

44-UNIT VALUE-ADD MULTIFAMILY
INVESTMENT OPPORTUNITY

2612 Steele Avenue SW | Atlanta, Georgia 30315

COMPASS
COMMERCIAL

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COMPASS

PARK SOUTH APARTMENTS

44-UNIT VALUE-ADD MULTIFAMILY
ATLANTA AIRPORT CORRIDOR



INVESTMENT THESIS

Park South Apartments offers investors the opportunity to acquire a partially renovated 44-unit workforce housing community featuring 17 renovated units, significant completed capital improvements, and a clearly defined value-add strategy through completion of the remaining interior renovations, lease-up of vacant units, and rental rate growth.



17

Renovated Units

39% of Units
Completed



32%

Current Occupancy

14 of 44 Units



90%

Stabilized Occupancy

Projected



\$950

Current Avg. Rent



\$1,200

Stabilized Avg. Rent

26% Rental Upside

PROPERTY SNAPSHOT

	ADDRESS	2612 Steele Avenue SW, Atlanta, GA 30315
	COUNTY	Fulton County
	LAND AREA	1.52 AC
	# OF BUILDINGS	11 Quad Buildings
	# OF UNITS	44 Units
	UNIT MIX	37 1BR/1BA 7 2BR/1BA
	AVG UNIT SIZE	±750 SF
	YEAR BUILT	1966
	PROPERTY TYPE	Garden-Style Multifamily
	ZONING	RG 2
	PARKING	70 Surface Spaces (New Paving & Striping)
	COMMUNITY	Controlled Access / Gated
	SECTION 8	Approved

INVESTMENT HIGHLIGHTS



PARTIALLY COMPLETED RENOVATION PROGRAM

Significant exterior and building system capital improvements completed, including roofs, HVAC, water heaters, paving, landscaping, gated access, and 17 renovated unit interiors.



VALUE-ADD LEASE-UP OPPORTUNITY

Approximately 32% occupied with the opportunity to complete interior renovations while increasing occupancy and revenue.



PROVEN RENT GROWTH POTENTIAL

Current average rents of approximately \$950 with projected stabilized rents of approximately \$1,200 following completion of the renovation program.



SECTION 8 APPROVED

Access to a broad pool of qualified tenants supporting occupancy stabilization and reduced leasing risk.



STRATEGIC LOCATION

Minutes from Hartsfield-Jackson International Airport, Downtown Atlanta, I-75/I-85, Porsche Experience Center, Tyler Perry Studios, and major entertainment

VALUE CREATION DRIVERS

01

Increase occupancy from 32% to stabilized occupancy through lease-up of vacant units.

02

Complete the remaining interior renovation program to unlock additional rental upside.

03

Capture approximately 26% rental growth through renovated unit finishes and market rents.

04

Activate two existing laundry facilities and implement operational efficiencies to increase NOI.

05

Leverage completed exterior capital improvements while executing the remaining interior value-add strategy.



UNIT MIX

UNITS	TYPE	AVG. SIZE	CURRENT AVG. RENT	MARKET
37	1 Bed / 1 Bath	±750 SF	\$950	\$1,200
7	2 Bed / 1 Bath	±750 SF	\$1,000	\$1,200

RECENT CAPITAL IMPROVEMENTS

- ✓ Approximately 17 Renovated Unit Interiors
- ✓ New HVAC Systems
- ✓ New Water Heaters
- ✓ Majority Roof Replacement Completed
- ✓ Exterior Paint Improvements
- ✓ Gated Access Enhancements
- ✓ Parking Lot Resurfacing & Striping
- ✓ Landscaping Improvements

PROFORMA

Projected Stabilized Assumptions	
Assumptions	
Units	44
Annual Gross Rental Income	\$633,600
Laundry Income	\$12,000
RUBS Recovery	\$18,000
Other Income	\$5,000
Vacancy & Credit Loss	10.0%
Management Fee	4.0%
Replacement Reserves	\$17,500
Income	Annual
Gross Rental Income	\$633,600
Laundry Income	\$12,000
RUBS Recovery	\$18,000
Other Income	\$5,000
Gross Potential Income	\$668,600
Less Vacancy & Credit Loss (10%)	(\$66,860)
Effective Gross Income	\$601,740
Income	Annual
Property Taxes	\$25,274
Insurance	\$16,992
Water & Sewer	\$30,540
Trash	\$3,360
Parking Lot Lighting	\$2,604
County Fees	\$7,161
Sanitation	\$4,476
Repairs & Maintenance	\$10,000
Management Fee (4% EGI)	\$24,070
Administrative	\$5,000
Replacement Reserves	\$17,500
Total Operating Expenses	\$146,977
Net Operating Income	\$454,763

INCOME ASSUMPTIONS

Current occupancy is approximately 32% (14 of 44 units leased). The projected stabilized scenario assumes completion of the remaining interior renovation program, stabilization at approximately 90% occupancy, and average monthly rents of \$1,200, supported by renovated unit finishes, Section 8 eligibility, and comparable workforce housing communities in the Atlanta Airport Corridor.

