



**Sterling Pointe | 6.1% Cap Rate**  
**Long-Term Corporate Leases**  
**Hyper-Core Location Near Perimeter Mall**  
**Dunwoody, GA**

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Will Young  
President, National Retail Group  
WYoung@BullRealty.com  
404-876-1640 x141

Joe Mitchell  
V.P. National Retail Group  
Joe.Mitchell@BullRealty.com  
404-876-1640 x185

50 Glenlake Parkway, Suite 600  
Atlanta, GA 30328  
BullRealty.com

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# THE OFFERING



# EXECUTIVE SUMMARY

## THE OFFERING

Sterling Pointe is a class "A" hyper-core retail center available for sale at \$5,040,000, which is a 6.1% cap rate based on year-1 scheduled rents. This property has an excellent location on two parcels fronting Ashford Dunwoody Road, and is located adjacent to Perimeter Mall, one of the premier malls in the Southeast that includes over 1.5 million SF.

This  $\pm 6,524$  SF, recently built, retail center is part of the Sterling Pointe development that includes Zinburger, Hampton Inn (132 rooms) and two office towers ( $\pm 430,000$  SF). The retail center fronts Ashford Dunwoody Road and is situated on  $\pm 0.4$  acres with a pro rata interest in the parking lot for a total site area equaling  $\pm 1.7$  acres.

This retail center is located in the largest office submarket in all of Atlanta as well as a very dense retail submarket. Dunwoody has some of the strongest demographics in Atlanta averaging \$130,000 annual income.

The property offers an investor a low maintenance asset where each of the two leases reimburse fully for CAM, taxes, insurance, management and administration fees. The remaining lease terms range from 6-8 years with an average of seven years remaining on the initial lease term. Rent increases are scheduled every five years and each lease has built in renewal options. The property owner will also benefit from a tax rebate until 2026.

## INVESTMENT SUMMARY



*PRICE*  
**\$5,040,000**



*YEAR 1 NOI*  
**\$307,590**



*OCCUPANCY*  
**100%**



*GLA SF*  
 **$\pm 6,524$  SF**



*YEAR BUILT*  
**2016**



*AVERAGE LEASE  
TERM REMAINING*  
**7 YEARS**



# PROPERTY HIGHLIGHTS



Located in Sandy Springs -  
One of the most affluent retail & office markets in the Atlanta MSA



Situated on 0.19 acres with a prorata interest in the shared parking area totaling 2.07 acres



Walking distance from Perimeter Mall -  
One of the most premier malls in the SE



Easy access to I-285 & GA-400



Approximately 1 mile from Dunwoody MARTA station



Excellent visibility on Ashford Dunwoody &  
High traffic counts of 51,533 VPD

## THE PROPERTY

- ± 6,524 SF hyper-core retail center with 100% occupancy
- National tenants include Sleep Number and My Eyelab

## STRONG LEASES

- National-credit tenant lineup with corporate guarantees
- Long-term NNN leases that reimburses operating expenses
- Weighted Average Lease Term (WALT): 7 years
- Tenants include Sleep Number and My Eyelab
- Scheduled rent increases and has built-in renewal options
- Very minimal Landlord responsibilities or expense risk
- Tax Rebate available to buyer until 2026

NATIONAL TENANTS



# PROPERTY INFORMATION

<b>ADDRESS</b>	4595 Ashford Dunwoody Road NE Dunwoody, GA 30346
<b>COUNTY</b>	Dekalb
<b>SHOPPING CENTER</b>	Sterling Pointe
<b>BUILDING SIZE</b>	± 6,524 SF
<b>SITE SIZE</b>	0.2 acres (Prorata share of 2.07 acre parking lot)
<b>CLASS</b>	A
<b>YEAR BUILT</b>	2016
<b>PARCEL NUMBERS</b>	18-350-01-171 & 18-350-01-173
<b>ZONING</b>	C-3
<b>OCCUPANCY</b>	100%
<b>NO. OF UNITS</b>	2
<b>TRAFFIC COUNT</b>	24,500 VPD on Ashford Dunwoody Rd 37,138 on Perimeter Center
<b>YEAR 1 NOI</b>	\$307,590
<b>ASKING PRICE</b>	\$5,040,000

## PRICE TO CAP RATE & IRR TABLE

CAP RATE	PRICE	LEVERAGED IRR
6.1%	\$5,040,000	14.35%

*\*\*The CAP Rates above are based on the NOI for each correlating price in the chart above.  
\*\*\*Leveraged IRR is based on the assumptions below which are subject to change and will be based on current market conditions and a credit review.*

## FINANCING ASSUMPTIONS

- 30% Down payment
- 25-Year amortization period
- 3.8% interest rate
- 6.0% - Exit cap rate at the end of year 7

*Reach out to Andrew Bouton from StackSource at [A.Bouton@StackSource.com](mailto:A.Bouton@StackSource.com) or call (404) 357-4300 to discuss financing.*

