



Your BestLivingAtlanta® Newsletter

Spring 2017

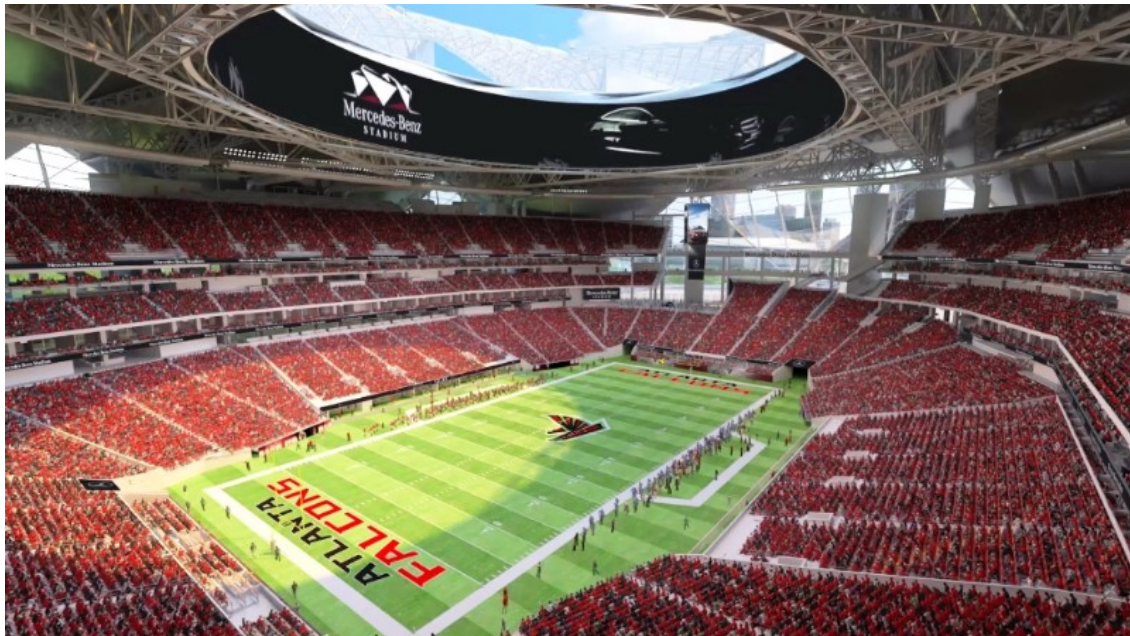
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THE FALCONS' NEW HOME



As Falcons fans, we are still collectively smarting from a tough Super Bowl loss just a month ago. But the pride we feel for the team's successful season remains and the excitement for the move into the new Mercedes-Benz Stadium (MBS) this fall is heightening. And our NFC champions are not the only draw to the technological marvel that will be their new home. Beginning in August, the

Atlanta United FC MLS team will also call MBS home and this college football-crazy town will have four big games here next year - two Chick-fil-A Kickoff games, the SEC Championship, plus the 2018 National Championship game. Then the 2019 Super Bowl rolls into town! It is pretty hard not to get excited.

But as with all new stadium projects, the cost/benefit equation for the community beyond sports and entertainment is somewhat more complex. Success is measured differently across various constituent groups. There are many compelling arguments for and against such large and expensive projects - particularly when there is public financing involved (which is almost always the case.) One important question is what will be the impact on the surrounding neighborhoods as a result of the new stadium? Both the Georgia Dome and Turner Field had relatively little success in improving the local communities.

It is clear that Arthur Blank, Falcons management, and civic leaders are taking a more thoughtful and strategic approach to the project beyond just the venue itself. Combined with new plans for GSU's nearby Turner Field redevelopment, there is a good bit of optimism that the south side of Atlanta is poised for the kind of positive, impactful development we have seen elsewhere in town.

GREAT NEIGHBORHOODS

MORNINGSIDE / LENOX PARK



Even the name brings a smile. Winding streets with unique homes in the heart of Atlanta makes the Morningside community a consistent best seller in Atlanta real estate. People love access to Piedmont Park and the Beltline. Home prices here range from \$400K to \$2.5 million with the 2016 median being \$780K.

TIME TO PLAN GARDENS AND LANDSCAPING



As we approached 80 degrees last weekend, many people were working in yards, shopping the local plant nursery and generally appearing as though they were pressed to get things done with urgency. The thermometer and the calendar were hard to reconcile.

The good news is that there is yet time to prepare your plans for whatever gardening or landscaping is on the agenda for this Spring. And it is important to get those plans in place before the actual work begins. A few thoughts to get you started:

Plan Ahead. There are many variables that influence successful gardening and landscaping and the most important is to plot a course of action that identifies the look and functionality of the effort. Plants and flowers have different recommended optimal times for planting. And planting-to-harvest times vary greatly with vegetables. Plan for color and produce throughout the summer.

Sun and Water Are Your Friends. Perhaps obvious for even weekend gardeners, the importance of appropriate sunlight and adequate and regular water dictate the success of your efforts. Plants and flowers can be optimized

based on the various sun/shade characteristics of your yard. And with Atlanta having some of the country's most expensive water, consider rain capture systems for the majority of your needs. Hot days mean more water.

