



EXCLUSIVE OFFERING
CEDAR GROVE

S FULTON PKWY

CEDAR GROVE RD

51.57 ACRE RESIDENTIAL/COMMERCIAL LAND
UNION CITY, FULTON COUNTY | GEORGIA

51.57 Acres | Cedar Grove | Fulton County, Georgia



Cedar Grove Union City, Georgia

Disclosure / Confidentiality Statement

The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of 51.57 Acres in on Cedar Grove Road in Union City, Fulton County, 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 and any downloadable files. 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 and Co. and Pioneer Land Group represent 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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the opportunity

Ackerman & Co. and Pioneer Land Group are pleased to present 51.57 Acres of land planned for single family detached (“SFD”) lots and commercial land in Union City, Fulton County, Georgia (“Property”).

Cedar Grove offers the following attributes:

- Excellent location with convenient access to Interstate 285, Interstate 85, and Downtown Atlanta.
- Located approximately ten miles from Hartsfield-Jackson Atlanta International Airport, the world’s busiest airport that employs over 55,000 people.
- Located in the Langston Hughes High School district where the average price of a newly constructed house that was sold through 2Q18 was \$253,000, representing a 3.3% increase in average sale price from 2017.
- Currently, there is a 49.2 month supply of vacant developed lots (“VDLs”) in this market, representing a 17% decrease from 3Q17, and almost 52% of all the remaining lots are in subdivisions with an active builder.
- The Property offers both a residential and commercial component, offering an excellent chance to enter this market.



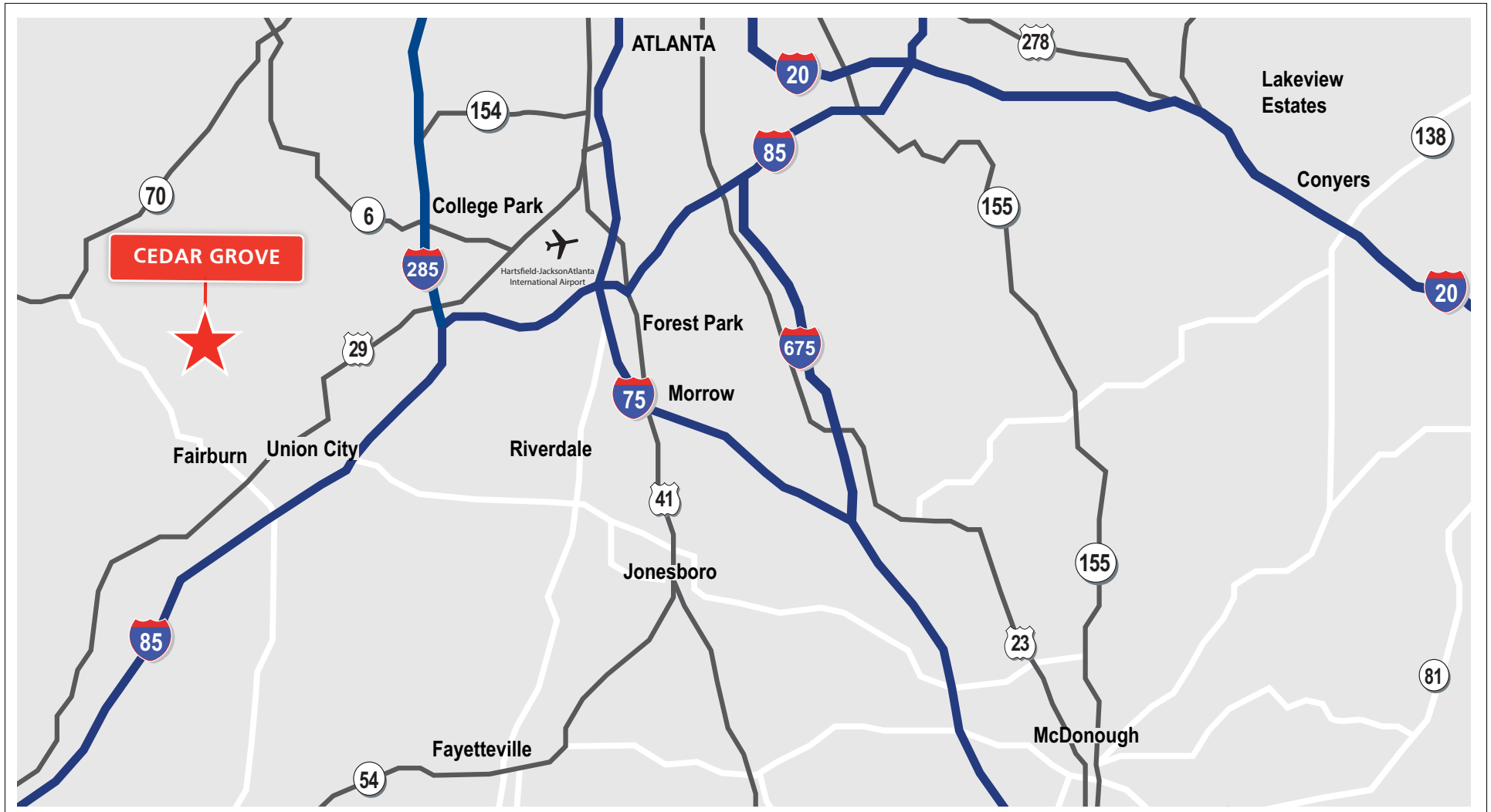
Hartsfield-Jackson Atlanta International Airport

