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Top 30% Placer.ai Ranked!



Actual Location



OFFERING MEMORANDUM



DRIVETIME, NNN LEASE INVESTMENT OPPORTUNITY
7.1% CAP RATE | UNION CITY, GA



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CONTACT INFORMATION

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OVERVIEW

INVESTMENT HIGHLIGHTS

- **LEASE:** 15-YEAR NNN lease with 5.5+ years remaining *AND* 1.5% ANNUAL rent increase *AND* 3 renewal options.
- **TENANT:** DriveTime, a leading national used car dealership with over 140 locations in 30 states, offering sales, financing, and extended warranties.
- **Placer.ai PERFORMANCE:** Placer.ai ranks this location in the Top 30% of all DriveTime locations.
- **LOCATION:** Union City (Atlanta MSA) just off Interstate 85 (over 153K VPD), near Hartsfield Jackson International Airport, along with 10 other new and used car dealerships.
- **REAL ESTATE:** Recently remodeled and expanded showroom on ±4.72-acre parcel with over 27K VPD.
- **DEMOGRAPHICS:** Five-mile population of over 119K and an average household income of \$87,305.
- **ABOUT THE AREA:** Union City is one of the fastest growing metro Atlanta areas, with a population increase of over 22% between 2020 and 2022.
- **MAJOR AREA EMPLOYERS:** Delta Airlines, Southern Regional Medical Center, Fulton County Government, UPS, Kraft Foods, DHL, Coca-Cola, Atlanta Metro Studios, and the city of Union City.
- **AUTO INDUSTRY OUTLOOK:** The used car market forecasted to have a *compounded annual growth rate of 7.3%* from 2025 to 2033 according to Dimensions Market Research (See Page 13).
- **GUARANTOR:** DriveTime, headquartered in Tempe, AZ, with over 3,100 employed and an estimated annual revenue of \$1.5B.

| | |
|----------------------------|--|
| Address: | 4295 Jonesboro Road Union City, GA 30281 |
| County: | Fulton |
| Price: | \$5,455,900 |
| Cap Rate: | 7.1% |
| NOI: | \$388,752.60 |
| Building Size: | ±3,060 SF |
| Site Size: | ±4.72 Acres |
| Parcel ID: | 09F150100620358 & 09F150100620341 |
| Parking Spaces: | 373 |
| Year Built: | 2012 |
| Type of Ownership: | Fee Simple |
| Tenant Name: | DriveTime |
| Lease Commencement: | 1/31/2017 |
| Lease Expiration: | 1/31/2032 |
| Renewal Options: | Two 5-year then one 4-year |
| Rent Increases: | 1.5% annually |
| Guarantor: | DriveTime Automotive Group, Inc. & Bridgecrest Acceptance Corporation |
| Landlord Responsibilities: | None |
| Tenant Responsibilities: | All maintenance & repairs, insurance and taxes |
| Right of First Refusal: | No |

RENT SCHEDULE

| TERM | DATES | MONTHLY RENT | ANNUAL RENT | INCREASE | CAP RATE |
|---------|---------------------|--------------|--------------|----------|----------|
| Initial | 1/1/2026-12/31/2026 | \$32,396.05 | \$388,752.60 | 1.50% | 7.13% |
| Initial | 1/1/2027-12/31/2027 | \$32,881.99 | \$394,583.88 | 1.50% | 7.23% |
| Initial | 1/1/2028-12/31/2028 | \$33,375.22 | \$400,502.64 | 1.50% | 7.34% |
| Initial | 1/1/2029-12/31/2029 | \$33,875.85 | \$406,510.20 | 1.50% | 7.45% |
| Initial | 1/1/2030-12/31/2030 | \$34,383.99 | \$412,607.88 | 1.50% | 7.56% |
| Initial | 1/1/2031-12/31/2031 | \$34,899.75 | \$418,797.00 | 1.50% | 7.68% |
| Initial | 1/1/2032-1/31/2032 | \$35,423.25 | - | - | - |

Blended Cap Rate for the Remaining Term: 7.4%
Options: Two 5-Year and One 4-Year with 1.5% Annual Increases.



