



### 168-UNIT MULTIFAMILY OPPORTUNITY

HIDDEN PINES OF ATLANTA RECENTLY RENOVATED | ATLANTA, GA

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### BULL REALTY





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## HIDDEN PINES OF ATLANTA

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# PROPERTY OVERVIEW

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## HIDDEN PINES OF ATLANTA

3230 Cushman Circle SW, Atlanta GA 30311

168 Total Units **1973/2021** Year Built/Renovated

±169,100 Square Feet

\$1,129 Avg. Rent/Unit

**120** Parking Spaces

> 83% Occupancy

±825 SF Average SF/Unit

\$1.37 Avg. Rent/SF

**11** No. of Buildings

Determined by Market Price



Bull Realty is pleased to present a 168-unit, completely renovated, apartment community located in Southwest Atlanta, GA. All units are 2 bedroom and 1 bath floor plans. The property has undergone an extensive renovation featuring new roofs, fully updated electrical wiring, new plumbing, new HVAC systems, new kitchens, bathrooms and more. There is an immediate opportunity to lease 17% more of the units at the current market rent rate due to the current vacancy.

Hidden Pines Apartments is located just inside the I-285 perimeter, south of I-20. The property is also located on the MARTA bus line, Atlanta's public transportation provider. The property is located less than 13 miles north from Hartsfield-Jackson Atlanta International Airport, the busiest airport in the world. Atlanta's entertainment/tourist district features Mercedes Benz Stadium, State Farm Arena, Georgia World Congress Center, The Georgia Aquarium and other prominent destinations are located 12 minutes north of the property. Downtown Atlanta, home to multiple Fortune 500 companies and Georgia State University, is less than 15 minutes away. All of these economic hubs are accessible through public transportation.



### **PROPERTY INFORMATION**

		PROPERTY HIGHLIGHTS
	1	168-unit multifamily complex located in Atlanta, GA
SITE SIZE	±2.60 AC	All units are 2 Bed/1 Bath
		Recently renovated (See below for details)
UNIT MIX	(168) 2 Bedroom / 1 Bath	Value-add opportunity
		Located in a gated community
NO. OF BUILDINGS	11	On-site parking for all units
		All units are electric
NO. OF STORIES	2	Located in Fulton County
		Easy access to I-285 and I-20
PARCEL NO.	14-0237-0004-041-6	• Located 8 miles west from Downtown Atlanta and 13 miles north from
		Hartsfield-Jackson Atlanta International Airport
ZONING	RG3	
		PROPERTY UPDATES
EXTERIOR	Brick/Hardie plank siding	
		New roofs     Aerobelt resurfaced
HVAC	Central heating/air	<ul> <li>Asphalt resurfaced</li> <li>Hew HVAC/ electric/ nlumbing</li> </ul>
		<ul> <li>Hew HVAC/ electric/ plumbing</li> <li>New windows</li> </ul>
ROOF	Asphalt shingle	<ul> <li>New kitchen – cabinets, tiled back splash and counter tops</li> </ul>
NOOI	Asphalt shingle	<ul> <li>New appliances – refrigerator, stove and dishwater</li> </ul>
	Individually material for electrical	<ul> <li>New appliances – reingerator, stove and disrivater</li> <li>New water heaters</li> </ul>
UTILITIES/METERED	Individually metered for electrical	<ul> <li>New LVT flooring</li> </ul>
		New tiled bathroom
WATER	Master metered	<ul> <li>Spacious floor plan</li> </ul>
		<ul> <li>Off-street parking</li> </ul>
		Total electric

• Security camera system

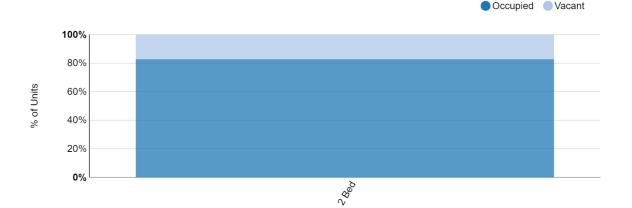


#### **Occupancy Status**

Unit Type

### UNIT MIX

The complex is made up of one floorplan across all 168 units. All units are 2 bedroom and 1 bath. The occpancy rate is 83% with an opportunity for value-add units. Below is the breakdown of the floorplan and the average cost per square foot and units.



