

EXCLUSIVE OFFERING

DEERFIELD GREEN
1.44 ACRES LAND PLANNED FOR TOWNHOMES
MILTON, GEORGIA



Ackerman & Co.

DISCLOSURE / CONFIDENTIALITY STATEMENT

The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of Deerfield Green, a 1.44 Acres parcel of land on Deerfield Parkway in Milton, Georgia ("Property"), and is not to be used for any other purpose or made available to any other person without the express written consent of Ackerman & Co. and Pioneer Land Group ("Broker") and the Owner ("Owner"). This Offering Memorandum was prepared by Broker, and the information contained herein has been obtained from sources that Broker deems to be reliable, and Broker has no reason to doubt its accuracy. However, neither Owner, its affiliates, officers, directors or employees, nor the Broker, nor any other party, make any warranty or representation, expressed or implied, as to the accuracy or completeness of the information contained herein, including but not limited to financial information and projections, and any engineering and environmental information. Prospective purchasers should make their own investigations, projections, and conclusions. It is expected that prospective purchasers will conduct their own independent due diligence concerning the Property, including such engineering inspections as they deem necessary to determine the condition of the Property. Ackerman & Co. and Pioneer Land Group represents the Owner in this transaction and makes no representations, expressed or implied, as to the foregoing matters. This Offering Memorandum is exclusively presented by the Broker. For additional information or to schedule a property tour, please contact:



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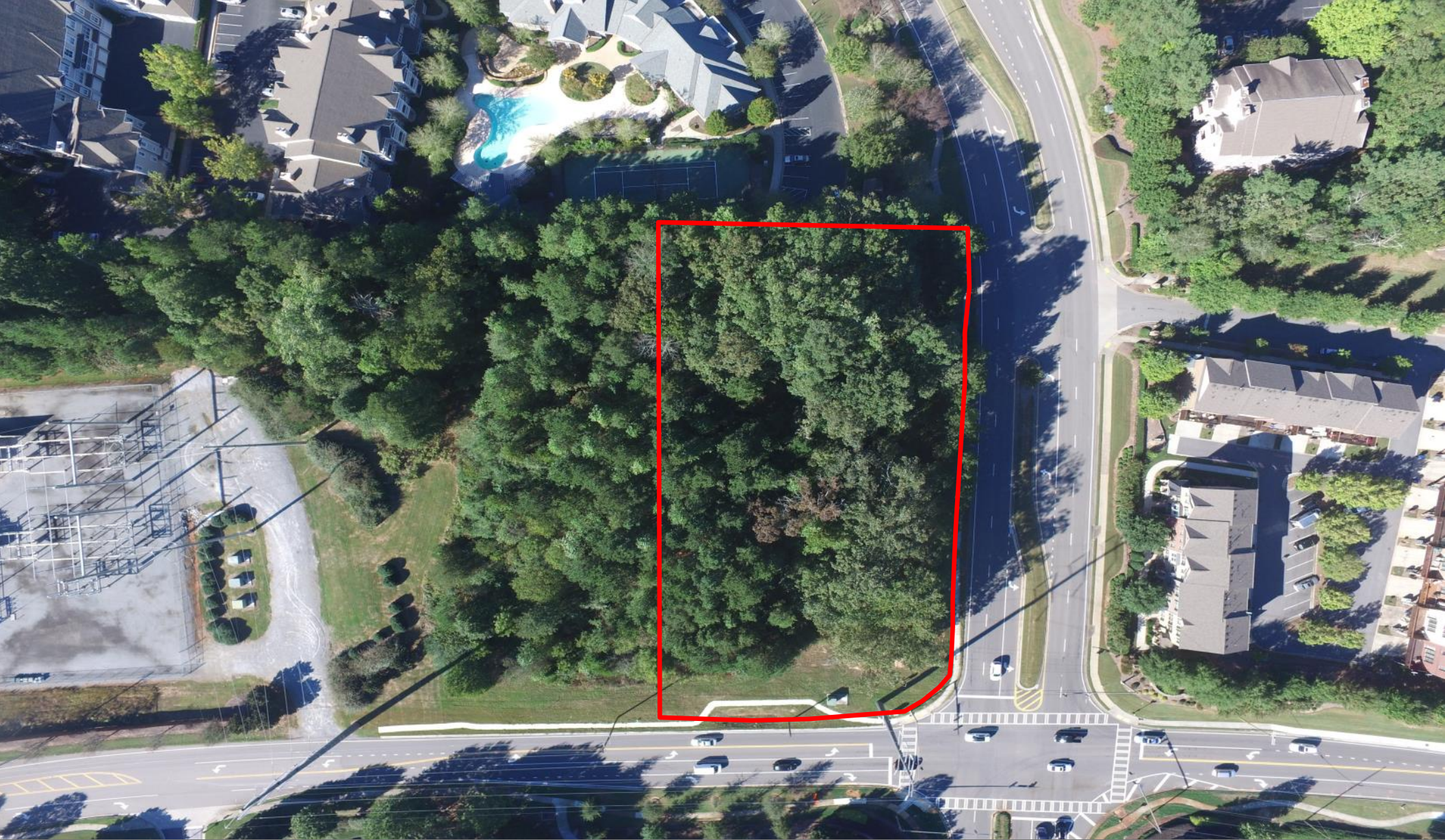


