 30260, 30297	\$30,125	\$95,878	37%	\$876	\$9,694,268	31%	\$38,464	10%
Countywide								
Control	\$40,500	\$112,937	46%	\$856	\$50,151,650	29%	\$44,586	17%

COBB								
High Foreclosure Zip Code(s) ¹								
30127	\$166,000	\$177,835	83%	\$361	\$6,863,434	61%	\$72,879	29%
30168	\$66,200	\$133,620	65%	\$529	\$2,576,801	27%	\$42,688	19%
30106	\$110,000	\$148,360	67%	\$483	\$2,707,066	45%	\$51,962	20%
3 Zip Total	\$107,000	\$145,740	77%	\$412	\$12,147,301	50%	\$59,725	25%
Low Foreclosure Zip Code(s) ¹								
30068	\$295,000	\$284,800	102%	-\$45	-\$474,769	85%	\$94,766	62%
Countywide								
Control	\$168,500	\$193,705	84%	\$344	\$62,493,948	64%	\$66,187	39%

DEKALB								
High Foreclosure Zip Code(s) ¹								
30058	\$59,950	\$111,350	55%	\$759	\$11,352,128	10%	\$51,273	29%
30294	\$88,250	\$133,050	63%	\$735	\$8,217,861	18%	\$59,379	21%
30038	\$65,000	\$122,900	60%	\$727	\$8,137,120	11%	\$57,704	31%
3 Zip Total	\$72,950	\$123,850	59%	\$742	\$27,707,108	13%	\$55,700	27%
Low Foreclosure Zip Code(s) ¹								
30346, 30002, 30329	\$240,000	\$251,300	96%	\$145	\$679,789	63%	\$51,863	51%
Countywide								
Control	\$132,950	\$164,150	79%	\$432	\$70,892,795	35%	\$54,227	36%

