

Atlanta
Land
Group



COMPANY OVERVIEW

KW Commercial Peachtree Road
770.448.6000 | www.atlantalandgroup.com
804 Town Blvd. Ste A 2040 | Atlanta, GA | 30319

ABOUT US

In March of 1998 Robert Armstrong and Jay Leslie started Atlanta Land Group (ALG). ALG has the established track record of a Real Estate brokerage specializing in land sales in the State of Georgia and the Southeast Region. In 2013, ALG became part of KW Commercial. The opportunity to add the strength and resources of the nation's largest, and fastest growing Commercial Real Estate franchise was huge benefit to our team of seasoned experts.

Over the past decade ALG has provided professional services to its clients including land acquisition, owner representation, zoning advocacy, and site planning, with transactions totaling over Two Billion Dollars worth of commercial and residential land tracts.

In 2015, the KW Peachtree Road office produced \$1.1 Billion in Gross Sales. Atlanta Land Group accounted for 10% of the Gross Volume, making our team the Top Commercial Real Estate team in the Southeast Region.

Atlanta Land Group's commercial real estate team has close to 100 years of professional experience in metro Atlanta and the surrounding areas, with a strong track record of success.

WE ARE

- Industry Leaders in Land Sales
- Marketing and Site Selection Specialists
- #1 KW Commercial Real Estate Group in the Southeast Region—GA, AL, TN

AREAS OF EXPERTISE

- Retail Site Selection
- Residential Developments
- Mixed-Use Projects
- Second Home Developments
- Automotive Dealerships
- Strategic Site Representation
- Urban and Rural Applications
- Property Redevelopment
- Retirement Communities
- Waterfront Properties

NOTABLE TRANSACTIONS

Nalley Nissan & Infinity in Doraville, GA – \$19,000,000

+/- 20 acres, Former GM Plant, Relocation & Redevelopment

Peachtree Crossing in Chamblee, GA – \$11,000,000

+/- 11 acres, Whole Foods anchored Retail Development

Town Brookhaven in Brookhaven, GA – \$72,500,000 (Assembled Value)

+/- 48 acres, Mixed-Use, Residential, Office, and Retail Development

BrandsMart USA in Doraville, GA – \$16,200,200

+/- 37 acres, Former GM Parts Distribution Facility, 1st BrandsMart in Atlanta

Hennessy Lexus Dealership in Doraville, GA – \$6,000,000

+/- 6 acres (part of original 37 ac.) Relocation & Redevelopment

Lowe's in Chamblee, GA – \$14,500,000

+/- 15 acres, Former Frito-Lay plant, Retail Development

Home Depot in Doraville, GA – \$4,500,000

+/- 14 acres, Assemblage of 21 homeowners, Relocation Development

Super Target, Kohl's, BJ's, Outback in Cumming, GA – \$10,800,000

+/- 48 acres, Retail Development

Mendenhall Community in Chamblee, GA – \$2,500,000

+/- 7.5 acres, 25 lot gated community, Residential Development

Chattahoochee Hills in Chattahoochee, GA – \$9,500,000

+/- 1,000 acres, horse training facility, Largest Acreage Sale in Fulton County for the Year 2006



Peachtree Crossing—Summer 2017



Town Brookhaven



Former GM Parts Facility



Hennessy Relocation



Lowe's Retail Development



Whole Foods 365 in Decatur

COMMERCIAL TRANSACTIONS IN PROGRESS

| | |
|---|--------------|
| ➤ Peachtree Crossing / Whole Foods — Chamblee | |
| Coming Summer 2017 | \$11,000,000 |
| ➤ Atlanta Sports Connection—Stonecrest Mall | |
| Under Contract | \$26,000,000 |
| ➤ (4) Lidl Grocery Stores — Atlanta | |
| Under Contract | \$12,000,000 |
| ➤ 74 acres Mixed-Use, Peachtree Parkway — Cumming | |
| Under Contract | \$24,683,000 |
| ➤ 14 acres, Whole Foods 365, Church Street — Decatur | |
| Coming Fall 2018 | \$17,500,000 |
| ➤ 184 acres, Stonecrest Mall—Lithonia | |
| Atlanta Sports Connection, Under Contract | \$13,000,000 |
| ➤ 2 acres, RaceTrac—Norcross | |
| Coming Summer 2018 | \$875,000 |
| ➤ 2 acres, Speedway—Stone Mountain | |
| Coming Spring 2018 | \$1,050,000 |