	UNITS	AVG. SIZE (SF)	AVG. RENT/SF	MONTHLY RENT	MARKET RENT/UNIT
2 BR / 1 BA	168	825 SF	\$1.37	\$1,111	\$1,300
Total	168	169,100 SF	-	-	-
Average	-	825 SF	\$1.37	\$1,111	-

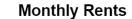


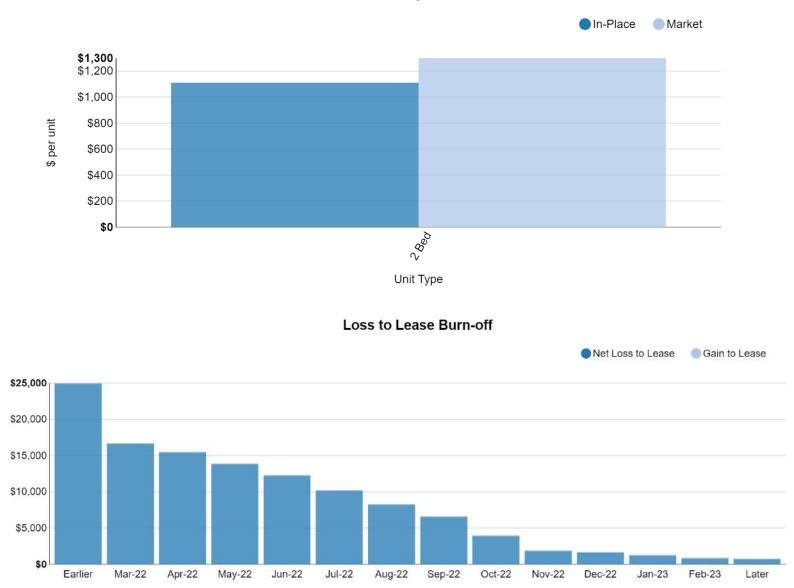


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### UNIT MIX



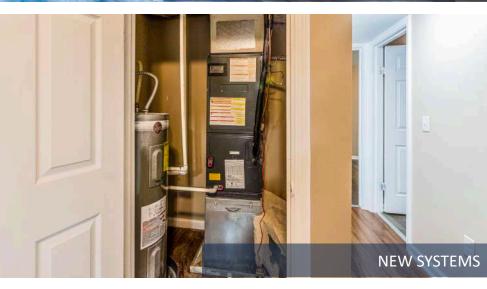


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## ITERIOR PHOTOS

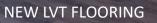
SPACIOUS BEDROOM WITH WALKIN CLOSET



10 10

1.1-

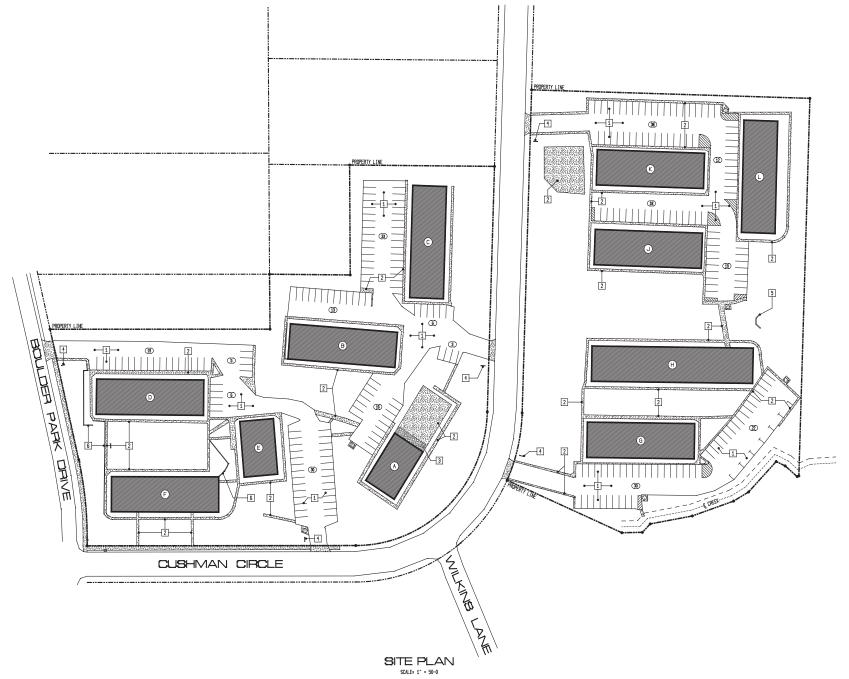
NEW APPLIANCES, COUNTERTOPS AND BACKSPLASH





