

EXCLUSIVE OFFERING

IVEY FALLS



MALL OF GEORGIA
A SIMON MALL



ROCK SPRINGS ROAD

22.57 Acres on Rock Springs Road
GWINNETT COUNTY | GEORGIA

Ackerman & Co.

PIONEER
LAND GROUP



Disclosure / Confidentiality Statement

The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of Ivey Falls in Gwinnett County, Georgia ("Property"), and is not to be used for any other purpose or made available to any other person without the express written consent of Ackerman & Co. and Pioneer Land Group. ("Broker") and the Owner ("Owner"). This Offering Memorandum was prepared by Broker, and the information contained herein has been obtained from sources that Broker deems to be reliable, and Broker has no reason to doubt its accuracy. However, neither Owner, its affiliates, officers, directors or employees, nor the Broker, nor any other party, make any warranty or representation, expressed or implied, as to the accuracy or completeness of the information contained herein, including but not limited to financial information and projections, and any engineering and environmental information and any downloadable files. Prospective purchasers should make their own investigations, projections, and conclusions. It is expected that prospective purchasers will conduct their own independent due diligence concerning the Property, including such engineering inspections as they deem necessary to determine the condition of the Property. Ackerman and Co. and Pioneer Land Group represent the Owner in this transaction and makes no representations, expressed or implied, as to the foregoing matters.

This Offering Memorandum is exclusively presented by the Broker. For additional information or to schedule a property tour, please contact:

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the opportunity

Ackerman & Co. and Pioneer Land Group are pleased to present **Ivey Falls**, a 22.57-acre parcel in Gwinnett County, Georgia designed for 41 single family detached (“SFD”) lots. Since 2015, Gwinnett County captured more new SFD house sales than any other county in Metro Atlanta.

Ivey Falls offers the following attributes:

- The Property is currently zoned for the intended use.
- Prime opportunity for a builder to establish a presence in the rapidly growing Gwinnett County market.
- Short distance to interstates 85 and 985 offering convenient access nearby amenities.
- The property is served by a excellent school system. The elementary, middle and high school are all rated 4 out of 5 Stars or higher by Schooldigger.com.
- Located in Mountain View High School District which currently has only 404 vacant developed lots (“VDLs”), 178 of which are in one clean slate subdivision. Of the remaining 226 VDLs, 96% or 216 of them, are located in a subdivision controlled by a builder.
- From 2015 to 2016, the number of newly constructed houses sold in the Mountain View High School district increased 73%.
- Conveniently located near multiple retail and entertainment venues including the Mall of Georgia, a super-regional shopping mall anchored by Belk, Macy’s and Von Maur and Coolray Field, the home of the Gwinnett Braves
- Based on the limited supply of VDLs in Gwinnett County and the Mountain View High School district, raw land is being developed to meet the demand for new housing.



Mall of Georgia

The balance of this Offering Memorandum provides detailed information on the Property, the market and a proposed development plan. Interested parties should submit a letter of intent pursuant to the terms outlined in the Process section of this Offering Memorandum.