Currently Under Contract **\$96,622,000**

Active Listings with ALG **\$180,000,000**

Closed YTD 2017 **\$124,610,000**

ADDITIONAL TRANSACTIONS OF NOTE SINCE 2003

| Transaction | Acreage | Sale Price |
|--|---------|--------------|
| SJ Collins / (2016) Decatur – Whole Foods 365 | 14 | \$17,500,000 |
| Van Tuyl / Hendrick Automotive Group (2016) – Automotive | 6 | \$3,100,000 |
| Blackmon Assemblage / Fuqua Development (2015) Decatur – Mixed Use | 11 | \$12,380,000 |
| Sobh Decatur Properties / Fuqua Development (2015) Decatur – Mixed Use | 9.12 | \$5,750,000 |
| Freism / SJ Collins / Former Oxford Chemical (2015) Chamblee – Whole Foods | 11 | \$11,000,000 |
| RBM Mercedes / 7200 Roswell Road (2015) Sandy Springs – Automotive | 11.39 | \$5,800,000 |
| Nalley / Asbury Group / GM Site (2015) Doraville – Automotive | 20 | \$19,000,000 |
| BrandsMart USA / Brand Properties (2015) Mall of Georgia – Retail, Floors & Décor | 16 | \$11,367,000 |
| Daves Creek Road / Threatt (2013) Cumming – Residential | 84 | \$4,620,000 |
| Ellis VW / Barrett Parkway / Cobb County (2012) Kennesaw – Automotive | 6 | \$6,000,000 |
| Bill Heard Companies / BrandsMart USA (2008) Buford – Retail | 30.54 | \$15,273,500 |
| Craven 411 Crossing / Sam Chen (2008) Commerce – Retail | 137 | \$14,750,000 |
| Kendrix Park / Alpharetta, GA (2007) – Residential | 12 | \$6,960,000 |
| Jim Richards-Foxhall Equestrian Estate / Merrill Trust (2007) – High End Residential | 1,165 | \$17,485,000 |
| Sembler / Mashburn (2006) Cumming – Retail | 50 | \$15,000,000 |
| Peachtree Garden Apartments / Sembler (2006) Brookhaven – Mixed Use | 45 | \$66,000,000 |
| Chabboquasset Farm / Merrill Trust (2006) Chattahoochee Hills – Equestrian Estate | 750 | \$9,500,000 |
| Hennessy Lexus – Used Car Service Building (2006) Doraville – Automotive | 2.5 | \$4,000,000 |
| CRM, LLC. / Tempo (2006) Brookhaven – Townhomes | 20 | \$7,650,000 |
| GA Hwy 400 Associates (2005) Dawsonville – Commercial | 18.8 | \$5,210,850 |
| Azora Lakes / Ryland Homes (2005) – Residential, 600 lots | 330 | \$12,290,000 |
| Atlanta Athletic Yacht Club / Brand Development (2004) – High End Residential | 59 | \$4,000,000 |
| Braden & Associates / General Shale Products (2004) – Medium Density Residential | 74.29 | \$7,300,000 |
| Sembler / Emerik (2003) Woodstock – Retail, Super Target | 12 | \$5,500,000 |
| Doraville Partners / BrandsMart USA / GM Site (2003) – Retail | 15.2 | \$16,200,000 |

MARKETING PLAN OF ACTION

Our Method

Consists of collecting data pertinent to the subject property and the market area, this includes but is not limited to:

- Property Location / Surface Street Map
- Description of Site (frontage access, zoning, traffic counts)
- Ground base and aerial photographs of the area
- Legal description of the site
- Demographics of specified area in which the property is located
- Sales data to show comparables and available sites
- Locate utilities / determine capacity and availability to service the property
- Expect navigation of zoning and re-zoning process, if required