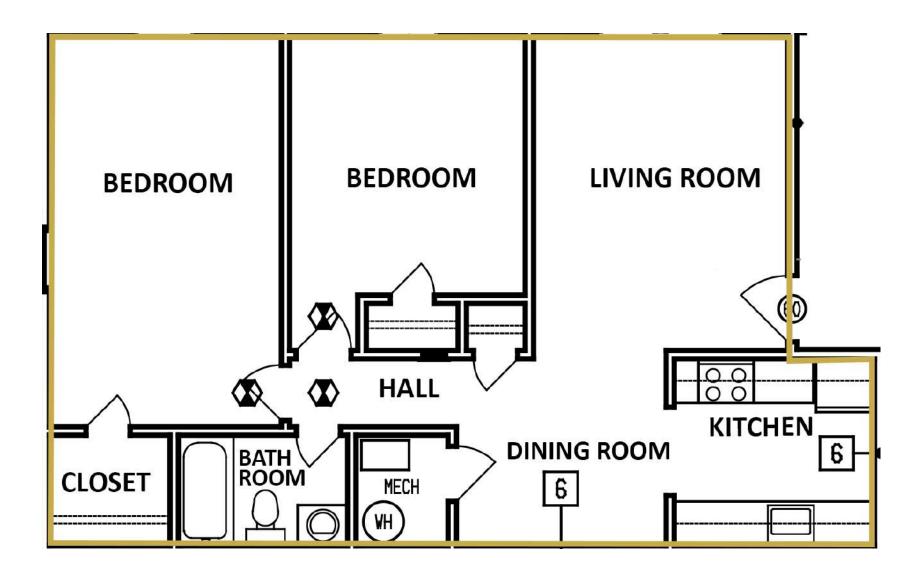


### SITE PLAN













### **SALE COMPS**



#### HIGHLANDS EAST ATLANTA

#### 2051 Flat Shoals Road SE, Atlanta, GA 30316

Units	250
Year Built/Renovated	1971
Price/Unit	\$172,000
Cap Rate	
Sale Price	\$43,000,000
Sale Date	11/15/2021



#### **RESIDENCE AT RIVERSIDE ROW** 360 Riverside Parkway, Austell, GA 30168

Units	144	
Year Built	1971	
Price/Unit	\$174,603	
Cap Rate	4.5%	
Sale Price	\$25,140,000	
Sale Date	12/20/2021	



#### TEN35

1035 SE Franklin Road, Marietta, GA 30067

Units	214
Year Built	1973
Price/Unit	\$199,042
Cap Rate	4%
Sale Price	\$42,595,000
Sale Date	03/01/2022



**3751 M.L.K. JR DR SW 3751 M.L.K. Jr Dr SW, Atlanta, GA 30331** 

Units	100
Year Built	1966
Price/Unit	\$150,000
Cap Rate	5%
Sale Price	\$15,000,000
Sale Date	12/03/2020



### RENT COMPS (2 BR / 1 BA)



#### HIDDEN PINES OF ATLANTA

#### 3230 Cushman Circle, Atlanta, GA 30311

825 SF
168
\$1.37
\$1,129
1973/2021
89%



### THE LIFE AT GREENBRIAR2909 Campbellton Road, Atlanta, GA 30311

SF/Unit	943 SF	
Units	160	
Rent/SF	\$1.59	
Rent/Unit	\$1,497	
Year Built	1971	
Occupancy	74%	



### HARVEST OAK

2980 Delmar Lane NW, Atlanta, GA 30311

SF/Unit	652 SF
Units	64
Rent/SF	\$1.63
Rent/Unit	\$1,060
Year Built	1960
Occupancy	96%



#### **CRYSTAL HEIGHTS** 3340 Boulder Park Drive SW, Atlanta, GA 30311

SF/Unit	750 SF
Units	120
Rent/SF	\$1.53
Rent/Unit	\$1,150
Year Built	1970
Occupancy	93%

### **PROFORMA REVENUE**

#### STRICTLY CONFIDENTIAL

Hidden Pines of Atlanta	Historical Operating Statements			Atlanta, GA			
HISTORICAL CASH FLOW						PROJECTED CAS	
	<u>T12 Annualized</u>	T9 Annualized	T6 Annualized	T3 Annualized	T1 Annualized	Pro Forma Yr 1	
	Mar-22	Mar-22	Mar-22	Mar-22	Mar-22	Apr-23	%
OPERATING REVENUE							Mkt
Potential Market Rent	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 2,620,800	100.00%
(Loss to Lease) / Gain to Lease	-	-	-	-	-	(\$ 131,040)	(5.00%)
Gross Potential Revenue	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 2,489,760	95.00%
Vacancy	-	-	-	-	-	(\$ 235,872)	(9.00%)
Base Rental Revenue	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 1,852,800	\$ 2,253,888	86.00%
Other Residential Income	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	6.93%
Other Income	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	\$ 181,524	6.93%
EFFECTIVE GROSS REVENUE	\$ 2,034,324	\$ 2,034,324	\$ 2,034,324	\$ 2,034,324	\$ 2,034,324	\$ 2,435,412	92.93%

