

I-75 INDUSTRIAL OPPORTUNITY

220 River Dr, Cartersville, GA 30120

Investment & Owner
User Opportunity

Offering Memorandum

For Sale Or Lease | Institutional-Scale Industrial | I-75 Corridor

±158,500 SF
GLA

MATTHEWS™

EXCLUSIVELY LISTED BY



Cole Zacharias

Associate

(404) 400-3434

cole.zacharias@matthews.com

License No. 449250 (GA)



Noam Raz

Associate

(404) 905-7270

noam.raz@matthews.com

License No. 447059 (GA)



Thomas Wilkinson

Associate Vice President

(404) 348-4945

thomas.wilkinson@matthews.com

License No. 416083 (GA)



Harrison Auerbach

SVP & Director

(407) 312-1284

harrison.auerbach@matthews.com

License No. 451527 (GA)

Maxx Bauman

Broker of Record

Broker Lic. No. 451849 (GA)

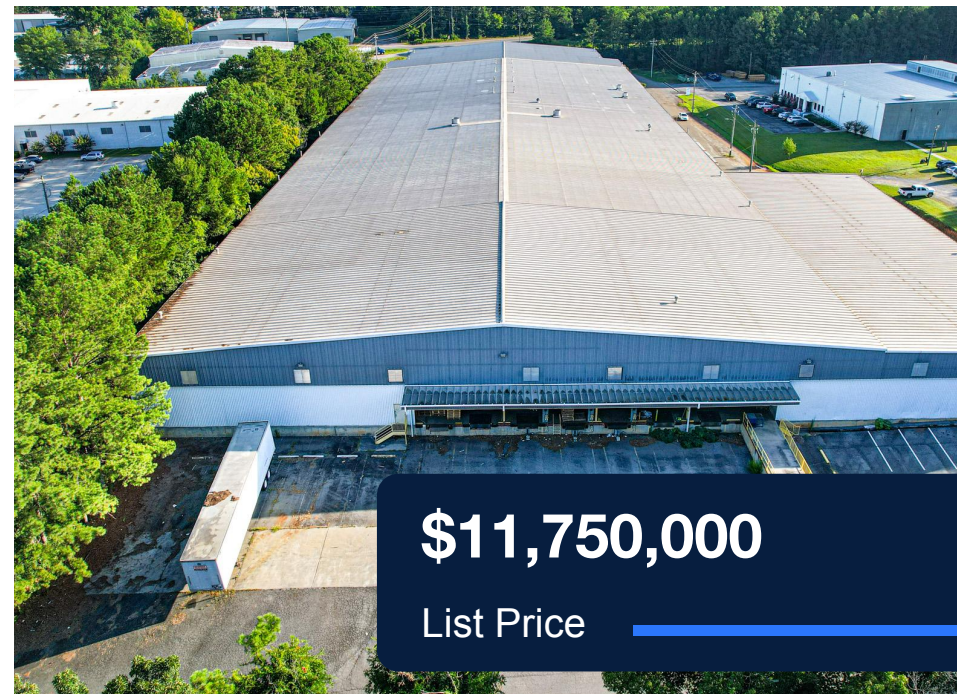
Firm Lic. No. 80041 (GA)



INVESTMENT HIGHLIGHTS

Property Highlights

- **Institutional-Scale Bulk Distribution:** ±158,500 SF single-story facility on ±7.58 acres, a mid-bulk scale that regional and institutional users target but that rarely trades in the Northwest Atlanta / I-75 corridor.
- **Compelling Basis at \$74/SF:** Priced at \$11,750,000 (\$74.13/SF), a significant discount to replacement cost and comparable bulk product across metro Atlanta, offering strong downside protection for investors and owner-users alike.
- **Efficient 30' Clear Height:** Full 30-foot clear supports high-density racking and maximizes cubic capacity and throughput.
- **Solid Masonry Construction:** Durable, low-maintenance masonry standard that reduces near-term capital risk and supports a broad set of industrial uses.
- **Functional Loading Configuration:** 13 dock-high doors and 3 grade level doors for streamlined loading and efficient truck flow.