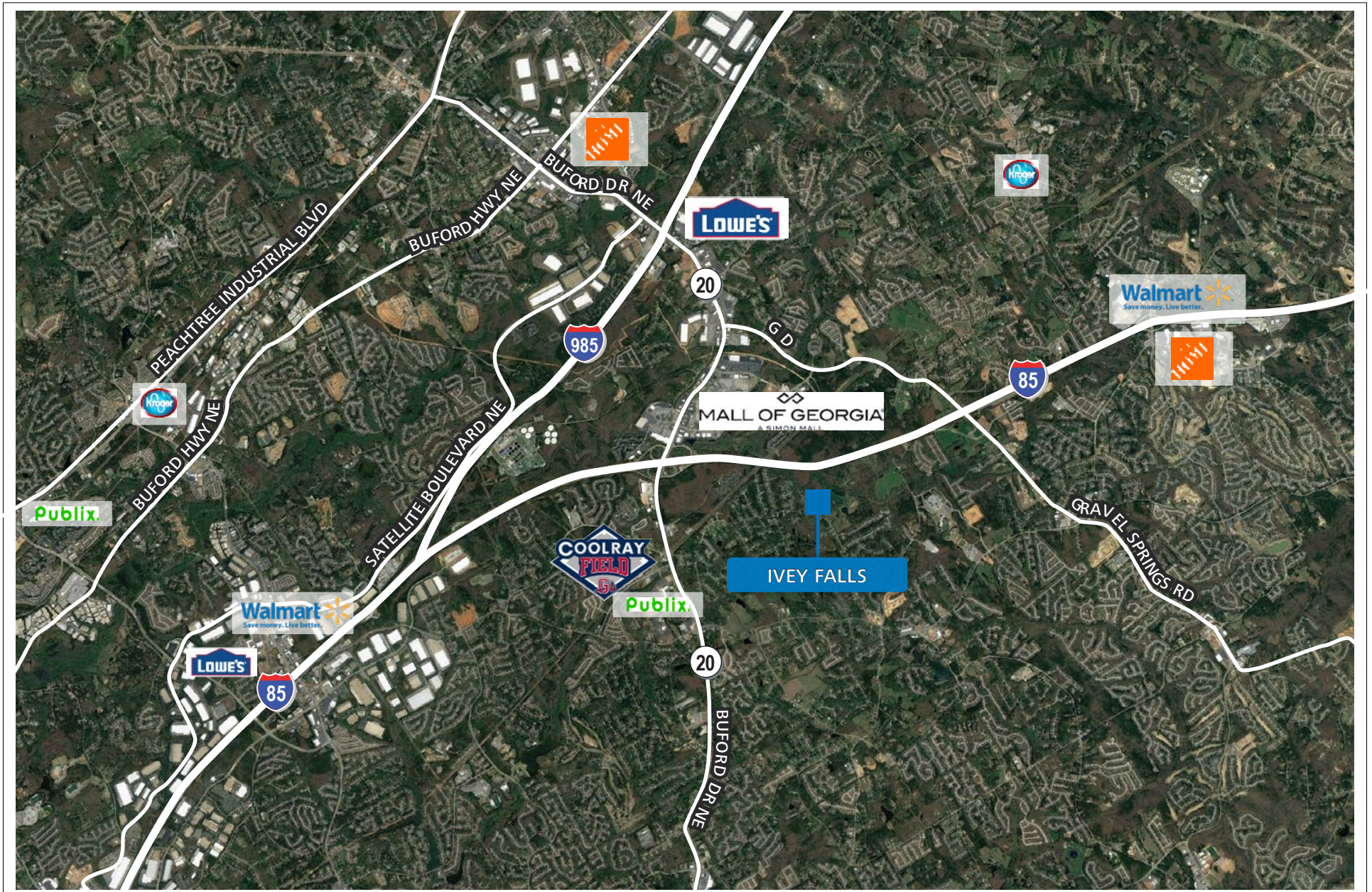
the property

Location

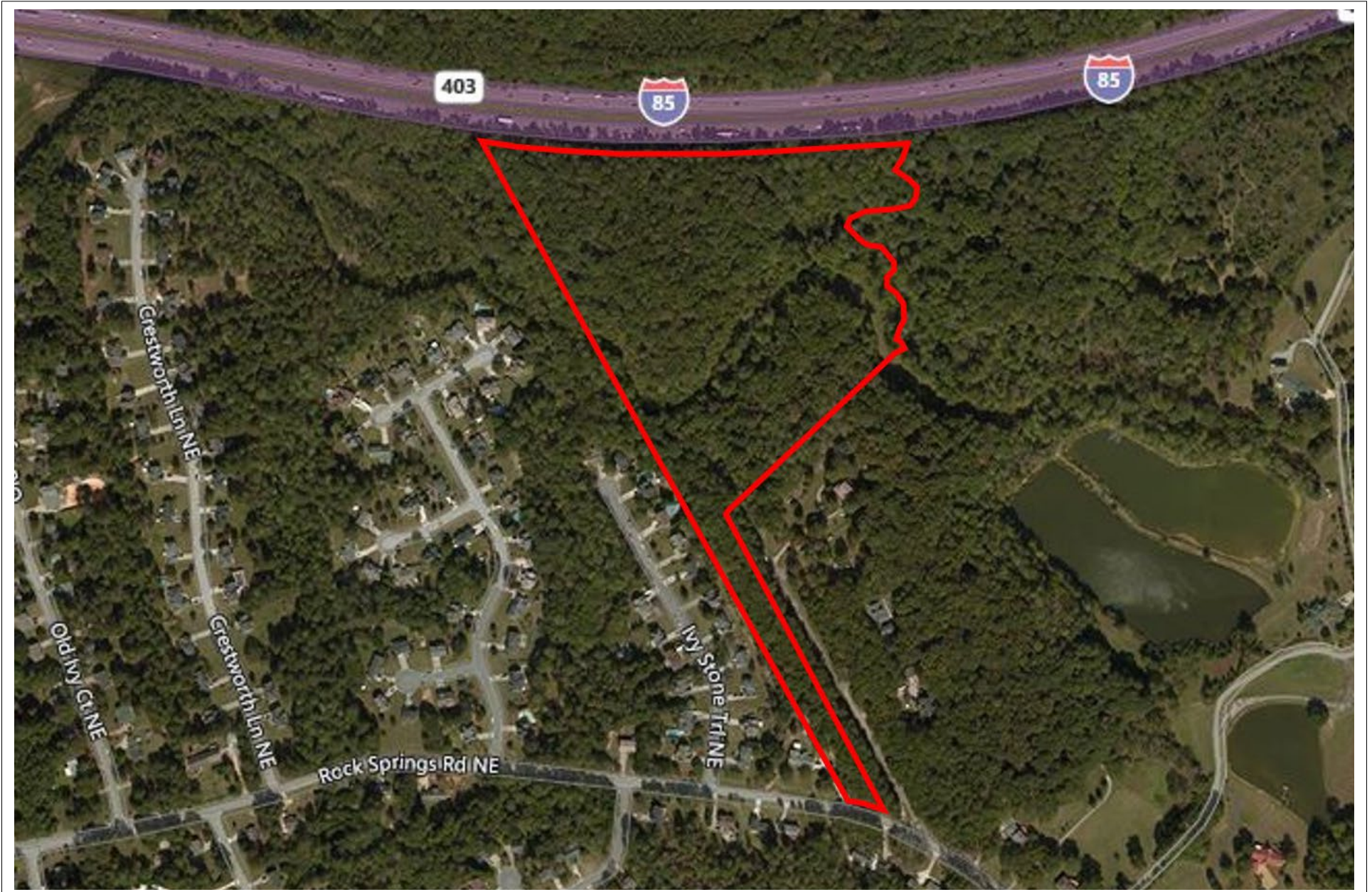
Ivey Falls is a 22.57 acre parcel located on Rock Springs Road in Land Lots 135 and 144 of the 7th District of Gwinnett County, Georgia. The address of the property is approximately 2535 Rock Springs Rd, Buford, GA 30519. Parcel ID Number: 7-135 -011.



