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**BULL REALTY**  
ASSET & OCCUPANCY SOLUTIONS

## OFFERING MEMORANDUM

ASSISTED LIVING FACILITY | 62 UNITS

METRO ATLANTA



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*Exclusively listed by Bull Realty, Inc.*

# 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.



# THE OFFERING





# EXECUTIVE SUMMARY

## THE OFFERING

Country Gardens Duluth, located at 3450 Duluth Park Lane NW, is a part of a two-senior-housing property portfolio in Metro Atlanta. This class “B” assisted living facility is ±46,362 SF and includes 62 units but is licensed for 72 beds. The property is 80% occupied and is situated on 1.95 acres.

This facility is in pristine condition and is configured as follows: resident rooms, reception/lobby, dining room, kitchen, laundry room and beauty salon. Each patient room contains a living area and bathroom that contains a shower, commode and sink.

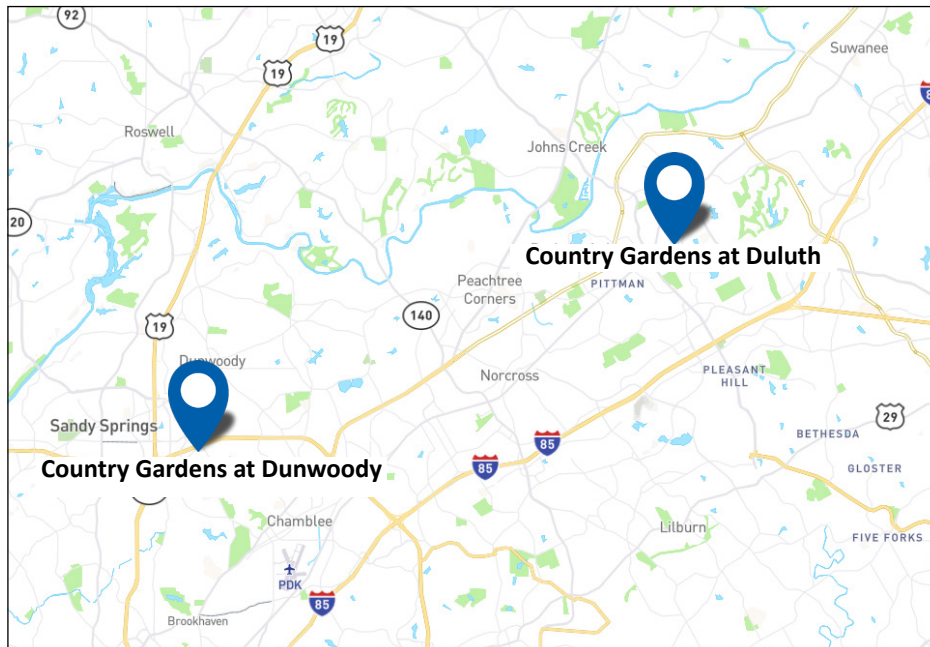
According to NIC, the senior housing occupancy in the 5-mile primary market area is 91% with rents at \$5,104 for assisted living and \$5,933 for memory care. Country Gardens is located in Duluth, GA and less than 1 mile from Northside Hospital Duluth and 6 miles south of Emory Johns Creek Hospital.

Portfolio includes a 40-unit assisted living facility located at 4594-4598 Barclay Drive in Dunwoody, GA (Metro Atlanta).

	Country Gardens at Duluth	Country Gardens Dunwoody	Portfolio
Price	\$5,500,000	\$3,500,000	\$9,000,000
Occupancy	80%	70%	70-80%
GLA SF	46,362 SF	± 33,405	± 79,767
Buildings	1	2	3
Units/Beds	62/72	40/50	102/122

# PROPERTY INFORMATION

ADDRESS	3450 Duluth Park Lane NW, Duluth, GA 30096
PROPERTY NAME	Country Gardens at Duluth
COUNTY	Gwinnett
BUILDING SIZE	46,362 SF
SITE SIZE	1.95 Acres
BUILDINGS	1
STORIES	2
YEAR BUILT	1992
ZONING	AA012
PARKING	38 spaces
OCCUPANCY	80%
NO. OF UNITS	62
NO. OF BEDS	72
NO. ASSISTED LIVING	72
SALES PRICE	\$5,500,000