\$11,750,000

List Price

INVESTMENT HIGHLIGHTS

Property Highlights

- **Heavy Power in Place:** 2,000A / 480V three-phase capacity supports equipment-intensive and manufacturing operations, broadening the user pool beyond straight distribution.
- **Strategic I-75 Location:** Directly on the I-75 corridor between Atlanta and Chattanooga, with regional distribution reach and a deep, cost-effective Bartow County labor pool.
- **Owner-User Opportunity:** Scale, clear height, and loading position the building for an owner-user to control occupancy costs and build equity, with potential SBA or conventional financing for qualified buyers.
- **Light Industrial Zoning:** LI zoning provides broad permitted uses and regulatory clarity for incoming users and investors.
- **Hard-to-Replicate Asset:** With land and construction costs rising across the I-75 corridor, an existing functional bulk building at this basis offers a meaningful discount to new development and a faster path to occupancy



Property Details

220 River Dr, Cartersville, GA 30120

13

Dock High Doors

3

Grade Level Doors

277/480V

3-Phase Power

2,000

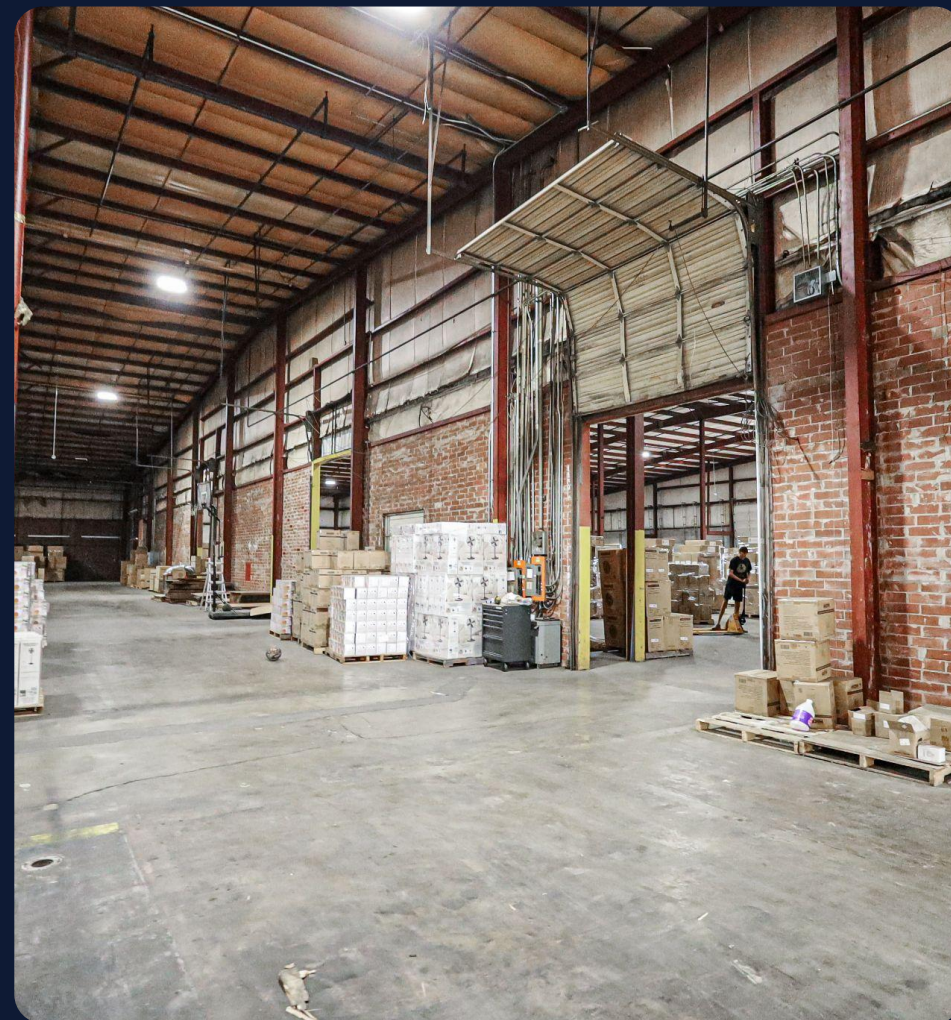
Service Amperage



Property Highlights

- Fully sprinklered
- Roof coated + gutters replaced in 2022, 10-year warranty; no active leaks
- Back dock restriped + new curb stops in 2025

Interior Photos



Interior Photos



FINANCIAL SUMMARY

\$11,750,000

List Price

\$74.13

Price/SF

Contact Broker

Asking Lease Rate/SF

Contact Broker

Asking Monthly Rent

Property Summary

Address	220 River Dr, Cartersville, GA 30120
Parcels	C039-0002-002
Total SF	±158,500 SF
Office Percentage	20%
Acreage	±7.58 AC
Lot Square Feet	±330,184 SF
Coverage Ratio	48.00%
Zoning	LI (Light Industrial)
Year Built	1990
Construction	Masonry
Clear Height	22' to 30'
Dock Doors	13
Grade-Level Doors	3