High Altitude Aerial

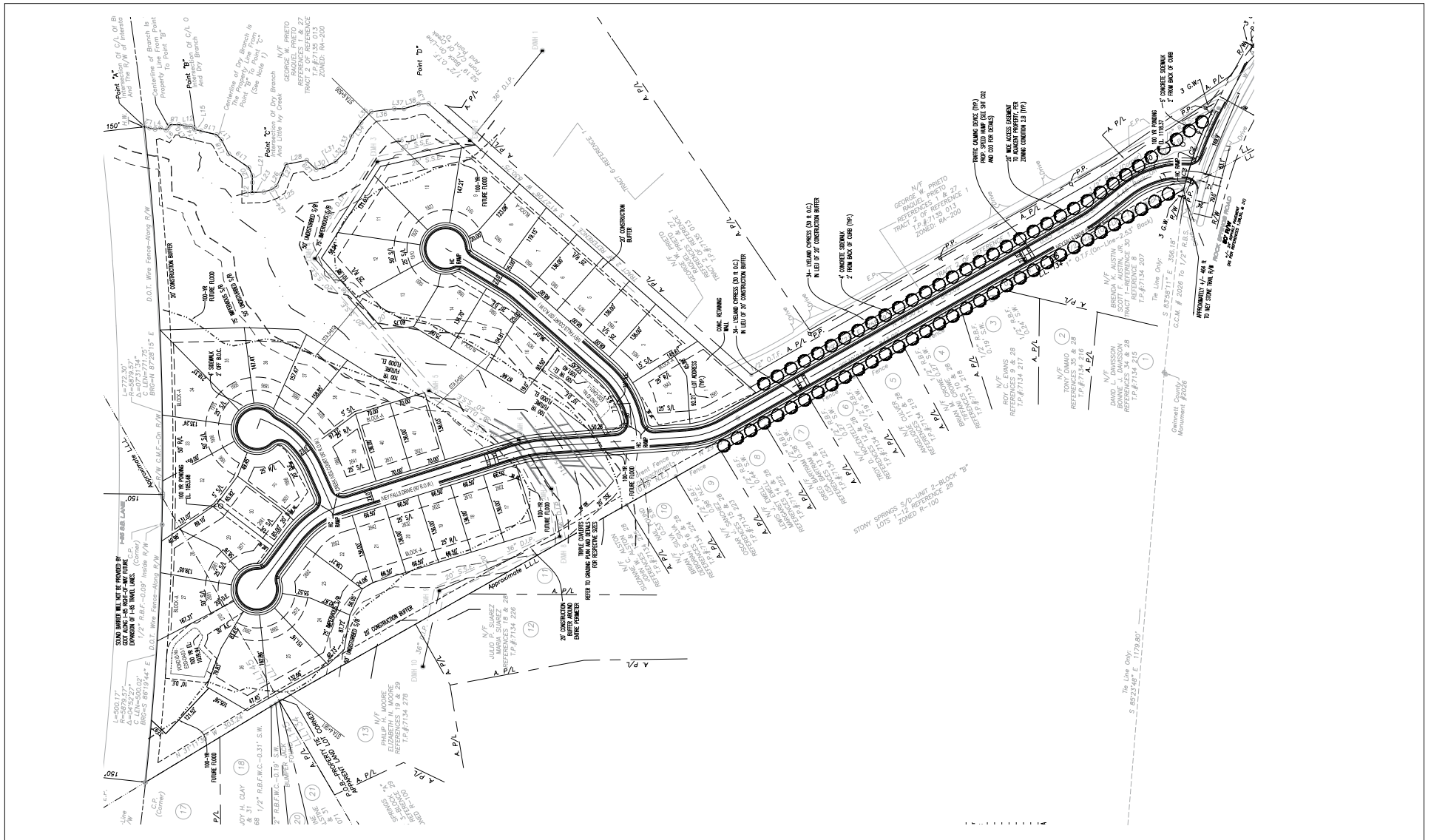


Low Altitude Aerial



Proposed Development Plan

A development plan for **Ivey Falls** was prepared in 2014 by Primus Engineering, Inc. The 41 Lot plan is based on the current zoning. The lot sizes range from around 9,000 square feet to 15,000 square feet and hold a minimum width of 65 feet.



Zoning/Requirements

Ivey Falls is currently zoned R75MOD in Gwinnett County with the following requirements.

