



# REGIONS BANK GROUND LEASE

BUFORD, GEORGIA (ATLANTA MSA)

YURAS  
AICALE  
FORSYTH  
CROWLE

Leased Investment Team

## OFFERING MEMORANDUM



**\$3,948,000 | 4.75% CAP RATE**

- » Long-Term Net Ground Lease to Investment Grade Tenant (NYSE: "RF")
- » Regions Bank is Rated "A-" by S&P
- » 2% Annual Rental Increases After Five Years, Providing a Hedge Against Inflation
- » Signalized Hard-Corner Location in Large and Affluent Atlanta Market
- » Combined 33,700 Vehicles Per Day Directly in Front of the Location at the Signalized Hard-Corner of Hamilton Mill Road and Ridge Road
- » Average Annual Household Income of \$110,826 Within a One-Mile Radius of the Site
- » 113,930 Residents Within Five Miles, Providing a Large Customer Base
- » Outparcel to Kroger-Anchored Shopping Center
- » Rapidly Growing Atlanta Submarket | Population Growth Three Times the U.S. Average

ACTUAL SITE

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Cushman & Wakefield ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.



# INVESTMENT SUMMARY

<b>ADDRESS</b>	3330 Hamilton Mill Road, Buford, Georgia 30519		
<b>PRICE</b>	<b>\$3,948,000</b>		
<b>CAP RATE</b>	<b>4.75% return</b>		
<b>NOI</b>	\$187,500		
<b>TERM</b>	10 years		
<b>RENT COMMENCEMENT</b>	August 10, 2020		
<b>LEASE EXPIRATION</b>	August 31, 2030		
<b>RENTAL INCREASES</b>	2% annual rental increases after fifth (5th) year of term		
	<b>YEAR</b>	<b>RENT</b>	<b>RETURN</b>
	1-5	\$187,500	4.75%
	6	\$191,250	4.85%
	7	\$195,075	4.94%
	8	\$198,977	5.04%
	9	\$202,956	5.14%
	10	\$207,015	5.24%
	11 (option 1)	\$211,155	5.35%
	12	\$215,379	5.46%
	13	\$219,686	5.57%
	14	\$224,080	5.68%
	15	\$228,561	5.79%
	16 (option 2)	\$233,133	5.91%
	17	\$237,795	6.02%
	18	\$242,551	6.14%
	19	\$247,402	6.27%
	20	\$252,350	6.39%
	21 (option 3)	\$257,397	6.52%
	22	\$262,545	6.65%
	23	\$267,796	6.78%
	24	\$273,152	6.92%
	25	\$278,615	7.06%
	26 (option 4)	\$284,187	7.20%
	27	\$289,871	7.34%
	28	\$295,669	7.49%
	29	\$301,582	7.64%
	30	\$307,614	7.79%
<b>YEAR BUILT</b>	2020		
<b>BUILDING SF</b>	1,500 SF		
<b>PARCEL SIZE</b>	.73 acres (32,682 SF)		
<b>LEASE TYPE</b>	Net ground lease, with tenant responsible for all taxes, insurance, and maintenance, including common areas of the development		

## LONG-TERM NET GROUND LEASE TO INVESTMENT GRADE TENANT

- » Regions Bank is an investment grade tenant, with an "A-" rating from Standard & Poor's
- » Regions Financial Corporation (NYSE: "RF"), with \$126 billion in assets, is one of the nation's largest full-service providers of consumer and commercial banking
- » Long-term net ground lease with four (4) five-year option periods
- » 2% annual rental increases after year five of the initial term, providing a hedge against inflation

## SIGNALIZED HARD-CORNER LOCATION IN LARGE AND AFFLUENT ATLANTA MARKET

- » Signalized hard-corner location at the intersection of Hamilton Mill Road and Ridge Road, with access to a combined 33,700 vehicles per day directly in front of the location
- » Central location between highly trafficked Georgia thoroughfares, including Interstate 85 and Interstate 985 (combined 161,700 AADT)
- » Supported by a robustly affluent customer base, with an average annual household income of \$110,826 within a one-mile radius of the site
- » 113,930 residents within a five-mile radius of the location, providing a large customer base for the property
- » Projected 12 percent average household income increase within a one-mile radius of the site in the next five years, poising Buford and Regions Bank for significant concurrent growth

