



John Speros

Senior Vice President, Brokerage

770.913.3910
404.578.7033 (mobile)
jsperos@ackermanco.net

EXPERTISE

John Speros has over 26 years of commercial real estate experience and has been involved with virtually every type of commercial real estate transaction, including land sales, office leasing, distressed asset sales, tenant representation, hotel site selection, ground leases, build-to-suit and income property sales.

John has also acquired land for and developed a number of self-storage facilities in Florida and Georgia. His main focus has been in high-profile land parcels along major growth corridors throughout Atlanta and the Southeast. He has represented companies such as General Electric, Hines Interest, Mutual of New York and Prime Hospitality. Recognized as the second highest producing commercial land broker in Atlanta in 2010, John was also honored with the Alvin B. Cates Award for the most significant and outstanding commercial real estate transaction in Atlanta in 2003 and 2007.

Beginning in early 2008, John recognized that the need for land for development would diminish significantly and refocused his efforts on the distressed assets. Since that time he has represented Banks of North Georgia, Regions Bank, SunTrust Bank and BB&T in the sale of their commercial and residential REO assets. Most recently, John represented a private-equity fund in the acquisition of REO assets that had an unpaid principal balance of over \$160,000,000.

MAJOR TRANSACTIONS

Mountain Real Estate – Represented Mountain Real Estate in the acquisition three (3) pools of assets owned by Bank of North Georgia. The pools included approximately 2,500 residential building lots and over 2,000 acres of land. The total unpaid principal balance of loans secured by the assets was in excess of \$160,000,000. These closing occurred at the end of the 1st quarter and end of 2nd quarter 2010.

Regions Bank – Represented Regions banks in the sale of a number of REO assets including a partially developed 24 acres commercial track, an office building and several subdivisions in 2009 and 2010.

SunTrust Bank – Selected as one (1) of three (3) brokerage companies to represent SunTrust in the disposition of their ROE portfolio.

BB&T – Representing BB&T in the sale of the high profile “Great Gatsby” site on Peachtree Boulevard just north of Brookhaven. Located just north of prestigious Brookhaven, this property was planned for a major mixed-use development.

GMAS/RESCAP – Represented GMAC/RESCAP in the sale of their Atlanta REO assets including 313-acres on Fulton Industrial Boulevard, 235-lots in Bridgetown (Forsyth County) and 141-lots in Laurel Canyon (Cherokee County).

John Speros - Senior Vice President, cont'd.

Bank of America – Representing Bank of America in the sale of 15-REO subdivisions in Metro Atlanta.

Alexan 360 – Represented the land owner in the sale of 9.8-acres at Freedom Parkway and Interstate 75/85 in Downtown Atlanta to Trammell Crow Residential for development of Alexan 360, a 592-unit multi-family development. The property sold for \$17.5 million in October 2007.

Edgewood Retail District – Represented Atlanta Gas Light Company in the sale of 34-acres to Sembler Company for development of a mixed-use project known as the Edgewood Retail District on Moreland Avenue in Atlanta. The project contains 550,000 square foot of retail space including Lowes, Kroger and Target with 350-residential units. The sale price was \$30 million.

Orlando Gateway – Represented Southeast Investments in the sale of four (4) hotel sites at the Orlando, Florida airport to McKibbin Hotel Group for \$8.2 million in November 2007.

Paramount – Represented The Hanover Company in the acquisition of a 1.54-acre site for a 39-story, 300-unit luxury residential tower in Buckhead, Atlanta; land transaction value of \$3.35 million.

Cityview - Georgia Baptist Retail/Multi-Family – Represented Realty Development Corporation in the acquisition of a 3.46-acre site for a mixed-use development in Midtown Atlanta. The project contains 255-residential rental and “for sale” units as well as a CVS Pharmacy; land transaction value of \$4 million and CVS lease transaction value of \$5.2 million.

Howard School – Represented the Howard School in the acquisition of a 13.5-acre site in Midtown for development of a new campus; land transaction value of \$7.78 million.

Overton Park – Represented Hines in the acquisition of 33-acres for a mixed-use, master planned development planned for 1.1 million square foot of office space, 400 luxury residential units, a full-service hotel and five (5) restaurant/bank sites in Northwest Atlanta; land transaction of \$23 million.

Perimeter Summit – Structured a joint venture between Hines and General Electric in the development of a 400,000 square foot Class-A office building on 2.6-acres in the Central Perimeter area of Atlanta; land transaction of \$6 million.

Buckhead Station – Represented Bank of Boston in the sale of 12-acres for development of a 230,000 square foot retail center and a high-rise residential tower in the Buckhead area of Atlanta; land transaction of \$9.5 million.

Prominence – Represented Schaedle Worthington in the assemblage of 8.9-acres which was developed as Prominence, a 800,000 square foot office complex in Buckhead; Lland transaction of \$4 million.

Noble Investment Group – Represented Noble in the acquisition of six (6) Hilton and Marriott hotel sites totaling 17-acres in Georgia and Florida; land transaction of \$8 million.

Noble In Buckhead Pavilion – Represented seller and developer in the sale of 5.9-acres which was developed into a 100,000 square foot high-end retail center on Peachtree Road in Buckhead, Atlanta; land transaction of \$5.75 million.