Minimum Lot Size: 9,000 SF

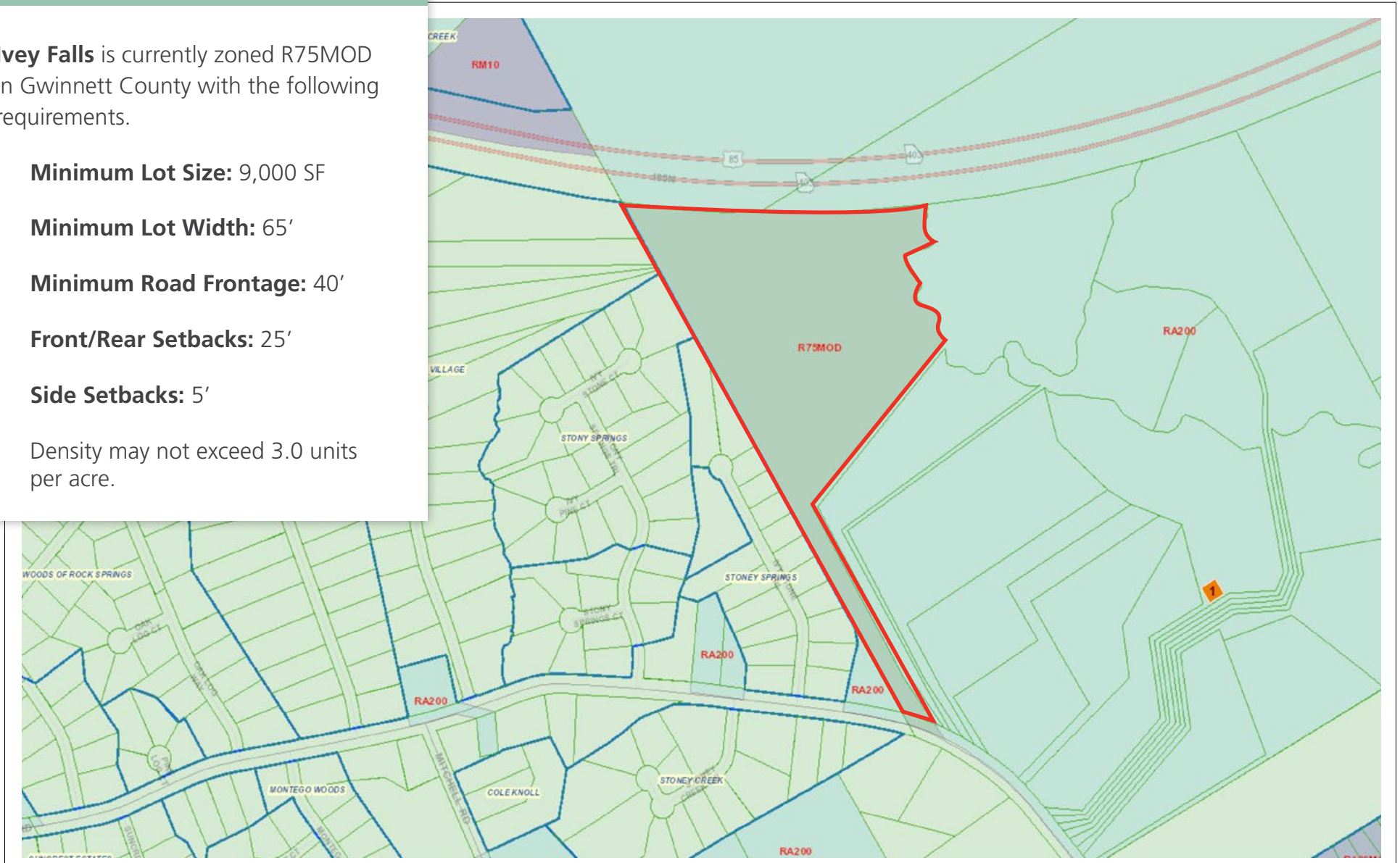
Minimum Lot Width: 65'

Minimum Road Frontage: 40'

Front/Rear Setbacks: 25'

