



30 ACRES MIXED-USE DEVELOPMENT SITE

201 South Point Boulevard • McDonough, GA 30253

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30 ACRES MIXED-USE
DEVELOPMENT SITE
McDonough, GA
ACT ID Y0230438

Marcus & Millichap

INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

OFFERING SUMMARY	
Price	\$4,860,000
Down Payment	100% / \$4,860,000
Loan Amount	\$0
Loan Type	All Cash
Lot Size (SF)	1,282,842
Price/SF	\$3.79
Lot Size (Acres)	29.45 acre(s)
Price/Acre	\$165,025
Price/Unit	\$0
Number of Lots	0
Type of Ownership	Fee Simple



MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Henry County School	5,200
Piedmont Hospital Inc	931
Briggs & Stratton	802
Kaiser Permanente Henry	735
Walmart	500
Home Depot The	285
Eagles Landing High	275
McDonalds	259
Air Force US Dept of	254
Kens Foods Inc	250
Research and Dev Police Dept	243
Henry County Sheriffs Office	237

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2016 Estimate Pop	2,763	29,138	62,620
2010 Census Pop	2,469	26,956	57,809
2016 Estimate HH	1,052	9,897	21,718
2010 Census HH	953	9,237	20,225
Median HH Income	\$66,967	\$54,150	\$59,841
Per Capita Income	\$29,622	\$22,084	\$25,448
Average HH Income	\$77,839	\$64,146	\$72,880

* # of Employees based on 5 mile radius

INVESTMENT OVERVIEW

McDonough is the County Seat of Henry County which sits just south of the City of Atlanta and the Busiest Airport in the World Hartsfield-Jackson Airport. McDonough has had an 100% growth in population since 2000, and as of 2014 its population stands at 22,000. McDonough has been ranked as Extremely Livable based on its great weather, numerous amenities nearby, high graduation rates and a cost of living that is 4% less than the national average.

Henry County was ranked by the US Census Bureau as the 8th fastest-growing County by population in the nation from 2000-2006. The county was also ranked 6th in housing growth over the same time period. Over the next 5-10 years, the population in the county is expected to grow 3% each year.

This 30 Acre property sits in the middle of the South Point McDonough Development Corridor which is at Exit 218 off I-75 where Hwy 81 & Hwy 20 intersect. The original concept for this development was envisioned as a Mixed-Use development. The retail portion was developed first and now nearly 700,000 sq. ft. and growing could eventually become the largest retail commercial development in Henry County; larger than the Henry Town Center. Dave & Busters and Movie Tavern are under development currently.

There is a new Residential Multifamily Apartment Development contiguous to the north side of our 30 acres presently under construction. This new development will extend South Point Boulevard from Highway 20 north up to Highway 81. There is currently Townhomes being developed directly across the street from the Apartment Development.

INVESTMENT HIGHLIGHTS

- Future Land Use designates this site for Commercial Zoning.
- Ideal for a Mixed-Use Development; Retail, Multifamily, Senior Living or Office.
- Sits adjacent to South Point a 700,000 sq. ft. of Retail and 268 Apartments built in 2017.
- Adjacent to two sites in development stages. The first being 43 Townhomes. The second being a Dave & Busters and Movie Tavern Entertainment center.



PROPERTY SUMMARY

THE OFFERING

Property	30 Acres Mixed-Use Development Site
Price	\$4,860,000
Property Address	201 Southpoint Blvd, McDonough, GA
Assessors Parcel Number	075-01012000
Zoning	Industrial
Utilities	Available Adjacent to Site.
Ingress/Egress	Off of South Point Boulevard
Access	Off of South Point Boulevard

SITE DESCRIPTION

Lot Size (SF)	1,287,634
Price/SF	\$3.79
Lot Size (Acres)	29.5600
Price/Acre	\$165,000.00
Type of Ownership	Fee Simple