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### **PROFORMA EXPENSE**

Hidden Pines of Atlanta	Historical Operating Statements					Atlanta, GA	
	Trailing 12	Trailing 12	Trailing 12	Trailing 12	Trailing 12	Year 1 Pro Forma	
OPERATING EXPENSES					_		EGR
Repair & Maintenance	\$ 106,584	\$ 106,584	\$ 106,584	\$ 106,584	\$ 106,584	\$ 106,584	4.38%
Contract Services	\$ 7,944	\$ 7,944	\$ 7,944	\$ 7,944	\$ 7,944	\$ 7,944	0.33%
Landscaping / Grounds	-	-	-	-	-	\$ 24,000	0.99%
Personnel	\$ 199,824	\$ 199,824	\$ 199,824	\$ 199,824	\$ 199,824	\$ 199,824	8.20%
Marketing / Advertising	\$ 20,424	\$ 20,424	\$ 20,424	\$ 20,424	\$ 20,424	\$ 20,424	0.84%
Administrative Expenses	\$ 61,248	\$ 61,248	\$ 61,248	\$ 61,248	\$ 61,248	\$ 61,248	2.51%
Turnover / Make-Ready	-	-	-	-	-	\$ 72,000	2.96%
Electricity	\$ 51,072	\$ 51,072	\$ 51,072	\$ 51,072	\$ 51,072	\$ 51,072	2.10%
Water & Sewer	\$ 102,144	\$ 102,144	\$ 102,144	\$ 102,144	\$ 102,144	\$ 102,144	4.19%
Insurance	\$ 54,324	\$ 54,324	\$ 54,324	\$ 54,324	\$ 54,324	\$ 54,324	2.23%
Real Estate Taxes	\$ 232,908	\$ 232,908	\$ 232,908	\$ 232,908	\$ 232,908	\$ 232,908	9.56%
Property Management Fee	\$ 63,528	\$ 63,528	\$ 63,528	\$ 63,528	\$ 63,528	\$ 63,528	2.61%
TOTAL OPERATING EXPENSES	\$ 900,000	\$ 900,000	\$ 900,000	\$ 900,000	\$ 900,000	\$ 996,000	40.90%
NET OPERATING INCOME							
Net Operating Income (bef. Reserves)	\$ 1,134,324	\$ 1,134,324	\$ 1,134,324	\$ 1,134,324	\$ 1,134,324	\$ 1,439,412	59.10%
Replacement Reserves	\$ 42,000	\$ 42,000	\$ 42,000	\$ 42,000	\$ 42,000	\$ 42,000	1.72%
NET OPERATING INCOME (AFT. RESERVES)	\$ 1,092,324	\$ 1,092,324	\$ 1,092,324	\$ 1,092,324	\$ 1,092,324	\$ 1,397,412	57.38%

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# ABOUT THE AREA

This multifamily opportunity is located in Southwest Atlanta just half a mile south of I-285, 1 mile from I-20 and 8 miles from Downtown Atlanta. The property is also located north of the Cascade Springs Nature Preserve, a forested 120-acre nature park with trails and streams. Near the West End and East Point neighborhoods, this property sits in a prime location with easy access to multiple major highways.

The property is located less than 13 miles from Hartsfield-Jackson Atlanta International Airport, Atlanta's bustling airport with over 200 gates and over 1,000 flights per day. It is one of the world's busiest airports by passenger traffic since 1998, and by number of landings and take offs since 2005. Many of the nearly one million flights are domestic flights from within the United States, where Atlanta serves as a major hub for travel throughout the Southeastern United States.



### IN THE AREA

bull realt Asser & Occurrent Selument **13 MILES TO HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT** 

