




CROSSROADS
SOUTH

Atlanta, GA



Offering Summary

CROSSROADS SOUTH

PROPERTY SUMMARY

ADDRESS
7965 Tara Blvd, Atlanta, GA 30236
Atlanta MSA

PROPERTY GLA
201,404 SF

LAND SIZE
± 23.29 Acres

YEAR BUILT
1988

OCCUPANCY
92%

AS IS NOI / 10-YR NOI CAGR
± \$1,200,000 / 3.4%+ CAGR



*Kroger has the right to construct and operate a Kroger Fuel Center at the Property and has communicated to the Landlord that they intend to do so.

INVESTMENT HIGHLIGHTS



Kroger-Anchored Opportunity

Recent **Long-Term Renewal** and plans for **Interior Store Renovation** and **Kroger Fuel Center**



Atlanta MSA: One of the Most Highly-Sought After Markets in the Southeast



Multi-Anchor Drawing Power



Densely-Populated and Fast Growing Residential Population



Value Creation Potential and Compelling NOI Growth



Strong Property Fundamentals

KROGER: BEST-IN-CLASS GROCER

CROSSROADS SOUTH KROGER SCORECARD

Recently executed a **long-term renewal**, marking their **second renewal** at Crossroads South

Nearly **36 Years** of operating history

2020 Sales reflected a **17% increase** year-over-year, resulting in a **Sub 2% Occupancy Cost**

Kroger accounts for **29%** of total GLA and **28%** of the total Income

As part of their recent long-term renewal, Kroger plans to construct and operate a **Kroger Fuel Center**, and complete an **Interior Store Renovation**, which are scheduled for January 2022.



Kroger has the option to construct and operate a Kroger Fuel Center on the parcel located at the southeast corner of the Property fronting North Ave, as outlined in the photo below.



- ✓ **Largest Supermarket Chain in GA and U.S.**
- ✓ **5th Largest Retailer in the world**
- ✓ **FORTUNE 500 Company #23**
- ✓ **Investment Grade Credit S&P / Moodys: BBB / Baa1**
- ✓ **Committed to Georgia**
In 2021, Kroger opened a high-tech customer fulfillment center under its partnership with Ocado, which is located in Forest Park, GA, *approximately 6.5 miles northeast of Crossroads South.*

Georgia's Preferred Grocer

Kroger is Georgia's dominant grocer as evidenced by geo-fencing data.



Grocer	Visits Over Trailing 12 Months	% Market Share <small>(based on grocers included in chart)</small>
Kroger	166,773,851	45%
Publix	147,107,045	40%
Ingles	25,516,475	7%
Walmart	20,799,542	6%
Kroger	11,457,897	3%



DURABLE TENANT MIX & MULTI-ANCHOR DRAWING POWER

LOYAL, TENURED RENT ROLL

17 Tenants, or **78%** of the income at the Property *has renewed at least once*

11 Tenants at the Property have renewed two or more times

45% of the income *has operated at Property in excess of* **10 Years**

100% of Tenants are current on rent

17.7+
years of weighted average tenure

6.1+
years of weighed average term remaining

MULTI-ANCHOR DRAWING POWER



2020 sales increased 17% year-over-year; Plans for interior store renovation and Kroger Fuel Center



2020 sales increased 18% year-over-year; Top 3 Store in district of 20 Stores



Reported record sales in 2020, increasing 26% year-over-year



Recently upgraded all strength & training equipment, and boasts 8,000+ active members

Anchor Scorecard

18.5+ Years
wtd. avg. tenure

76%
of Occupied GLA

6.7+ Years
wtd. avg. lease term

100%
National / Regional

61%
of Overall Income



THE SOUTHEAST'S ECONOMIC ENGINE

6.0+ MILLION PEOPLE IN THE ATLANTA MSA

NINTH LARGEST MSA IN THE U.S.