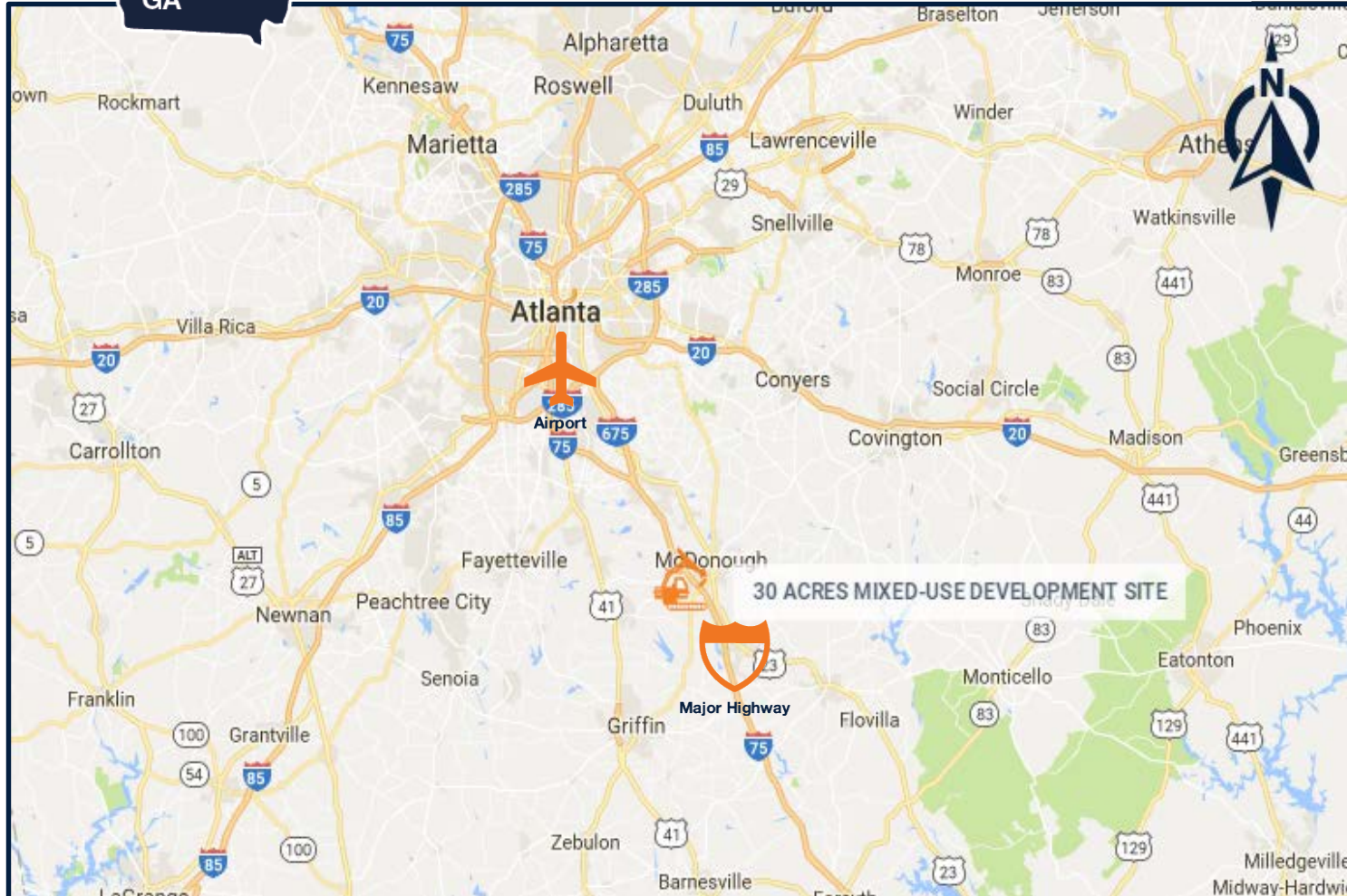
PUBLIC UTILITIES

Sanitary Sewer	Available Adjacent to Site.
Storm Sewer	Available Adjacent to Site.
Potable Water	Available Adjacent to Site.
Gas	Available Adjacent to Site.





201 South Point Boulevard, McDonough, GA 30253



CLOSE PROXIMITY TO:



Airport



Major Highway



Shopping Center

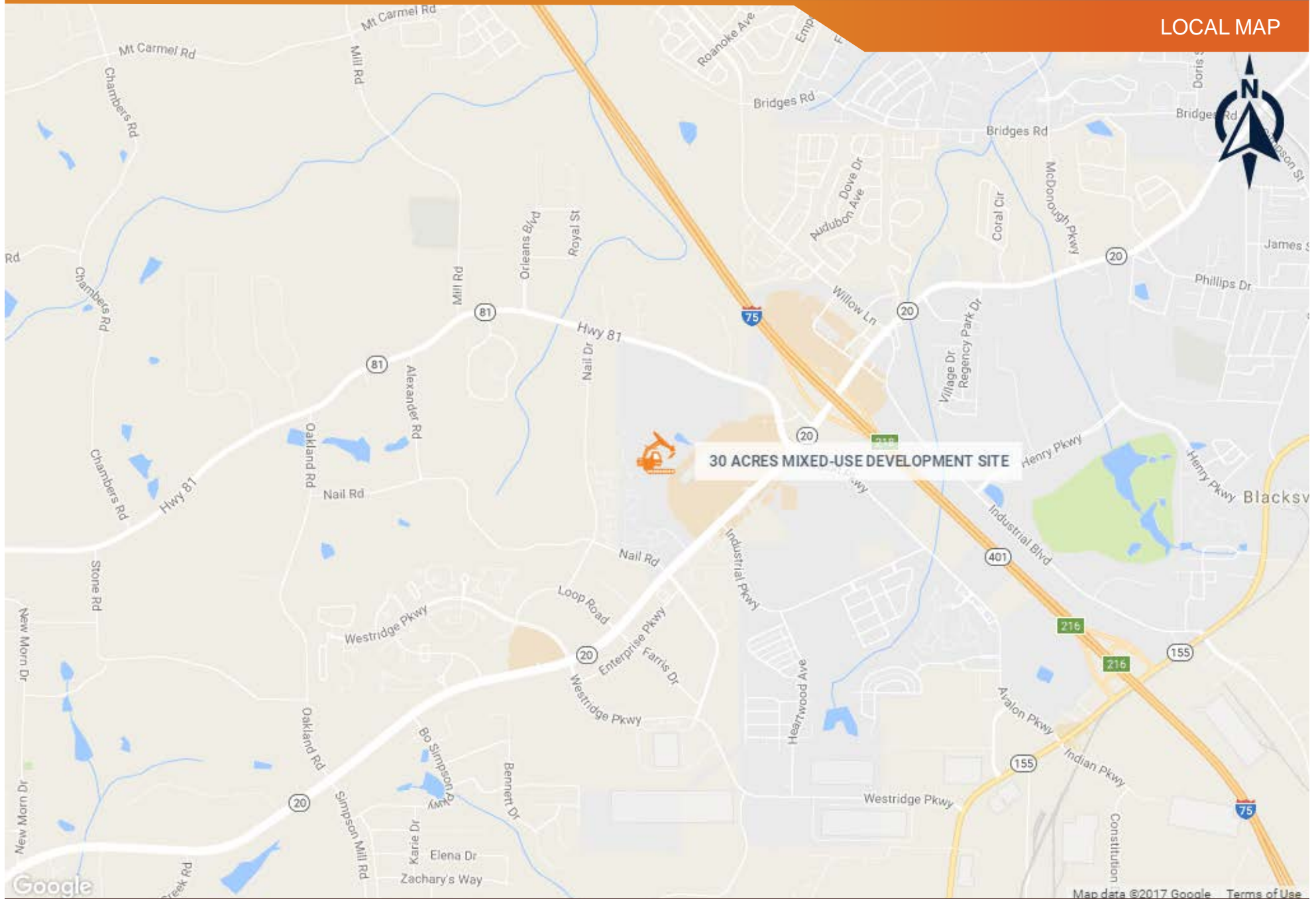


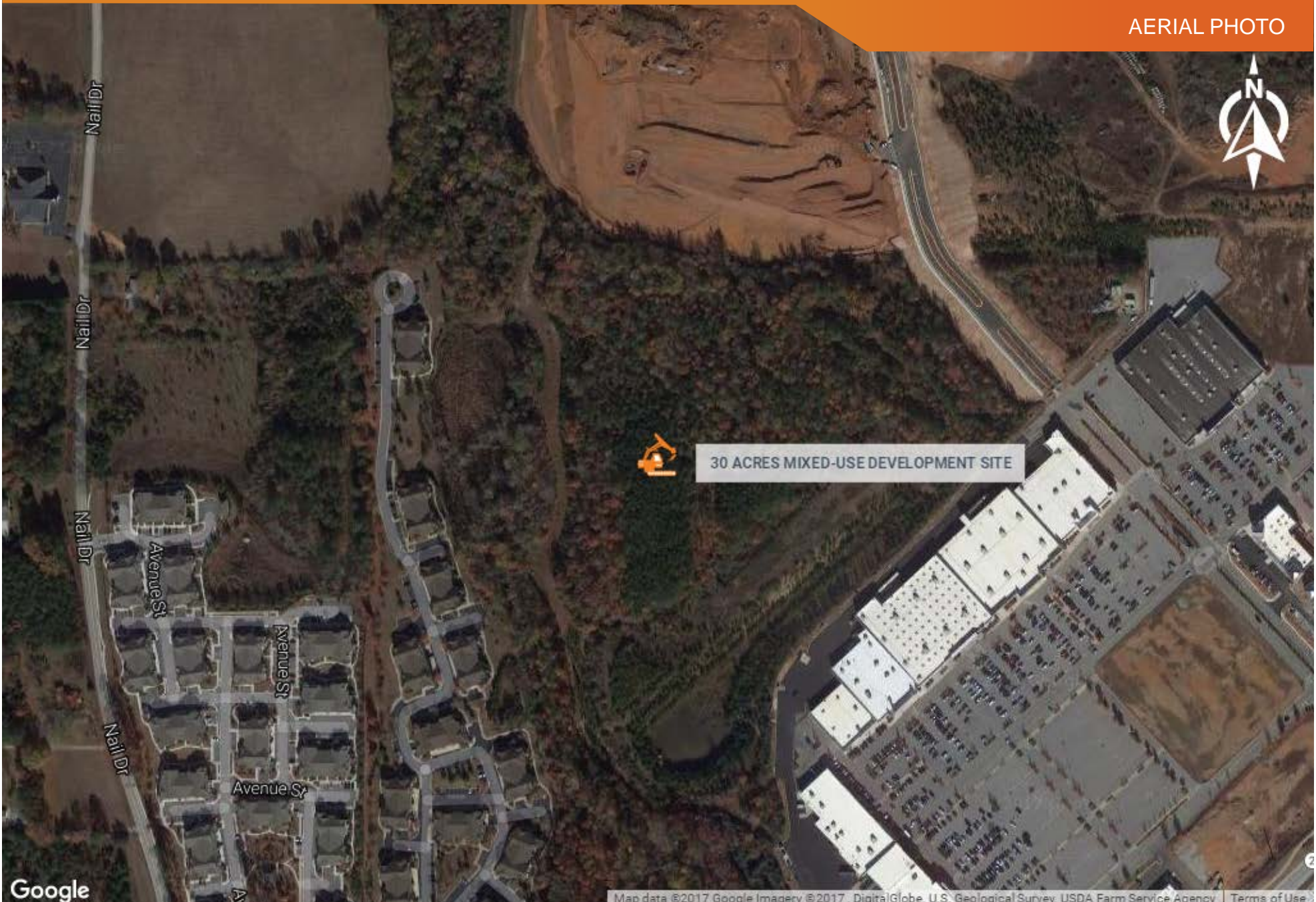
Schools



30 ACRES MIXED-USE DEVELOPMENT SITE

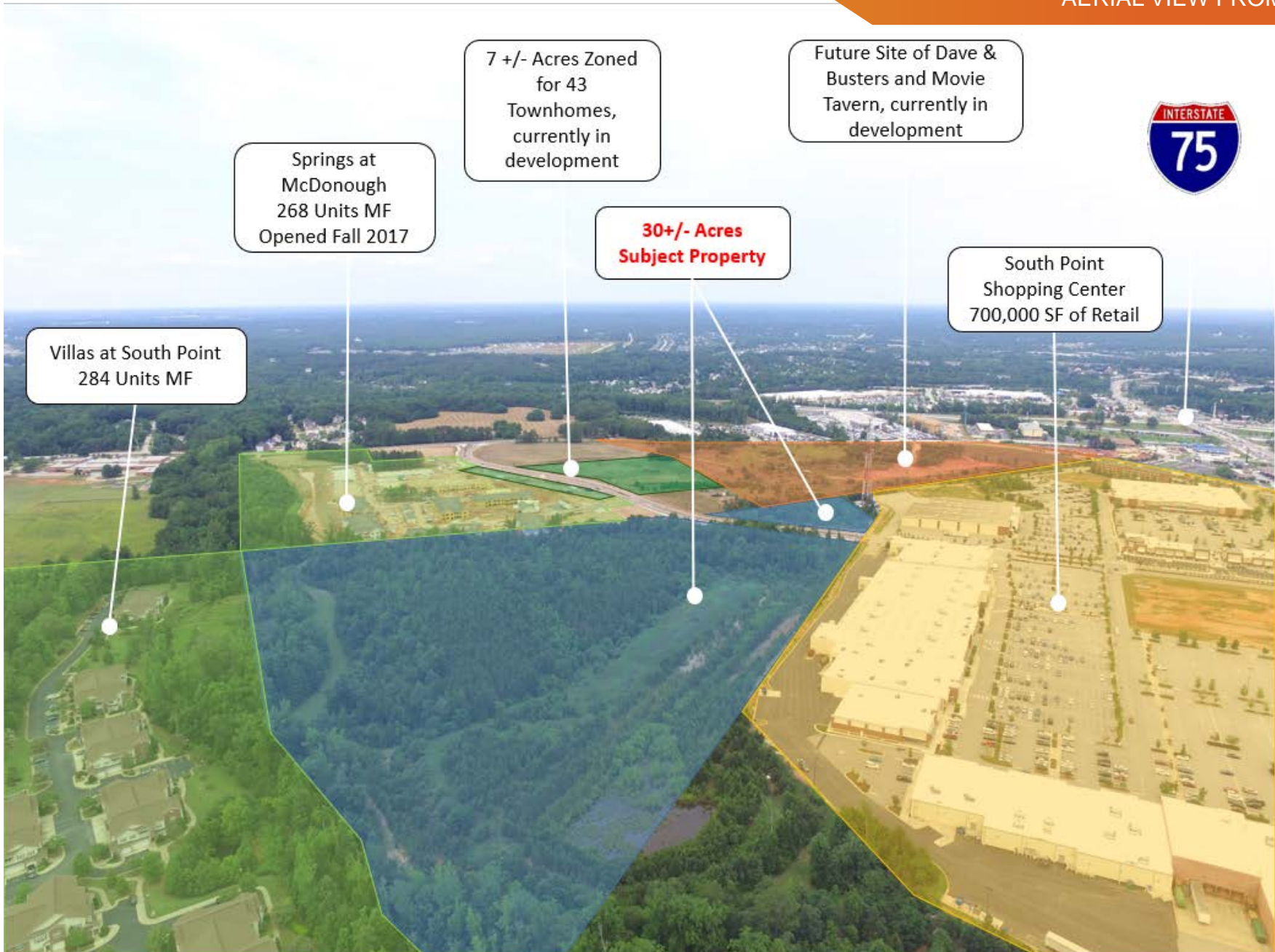
LOCAL MAP





Google

Map data ©2017 Google Imagery ©2017 DigitalGlobe U.S. Geological Survey USDA Farm Service Agency Terms of Use



Villas at South Point
284 Units MF

Springs at McDonough
268 Units MF
Opened Fall 2017

7 +/- Acres Zoned
for 43
Townhomes,
currently in
development

**30+/- Acres
Subject Property**

Future Site of Dave &
Busters and Movie
Tavern, currently in
development

South Point
Shopping Center
700,000 SF of Retail







30 +/- Acres
Subject Property





South Point Shopping Center was opened in 2008 with JC Penny & Kohl's as the prime tenants. Hilton Garden Inn and Hobby Lobby joined the center in 2009 and Academy Sports joined shortly thereafter. Toys 'R' Us, T.J. Maxx and Haverty's opened in 2012 while Rooms To Go opened it's doors in late summer of 2014. These stores have continually ranked as top performing stores in the region and buyers from 30 miles away come here to shop.

