



# OFFERING MEMORANDUM

GENERAL COMMERCIAL/FLEX BUILDING | ± 14,164 SF

FAIRBURN, GA

# 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.





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# EXECUTIVE SUMMARY

## PROPERTY HIGHLIGHTS

99 Bay Street consists of two buildings totaling  $\pm 14,164$  SF on 3 parcels totaling  $\pm 1.74$  acres in Fairburn, GA. The property is currently occupied by multiple tenants including several small office tenants, auto brokers, an event facility and an automotive repair shop. The property has heavy parking with a very large, paved lot in the front along with additional parking along the sides and rear of the property. Several of the tenants within the building are on month-to-month leases creating an ideal situation for an owner/user to purchase the building and keep as many tenants as they'd like and occupy the remaining space. The property also lends itself to a value-add investment opportunity in restructuring some leases and/or re-tenanting the building to increase cash flow.

- $\pm 14,164$  SF (two buildings) on a fenced  $\pm 1.74$  acre corner parcel in Fairburn (S. Metro Atlanta)
- Heavy parking with a large, paved surface parking lot in the front and additional parking on the sides and rear
- Flexible C-2 zoning allowing for a variety of different uses
- Ideal owner-user or investor opportunity with multiple tenants in place
- Excellent visibility on Bay Street with 2 existing signs and potential façade signage on the front of the building
- Conveniently located less than 2 miles from I-85, 9 miles from Hartsfield-Jackson International Airport and less than 20 miles from downtown Atlanta