Our Process

1. Compile a one-page information sheet with pertinent data, aerial photography of the property, location map and condensed demographics
2. Develop a detailed marketing package with complete information on the property and the neighborhood / submarket
3. Place information of the property on the Atlanta Land Group website, the KW Commercial Brokers Listing Service, the Atlanta Commercial Board, CoStar, Xceligent, LoopNet, and other Multiple Listing Service Providers
4. Install a two-sided "For Sale" sign with website address on the property
5. Identify logical end users and developers and make direct contact and personal presentations when and where possible
6. Meet with our Private Client Group of developers and investors to showcase the property and conduct site tours
7. Personal presentations will be made to all parties who indicate interest in the property and a full marketing package will be provided
8. Coordinate contract negotiations, due diligence, zoning, permits, and closing

EXAMPLE FLYER

GENTLEMEN'S FARM - WEEKEND RETREAT FOR SALE

325 ACRE TRACT ON TOP OF LOOKOUT MOUNTAIN

874 Sunset Drive , Rising Fawn, GA 30738



| | |
|-----------------|-------------|
| SALE PRICE: | \$1,920,000 |
| PRICE PER ACRE: | \$5,908 |
| LOT SIZE: | 325.0 Acres |
| COUNTY: | Dade |
| PROPERTY TYPE: | Estate Sale |

PROPERTY OVERVIEW

The tract is secluded and far away from the "hustle and bustle" of the city, making it the ideal weekend retreat and the perfect opportunity for a gentlemen's farm.

PROPERTY FEATURES

- Unique location on top of Lookout Mountain
- Single largest privately owned tract
- Caretaker's house, weekend lodge, and outbuildings
- Fescue pasture suitable for grazing
- 15 Acre lake
- 5 ponds
- Beautiful mountain stream flowing through mountain laurel
- Conveniently located 100 miles (+/-) from Atlanta, Birmingham, Huntsville, and Nashville
- Numerous outdoor activities such as hunting, fishing, camping, farming, equestrian and more!

KW COMMERCIAL
804 Town Blvd.,
Ste. A2040
Atlanta, GA 30319

JAY LESLIE
Agent
404.419.3500
jleslie@atiantalandgroup.com

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.

www.kwcommercial.com

Atlanta
Land
Group



EXTENDED MARKETING RESEARCH

We will market your commercial property 24/7 through the most popular Commercial Real Estate websites, in addition to our own Atlanta Land Group website.



Atlanta Land Group
www.atlantalandgroup.com



Keller Williams Commercial
www.kwcommercial.com



Atlanta Commercial Board of Realtors
www.acbr.com



CRE Listing Service
www.costar.com



CRE Research & Marketing
www.xceligent.com



CRE Marketing
www.loopnet.com

ATLANTA LAND GROUP

RECENT AWARDS AND ACHIEVEMENTS

Keller Williams Southeast Region Award for
2015 Top Performing Group in the Southeast Region with the highest
Gross Commission Income (Georgia, Alabama, Tennessee)

Keller Williams Southeast Region Award for
2015 Top Performing Group in Georgia
Highest Gross Commission Income

Keller Williams Southeast Region Award for
#1 & #2 Top Performing Commercial Agents in Georgia in 2015

Keller Williams Southeast Region Award for
2015 Millionaire Real Estate Agent Robert Armstrong

Keller Williams Realty Peachtree Road Award for
#1 Commercial Group 2015

~ ~ ~

Keller Williams Realty Peachtree Road Award for
#1 Commercial Agent 2014
Robert Armstrong

Keller Williams Realty Peachtree Road Award for
#1 Commercial Agent 2014
Jay Leslie

****In 2015, the KW Peachtree Road office produced \$1.1 Billion in Gross Sales – Atlanta Land Group accounted for 10% of the Gross Volume****

REFERENCES

Jeff Fuqua – *Fuqua Development*

One of the south's largest retail and mixed use developers, ALG has represented Fuqua Development on numerous transactions, consummating over \$350,000,000 worth of land deals with Jeff over past twenty years. Jeff's assistant, Jennifer Ledbetter, may respond to any inquires regarding ALG.