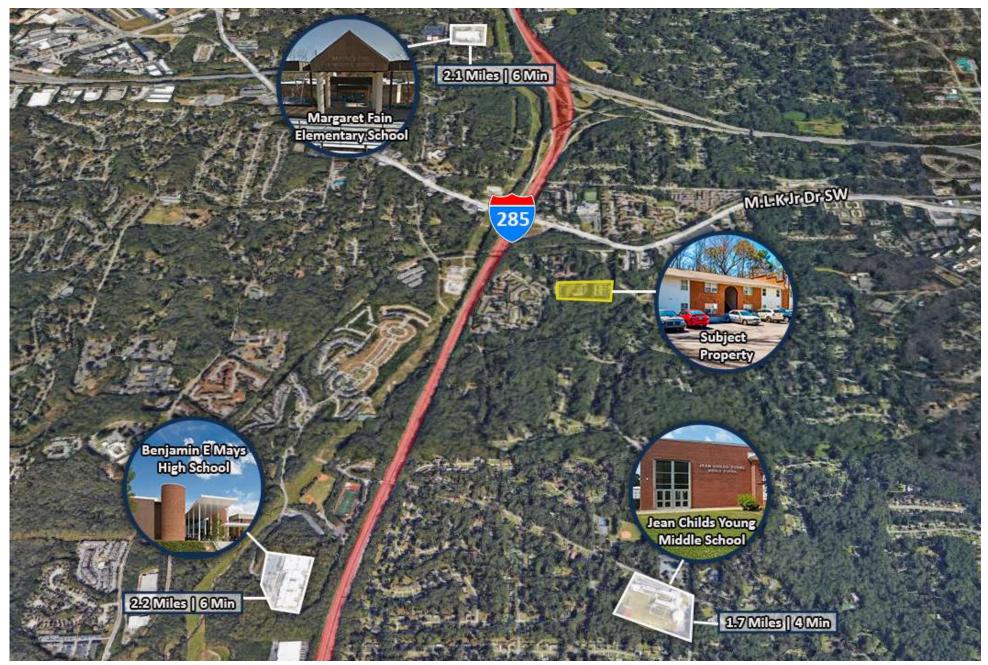
12 MINUTES TO DOWNTOWN ATLANTA

6 MILES TO SIX FLAGS OVER GEORGIA

11 MILES TO WEST MIDTOWN

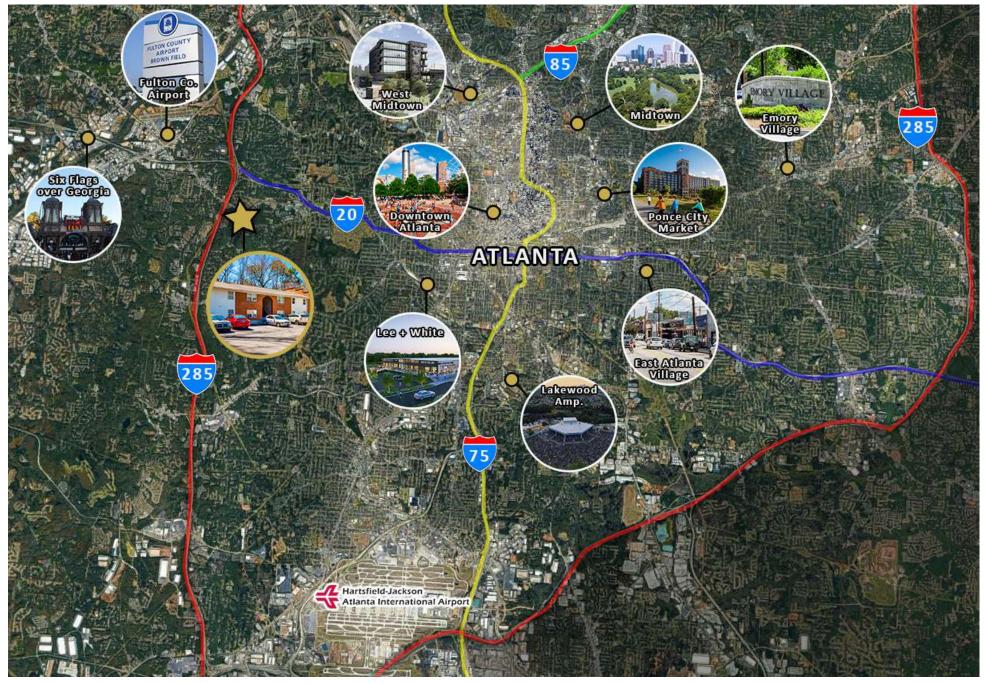
2.4 MINUTES TO MIDTOWN / PIEDMONT PARK

### **SCHOOL SYSTEMS**





### **IN THE AREA**



### SIX FLAGS OVER GEORGIA

Six Flags Over Georgia is a 290-acre theme park located west of Atlanta, Georgia, in unincorporated Cobb County. As the largest regional theme park in the Southeast, Six Flags Over Georgia is home to more than 40 rides including 11 roller coasters, three children's areas, water rides and thrill rides.

Six Flags Over Georgia is also home to Hurricane Harbor water park, a massive water park and tropical paradise full of wave pools and slippery slides, open late May through September. During the summer months, take the kids to splash around in Paradise Island, the park's huge interactive water play structure featuring dozens of water elements and slides. Each October, Six Flags Over Georgia is transformed into a haunted theme park for Fright Fest. Halloween shows, roaming zombies and terrifying ride makeovers make Fright Fest one of the best Halloween experiences in Atlanta. In November and December, Holiday in the Park kicks off with Christmas trees and more than one million holiday lights on display that give the park a magical glow.

### **FULTON COUNTY** AIRPORT - BROWN FIELD

Fulton County Executive Airport at Brown Field (FTY) is a general aviation airport serving many of metro Atlanta's premier corporate clients. It is the third-busiest airport in metro Atlanta and one of only two airports in the area with a 24/7 control tower.

Fulton County Airport-Brown Field plays a vital role in supporting the region with 1,230 jobs with an annual payroll of \$75.2 million and \$198.6 million in economic output for the local and regional economies. The airport includes 985 acres with an air traffic control tower and fire station, manned 24 hours a day, seven days a week. The primary runway is 5,796 feet long and is complimented by a full parallel taxiway and a precision instrument landing system for operation during bad weather. One additional visual runway is available for aircraft operations as well.





SixFlags

FULTON COUNTY

BROWN FIELD

AIRPORT

### **IN THE AREA**

#### LEE + WHITE

Lee + White has emerged as one of Atlanta's most exciting mixeduse destinations. The redevelopment of the West End

community's former "Warehouse Row" showcases a mix of cutting-edge breweries, restaurants, retailers and food manufacturers. Now Ackerman & Co. and with a focus on contributing to the growth and energy of Atlanta's historic West End, the next chapter in the Lee + White redevelopment will diversify the project's offerings to include a food hall, unique retail spaces and creative loft offices.

#### SWEETWATER CREEK STATE PARK

Sweetwater Creek State Park is a 2,549-acre Georgia State Park in east Douglas County, 15 miles from Downtown Atlanta. The park features wooded walking and hiking trails, the George Sparks Reservoir, visitor center, bait shop, and gift shop and the ruins of the New Manchester Manufacturing Company.



