

Atlantic Corporate Services

Atlantic Corporate Services (“ACS”) brings a comprehensive strategy and capital markets perspective to commercial real estate. A division of Atlantic Retail, based in Atlanta, GA, ACS advises real estate occupiers and owners throughout the U.S. We work with several real estate asset types, including franchises, retail, industrial, office, and data centers.



Build-to-Suit Advisory

Use outside capital to fund growth.

ACS helps secure full funding by a developer/capital partners to be leased by franchisee operators under a long-term lease (typically 15-20 years) with a NNN expense structure



Sale Leaseback Advisory

Receive 100% of your property's value.

For tenants seeking capital to reallocate to their business, ACS helps owners receive 100% of the value vs the 65%-75% of a traditional mortgage.



Lease Restructure Advisory

Bring a capital markets perspective to negotiations.

Our approach focuses on determining the value of a landlord's property before and after a lease renewal. This creates successful deals that benefit all parties.

ACS Retail Clients



Unlock Capital with Sale Leaseback & Build-to-Suit Strategies



Obtain 100% of Your Real Estate's Value

Our sale leaseback and build-to-suit strategy means that developers fund the construction and land acquisition, so franchisees do not need to invest heavily in upfront costs. This allows franchisees to have additional capital by unlocking the full fair market value of the real estate (versus the 65% - 75% value banks lend on).



Put Money Back Into Your Business

Owned real estate ties up capital and typically generates low returns. With a sale leaseback strategy, franchises are able to redeploy the capital into the core business and earn a higher yield.



Retain Control of Real Estate

We help structure transactions as a NNN lease, providing the franchisee with similar control over the facility as when it was owned.



Structure Your Own Lease

With a sale leaseback and build-to-suit strategy, the seller becomes the tenant in the transaction. This gives you significant bargaining power in structuring the term, rate, and conditions of the property lease. By customizing your lease, you can effectively profit on unused capital.

Develop a 360-Degree View of Lease Restructuring



Reduce Costs with a Proactive Approach

Tenants who reach out early to restructure their leases can negotiate better terms and avoid costly rent increases. ACS keeps track of your deal pipeline and stays on top of the rapidly evolving market conditions, so you will stay ahead of the curve.



Create Efficiencies

When restructuring your leases, ACS will work with you to simultaneously address property management issues, building repairs, new store relocations, legal concerns, and more.



Leverage Your Leased Portfolio

ACS uses your leased portfolio to your advantage. With strategic outreach to landlords, you can share in their value accretion by offering a long-term lease commitment in exchange for a capital commitment.



Improve Lease Terms

ACS works collaboratively with your landlords to create "win-win" solutions. This allows you to strengthen the relationships while securing better lease terms and renewal options.