## CENTRALLY LOCATED NEAR LARGE EMPLOYERS, RETAILERS, AND COMMUNITY HUBS

- » Outparcel to Kroger-anchored shopping center, funneling crossover traffic directly to the location
- » Surrounded by a strong mix of local and national retailers, including Walmart, Publix, Lowe's, The Home Depot, Burger King, Marco's Pizza, and many more
- » Beneficial proximity to Buford's most highly attended schools, including Mill Creek High School (3,998 students), Frank N. Osborne Middle School (1,703 students), and Duncan Creek Elementary School (1,129 students)
- » 4.5 miles from the Mall of Georgia, the largest mall in Georgia and a major tourist attraction visited by 15 million shoppers each year
- » Gateway to Atlanta, the ninth-largest metropolitan area in the U.S.





INDUSTRIAL REGION

INDUSTRIAL REGION

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Bogan Park  
Community Recreation  
and Aquatic Center



Patrick  
Elementary School  
(858 students)



Hamilton Mill Road  
(23,600 AADT)

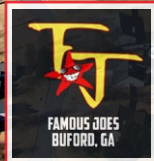
Edenbrook by O'Dwyer  
Homes development  
(apprx. 75 lots)



Ridge Road  
(10,100 AADT)

Ivy Creek  
Elementary School  
(945 students)

Wallace Road Northeast







INDUSTRIAL REGION

Mill Creek High School,  
Frank N. Osborne Middle School,  
and Duncan Creek Elementary School  
(6,830 students combined)



Sneckinger Cluster School  
(under construction)



Future Housing Development  
(apprx. 150 lots)

Turtle Pond  
WoodWorks



Four Oaks Manor



Ivy Creek  
Elementary School  
(945 students)

Ridge Road  
(10,100 AADT)



Wallace Road Northeast

Hamilton Mill Road  
(23,600 AADT)





Chattahoochee  
National Forest  
(53 miles)

LAKE LANIER  
(8 miles)

INDUSTRIAL REGION

Friendship  
Elementary School  
(664 students)

Buford  
Corn  
Maze

Argos Concrete

Future Housing  
Development  
(apprx. 100 lots)

Glenn C. Jones  
Middle School  
(1,396 students)

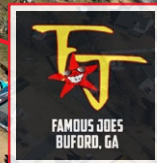
Edenbrook by  
O'Dwyer Homes  
development  
(apprx. 75 lots)

Ivy Creek  
Elementary School  
(945 students)

Ridge Road  
(10,100 AADT)

Hamilton Mill Road  
(23,600 AADT)

Bank of America  
ATM



Wallace Road  
Northeast





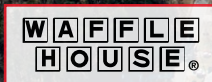
Future Housing Development  
(apprx. 150 lots)



Wallace Road  
Northeast



Hamilton Mill Road  
(23,600 AADT)



Ridge Road  
(10,100 AADT)

Ivy Creek  
Elementary School  
(945 students)

Edenbrook by O'Dwyer  
Homes development  
(apprx. 75 lots)



# SITE PLAN



HAMILTON MILL ROAD

RIDGE ROAD

REGIONS  
1,500 SF

FUTURE CONSTRUCTION

WAFFLE  
HOUSE

FOR REGIONS USE

FUTURE  
ATM

ATM  
VTM

STOP



# TENANT SUMMARY



Regions Financial Corporation (NYSE: "RF"), with \$126 billion in assets, and is one of the nation's largest full-service providers of consumer and commercial banking, wealth management, mortgage, and insurance products and services. Its banking subsidiary, Regions Bank, operates 1,952 ATMs and 1,454 branches in 16 states in the Southern and Midwestern United States. Regions is a member of the S&P 500 Index and ranks on the Fortune 500 list of America's largest companies. Additionally, the company was recognized by the advisory firm Reputation Institute and American Banker magazine as having the best overall reputation among U.S. banks in 2016.