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EXECUTIVE SUMMARY

Ackerman & Co. and Pioneer Land Group are pleased to present 1.44 acres on Deerfield Parkway in Milton, Georgia (the "Property").

Deerfield Green offers the following attributes:

- Excellent access to GA 400 via the Windward Pkwy interchange, located less than a mile from Deerfield Green.
- Downtown Alpharetta is located approximately 2.5 miles away, offering an array of dining, retail and entertainment.
- Avalon, a mixed-use development that contains many different dining and entertainment options as well as office space and residential components, is located in Alpharetta approximately 2 miles from Deerfield Green.
- All of the schools that are served by Deerfield Green are rated at least 4 out of 5 stars.
- Through 1Q18, the average price of a new townhouse in the Alpharetta High School District, it was \$478,000.
- Property is zoned and planned for 10 townhouses.
- The Alpharetta High School district has mere 23.1 month supply of vacant developed lots ("VDLs"). As the number of VDLs continues to fall, raw land will need to be developed in order to meet the immediate housing needs.

The balance of this Offering Memorandum provides detailed information on the Property, the market and a proposed development plan. Interested parties should submit a term sheet pursuant to the terms outlined in the Process section of this



AVALON



HISTORIC DOWNTOWN ALPHARETTA

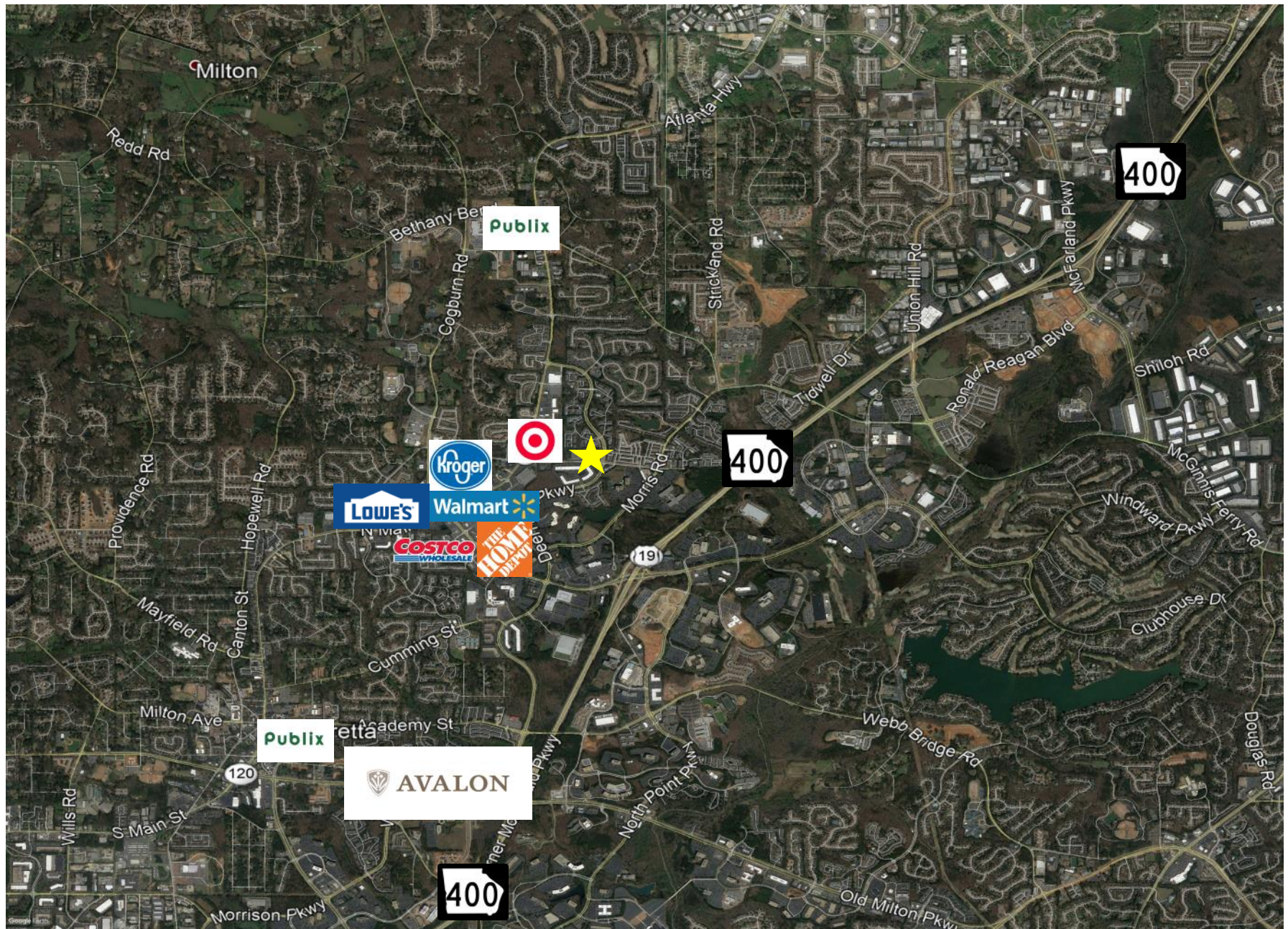
PROPERTY DESCRIPTION

Location:

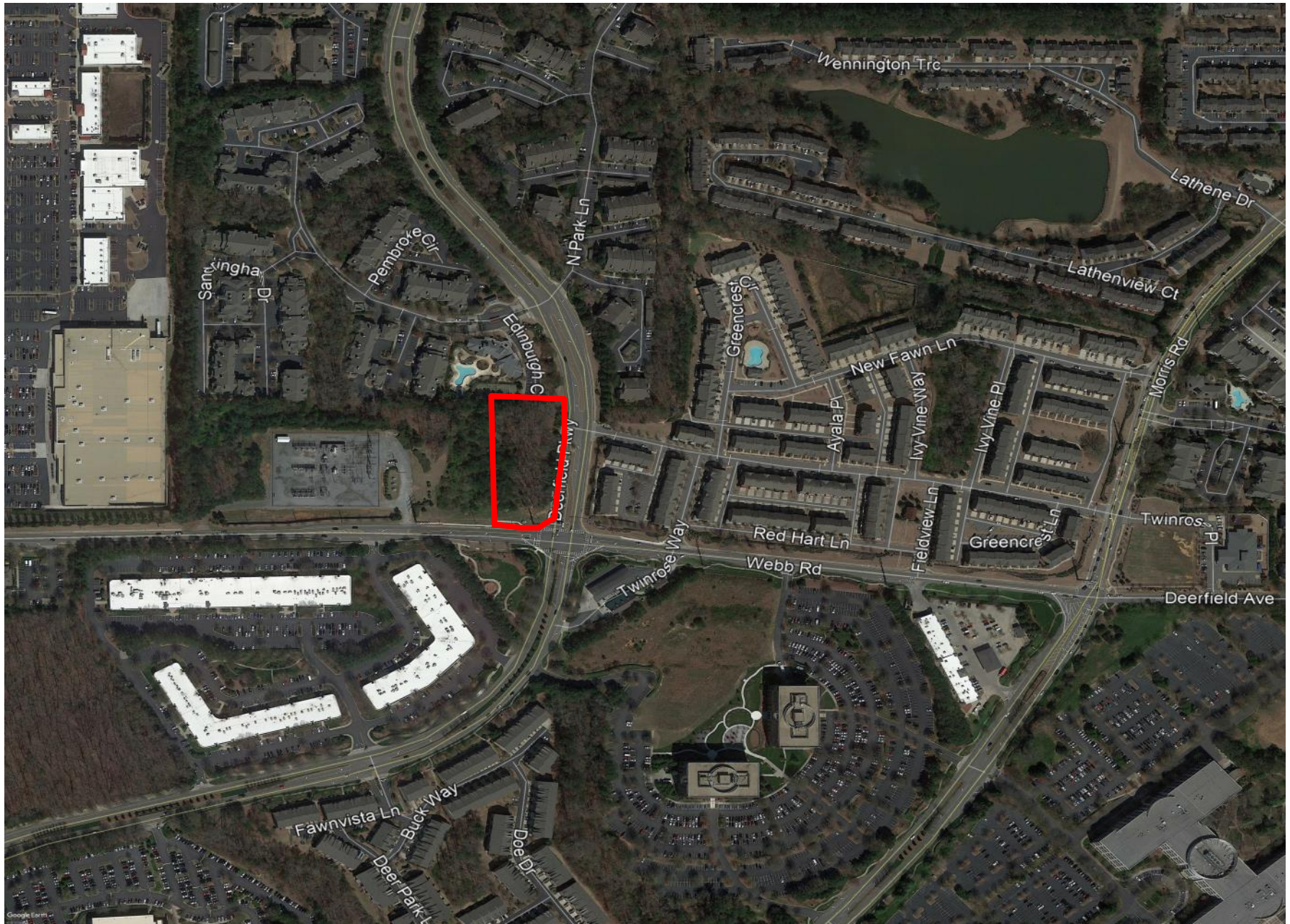
The Property is located at the intersection of Deerfield Parkway and Webb Rd in Milton, Georgia. The parcel number for the Property is as follows: 22-5430-1046-038-7