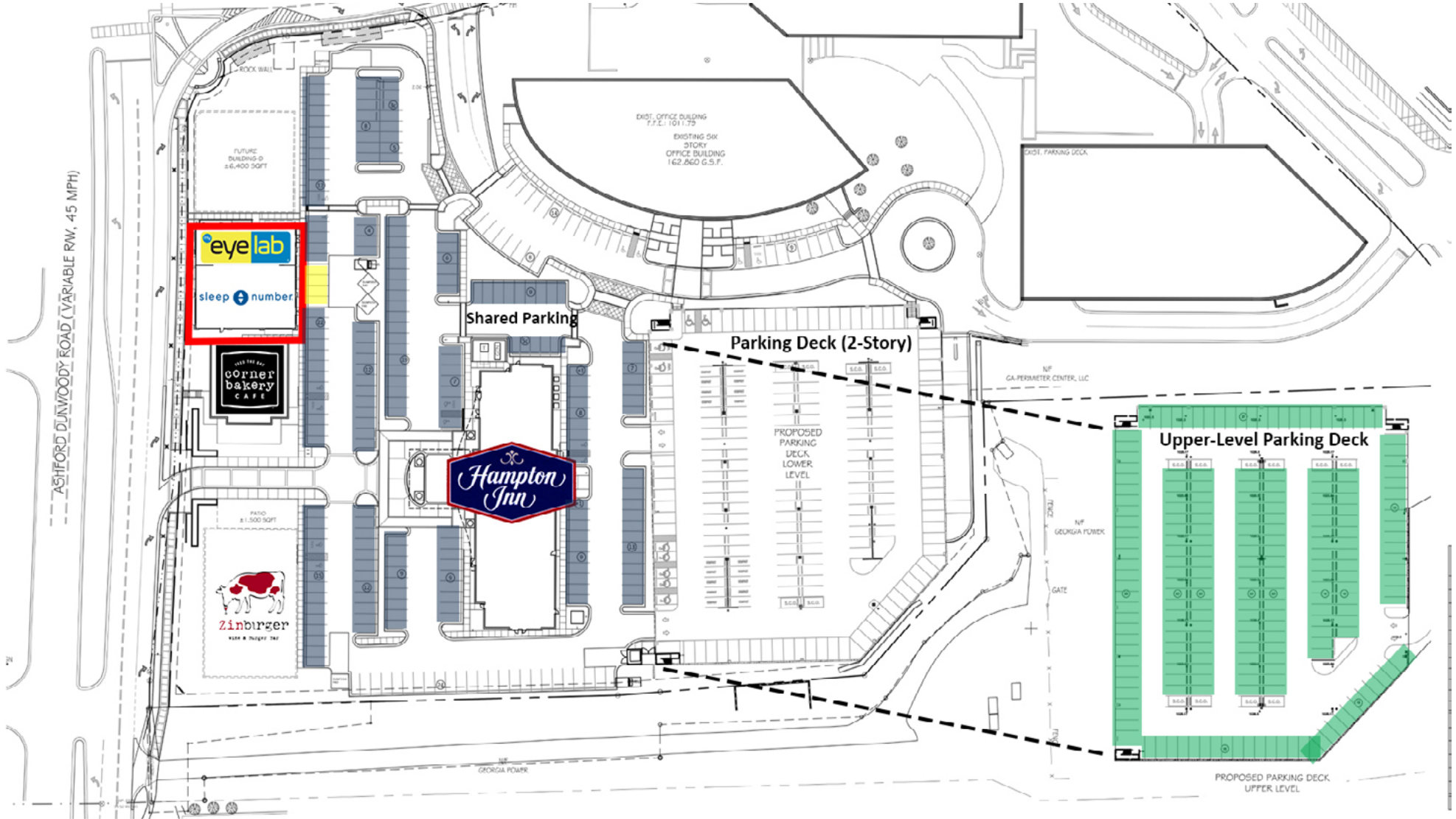


# PHOTOS





# SITE PLAN



## Sterling Pointe

	4	Dedicated Sleep Number parking
	208	First Come First Serve
	216	Shared Parking Spaces

<b>Upper-Level "Shared" Parking</b>	
3pm - 7pm	Monday - Friday
12pm - 12am	Saturday
All Day	Sunday & Holidays

# AREA MAPS



# RETAIL MARKET MAP



**Perimeter Expo**

- OLD NAVY
- BEST BUY
- Marshalls
- NORDSTROM
- rack
- Newk's
- MATTRESS FIRM

**Perimeter Mall**

- MAC
- macy's
- Dillard's
- GameStop
- NORDSTROM
- VON MAUR
- SEPHORA
- T-Mobile

**Perimeter Station**

- BARNES & NOBLE
- The Container Store
- ULTA Beauty
- Bassett HOME FURNISHINGS

**Perimeter Square**

- T.J. MAXX
- HAVERTYS Furniture built for life!
- PET SMART
- FedEx
- AT&T

- goodwill
- la Madeleine COUNTRY FRENCH CAFE
- REI

**Perimeter Place**

- Sprint
- ROSS DRESS FOR LESS
- Chipotle
- COLD STONE
- PNC BANK
- CARRABBA'S ITALIAN GRILL
- Michael's Where Creativity Happens!
- SUNTRUST
- LA BOY
- Panera BREAD
- TIN DRUM ASIA CAFE
- OUTBACK STEAKHOUSE
- TARGET
- HOBNOB

