



**T. DALLAS SMITH & COMPANY**  
COMMERCIAL REAL ESTATE BROKERS

EXCLUSIVE OFFERING

*Two-Property Southwest Atlanta Retail Portfolio*

# Russell Retail Portfolio

**3721 Campbellton Road SW**  
**1175 Ralph David Abernathy Blvd SW**  
*Atlanta, Georgia*

LIST PRICE	BLENDED CAP	TOTAL SF	PROPERTIES
<b>\$3,400,000</b>	<b>8.06%</b>	<b>27,525</b>	<b>2</b>

OFFERED EXCLUSIVELY BY

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## REQUIRED READING

# Confidentiality &

## *Investor Disclaimer*

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**Conflict-Free Representation.** T. Dallas Smith & Company is the largest African American-owned pure tenant and buyer representation CRE firm in the United States. No landlord rep, no listings on the buy-side, no dual loyalties.

## NAVIGATION

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THE OFFERING

# The Russell Retail Portfolio

*A two-asset Southwest Atlanta retail portfolio with investment-grade anchors*

T. Dallas Smith & Company is pleased to present the exclusive sale of the **Russell Retail Portfolio** — a two-property, 27,525-square-foot multi-tenant retail offering located in Southwest Atlanta inside the I-285 perimeter. The portfolio is anchored by **Family Dollar** (S&P BBB, Moody's Baa2 parent Dollar Tree) and **O'Reilly Auto Parts** (S&P BBB+, Moody's Baa1) under corporate NN leases, with complementary in-line tenancy from a regional beauty supply operator and a long-standing Subway franchisee.

The offering is structured for acquisition in **bulk** at \$3,400,000 or, at the Seller's discretion, as **individual assets** at \$2,065,000 (3721 Campbellton) and \$1,335,000 (1175 RDA Blvd). Both assets sit within a **federal Opportunity Zone**; Property 2 sits 0.6 miles from One West End — the \$450M, 1.7M SF redevelopment of the former Mall West End by BRP Companies and The Prusik Group.

The portfolio's blended 8.06% in-place cap rate, NN lease structures, and established Southwest Atlanta locations make it well-suited for **private investors, 1031 buyers, and small-balance institutional capital** seeking durable in-place yield in an established neighborhood trade area in the path of significant new investment.

**Strategic positioning.** The combination of corporate-credit anchors, NN expense structures, Opportunity Zone treatment, and proximity to the One West End redevelopment creates an unusual blend of in-place yield and longer-term embedded value upside in a sub-\$5M offering.

OFFERING AT A GLANCE

LIST PRICE (BULK)	\$3,400,000
BLENDED CAP	8.06%
TOTAL SF	27,525
PROPERTIES	2
TENANTS	4
PRICE / SF	\$124
WALT (GLA-WTD)	~2.5 Years
LEASE STRUCTURE	NN — Corp & Franchise
MARKET	Atlanta MSA
LISTING WINDOW	May 1 — Jul 30, 2026
OPP ZONE	Yes — Both Assets

## SIX REASONS TO UNDERWRITE

# Investment Highlights

*What makes the Russell Portfolio merit a closer look*

## 01 Corporate-Credit Anchors

Family Dollar (S&P BBB / Moody's Baa2 — parent Dollar Tree) and O'Reilly Auto Parts (S&P BBB+ / Moody's Baa1) sit on NN leases. Both are investment-grade national operators with corporate guarantees that institutional buyers underwrite for credit-tenant pricing.

## 02 Path of \$450M Investment

Property 2 sits 0.6 miles from One West End — the \$450M, 1.7M SF mixed-use redevelopment of the former Mall West End by BRP Companies and The Prusik Group, anchored by ~900-1,045 residential units, 125K SF of retail with grocery, and a hotel component. Phase 1 delivery targeted 2028.

## 03 Federal Opportunity Zone

Both assets fall within a federal Opportunity Zone, providing capital gains tax deferral, basis step-up, and exclusion benefits to qualifying QOF investors. The combined 27,525 SF basis at \$3.4M sits within the small-balance OZ acquisition profile.

CONTINUED

# Investment Highlights

*Continued from prior page*

**04**

## Durable In-Place Yield

8.06% blended cap rate on the \$3.4M bulk offering. NN structures across three of four tenants shift CAM, real estate taxes, and insurance to tenants, limiting ownership operational drag and supporting consistent net cash flow.

**05**

## Bulk-or-Individual Flexibility

The portfolio is offered in bulk at \$3,400,000 or in two individual assets at \$2,065,000 (3721 Campbellton) and \$1,335,000 (1175 RDA Blvd). This structure broadens the buyer pool from private investors and 1031 buyers up through small-balance institutional capital.

**06**

## Southwest Atlanta Adjacencies

Property 2 sits within walking distance of Kroger (0.4 mi), Lee + White adaptive reuse (0.6 mi), MARTA West End Station (0.7 mi), and the Atlanta University Center (~1 mi). Property 1 anchors the established Campbellton Corridor trade area, ~7 mi from Hartsfield-Jackson via I-285.