**SALE PRICE | \$1,500,000**





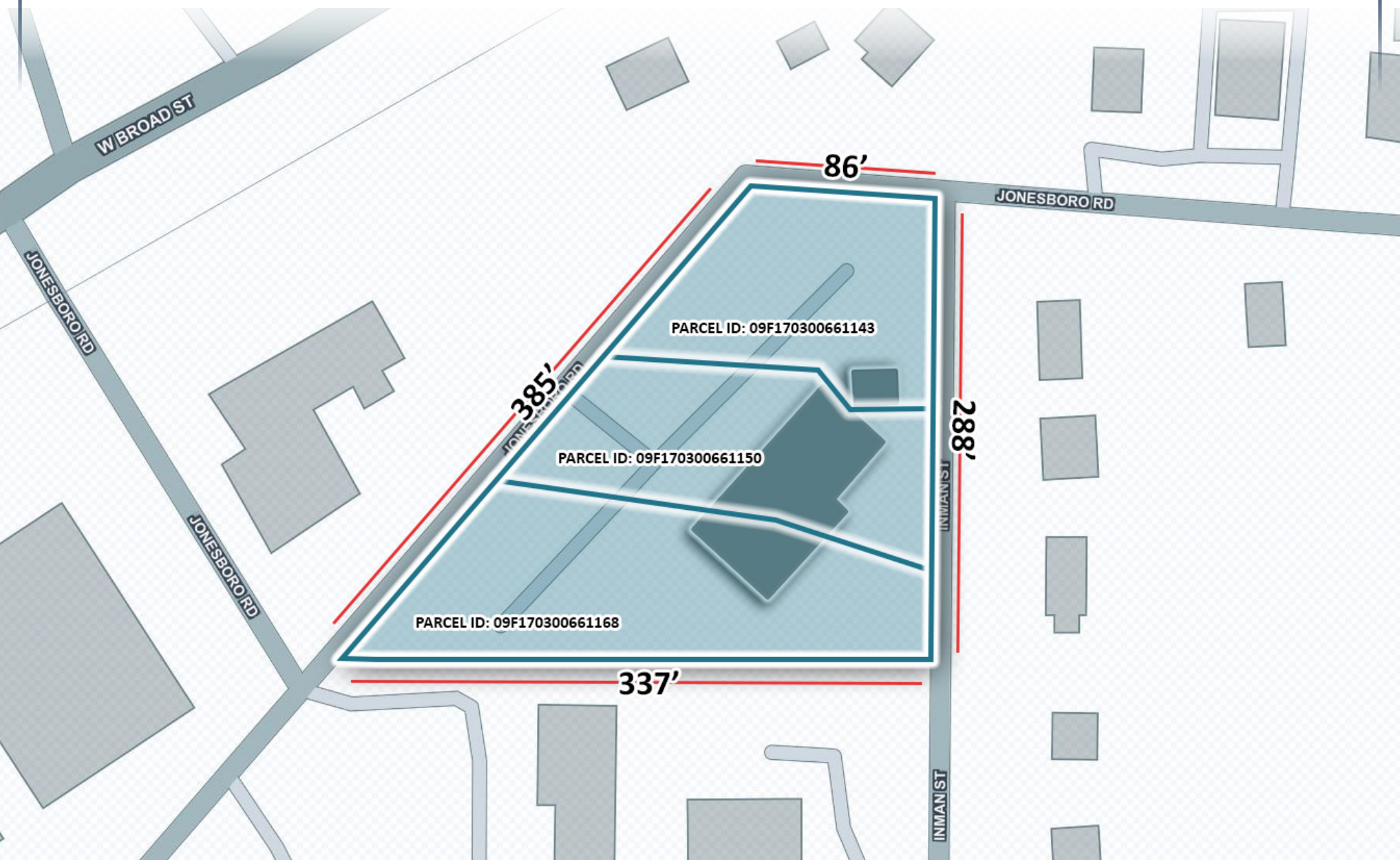
# PROPERTY INFORMATION

## OVERVIEW

ADDRESS	99 Bay Street NE Fairburn, GA 30213
COUNTY	Fulton
YEAR BUILT	1971
SITE SIZE	± 1.74 acres
BUILDING/S SIZE	± 13,780 SF (Main Building) ± 384 SF (Auto Building) ± <b>14,164 SF (Total)</b>
CURRENT USE	Office, flex space
PARCEL IDS	3
# OF TENANTS	Multi
# OF BUILDINGS	2
# OF FLOORS	2
# OF ROLL UP DOORS	5 (12'-14') & 2 (8')
# OF RESTROOMS	8
SIGNAGE	Monument & facade
PARKING	Large surface parking lot in front & rear
ZONING	C2
SALE PRICE	\$1,500,000
IN PLACE CAP RATE	6.5%
PROFORMA CAP RATE	8%