No. 3 FASTEST-GROWING METRO AREA IN U.S. (U.S. CENSUS BUREAU)

16 FORTUNE 500 COMPANIES HEADQUARTERED IN ATLANTA

No. 1 MOVING DESTINATION IN THE NATION (PENSKE TRUCK RENTALS)



PROXIMITY TO THE WORLD'S BUSIEST AIRPORT

Located approximately 6 miles north, Crossroads South is positioned in close proximity to Hartsfield-Jackson International Airport, one of Georgia's largest employers and economic drivers.

No. 1 Busiest airport in the world

100 Million+ Annual passengers | **\$6 Billion** Expansion underway

PROXIMITY TO ATLANTA'S PRIMARY TRAVEL CORRIDORS

Crossroads South is strategically located within 10 miles of Atlanta's most-traveled corridors.



TARA BLVD. NORTH AVE. HWY 138

652,000+ vehicles per day travel on the major thoroughfares located within 10 miles of Crossroads South.



DEMOGRAPHICS

	3 MILE	5 MILE	10 MILE
POPULATION			
2021 Estimate	77,833	185,158	483,545
2026 Estimate	82,482	195,784	511,308
AVERAGE HOUSEHOLD INCOME			
2021 Estimate	\$56,461	\$62,011	\$70,050

STRONG PROPERTY FUNDAMENTALS

LEASING MOMENTUM

Crossroads South has experienced strong leasing momentum over the past 12 months as 40% of income has executed new leases or renewals, including Kroger's recent long-term renewal.

LIMITED NEAR-TERM DEFERRED MAINTENANCE

Ownership recently completed significant capital improvements at the Property, including parking lot seal-coating and re-stripping, landscaping, facade painting and signage updates.

DENSE, HIGH-GROWTH SUBMARKET

Crossroads South is located in a densely-populated submarket that is projected to experience strong growth over the next five years.



185,158
residents within
a 5-mi radius

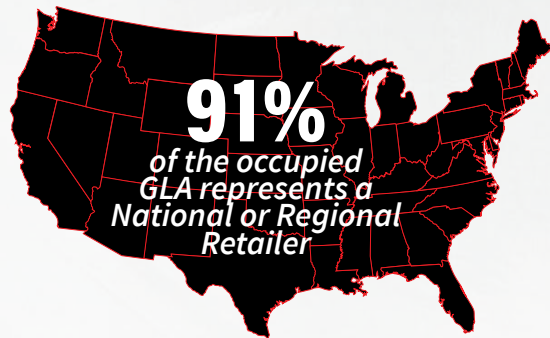


483,545
residents within
a 10-mi radius

5.7% proj. population growth over the next 5 years

NATIONAL / REGIONAL TENANCY MIX

The National / Regional Tenant mix at Crossroads South provides the next Owner with a secure, durable income stream.



DIVERSIFIED & SYNERGISTIC RENT ROLL

Crossroads South boasts a diversified, synergistic tenancy mix that caters to the everyday needs of the modern consumer, serving to generate repeat visits and prolonged stays at the Property.

VALUE CREATION POTENTIAL & COMPELLING NOI GROWTH

Crossroads South offers a Multi-Pronged Value Creation Opportunity providing the next Owner with optionality and flexibility for repositioning opportunities that will generate and support long-term NOI Growth.

Space Available for Immediate Lease Up

There is currently 15,480 SF of space immediately available to lease providing the next Owner with optionality for repositioning potential.

Expand
existing tenants

Relocate
existing tenants

New tenant
lease up

Undeveloped Outparcel

The offering includes a 0.87-acre outparcel pad site that is currently undeveloped, which has excellent visibility and accessibility from North Ave. This undeveloped pad site is separately parceled for real estate taxes, and could either be developed or spun off separately from the rest of the Property.



Spin Off Parcels In Separate Transactions

Crossroads South is subdivided into five separate tax parcels, providing flexibility to individually spin off various sections of the Property, allowing the next Owner to lower their basis.