*For institutional underwriting. The portfolio's blended cap rate, lease structures, and OZ status combine to produce both an in-place yield component and a 10-year hold capital appreciation thesis tied to the One West End delivery. Reasonable buyers should underwrite to both.*

**SIDE-BY-SIDE**

# Portfolio Snapshot

*Two assets · Combined 27,525 SF · Southwest Atlanta inside I-285*

PROPERTY 1 · 3721 CAMPBELLTON RD SW	
Address	<b>3721 Campbellton Rd SW</b>
City / Zip	<b>Atlanta, GA 30331</b>
County / MSA	<b>Fulton · Atlanta MSA</b>
Submarket	<b>Cascade / Campbellton</b>
Tenants	<b>Family Dollar · Beauty Exchange</b>
Lease Structure	<b>NN (FD) · Gross (BE)</b>
Anchor Term	<b>Thru 3/31/2030 · 5x5 options</b>
<b>LIST PRICE</b>	<b>\$2,065,000</b>

PROPERTY 2 · 1175 RDA BLVD SW	
Address	<b>1175 Ralph David Abernathy Blvd</b>
City / Zip	<b>Atlanta, GA 30310</b>
County / MSA	<b>Fulton · Atlanta MSA</b>
Submarket	<b>West End</b>
Tenants	<b>O'Reilly Auto Parts · Subway</b>
Lease Structure	<b>NN — Corp · NN — Franchise</b>
Anchor Term	<b>In Option · 2x5 options</b>
<b>LIST PRICE</b>	<b>\$1,335,000</b>



<b>ASKING RENT</b>	<b>\$10.85/SF</b> <i>Submarket \$20.90/SF</i>
<b>PROPERTY TAXES</b>	<b>\$0.60/SF</b> <i>2024 levy</i>
<b>2025 ASSESSED</b>	<b>\$590,800</b> <i>\$373,960 imp + \$216,840 land</i>



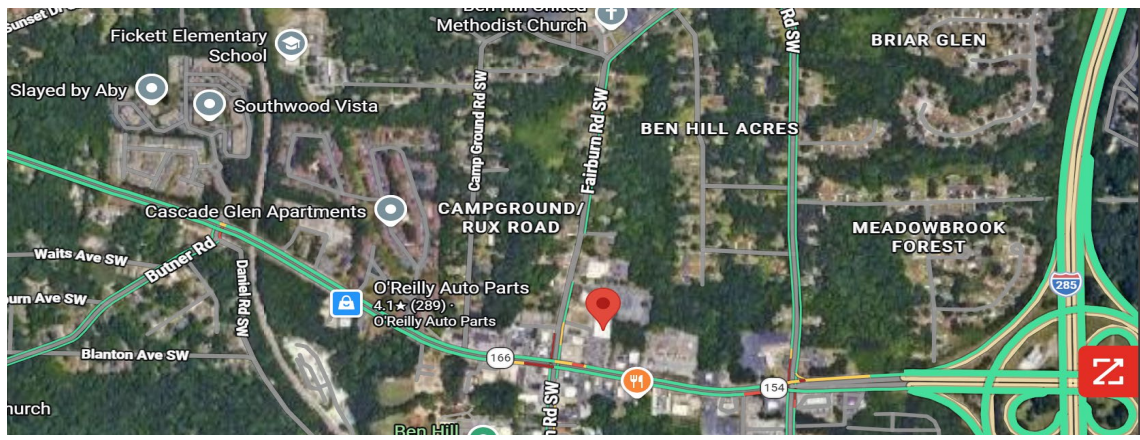
<b>ASKING RENT</b>	<b>\$12.39/SF</b> <i>Submarket \$17.50/SF</i>
<b>PROPERTY TAXES</b>	<b>\$1.51/SF</b> <i>2024 levy</i>
<b>2025 ASSESSED</b>	<b>\$448,800</b> <i>\$199,960 imp + \$248,840 land</i>

LOCATION & DEMOGRAPHICS

# Trade Area Profile

3-mile demographics, traffic counts, and proximate retail · CoStar 2025

## 3721 CAMPBELLTON RD SW · FAMILY DOLLAR + BEAUTY DEPOT



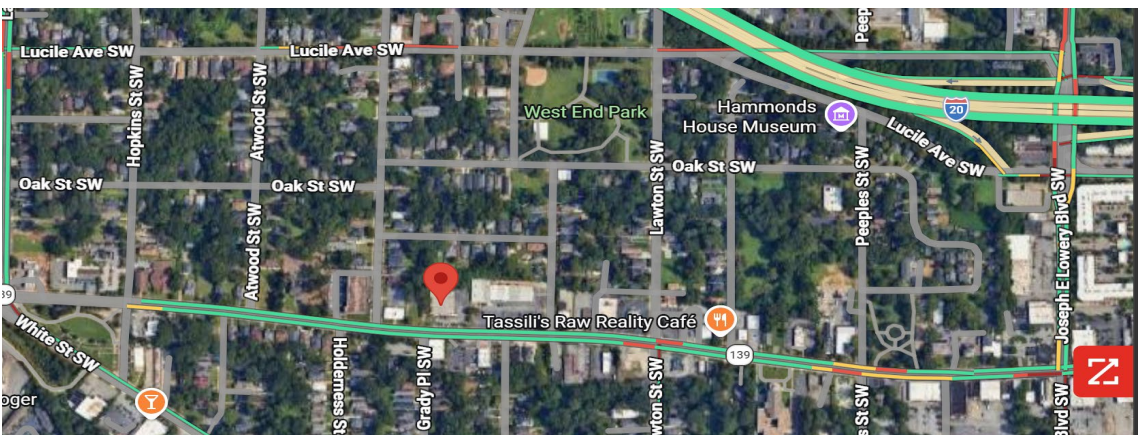
POPULATION	MEDIAN HHI	DAYTIME EMP	BUYING POWER
<b>54,439</b> 3-mi · +1.6% 5yr	<b>\$63.4K</b> Avg \$87.8K	<b>15,270</b> 3-mile ring	<b>\$1.4B</b> 3-mile aggregate