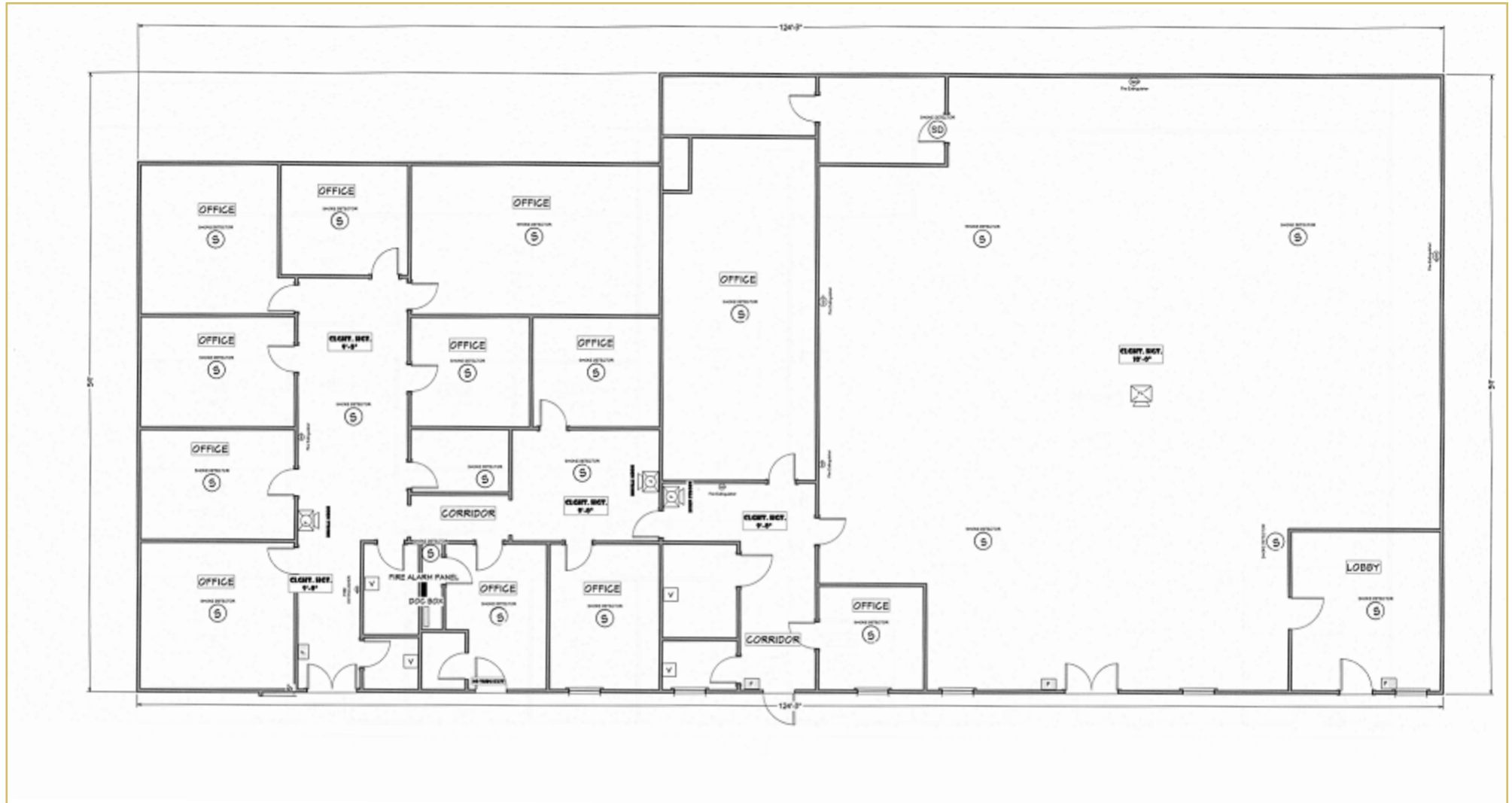


# PARCELS



# FLOOR PLAN

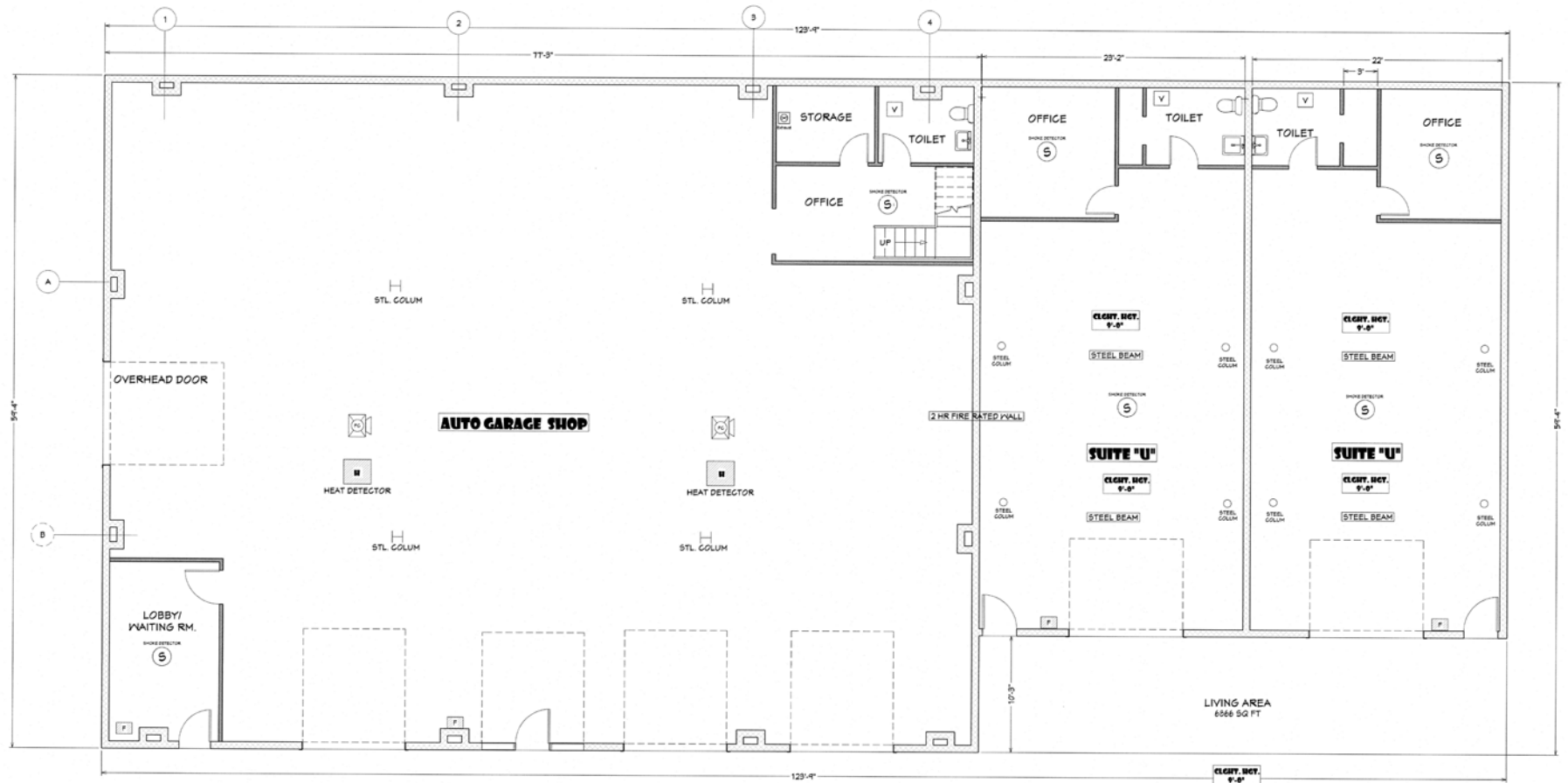
## MAIN BUILDING TOP FLOOR





# FLOOR PLAN

## MAIN BUILDING LOWER LEVEL





# SECONDARY BUILDING

LARGE OPEN SPACE, PRIVATE OFFICE AND BATH



# RECENT IMPROVEMENTS

CAPITAL PROJECTS	DATES	COSTS
Sealcoating, Crack Filling and Striping	2023	\$10,900
Fire Alarm System	2022	\$11,998
HVAC	2022	\$13,608
Electrical	2022	\$2,263
Parking Lot Improvements	2021	\$17,740
Roof Improvements	2021	\$5,000
HVAC	2021	\$3,300
Electrical	2021	\$1,879
Roof Improvements	2020	\$7,378
HVAC	2018	\$1,091
Electrical	2017	\$1,139
12X12 Walk Through Roll-up Door	2014	\$3,025
Retaining Wall	2014	\$10,215
Parking Lot Improvement	2014	\$8,600
HVAC	2013	\$7,191
		<b>\$105,327</b>



