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Offering Memorandum

Wade Ford (Lithia Motors)

3817 South Cobb Drive SE, Smyrna (Atlanta MSA), GA 30080



Executive Summary



Sale Price	\$3,400,000
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Offering Summary

Cap Rate:	5.12%
NOI:	\$174,000
Building Size:	2,289 SF
Lot Size:	2.21 Acres
Year Built:	1971

Property Highlights

- Large 2.21 acre commercial parcel offering substantial space for vehicle display, inventory, and customer circulation.
- Leased to Lithia Georgia Real Estate, LLC, with a guaranty from Lithia Motors, Inc. which is traded on the NYSE (LAD) with a market CAP of \$7.13 billion.
- Lithia Motors, Inc. is based in Oregon and has 466 dealerships in the U.S., Canada and UK, selling 57 brands of automobiles - www.lithia.com
- Lithia Motors, Inc. purchase Wade Ford in 2023, which has been selling cars since 1933, and kept the name vs. rebranding.
- Absolute NNN lease structure, with the tenant responsible for property taxes, insurance, utilities, and all structural and non-structural maintenance.
- Current lease term through December 31, 2028, with 3% annual Base Rent increases and two additional three-year renewal options extending the potential lease term through December 31, 2034.
- Established used-car dealership serving as the pre-owned vehicle lot for the larger Wade Ford dealership located directly across South Cobb Drive.

Property Description

3817 South Cobb Drive is an established used-car dealership situated on approximately 2.21 acres in Smyrna, Georgia. The property serves as the pre-owned vehicle sales and inventory lot for the larger Wade Ford dealership located directly across the street. Originally developed as a Shoney's restaurant, the property has since been adapted for automotive retail operations.

The property is subject to an Absolute NNN lease with Lithia Georgia Real Estate, LLC, and Lithia Motors, Inc. providing a passive ownership structure with no landlord responsibilities. The tenant is responsible for all property-related expenses, including taxes, insurance, utilities, maintenance, and structural and non-structural repairs. The large parcel provides significant vehicle display and inventory capacity, making the lot size a key feature of the offering.

Lithia Motors, Inc. purchased Wade Ford in 2023 and assigned and guaranteed the lease. The company is based in Oregon and has 466 dealerships selling 57 brands of automobiles. The stock is traded on the NYSE as LAD with a market CAP of \$7.13 billion.

Location Description

The property is strategically located along South Cobb Drive in Smyrna, Georgia, within Cobb County and the greater Atlanta metropolitan area. South Cobb Drive is an established commercial corridor serving automotive dealerships, retailers, service businesses, and the surrounding residential communities.

The site is positioned directly across from the larger Wade Ford dealership, allowing it to function as a complementary used-car sales and inventory location. Its substantial lot size, visibility along the corridor, and proximity to the main dealership support its continued automotive retail use.

Aerial Photo



Aerial Photo



Directly Across from the Main Wade Ford Dealership



Additional Photos



Lease Abstract



Tenant is responsible for all rent, taxes, utilities, insurance, legal compliance, and all interior, exterior, structural, and non-structural maintenance, repairs, and replacements, including the foundation, roof, walls, parking areas, landscaping, and HVAC systems. Landlord has no obligation to maintain, repair, replace, alter, or improve the premises.

Wade Ford has been selling automobiles in the Smyrna area since 1933 and was purchased in 2023 by Lithia Motors, Inc. based in Oregon. Lithia Motors has 466 dealership in the U.S., Canada, and the U.K. selling 57 brands. The lease was assigned and Lithia Motors Inc. guarantees the lease.

Tenant Overview

Tenant:	Lithia Motors Inc., and Oregon Corporation
Square Feet:	2,289 SF
Lease Start Date:	August 11, 2017
Lease Expiration Date:	December 31, 2028
Annual Base Rent:	\$174,000
Current Reimbursement:	Absolute NNN