Traffic: 31,088 VPD Campbellton Rd @ Fairburn Rd · ½ mi to I-285  
**MARKET:** Asking \$10.85/SF vs submarket \$20.90 · Submarket vacancy 2.4% (CoStar 2025)

**PROXIMATE GENERATORS**

O'Reilly Auto Parts (adjacent) · Cascade Glen Apts · Ben Hill Rec Center · Fickett Elementary · Ben Hill UMC · ½ mi to I-285

## 1175 RALPH DAVID ABERNATHY BLVD SW · SUBWAY + O'REILLY



POPULATION	MEDIAN HHI	DAYTIME EMP	BUYING POWER
<b>129,589</b> 3-mi · +4.9% 5yr	<b>\$49.4K</b> 5-mi \$74.9K	<b>215,654</b> 3-mile ring	<b>\$2.6B</b> 3-mile aggregate

Traffic: 173,933 VPD I-20 @ Greenwich · 13,058 VPD on RDA Blvd  
**MARKET:** Asking \$12.39/SF vs submarket \$17.50 · Submarket vacancy 10.1% (CoStar 2025)

**PROXIMATE GENERATORS**

Kroger (2 blocks) · Tassili's Raw Reality Café · West End Park · Hammonds House Museum · BeltLine Westside · I-20 visibility

**PROPERTY 01**

# 3721 Campbellton Road SW

*Atlanta, GA 30331 · Fulton County · Cascade / Campbellton Corridor*

**PROPERTY FACTS**

Address	<b>3721 Campbellton Rd SW, Atlanta GA 30331</b>
County / Submarket	<b>Fulton · Cascade / Campbellton</b>
Parcel ID	<b>14F-0006-0001-053-7</b>
Building SF	<b>18,000 SF</b>
Lot Size	<b>2.68 AC · 116,741 SF</b>
Year Built	<b>1965</b>
Construction	<b>Slab on grade · masonry</b>
Parking	<b>Surface · 55 spaces (3.06/1,000 SF)</b>
Tenancy	<b>Multi-tenant · 2 occupants</b>
Anchor Term	<b>Family Dollar thru 3/31/2030</b>
Renewal Options	<b>5 × 5-year</b>
List Price	<b>\$2,065,000</b>

**TENANT LINEUP**

**Family Dollar**  
*Corporate · NN · Lease thru 3/31/2030 · 5 × 5-yr options*  
 Family Dollar Stores of Georgia, Inc. · Guaranty: Family Dollar Stores, Inc. (DLTR sub.) · BBB / Baa2

**Beauty Exchange Beauty Supply**  
*Layth Beauty Exchange Inc. · Personal Guarantee · Gross · exp 3/31/2033*  
 Local independent operator · in-line tenancy · 126-month term commenced October 2022

**Tenant SF split.** 3721 Campbellton total GLA 18,000 SF: Family Dollar 10,025 SF (per lease — 67' × 149') + Beauty Exchange 7,800 SF (Suite 109) = 17,825 SF leased; ~175 SF common area.

**Corporate Anchor**

Family Dollar Stores of Georgia, Inc. on NN lease through 3/31/2030 with five 5-year auto-extending options. Full parent guaranty from Family Dollar Stores, Inc. (Dollar Tree subsidiary, NASDAQ: DLTR · BBB).

**Excess Land**

Site comprises three contiguous parcels (A, B & C). Parcels B & C form a separately developable outparcel adjacent to Family Dollar — marketable for pad/redevelopment.

**Hartsfield Proximity**

~7 miles to Hartsfield-Jackson via I-285 · major regional employment driver and traffic generator.

