



EXCLUSIVE OFFERING

MCCART ROAD

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20.55 Acres Planned for 50 Single Family Detached Lots
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 20.55 Acres on McCart Road 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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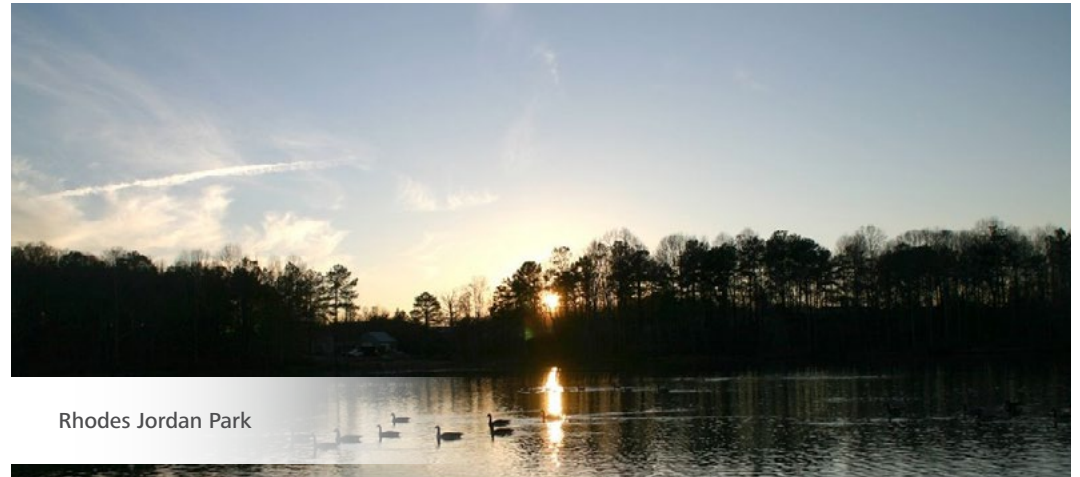
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the opportunity

Ackerman & Co. and Pioneer Land Group are pleased to present **McCart Road**, a 20.55-acre parcel in Gwinnett County, Georgia designed for 50 single family detached (“SFD”) lots. In 2015 and 2016, Gwinnett County captured more SFD house sales than any other county in Metro Atlanta. **McCart Road** 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.
- Located less than 2 miles from Downtown Lawrenceville which offers an array of dining, entertainment and retail venues along with a rich history.
- Georgia Gwinnett College offers higher education and was established in Lawrenceville in 2006, making it the first four-year college founded in the state of Georgia in over 100 years.
- Short distance to Interstate 85 via Highway 316, offering convenient access to nearby amenities and the I-85 job market.
- The Property is located in the Central Gwinnett High School district which currently only has 58 vacant developed lots (“VDLs”). Based on the 39 annual starts in the last four quarters, there is only a 17.8 month supply of VDLs in this market.
- With only 54 VDLs available in “clean slate” subdivisions (no houses constructed) in the Central Gwinnett High School district, **McCart Road** offers an opportunity to enter this market with another clean slate subdivision per the proposed and planned 50 SFD lots.
- Based on the limited supply of VDLs in Gwinnett County and the Central Gwinnett High School district, raw land will need to be developed to support the demand for housing.