High Altitude Aerial with Retail



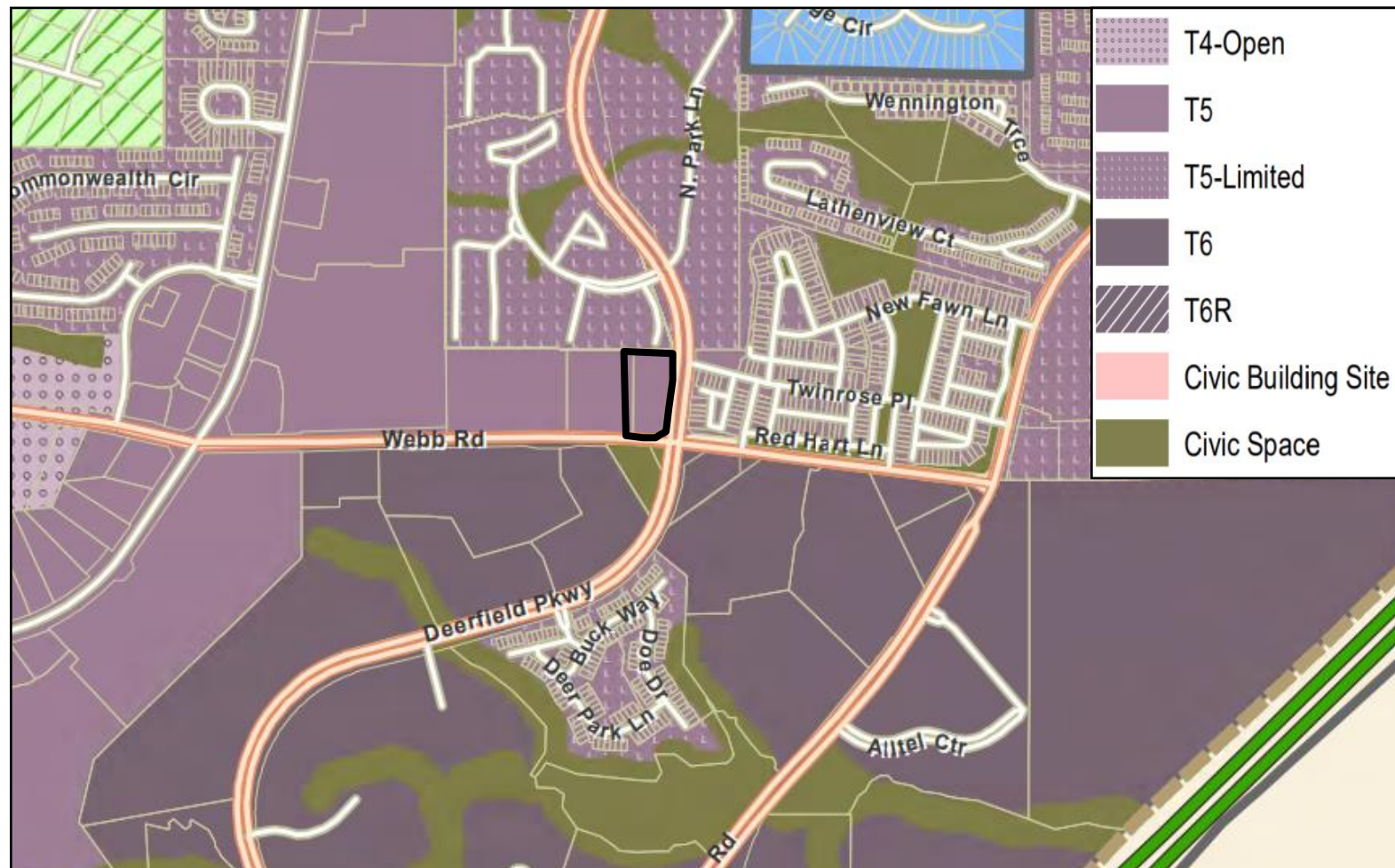
Low Altitude Aerial



Zoning:

Deerfield Green is zoned T5 in the City of Milton, Georgia. This zoning allows for the intended use which for the Property is 11 townhouses. Below are some requirements as well as the zoning map:

- Front Setback: 2' Minimum to 15' Maximum
- Side Setback: 0' Minimum to 24' Maximum
- Rear Setback: 3' Minimum
- Maximum Density: Unlimited





Density Study

The lot density study was performed by Southeaster Engineering, Inc. and yielded 10 townhouse lots as shown below:



School System:

Below are the 2018 ratings of each school that serves Deerfield Green. These ratings come from SchoolDigger.com:

SchoolDigger.com 2017 Ratings			
School	Rating	State Rank	Total State Schools Ranked
Manning Oaks Elementary	★★★★☆	341 st	1,209
Hopewell Middle	★★★★★	36 th	543
Alpharetta High	★★★★★	19 th	428



North Fulton County (North of Interstate 20) Attached Housing Analysis

Since 2005, North Fulton has captured anywhere from 12% - 37% of all new townhouse sales in Metro Atlanta, making it steadily one of the top four counties in new townhouse sales in the entire Metro Atlanta MSA. Through 1Q18, North Fulton captured the 4th highest amount of sales in Metro Atlanta. The average resale price of a townhouse built in 2005 or later was \$398,000. Below is the new townhouse sales data for this market:

Year	Type	# of Sales	Average Sales Price	% Price Growth
2015	New	374	\$393,000	-
2016	New	434	\$457,000	+16.3%
2017	New	365	\$517,000	+13.1%
1Q18	New	105	\$506,000	-2.1%

Below are some highlights from this market through 2Q18:

- Currently, there are 1,434 VDLs in this market. Based on the 1,005 annual starts, there is a 17.1 month supply of lots.
- Annual closings increased 33% to 787 closings in 2Q18.
- Annual starts increased 27% to 1,005 starts in 2Q18.
- Of the remaining VDLs, 73% are located in subdivisions with an active builder.

Alpharetta High School Detached Housing Analysis