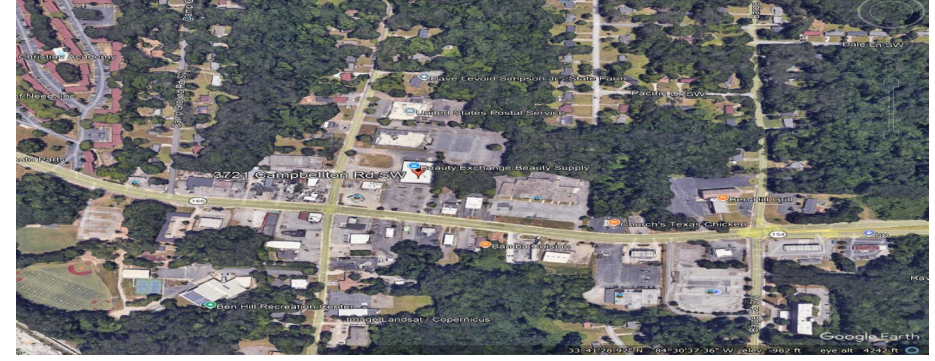
3721 CAMPBELLTON RD SW

# Site Aerial & Photography

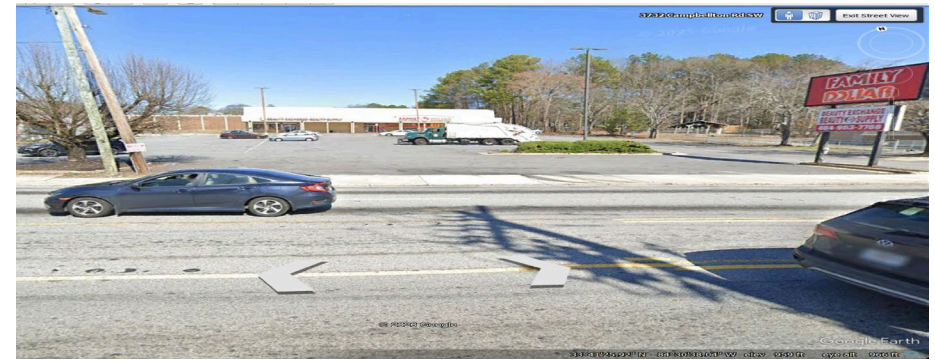


**Outparcel (Parcels B & C) — separately developable pad adjacent to Family Dollar**

3D oblique aerial · Source: Google Earth



Overhead aerial · site context



Storefront · Beauty Exchange & Family Dollar signage

**Surrounding trade area.** Site fronts Campbellton Rd SW with established residential to the north and south. Anchored co-tenancy with daily-needs and value-oriented retail throughout the Cascade / Campbellton corridor. Hartsfield-Jackson Airport ~7 miles south via I-285.

**PROPERTY 02**

# 1175 Ralph David Abernathy Blvd SW

*Atlanta, GA 30310 · Fulton County · West End · Federal Opportunity Zone*

**PROPERTY FACTS**

Address	<b>1175 Ralph David Abernathy Blvd SW</b>
City / Zip	<b>Atlanta, GA 30310</b>
County / Submarket	<b>Fulton · West End</b>
Parcel ID	<b>14-0117-0005-113-7</b>
Building SF	<b>9,820 SF</b>
Lot Size	<b>0.85 AC · 36,851 SF</b>
Year Built	<b>2004</b>
Construction	<b>Slab on grade · masonry</b>
Parking	<b>Surface · 40 spaces (5.00/1,000 SF)</b>
Tenancy	<b>Multi-tenant · 2 occupants</b>
Opportunity Zone	<b>Yes — federal QOZ</b>
List Price	<b>\$1,335,000</b>

**TENANT LINEUP**

## O'Reilly Auto Parts

*Corporate · NN · Option 1 (thru ~mid-2026) · 2 × 5-yr remaining*

O'Reilly Automotive Stores, Inc. (NASDAQ: ORLY) · BBB+ / Baa1 · direct corporate tenant since 2006

## Subway #13931

*Subway Real Estate, LLC (corporate) · NN · 2 × 2-yr options · 4% per option*

Franchise-operated within the Subway national franchise system · long-standing operator

**One West End Adjacency.** 0.6 miles from the \$450M, 1.7M SF One West End mixed-use redevelopment by BRP Companies and The Prusik Group. Phase 1 delivery targeted 2028.

### One West End

\$450M / 1.7M SF mixed-use redevelopment 0.6 mi east on Beltline Westside Trail.

### West End Anchors

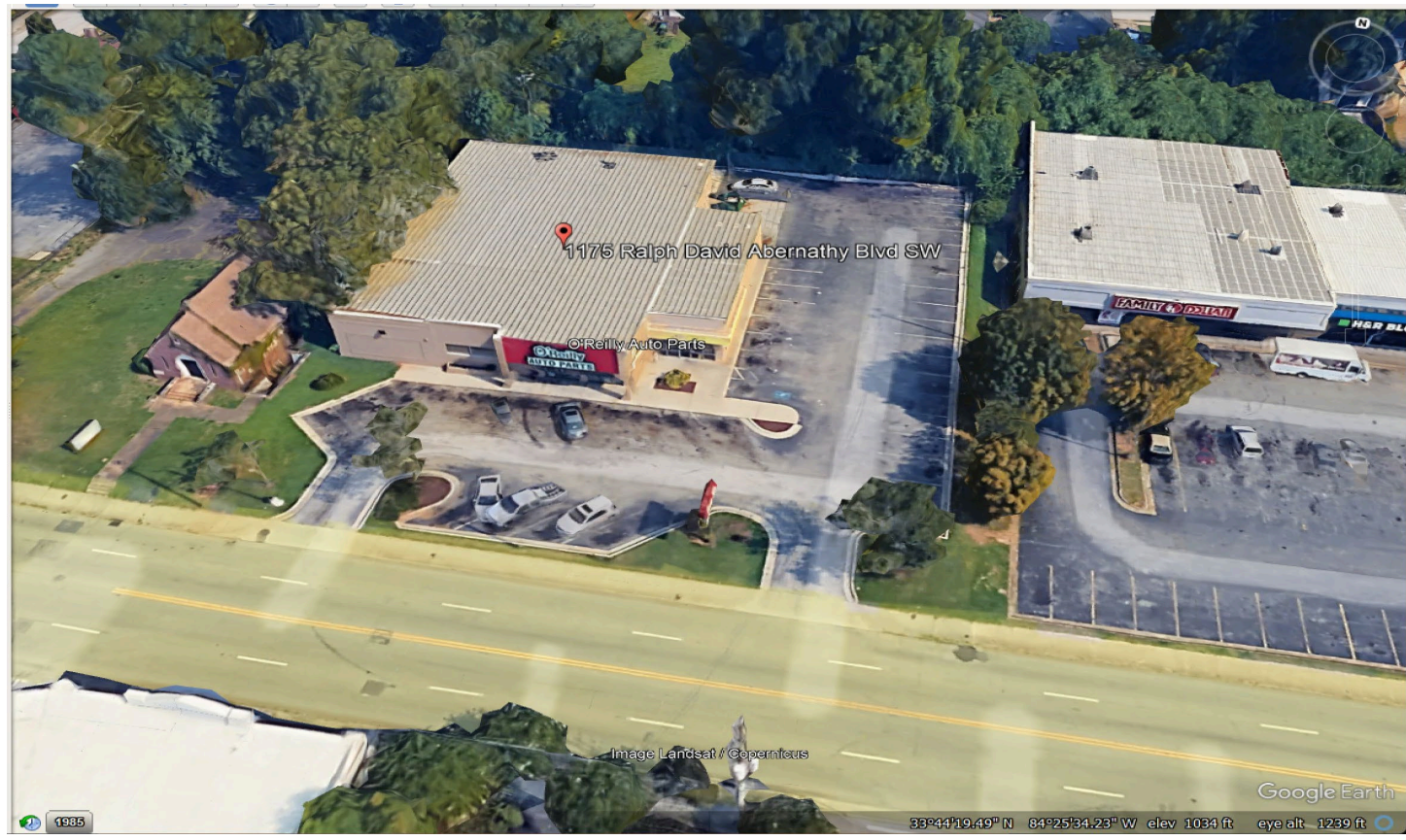
Kroger (0.4 mi) · Lee + White (0.6 mi) · MARTA West End Station (0.7 mi).