# PHOTOS





# PHOTOS





# SALE COMPS



#	ADDRESS	SALE PRICE	YEAR BUILT	BUILDING SIZE	NO. UNITS	PRICE/UNIT	SITE SIZE	SOLD DATE
★	3450 Duluth Park Lane NW., Duluth, GA 30096	\$5,500,000	1992	46,362 SF	62	\$88,709	1.95 AC	-
★	4594-4598 Barclay Drive, Atlanta, GA 30338	\$3,500,000	1992	± 33,405 SF	40	\$87,500	± 3.63 AC	-
①	9 Sherwood Lane, Marietta, GA 30067	\$6,000,000	1995	30,482 SF	56	\$107,143	2 AC	3/2018
②	124 Avery Street, Winterville, GA 30683	\$9,100,316	1999	28,818 SF	61	\$149,186	-	1/2018
③	3805 Jackson Way, Powder Springs, GA 30127	\$5,100,000	1988	19,248 SF	47	\$108,511	1 AC	6/2017
④	5235 Stilesboro Road, Kennesaw, GA 30152	\$11,900,000	1999	49,768 SF	60	\$198,333	3 AC	3/2017
⑤	3039 Sandy Plains Road, Marietta, GA 30066	\$10,500,000	1999	41,749 SF	59	\$177,966	3.61 AC	3/2017
⑥	1967 Hwy 54 W, Fayetteville, GA 30214	\$14,408,150	1996	38,477 SF	49	\$294,044	0.94 AC	3/2017



# AREA OVERVIEW





# DEMOGRAPHICS

## 10 MILE RADIUS

Summary	Census 2010	2019	2024	2019-2024 Change	2019-2024 Annual Rate
Population	172,150	198,788	214,962	16,174	1.58%
Median Age	34.8	36.2	36.8	0.6	0.33%
Households	61,697	70,677	76,154	5,477	1.50%
Average Household Size	2.79	2.81	2.82	0.01	0.07%

2019 Households by Net Worth	Number	Percent
Total	70,677	100.0%
<\$15,000	16,676	23.6%
\$15,000-\$34,999	6,251	8.8%
\$35,000-\$49,999	2,574	3.6%
\$50,000-\$74,999	3,235	4.6%
\$75,000-\$99,999	3,279	4.6%
\$100,000-\$149,999	4,515	6.4%
\$150,000-\$249,999	5,611	7.9%
\$250,000-\$499,999	6,601	9.3%
\$500,000-\$999,999	6,259	8.9%
\$1000000-\$1499999	4,359	6.2%
\$1500000-\$1999999	2,324	3.3%
\$2000000+	8,993	12.7%

2019 Net Worth by Age of Householder	Number of Households						
	<25	25-34	35-44	45-54	55-64	65-74	75+
Total	2,756	12,087	14,971	16,461	14,177	7,137	3,089
<\$15,000	2,132	5,815	4,047	2,447	1,406	609	220
\$15,000-\$34,999	310	1,741	1,879	1,380	576	304	62
\$35,000-\$49,999	83	528	798	590	360	172	43
\$50,000-\$74,999	67	848	930	610	397	224	158
\$75,000-\$99,999	83	710	896	831	395	252	112
\$100,000-\$149,999	42	835	1,206	1,034	795	383	220
\$150,000-\$249,999	18	671	1,252	1,669	1,085	652	265
\$250,000-\$499,999	11	615	1,323	1,787	1,420	931	514
\$500,000-\$999,999	10	232	1,104	1,711	1,496	1,116	591
\$1000000+	0	91	1,538	4,404	6,246	2,493	904

Source: ESRI



# DEMOGRAPHICS

2019 Households by Income and Age of Householder 55+								
	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	14,177	100%	7,137	100%	3,089	100%	24,403	100%
<\$15,000	804	5.7%	486	6.8%	333	10.8%	1,623	6.7%
\$15,000-\$24,999	666	4.7%	501	7.0%	304	9.8%	1,471	6.0%
\$25,000-\$34,999	704	5.0%	491	6.9%	404	13.1%	1,599	6.6%
\$35,000-\$49,999	977	6.9%	676	9.5%	504	16.3%	2,157	8.8%
\$50,000-\$74,999	2,158	15.2%	1,535	21.5%	877	28.4%	4,570	18.7%
\$75,000-\$99,999	1,730	12.2%	987	13.8%	224	7.3%	2,941	12.1%
\$100,000-\$149,999	2,778	19.6%	1,285	18.0%	254	8.2%	4,317	17.7%
\$150,000-\$199,999	1,431	10.1%	467	6.5%	77	2.5%	1,975	8.1%
\$200,000+	2,928	20.7%	709	9.9%	112	3.6%	3,749	15.4%
Median HH Income	\$100,568		\$72,216		\$49,980		\$80,397	
Average HH Income	\$136,740		\$100,232		\$64,586		\$116,934	
2024 Households by Income and Age of Householder 55+								
	55-64	Percent	65-74	Percent	75+	Percent	Total	Percent
Total	14,798	100%	9,049	100%	4,308	100%	28,155	100%
<\$15,000	621	4.2%	458	5.1%	383	8.9%	1,462	5.2%
\$15,000-\$24,999	577	3.9%	520	5.7%	370	8.6%	1,467	5.2%
\$25,000-\$34,999	616	4.2%	519	5.7%	525	12.2%	1,660	5.9%
\$35,000-\$49,999	911	6.2%	783	8.7%	696	16.2%	2,390	8.5%
\$50,000-\$74,999	2,098	14.2%	1,838	20.3%	1,203	27.9%	5,139	18.3%
\$75,000-\$99,999	1,776	12.0%	1,288	14.2%	348	8.1%	3,412	12.1%
\$100,000-\$149,999	3,030	20.5%	1,837	20.3%	430	10.0%	5,297	18.8%
\$150,000-\$199,999	1,754	11.9%	714	7.9%	151	3.5%	2,619	9.3%
\$200,000+	3,414	23.1%	1,091	12.1%	200	4.6%	4,705	16.7%
Median HH Income	\$109,436		\$81,381		\$52,283		\$87,710	
Average HH Income	\$152,633		\$114,843		\$74,220		\$128,508	