Office # 404-907-1711

E-mail: jeff.fuqua@fuquadev.com

Peter Hennessy – *Hennessy Automotive Group*

The Hennessy Automotive Group is one of the Southeast's most successful, highline, privately-held family dealership entities. Over the years, ALG has represented Hennessy Automotive Group in numerous acquisitions and dealership relocations including the Hennessy Lexus Dealership in Doraville, GA.

Office # 770-457-6800

E-mail: phennessy@lexusatlanta.com

Patrick Henderson – *Atlanta Sports Connection*

Intended development will be a multi-entertainment recreational sports and fitness center.

Cell # 404-391-9078

E-mail: phenderson@atlantasportsconnectio.com

AGENT BIOGRAPHIES



Robert Armstrong, Partner:

Robert W. Armstrong graduated in 1979 from the University of Georgia with a Bachelors Degree in Real Estate. Robert has been brokering land sales in the Georgia area since 1982. He began his career with Royal LePage where he was consistently designated a “Top Five” producer in an office of 35 to 40 agents. Robert continued to be recognized as one of the “Top Five” land sales agent / broker in Metropolitan Atlanta and the state of Georgia. He was recently recognized as one of the “Top Three” in 2005 and 2006 by the Atlanta Commercial Board of Realtors in land sales and was ranked number two in 2008.

Robert and his wife of nearly 30 years, Leslie, along with his three children reside in Norcross, Georgia. Robert’s oldest daughter, Anne Marie was drafted as the 32 pick into the WNBA and played for the Atlanta Dream in 2013. Robert’s son, Robert Jr., graduated from Greater Atlanta Christian School in 2011 and is playing basketball on a Athletic Scholarship at Georgia College and State University. Natalie, the youngest of their children, is a freshman at Wesleyan and will play volleyball and basketball. In her freshman year the volleyball team won the State of Georgia AA Championship.

Robert and his family are active members of their church, school and business communities in the North Fulton and Gwinnett County areas. Robert is also an avid cross country endurance motorcycle racer enthusiast and is an active volunteer for the Atlanta Steeplechase and the USO.

AGENT BIOGRAPHIES



Jay Leslie, Partner:

Jay Leslie is an Atlanta native. Jay is part of the original team that created Atlanta Land Group in 1999. Jay's real estate background is comprised of site selection and site representation.

Site selection clients include: Fuqua Development, Home Depot, GM Worldwide Realty, The Hennessy Automotive Group, Dan Cowart Companies, and Jolly Development. Jay's experience includes site representation on small and large tracts of improved and unimproved land.

Jay and his wife Caroline are graduates of the University of Georgia and have a daughter, Nancy, a recent High School graduate. Jay's interests include soccer, playing golf, hunting, and military history.

AGENT BIOGRAPHIES



Mike Cahalan, Broker Associate:

Mike Cahalan has experience in a wide range of commercial real estate and is engaged in several projects in the Southeast. Among other investment properties he is involved in mixed use, flex industrial and large land tracts for all uses. He has an extensive background in the commercial real estate business throughout the region from his past experience as a broker, investor and developer.

Mike is a member of the Atlanta Commercial Board of Realtors and recent award winner for closing over \$100,000,000 in real estate sales since 2008. He was honored as a Top Ten Producer in his field of expertise and is currently a candidate for the prestigious CCIM designation.

He received his BA from the University of West Georgia in 1979 where he majored in Business Administration. In 1998, he graduated with honors from the Keller Graduate School of Management with an MBA in Marketing.

Mike takes an active role in volunteering his personal time for Blessed Trinity where his two daughters attend high school. He is also involved in volunteer work for St. Benedict's Catholic Church where he participates in Habitat for Humanity outreach. Mike has been married for 23 years to his wife Sonia and resides in Duluth.

