

CASE STUDY - ACQUISITION & DISPOSITION COUNSELING

THE
PRADO
SANDY SPRINGS

The Prado is a 215,000-square-foot, mixed-use development that was developed on 18 acres in the early 1970s. The property is located on Roswell Road in Sandy Springs. **Katsu International**, the owner of Kobe's, a tenant in the Prado, decided to explore buying the property in 1992 after it was foreclosed upon by Westinghouse Credit. Haddow & Company was retained to evaluate the property, assist with due diligence, and negotiate the purchase price. The property was acquired by Katsu for \$4.1 million in December 1992.

Years later, The Sembler Company approached Katsu about redeveloping The Prado with a major shopping center. Haddow & Company was retained to handle the negotiations with Sembler and to help navigate a lengthy contract period. The sale was consummated for \$23.7 million in November 2006. Our firm was also asked by Sembler to help acquire the adjacent 12-acre apartment complex.

BEFORE



AFTER

