

LA FITNESS

AUSTELL (ATLANTA MSA), GA

BERKELEY
CAPITAL ADVISORS



FILE PHOTO

BERKELEY

CAPITAL ADVISORS

BERKELEYCAP.COM

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BCA GEORGIA FIRM REAL

ESTATE LICENSE NO.: H-64417

LOCATION MAP



3999 Austell Road, Suite 101
Austell (Atlanta MSA), GA 30106



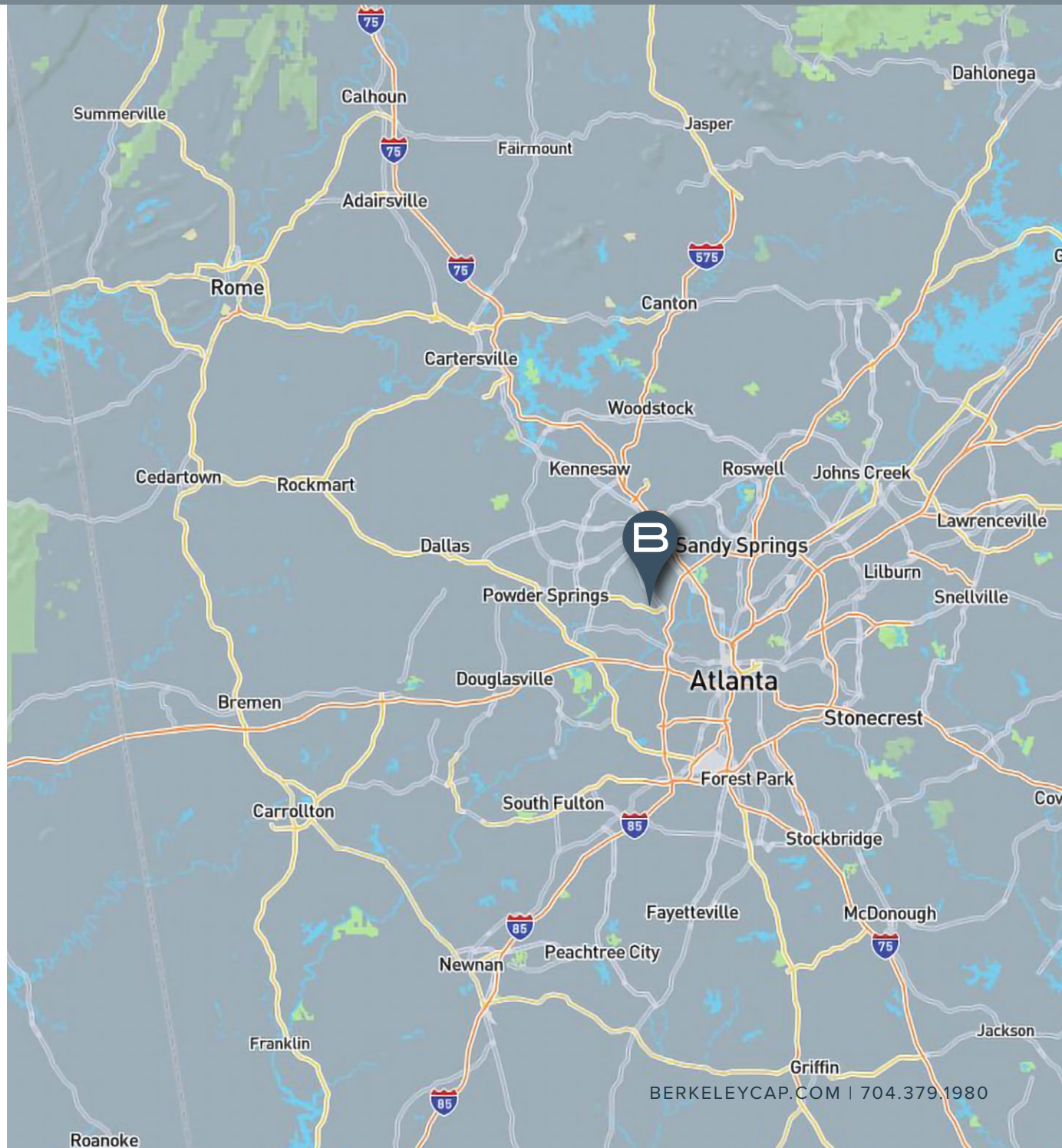
68K+

The site benefits from a total of 68,300
VPD on Austell Road & East-West
Connector.