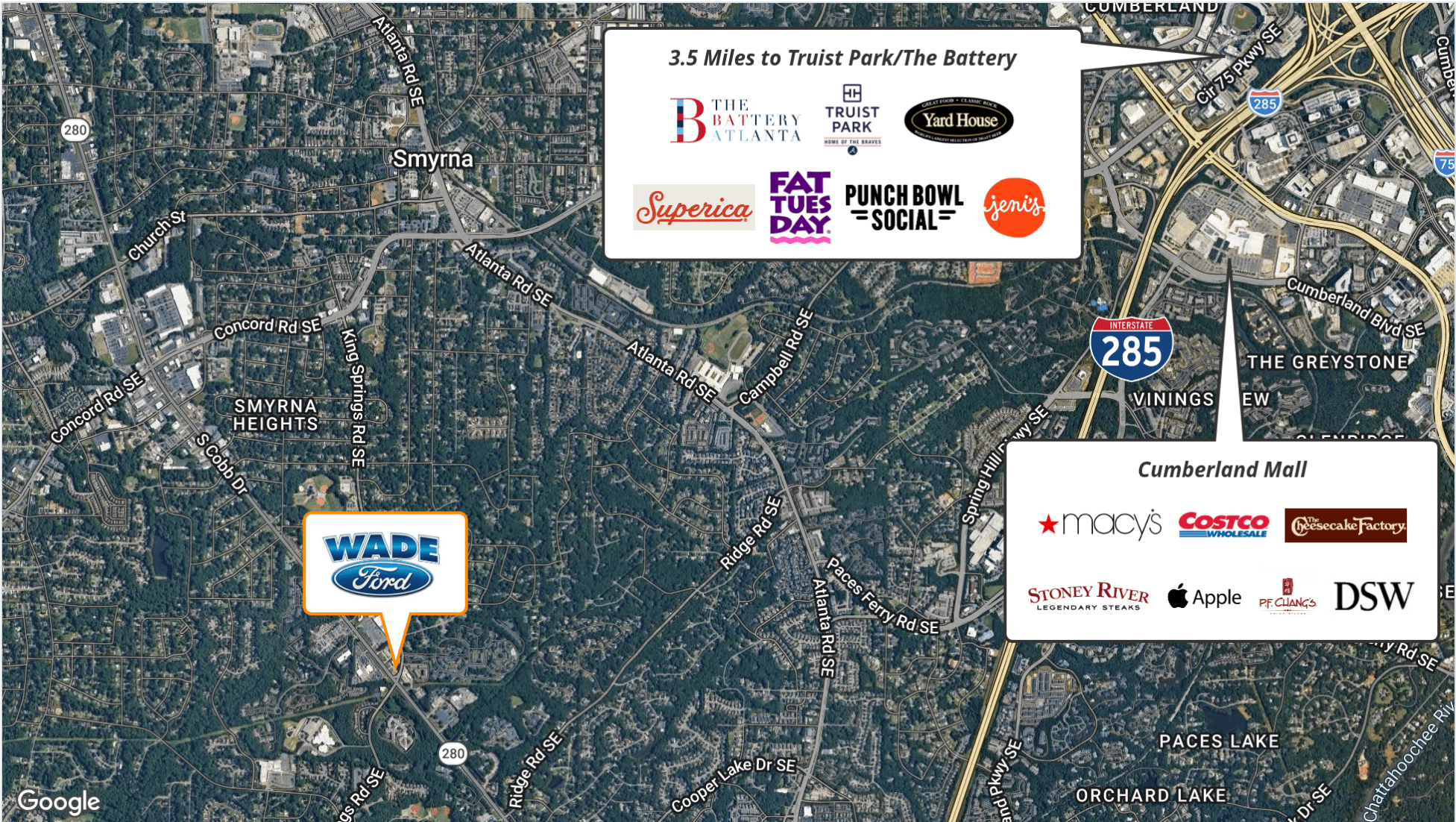
Rent Schedule

Term	Annual Base Rent	Rent Per SF/YR
01/01/26-12/31/26	\$174,000	\$76.02
01/01/27-12/31/27	\$179,220	\$78.30
01/01/28-12/31/28	\$184,597	\$80.65
Renewal Option 1:		
01/01/29-12/31/29	\$190,134	\$83.06
01/01/30-12/31/30	\$195,839	\$85.56
01/01/31-12/31/31	\$201,714	\$88.12
Renewal Option 2:		
01/01/32-12/31/32	\$207,765	\$90.77
01/01/33-12/31/33	\$213,998	\$93.49
01/01/34-12/31/34	\$220,418	\$96.29