VACANCY ASSUMPTIONS

A 10% vacancy and collection loss factor has been applied at stabilization.

EXPENSE ASSUMPTIONS

Historical operating expenses were provided by ownership. The property is currently self-managed. Stabilized operating expenses include a market-based management fee and replacement reserve allocation to reflect institutional underwriting standards.

CAPITAL IMPROVEMENT ASSUMPTIONS

Ownership has completed significant exterior capital improvements and approximately 17 interior renovations. Remaining units provide investors with the opportunity to complete the renovation program and capture additional rental upside.

SECTION 8 ASSUMPTIONS

The Property is approved for participation in the Housing Choice Voucher Program, providing access to a broad tenant base and supporting occupancy stabilization.

VALUE CREATION OPPORTUNITY

Current Occupancy: 14 Units (32%)

Stabilized Occupancy: 40 Units (90%)

Current Average Rent: \$950/Month

Projected Average Rent: \$1,200/Month

Potential Rent Growth: +26%

COMPARABLE SALES

PROPERTY	ADDRESS	UNITS	SALE DATE	SALE PRICE	PRICE / UNIT	RELEVANCE
Hawthorne Manor South Atlanta	3586 Jackson St	20 1BR/1BA · 2BR/2BA	Feb 2026	\$2,500,000	\$125,000	2026 sale; <2 miles from airport. In-unit W/D. Recently renovated workforce housing.
Hapeville Flats Hapeville	3331 Sims St	24 1BR/1BA · 2BR/1BA	Jan 2025	\$2,835,000	\$118,125	Strong airport/Hapeville corridor comp. Newly renovated. Near Airport, Porsche Experience, shopping/dining. Onsite laundry.
Park Terrace Apartments East Point	2124-2138 Park Ter	18 1BR/1BA · 2BR/1BA	Jul 2024	\$2,076,265	\$115,348	Renovated workforce housing in East Point. Sale prior to completion of renovation program.
Bloom at Aerotropolis College Park	558 College St	64 1BR/1BA · 2BR/1.5BA	Aug 2024	\$6,275,000	\$98,047	Larger community providing relevant scale comparison. Onsite laundry.
Stanton Road Apartments SW Atlanta	1980 Stanton Rd	20 1BR/1BA · 2BR/1BA	Jul 2025	\$1,940,000	\$97,000	Comparable workforce asset. No onsite laundry.
Henry at Harvard East Point	1611 Harvard Ave	24 2BR/1BA	Dec 2024	\$2,000,000	\$83,333	Lower price indicator. Sale prior to renovation/repositioning. Onsite laundry.

Comparable sales reflect renovated or repositioned workforce housing communities and support the property's projected stabilized value following completion of the remaining interior renovation program.

CAP RATE SENSITIVITY

Cap Rate	Value
8.0%	\$5,685,000
7.5%	\$6,064,000
7.0%	\$6,497,000
6.5%	\$6,997,000

RENT GROWTH SUPPORT

Property	Submarket	Distance	1BR SF	1BR Rent
Park South Apartments (Projected)	Southwest Atlanta	Subject	750 SF	\$1,200
Brookside Park Apartments	South Atlanta	2.8 Miles	700-850 SF	\$1,270+
Regency Park Apartments	East Point	3.4 Miles	700-850 SF	\$1,269
1728 W Forrest Ave	East Point	3.8 Miles	700-850 SF	\$1,183
1100 Washington	East Point	4.0 Miles	750 SF	\$1,150+
Grace Point Community	East Point	4.5 Miles	700-850 SF	\$1,199

Note: Distances are approximate and measured from 2612 Steele Avenue SW, Atlanta, Georgia. Rental rates reflect publicly advertised asking rents at the time of publication and are subject to change.

MARKET OVERVIEW

Population & Employment Growth:

Atlanta is one of the nation's fastest-growing metropolitan areas, home to more than 6.3 million residents and a diverse employment base spanning logistics, healthcare, technology, financial services, professional services, and film production. Continued population growth and workforce migration support long-term housing demand throughout the region.

Corporate Headquarters & Business Climate:

The Atlanta MSA is home to 16 Fortune 500 headquarters, including Coca-Cola, Home Depot, Delta Air Lines, UPS, Southern Company, and NCR. Atlanta's business-friendly environment, favorable tax structure, and relatively low cost of doing business continue to attract corporate relocations and expansions.

Transportation & Logistics Hub:

Anchored by Hartsfield-Jackson International Airport — the world's busiest with over 108 million passengers per year — Atlanta serves as the Southeast's transportation and logistics capital. Access to major interstates, rail infrastructure, and distribution networks has established the region as a premier hub for e-commerce and supply chain operations.

Multifamily Investment Fundamentals:

The combination of sustained population growth, job creation, infrastructure investment, and strong renter demand continues to position Atlanta among the nation's most attractive multifamily markets, supporting long-term occupancy stability and rent growth.