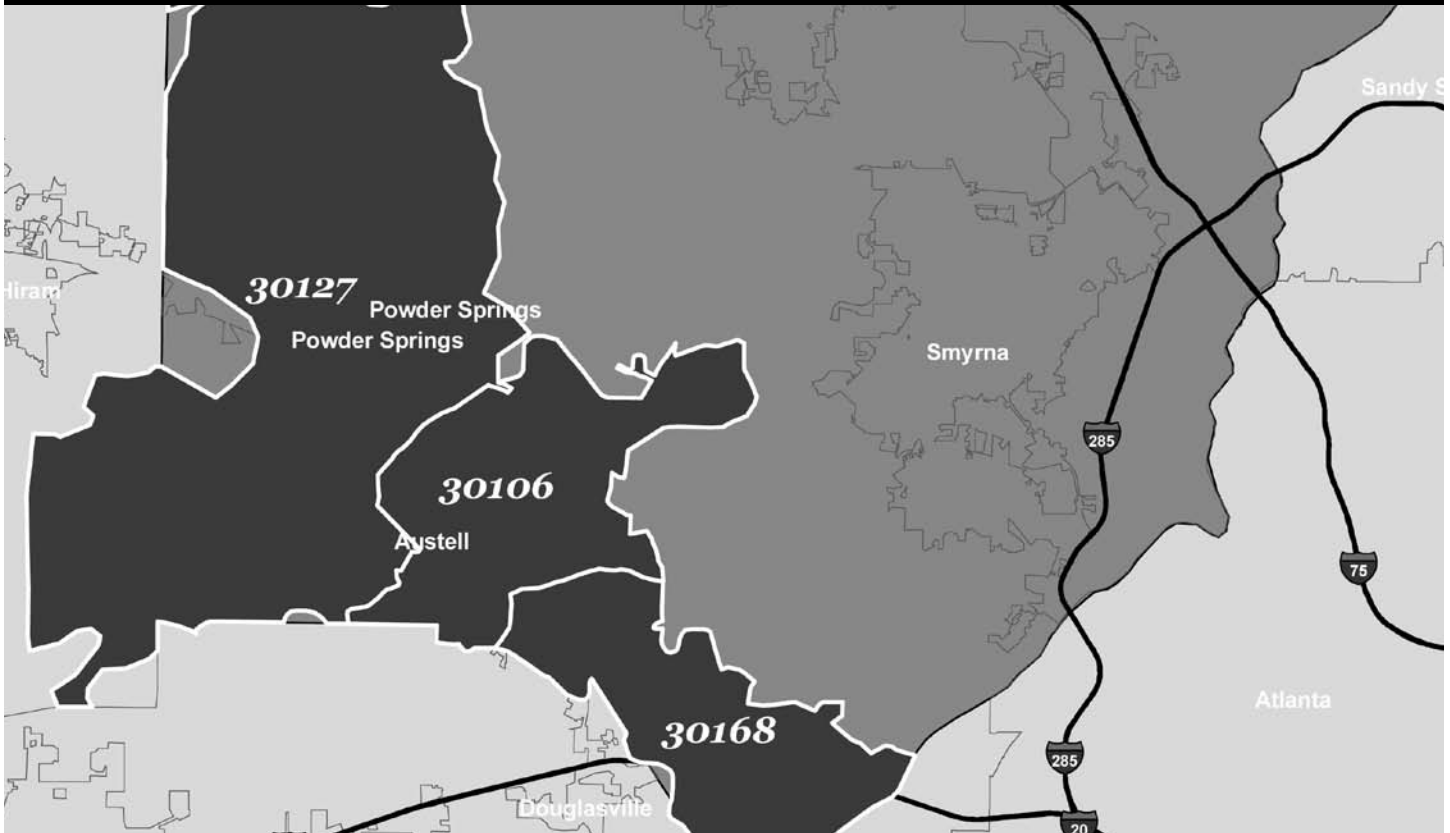
TABLE 1-Continued

	Median Sales Price, 2009	Median Appraised Value, 2009	Ratio of Sales Price to Appraised Value, 2009	Average Potential Over/Under Payment of Property Taxes	Total Potential Overpayment of Property Taxes	Race (% White)	Median Household Income	% With College Degree
FULTON								
High Foreclosure Zip Code(s) ¹								
30349	\$67,200	\$141,950	56%	\$842	\$11,351,838	11%	\$45,314	24%
30331	\$107,323	\$156,800	57%	\$1,149	\$14,842,572	5%	\$47,272	27%
30310	\$24,700	\$104,950	36%	\$1,304	\$7,458,976	5%	\$29,210	11%
3 Zip Total	\$49,200	\$121,550	53%	\$1,048	\$33,653,385	7%	\$42,181	22%
Low Foreclosure Zip Code(s) ¹								
30306	\$410,250	\$387,200	107%	-\$473	-\$2,843,994	91%	\$77,977	74%
Countywide								
Control	\$155,00	\$191,500	76%	\$634	\$132,753,719	47%	\$59,144	41%
GWINNETT								
High Foreclosure Zip Code(s) ¹								
30045	\$134,950	\$170,150	74%	\$669	\$10,617,307	61%	\$58,337	24%
30039	\$116,450	\$153,750	64%	\$797	\$10,014,251	56%	\$66,068	31%
30044	\$110,000	\$150,750	71%	\$620	\$13,009,921	47%	\$61,715	34%
3 Zip Total	\$119,950	\$156,900	70%	\$681	\$33,641,480	53%	\$61,611	30%
Low Foreclosure Zip Code(s) ¹								
30092	\$227,750	\$228,200	89%	\$272	\$2,121,359	50%	\$62,872	51%
Countywide								
Control	\$148,350	\$183,550	80%	\$550	\$113,400,694	59%	\$65,090	34%
TOTAL								
High Foreclosure Zips	\$76,900	\$131,860	62%	\$753	\$129,689,829			
Low Foreclosure Zips	\$233,000	\$242,800	82%	\$228	\$9,176,653			
Control	\$126,950	\$160,650	77%	\$524	\$429,692,805			