For more information, please visit [www.regions.com](http://www.regions.com).

<b>TICKER</b>	<b>NYSE: "RF"</b>	<b># OF LOCATIONS</b>	<b>3,406</b>
<b>ASSETS</b>	<b>\$126B</b>	<b>S&amp;P</b>	<b>"A-"</b>

# LEASE ABSTRACT

<b>TENANT</b>	Regions Bank		
<b>ADDRESS</b>	<a href="#">3330 Hamilton Mill Road, Buford, Georgia 30519</a>		
<b>RENT COMMENCEMENT</b>	August 10, 2020		
<b>LEASE EXPIRATION</b>	August 31, 2030		
<b>RENEWAL OPTIONS</b>	Four (4) renewal periods of five (5) years each		
<b>RENTAL INCREASES</b>	<b>YEAR</b>	<b>RENT</b>	<b>RETURN</b>
	1-5	\$187,500	4.75%
	6	\$191,250	4.85%
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<b>REAL ESTATE TAXES</b>	Lessee is responsible for all real estate taxes.		
<b>INSURANCE</b>	Lessee is responsible for insurance.		
<b>REPAIR &amp; MAINTENANCE</b>	Lessee will keep the interior and exterior of all buildings erected on the Premises in good, clean and sanitary condition, and shall make all repairs, ordinary as well as extraordinary, structural or otherwise, necessary to keep same in good condition.		
<b>MAINTENANCE BY LANDLORD</b>	None		



# PROPERTY OVERVIEW

## LOCATION

The property has a signalized hard-corner location at the intersection of Hamilton Mill Road and Ridge Road, with access to a combined 33,700 vehicles per day directly in front of the location. The site is centrally located between highly trafficked Georgia thoroughfares, including Interstate 85 and Interstate 985 (combined 161,700 AADT). The location is supported by a robustly affluent customer base, with an average annual household income of \$110,826 within a one-mile radius of the site. The property is also supported by a large customer base, with 113,930 residents living within a five-mile radius of the site. The location is primed to grow along with the surrounding area, with a projected 12 percent average annual household income increase within one mile of the site in the next five years.

The property greatly benefits from its central location near large employers, retailers, and Buford community hubs. The location is an outparcel to a Kroger-anchored shopping center, funneling crossover traffic directly to the site. The property is surrounded by a strong mix of local and national retailers, including Walmart, Publix, Lowe's, The Home Depot, Burger King, Marco's Pizza, and many more. The location maintains a beneficial proximity to Buford's most highly attended schools, including Mill Creek High School (3,998 students), Frank N. Osborne Middle School (1,703 students), and Duncan Creek Elementary School (1,129 students). Additionally, the property maintains convenient access to major tourist attractions and recreational areas, including the Mall of Georgia, the largest mall in Georgia and a major tourist attraction visited by 15 million shoppers each year. The location also serves as a common gateway to Atlanta, the ninth-largest metropolitan area in the U.S.

## ACCESS

Access from Hamilton Mill Road and Ridge Road and interparcel access from Wallace Road Northeast

## TRAFFIC COUNTS

Hamilton Mill Road: 23,600 AADT

Ridge Road: 10,100 AADT

## PARKING

10 dedicated parking stalls, including two (2) handicap stalls and two (2) drive-thru ATMs

## YEAR BUILT

2020

## NEAREST AIRPORT

Hartsfield Jackson Atlanta International Airport (ATL | 51 miles)