Bank of America

FIDELITY BANK

McDonald's

WELLS FARGO

california PIZZA KITCHEN

Zinburger

Hampton Inn by Hilton

# OFFICE MARKET MAP



**Concourse**  
2,016,000 SF

**Cox Headquarters**  
1,718,000 SF

**Glenlake Office Park**  
1,381,972 SF



**Northpark**  
1,527,720 SF

**State Farm HQ**  
1,260,926 SF

**Perimeter Center**  
255,520 SF

**Crown Pointe**  
499,968 SF

**Perimeter Mall**  
1,534,950 SF

**Flats at Perimeter Pace**  
323 Units

**Proposed Multifamily**

**Terraces I & II**  
1,065,939 SF

**Ashford Dunwoody Road** 51,553 VPD

**Abernathy Road** 37,138 VPD

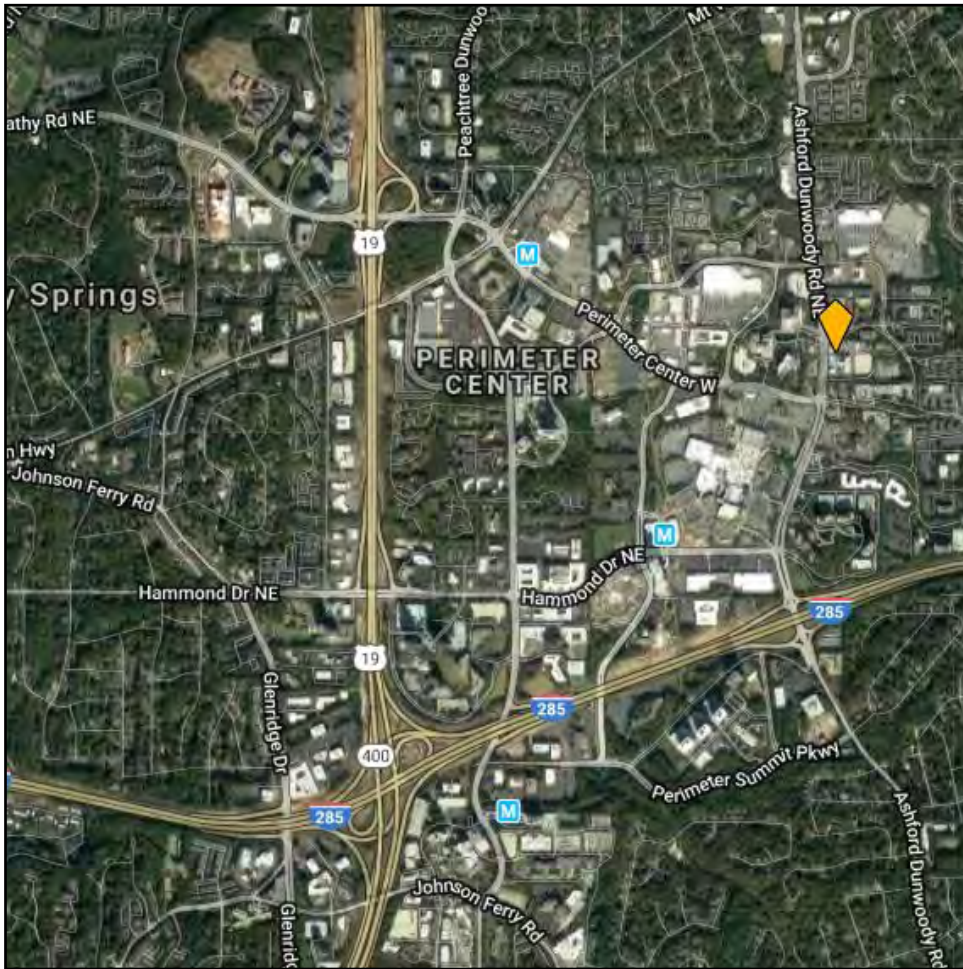
**Subject Property**

**Lofts at Perimeter**  
269 Units

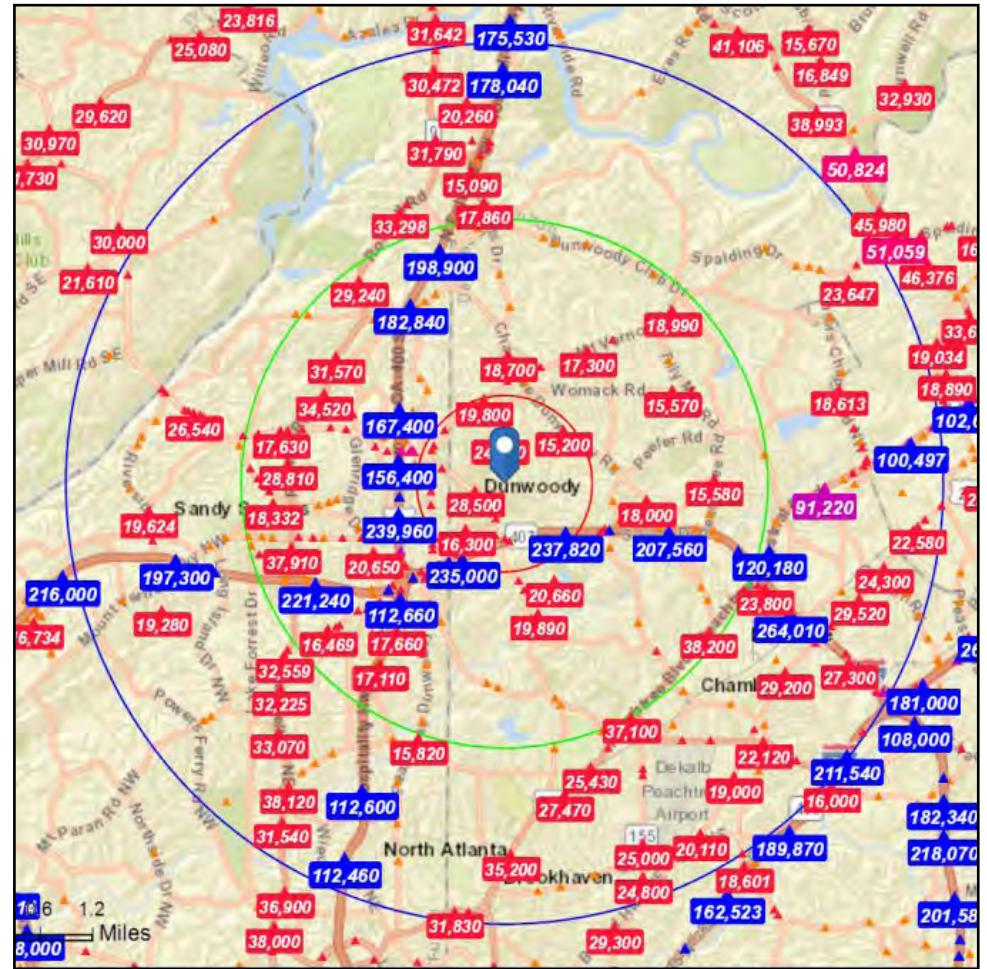
**Sterling Pointe I & II**  
430,000 SF

# TRAFFIC

## CLOSE PROXIMITY TO MAJOR HIGHWAYS



## EXCEPTIONAL TRAFFIC COUNTS



# IN THE AREA

## MARKET OVERVIEW

The Atlanta MSA is one of the fastest growing MSAs in the United States. The current population is estimated at 5.8 million residents, an increase of over 82% since 1990.

By 2030, the Atlanta MSA is projected to grow by 2.5 million residents, more than any other city in the United States. The population growth is fueled by Atlanta's diverse employment base, which is more to 18 Fortune 500 companies, and hosts the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, Chick-fil-A and UPS.