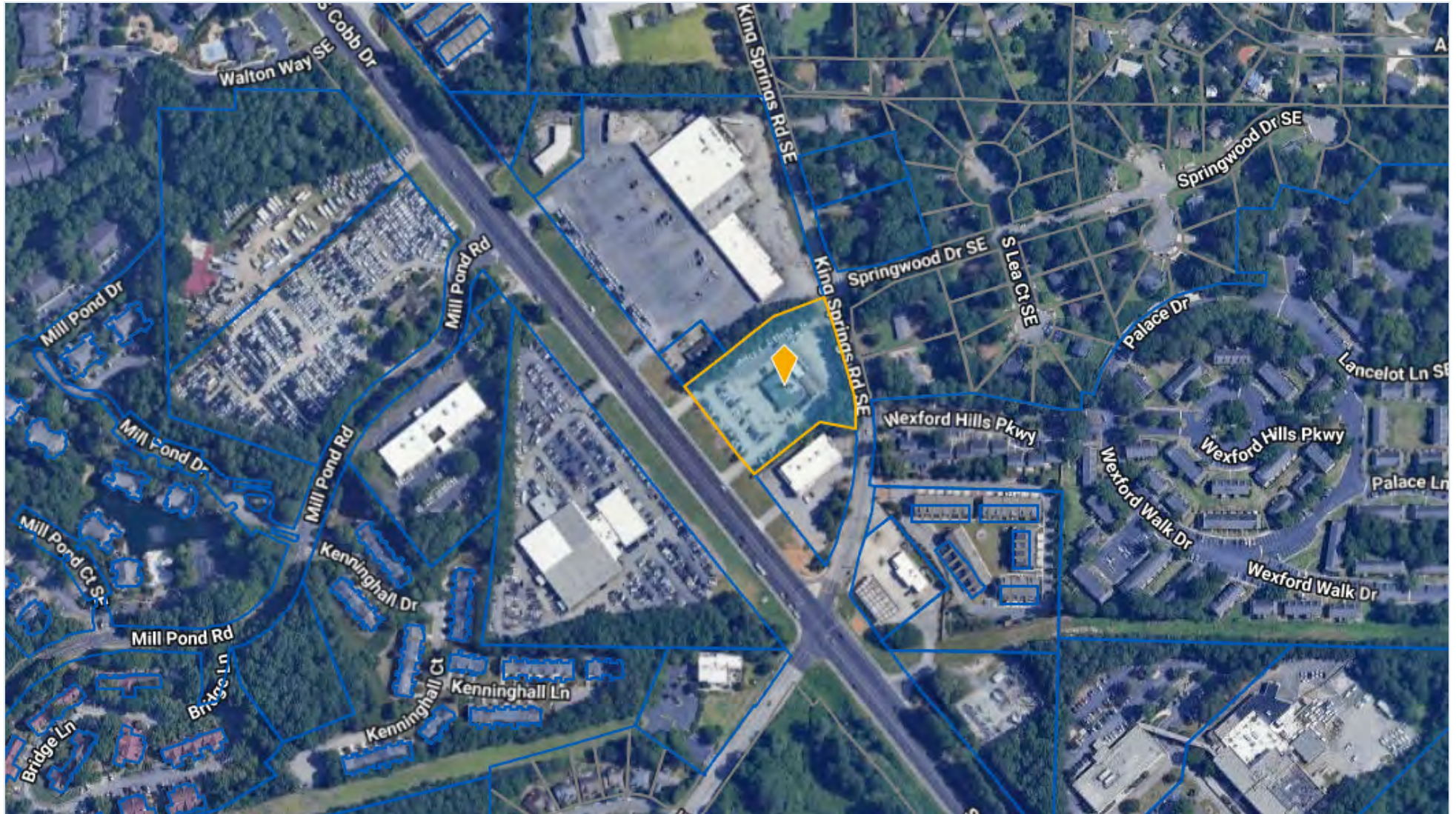
Retailer Map



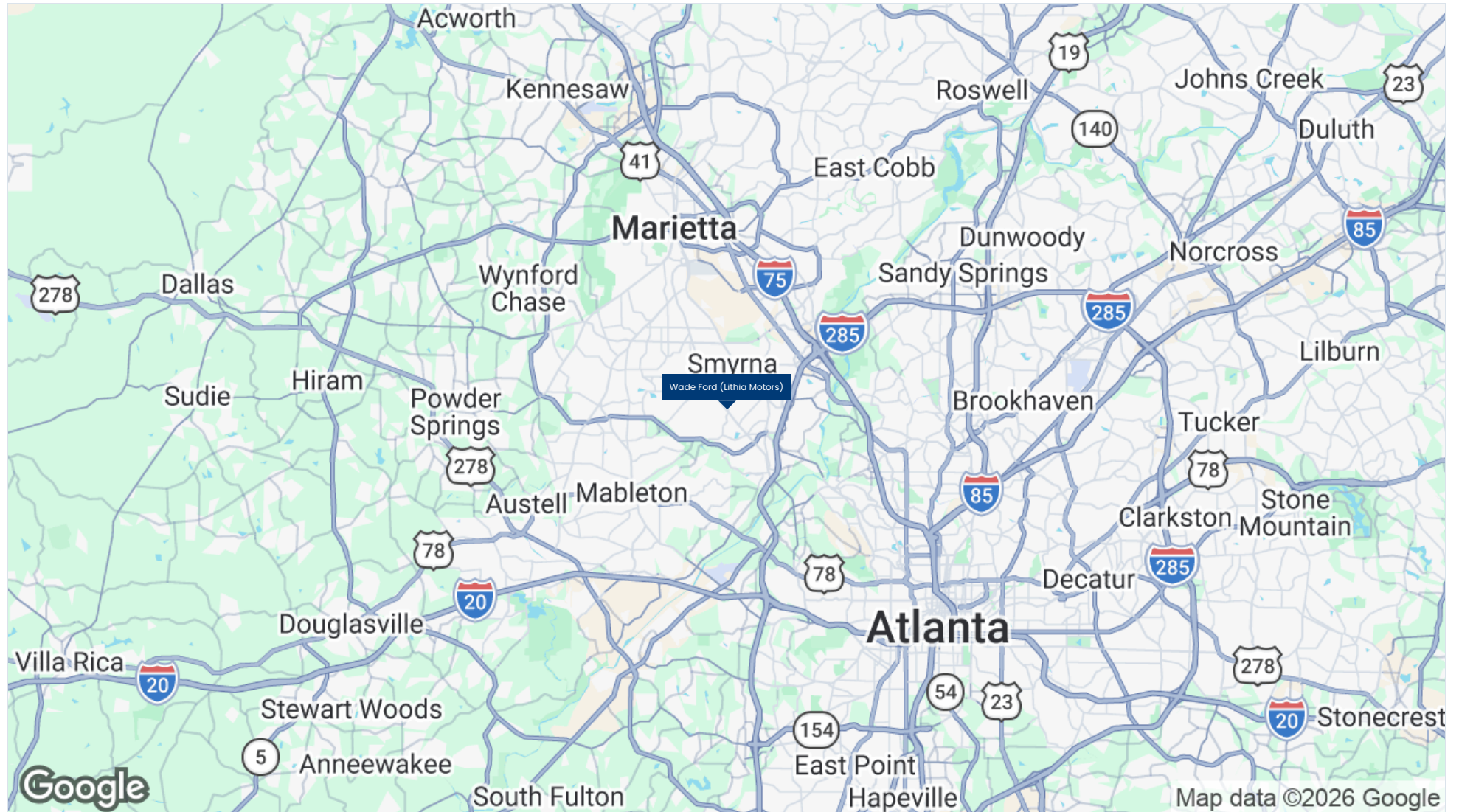
Retailer Map



Parcel Map

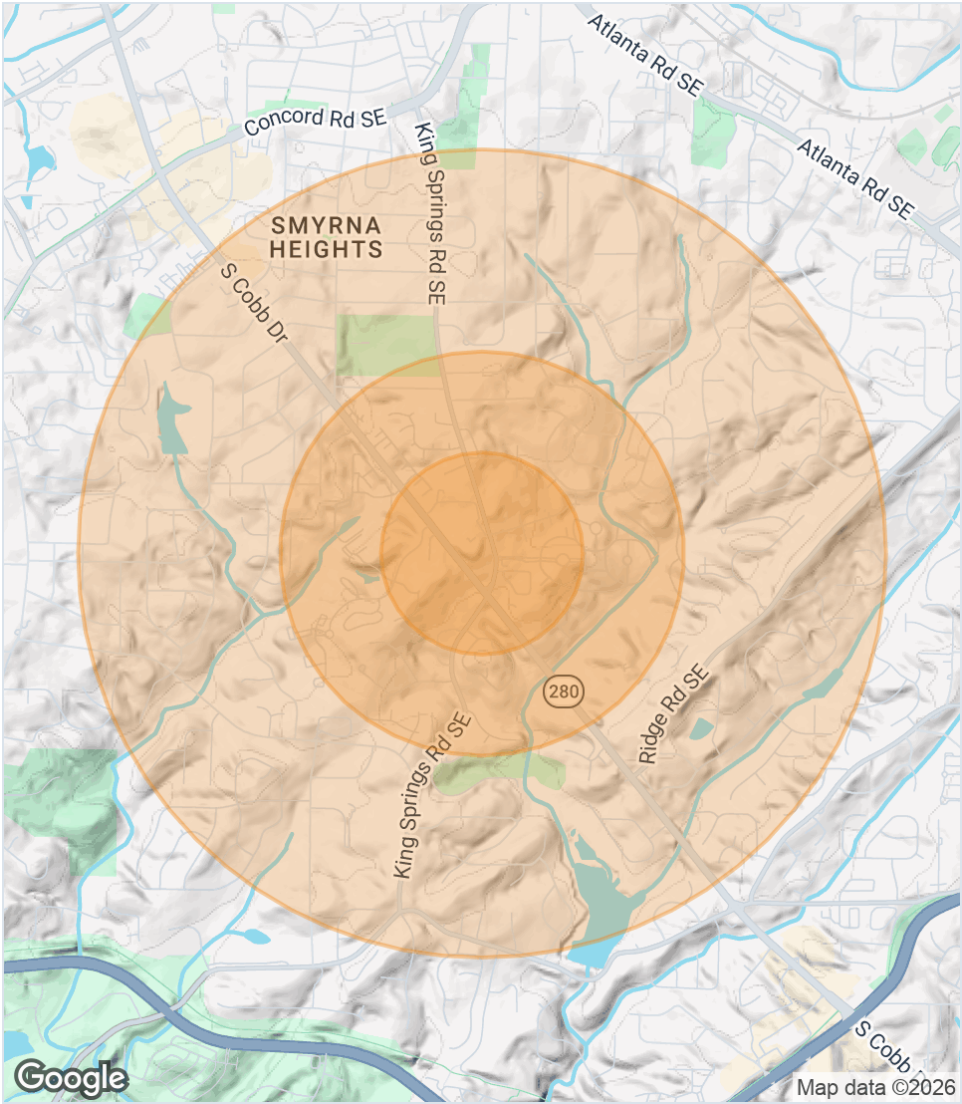


Location Map



Demographics

Population	One-Mile	Three-Mile	Five-Mile
2025 Population	12,360	92,840	228,500
5 Year Projected	12,850	98,050	245,190
Households			
2025 Population	5,010	42,180	100,070
5 Year Projected	5,210	44,710	107,800
Income			
2025 Average Household Income	\$181,600	\$164,500	\$143,400
5 Year Projected	\$234,000	\$212,000	\$184,900



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Advisor Biographies Page



Elliott Kyle

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Elliott Kyle is responsible for Skyline Seven's Investment Sales Division and is one of Atlanta's top sale producers. Elliott offers a breadth of brokerage experience having represented private investors, institutions and lenders/ special services. Over the last 16 years alone, Elliott closed real estate transactions in excess of \$750,000,000.

Previously, Elliott was Vice President for Shane Investment Property Group, an Atlanta-based investment sales brokerage firm. In his capacity at Shane, Elliott transacted various property types and was instrumental in the