### AUC Adjacency

~1 mile from Spelman, Morehouse, Clark Atlanta & Morehouse School of Medicine.

1175 RDA BLVD SW

# Site Aerial & Photography



3D oblique aerial · O'Reilly Auto Parts building + adjacent in-line · Source: Google Earth

## SURROUNDING ANCHORS

- ▶ **Kroger** — 590 Cascade Ave SW · ~0.4 mi WSW
- ▶ **One West End** — \$450M redevelopment, ~0.6 mi E
- ▶ **Lee + White** — adaptive reuse, ~0.6 mi SSE
- ▶ **MARTA West End** — rail station, ~0.7 mi E
- ▶ **AUC** — Spelman/Morehouse/CAU/MSM, ~1 mi N

## ONE WEST END DETAIL

Former Mall West End site (850 Oak St SW) acquired by Atlanta via AUDC + Atlanta BeltLine Inc. (\$29M total). Developer team: **BRP Companies + The Prusik Group**. ~900-1,045 residential units, ~125,000 SF retail with grocery, hotel component. Mall closed Jan 31, 2025; Phase 1 delivery targeted 2028. Site sits in a **federal Opportunity Zone**.

# Family Dollar

Subsidiary of Dollar Tree, Inc. · NASDAQ: DLTR

INVESTMENT GRADE

## CORPORATE OVERVIEW

Family Dollar Stores, Inc. is a subsidiary of **Dollar Tree, Inc.** (NASDAQ: DLTR), one of the largest discount retailers in the United States. The combined enterprise operates ~16,000 stores across the U.S. and Canada under the Dollar Tree, Family Dollar, and Dollar Tree Canada banners. Family Dollar specifically operates ~8,300 stores across 46 states, targeting low- and middle-income consumers with consumables, household products, and seasonal merchandise.

The Family Dollar division has been the subject of strategic review by Dollar Tree management, with the parent announcing a sale of the Family Dollar division in 2025. **Note:** any change in ownership of the Family Dollar division would represent a corporate-level event independent of this lease; the lease remains with the operating tenant subject to standard lease assignment provisions.

## LEASE TERMS — THIS LOCATION

Lease Structure	<b>NN — Corporate Guarantee</b>
Current Term Expiration	<b>March 31, 2030</b>
Renewal Options	<b>5 × 5-year</b>
Annual Rent	<b>\$126,803.04 (\$10,566.92/mo · Ext. 1)</b>
Rent Escalations	<b>~10% step per 5-yr option (~1.9% effective annual)</b>
CAM / Tax / Insurance	<b>Tenant reimburses (NN)</b>
Roof & Structure	<b>Landlord responsibility</b>

## CREDIT SNAPSHOT

PARENT	<b>Dollar Tree, Inc.</b>
TICKER	<b>NASDAQ: DLTR</b>
S&P RATING	<b>BBB</b>
MOODY'S	<b>Baa2</b>
STORE COUNT	<b>~8,300</b>
STATES	<b>46</b>
CATEGORY	<b>Discount Variety</b>
GUARANTEE	<b>Corporate</b>

*Family Dollar's discount-variety model and value positioning create defensive cash flow characteristics that have historically outperformed in recession-tilted periods. Investment-grade credit at the parent level.*

# O'Reilly Auto Parts

*O'Reilly Automotive, Inc. · NASDAQ: ORLY*

INVESTMENT GRADE

## CORPORATE OVERVIEW

O'Reilly Automotive, Inc. is one of the largest specialty retailers of automotive aftermarket parts, tools, supplies, equipment, and accessories in the United States. The company operates **~6,200 stores** across 48 U.S. states, Puerto Rico, and Mexico, serving both **DIY and professional service provider** customers. O'Reilly's dual-market business model and dense store network produce stable, defensive cash flow characteristics that have driven consistent earnings growth.

O'Reilly is a public S&P 500 component. The automotive aftermarket category benefits from the aging average age of vehicles in operation, which supports steady demand for parts and accessories. Real estate strategy emphasizes long-term lease commitments with corporate guarantees and a focus on densely-populated trade areas with strong DIY and professional service customer bases.

