



WESTSIDE PAPER



PRESENTATION OF
OFFICE LEASING SERVICES



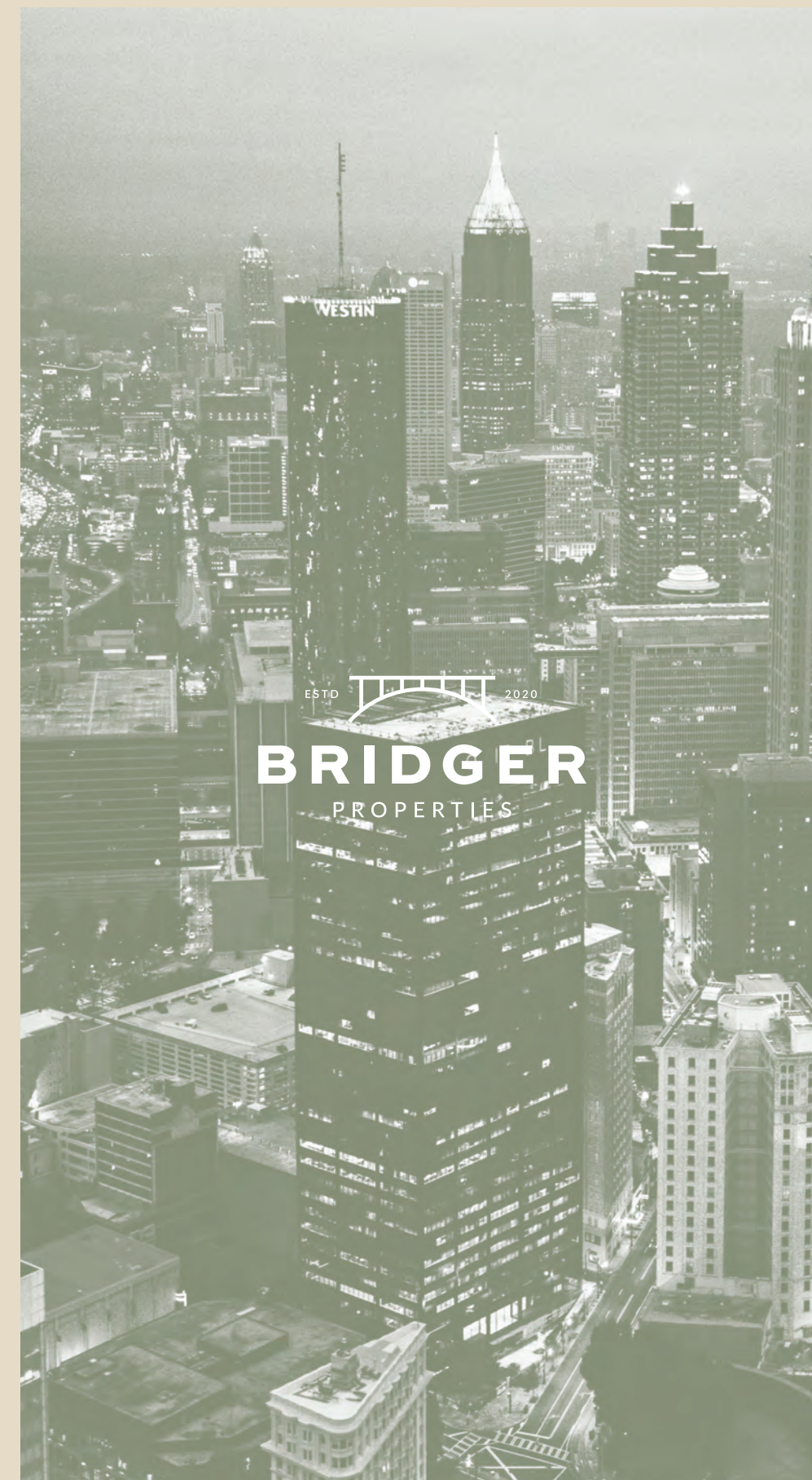
ABOUT

BRIDGER PROPERTIES



Founded in 2020, Bridger is a full-service commercial real estate company focused on our clients' success. Our team brings over 125 years of combined experience and top performance across a broad spectrum of commercial real estate fields. Bridger's core pursuit is providing our clients and partners with a full suite of real estate services built on a unique platform — **Institutional Credibility, Boutique Service.**

Our belief is that all real estate is local, and our clients demand best-in-class service providers in their local markets regardless of that clients' size or capitalization. We aim to provide top-tier service in a responsive and agile construct combined with an institutional mindset, always acting according to our core principle of integrity.