#### ATLANTA BELTLINE WESTSIDE

The PATH Foundation has partnered with the Atlanta BeltLine, Inc. and recently opened the Westside BeltLine Connector in March of 2021. The Westside BeltLine Connector is part of a 10-mile connection from PATH's Silver Comet Trail in Cobb County. Through this new connection, Atlanta will be the only major U.S. city with a trail emerging from its city center and stretching 100+ miles into a neighboring state, Alabama.

#### WESTSIDE RESERVOIR PARK

The park is the City of Atlanta's largest planned greenspace. Located in northwest Atlanta, it will double as a water reservoir and a 280-acre park when complete. Plans for the first section call for walking trails, an open lawn, a grand overlook, and city views. Westside Park will connect to the Atlanta BeltLine's Westside Trail Extension, the Westside BeltLine Connector, and Proctor Creek Greenway in the future.



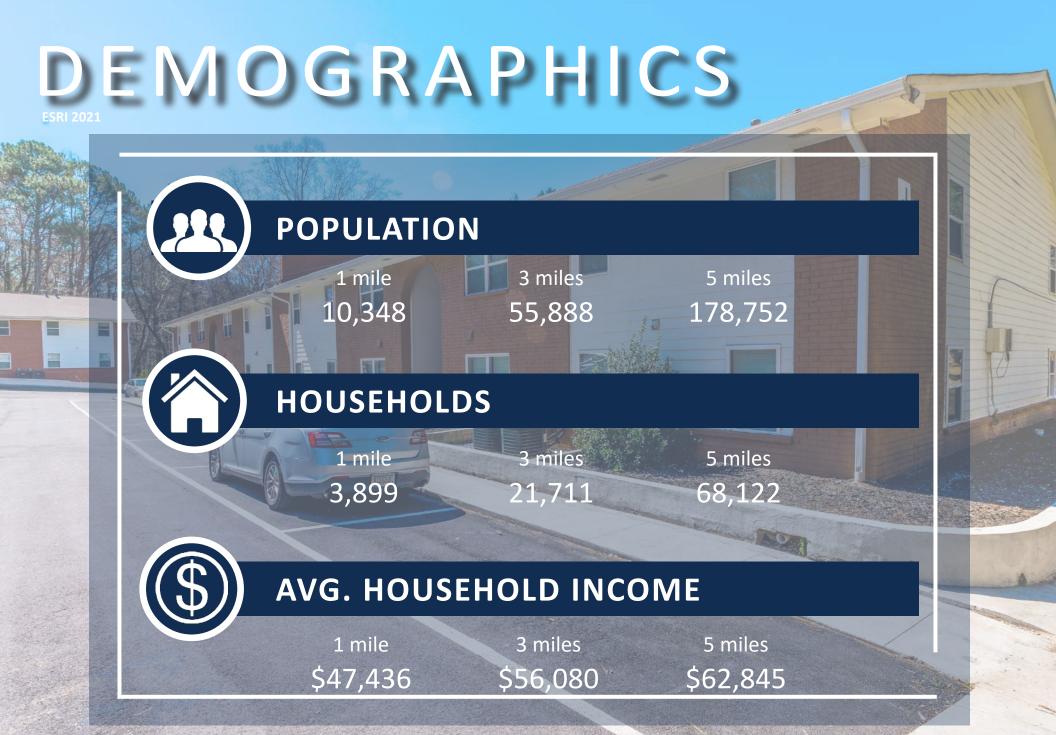
#### HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT

Hartsfield–Jackson has been one of the world's busiest airports since 1998, both in passengers and number of flights, by accommodating 95 million passengers and 950,119 flights. In addition to hosting Delta's corporate headquarters, Hartsfield-Jackson is also the home of Delta's Technical Operations Center. The airport has international service to every major continent.

#### WESTSIDE PROVISIONS DISTRICT

Westside Provisions District evolved from a marketing partnership between two adjacent developments; Westside Urban Market and White Provision. Together, these developments offer great retail and restaurant options to the neighborhood and also offer sustainable residential living at its finest.







# ATLANTA OVERVIEW

5825B

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### **ABOUT THE AREA**

Atlanta is home to the busiest and most efficient airport in the world, Hartsfield-Jackson Atlanta International Airport, and the Maynard H. Jackson International Terminal making getting to and from Atlanta is easy.

The metro Atlanta area is home to 13 Fortune 500 and 24 Fortune 1000 headquarters. This includes the global headquarters of corporations such as The Coca-Cola Company, The Home Depot, Delta Air Lines, AT&T Mobility, UPS, SunTrust Bank, Mercedes Benz USA, Newell-Rubbermaid and is home to the world renowned Centers for Disease Control.