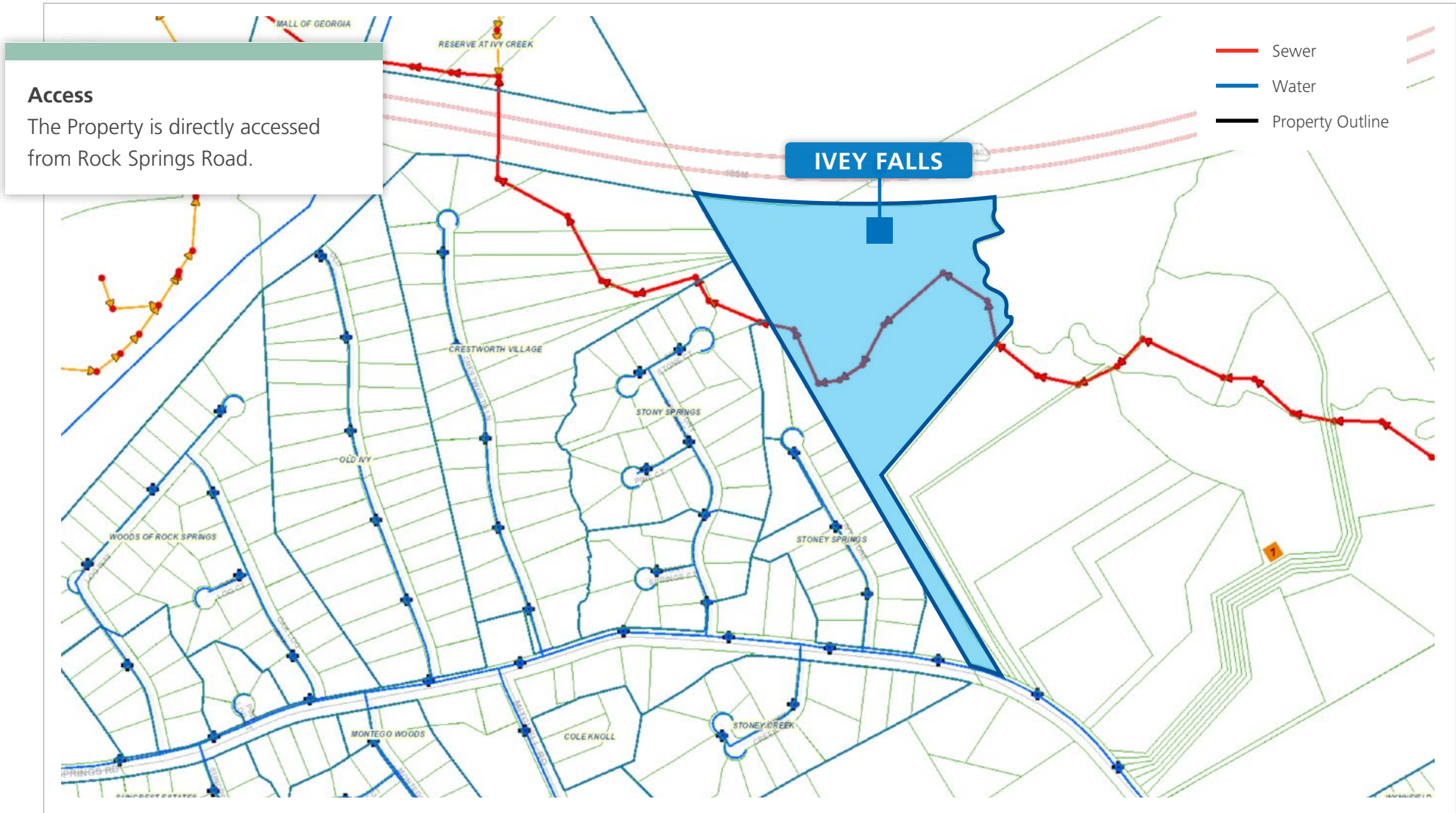
Side Setbacks: 5'

Density may not exceed 3.0 units per acre.