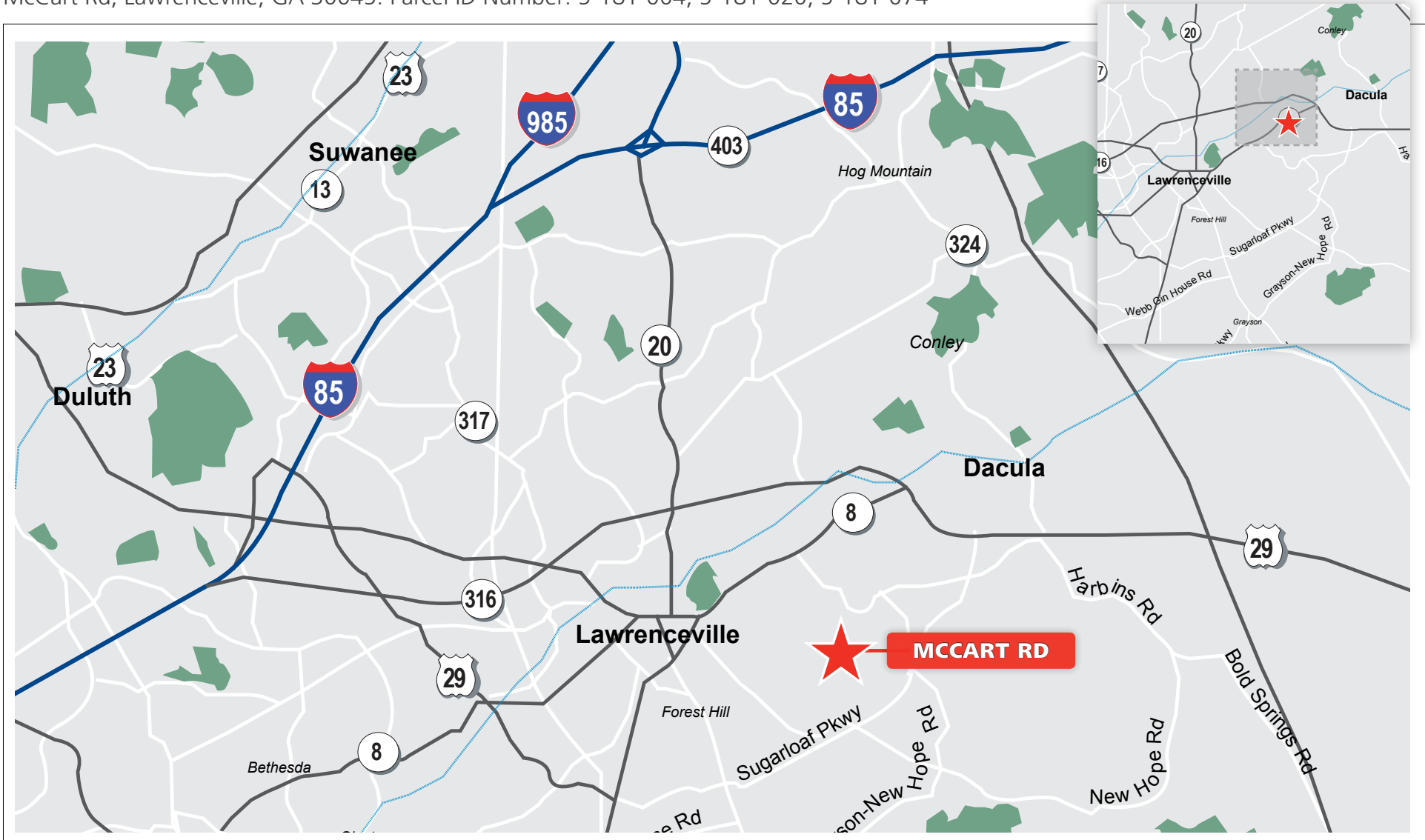
Rhodes Jordan Park

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

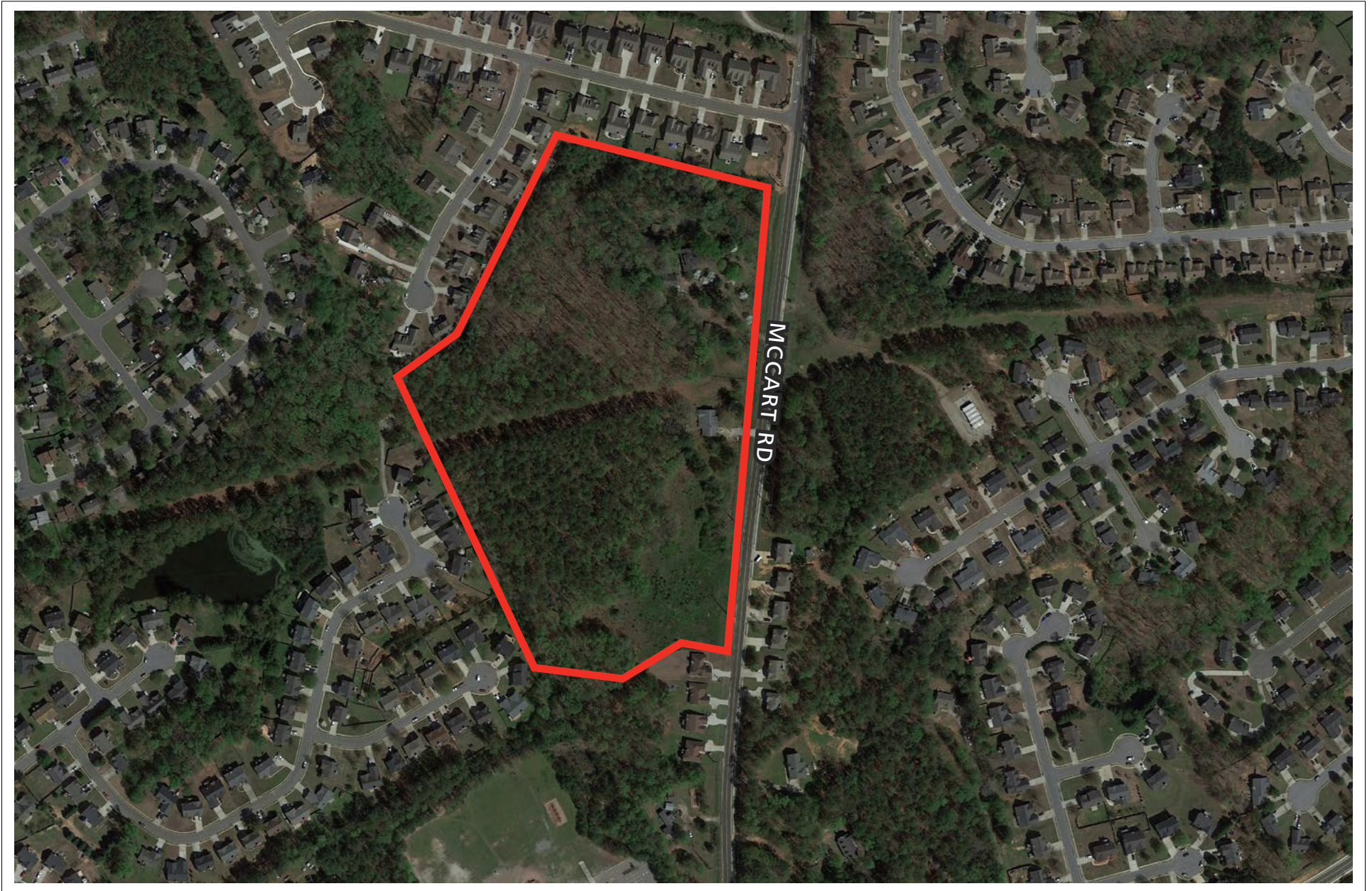
McCart Road is located in Land Lot 181 of the 5th District of Gwinnett County, Georgia. The address of the