10 MINUTES TO PERIMETER CENTER



500 FEET TO PERIMETER MALL



10-MINUTES WALK TO MARTA



1 MILE FROM GA-400 & NEAR I-285



# ATLANTA MARKET OVERVIEW

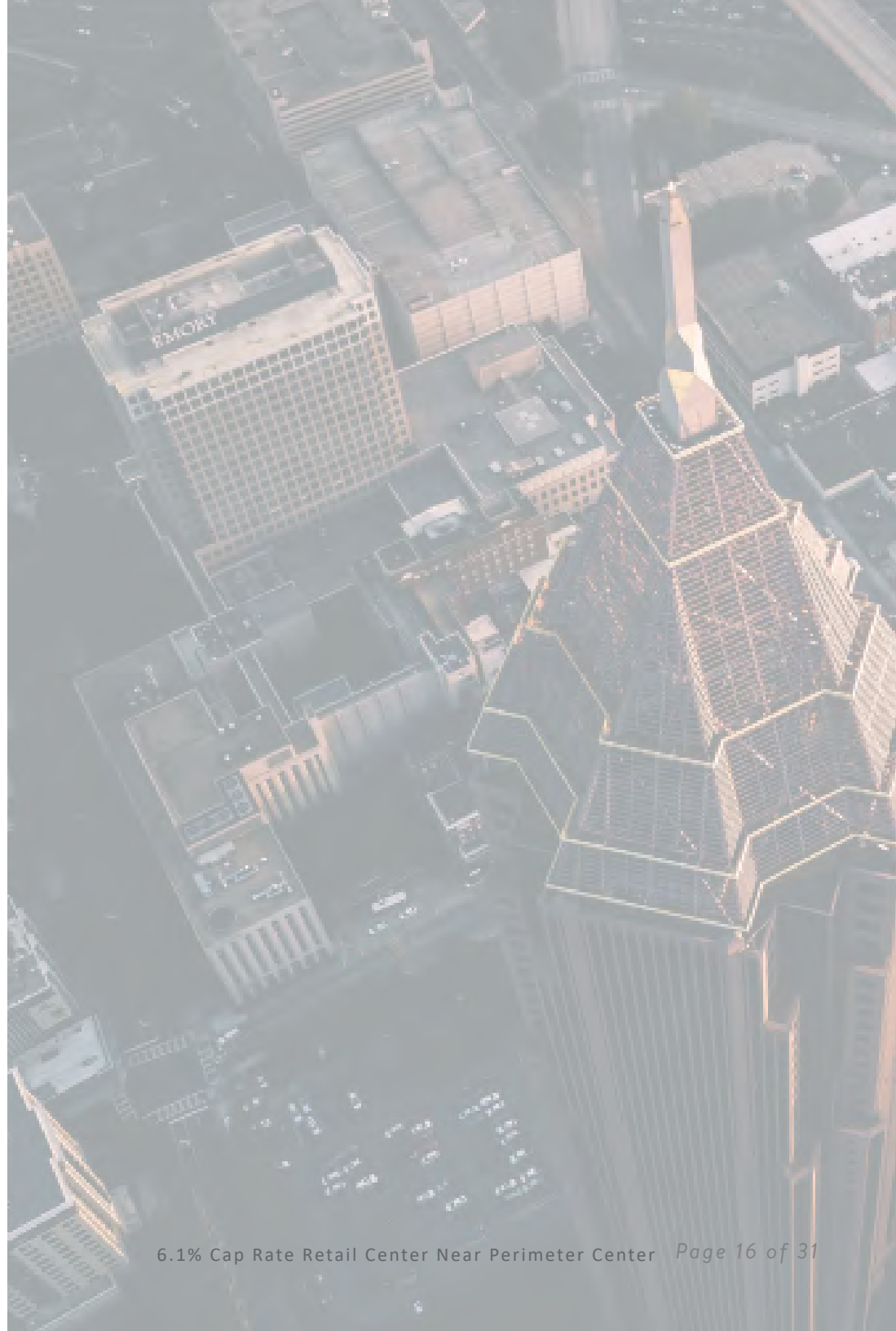


# ATLANTA

Atlanta is an exciting destination with world-class restaurants, a festive nightlife, several major league sports teams and an abundance of cultural attractions. Atlanta's arts and culture scene is complemented by in-town neighborhoods that give the city even more depth. These locations are in the neighborhoods of Midtown, Virginia-Highland, Little Five Points and Inman Park - a short cab ride away.

Home to the busiest and most efficient airport in the world, Hartsfield-Jackson Atlanta International Airport, and the Maynard H. Jackson International Terminal, makes getting to Atlanta easy. With a variety of transportation options throughout the city, our guides, maps, shuttles, tours and Atlanta Ambassadors make getting around Atlanta easy as well.

Encompassing \$304 billion, the Atlanta metropolitan area is the eighth-largest economy in the country and 17th-largest in the world. Corporate operations comprise a large portion of Atlanta's economy, with the city serving as the regional, national or global headquarters for many corporations. Atlanta has the country's third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, UPS, SunTrust Bank, Mercedes Benz USA, Newell-Rubbermaid and is home to the world renowned Center for Disease Control. Over 75% of Fortune 1000 companies conduct business operations in the Atlanta metropolitan area, and the region hosts offices of about 1,250 multinational corporations. Many corporations are drawn to Atlanta due to the city's educated workforce; as of 2010, nearly 43% of adults in the city of Atlanta have college degrees, compared to 27% in the nation as a whole and 41% in Boston.



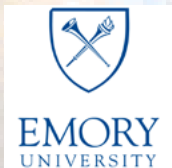
# ATLANTA

## TOP EMPLOYERS



**DELTA**

## EDUCATION



## MAJOR ATTRACTIONS



**Atlanta  
BeltLine**



**SUNTRUST PARK**





## ECONOMIC ENGINE FOR THE SOUTHWEST

Encompassing \$304 billion in gross domestic product that is forecasted to grow to \$474 billion by 2040, the Atlanta metropolitan area is the eighth-largest economy in the country and 17th-largest in the world. Corporate operations comprise a large portion of the Atlanta's economy, with the city serving as the regional, national, or global headquarters for many corporations. Atlanta contains the country's third largest concentration of Fortune 500 companies, and the city is the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, UPS and Newell-Rubbermaid. Over 75 percent of Fortune 1000 companies business operations in the Atlanta metropolitan area, and the region host offices of about 1,250 multinational corporations.

## 9th LARGEST MSA IN THE UNITED STATES

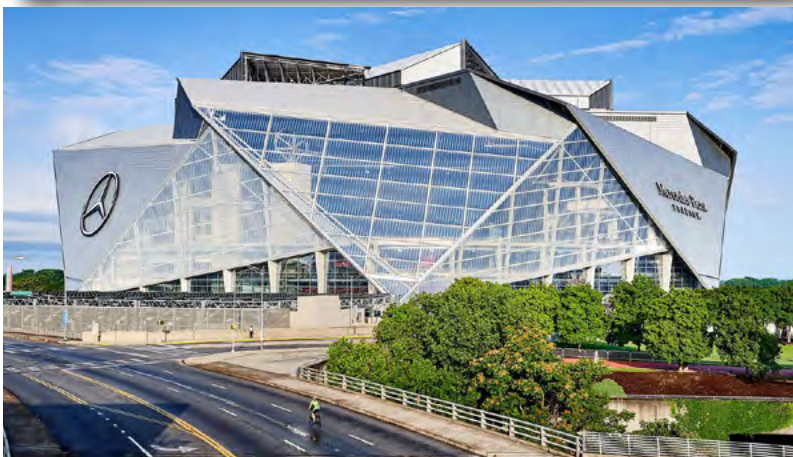
The region is comprised of 29 counties in North Georgia, making it the ninth largest metropolitan statistical area, or MSA, in the United States. Atlanta's economy is considered diverse with dominant sectors including logistics, professional and business services, media operations, and information technology. The metro Atlanta region is home to more than 5.3 million people and nearly 150,000 businesses, a world-class airport, multiple parks and green space, competitive schools and numerous amenities for entertainment, sports and restaurants that all offer a top-tier quality of life.

## HIGH QUALITY OF LIFE AT A LOW COST

A lower cost of living in Atlanta for major expenses like housing, clothing, food and gasoline has helped to keep the region's cost of living below the U.S. average, and well below those of most major metropolitan areas. In 2013, the cost of living in Atlanta Georgia index averaged 95.3, below the national average of 100 (C2ER Cost of Living Index, 2013). Its quality of life and lower costs have gone unnoticed: since 2000, metro Atlanta has grown by more than 1.1 million people - a 26 percent increase in 12 years.