# AERIAL



**MIDTOWN**  
Atlanta  
22.5 MI | 34 MIN

**ATLANTA DOWNTOWN**  
19.9 MI | 29 MIN

**Hartsfield-Jackson**  
Atlanta International Airport  
10.8 MI | 18 MIN

**GMC**  
0.3 MI | 1 MIN

ROOSEVELT HWY

BAY STREET NE



# AERIAL



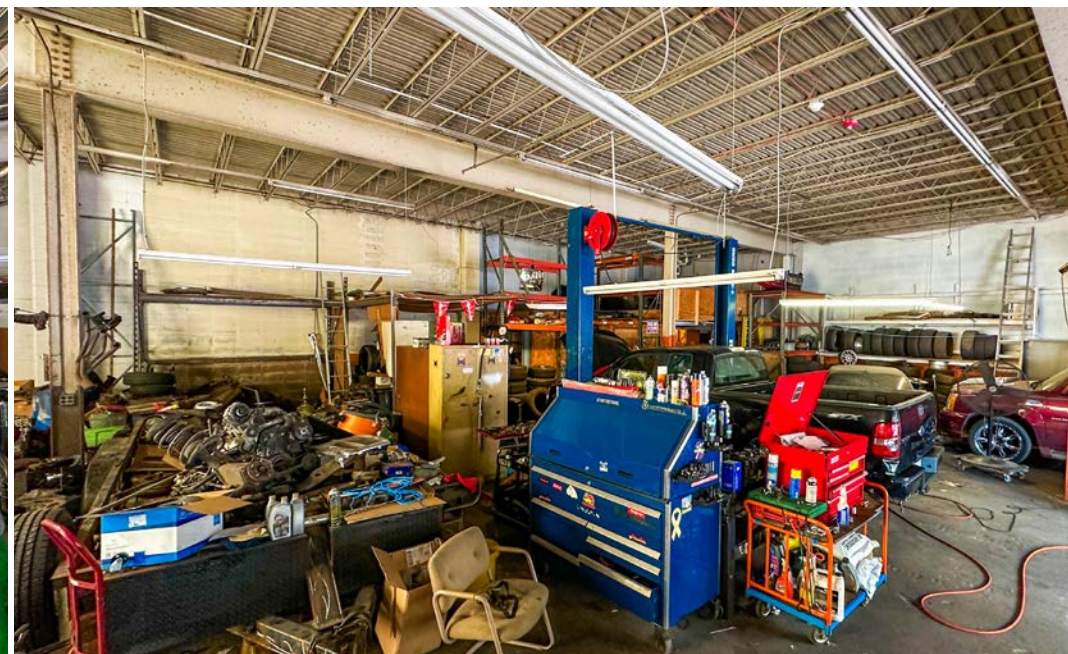
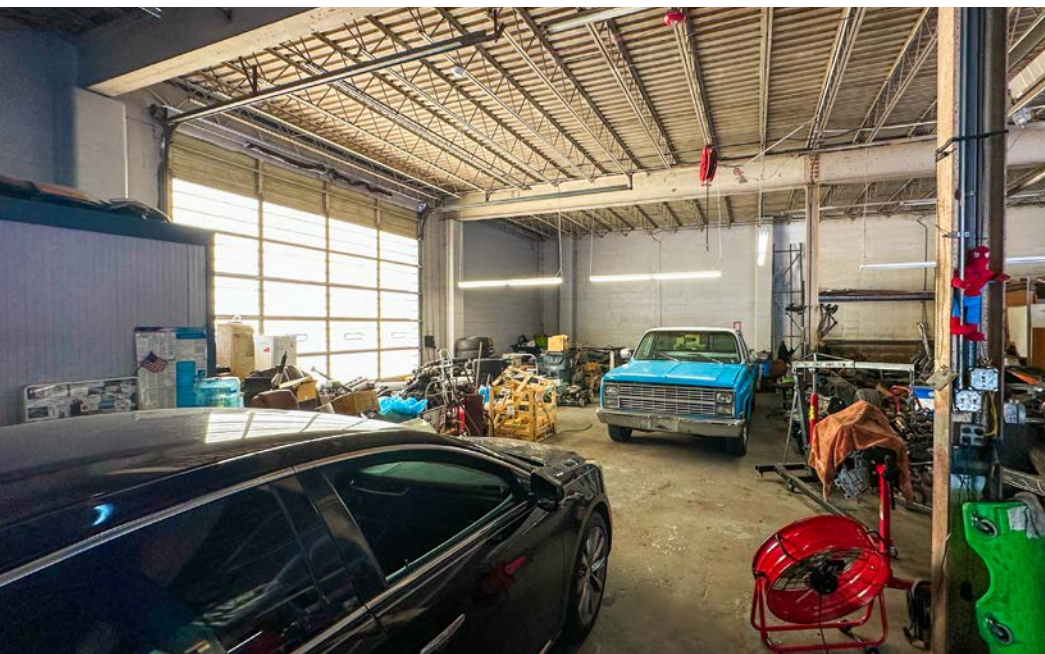


# PHOTOS





# PHOTOS





# PHOTOS





# PHOTOS





# ABOUT THE AREA

## FAIRBURN

Fairburn is a place Situated to Succeed and a town open for business and is located just 20 minutes south of Hartsfield-Jackson International Airport. Whether exploring Fairburn's parks, experiencing history, or visiting the local businesses and restaurants, an unforgettable experience awaits.

Visitors can experience the world while preserving the unique traditions that make the city thrive, through new opportunities and connections. Whatever visitors interest are, Fairburn offers a hometown feel, where neighbors gather, reminisce, and make new memories.