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 Offering Memorandum.

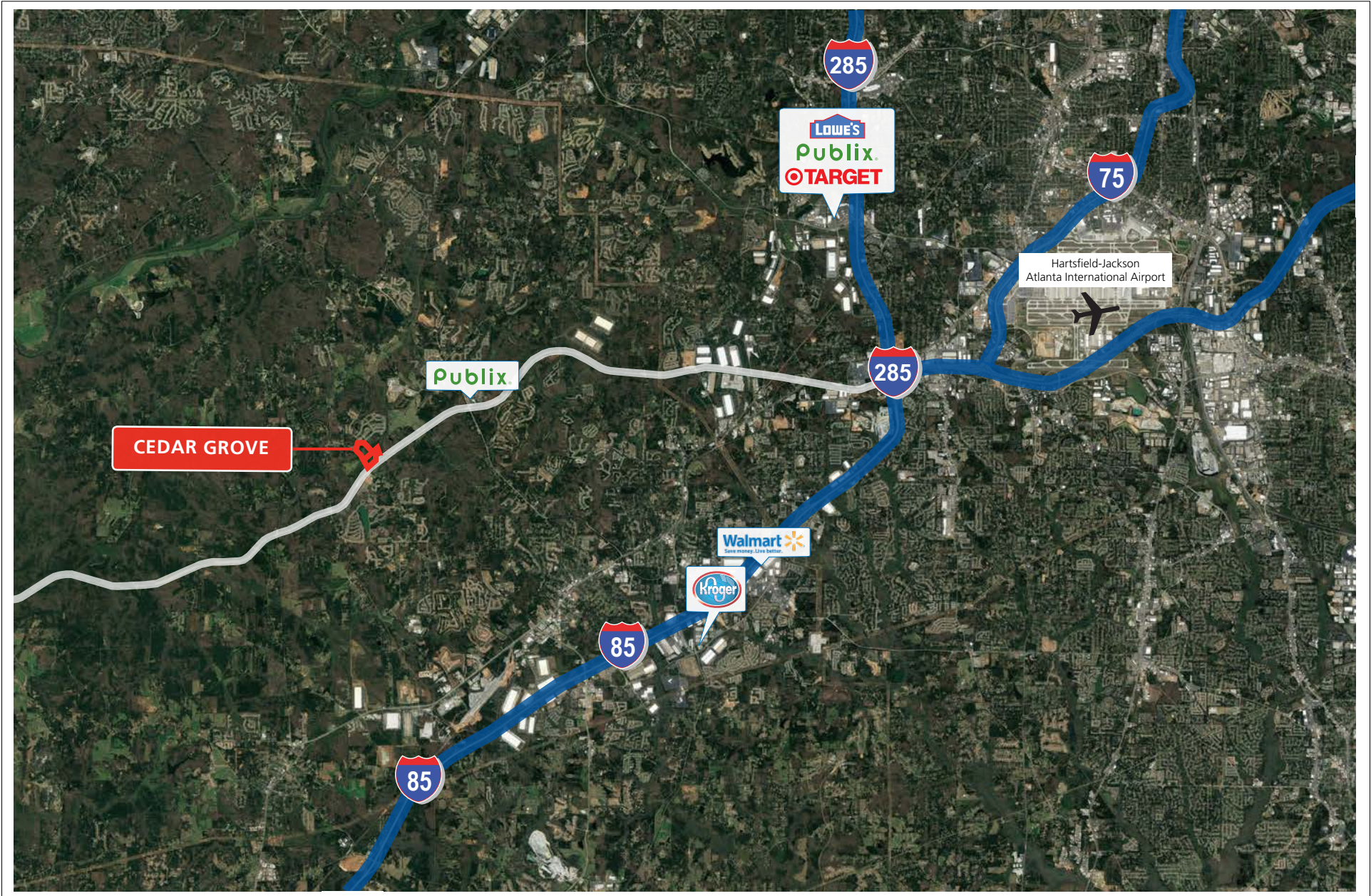
the property

Location

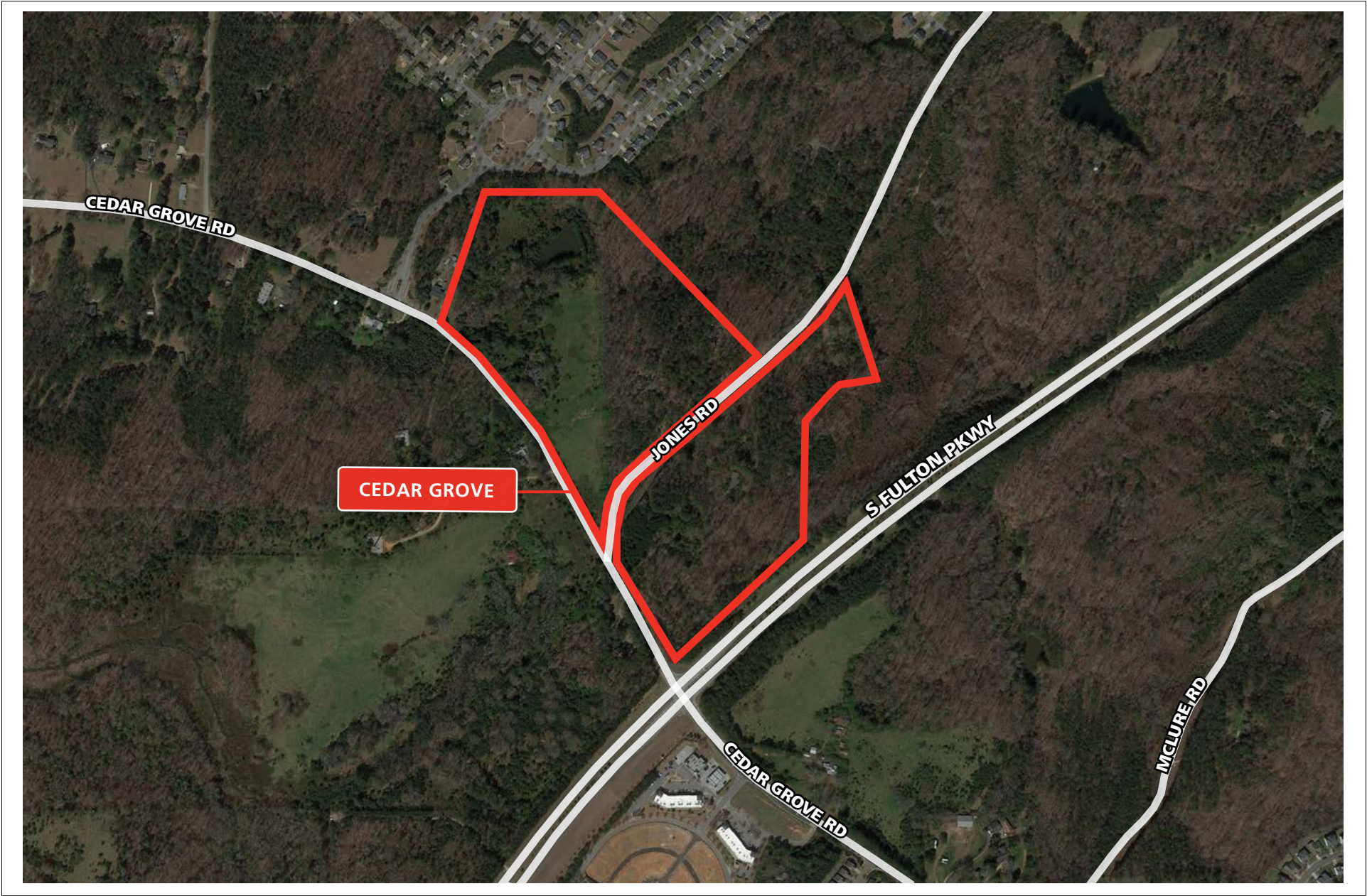
Cedar Grove is located on Cedar Grove Rd at the intersection of Jones Rd as well as the intersection of South Fulton Pkwy. Addresses for two of the parcels are as follows: 7780 Cedar Grove Rd, Fairburn, GA 30213 and 7750 Jones Rd, Fairburn, GA 30213.