Over 75% of Fortune 1000 companies conduct business operations in the Atlanta metropolitan area, and the region hosts offices of about 1,250 multinational corporations. The Metropolitan Atlanta Chamber of Commerce, corporate executives and relocation consultants, along with Mayor Keisha Lance Bottoms are committed to actively recruiting new companies to the region. Public and private partnerships with business, financial and non-profit communities are key to spurring quality job creation and investment throughout the city's neighborhoods.





# ATLANTA ACCOLADES

#1 Most-Traveled Airport in the world



16 Fortune 500 HQ in Atlanta

0 \$270 Billion GDP in Metro-Atlanta

on GDP Top S Atlanta Bus



Top State for Doing Business (2021)

According to: The Points Guy, Metro Atlanta Chamber, Statista and Georgia USA





# ATLANTA HOUSING MARKET

#### Atlanta Multifamily Market

Atlanta's multifamily sector took a hit at the onset of the coronavirus pandemic, but the metro bounced back quickly and has posted impressive demand and rent growth figures in recent quarters. Rent growth in Atlanta has outpaced the National Index since the onset of the pandemic, as owners have capitalized on a surge in demand and the tighter than usual housing market across the region.

Year-over-year rent growth of 16.5% is still outpacing the national average, but rent gains have started to moderate in recent months due to tepid net absorption in late 2021 and early 2022, as well as the metro's rising supply pipeline. However, the region's vacancy rate of 6.3% is still far below its 10-year average of 8.1%, so Atlanta apartment owners should be able to push rents in the traditional spring and summer leasing months as long as the metro's economic recovery persists.

Heading into the pandemic, Atlanta was helped by overall housing construction levels that were lower than prior building cycles. Even though both single-family and multifamily housing starts have picked up over the past few quarters, annual single-family home deliveries are still roughly half of what they were during the housing bubble in the mid-2000s, and multifamily construction activity is only slightly above the national average on a percentage basis.

Investors have poured capital into Atlanta multifamily at a record clip over the past few quarters, drawn by the market's impressive performance and strong demographic trends. The metro now ranks as one of the top markets in the nation for trailing 12-month sales volume. Average pricing continues to escalate, and values in Atlanta are rising at about double the national average pace.



#### Westside Atlanta Multi-Family Submarket

The vacancy rate in Westside Atlanta is structurally high due to the submarket's high proportion of low-quality 1 & 2 Star stock. However, submarket fundamentals have improved over the past few years, as demand for workforce housing near Atlanta's urban core remains strong. Rent growth has picked up over the past few quarters, but the Westside is underperforming blue-collar locales in the southern part of the metro.

Investors continue to eye potential value-add plays near some of the city's fastest-growing neighborhoods, and sales volume has surged over the past half decade. While the impact of the coronavirus pandemic led to a temporary pause in transaction activity, sales volume has increased in recent quarters. Investor interest will likely intensify, as major projects spearheaded by Microsoft and Lincoln Property Company should add to the area's appeal over the next few years. Westside assets come at a significant discount compared to the Atlanta average, and cap rates are among the highest in the metro.





## THE GULCH

The Gulch is a "big hole" in downtown Atlanta that is being converted into Centennial Yards. The 50-acre downtown live-work-play development will be built next to the State Farm Arena and Mercedes-Benz Stadium. Centennial Yards will be one of Atlanta's best-connected neighborhoods where visitors are miniutes from anywhere in the Metro area via bike, Marta or highway. The first phase of Centennial Yards plan to include "three slender towers" that includes 520,000 SF of office space and amentities, additional parking spaces, hotel and more than 500 apartments.

### STATE FARM ARENA

State Farm Arena is a multi-purpose indoor arena located in Atlanta, GA. The arena serves as the home venue for the NBA's Atlanta Hawks. The arena seats around 17,000-21,000 people depending on the event. State Farm Arena has hosted events such as the NBA All-Star Game, college basketball championship games, NCAA Final Four and hundreds of concerts. The arena was ranked as the third-businest arena in the U.S. in 2011 and in 2020 was named the Best New Concert Venue by Pollstar.

### MERCEDES-BENZ STADIUM

The Mercedes-Benz Stadium is a 71,000-seat stadium and host sporting events such as NFL and Major League Soccer games and concerts. The stadium features a retractable roof in the shape of a camera lens, which can be opened in less than 10 minutes. It is home to the Atlanta Falcons and Atlanta United. The stadium includes 24 bars/restaurants and have won multiple awards for the variety of beverages, quality of product, speed of service and more.

### **CNN CENTER**

REALTY

BULL

The CNN Center is the world headquarters of the Cable News Network (CNN). It is the main newsroom and studios for several of CNN's news channels are located in the building. The facility also has commercial office space who is occupied by WarnerMedia. The CNN Center also houses an Omni Hotel and features a large atrium food court. CNN's multi-channel output to the world is broadcast on large screens and the atrium escalator has been listed in the Guinness Book of World Records as the "longest freestanding escalator in the world".