Get Good Advice. I have neighbors who are literally grand champion growers. Usually, their success is some combination of years of experience and trial and error that has led to the "magic" that happens each year. Most are willing and wise counselors who can save you headaches and help produce the best results. They will be honored you asked. And if you need professional advice, please call me and I will put you in touch with skilled and reliable services.

Have Fun. Gardens and landscape projects can be very rewarding in both pride and cost savings. They also tend to be additive - meaning that this Spring's efforts will likely lead to new ideas and plans for Fall and for next year.

There are many more garden and outside living ideas and topics than we have space for in this newsletter, but with a little advance effort now, beautiful results can be had in just a few short weeks.

RENOVATE OR RECONSTRUCT?



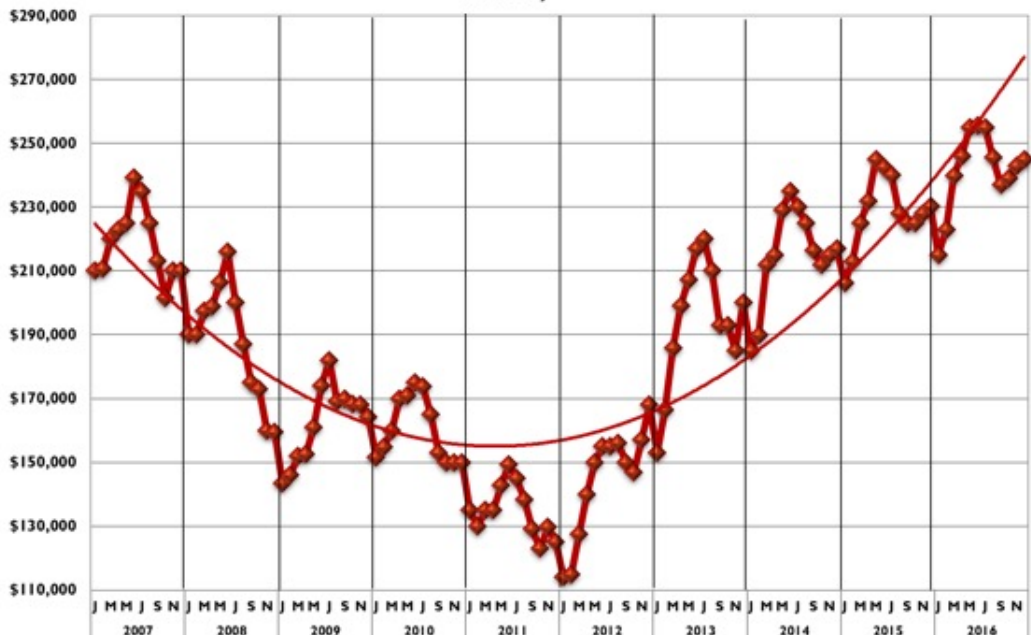
For those addicted to the very popular rehab and renovation television shows, there is virtually a 24 hour a day opportunity to indulge fantasies. And in a significant way, these shows have inspired and been a catalyst for many of the projects going on in Atlanta and across the country. Here we are seeing projects in neighborhoods across a wide range of sizes and price points.

Though not entirely unique, in-town Atlanta has the right recipe for more projects for the foreseeable future. An expected inflow of people from both our suburbs and from points far away creates more demand for our **BestLivingAtlanta** locales. And with a majority of the homes being 40-50+ years old, there is an appetite for modern conveniences and aesthetically pleasing renovations.

For those undertaking a project, there are dozens of factors that go into the process - especially for a larger effort. In many cases, it is easier and cheaper to tear down and rebuild than it is to renovate. Increasing the complexity of that decision though are local zoning laws, historical designations and neighbors opposed to drastic changes. There are no clear answers other than the fact that each project is different. Navigating the options and the process is something that we at BestLivingAtlanta do for a good percentage of our clients.

2016 MARKET RECAP AND 2017 OUTLOOK

Median Sales Price History Monthly



FMLS data for Single Family Detached residences. Data is believed to be accurate, but is not warranted. ©2017 Chartmaster Services, LLC. All rights reserved. This page may not be reproduced without the written permission of chartmasterchuck@aol.com.

The above chart tells the story for single family homes for 2016 - which is the same story and trajectory for the four years prior. Quite simply, the market in Atlanta for in-town homes is strong. Graphs for units sold reflect a similar upward pattern. Higher prices and more homes sold. Though sellers continue to have a strong position, we have regularly been able to successfully negotiate on behalf of our buyer clients through this demand-driven period.

2017 has started strong as well, even with a small uptick in interest rates last fall. We expect that rates are likely to continue to move modestly upward this year, but still at low historical levels. Uncertainty about tax policy and federal fiscal priorities add some added risk to the forecast but as we discussed above, the demographic trends for greater Atlanta are favorable for continued growth and housing demand.

The bottom line is that it is a pretty good time to be a seller, buyer or both. Please call me if I can help or discuss more details about Atlanta real estate.

Time and place - Atlanta in Spring...stay in touch!

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