The consistent residential growth over the last 15 years has outpaced the retail development thus creating a serious lack of retail opportunities to service the public. In 2009 the residents within a 15 mile radius of South Point Shopping Center spent over \$6 Billion dollars in various Retail offerings ranging from retail goods, recreation & entertainment to home furnishings and computers.



Springs at McDonough represents the 268 Apartment Home Development directly north and contiguous to our site. The development consists of a mixture of studio, 1, 2, and 3 bedroom apartments along with a state-of-the-art fitness center, a resort-style swimming pool and a community clubhouse.

The pet friendly development began construction in the fall of 2016 and the first apartments will be available fall of 2017. All apartment homes have ground-floor private entries and there is no weight limit on pets.

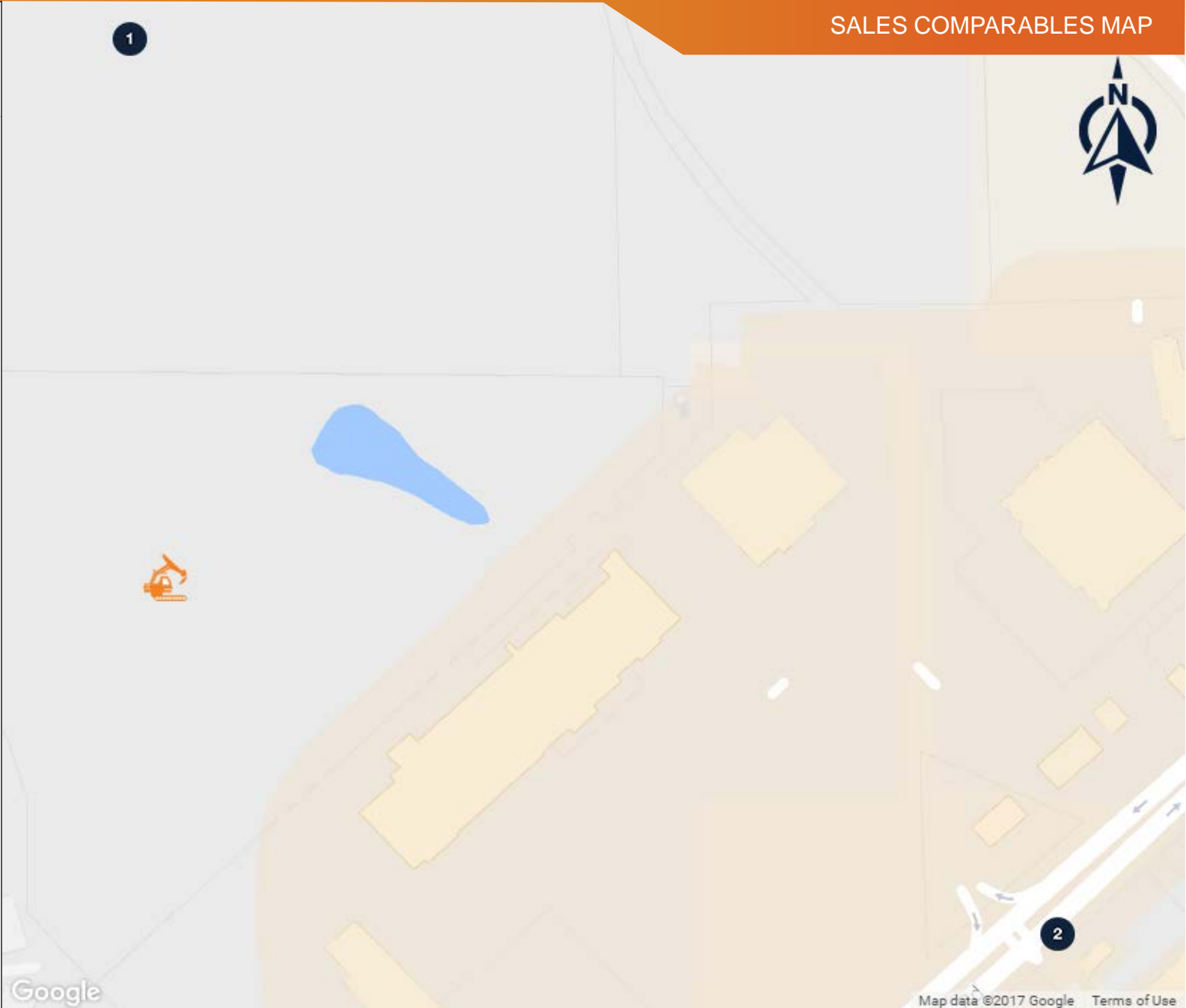
MARKET COMPARABLES





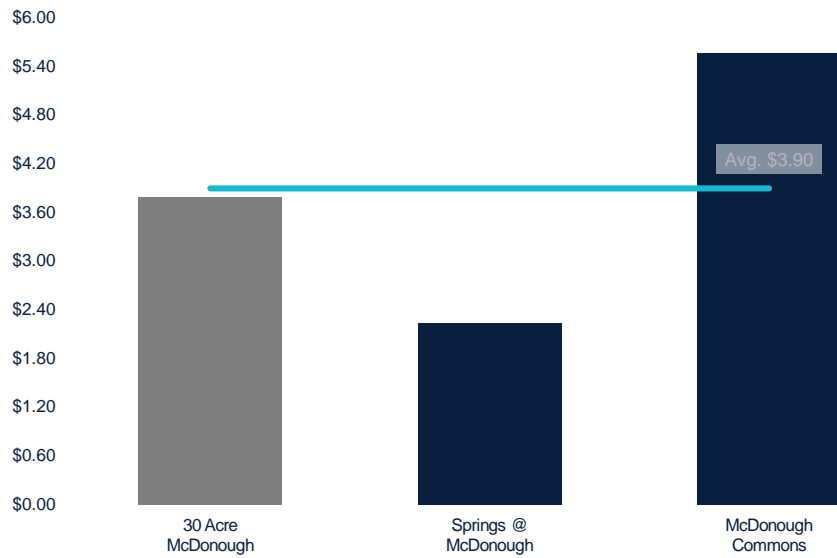
30 ACRES MIXED-USE DEVELOPMENT SITE (SUBJECT)

- 1 Springs @ McDonough
- 2 McDonough Commons

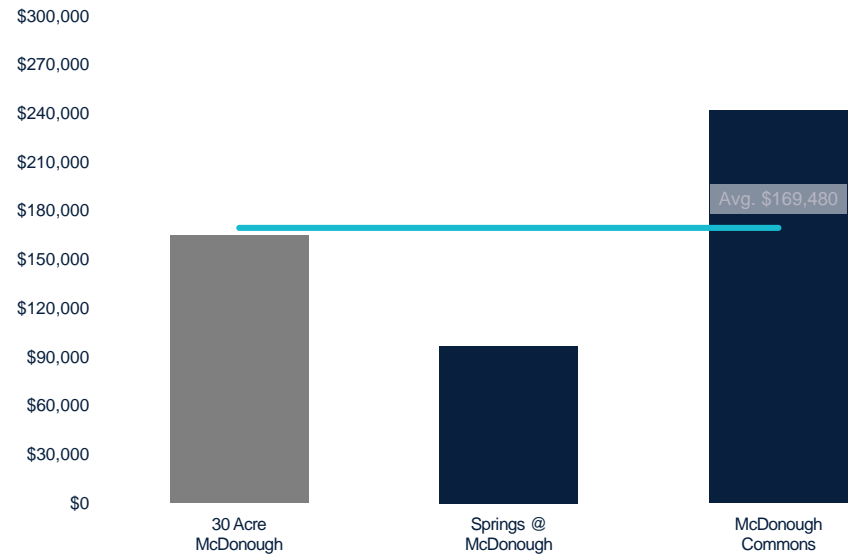


SALES COMPARABLES SALES COMPS AVG

Average Price Per Square Foot



Average Price Per Acre



SALES COMPARABLES

30 ACRE MCDONOUGH
201 SOUTH POINT BOULEVARD, MCDONOUGH, GA,
30253



Asking Price	\$4,860,000