High Altitude Aerial



Low Altitude Aerial



Zoning

Cedar Grove is zoned TCMU (Town Center Mixed Use) in Union City, Georgia as shown to the right:

Utilities

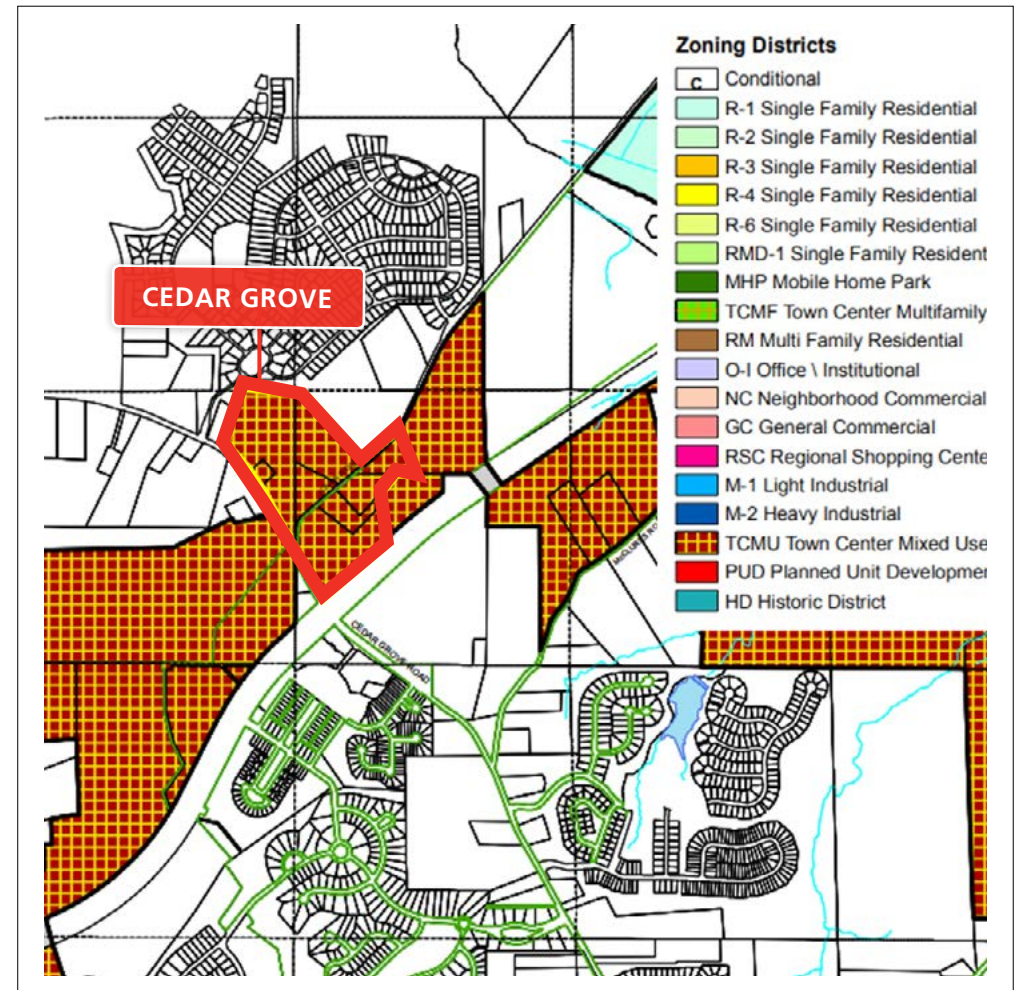
The Property is served by domestic water. There is an 18" sanitary sewer line running west to east along the west side of Jones Road. There is a sewer map available for download located in the Support Information section of this package. All utilities should be independently verified by potential purchaser.

★ SCHOOLS ★

Renaissance Elementary School

Renaissance Middle School

Langston Hughes High School



the market

The south Metro Atlanta area has seen tremendous residential and job growth in the last few years. This growth has been driven by the major arteries of Camp Creek Parkway and South Fulton Parkway. Camp Creek Parkway has been the “backbone” for the growth in the south Metro Atlanta area. Below are some of the major developments that are under way or that have been completed in recent years in the area:

- Hartsfield-Jackson International Airport is home to more than 55,000 jobs. This airport is considered the world’s busiest airport in both passengers and number of flights. The 5th runway and the new Maynard Jackson International Terminal are both complete. With the growth of the airport, it will continue to be a large job contributor for this area of Metro Atlanta.
- Located at the south-west corner of Camp Creek Parkway and Interstate-285, Camp Creek Business Center is a 400-acre mixed-use business park developed by Duke Realty. It contains more than 2.6 million square feet and has the capacity to develop a total of more than 5.5 million square feet. It is 97.3 percent leased and has high quality corporate users such as:
 - Dick’s Sporting Goods
 - Ford Motor Company
 - Royal Bank of Scotland
 - Clorox Corporation
 - Bank of America
 - Federal Aviation Administration
- Mall Camp Creek Marketplace is located at the corner of Camp Creek Parkway and Interstate-285. Camp Creek Marketplace contains over 1.2 million square feet of retail space. Target, Lowes, BJ’s Wholesale Club, Staples, PetSmart, Barnes & Noble, Ross, Marshalls, Linens n Things, SunTrust, Longhorn, Chick-fil-A, Ruby Tuesday, Red Lobster, and Wendy’s are all located in the Camp Creek Marketplace.



- Georgia International Convention Center (GICC) opened in 2003 and is the second largest convention center in Atlanta. The GICC has over 400,000 square feet and features Georgia's largest ballroom at 40,000 square feet.
- The Ford Motor Plant's redevelopment is the next major development in this area. Jacoby Development, the developer of the mixed-use development, Atlantic Station, purchased the assembly plant in June 2008. The 122 acre property is expected to include 2,081,400 square feet of office space, 1,662,000 square feet of retail, 980,000 square feet of conference center with a 1,440 room hotel, 500,000 square feet of data or distribution center, and 4,000 off-airport commercial parking.
- In 2015, Porsche North American opened their North American headquarters site, including a new office building and test track.

	DEMOGRAPHICS		
	1-MILE	3-MILE	5-MILE
 Population	3,484	15,999	41,968
Median Household Income	\$67,044	\$65,357	\$58,788



South Fulton County (South of Interstate 20) Detached Housing and Lot Analysis

From 2005-2008, at the height of the housing market, South Fulton captured between 9-11% of all SFD new houses in Metro Atlanta. Only Gwinnett County captured a higher % of closings during this time. Through 2Q18, South Fulton captured the 6th highest amount of sales in Metro Atlanta. The average resale price of a house built in 2005 or later was \$216,000. Below is the new house sales data for this market:

YEAR	TYPE	NUMBER OF SALES	% OF TOTAL ANNUAL GROWTH	AVERAGE SALES PRICE
2015	New	762	–	\$226,000
2016	New	956	+25.5%	\$230,000
2017	New	1081	+13.1%	\$233,000
2Q18	New	595	N/A	\$230,000

Below are some highlights from this market through 3Q18:

- The number of vacant developed lots in this market decreased by 16.3% in the last four quarters.
- Currently, there are 5,487 VDLs in this market. Based on the 1,305 annual starts, there is a 50.4 month supply of lots.
- There is an inventory of 634 SFD houses. Based on the 1,401 annual closings, there is currently a 5.4 month supply of houses.

Langston Hughes School Detached Housing and Lot Analysis

Through 2Q18, the Langston Hughes High School market captured 25% of all new house sales in South Fulton County. Through 2Q18, the average resale price of a house built in 2005 or later was \$203,000. Below is the new house sales data for this market:

YEAR	TYPE	NUMBER OF SALES	% OF TOTAL ANNUAL GROWTH	AVERAGE SALES PRICE
2015	New	203	–	\$235,000
2016	New	273	+34.5%	\$252,000
2017	New	249	-8.8%	\$245,000
2Q18	New	158	N/A	\$253,000

Below are some highlights from this market through 3Q18:

- The number of vacant developed lots in this market decreased by 15.7% in the last four quarters.
- Currently, there are 1,266 VDLs in this market. Based on the 309 annual starts, there is a 49.2 month supply of lots.
- There is an inventory of 155 SFD houses. Based on the 341 annual closings, there is currently a 5.5 month supply of houses.

With the supply of lots and houses continuing to decrease at a steady pace in both South Fulton County and the Langston Hughes High School District, Cedar Grove offers a great opportunity for a builder to establish a presence in these markets.

the process

The owner has set an offering price for the Property as \$100,000 per acre for a total of \$5,157,000.

Interested parties should submit proposals in the form of a proposed term sheet that includes the following information:

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

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

support information

Below are files that are related to **Cedar Grove** and may be downloaded. Some of the files may not be compatible on a mobile device and will need to be downloaded on a desktop. Click the links to open the files.

- [Google Earth KMZ File](#)
- [Sewer Map](#)

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





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