## DISTINCT, ELECTRIC, AND ENGAGING NEIGHBORHOODS

Atlanta's neighborhoods each have their own character and appeal. Housing three business districts, including the Historic Business District, Downtown Atlanta is home to many of the most famous tourist attractions, in addition to numerous historical and entertainment ourskits. Known as "The Beverly Hills of the East," Buckhead is one of the most renowned and fashionable neighborhoods in Atlanta. It's one of the country's largest urban mixed-use development areas, combining major offices, retail outlets, hotels, restaurants, entertainment spots and high-rise residential units within its commercial core, and it surrounded by a series of quiet and tony neighborhoods.





## HIGHWAY

With a comprehensive network of freeways that radiate out from the city, automobiles are the dominant mode of transportation in the region. Three major interstate highways coverage in Atlanta I-20 (east-west), I-75 (northwest-southeast), and I-85 (northeast-southwest). The latter two combine in the middle of the city to form the Downtown Connector (I-75/85), which carries more than 340,000 vehicles per day. Atlanta is mostly encircled by Interstate 285, a beltway locally known as “the Perimeter” that has come to mark the boundary between “Inside the Perimeter” (ITP), the city and close-in suburbs, and “Outside the Perimeter” (OTP), the outer suburbs and exurbs.



## AIRPORTS

- Hartsfield-Jackson Atlanta International Airport (ATL) is located seven miles south of the central business district of Atlanta and has served as a key engine of Atlanta’s economic growth. It has been the world’s busiest airport by passenger traffic since 1998, and by number of landings and take-offs since 2005. Hartsfield-Jackson held its ranking as the world’s busiest airport in 2012, both in passengers and numbers of flights, by accommodating 95 million passengers (more than 260,000 passengers daily) and 950,119 flights. Many of its nearly one million flights originate within the United States, where Atlanta serves as a major hub for travel throughout the Southeastern United States. The airport has 207 domestic and international gates and offers international service to North America, South America, Central America, Europe, Asia, and Africa.
- Peachtree Dekalb Airport is county owned, public use airport in DeKalb County, just northeast of Atlanta. It has one airline service with Southern Airways Express.



## PUBLIC TRANSPORTATION

- The Metropolitan Atlanta Rapid Transit Authority or MARTA is the principal rapid-transit system in the Atlanta metropolitan area. It is the eighth-largest rapid transit system in the United States by ridership. MARTA operates a network of bus routes linked to a rapid transit system consisting of 48 miles of rail track with 38 train stations in Fulton, Clayton and DeKalb counties, with bus service to Six Flags Over Georgia and the Cumberland Transfer Center next to the Cumberland Mall. The average total daily ridership for the system is 415,600 passengers.
- The Atlanta Amtrak Station is served by the Crescent passenger train and is located in the Brookwood section of town between Buckhead and Midtown.



## PUBLIC TRANSPORTATION

- Buckhead Uptown Connection (Buc) is a free community shuffle service designed to provide connections between Atlanta’s regional rail system, MARTA, and local destinations for Buckhead’s workforce. With a primary focus on commuter travel, “the Buc” provides connections between MARTA rail and area offices, hotels and shopping destinations.
- XpressBus is a regional public transportation service provided by the Georgia Regional Transportation Authority (GRTA) that gives commuters throughout the metro Atlanta region a valuable transportation option, and improves the capacity of Georgia’s most congested highways. Xpress Bus offers 33 routes in 12 metro Atlanta counties and carries more than 2 million passenger trips annually.



## ARTS & CULTURE

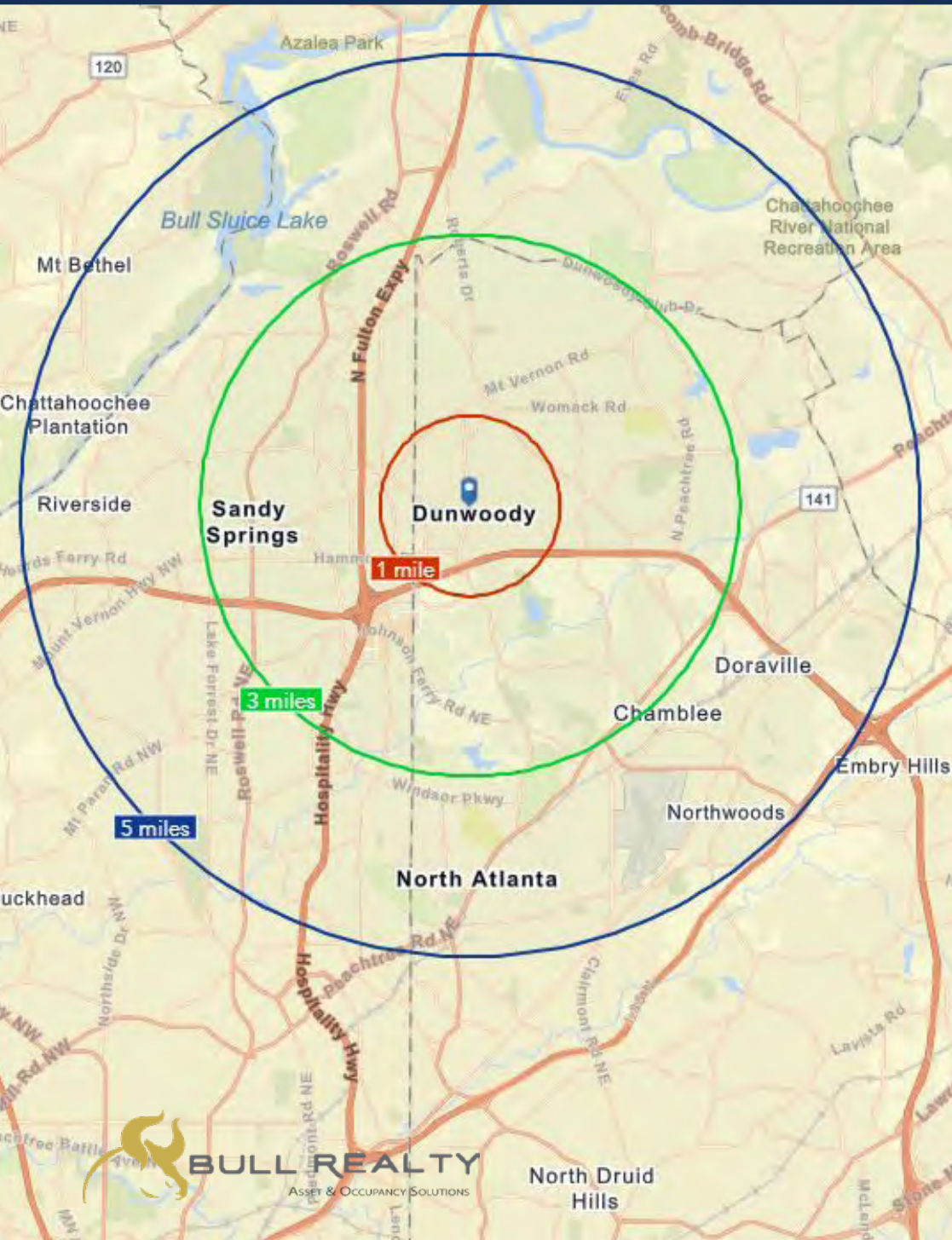
- The Atlanta Symphony Orchestra is based in Atlanta and its main concert venue is Atlanta Symphony Hall in the Woodruff Arts Center.
- The Callanwolde Foundation, INC., operating as Callanwolde Fine Arts Center, is a non-profit organization whose mission is to preserve, restore, and develop the Callanwolde Estate and to be a premier public participatory arts and cultural center. The non-profit arts center offers classes and workshops for all ages in visual, literary and performing arts.
- Museum of Design Atlanta (MODA) is the only museum in the Southeast devoted exclusively to the study and celebration of all things design. MODA regularly features exhibitions highlighting architecture, industrial and product design.
- The Fox Theatre, a former movie palace, is a performing arts venue located in Midtown. The 4,678-seat auditorium was developed as a lavish movie theater in the Fox Theaters chain and opened in 1929.