AGENT BIOGRAPHIES



Jim Hobbs, Broker Associate:

Jim Hobbs spent his formative years traveling the US and Europe due to his father's career in the US Army as an Officer. He is extremely proud of his father's service, which also shaped his skills for building relationships. Jim studied engineering in Virginia and attended ETSU.

Jim has owned and operated numerous businesses in the Atlanta area for the past 30+ years. He is a licensed real estate broker in both Georgia and South Carolina, where he has been involved in commercial and residential brokerage. Jim is a member of the Atlanta Board of Commercial Real Estate.

Jim's most recent transactions include closing on a Hyundai dealership in Cumming, Georgia, and a Lou Sobh dealership in Conyers. Additionally, Jim closed on a site for Pet Suites, a high-end pet hotel, for whom Jim is conducting additional site selection projects.

Jim and his wife reside in Peachtree Corners, Georgia. Jim has two grown children, and has recently become a happy grandfather of two grandchildren. Jim enjoys fishing, golfing, and numerous outdoor activities.

AGENT BIOGRAPHIES



Bobby Bresee, Agent:

A commercial real estate veteran of 29 years, Bobby possesses a vast amount of experience and has an impressive roster of clients. He specializes in large land transactions representing both buyers and sellers. Bobby utilizes his knowledge of infrastructure design and area growth patterns to guide land holdings clients in optimizing assemblages and selling properties at a premium. He is a consummate advocate, negotiating at various levels of local government and zonings on behalf of his clients.

Bobby has been involved in the transactional groundwork that has led to some of the metro area's more notable commercial and residential developments, including 5200 acres on Lake Allatoona, the Brookstone Country Club in Cobb County, the Lost Creek community in Paulding County and the Paulding County municipal airport and future technology park.

Bobby has worked for Heitman Properties, in Houston, managing more than 3 million square feet of industrial space. He also worked at Caldwell Watson, as Director of Research, managing more than 150 raw land listings; and Willoughby & Sewell Development, helping to procure more than 7000 acres of land for investment and development, as well as managing the development of lot sales of several major residential developments.

AGENT BIOGRAPHIES



Pete Galbiati, Agent:

Pete brings a unique background and interesting mix of experience to Atlanta Land Group/KW Commercial. Growing up in the residential building business gave him a good eye and foundation for the potential that is sometimes hidden in properties. He has been a licensed real estate agent for over 6 years and is a member of the Atlanta Board of Commercial Realtors. The majority of his past 15 years, however, have been spent helping corporate clients achieve their marketing goals. Pete's past client list and work include some of the largest companies and sports properties in the world.

Pete grew up in the North GA mountains and has been a resident of Atlanta for over 20 years, giving him a great range of knowledge in different areas of the state as well as different types of land. He is an avid outdoorsman who's interests include: fishing, hunting, hiking, camping, golf, but mainly spending time with family.

Pete's wife, Julie, is a native Atlantan and their family resides in the Lakeside/ North Briarcliff area with their two daughters, Emmie Jules and Lilibeth.

ADMINISTRATIVE SUPPORT



Larissa Galiano, Operations Manager:

An Atlanta native, Larissa joined Atlanta Land Group in March, 2015 as a recent college graduate from Georgia State University with a Bachelor of Arts *Summa Cum Laude* in Speech Communication, and a minor in Spanish. Larissa's self-starter attitude, multi-tasking ability, and strict attention to detail has made her a vital asset for the Atlanta Land Group team. As the Operations Manager, Larissa oversees and manages the listing process from start to finish, coordinates all marketing materials across platforms, conducts necessary research including ownership, comparables, and market analysis, and manages the transaction process for all of the Atlanta Land Group deals. In addition to her background in communications and her marketing experience, Larissa's native fluency in Spanish, and business proficiency in Italian have helped her bridge communication gaps on a number of occasions.

In her spare time, Larissa enjoys playing volleyball, attending arts and music festivals, and traveling.



Atlanta **L**and **G**roup



KW Commercial Peachtree Road
(770) 448-6000 | www.atlantalandgroup.com
804 Town Blvd. Ste A2040 Atlanta, GA 30319

