



# Fulton County NSP Management and Real Estate Services

**Fulton County, GA**

APDS' ROLE: *Acquisition & Rehabilitation, Development Services, Asset Management and Marketing & Disposition Services*

DATE OF SERVICE: *2010 - Present*

## PROJECT SCOPE

Fulton County is an urban municipality and the home county of the City of Atlanta. Fulton County received \$10.3 million under the Housing and Economic Recovery Act of 2008 (HERA) and \$2.3 million from the Georgia Department of Community Affairs for the Neighborhood Stabilization Program (NSP). Fulton County sought experienced program managers with seasoned single-family acquisition, property valuation, asset management, rehabilitation management, marketing and sales, and management of scattered site single-family projects. APD Solutions was selected as manager of the South Fulton NSP initiative.

## OUR WORK

The cornerstone of our approach for an NSP project is the concentration of acquisition and rehab activity in a defined area. This allows us to better track real estate and financial trends and to positively affect the neighborhood's market conditions leading to market recovery. Our three-pronged approach features:

- **Model Block Concept:** We identify properties in clusters to promote a greater impact in a neighborhood vs. a scattered site approach. We always start a project in one neighborhood or subdivision. For Fulton, it is the Morning Creek Neighborhood where APDS acquired every foreclosure in that community.
- **Bulk Acquisition Approach:** APDS gains economies of scale by acquiring multiple properties simultaneously for various projects. This helps us improve on pricing and allows us to complete more homes for the client as we obligate their NSP allocation.
- **Community Centered Development:** All of our revitalization efforts allow area stakeholders to be fully engaged. APDS works with local merchant associations, churches, area first responders, the Atlanta-Fulton County Library system and neighborhood groups as a part of this initiative.

## DELIVERABLES

During each phase APDS has a goal of completing 21-30 units. After successfully completing Phase I within 5 months the team began Phase II acquisition activity in the Fall of 2010. Due to this outstanding outcome Fulton County simultaneously doubled the APDS contract.

271 17TH ST, STE 2250, ATLANTA, GA 30363

PHONE: (404) 921-3131

FAX: (404) 921-3141

[WWW.APDSOLUTIONS.COM](http://WWW.APDSOLUTIONS.COM)