## EDUCATION

Between Georgia’s Tech’s best-engineering program in the nation to Georgia State University’s largest business school in the South, Atlanta is home to colleges and universities that provide students with an exceptional education in any desired field. This includes programs at Mercer University ranging from public health to pharmacy to theology. Contribution to research also defines higher education in Atlanta, as scholars from Emory produce over \$500 million in research funding annually, while also maintaining a traditional emphasis on teaching. There are over 30 colleges and universities located in the Atlanta metropolitan area.

# AREA DEMOGRAPHICS (2019 ESRI)



## POPULATION

	1 MILE	3 MILES	5 MILES
<i>ESTIMATED POPULATION (2019)</i>	16,788	105,477	242,058
<i>PROJECTED POPULATION (2023)</i>	17,797	111,134	255,393
<i>CENSUS POPULATION (2010)</i>	13,493	94,352	221,041

## HOUSEHOLDS

<i>ESTIMATED HOUSEHOLDS (2019)</i>	8,506	49,645	105,196
<i>PROJECTED HOUSEHOLDS (2023)</i>	8,834	51,880	10,316
<i>CENSUS HOUSEHOLDS (2010)</i>	6,810	43,441	93,890

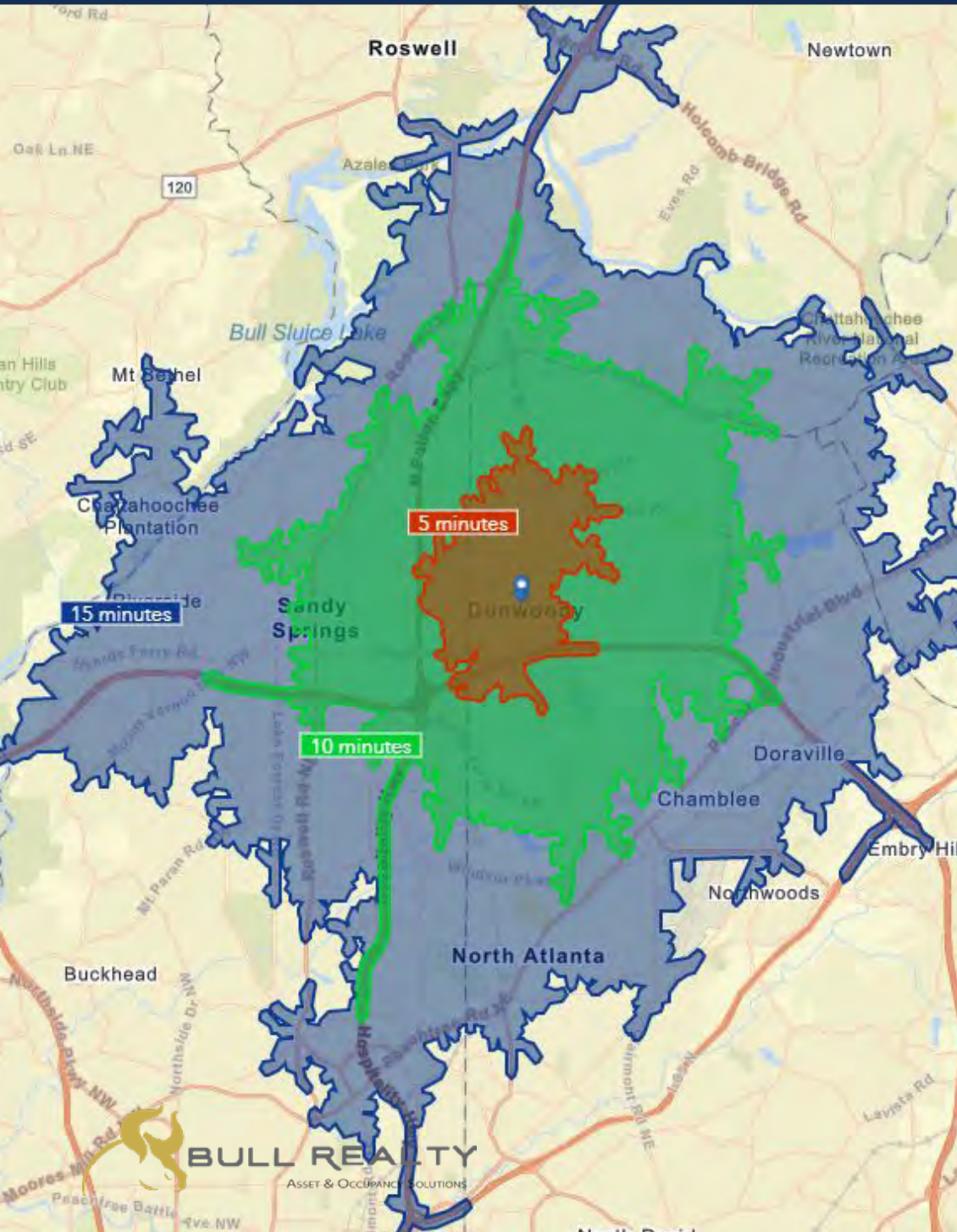
## HOUSEHOLD INCOMES

<i>EST. AVGERAGE HH INCOME (2019) *</i>	\$113,418	\$121,440	\$131,678
<i>EST. MEDIAN HH INCOME (2019)</i>	\$94,559	\$89,496	\$93,681
<i>AVERAGE HH NET WORTH (2019)</i>	\$818,754	\$872,313	\$901,721