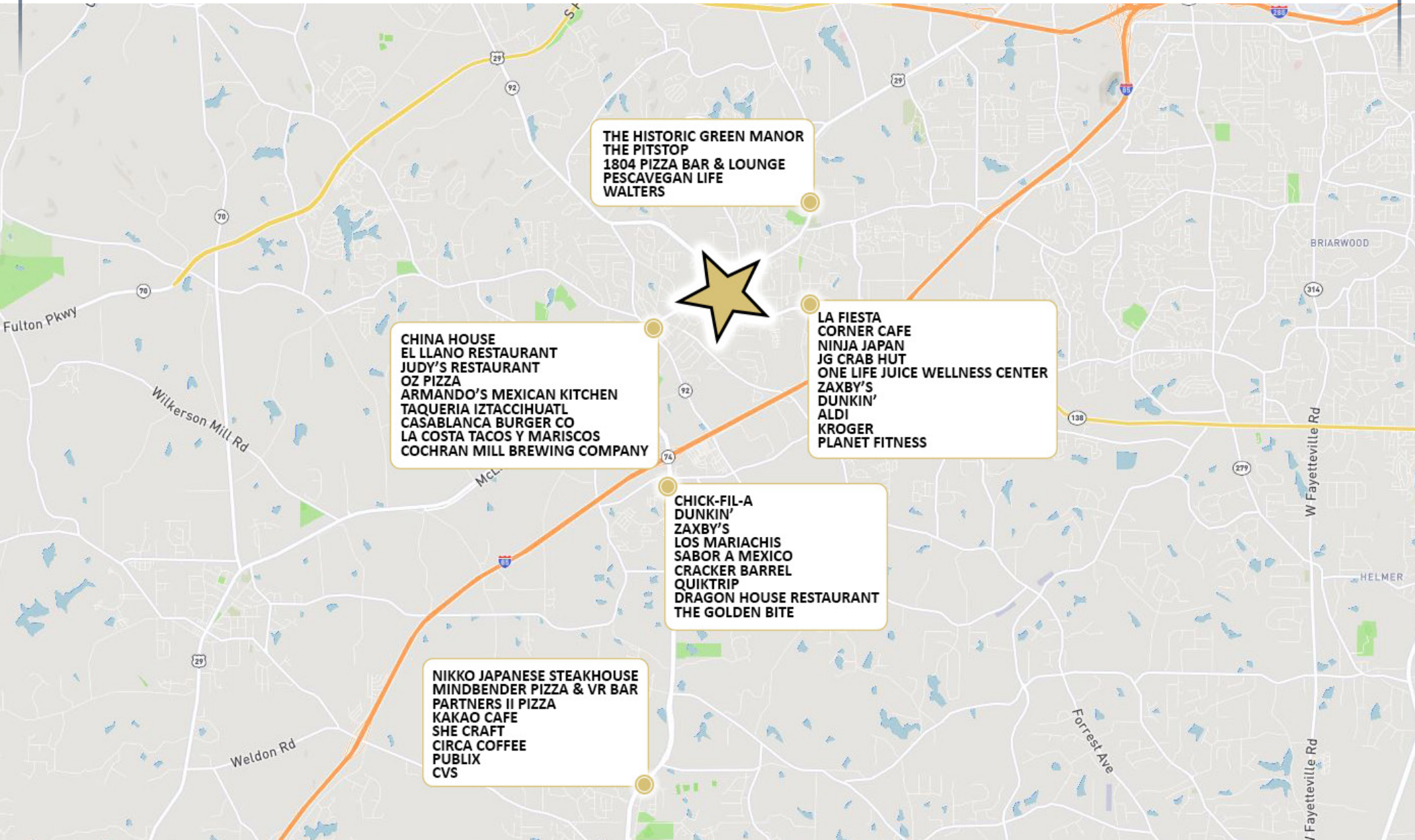
It's a feeling Fairburn's leadership works to preserve even with increased growth. It's a commitment to excellence in serving Fairburn residents, businesses, and visitors. Fairburn believe in moving forward together, offering a quality of life that can only be understood once visitors are situated here.