SITE PLAN & TENANT ROSTER

201,404 SF

PROPERTY GLA

92%
OCCUPANCY

91% Occupied GLA
NATIONAL / REGIONAL
RETAILER

17.7 Yrs.
WTD. AVG. TENURE

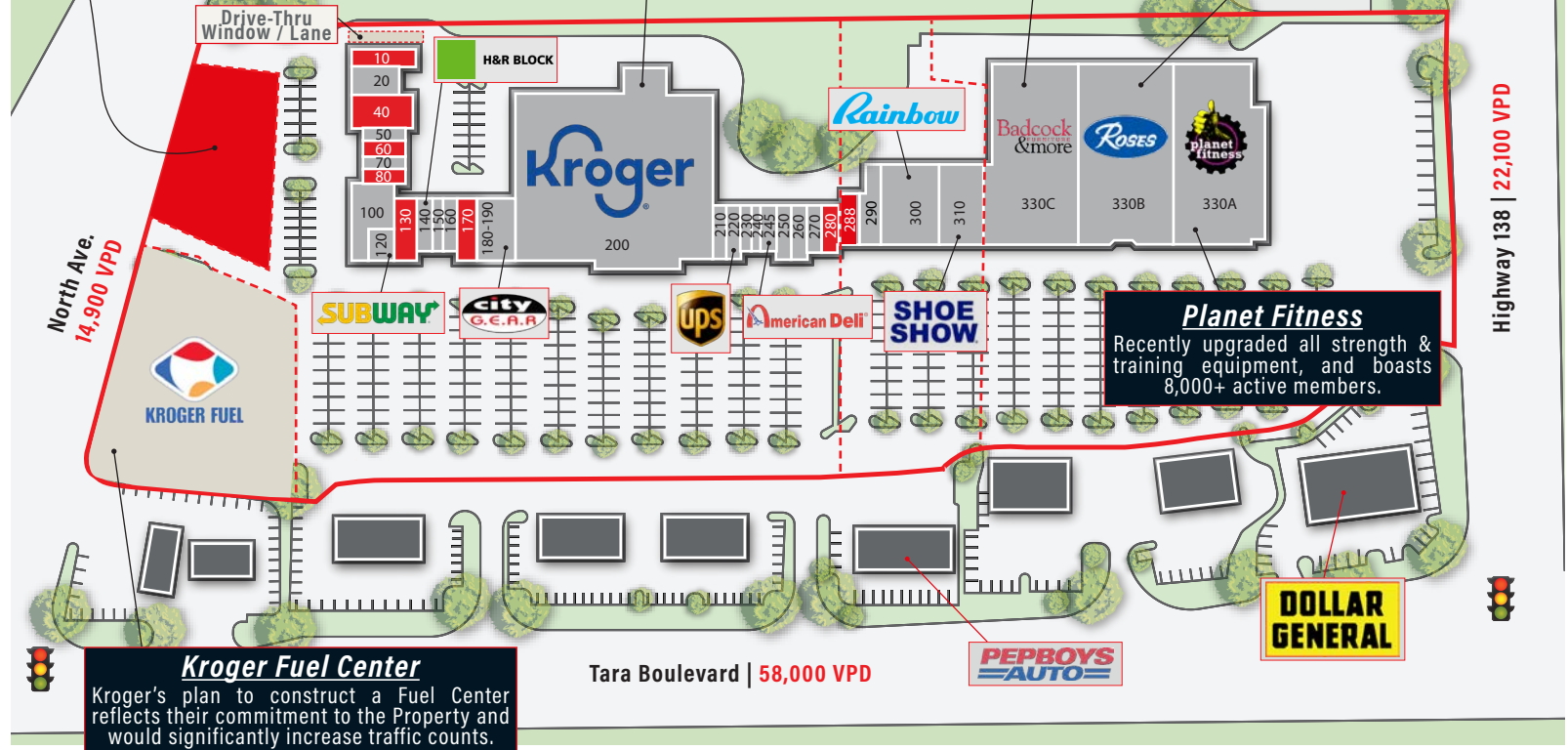
6.1 Yrs.
WTD. AVG. TERM
REMAINING

Undeveloped Outparcel
The offering includes a 0.87-acre outparcel pad site that is currently undeveloped and separately-parceled, which could be developed or spun off separately.