SOURCE: ESRI

\*48% higher than the national average HH income of \$63,179

# DRIVE TIME DEMOGRAPHICS (2019 ESRI)



POPULATION	5 MIN	10 MIN	15 MIN
<i>ESTIMATED POPULATION (2019)</i>	89,671	352,938	921,513
<i>PROJECTED POPULATION (2023)</i>	94,530	373,312	976,677

HOUSEHOLDS	5 MIN	10 MIN	15 MIN
<i>ESTIMATED HOUSEHOLDS (2019)</i>	42,471	158,038	400,678
<i>PROJECTED HOUSEHOLDS (2023)</i>	44,373	165,979	421,883

HOUSEHOLD INCOMES	5 MIN	10 MIN	15 MIN
<i>ESTIMATED AVERAGE HOUSEHOLD INCOME (2019)</i>	\$119,535	\$121,515	\$115,807
<i>ESTIMATED MEDIAN HOUSEHOLD INCOME (2019)</i>	\$87,950	\$88,056	\$85,448
<i>AVERAGE HOUSEHOLD NET WORTH (2019)</i>	\$848,938	\$836,817	\$800,000

# FINANCIAL OVERVIEW



# TENANT AND LEASE SUMMARY



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TO ACCESS FULL LEASE SUMMARY, RENT ROLL  
& FINANCIALS**



## LEASE SUMMARY

TENANT:	Sleep Number
SPACE SIZE:	4,024 SF
LEASE TYPE:	NNN
LEASE COMMENCEMENT:	8/19/2016
LEASE EXPIRATION:	8/31/2026
RENEWAL OPTIONS:	Two 5-year Renewals
RENT INCREASES:	10% Increases Every 5 Years During the Term and Options
GUARANTOR:	Yes
LANDLORD RESPONSIBILITIES:	Roof, structure and parking lot
TENANT RESPONSIBILITIES:	Taxes, insurance, interior maintenance and CAM (which includes a management fee)

## TENANT OVERVIEW

Sleep Number is a U.S.-based manufacturer that manufactures the Sleep Number and Comfortaire beds as well as foundations and bedding accessories. The company is based in Minneapolis, Minnesota. In addition to its Minnesota headquarters, Sleep Number has manufacturing and distribution facilities in South Carolina and Utah.

With one of the most comprehensive databases of biometric consumer sleep data, and as the winner of J.D. Power's 2018 Mattress Satisfaction Report, Sleep Number is improving lives by individualizing sleep experiences.

# TENANT SUMMARY



**\$531 M**  
NET SALES



**4,220**  
TEAM MEMBERS

sleep  number



**579**  
LOCATIONS



**MINNEAPOLIS**  
HEADQUARTERS

## RECORD THIRD QUARTER 2020 RESULTS

The company expects to generate full-year 2020 earnings per diluted share of approximately \$4.00, which would represent a 48% increase versus full-year 2019 earnings per diluted share of \$2.70. The outlook assumes 7% to 8% net sales growth for 2020.

- Third quarter net sales grew 12% to a record \$531 million, with demand growth of 16%
- Third quarter operating income grew 78% and diluted EPS grew 90% to a record \$1.79
- Generated a 51% increase in year-to-date operating cash flows, and a trailing twelve-months ROIC of 20.8%
- Provides 2020 earnings outlook of approximately \$4.00 per diluted share, a 48% increase versus full-year 2019 earnings per diluted share of \$2.70, on estimated net sales growth of 7% to 8%



Representative Photo

# TENANT AND LEASE SUMMARY



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& FINANCIALS**

## LEASE SUMMARY

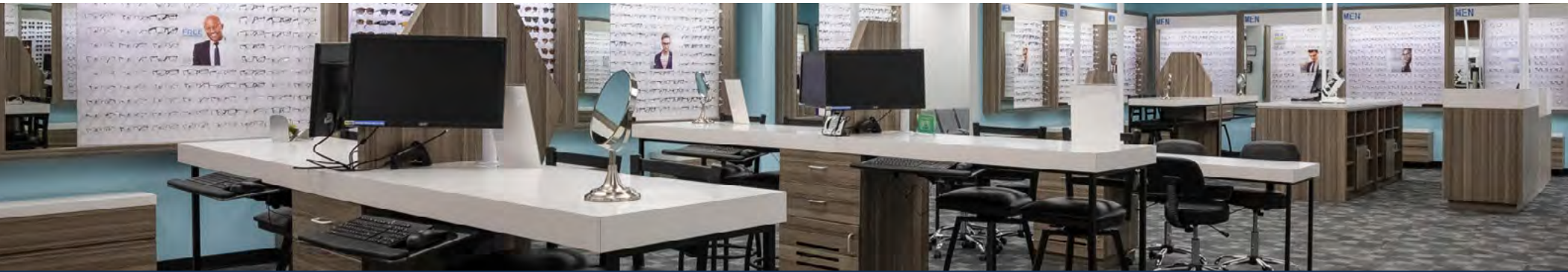
<b>TENANT:</b>	My Eye Lab
<b>SPACE SIZE:</b>	2,500 SF
<b>LEASE TYPE:</b>	NNN
<b>LEASE COMMENCEMENT:</b>	2/1/2019
<b>LEASE EXPIRATION:</b>	1/31/2029
<b>RENEWAL OPTIONS:</b>	Two 5-year Renewals
<b>RENT INCREASES:</b>	10% Increases Every 5 Years During the Term and Options
<b>GUARANTOR:</b>	Yes
<b>LANDLORD RESPONSIBILITIES:</b>	Roof, structure and parking lot
<b>TENANT RESPONSIBILITIES:</b>	Taxes, insurance, interior maintenance and CAM (which includes a management fee)

## TENANT OVERVIEW

My Eye Lab was founded under a single precept: to provide quality eyewear and expert eye care services at the lowest cost. Since opening the first location in Jacksonville, Florida, in 2013, My Eye Lab has performed over 20,000 eye exams and dispensed over 40,000 prescription eyeglasses, sunglasses, and contact lens. My Eye Lab's signature "low cost" Mix & Match program ensures local customers will receive the eye care services they need and the products they want, at the lowest cost.

They work directly with eyewear manufacturers, and therefore, able to pass on significant savings to their customers. With over 2,000 men's, women's, and children's frames ranging from trendy to classic to everything in between, My Eye Lab has a style for everyone.