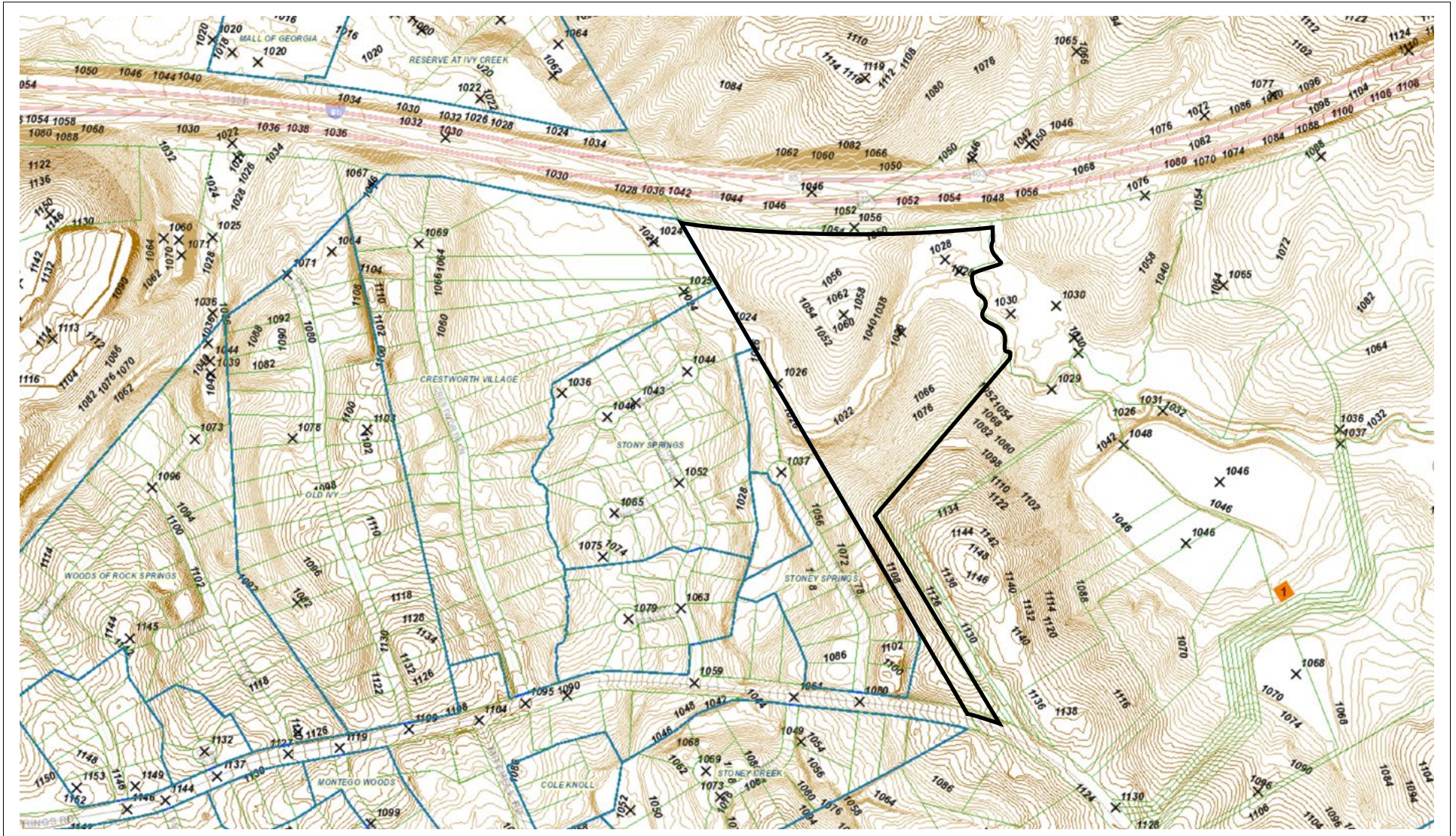
Utilities

A gravity sewer flow main runs through the property. Domestic water is available via the right of way on Rock Springs Road. All utilities should be independently verified by potential purchaser. Below is a map showing the sewer and water lines that service the property.



Topography

Gently falling toward the creek that bisects the property. A 2-foot topographical map of the property from the Gwinnett County GIS is shown below.



School System

SchoolDigger.com 2017 Ratings			
SCHOOL	RATING	STATE RANK	TOTAL STATE SCHOOL RANKED
Woodward Mill Elementary	★★★★☆	146	1233
Twin Rivers Middle	★★★★★	46	538
Mountain View High	★★★★☆	55	420

Twin Rivers Middle School



Woodward Mill Elementary School



the market

Gwinnett County Detached Housing and Lot Analysis

As the Metro Atlanta leader for the sale of new SFD houses, Gwinnett County is one of the most sought-after locations for Atlanta's builders. Gwinnett County has a limited supply of VDLs, most of which are in subdivisions with an active builder. Through 3Q17, Gwinnett County has sold 1,707 new SFD houses at an average price of \$327,000; these sales represent 14% of all new SFD sales in Metro Atlanta for the year. The new construction SFD housing sales data for Gwinnett County is as follows:

YEAR	TYPE	% OF TOTAL METRO ATLANTA SFD NEW SALES	NUMBER OF SALES	% OF TOTAL ANNUAL GROWTH	AVERAGE SALES PRICE	% OF PRICE GROWTH
2013	New	18%	1,735	-	\$253,000	-
2014	New	16%	1,786	+2.9%	\$271,000	+7.1%
2015	New	16%	2,255	+26.2%	\$286,000	+5.5%
2016	New	17%	2,796	+24.0%	\$309,000	+7.6%
3Q17	New	14%	1,707	N/A	\$327,000	+5.8%

The location along with an excellent school system, limited foreclosures, affordability, and increased resale pricing will continue to make Gwinnett one of Atlanta's most desired counties for future home construction. Increasing resale prices will put future pressure on the pricing of new construction homes, driving them further upward.

House and Lot Inventory

As shown in the table to the right, there is a limited supply of both houses and VDLs. Based on the county's high demand for and low supply of VDLs, raw land is already being developed into new lots. There were 2,167 lots delivered in Gwinnett County in the last four quarters.

TYPE	INVENTORY	MONTHS OF SUPPLY
Houses	1,640	7.0
VDLs	4,917	20.9

With the continued need for new lots to be delivered in Gwinnett County, Ivey Falls is a prime piece of raw land to help fill that need.

Mountain View High School District Detached Housing and Lot Analysis

Through 3Q17, Mountain View High had an average resale price of \$293,000 for houses built in 2005 or later. Below are the new house sales for the Lanier High School District from 2013-3Q17:

YEAR	TYPE	% OF TOTAL GWINNETT COUNTRY SFD NEW SALES	NUMBER OF SALES	% OF TOTAL ANNUAL GROWTH	AVERAGE SALES PRICE	% OF PRICE GROWTH
2013	New	9%	164	-	\$222,000	-
2014	New	5%	81	-50.6%	\$269,000	+21.2%
2015	New	6%	129	+59.3%	\$254,000	-5.6%
2016	New	8%	223	+72.9%	\$269,000	+5.9%
3Q17	New	3%	48	N/A	\$316,000	+17.5%

Shown in the table to the right is the Housing Activity Summary for the Mountain View High School District.

There are currently only 404 VDLs in this market, 178 of which are in one subdivision. Based on the 205 annual starts in the previous four quarters, there is a 23.6-month supply of lots in this market.

With a 23.6-month supply of developed lots in the Mountain View Market, builders should be able to increase house pricing because of the limited supply of houses available to potential buyers. From 2016 to 3Q17, prices have increased more than 17%, and we believe that there will be a continued escalation in prices as new lots are developed to fill the demand in this market.

QUARTER	ANNUAL CLOSINGS	TOTAL INV	TOTAL SUPPLY (MONTHS)	ANNUAL STARTS	VDL SUPPLY (MONTHS)
3Q16	310	76	2.9	232	12.7
4Q16	268	77	3.4	187	25.7
1Q17	231	84	4.4	173	24.4
2Q17	154	113	8.8	171	22.8
3Q17	148	121	9.8	193	20.1
4Q17	166	116	8.4	205	23.6

With a limited supply of VDLs located in the Mountain View High market, we believe that Ivey Falls can fill the immediate need for housing in this market.

the process

Offering Price: The owner has set an offering price for the Property as \$1,025,000 (\$25,000 per proposed lot).

Interested parties should submit proposals in the form of a proposed term sheet that includes the following information:

- Price
- Earnest Money
- Due Diligence Period
- Closing Period
- Contingencies
- Overview of purchaser including financial capabilities

We are available to discuss the project and address any questions at your convenience.

support information

Below are files that are related to **Ivey Falls** and may be downloaded. Some of the files may not be compatible on a mobile device and will need to be downloaded on a desktop. Click the links to open the files.

- [Google Earth KMZ File](#)
- [Proposed Development](#)
- [Rezoning Resolutions](#)
- [Title Policy](#)

To view all downloadable documents in one folder [click HERE.](#)



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