\$5,455,900
Price



NNN
Fee Simple



5.5+ Years
Term Remaining



7.1%
Cap Rate

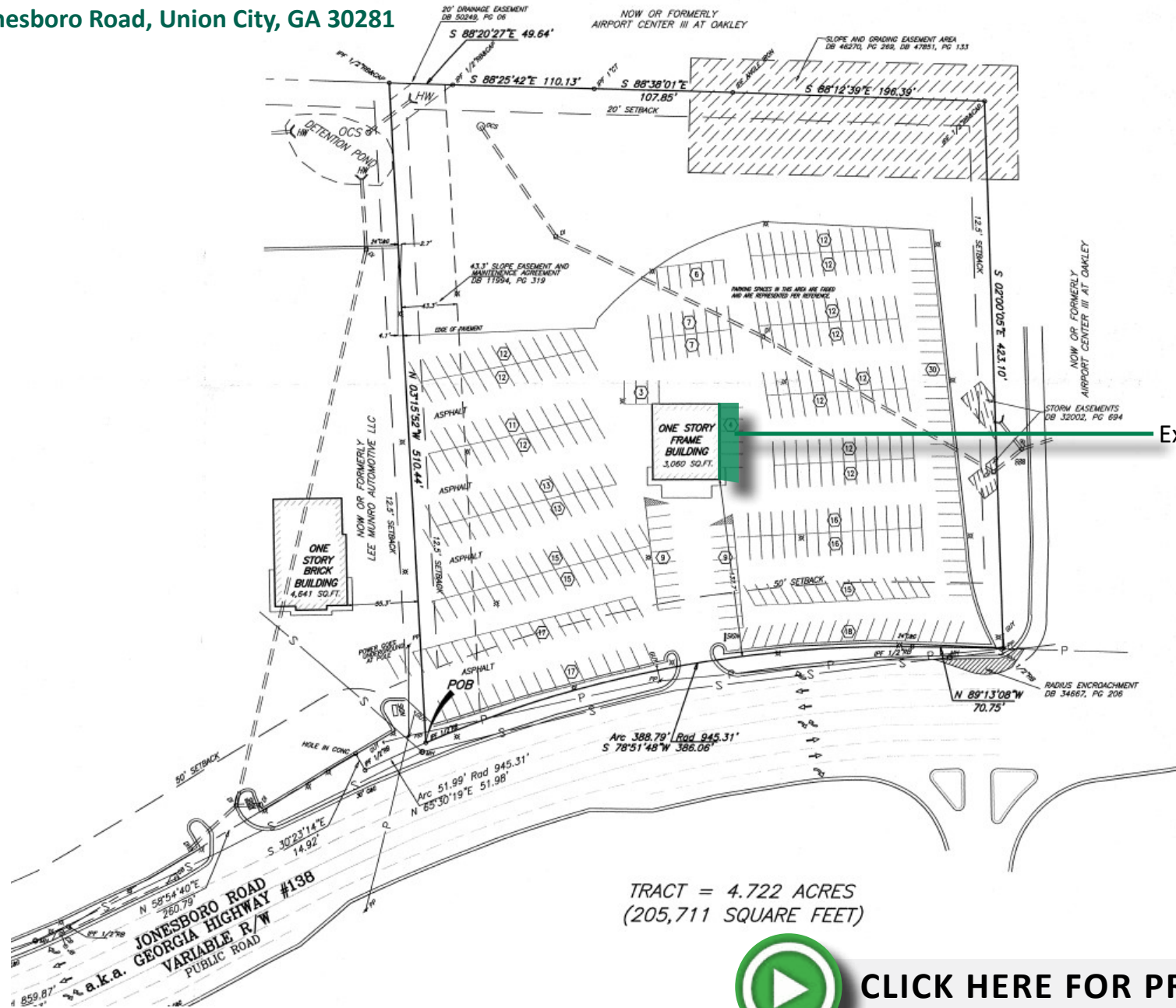


7.4%
Blended Average Cap Rate



SURVEY

4295 Jonesboro Road, Union City, GA 30281



TRACT = 4.722 ACRES
(205,711 SQUARE FEET)



CLICK HERE FOR PROPERTY VIDEO

IN THE AREA - CAR DEALERSHIPS



IN THE AREA



Walmart

Walgreens

BIG LOTS!