# TENANT SUMMARY



**\$4.4M**

**NET SALES**



**51-200**

**TEAM MEMBERS**



**88**

**LOCATIONS**



**PALM SPRINGS**

**HEADQUARTERS**

## 40% GROWTH RATE FOR FRANCHISE DEVELOPMENT

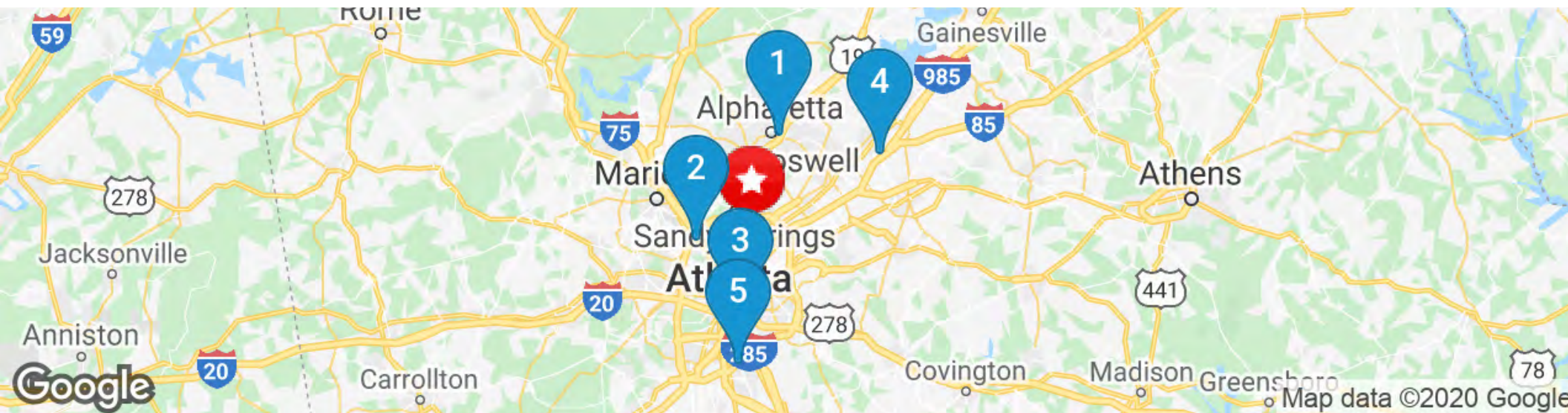
My Eye Lab, a retail brand of Now Optics continues to build out its franchising model even in the midst of the current coronavirus pandemic. In 2020, the My Eye Lab banner “has already [seen] immense growth for the brand with 23 units in development, 15 of which were sold in the first half of the year,” a recent My Eye Lab announcement noted.

My Eye Lab also has six new franchise stores that have opened this year. Overall, My Eye Lab has 41 franchise locations and 47 corporate-owned locations in operation. The new My Eye Lab openings and signings mark a 40% growth rate in franchise development activities over 2019.



Representative Photo

# SALE COMPS



Name	Sterling Pointe	LGE Credit Union	Charles Schwab	Glenwood Place	Verizon	Vanguard Truck Centers
Address	4595 Ashford Dunwoody Road Dunwoody, GA	2855 Old Milton Parkway Alpharetta, GA	3260 SE Walton Riverwood Ln, Atlanta, GA	790 Glenwood Ave SE Atlanta, GA	3186 Lawrenceville Suwanee Rd, Suwanee GA	703 Ruskin Drive Forest Park, GA
Total SF	6,524 SF	6,076 SF	7,435 SF	10,000 SF	9,933 SF	11,988 SF
Price/SF	\$772.91	\$873.93	\$879.89	\$708.26	\$585.42 SF	\$837.09
Cap Rate	6.1%	5.9%	6.1%	-	6.3%	5.3%
Sale Price	\$5,040,000(Asking)	\$5,310,000	\$6,542,000	\$7,082,604	\$5,815,000	\$10,035,000
Sold Date	TBD	9/25/2019	6/13/2019	10/17/2017	9/14/2018	9/20/2018

# BROKER PROFILES



## WILL YOUNG

President, National Retail Group  
WYoung@BullRealty.com  
404-876-1640 x 141

Will Young delivers over 14 years of commercial real estate sales and valuation experience. While he is experienced in various types of commercial properties, his primary brokerage focus is in retail investment acquisitions and dispositions throughout the Southeast.

The Rome, Georgia native graduated with a Bachelor of Business Administration in Real Estate from the University of Mississippi. Prior to working in commercial real estate sales, Mr. Young gained experience in Atlanta as a commercial real estate appraiser at Grubb & Ellis Landauer and G. Randall Hammond & Company.

Will joined Bull Realty in 2016 and began building his brokerage practice based on integrity, superior client service, and exceptional results. Licensed as an appraiser and broker by the State of Georgia, Will has extensive knowledge of retail trends throughout the Southeast and focuses especially on emerging markets and metro Atlanta's multi-tenant retail real estate market. He continues to enhance his value proposition for his clients by leveraging on the proven marketing platform and systems delivered by Bull Realty.

Will is a member of the Atlanta Commercial Board of Realtors (ACBR), Young Council of Realtors (YCR), a candidate member of the Certified Commercial Investment Member Institute (CCIM), a ACBR Million Dollar Club Member, and is a member of the International Council of Shopping Centers (ICSC).



## JOE MITCHELL

V.P. National Retail Group  
Joe.Mitchell@BullRealty.com  
404-876-1640 x 185

Joe Mitchell works with Bull Realty's National Retail Group in leasing and investments sales of shopping centers throughout the Southeast.

Mr. Mitchell joined Bull Realty as a member of the Business Development Program where he trained under CEO and Managing Broker, Michael Bull. This comprehensive program covered deal generation, negotiating tactics, closing techniques and real estate best practices.

An Atlanta native, Joe graduated from the University of Georgia and received his B.B.A in Real Estate from the Terry College of Business. As a licensed real estate professional, Joe strives to serve his clients with the upmost integrity, respect and value.

# CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

## I. Confidential Information:

Receiving Party will receive confidential information regarding property referred to as **4595 Ashford Dunwoody Rd ME, Dunwoody GA 30346**. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

## II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

## III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the State of Georgia.

If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of , 2020.

Receiving Party \_\_\_\_\_

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

**Will Young**  
**404-876-1640 x 141**  
**WYoung@BullRealty.com**

**Joe Mitchell**  
**404-876-1640 x 185**  
**Joe.Mitchell@BullRealty.com**

**Bull Realty, Inc.**  
**50 Glenlake Parkway, Suite 600**  
**Atlanta, GA 30328**  
**Fax: 404-876-7073**

**SIGN**  
**CONFIDENTIALITY AGREEMENT**  
**ONLINE**



# DISCLAIMER & LIMITING CONDITIONS

Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.