MAJOR EMPLOYERS & INSTITUTIONS



Microsoft



Mercedes-Benz



ATLANTA QUICK FACTS

#1 Busiest Airport in the World

Hartsfield-Jackson Atlanta International Airport serves over 100 million passengers annually.

6.3+ Million Residents

The 6th largest metropolitan area in the United States.

16 Fortune 500 Headquarters

Including Coca-Cola, Home Depot, Delta Air Lines, UPS, NCR, Southern Company, and WestRock.

\$500+ Billion Regional Economy

One of the largest and fastest-growing metropolitan economies in the country.

Southeast Logistics & Distribution Hub

Unmatched access to air, rail, interstate, and port infrastructure serving the entire Southeast.

Top Multifamily Investment Market

Atlanta consistently ranks among the nation's most active multifamily investment and development markets.

#1 Film & Television Production Market Outside of Hollywood

Home to Tyler Perry Studios, Trilith Studios, and one of the largest film production industries in North America.



SITE PLAN









DOWNTOWN ATLANTA SKYLINE

I-75 N
EXIT 241 - Cleveland Ave.

75

STEELE AVE. SW. →

75

←

PARK SOUTH
LEARNING CENTER

CLEVELAND AVE. SW.

DEMOGRAPHICS

2612 Steele Ave SW

POPULATION			
	1 mile	3 mile	5 mile
2020	9.7K	60.8K	189.7K
2025	10.5K	65.8K	203.9K
2030 Proj.	10.9K	68.4K	211K

DAYTIME EMPLOYMENT			
Total	1 mile	3 mile	5 mile
Employees	1.9K	27.1K	116.2K
Businesses	240	2.8K	11.5K
Employees per Business	8	10	10

HOUSING			
	1 mile	3 mile	5 mile
Median Home Value	\$240.5K	\$284.3K	\$346K
Median Year Built	1974	1969	1969

HOUSEHOLD INCOME			
	1 mile	3 mile	5 mile
Avg	\$60.7K	\$73K	\$85.8K
Median	\$39.9K	\$53.6K	\$57.2K



THE BROKERAGE BUILT TO OUTPERFORM

Compass agents have the performance, reach,
and innovation to maximize your sale.

Proven Performance

- Sellers **earn 2.9% more** with Compass, on average
- Compass agents **outperform the industry 3-to-1** in transaction volume
- Compass agents comprise 13% of Compass International Holdings but drive **55% of the company revenue**
- **1 in 5** transactions at Compass start within the Compass network
- Compass leads nationally and locally as the **#1 U.S. brokerage in 150+ markets**

The #1 brokerage in the U.S. five years in a row

Unmatched Reach

- Compass is the **#1** most visited traditional brokerage website with **7M monthly visitors**
- **350,000+ international visitors** on Compass.com
- **37,000+ Compass agents** collaborate to reach the largest buyer pool available
- **188 million contacts in the Compass network** — within reach of your agent before your listing ever goes live

Architects of Innovation

- A **centralized platform** built by our agents — giving you full visibility into every document, task, and milestone throughout your sale
- Over a decade of experience applying **technology, data, and insights** to drive superior results for our clients

ADVISOR PROFILE

Kesha Williams is an Associate Broker and Commercial Sales Director with Compass, specializing in investment sales, land, multifamily, redevelopment, and commercial real estate opportunities throughout the Southeast. With more than 17 years of commercial real estate experience, she has advised investors, developers, institutions, landlords, and private owners on acquisitions, dispositions, leasing, redevelopment, and valuation strategies.

Prior to Compass, Kesha held leadership brokerage positions with JLL and Colliers International, where she specialized in investment sales, tenant representation, landlord representation, site selection, and development advisory services. A graduate of Clark Atlanta University with a degree in Finance, she provides clients with institutional-level market analysis, underwriting expertise, and strategic investment guidance.



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CONFIDENTIALITY & NON-DISCLOSURE AGREEMENT

This Offering Memorandum ("OM") has been prepared by Compass ("Broker") exclusively for the purpose of evaluating a potential acquisition of Park South Apartments (the "Property"). The information contained herein is confidential and is provided solely to qualified prospective purchasers and their advisors for review and consideration of the Property.

By accepting this Offering Memorandum, the recipient agrees that all information contained herein is confidential and proprietary and shall not be disclosed to any third party without the prior written consent of Compass, except to the recipient's attorneys, accountants, lenders, investors, consultants, or other professional advisors who are directly involved in evaluating the Property and who agree to maintain the confidentiality of such information.

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This Offering Memorandum does not constitute an offer to sell or a solicitation of an offer to purchase the Property. The Property Owner expressly reserves the right to modify pricing, terms, conditions, or to withdraw the Property from the market at any time without notice.

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The financial information contained herein has been provided by ownership and/or obtained from sources deemed reliable; however, Compass has not independently verified the accuracy or completeness of such information. The pro forma financial projections contained herein are estimates only and are based on assumptions believed to be reasonable at the time of preparation. Actual operating results may vary materially from projections. Prospective purchasers are encouraged to conduct their own independent due diligence and verify all financial information.

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