ACTUAL SITE



**10**  
PARKING  
STALLS



**2020**  
YEAR BUILT



**33K**  
TRAFFIC  
COUNT (AADT)



**NEAREST  
AIRPORT**  
HARTSFIELD  
JACKSON ATLANTA  
INTERNATIONAL  
AIRPORT



# AREA OVERVIEW

Buford, a city located mostly in Gwinnett County and partially in Hall County, is approximately 34 miles northeast of Atlanta and included in the Atlanta Metropolitan Statistical Area (MSA). Gwinnett County is the second most populous county in Georgia, with a population of 936,250 as of 2019. Corporations headquartered in Gwinnett County include AGCO, NCR Corporation, American Megatrends, Primerica, and Waffle House. Various tourist locations are in the Buford region, including museums and community centers; the largest mall in Georgia, the Mall of Georgia; and Lake Lanier Islands, a primary recreational destination for the Atlanta area.

Metro Atlanta is the most populous metro area in Georgia and the ninth largest MSA in the United States. The Atlanta Combined Statistical Area (CSA) spans up to 39 counties in North Georgia and one in North Carolina. It has a population of over six million people, according to 2019 estimates. Atlanta, which anchors the region, is one of 10 United States cities classified as an “alpha-world city” and is the third largest metropolitan region in the Southeast. Atlanta ranks fourth in the number of Fortune 500 companies headquartered within city boundaries. Over 75 percent of Fortune 1000 companies have a presence in the Atlanta area, and the region hosts offices of about 1,250 multinational corporations. Additionally, Hartsfield–Jackson Atlanta International Airport has been the world’s busiest airport by passenger traffic since 1998, and by number of landings and take-offs from 2005 until 2013.

- » The Mall of Georgia, an enclosed super-regional shopping mall, is the largest mall in Georgia, with more than 230 stores. The Mall of Georgia is a major tourist destination; of the 15 million shoppers visiting the mall each year, approximately 17 percent are tourists.
- » Buford is located on the southern shore of Lake Lanier, which is popular with boaters, houseboats, jet skiers, and others, particularly around the summer holidays. Over 10 million people per year visit the lake.
- » Several major national and international companies are headquartered in the Atlanta metro area, including seven Fortune 100 companies: The Coca-Cola Company, Home Depot, United Parcel Service, Delta Air Lines, AT&T Mobility, and Newell Rubbermaid.

## MAJOR EMPLOYERS IN METRO ATLANTA

## # OF EMPLOYEES

DELTA AIR LINES	34,500
EMORY UNIVERSITY / EMORY HEALTHCARE	32,091
THE HOME DEPOT	16,510
NORTHSIDE HOSPITAL	16,000
PIEDMONT HEALTHCARE	15,900
PUBLIX SUPER MARKETS	15,591
WELLSTAR HEALTH SYSTEMS	15,353
AT&T	15,000
THE KROGER CO.	15,000
UPS	14,594