Down Payment	\$4,860,000
Down Payment %	100%
Price/SF	\$3.79
Lot Size (Acres)	29.45 acre(s)
Price/Acre	\$165,025

SPRINGS @ MCDONOUGH
HWY 81 & SOUTH POINT BLVD, MCDONOUGH, GA, 30253



Close of Escrow	9/28/2016
Days On Market	377
Sales Price	\$3,700,000
Price/SF	\$2.23
Lot Size (Acres)	38.16
Price/Acre	\$96,960

MCDONOUGH COMMONS
1477 HIGHWAY 20 W, MCDONOUGH, GA, 30253



Days On Market	870
Sales Price	\$1,694,000
Price/SF	\$5.56
Lot Size (Acres)	7
Price/Acre	\$242,000

ENTITLED: NO | PERMIT READY: NO

MARKET OVERVIEW





ATLANTA OVERVIEW

The Atlanta metro encompasses 29 counties in northwestern Georgia. With few natural barriers to limit development, tremendous population growth over the past decade expanded the metro's borders and the region now has a population of roughly 5.7 million people. Over the next five years the region is expected to add nearly 500,000 residents. Meanwhile, new redevelopment projects in the downtown and midtown sections of Atlanta present a vast array of housing, entertainment and retail opportunities that are enticing residents back into the city and providing options for people moving to the metro.

METRO HIGHLIGHTS



HEAVY CONCENTRATION OF CORPORATE HEADQUARTERS

Atlanta ranks fifth in the nation in the number of Fortune 500 headquarters with 17 companies, including UPS, Delta Airlines and Coca-Cola.