training of new agents. Elliott also held previous senior management positions with Rock-Tenn Company and Manhattan Associates, a multi-national firm. Elliott attended Tulane University and the University of Georgia, earning a degree in Economics. Following his undergraduate studies, Elliott attended Georgia State University, earning his MBA. Elliott lives in Atlanta with his wife, Mary, and son, Charles. Elliott, is a native of Atlanta, and enjoys a number of hobbies, one being an avid golfer and a member of Druid Hills Golf Club. In addition, Elliott has been involved in a number of not-for-profit organizations, such as Senior Warden of the Vestry at St. Luke's Episcopal Church, President of the Board of Trustees at Canterbury Court (CCRC), Vice President with the Druid Hills Civic Association, Courtland Street Mission, and more.



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Chase Murphy is a Senior Vice President of Investment Sales and Partner at Skyline Seven Real Estate. Chase represents buyers and sellers and has a vast knowledge of transactional real estate. With a tremendous breadth of experience and contacts, Chase successfully transacts single and multi-tenant retail and office assets throughout the United States. Whether representing developers, institutions or private investors, Chase is committed to profitable and seamless sales for his clients. In the last 10 years alone, Chase has sold in excess of \$750,000,000 of commercial property making him one of the most respected advisors within the capital markets.

Prior to joining Skyline Seven, Chase was an asset manager for Altisource and oversaw a real estate portfolio in excess of \$35,000,000. While under Chase's direction, the company impressively removed \$70,000,000 of distressed real estate assets from their client's balance sheets. Additionally, Chase specialized in building relationships with high touch clients while advising as well as executing loss-mitigation strategies for his client's real estate assets. Chase attended Valdosta State University, earning a degree in finance. A long-time Atlanta resident, Chase lives in Dunwoody with his wife, Kris, son, Patrick, and daughter Merritt. In his free time, he enjoys spending time with his family, playing golf, and attending sporting events whenever possible.

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Skyline Seven Real Estate in compliance with all applicable fair housing and equal opportunity laws.