



ACS Properties, LLC

Type of Opportunity

Acquired real estate of 6.8 acres, plus approximately two acres of easements and 92,620 square feet of building with all available utilities on Burnette Road in Suwanee, Georgia. This 2002 transaction included options on three adjacent parcels.

Situation Background

The City of Suwanee is a high-growth area in north metro Atlanta. Projected longer-term residential and commercial growth of the area was expected to be strong at the time of the transaction. Blue Magnet Partners represented a group of investors and handled due diligence, negotiations and all transaction closing activities.

Our Strategy

The plan was to buy and hold the property as the area grew and the values increased. Once successfully stabilizing the operating business (Suwanee Sports Academy), the value of the real estate would be even greater. The longer-term strategy for the property was to identify the amount of space required for the longer-term success of the operating business and then develop lease or sale strategies for the remaining portions of the facility and land not needed by Suwanee Sports Academy.

Results to Date

The growth of the area has taken place as projected and planned. There are many growth initiatives being planned and/or implemented. More information can be obtained through the City of Suwanee Web site at www.suwanee.com.

Current property value has doubled since acquisition.

The space requirements for the operating business have been identified, and there is active planning at this time to consider next steps in the value-creation strategy for this real estate investment.

The operating business has paid debt service and facility operating costs as the value of property has increased.