## LEASE TERMS — THIS LOCATION

Lease Structure	<b>NN — Corporate Guarantee</b>
Term Status	<b>Option 1 of 3 · expires ~mid-2026</b>
Renewal Options	<b>2 × 5-year remaining</b>
Annual Rent	<b>\$82,500 (\$6,875/mo · Option 1)</b>
Rent Escalations	<b>~8% step at each option period</b>
CAM / Tax / Insurance	<b>Tenant reimburses (NN)</b>
Roof & Structure	<b>Landlord responsibility</b>

## CREDIT SNAPSHOT

ENTITY	<b>O'Reilly Automotive</b>
TICKER	<b>NASDAQ: ORLY</b>
S&P RATING	<b>BBB+</b>
MOODY'S	<b>Baa1</b>
STORE COUNT	<b>~6,200</b>
FOOTPRINT	<b>U.S. + Mexico</b>
CATEGORY	<b>Auto Aftermarket</b>
GUARANTEE	<b>Corporate</b>

*S&P 500 component. Automotive aftermarket category benefits from aging vehicle fleet trends. Strong dual DIY + professional service customer mix produces defensive cash flow characteristics across cycles.*

IN-LINE TENANCY

# Complementary Tenants

*Independent operator + national franchise — disclosed*

## Beauty Exchange Beauty Supply

*3721 Campbellton Rd SW*

INDEPENDENT

PROFILE

Local independent beauty supply operator at 3721 Campbellton, Suite 109 (7,800 SF). Lease entity Layth Beauty Exchange Inc., trade name Beauty Exchange. Personal guarantee from operating principal. Term ~10.5 years (commenced October 2022) with built-in ~3% annual rent escalations.

Category	<b>Beauty supply retail</b>
Operator	<b>Independent · local</b>
Lease Entity	<b>Layth Beauty Exchange Inc.</b>
Lease Structure	<b>Gross</b>
Guarantee	<b>Personal — principal</b>
Term / Options	<b>126 mo · exp 3/31/2033</b>

*Personal guarantee executed at lease signing. Tenant currently in Year 4 of 10.5-year term.*

## Subway #13931

*1175 RDA Blvd SW*

FRANCHISEE —  
DISCLOSED

PROFILE

Tenant of record is Subway Real Estate, LLC (corporate Subway), sublet to franchisee operator. Lease dated June 1993 with successive amendments. Lease structure is NN; corporate Subway remains primary obligor with franchisee guarantee at sublease level. Rolling 2-year option periods with 4% rent increase per option.

Category	<b>QSR — sandwich</b>
Operator	<b>Franchisee</b>
Franchise System	<b>Subway national system</b>
Lease Structure	<b>NN</b>
Guarantee	<b>Subway Real Estate, LLC · corporate</b>
Term / Options	<b>2 × 2-year</b>

*Corporate Subway entity (Subway Real Estate, LLC) is tenant of record. Premises sublet to franchisee operator. Long-tenured location — original lease dates to 1993.*

**CONSOLIDATED**

# Rent Roll & Lease Summary

*All figures subject to confirmation via tenant estoppel*

PROPERTY	TENANT	LEASE SF	LEASE TYPE	START	EXPIRATION	OPTIONS	ANNUAL RENT	RENT / SF
3721 Campbellton	Family Dollar	10,025	NN — Corp	11/21/2014	3/31/2030	5x5	\$126,803.04	\$12.65
3721 Campbellton	Beauty Exchange (Layth)	7,800	Gross — PG	10/1/2022	3/31/2033	—	\$50,220	\$6.44
1175 RDA Blvd	O'Reilly Auto Parts	8,500	NN — Corp	2006	Option period	2x5	\$82,500	\$9.71
1175 RDA Blvd	Subway #13931 (corp)	1,200	NN — Corp	6/21/1993	10/5/2026 (in option)	2x2	~\$32,000	~\$26.67
<b>TOTAL</b>	<b>4 tenants</b>	<b>27,525</b>					<b>\$291,523</b>	<b>—</b>

*Subway: tenant currently in option period; 4 remaining 2-yr options through final expiry 10/5/2028 if all exercised.*

**LEASE STRUCTURE NOTES**

- **Three of four tenants on NN structures** — tenant reimburses CAM, taxes, insurance.
- **One tenant on gross** (Beauty Exchange / Layth Beauty Exchange Inc. at 3721 Campbellton).
- **Family Dollar, O'Reilly, and Subway** are corporate-tenant; Layth has personal guarantee from operating principal.
- **Subway tenant of record is Subway Real Estate, LLC** — corporate Subway entity — sublet to franchisee operator.

**DILIGENCE ITEMS**

- Full executed leases & amendments — all 4 tenants
- Tenant estoppels — confirming rent, term, options, no defaults
- Most recent CAM / tax / insurance reconciliations
- Trailing 12 months operating statements
- Personal guarantees — Beauty Exchange & Subway
- Title commitment & ALTA survey both parcels

## UNDERWRITING

# Financial Summary

*Stabilized NOI build, individual property pricing, blended cap analysis*

**STABILIZED NOI BUILD**

Gross Scheduled Rent	<b>\$291,523*</b>
Less: Vacancy / Collection (0%)	<b>\$0</b>
Plus: Tenant Reimbursements (NN)	<i>Pending op statements</i>
Effective Gross Income	<i>Pending</i>
Less: Non-Reimbursable OpEx	<i>Pending op statements</i>
<b>NET OPERATING INCOME (implied)</b>	<b>\$273,886</b>

**PRICING SUMMARY**

BULK LIST PRICE	<b>\$3,400,000</b>
3721 Campbellton (individual)	<b>\$2,065,000</b>
1175 RDA Blvd (individual)	<b>\$1,335,000</b>
IMPLIED BLENDED CAP RATE	<b>8.06%</b>
PRICE PER SF	<b>\$124 / SF</b>
PRICE PER TENANT (avg)	<b>\$850,000</b>