Cartersville, GA



Market Demographics

25,349

Total Population

\$84,437

Median HH Income

12,195

Employed Population

37

Median Age

+50.70%

Population Growth
Since 2000

3.1%

Annual Growth Rate

Local Market Overview

Cartersville sits in Bartow County along the I-75 corridor between Atlanta and Chattanooga, combining established manufacturing-market advantages with direct access to the region's labor, transportation, and supplier networks. The city has experienced steady residential and income growth, supported by strong household formation, high homeownership, and proximity to Acworth, Kennesaw, Emerson, and the broader North Atlanta economy. For industrial users, the area offers a compelling balance of workforce access, competitive occupancy costs, and regional connectivity via I-75, US-41, and nearby rail service.

The surrounding Bartow County market continues to attract employers seeking a north-metro location with a deep industrial labor pool and a comparatively business-friendly development environment. Cartersville's profile is especially favorable for manufacturing, logistics, distribution, contractor, and bulk owner-user demand, anchored by a workforce in which manufacturing is the single largest employment sector and reinforced by the area's position as an established I-75 industrial hub. As available industrial inventory remains limited across the immediate corridor, functional buildings with highway access and efficient loading configurations are well positioned to benefit from continued regional business expansion.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,921	21,689	50,353
Current Year Estimate	3,713	20,314	47,009
2020 Census	3,479	18,982	43,765
Growth Current Year-Five-Year	5.60%	6.77%	7.11%
Growth 2020-Current Year	6.73%	7.02%	7.41%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,592	8,210	18,752
Current Year Estimate	1,507	7,693	17,509
2020 Census	1,410	7,180	16,315
Growth Current Year-Five-Year	5.64%	6.72%	7.10%
Growth 2020-Current Year	6.88%	7.14%	7.31%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$85,468	\$82,020	\$84,757

Atlanta, GA

Atlanta remains one of the nation's premier industrial and logistics markets, supported by extensive transportation infrastructure, strong population growth, and strategic Southeast connectivity. Anchored by Hartsfield-Jackson International Airport (ATL), major interstate access, and proximity to the Port of Savannah, the

metro continues attracting significant warehouse, distribution, manufacturing, and e-commerce demand. Continued institutional investment and large-scale development activity reinforce Atlanta's position as a leading national distribution hub.

7th Largest U.S. Metro

6.44M+ Total Population

#1 Busiest Airport in the World

100M+ Annual Air Passengers at ATL

80% of U.S. Population Reached

in 2 Hour Flight, 2 Day Drive

Source: U.S. Census Bureau, Georgia Department of Economic Development, Hartsfield-Jackson Atlanta International Airport | 2025 Dataset



Demand Drivers & Major Tenants

Atlanta's industrial demand is driven by an unmatched combination of logistics infrastructure, dual-carrier rail connectivity, and sustained population

growth. Together these forces support consistent absorption across warehouse, manufacturing, and last-mile distribution product types throughout the metro.

Logistics Infrastructure

100,000,000+

Hartsfield-Jackson Annual Passengers

- Direct access to I-75, I-85, I-20, & I-285
- Port of Savannah handled 5.7M container units in 2025, supporting Atlanta's inland distribution network

Rail & Freight Connectivity

231,000,000+

Tons of Freight Moved Annually

- Served by CSX and Norfolk Southern, supporting Atlanta's major intermodal freight movement

Industrial Demand

3,100,000+ SF

Q4 2025 Net Absorption

- 65K+ residents added annually, supporting demand for e-commerce & last-mile distribution