Kroger Renewal / Renovation
Kroger recently executed a long-term renewal and has plans for an interior store renovation and Kroger Fuel Center at the Property.

Badcock Furniture
Top 3 store out of 20 locations within their district (anecdotally).

Roses
Reported record sales in 2020, realizing an increase of 26% year-over-year.



Kroger Fuel Center
Kroger's plan to construct a Fuel Center reflects their commitment to the Property and would significantly increase traffic counts.

TENANT ROSTER

SUITE	TENANT	SF
10	To Be Leased	1,600
20	Clayton County Police Department	2,400
40	To Be Leased	3,000
50	FOE Property Management	1,200
60	To Be Leased	1,200
70	Perfection of Beauty	1,200
80	To Be Leased	1,200
100	CaJumbo Seafood & Wings Mania	3,200
120	Subway	1,000
130	To Be Leased	3,200
140	H&R Block	1,635

SUITE	TENANT	SF
150	Gracious Virgin Hair	1,050
160	Real Dominican Hair Salon	1,400
170	To Be Leased	2,000
180-190	City Gear	4,400
200	Kroger	59,134
210	China A	1,365
220	The UPS Store	1,400
230	Top Nails	900
240	Alterations Shop	900
245	American Deli	1,200
250	That's Amazing Hair & Barber Shop	1,435

SUITE	TENANT	SF
260	NUT Café	1,400
270	Classic Salon	1,200
280	To Be Leased	1,200
288	To Be Leased	2,080
290	Vision Check (LOI)	2,800
300	Rainbow Apparel	8,000
310	Shoe Show	6,000
330-A	Planet Fitness	20,000
330-B	Rose's Express	34,105
330-C	Badcock Furniture	28,600
Total		201,404

SITE PLAN KEY

- Current Tenant
- Available
- Not Included

Dashed red lines represent tax parcel boundaries



INVESTMENT SALES ADVISORS

JIM HAMILTON

Sr. Managing Director
404.942.2212
jim.hamilton@am.jll.com

BRAD BUCHANAN

Senior Director
404.942.3192
brad.buchanan@am.jll.com

ANDREW KAHN

Associate
404.942.2220
andrew.kahn@am.jll.com

TAYLOR CALLAWAY

Associate
404.942.3193
taylor.callaway@am.jll.com

ANDREW MICHOLS

Associate
404.942.2223
andrew.michols@am.jll.com

FINANCING ADVISOR

GREG GAUGHAN

Director
404.456.8780
greg.gaughan@am.jll.com

Copyright © Jones Lang LaSalle IP, Inc. 2021. This presentation has been prepared solely for informational purposes. The presentation is confidential and may not be reproduced. The contents of this presentation are not to be construed as legal, accounting, business or tax advice.

The information contained herein is proprietary and confidential and may contain commercial or financial information, trade secrets and/or intellectual property of JLL and/or its affiliates. Although the information used in this presentation was taken from sources believed to be reliable, there is no representation, warranty or endorsement (expressed or implied) made as to the accuracy, reliability, adequacy or completeness of any information or analysis contained herein. JLL expressly disclaims any and all liability that may be based on such information, errors therein or omissions there from.

Certain information in this presentation constitutes forward-looking statements. Due to various risks, uncertainties and assumptions made in our analysis, actual events or results or the actual performance of the types of financing and values covered by this presentation may differ materially from those described. The information herein reflects our current views only, are subject to change, and are not intended to be promissory or relied upon.