CITITRENDS

DriveTime[®]
 SUBJECT PROPERTY

153,000 VPD

26,710 VPD

AREA AND DEMOGRAPHICS

UNION CITY, GEORGIA

Union City, Georgia, located in Fulton County just south of Atlanta, is a growing suburban community with a population of around 25,000. Its convenient location near major highways like Interstate 85 and 285, as well as Hartsfield-Jackson Atlanta International Airport, makes it an attractive spot for both residents and businesses. The city has become a hub for logistics, warehousing, movie production, and distribution due to its strategic positioning, drawing major employers like Amazon, UPS, major movie studios and Piedmont Fayette Hospital.

The South Fulton County School District is a key employer, while local government positions and retail businesses also provide numerous job opportunities. Union City's residential appeal is bolstered by its affordable cost of living compared to nearby Atlanta.

Union City offers a community-focused atmosphere with parks, recreational facilities, and events that foster local connections. The city is focused on continued development, enhancing infrastructure and public services to support growth. With its proximity to Atlanta and ongoing improvements, Union City is increasingly recognized as a desirable place to live and work in the metro area.

DEMOGRAPHICS

| | 1 MILE | 3 MILES | 5 MILES |
|------------------------------|----------|----------|-----------|
| POPULATION | 7,254 | 50,593 | 120,986 |
| # HOUSEHOLDS | 3,039 | 19,255 | 45,266 |
| AVG. HOUSEHOLD INCOME | \$78,238 | \$97,374 | \$106,967 |