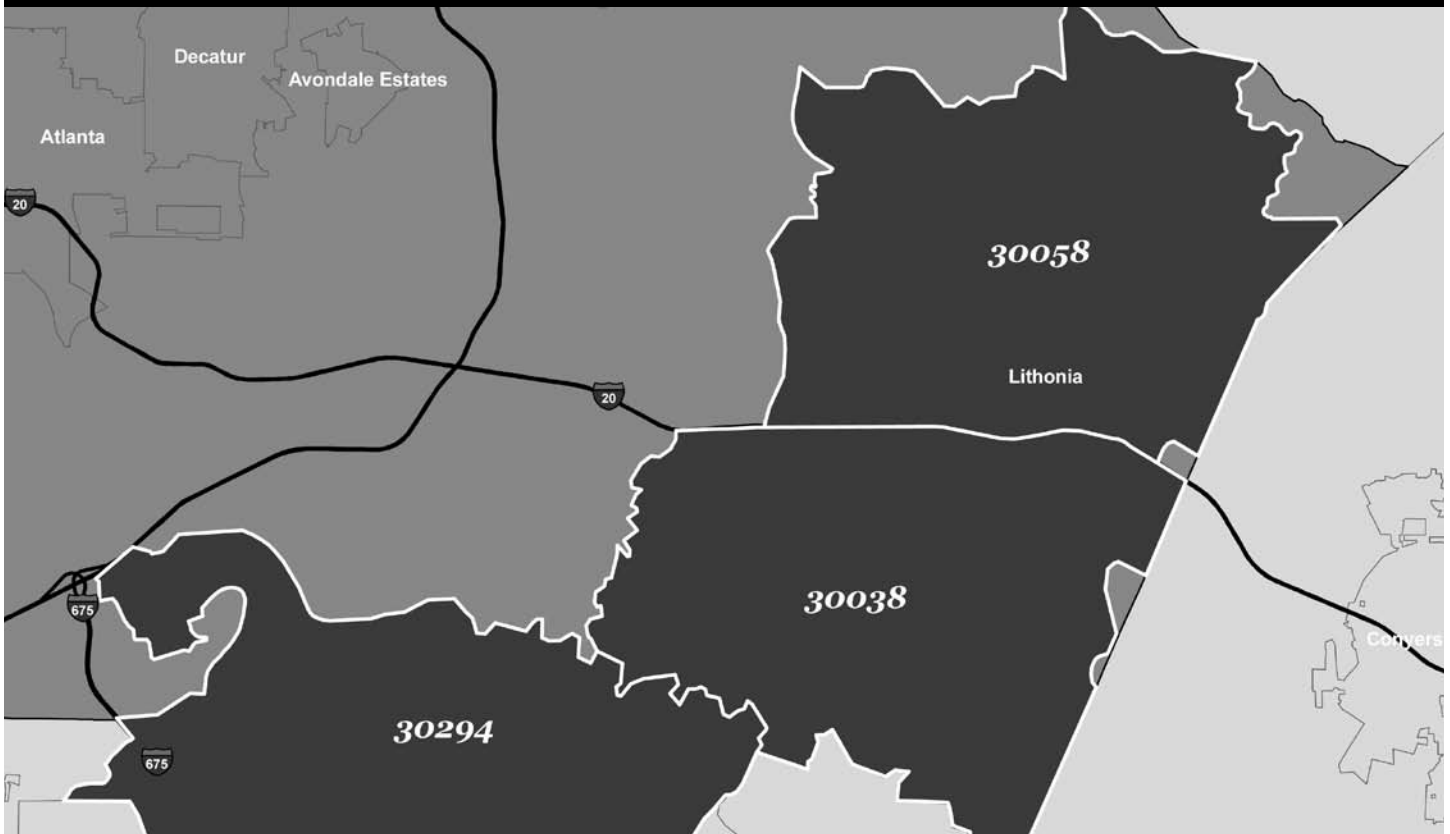
¹ Zip codes chose using LISC Foreclosure Needs Index. For low foreclosure zip code(s), in some cases more than one was used to ensure adequate sample size. See methodology section for more details.

NOTE: Potential overpayment values are NOT actual values as the 2010 tax values have not been set yet by county tax assessor offices and are to be used only to demonstrate the relative levels of overpayment based on sales activity in the second half of 2009.