**FINANCIAL SUMMARY BY BUILDING & PORTFOLIO**

METRIC	3721 CAMPBELLTON	1175 RDA BLVD	PORTFOLIO	NOTES
Gross Scheduled Rent	\$177,023	\$114,500	\$291,523	All tenants at actual contract rent per executed leases
Tenant Reimbursements	Pending	Pending	Pending	NN — 3 of 4 tenants
Effective Gross Income	Pending	Pending	Pending	EGI
OpEx (Non-Reimbursable)	Pending	Pending	Pending	Roof, structural, mgmt
<b>NET OPERATING INCOME</b>	<b>—</b>	<b>—</b>	<b>\$273,886</b>	<b>Implied at 8.06% blended cap</b>

*\* All tenant rents from executed leases: Family Dollar \$126,803 (Ext. 1), Layth \$50,220, O'Reilly \$82,500 (Option 1), Subway ~\$32,000. Reimbursement & OpEx pending trailing 12-month statements; NOI implied at ~94% margin.*

MARKET SUPPORT

# Comparable Sales

*Recent Southwest Atlanta multi-tenant retail and net-leased comps*

COMP	ADDRESS / NAME	SUBMARKET	SF	YEAR	SALE DATE	SALE PRICE	\$/SF	CAP
01	Holmes Plaza — 2457 MLK Jr Dr NW	NW Atlanta	15,600	2005	Sep 2025	\$3,400,000	\$217.95	7.79%
02	1531 Campbellton Rd	SW Atlanta	9,290	2018	Dec 2025	\$1,275,000	\$137.24	—
03	Family Dollar — 5403 Old National Hwy	South Atlanta	10,080	2013	Jan 2025	\$1,375,000	\$136.41	9.35%
04	2324 Cascade Rd SW	SW Atlanta	8,200	2012	Dec 2025	\$1,500,000	\$182.93	—
05	Windsor Plaza — 229-309 Richardson St SW	SW Atlanta	9,726	1960	Dec 2024	\$1,650,000	\$169.65	—
06	CSL Plasma — 1043 Cleveland Ave	South Atlanta	10,328	2001	Nov 2025	\$1,914,446	\$185.36	—
<b>MEDIAN</b>			<b>9,903</b>			<b>\$1,575,000</b>	<b>\$176.29</b>	<b>8.57%</b>

COMP-DRIVEN PRICING SUPPORT

The Russell Portfolio's blended **\$124 / SF** bulk list price sits **~30% below the \$176.29/SF median** of recent Southwest Atlanta multi-tenant retail comps. The **8.06% blended cap rate** reflects: (i) two corporate investment-grade anchors, (ii) corporate-Subway tenancy at one in-line position, (iii) one gross-lease tenant with personal guarantee, and (iv) Southwest Atlanta location pricing.

Comparable corporate-anchored single-tenant net lease assets in similar submarkets typically transact in the **6.50% - 8.00%** cap range; multi-tenant retail with mixed credit typically trades 75-150 bps above that range.

COMP SET CRITERIA

Source: CoStar comparable sales, May 2026.

- Atlanta MSA — SW / I-285 inside
- Multi-tenant OR single-tenant net lease
- 5,000-40,000 SF range
- Sold trailing 24 months
- Mix of national credit + local in-line

MARKET CONTEXT

# Atlanta MSA Overview

The 6th-largest U.S. MSA · 17 Fortune 500 HQs · World's busiest airport



MSA OVERVIEW

The **Atlanta-Sandy Springs-Roswell MSA** is the sixth-largest metropolitan statistical area in the United States with a population of **6.3 million** across 11 counties. Atlanta is the regional capital of the Southeastern U.S. and serves as a primary hub for logistics, transportation, technology, media, healthcare, and financial services.

The metro is anchored by **Hartsfield-Jackson Atlanta International Airport**, the world's busiest passenger airport by volume since 1998. The airport drives substantial employment and sits at the south end of the I-285 perimeter — ~7 miles from Property 1.

Atlanta is home to **17 Fortune 500 headquarters** including The Coca-Cola Company, Delta Air Lines, Home Depot, UPS, Southern Company, Truist Financial, Aflac, Genuine Parts, Mohawk Industries, NCR, Pulte Group, Veritiv, and Norfolk Southern (HQ relocated from Norfolk, VA in 2021).

KEY ECONOMIC SECTORS

- **Logistics & Transportation** — Hartsfield-Jackson, Norfolk Southern, UPS, CSX, FedEx hubs
- **Technology** — Microsoft Atlanta HQ, Airbnb, Google, Salesforce
- **Media & Entertainment** — Tyler Perry Studios, CNN, Turner, growing film/TV production
- **Healthcare** — Emory Healthcare, CDC HQ, Children's Healthcare of Atlanta
- **Higher Education** — Emory, Georgia Tech, Georgia State, AUC consortium
- **Financial Services** — Truist HQ, regional banking, fintech

SUBMARKET

# Southwest Atlanta & West End

*Inside the I-285 perimeter · Path of major redevelopment investment*

WEST END / RDA CORRIDOR

**West End** is one of Atlanta's oldest neighborhoods, anchored by the **Atlanta University Center (AUC)** — the largest consortium of historically Black colleges and universities in the United States, including Spelman College, Morehouse College, Clark Atlanta University, and Morehouse School of Medicine.