STRONG EMPLOYMENT GAINS

The metro ranks among the highest in the nation for job growth. Nearly 400,000 jobs were added in the last four years.



LOW COST OF LIVING AND DOING BUSINESS ATTRACTS EMPLOYERS

A pro-business environment and affordability helped Atlanta rise to second in the nation in job creation last year.

MARKET OVERVIEW

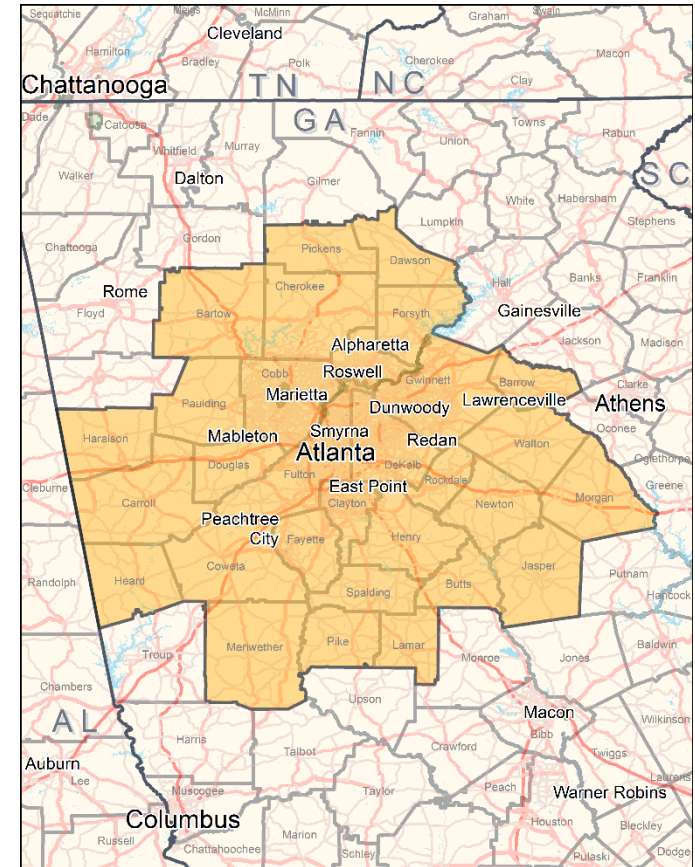




ECONOMY

- Gross metropolitan product (GMP) and retail sales progress above national levels.
- The area serves as a financial hub for the Southeast. The Federal Reserve Bank of Atlanta and SunTrust Bank are housed locally.
- Many companies favor Atlanta for low corporate taxes, its pro-business climate and access to national and global markets. Among the many corporate headquarters are Home Depot, Aflac and Turner Broadcast Co. Other major firms include NCR, Mercedes Benz, Porsche and State Farm.

MAJOR AREA EMPLOYERS
Delta Airlines
The Home Depot
AT&T
WellStar Health Systems
UPS
Northside Hospital
Piedmont Healthcare
Children's Healthcare of Atlanta
Cox Enterprises
Bank of America



SHARE OF 2016 TOTAL EMPLOYMENT

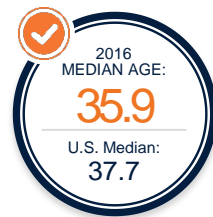
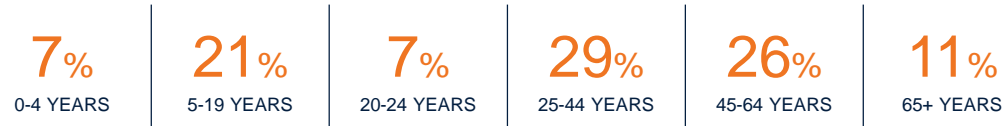




DEMOGRAPHICS

- The local population is projected to exceed 6.2 million people during the next five years, after adding roughly 500,000 residents.
- Nearly 200,000 households will be created by 2021, generating the need for additional housing options.
- A skilled workforce includes nearly 35 percent of residents age 25 and older with a bachelor's degree, above the national level.

2016 Population by Age



QUALITY OF LIFE

The Atlanta metro features a surging business environment and modern infrastructure while providing entertainment and attractions. Affordable housing in the outer perimeters lowers the average cost of living. The metro has several acclaimed cultural institutions, including Zoo Atlanta and the High Museum of Art. More than 30 institutions of higher learning call Atlanta home, including Emory University, Georgia Institute of Technology and Spelman College. Outdoor and sports enthusiasts will find plenty to enjoy. Mild weather year-round beckons residents to hike, paddle and bike on the many trails in and around Atlanta. Atlanta is home to professional sports franchises in the NFL, MLB, NBA and WNBA.