Source: <https://www.fairburn.com/>





# IN THE AREA

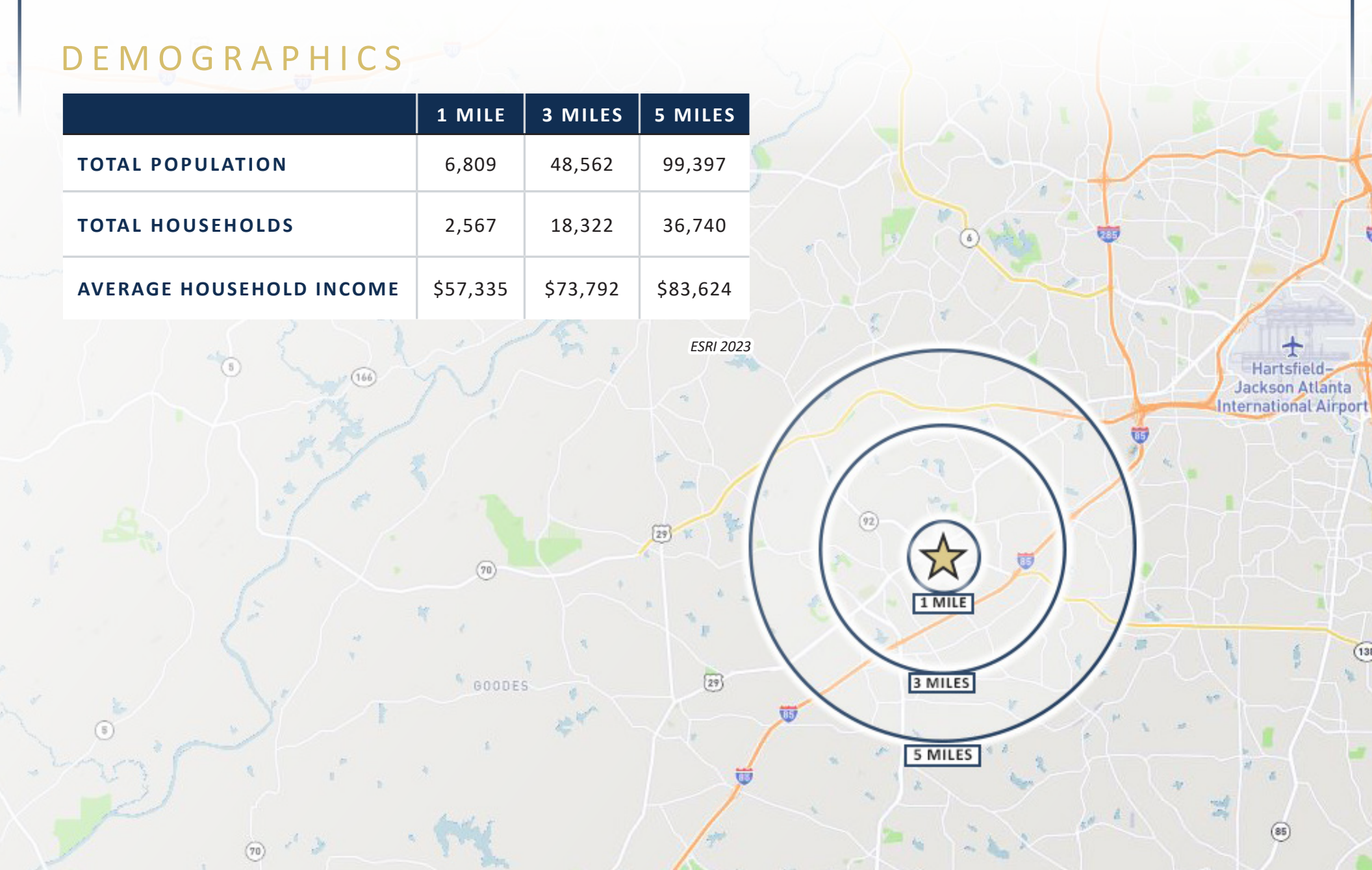




# DEMOGRAPHIC OVERVIEW

## DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
<b>TOTAL POPULATION</b>	6,809	48,562	99,397
<b>TOTAL HOUSEHOLDS</b>	2,567	18,322	36,740
<b>AVERAGE HOUSEHOLD INCOME</b>	\$57,335	\$73,792	\$83,624





# BROKER PROFILES



## ANDY LUNDSBERG

Partner | [Andy@BullRealty.com](mailto:Andy@BullRealty.com) | 404-876-1640 x 107

Andy Lundsberg has over 20 years of sales, marketing and commercial real estate experience. He specializes in the acquisition and disposition of multifamily and boutique retail/office type properties throughout metro-Atlanta. Andy Lundsberg is recognized as the top producer at Bull Realty for the last 8 years in a row with gross sales exceeding well over \$100 million year to date and has consistently achieved the Atlanta Commercial Board of Realtors Million Dollar Club designation year after year.

Prior to his career in commercial real estate, Andy worked for a national diagnostic imaging company as director of sales and marketing, Coca Cola as a business development manager and was head of on-site sales and marketing for a condominium project with a large residential real estate firm in Atlanta. With his expertise in the real estate industry and successful sales record, he can help you determine the right investment for you; whether you are looking to buy, lease or sell commercial real estate.