2.3M

The subject property is located within
a dense retail area of Statesville - 2.3M
SF within a one-mile radius.



INVESTMENT OVERVIEW

PROPERTY	LA Fitness
TENANT	Fitness International, LLC
ADDRESS	3999 Austell Road, Suite 101 Austell (Atlanta MSA), GA 30106
NOI	\$821,700*
RENT INCREASES	10% Every 5 Years
RENT COMMENCEMENT	August 15, 2015
RENT EXPIRATION	August 31, 2030
LEASE TYPE	NN**
ORIGINAL LEASE TERM	15 Years
LEASE TERM REMAINING	10.5 Years
OPTIONS	Three, 5-Year
RIGHT OF FIRST REFUSAL	No
*Today's rent of \$747,000 per year is set to increase to \$821,700 per year September 1, 2020. Seller will credit buyer accordingly at closing.	
**NN - roof, structure, HVAC, parking & TICAM pass-through	

PROPERTY DETAILS



45,188

Square Feet



3.93

Acres



2015

Year Built



299

Parking Spaces

RENT SCHEDULE

LEASE YEAR	START	END	ANNUAL RENT	% INCREASE
YEARS 6-10	9/1/2020	8/31/2025	\$821,700	-
YEARS 11-15	9/1/2025	8/31/2030	\$903,870	10.0%
OPTION 1	9/1/2030	8/31/2035	\$994,257	10.0%
OPTION 2	9/1/2035	8/31/2040	\$1,093,683	10.0%
OPTION 3	9/1/2040	8/31/2045	\$1,203,051	10.0%

ASKING PRICE

\$11,738,500

7.00% CAP RATE

PROPERTY OVERVIEW

PROPERTY HIGHLIGHTS

- Long term lease | 10+ years remaining
- Newer construction | Built 2015
- Property comes with a 10-year transferable roof warranty
- Densely populated area | Approximately 176,000 people within a 5-mile radius
- Experienced operator | LA Fitness has 690 locations in 32 states & Canada
- Large parcel | 3.93 Acres
- Desirable average household income within a 3 & 5-mile radius | Over \$83,000
- Near busy signalized intersection | Combined 68,300 VPD
- Rent increases of 10% every 5 years
- Across the street from Wellstar Cobb Hospital | 287 bed facility
- Located within a dense retailer corridor | 2.3M SF of retail space within a 1-mile radius
- Destination retailers in the area | Target, Lowe's, Home Depot, CVS, Walgreens, Longhorn Steakhouse, Panera Bread, QuikTrip, McDonald's, Chick-fil-A, Popeyes, Wendy's, & others
- Located within Atlanta MSA | Just over 15 miles from downtown Atlanta

DEMOGRAPHIC SNAPSHOT*

*FOR DETAILED DEMOGRAPHICS, PLEASE CLICK [HERE](#)

176,374

2019 Population
Within Five Miles

\$84,006

2019 Average Household
Income Within Five Miles

51.23%

2000-2019 Population
Growth Within One Mile

6.76%

2019-2024 Projected Population
Growth Within One Mile





EAST-WEST CONNECTOR - 37,000 VPD

FLOYD RD - 18,600 VPD

AUSTELL RD - 31,300 VPD

HURT RD - 13,200 VPD




MARIETTA 120A

 Dobbins Air Reserve Base
2,000 personnel
\$172M economic impact

 Wellstar Cobb Hospital
287 beds

 Savannah College of Art & Design - Atlanta
12,217 students

 Emory University
15,000 students

 Georgia Institute of Technology
32,082 students

 Wellstar Atlanta Medical Center
470 beds

 Grady Memorial Hospital
961 beds

 Hartsfield-Jackson Atlanta Int'l Airport (ATL) - #1 Busiest Airport in the World
2,700 flights/day

TENANT OVERVIEW



LA Fitness continues to increase its presence by focusing on the one lifelong benefit valued by everyone: good health.