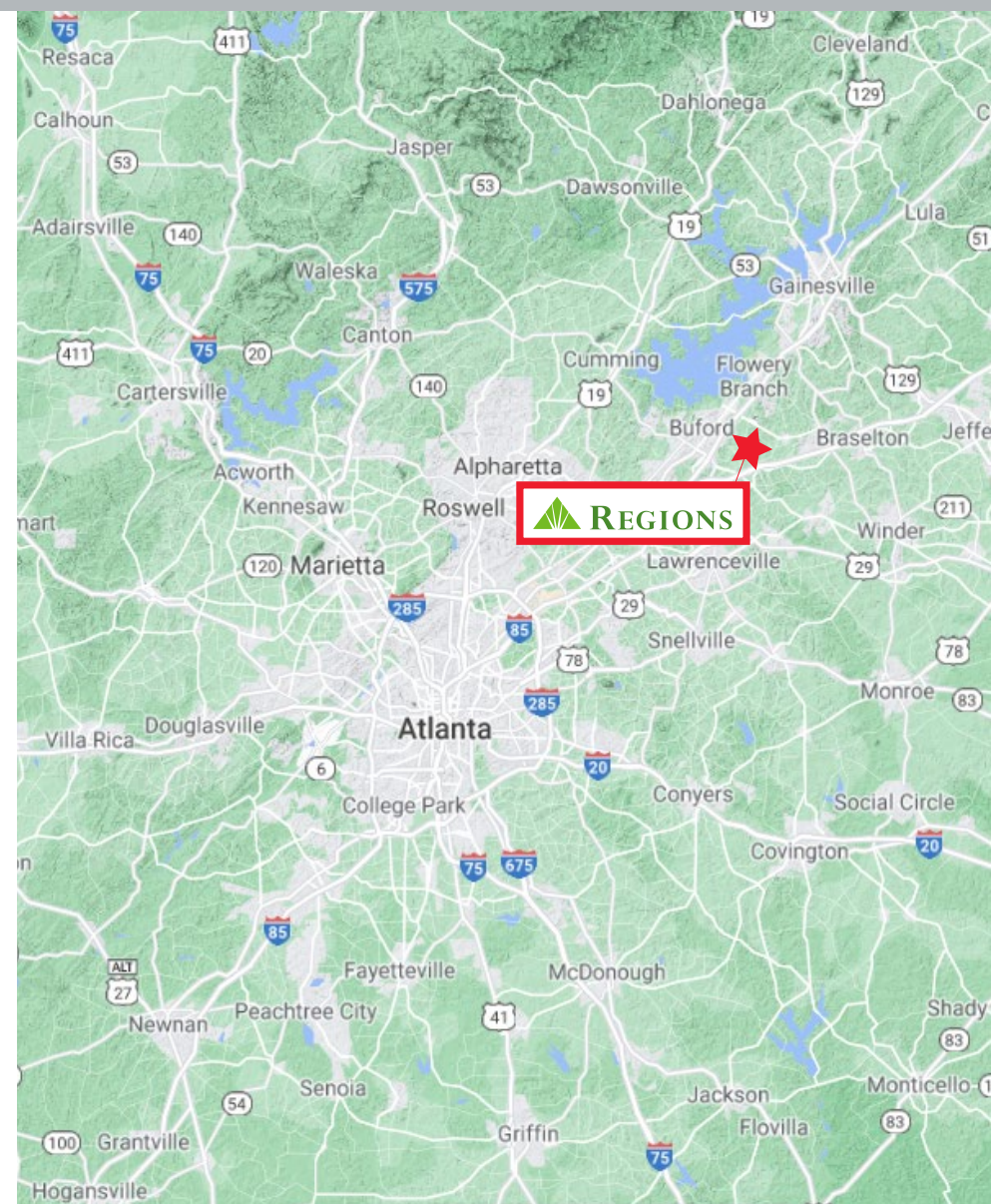




# DEMOGRAPHIC PROFILE

2020 SUMMARY	1 Mile	3 Miles	5 Miles
<b>Population</b>	<b>5,239</b>	<b>41,628</b>	<b>113,930</b>
Households	1,637	13,059	37,192
Families	1,350	10,644	29,255
Average Household Size	3.09	3.11	3.03
Owner Occupied Housing Units	1,454	11,479	30,651
Renter Occupied Housing Units	183	1,580	6,541
Median Age	35.7	36.3	36.0
<b>Average Household Income</b>	<b>\$110,826</b>	<b>\$110,376</b>	<b>\$106,653</b>

2025 ESTIMATE	1 Mile	3 Miles	5 Miles
<b>Population</b>	<b>5,777</b>	<b>46,136</b>	<b>124,782</b>
Households	1,805	14,487	40,699
Families	1,484	11,754	31,872
Average Household Size	3.10	3.11	3.04
Owner Occupied Housing Units	1,599	12,708	33,565
Renter Occupied Housing Units	206	1,778	7,133
Median Age	35.5	35.8	35.4
<b>Average Household Income</b>	<b>\$124,092</b>	<b>\$122,984</b>	<b>\$118,876</b>



**AVERAGE HOUSEHOLD INCOME OF \$110,826**  
WITHIN ONE MILE



**POPULATION OF 113,930**  
WITHIN FIVE MILES



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