Source: ESRI







# GWINNETT COUNTY

Gwinnett County is a county in the north central portion of the U.S. state of Georgia. As of 2019, the population is estimated to be 925,800, making it the second-most populous county in Georgia. Gwinnett County includes the cities of Auburn, Berkeley Lake, Braselton, Buford, Dacula, Grayson, Lawrenceville, Lilburn, Loganville, Norcross, Peachtree Corners, Rest Haven, Sugar Hill and Suwanee.

Gwinnett County boasts some of Metro Atlanta's greatest outdoor destinations including Lake Lanier, the Chattahoochee River and Stone Mountain. It also host many arts and entertainment options such as the Infinite Energy Center, Gwinnett Stripers, Atlanta Gladiators, Hudgens Center for the Arts and the Gwinnett History Museum.

Gwinnett County is also home to Georgia Gwinnett College. GGC opened its doors in 2006 as the first four-year college founded in Georgia in more than 100 years, and the first four-year, public college created in the U.S. in the 21st century.





# BROKER PROFILE



## **ERNIE ANAYA, MBA**

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As a President of Bull Realty's Senior Housing Group, Ernie Anaya focuses on providing real estate investment advice to senior housing investors in the Age Restricted Multifamily, Independent Living, Assisted Living/Memory Care, Skilled Nursing, Hospice, and drug Treatment sectors.

Anaya's services focuses on supporting senior housing investors develop and execute successful real estate strategies that deliver growth and profitability goals. From acquisition, disposition, pre-development, site selection, market analysis, to note brokering.

Ernie is a member of the National Association of Realtors, Atlanta Commercial board of Realtors, Association of Professional Mergers & Acquisition Advisors, Georgia Senior Living Association, National Investment Center of Senior Housing (NIC), and National Apartment Association.

Anaya has 20+ years of experience in Fortune 500 Business-to-Business and Management Consulting with a focus on the health care industry. His consulting experience includes Client Solutions Director with EMC Corporation covering Department of the Army in US and Germany, and Principal, Healthcare Sector with SunGard Consulting Services. He is experienced in Meaningful use and HIPPA compliance covering the US and Latin America and has over 15 years of experience in data center design, migration and co-location services. He has a BA in Astrophysics from Ole Miss and an MBA from Michigan State University, including their Global Management Course in Japan & Singapore; was a part of the Executive Program in Supply Chain at Massachusetts Institute of Technology; and is a former Army Officer with the 1st Cavalry Division, a Life Member of the American Legion, Strathmore Who's Who Worldwide, and Knights of the Silver Circle, Army & Navy Club in Washington, D.C.

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Bull Realty is a commercial real estate sales, leasing, and advisory firm headquartered in Atlanta licensed in nine Southeast states. The firm was founded in 1998 on two primary missions: to provide a company of advisors known for integrity and to provide the best disposition marketing in the nation. Still guided by these philosophies, the firm's services have expanded to include disposition, acquisition, project leasing, tenant representation and consulting services. To add additional value and efficiency for clients, advisors focus on specific sectors and services in the office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, automotive, hospitality and single tenant net lease sectors.

The firm produces America's Commercial Real Estate Show, a national video show and podcast enjoyed by millions of people around the country. Industry analysts, leading market participants and the firm's founder Michael Bull share market intelligence, forecasts and success strategies. The show has aired every week since 2010 on Apple Podcast, all major podcast sites, YouTube and [www.CREshow.com](http://www.CREshow.com).



# TEAM PROFILE



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**Michael Bull**  
Broker



**Kaley Richard**  
Marketing



**Scott Jackson**  
Analyst



# 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 3450 Duluth Park Lane NW, Duluth, GA 30096. 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 , 20\_\_\_\_.

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

Signature \_\_\_\_\_

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

Title \_\_\_\_\_

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

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

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