Historically, the Alpharetta High School district has been the first or second best-selling high school district for new townhouse sales in all of North Fulton County. Through 1Q18, this district captured 10% of all new townhouse sales in North Fulton. The average overall resale price for townhouses was \$315,000 while the average resale price for townhouses built in 2005 or later was \$424,000. As shown below, new housing in this market sells at a premium, making Deerfield Green a great opportunity to establish a presence in this market. Below is the new SFD house sales data for Alpharetta High School:

Year	Type	# of Sales	Average Sales Price	% Price Growth
2015	New	133	\$323,000	-
2016	New	64	\$467,000	+44.6%
2017	New	44	\$538,000	+15.2%
1Q18	New	10	\$478,000	-11.2%

Below are some highlights from this market through 2Q18:

- Currently, there are 196 VDLs in this market. Based on the 102 annual starts, there is a 23.1 month supply of lots.
- Annual starts increased by 23% to 102 starts in 2Q18.
- Annual closings increased by 3% to 72 closings in 2Q18.
- Of the remaining VDLs, 93% are located in subdivisions with an active builder.

THE PROCESS & SUPPORT INFORMATION

The Process

The Owner is offering 1.44 acres for purchase at an offering price of \$850,000. Interested parties should submit a letter of intent that includes the following information:

- Purchase Price
- Earnest money
- Due diligence period
- Contingencies
- Overview of purchaser including financial capabilities

We are available to discuss the project and address any questions at your convenience.

Support Information

The Deerfield Green files below may be downloaded by clicking on the links. Some of the files may not be compatible on a mobile device and may need to be downloaded on a desktop.

[Deerfield Green KMZ](#)

[Deerfield Green Survey](#)

[Deerfield Green Density Study](#)

To view all downloadable documents in one folder [click HERE](#).



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