Founded in Southern California in 1984, LA Fitness continues to seek innovative ways to enhance the physical and emotional well-being of their increasingly diverse membership base.

Today, their state-of-the-art clubs span the continent, and they're still expanding. Their strong and successful growth stems from their commitment to understanding and meeting the distinct needs of each community they serve. With their wide range of amenities and a highly trained staff, they provide fun and effective workout options to family members of all ages and interests.

As of June 28, 2019 there were 690 locations in 32 states and Canada.

690

TOTAL LOCATIONS

1984

YEAR FOUNDED



FILE PHOTO

MARKET OVERVIEW - ATLANTA, GA



ATLANTA TOP 5 EMPLOYERS

DELTA AIRLINES	34,500 EMPLOYEES
EMORY HEALTHCARE	32,091 EMPLOYEES
THE HOME DEPOT	16,510 EMPLOYEES
NORTHSIDE HOSPITAL	16,000 EMPLOYEES
PIEDMONT HEALTHCARE	15,900 EMPLOYEES

#1

AIRPORT IN THE NATION.
-AJC

#1

METRO AREA FOR ECONOMIC GROWTH POTENTIAL.
-BUSINESS FACILITIES

15 FORTUNE 500

FORTUNE 500 COMPANIES ARE HEADQUARTERED IN ATLANTA.

2,700



FLIGHTS PER DAY AT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT.



Georgia Tech

32,082 STUDENTS ATTEND GEORGIA TECH UNIVERSITY.

#5

US CITY FOR TECH START-UPS.
-SUNGARD

#3

CITY WITH MOST FORTUNE 500 HQS.
-METRO ATL CHAMBER

40% \$\$

INCREASE IN ANNUAL RATE OF VENTURE CAPITAL FUNDING SINCE 2010.

220



NEW RESIDENTS ARE MOVING TO ATLANTA EVERYDAY.

SCAD

12,217 STUDENTS ATTEND SCAD ATLANTA.

DEMOGRAPHICS & TRAFFIC COUNTS

POPULATION	1-MILE	3-MILE	5-MILE
2024 Projection	12,058	68,584	185,891
2019 Population	11,294	64,814	176,374
2010 Census	9,922	58,333	161,162
2000 Census	7,468	53,607	148,005
2019-2024 Annual Rate	1.32%	1.14%	1.06%
2010-2019 Annual Rate	1.41%	1.15%	0.98%
2000-2010 Annual Rate	2.88%	0.85%	0.86%
HOUSEHOLDS			
2024 Total Households	4,654	24,632	65,198
2019 Total Households	4,357	23,322	61,962
2010 Households	3,820	21,108	57,113
2000 Households	2,683	19,137	52,682
2019-2024 Annual Rate	1.33%	1.10%	1.02%
2010-2019 Annual Rate	1.43%	1.08%	0.88%
2000-2010 Annual Rate	3.60%	0.99%	0.81%
2019 AVG. HH INCOME	\$69,961	\$83,422	\$84,006