ATL Industrial Tenants

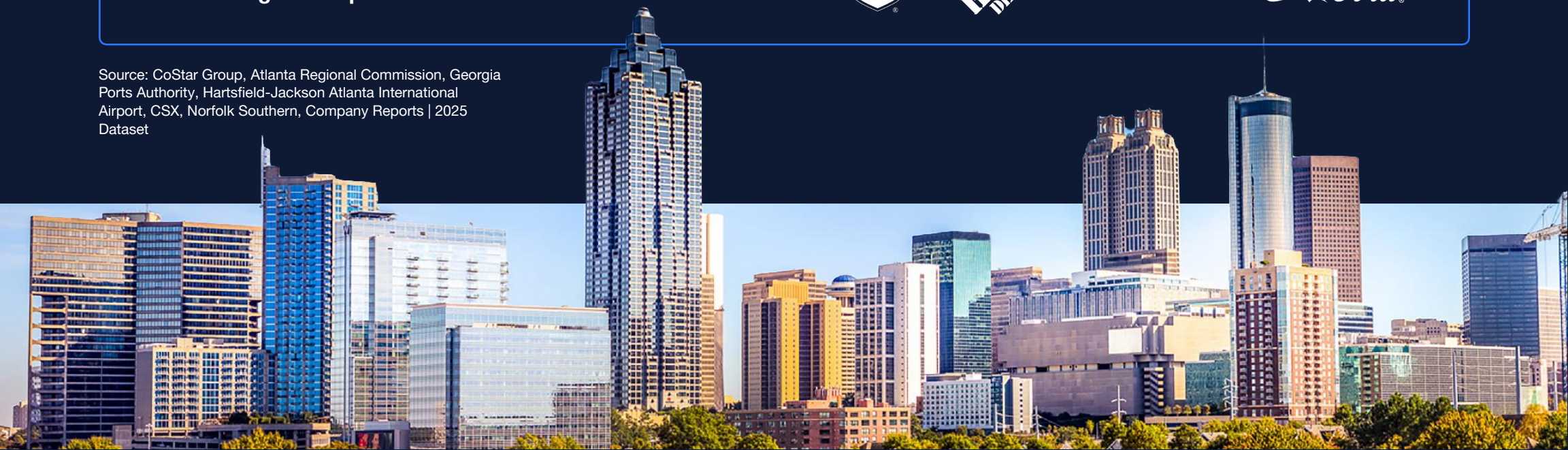
National Logistics Operators



Walmart



Source: CoStar Group, Atlanta Regional Commission, Georgia Ports Authority, Hartsfield-Jackson Atlanta International Airport, CSX, Norfolk Southern, Company Reports | 2025 Dataset



Atlanta Industrial Performance

873M+

Total
Inventory

\$128

Sale Price Per
Square Foot

8.5%

Vacancy Rate

\$10.09

Asking Rent Per
Square Foot

6.5%

Market Cap Rate

23.4M+

SF Under
Construction

Atlanta serves as one of the Southeast's most important logistics and distribution hubs, supported by extensive interstate connectivity, global air cargo infrastructure, and access to major population centers throughout the region. The metro's strategic location, diversified economy, and expanding consumer base continue attracting significant warehouse, manufacturing, fulfillment, and supply chain activity across multiple industrial corridors.

Source: CoStar Group | 2025 Dataset



Submarket Strength



Air Cargo & Last-Mile

South Atlanta & Airport Corridor

East Point · Union City · South Fulton

- Major last-mile and logistics hub along I-75, I-85 & I-285
- Strong concentration of warehouse and air cargo facilities

100M+

Passengers at
ATL Annually



Big Box Distribution

Northeast Atlanta & I-85 Corridor

Gwinnett · Buford · Braselton

- One of Atlanta's fastest-growing big-box distribution corridors
- Strong fulfillment & logistics demand along I-85

1M+

Residents in
Gwinnett County



Manufacturing & Distribution

Northwest Atlanta

Cobb County · Kennesaw · Acworth

- Major manufacturing & distribution corridor along I-75
- Strong industrial demand driven by labor access & regional connectivity

780K+

Residents in
Cobb County



Bulk Warehouse

I-20 West Corridor

Lithia Springs · Douglasville · Villa Rica

- Lower land costs continue attracting large-scale industrial development
- Direct I-20 connectivity supports regional & national distribution operations

500K+

Square Feet of
Logistics Facilities

MATTHEWS™

EXCLUSIVELY LISTED BY

Cole Zacharias

Associate

(404) 400-3434

cole.zacharias@matthews.com

License No. 449250 (GA)

Noam Raz

Associate

(404) 905-7270

noam.raz@matthews.com

License No. 447059 (GA)

Thomas Wilkinson

Associate Vice President

(404) 348-4945

thomas.wilkinson@matthews.com

License No. 416083 (GA)

Harrison Auerbach

SVP & Director

(407) 312-1284

harrison.auerbach@matthews.com

License No. 451527 (GA)

Maxx Bauman | Broker of Record | Broker Lic. No. 451849 (GA) | Firm Lic. No. 80041 (GA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **220 River Dr, Cartersville, GA 30120** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.