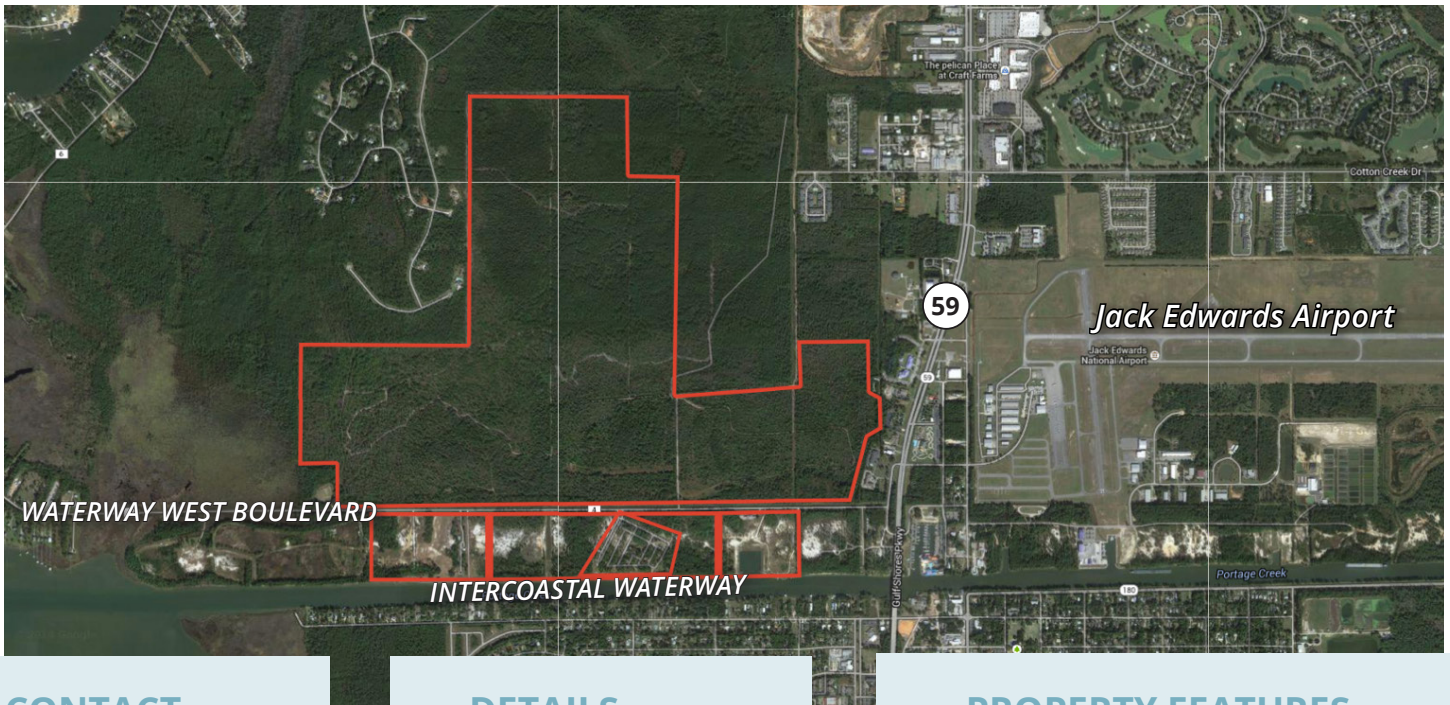


CASE STUDY

GULF SHORES & ORANGE BEACH

MULTIPLE PARCEL SALES ALONG THE ALABAMA GULF COAST



CONTACT



HEATH MILLIGAN
PRINCIPAL

404.647.4999

heath@macallanre.com

DETAILS

LOCATION

South Baldwin County, AL

OVERVIEW

6 Separate Land Transactions

5 Sellers Represented

1,000+ Acres Sold

TIME FRAME

Closed
(4Q 2010 - 3Q 2012)