Organizations: National Association of Realtors-Georgia, Atlanta Commercial Board of Realtors, Young Council of Realtors (YCR), Million Dollar Club (2008 - Present)



## MICHAEL WESS, CCIM

Partner | [MWess@BullRealty.com](mailto:MWess@BullRealty.com) | 404-876-1640 x 150

Michael Wess' passion for commercial real estate began during his undergraduate studies at the University of Georgia. He earned a 4.0 GPA at the Terry College of Business's real estate program while receiving the school's single annual real estate scholarship. While there, Michael also received two additional degrees in finance and international business while also minoring in Spanish.

Michael joined Bull Realty in 2016 and began building his business practice based on integrity, superior client service and exceptional results. 2018 served as Michael's breakout year, individually closing 23 transactions valued at over \$25,000,000, which landed him #3 of 32 brokers at the firm and the firm's 'Partner' title. Since 2018, Michael Wess and Andy Lundsberg teamed up and sold approximately \$400 million across almost 200 transactions. These days, the partnership averages almost a closing a week and over \$100M in sales annually.

The team holds many pricing records in and around Atlanta, including highest price per acre, highest price per unit, and highest price per square foot for various product types and categories. The team also prides itself in its ability to close transactions that have proved complicated during selling previous attempts.



# BROKER PROFILES



## JARED DALEY

Commercial Real Estate Advisor | [Jared@BullRealty.com](mailto:Jared@BullRealty.com) | 404-876-1640 x 111

Jared utilizes Bull Realty's successful marketing platform to help clients with all types of properties. His experience in the automotive business and financial services industry helps Jared assess the real value of a property or a company's space needs and determine how to best deal with today's market.

Jared has experience in office, automotive properties and all types of commercial real estate, especially distressed assets. Jared has been instrumental in stabilizing commercial properties with more than two hundred signed leases completed since 2008. The leases consisted of office, warehouse and automotive facilities. Additionally, Jared sells as many as two dozen properties per year. His wide variety of listings throughout the metro Atlanta area keeps a steady stream of buyers calling.

In addition to his commercial real estate experience, Jared has eleven years experience as a financial advisor (NASD Series 7, 6, 63, 66; GA Life/Health/Variable licenses). Prior to that, he spent a decade in the automotive industry.



## MEGAN DALEY

Commercial Real Estate Advisor | [Megan@BullRealty.com](mailto:Megan@BullRealty.com) | 404-876-1640 x 153

Megan Daley has joined a proven and seasoned investment sales & lease team here at Bull Realty. Megan and her team leverage upon Bull Realty's advanced technologies, digital resources, and marketing prowess to deliver their clients reliable service while supporting their individual financial goals and returns. Megan joins experienced agent Jared Daley to focus on the sale and lease of all asset sectors, including but not limited to office and distressed assets. This progressive team offer deal structures and strategic initiatives to maximize client returns and value.

An Atlanta native, Ms. Daley graduated from the University of Georgia with a B.B.A in Real Estate from the Terry College of Business. Megan is a member of the Young Council of Realtors and Atlanta Commercial Board of Realtors.



# ABOUT BULL REALTY

## **MISSION:**

To provide a company of advisors known for integrity and the best disposition marketing in the nation

## **SERVICES:**

Disposition, acquisition, project leasing, tenant representation and consulting services

## **SECTORS OF FOCUS:**

Office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease properties

## **AMERICA'S COMMERCIAL REAL ESTATE SHOW:**

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 intel, forecasts and strategies. The weekly show is available to stream wherever you get your podcasts or on the show website: [www.CREshow.com](http://www.CREshow.com).

Bull Realty is continuing to expand by merger, acquisition and attracting agents with proven experience. As a regional commercial brokerage firm doing business across the country, the firm recently celebrated 25 years in business and \$1.9 billion annual transaction volume.

## **CONNECT WITH US:**

<https://www.bullrealty.com/>



25

YEARS IN  
BUSINESS



ATL

HEADQUARTERED  
IN  
ATLANTA, GA

LICENSED IN  
8  
SOUTHEAST  
STATES



\$1.9

BILLION DOLLAR  
VOLUME FROM SALES  
AND LEASING  
TRANSACTIONS  
IN 2021



# 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 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 99 Bay Street NE, Fairburn, GA 30213. 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 in 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.

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

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

Signature \_\_\_\_\_

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

Title \_\_\_\_\_

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

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

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**SIGN CONFIDENTIALITY  
AGREEMENT ONLINE**