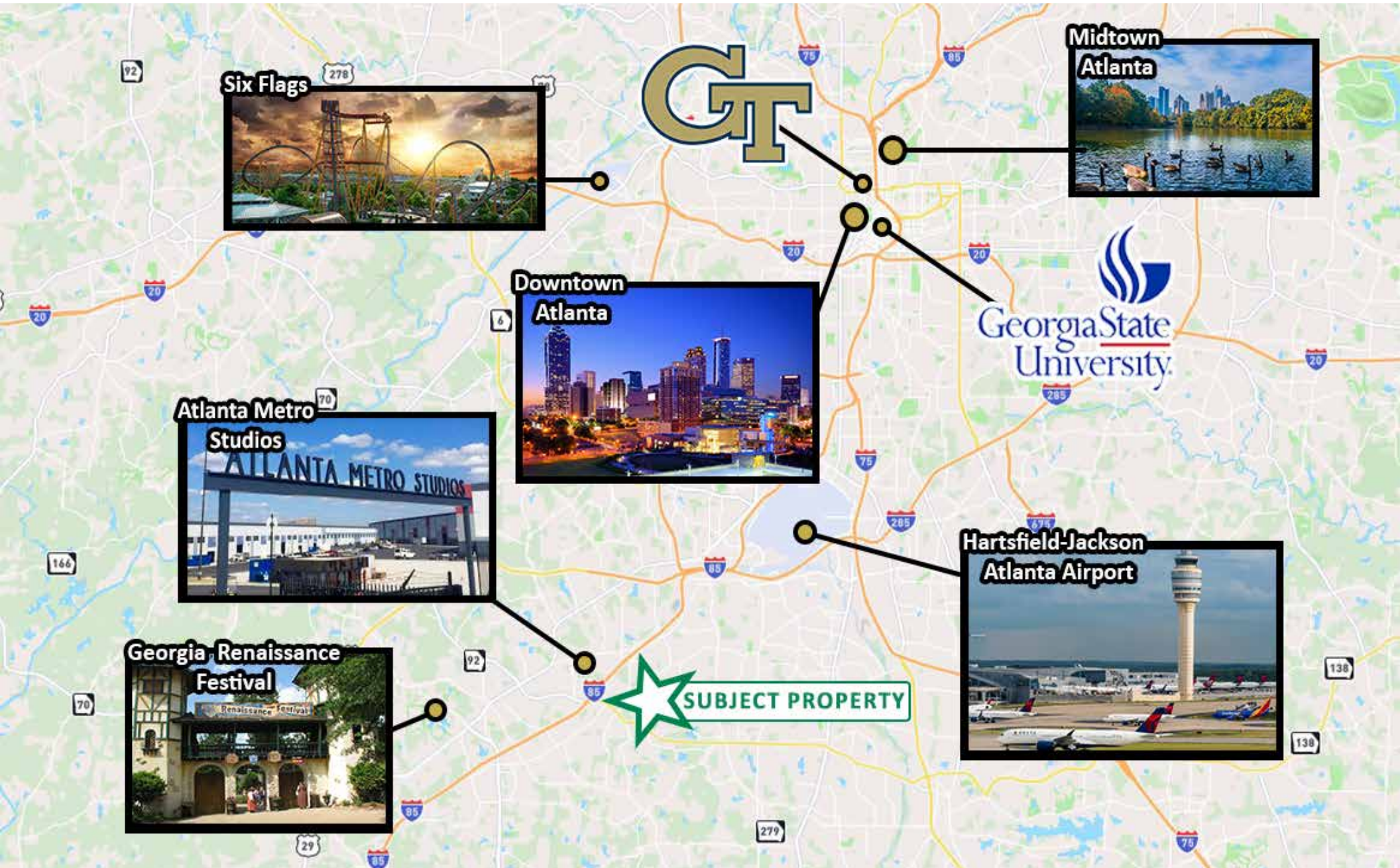
ESRI 2025



NOTABLE AREA EMPLOYERS



AROUND THE AREA



EXTERIOR PHOTOS



INTERIOR PHOTOS



TENANT INFORMATION

OVERVIEW

Based in Tempe AZ, DriveTime is a national used car dealership that offers on the spot financing through its lending division, Bridgecrest Finance. It operates both as a retailer and a lender, specializing in offering a large selection of used vehicles, along with in-house financing and extended warranty options for its vehicles through SilverRock Automotive who also is a warranty provider for Carvana.

DriveTime's business model streamlines the car buying process by combining sales, financing solutions, and extended warranties in a one-stop shopping experience. The company's key selling point is its ability to work with individuals who face challenges in securing financing through traditional banks or lenders. For more information, [click here](#) to visit the DriveTime website.

ABOUT THE OPERATOR

DriveTime Automotive Group, Inc., a privately company founded in 2002 is led by Erich L. Litch and William G. (Bill) Williams in 2002. In recent years, Erich L. Litch has served as the CEO. Under his leadership, the company has grown significantly, becoming one of the largest used car dealerships in the U.S. with over 140 locations across the country. The company employs over 3,100 people whose mission is to provide excellent service and value to customers.