TOTAL SALES VOLUME

\$13.82 Million

PROPERTY FEATURES

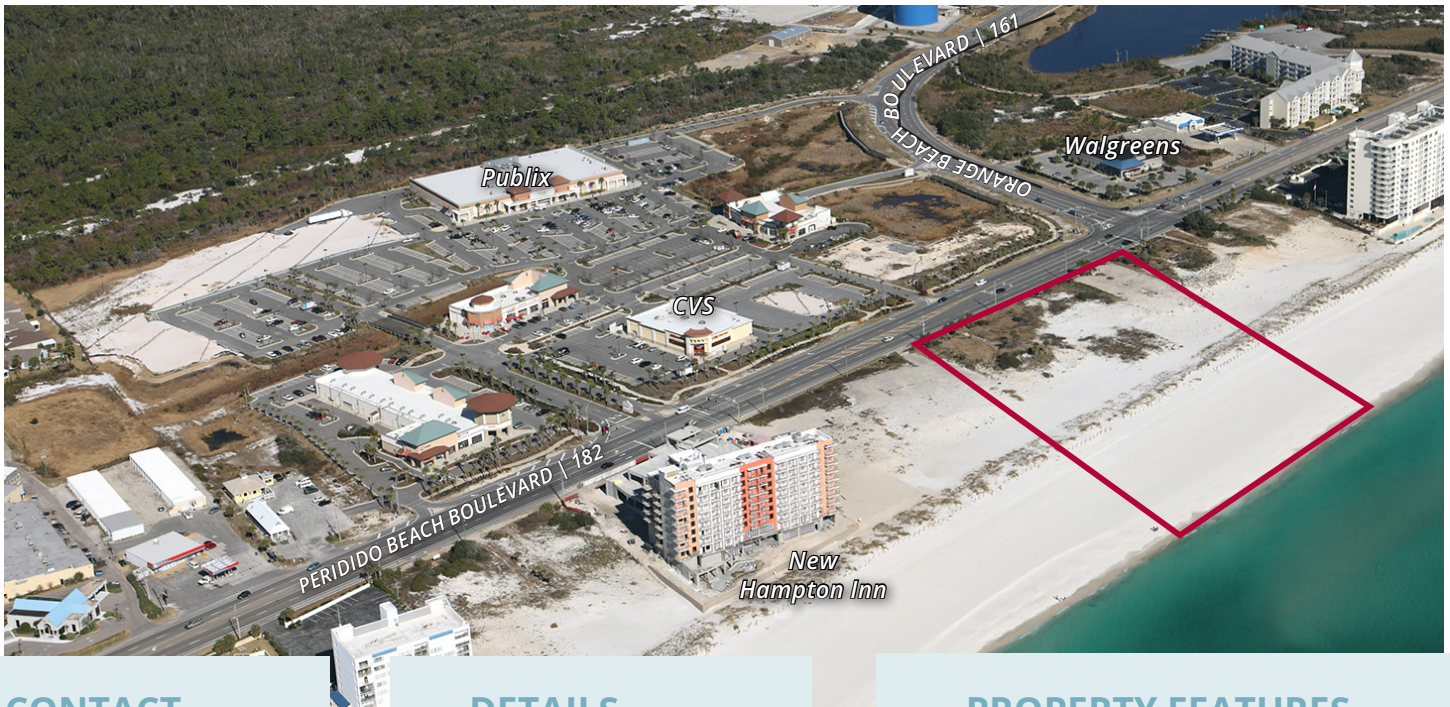
BON SECOUR/WATERDANCE

- » Bon Secour Lots – 35 SF Lots for First National Bank of Florida
- » Bon Secour Waterfront- 66 Acres for the FDIC
- » Bon Secour North – 842 Acres for Wells Fargo Bank
- » Bon Secour Marina – 27 Acres for Wells Fargo Bank
- » WaterDance – 50.4 Acres for Crescent Resources
- » Fully entitled for more than 4,000 residential units and 250K SF of commercial
- » All utilities to the site, with partial infrastructure improvements
- » 500+ acres in wetlands, sold to Baldwin County for mitigation
- » Approved by the US Army Corps of Engineers for several wet and dry marinas
- » More than one mile (6,800+ feet) of frontage along the Intracoastal Waterway
- » Master plan designed by Duany Plater-Zyberk

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MANDALAY CONDO SITE

- » 5.04 Acres of beachfront land
- » 476' of frontage along the Gulf of Mexico
- » Located at intersection of Perdido Beach Blvd (Hwy 182) and Orange Beach Blvd (Hwy 161)
- » Zoned RM-2 Condo, up to 84 units per acre
- » All utilities to the site, with AL-DOT and ADEM approvals