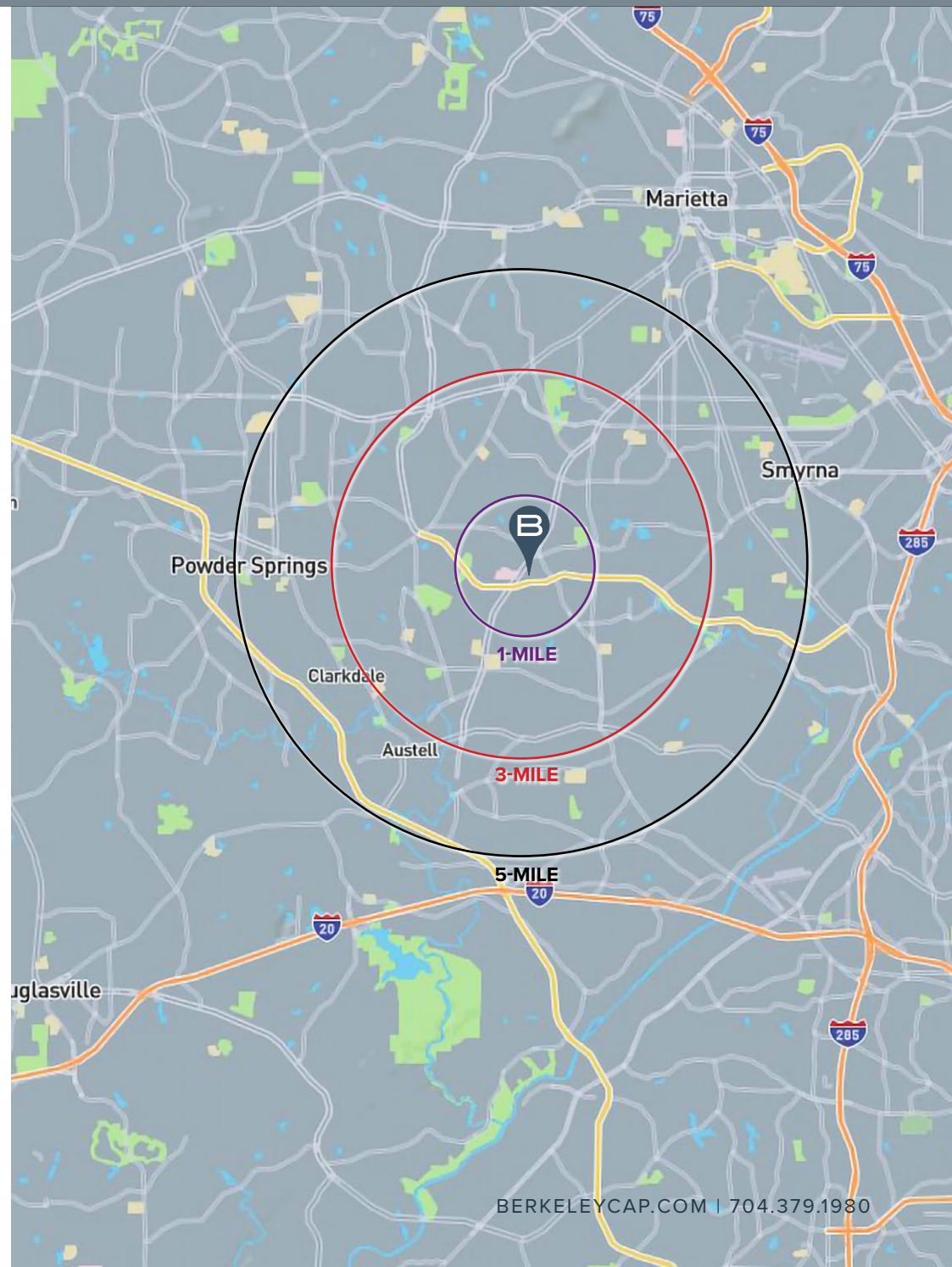
TRAFFIC
COUNTS

68,300 VPD

ON AUSTELL RD & EAST-WEST
CONNECTOR

31,800 VPD

ON HURT RD & FLOYD RD
WITHIN 1.7 MILES



CONFIDENTIALITY DISCLAIMER

Berkeley Capital Advisors, LLC (“BCA”) has been authorized by the owner of the subject property (the “Seller”) to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

This package is the property of BCA. Photocopying, re-typing or other duplication of the information and materials contained herein is expressly prohibited. The information contained within this package and the offering of the subject property may not be announced, posted or otherwise publicized in any electronic media (such as, by way of example only, any Internet or “broadcast facsimile” communications).

If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all “material facts” which the agent knows or reasonably should know. A fact is “material” if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

AGENTS WORKING WITH SELLERS

A seller can enter into a “listing agreement” with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or “subagent”. When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a “buyer agency agreement” with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or sub-agent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein. Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a “Seller's Agent” during the course of this offering, and as such are solely representing the interests of the Seller.

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