AUV
(Average Unit Volume)
Varies



FOUNDED
2002



LOCATIONS
144



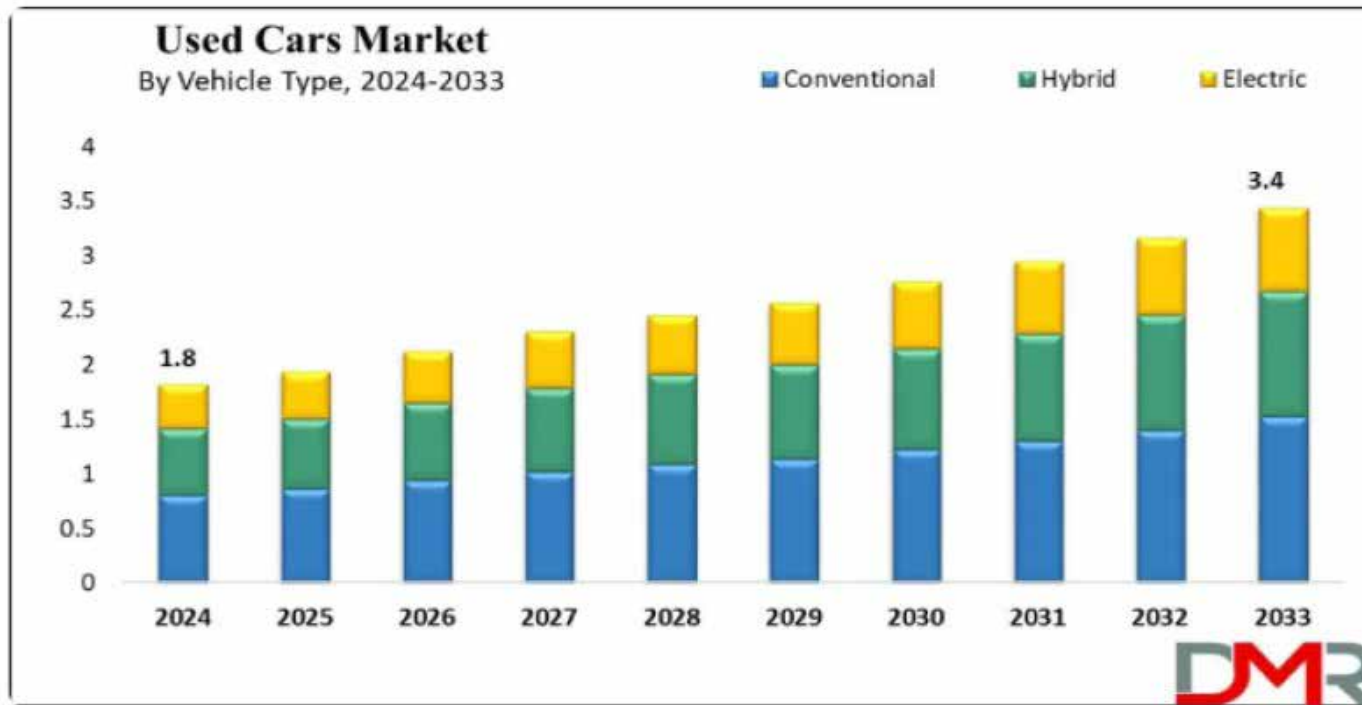
HEADQUARTERS
Tempe, Arizona

U.S. LOCATIONS

- Arizona
- California
- Colorado
- Florida
- Georgia
- Illinois
- Indiana
- Kansas
- Kentucky
- Louisiana
- Michigan
- Missouri
- Nevada
- North Carolina
- Ohio
- Oklahoma
- South Carolina
- Tennessee
- Texas
- Virginia
- Washington
- Wisconsin



USED CARS MARKET FORECAST



THE US OVERVIEW

The Used Cars Market in the US is projected to reach USD 0.6 trillion in 2024 at a compound annual growth rate of 7.3% over its forecast period.

The US used car market is expected to show growth with a rise in online sales platforms, increasing demand for certified pre-owned and eco-friendly vehicles, and a focus on affordability.

However, challenges like higher interest rates affect financing costs and concerns about maintenance expenses for older cars may deter some buyers.

Source: [Dimension Market Research](#)

- The Used Cars Market is expected to grow by USD 1.5 trillion by 2033 from 2025 with a CAGR of 7.3%
- The SUV segment is set to lead in 2024 and is anticipated to dominate throughout the forecasted period
- The conventional vehicle segment is anticipated to lead the Used Cars market in 2024
- The franchised dealer segment is anticipated to get the biggest revenue share in 2024 in the Used Cars Market
- North America is predicted to have a 39.2% share of revenue share in the Global Remote Sensing Technology Market in 2024

BROKER PROFILES



NANCY MILLER, CCIM, MBA

President, Net Lease Investment Group
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Nancy Miller joined Bull Realty in 2001. Her brokerage practice focuses on single tenant net lease and multi-tenant retail investment properties. Nancy is a partner with the firm and heads the National Net Lease Investment Group. Her focus includes working with investors, 1031 exchange transactions and developers throughout the US. She is an industry recognized savvy and knowledgeable investment expert. In the last 5+ years, she has brokered over 125 single tenant transactions. Nancy also publishes an electronic investor newsletter, and participates in a quarterly national retail industry survey done by Morgan Stanley. Periodically, Nancy contributes to Bull Realty's retail blogs and appears on the [Commercial Real Estate Show](#), a national weekly commercial real estate radio show hosted and produced in Atlanta by Michael Bull, Bull Realty's founder and President.