#### **CENTENNIAL OLYMPIC PARK**

Centennial Olympic Park not only serves as a legacy of the 1996 Olympic Games, but is the center of a thriving tourist district with neighbors that include the College Football Hall of Fame, the National Center for Civil & Human Rights, World of Coca-Cola, Georgia Aquarium and more. This downtown Atlanta park is an urban oasis offering an abundance of activities and things to do for visitors, families, convention attendees and locals. Today, the Park is a catalyst for Atlanta's downtown revitalization efforts and anchors a thriving entertainment and hospitality district spurring billions of dollars of economic development.

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### **ENTERTAINMENT**

Atlanta is an exciting destination with world-class restaurants, a festive nightlife, several major league sports teams and an abundance of cultural attractions. Atlanta's arts and culture scene is complemented by in-town neighborhoods that give the city even more depth. The heart of the city is downtown, the perfect starting point for first-time visitors. Centennial Olympic Park is surrounded by Georgia Aquarium, World of Coca-Cola, CNN's global headquarters, Children's Museum of Atlanta, Center for Civil and Human Rights and the Chick-fil-A College Football Hall of Fame, all within walking distance of each other.





Mercedes-Benz Stadium

World of Coca-Cola

Georgia Aquarium



College Football Hall of Fame

High Musuem of Art

29 of

LOLLEGE POOT

### **EDUCATION**

The highest concentration of colleges and universities in Georgia are located in the greater Atlanta area. This metro area is not only a hub of higher education with an emphasis at many schools on STEM, but also a unique part of the country where students can experience both big city benefits and college football rivalries.

**EMORY** 









# CONTACT INFORMATION

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### **BROKER PROFILES**



MARCO WELCH Partner S.V.P., The Apartment Group Marco@BullRealty.com 404-876-1640 x137

Marco Welch joined Bull Realty with over 16 years of commercial real estate experience. As Senior Vice President of the Apartment Group, Marco specializes in assisting clients in the acquisition and disposition of multifamily communities across the southeast. Marco leverages upon Bull Realty's advanced technology, digital resources and marketing prowess to provide their clients superior service while supporting their individual financial goals.

Marco has closed over \$100MM transaction volume in 2020-2021. He is also a member of the Atlanta Commercial Board of Realtors (ACBR) and continues to further his industry expertise by working to complete his CCIM designation. The Chicago native studied business and finance at Morehouse College.



SCOTT K. SPALDING Partner President, The Apartment Group Spalding@BullRealty.com 404-876-1640 x156

Scott K. Spalding leads the Apartment Group at Bull Realty. Scott and his team assist clients with the acquisition and disposition of apartment communities in metro Atlanta and throughout the Southeast U.S.

Scott has served clients at Bull Realty for 7 years. Prior to brokerage Scott was a multi-family investor while working with high-net-worth individuals in retirement planning and wealth building strategies. Clients find his experience beneficial in the successful marketing, sourcing, and closing of transactions.

The Los Angeles native graduated with honors from Morehouse College where he received a degree in business with a concentration in real estate. He is a member of the Atlanta Apartment Association, the Atlanta Commercial Board of Realtors and is a pinned Certified Commercial Investment Member (CCIM).



### **TEAM OVERVIEW**



MARCO WELCH Partner S.V.P., The Apartment Group Marco@BullRealty.com 404-876-1640 x137



SCOTT K. SPALDING Partner President, The Apartment Group Spalding@BullRealty.com 404-876-1640 x156



MARIA KING Broker



KEITH WELLS Broker



WINSTON FOX Analyst



KALEY RICHARD Marketing



# ABOUT BULL REALTY

Bull Realty is a commercial real estate sales, leasing, and advisory firm headquartered in Atlanta. The firm was founded in 1998 by Michael Bull 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 government office, medical office, private sector office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease sectors.

Bull Realty has become known as an innovative leader in the industry, providing a powerful platform of services. The firm utilizes a productive team approach of well trained and well supported brokers, working together to provide unprecedented value for clients.

The firm produces the nation's leading show on commercial real estate topics, America's Commercial Real Estate Show. Industry economists, analysts and leading market participants including Bull Realty's founder Michael Bull share market intelligence, forecasts and strategies. The weekly show started as a radio show on one station in Atlanta in 2010 and grew to 60 stations around the country. The show is now available on-demand wherever you get your podcasts or on the show website www.CREshow.com.



### **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 3230 Cushman Circle, Atlanta, GA 30314. 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.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of , 20\_\_\_\_.

· · · · · · · · · · · · · · · · · · ·
Signature
Printed Name
Title
Company Name

Address \_\_\_\_\_

Receiving Party

Email \_\_\_\_\_

Phone \_\_\_\_\_

#### 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 Broker 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.

Marco Welch 404-876-1640 x 137 Marco@BullRealty.com

Scott K. Spalding, CCIM 404-876-1640 x 156 Spalding@BullRealty.com

Bull Realty, Inc. 50 Glenlake Parkway, Suite 600 Atlanta, GA 30328 Fax: 404-876-7073

#### SIGN CONFIDENTIALITY AGREEMENT ONLINE