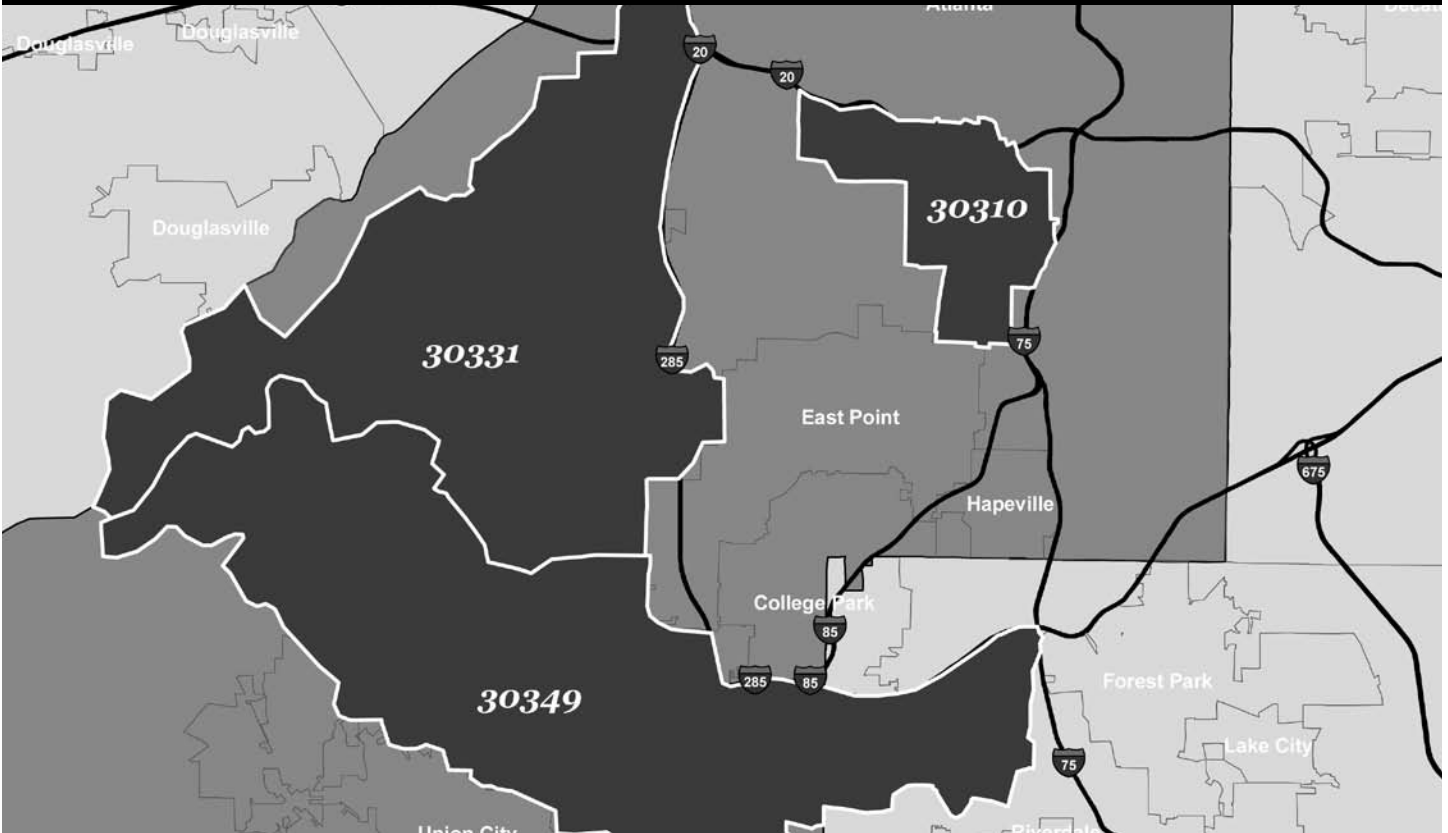
Cobb County: 30106, 30127, 30168



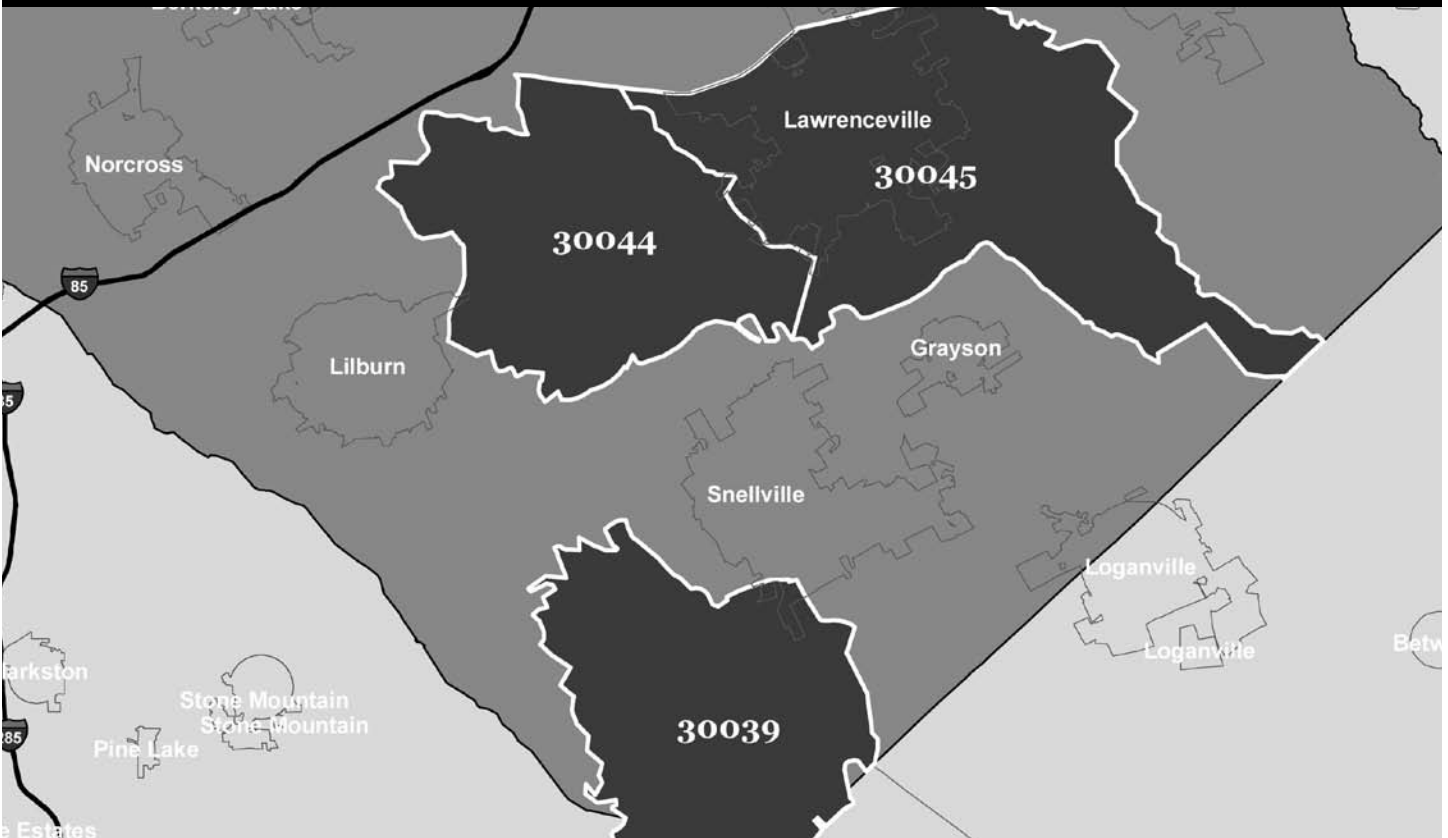
DeKalb County: 30038, 30058, 30294



Fulton County: 30310, 30331, 30349



Gwinnett County: 30039, 30044, 30045





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