Nancy has held a real estate license for over 25 years and is licensed in several states. She is a Life Member of the Atlanta Commercial Board of Realtors and a member of the International Council of Shopping Centers (ICSC). She also holds the prestigious CCIM designation and has a Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.



ADAM WILLHITE

V.P. Net Lease Investment Group
Adam@BullRealty.com
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Adam has been a commercial real estate investor and decided to make a mid-career change to follow his passion. Formerly an Executive Recruiter specializing in physician recruitment, he brought his interest in commercial real estate and client focused talents to Bull Realty. He specializes in single tenant investment sales, and his expertise is readily seen in his work with acquisitions, dispositions, 1031 exchanges, and strategy consultation.

As an Atlanta resident since the age of 5, Adam has enjoyed giving back to the community by volunteering his time with animal rescue and preservation of historic Atlanta landmarks. Adam has a bachelor's degree from Kennesaw State University and is a member of the Atlanta Commercial Board of Realtors and soon to be a CCIM candidate.

ABOUT BULL REALTY

MISSION

To provide a company of advisors known for integrity and the best disposition marketing in the nation.

SERVICES

Disposition, acquisition, project leasing, tenant representation and consulting services.

SECTORS OF FOCUS

Office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease properties.

GLOBAL ALLIANCE

Bull Realty is a member of TCN Worldwide, an alliance of 60+ offices and 1,500 commercial real estate professionals serving more than 200 markets globally. This partnership expands the firm's reach, client access and investor relationships across the U.S. and internationally.

AMERICA'S COMMERCIAL REAL ESTATE SHOW

The firm produces the nation's leading show on commercial real estate topics, America's Commercial Real Estate Show. Industry economists, analysts and leading market participants — including Bull Realty's founder Michael Bull, CCIM — share market intel, forecasts and strategies. The weekly show is available to stream wherever you get your podcasts or at www.CREshow.com.

JOIN OUR TEAM

Bull Realty continues to expand through merger, acquisition and by welcoming experienced agents. The firm recently celebrated 28 years in business and, through its TCN Worldwide alliance, actively works with clients and brokers across the country.

CONNECT WITH US:

<https://www.bullrealty.com/>



28
YEARS IN
BUSINESS



ATL
HEADQUARTERED IN
ATLANTA, GA

LICENSED IN
8
SOUTHEAST
STATES



CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

I. Confidential Information:

Receiving Party will receive confidential information regarding property referred to as 4295 Jonesboro Road, Union City, GA 30281. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the State of Georgia. If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this _____ day _____ of _____, 20____.

Receiving Party _____

Signature _____

Printed Name _____

Title _____

Company Name _____

Address _____

Email _____

Phone _____

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DISCLAIMER & LIMITING CONDITIONS

Bull Realty has been retained as the exclusive listing broker to arrange the sale or lease of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser or tenant may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers or tenants may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers or tenants.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller/Landlord. Each prospective purchaser or tenant is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing or leasing the Property described herein.

Owner/Seller/Landlord expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase or lease the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller/Landlord shall have no legal commitment or obligation to any purchaser or tenant reviewing this Offering Memorandum or making an offer to purchase or lease the Property unless a written agreement for the purchase or lease of the Property has been fully executed, delivered and approved by the Owner/Seller/Landlord and any conditions to the purchaser's or tenant's obligations therein have been satisfied or waived. The Owner/Seller/Landlord reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner/Seller/Landlord. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller/Landlord. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.