

OFFERING MEMORANDUM

APS SURPLUS PROPERTY OFFERING

753 Terry Street, SE & 935 Martin Street, SE

Atlanta, Georgia

Prepared by Cross Creek Realty

Executive Summary

Cross Creek Realty is pleased to present two Atlanta Public Schools-owned redevelopment opportunities located within one of Southeast Atlanta's active reinvestment corridors.

These properties provide developers, builders, investors, and community-focused organizations with the opportunity to acquire strategically positioned sites suitable for residential, mixed-use, workforce housing, and redevelopment-oriented projects.

The offering combines:

- Institutional ownership
- Competitive APS-established pricing
- Long-term value creation potential
- Long-term Value creation potential

Opportunity Overview

Property Portfolio

| Property | Positioning | Asking Price |
|----------------------|---------------------------------------|--------------|
| 753 Terry Street, SE | Entry-level redevelopment opportunity | \$235,000 |
| 0 Martin Street, SE | Infill redevelopment opportunity | \$275,000 |

Why This Opportunity Matters

These properties are located within established Southeast Atlanta neighborhoods experiencing:

- Continued redevelopment activity
- Growing residential demand
- Expanding investor participation
- Long-term reinvestment trends

The sites present opportunities for:

- Residential infill development
- Mixed-use redevelopment

- Workforce and affordable housing
- Community-oriented redevelopment

Strategic Investment Positioning

These properties should not be viewed as simply land parcels.

They should be viewed as:

- Infill redevelopment opportunities
- Value-add development sites
- Strategic acquisition opportunities
- Long-term redevelopment assets

The acquisition basis established by APS provides qualified buyers with a competitive market entry position while supporting future redevelopment flexibility.

Property Positioning

753 Terry Street, SE

Positioning:

- Lower entry-point redevelopment opportunity
- Flexible redevelopment potential
- Opportunity for value creation through repositioning and execution

Potential Uses:

- Residential infill
- Townhome development
- Community-focused redevelopment
- Workforce housing

0 Martin Street, SE

Positioning:

- Residential-compatible infill site
- Efficient development footprint
- Strong potential for targeted redevelopment projects

Potential Uses:

- Residential infill development
- Small-scale mixed-use
- Targeted housing development
- Community redevelopment

Market Context

Southeast Atlanta continues to demonstrate:

- Increasing developer activity
- Strong residential demand
- Neighborhood revitalization
- Expansion of redevelopment corridors

These market dynamics continue to support redevelopment-focused investment activity across the area.

APS Disposition Process

APS has established pricing based on internal assessments and appraisals.

Cross Creek Realty has been engaged to implement a structured disposition process focused on:

- Qualified buyer engagement
- Organized marketing exposure
- Competitive participation
- Transparent communication
- Executable transaction outcomes

Buyer Engagement Strategy

Cross Creek Realty's marketing strategy combines:

- Direct buyer outreach
- Institutional marketing platforms
- Investor engagement
- Structured property tours
- Controlled offer management

Target buyer categories include:

- Residential developers
- Mixed-use developers
- Builders

- Investors
- Community Development Corporations
- Mission-driven organizations

Marketing Positioning

The properties will be marketed as:

- Infill redevelopment opportunities
- Southeast Atlanta development opportunities
- Institutional redevelopment assets
- Value-add acquisition opportunities

The focus of the marketing strategy is redevelopment potential, positioning, and long-term value creation.

Qualified Buyer Participation

Qualified buyers are encouraged to:

- Review the Offering Memorandum Schedule a property tour
- Evaluate redevelopment potential
- Submit offers through the APS disposition process

Execution Philosophy

The platforms create visibility.

The outreach creates the deal.

The process creates the price.

Cross Creek Realty's role is to manage a disciplined process that:

- Creates visibility
- Engages qualified buyers
- Controls market participation
- Protects APS
- Delivers executable outcomes

About Cross Creek Realty

Cross Creek Realty brings more than 40 years of experience throughout Southeast Atlanta and similar redevelopment- focused communities, including:

- Vine City
- English Avenue
- Emerging redevelopment corridors

The firm combines:

- Local market knowledge
- Technical & Civil Engineering expertise
- Developer relationships
- Institutional process discipline

Contact Information

Cross Creek Realty

Collis S. Clovie, MBA, PCM, P.ENG Principal Broker / CEO

404-242-9070

cclovie@gmail.com

Atlanta Top Award-Winning Real Estate Office

Our Difference Is Our Excellence

Collis S. Clovie, MBA, PCM, P.ENG

Principal Broker/CEO

Cross Creek Realty

2116 Defoors Ferry Rd NW

Atlanta, GA 30318

Cell: (404)242-9070

Office: (404)355-2833 cclovie@gmail.com