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



SPORTS



EDUCATION



ARTS & ENTERTAINMENT



Created on June 2017

POPULATION	3 Miles	5 Miles	10 Miles
■ 2021 Projection			
Total Population	34,174	72,803	244,827
■ 2016 Estimate			
Total Population	29,138	62,620	213,258
■ 2010 Census			
Total Population	26,956	57,809	199,839
■ 2000 Census			
Total Population	12,916	30,471	119,446
■ Daytime Population			
2016 Estimate	27,724	60,752	177,079
HOUSEHOLDS	3 Miles	5 Miles	10 Miles
■ 2021 Projection			
Total Households	11,783	25,562	84,800
■ 2016 Estimate			
Total Households	9,897	21,718	73,247
Average (Mean) Household Size	2.82	2.84	2.87
■ 2010 Census			
Total Households	9,237	20,225	69,250
■ 2000 Census			
Total Households	4,424	10,623	41,149

HOUSEHOLDS BY INCOME	3 Miles	5 Miles	10 Miles
■ 2016 Estimate			
\$250,000 or More	0.91%	1.44%	1.45%
\$200,000 - \$249,999	0.59%	1.10%	1.09%
\$150,000 - \$199,999	2.04%	3.29%	4.10%
\$125,000 - \$149,999	3.57%	4.89%	5.15%
\$100,000 - \$124,999	7.63%	9.65%	9.89%
\$75,000 - \$99,999	14.35%	15.52%	15.75%
\$50,000 - \$74,999	25.14%	23.06%	23.19%
\$35,000 - \$49,999	15.05%	14.16%	13.96%
\$25,000 - \$34,999	10.41%	8.94%	9.13%
\$15,000 - \$24,999	10.71%	8.67%	8.33%
Under \$15,000	9.60%	9.28%	7.95%
Average Household Income	\$64,146	\$72,880	\$74,392
Median Household Income	\$54,150	\$59,841	\$61,038
Per Capita Income	\$22,084	\$25,448	\$25,665

Source: © 2016 Experian

Created on June 2017

POPULATION PROFILE	3 Miles	5 Miles	10 Miles
■ Population by Age			
0 to 4 Years	7.10%	6.35%	6.01%
5 to 14 Years	16.16%	15.95%	15.72%
15 to 17 Years	4.89%	5.14%	5.18%
18 to 19 Years	2.99%	2.97%	2.87%
20 to 24 Years	7.96%	7.11%	6.70%
25 to 29 Years	7.03%	6.11%	5.71%
30 to 34 Years	7.30%	6.49%	6.15%
35 to 39 Years	7.58%	7.05%	6.78%
40 to 49 Years	15.41%	15.70%	15.67%
50 to 59 Years	11.16%	12.60%	13.46%
60 to 64 Years	3.85%	4.42%	5.02%
65 to 69 Years	3.17%	3.70%	4.17%
70 to 74 Years	2.29%	2.71%	2.89%
75 to 79 Years	1.36%	1.69%	1.77%
80 to 84 Years	0.91%	1.12%	1.10%
Age 85+	0.83%	0.91%	0.82%
Median Age	32.67	34.92	36.29

POPULATION PROFILE	3 Miles	5 Miles	10 Miles
■ Population 25+ by Education Level			
2016 Estimate Population Age 25+	17,742	39,124	135,485
Elementary (0-8)	2.34%	2.17%	2.29%
Some High School (9-11)	7.86%	7.13%	8.07%
High School Graduate (12)	30.97%	30.18%	30.67%
Some College (13-15)	25.79%	24.92%	23.56%
Associate Degree Only	8.67%	8.71%	9.10%
Bachelors Degree Only	16.11%	17.32%	16.95%
Graduate Degree	7.18%	8.63%	8.23%

Source: © 2016 Experian



Population

In 2016, the population in your selected geography is 29,138. The population has changed by 125.60% since 2000. It is estimated that the population in your area will be 34,174.00 five years from now, which represents a change of 17.28% from the current year. The current population is 47.15% male and 52.85% female. The median age of the population in your area is 32.67, compare this to the US average which is 37.68. The population density in your area is 1,030.52 people per square mile.



Households

There are currently 9,897 households in your selected geography. The number of households has changed by 123.71% since 2000. It is estimated that the number of households in your area will be 11,783 five years from now, which represents a change of 19.06% from the current year. The average household size in your area is 2.82 persons.



Income

In 2016, the median household income for your selected geography is \$54,150, compare this to the US average which is currently \$54,505. The median household income for your area has changed by 15.21% since 2000. It is estimated that the median household income in your area will be \$63,252 five years from now, which represents a change of 16.81% from the current year.

The current year per capita income in your area is \$22,084, compare this to the US average, which is \$29,962. The current year average household income in your area is \$64,146, compare this to the US average which is \$78,425.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 36.65% White, 53.06% Black, 0.09% Native American and 2.89% Asian/Pacific Islander. Compare these to US averages which are: 70.77% White, 12.80% Black, 0.19% Native American and 5.36% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 9.34% of the current year population in your selected area. Compare this to the US average of 17.65%.



Housing

The median housing value in your area was \$175,052 in 2016, compare this to the US average of \$187,181. In 2000, there were 3,061 owner occupied housing units in your area and there were 1,363 renter occupied housing units in your area. The median rent at the time was \$592.



Employment

In 2016, there are 13,893 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 58.60% of employees are employed in white-collar occupations in this geography, and 40.63% are employed in blue-collar occupations. In 2016, unemployment in this area is 7.73%. In 2000, the average time traveled to work was 35.00 minutes.