The submarket is the focus of significant new development. The **One West End** project — a \$450M, 1.7M SF mixed-use redevelopment of the former Mall West End — is anchored by ~900-1,045 residential units, ~125,000 SF of retail with a grocery anchor, and a hotel component. Being developed by **BRP Companies** and **The Prusik Group**, with City participation via the Atlanta Urban Development Corporation and Atlanta BeltLine Inc. (\$29M total acquisition).

The site sits on the **Atlanta BeltLine Westside Trail** — a 22-mile loop of multi-use trails, transit, and parks connecting Atlanta neighborhoods. The BeltLine is widely regarded as one of the largest urban redevelopment projects in the U.S.

CAMPBELLTON CORRIDOR

The **Cascade / Campbellton corridor** is an established neighborhood retail trade area in Southwest Atlanta, anchored by daily-needs and value-oriented retail tenancy. Direct access via Campbellton Road (US-29) and proximity to I-285 — positioned within ~7 miles of Hartsfield-Jackson.

ONE WEST END — PROJECT FACTS

PROJECT VALUE	\$450M
TOTAL SF	~1.7M SF
RESIDENTIAL	~900-1,045 units
RETAIL	~125,000 SF
HOTEL	Included
DEVELOPER	BRP / Prusik
PHASE 1 DELIVERY	2028 target
DISTANCE TO PROP 2	0.6 miles

SUBMARKET ADJACENCIES

- Kroger · 590 Cascade Ave (~0.4 mi)
- Lee + White adaptive reuse (~0.6 mi)
- MARTA West End Station (~0.7 mi)
- AUC consortium (~1 mi N)
- BeltLine Westside Trail
- Federal Opportunity Zone — both

RING ANALYSIS

# Demographics

1-mile, 3-mile, and 5-mile rings · both properties · CoStar 2025

PROPERTY	RING	POPULATION	HOUSEHOLDS	MEDIAN HHI	AVG HHI	DAYTIME POP	% RENT
3721 Campbellton	1 mi	7,192	3,167	\$53,266	\$68,258	1,329	60%
	3 mi	54,439	22,759	\$63,400	\$87,805	15,270	54%
	5 mi	153,522	62,880	\$62,187	\$84,850	49,837	55%
1175 RDA Blvd	1 mi	15,170	6,345	\$50,681	\$80,944	6,546	59%
	3 mi	129,589	52,793	\$49,428	\$75,018	215,654	67%
	5 mi	350,927	158,234	\$74,919	\$104,607	373,742	64%

TRADE AREA NOTES — 3721 CAMPBELLTON

- Established Southwest Atlanta neighborhood retail trade area
- Predominantly residential — mature SF and multifamily
- Daily-needs and value-oriented retail mix supports Family Dollar positioning
- Direct access via Campbellton Rd (US-29) with I-285 connectivity
- ~7 miles to Hartsfield-Jackson Airport employment base

TRADE AREA NOTES — 1175 RDA BLVD

- West End — established historic Atlanta neighborhood
- AUC consortium drives both student and faculty/staff demand
- One West End delivery will materially shift trade area demographics
- BeltLine Westside Trail connectivity to broader Atlanta neighborhoods
- MARTA West End Station provides transit access citywide

Source: CoStar demographic ring analysis · 2025 estimates · % Rent reflects renter-occupied households per CoStar housing data.

PROCESS

# Offering Process

*Open marketing · Indications of interest reviewed on a rolling basis*

<p><b>01</b></p> <p><b>Indication of Interest</b></p> <p>Review the OM, tour the property, and submit indication of price, terms, source of capital, and proposed timeline.</p>	<p><b>02</b></p> <p><b>Diligence Access</b></p> <p>Upon Seller acceptance, TDS&amp;Co will grant data room access — leases, rent roll, operating statements, environmental, title, and site materials.</p>	<p><b>03</b></p> <p><b>Letter of Intent</b></p> <p>Buyer submits LOI with proof of funds. Seller and Buyer negotiate business terms — price, deposit, diligence period, financing contingencies.</p>	<p><b>04</b></p> <p><b>PSA &amp; Close</b></p> <p>Definitive PSA executed; standard diligence and financing contingencies; close on a mutually agreed timeline.</p>
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LISTING DETAILS

LISTING PERIOD	PROTECTED PERIOD	OFFER PROCESS	PLATFORMS	DUAL AGENCY
May 1, 2026 – Jul 30, 2026	180 Days	Open — rolling review	FMLS · CoStar · LoopNet · Crexi	Election in effect

*Direct all offers and inquiries to Cedric Matheny, CCIM, SIOR · T. Dallas Smith & Company · 404.665.8408 (mobile) · 404.525.8212 (office) · cedric@tdallassmith.com. Tours by appointment only — please coordinate scheduling to minimize tenant disruption.*

## EXCLUSIVE LISTING BROKERS

# Cedric M. Matheny, CCIM, SIOR | Nick Winbush

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## ABOUT T. DALLAS SMITH &amp; COMPANY

T. Dallas Smith & Company is the largest African American-owned pure tenant-representation commercial real estate firm in the United States. Founded in 2006 by industry veteran T. Dallas Smith, the firm provides **conflict-free representation** — no landlord representation, no listings on the buy side, no dual loyalties. Every client engagement is exclusively on the user side of the transaction.

Headquartered in Atlanta with national reach, the firm has built its reputation on disciplined deal execution, deep market intelligence, and long-term client partnerships across office, industrial, retail, land, and investment-sales asset classes.

## BY THE NUMBERS

- \$16B+** aggregate transaction value
- 8M+ SF** tenant and buyer representation
- 5,000+** acres of land acquisitions
- 2006** founded by T. Dallas Smith