property is approximately 795 McCart Rd, Lawrenceville, GA 30045. Parcel ID Number: 5-181-004, 5-181-020, 5-181-074



High Altitude Aerial



Low Altitude Aerial



Proposed Development Plan

The development plan below for **McCart Road** was designed in 2012. The plan was created under the current zoning and contains 50 lots. The minimum lot size is 12,000 SF and the minimum lot width is 75'.



Zoning/Requirements

McCart Road is currently zoned R75 in Gwinnett County.

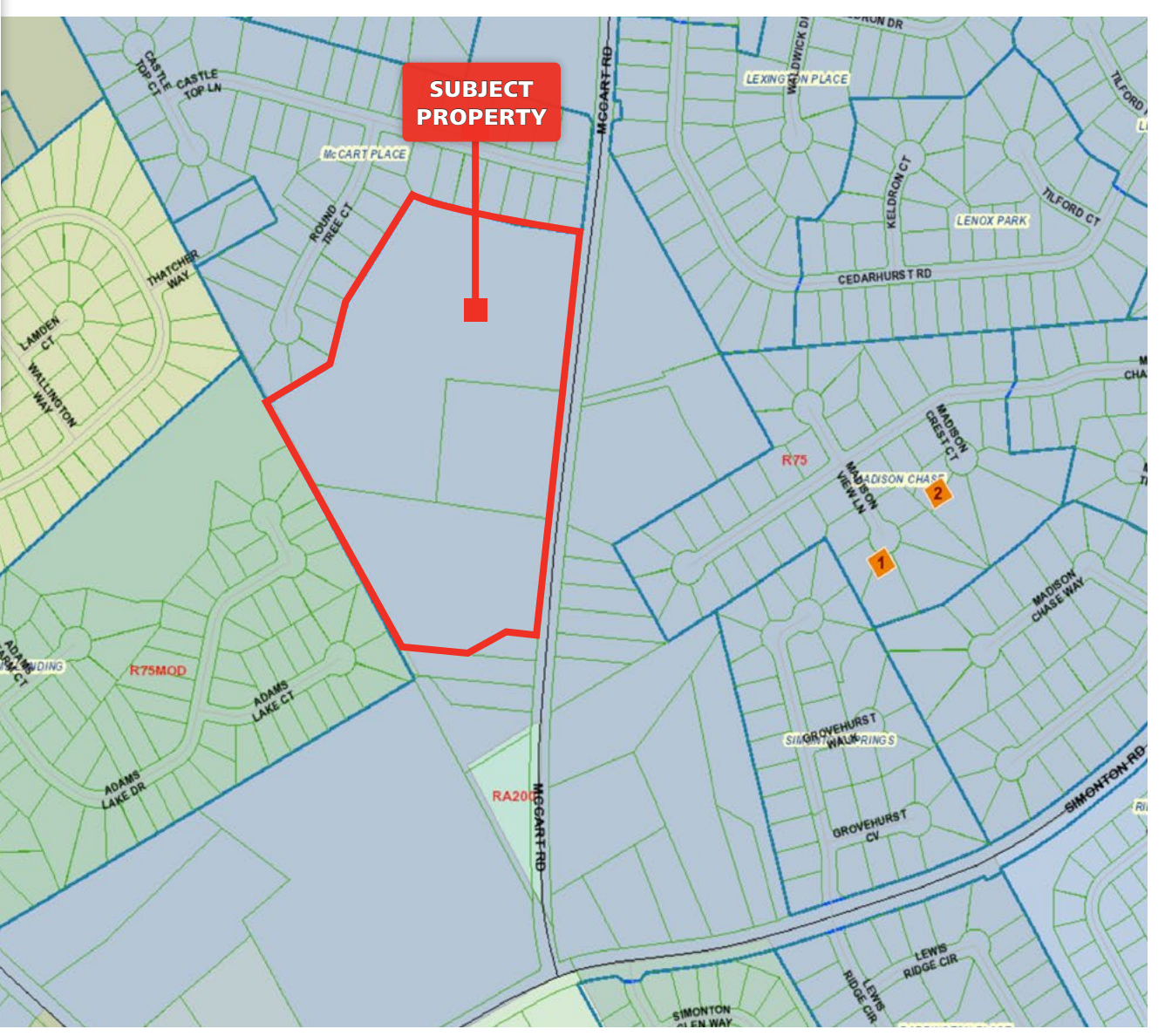
Minimum Lot Size:

Sewer: 12,000 SF

Septic: 25,500 SF

Minimum Lot Width: 75'

Minimum Road Frontage: 40'

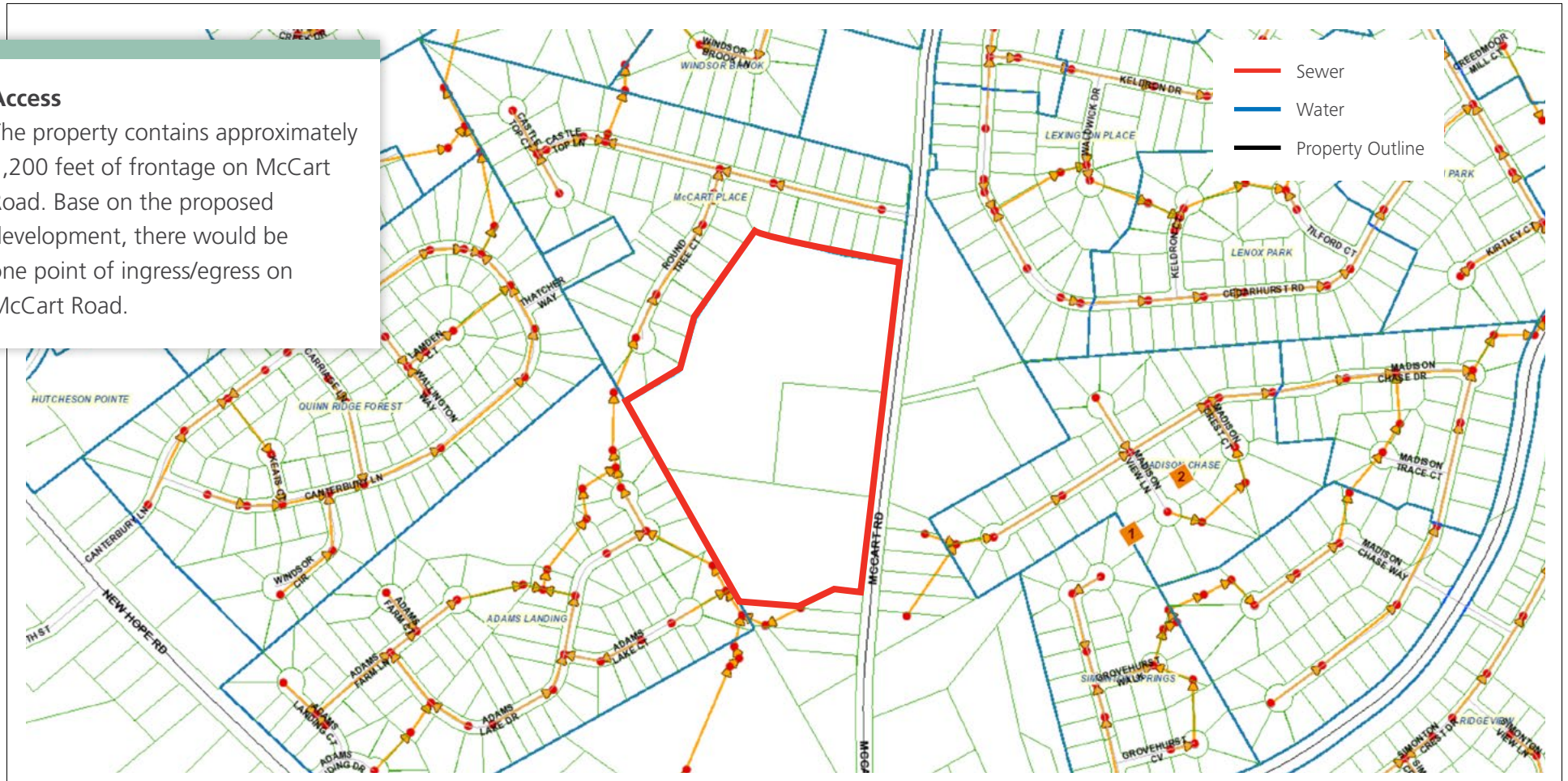


Utilities

Water: Domestic water is available in the right of way of **McCart Road**. Sewer: The proposed development plan shows a 20 foot sanitary sewer easement along the western boundary of the Property leading to a manhole in the common area of the adjacent subdivision. While we believe that this easement is in existence, no deed book or page is referenced. There are alternative routes to obtain gravity flow sewer if this easement is not recorded, and the Property will be sold subject to verifying the sewer easement shown on the development plan or obtaining an separate easement to obtain gravity flow sewer. All utilities should be independently verified by potential purchaser.

Access

The property contains approximately 1,200 feet of frontage on McCart Road. Base on the proposed development, there would be one point of ingress/egress on McCart Road.



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 2Q17, Gwinnett County has sold 1,237 new SFD houses at an average price of \$328,000; these sales represent 15% 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%
2Q17	New	15%	1,237	N/A	\$328,000	+6.1%

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 2,252 lots delivered in Gwinnett County in the last four quarters.

TYPE	INVENTORY	MONTHS OF SUPPLY
Houses	1,754	7.3
VDLs	4,642	19.0

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

Central Gwinnett High School District Detached Housing and Lot Analysis

Since 2014, Central Gwinnett High has continued to see the average price of a newly constructed SFD house increase. Below are the new house sales for the Central Gwinnett High School district from 2014-2Q17:

YEAR	TYPE	% OF TOTAL GWINNETT COUNTRY SFD NEW SALES	NUMBER OF SALES	% OF TOTAL ANNUAL GROWTH	AVERAGE SALES PRICE	% OF PRICE GROWTH
2014	New	2%	39	-	\$200,000	-
2015	New	4%	93	+138.5%	\$216,000	+8.0%
2016	New	3%	77	-17.2%	\$250,000	+15.7%
2Q17	New	3%	35	N/A	\$263,000	+5.2%

Shown in the table to the right is the Housing Activity Summary for the Central Gwinnett High School District.

As of 3Q17, there were a total 58 VDLs in the Central Gwinnett HS market. Based on the annual starts of 39, there is a mere 17.8 month supply of VDLs in this market. Accordingly, there was an inventory of only 11 SFD houses. Based on the annual closings of 77, there is a miniscule supply of only 1.7 months.

QUARTER	ANNUAL CLOSINGS	TOTAL INV	TOTAL SUPPLY (MONTHS)	ANNUAL STARTS	VDL SUPPLY (MONTHS)
3Q16	87	49	6.8	88	13.2
4Q16	91	35	4.6	80	13.2
1Q17	84	35	5.0	65	13.3
2Q17	92	24	3.1	58	12.6
3Q17	77	11	1.7	39	17.8

With a 17.8 month supply of developed lots in the Central Gwinnett Market, builders should be able to increase house pricing because of the limited supply of houses available to potential buyers. From 2015 to 2016, prices increased 15.7%, and we believe that there will be a continued escalation in prices as new lots are developed to fill the demand in this market.

With a limited supply of VDLs located in the Central Gwinnett High market, we believe the McCart Road 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 \$1,225,000 (\$24,500 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 **McCart Road** 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](#)
- [Title Policy](#)

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



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