TEAM BIOS



JACK ARNOLD
CO-FOUNDER / PRINCIPAL

Jack co-founded Bridger Properties in 2020. His primary function is to oversee the company's day-to-day brokerage and management operations, as well as drive the company's strategic growth initiatives and investment activity.

Jack brings over 16 years of experience to Bridger Properties, across a broad range of commercial real estate functions. Prior to founding Bridger, Jack spent seven years as Managing Director of Retail at Stream Realty Partners, where he founded the firm's Southeast Retail Team, building it to its position as a market leader. Jack led the Retail Team's real estate services practice, which focused on project leasing, tenant representation and property management. Prior to Stream, Jack served as Director of Retail Services at Carter and later Cassidy Turley, the successor to Carter's brokerage arm. Jack is consistently recognized as a top producer for his performance.



BRIAN HOWELL
SR. VICE PRESIDENT
OFFICE

Brian Howell joined Bridger in 2022 as Senior Vice President. Brian's primary focus is the marketing and leasing of office properties as well as identifying investment opportunities for the firm and its clients. Prior to joining Bridger, Brian was on the office leasing teams for Foundry Commercial and Stream Realty Partners where he represented over four million square feet of primarily Class A office properties. Since 2015, Brian has executed 325 leases, totaling 2.25M SF with an aggregate gross rent of \$130M. He has been a multiple recipient of the Costar Power Broker award and in 2023 was named Bridger Properties' Top Producer.

Before joining Stream, Brian was part of Rosemont Realty's Asset Management team, where he was responsible for approximately three million square feet of office in the Eastern United States. Prior to Rosemont Realty, he served a five-year tenure at Wells Real Estate Funds (now Columbia Property Trust) as a valued member of their Asset Management team. During his time at Columbia Property Trust, Brian was responsible for a five million square foot office portfolio and was involved in nearly \$1 billion worth of transactions.



MERRITT LANCASTER
CO-FOUNDER / PRINCIPAL

Merritt co-founded Bridger Properties in 2020. His primary function is to oversee the company's investment strategy and principal activities, as well as support the company's growing service platform.

Merritt has been active in commercial real estate for over 25 years. Following a decade as a Commercial Real Estate Lender at JP Morgan and Merrill Lynch, Merritt spent 4 years with Flournoy Development Company as its Chief Investment Officer then re-started Paces Properties in 2012 and co-owned it through its success until 2018.

Following Paces, Merritt founded Confluence Real Estate which was folded into Bridger Properties. As a Lender, Owner and Developer, Merritt has learned it takes persistence, patience, knowledge, and creativity to be successful. Merritt is responsible for over \$3 billion in real estate transactions, and brings extensive knowledge of retail, office, industrial, hospitality, self-storage, multi-family and senior housing to Bridger's platform.



KRIS WOODARD
SR. VICE PRESIDENT
OFFICE

Kris Woodard, Senior Vice President, joined Bridger Properties in 2024 with 10 years of experience working with office and industrial users. Previous to Bridger, Kris spent five years at Cresa focusing solely on tenant representation. He began his commercial real estate career working with Stream Realty Partners in 2014, serving as Vice President and spearheading their Industrial Tenant Rep team.

Prior to his career in commercial real estate, Kris was a Navy Rescue Swimmer and Army Ranger, before receiving his masters in Commercial Real Estate. Kris leverages his military background and relationships to further service landlords and tenants in their real estate needs.



TAYLOR BROWN
SR. VICE PRESIDENT

Taylor joined Bridger Properties as Senior Vice President in 2022 and is responsible for sourcing and executing new investment opportunities for the company. He is also responsible for identifying and maintaining strategic capital and tenant relationships for the company.

Prior to joining Bridger, Taylor spent 5 years with New Market Properties in Atlanta where he led the acquisition of over \$600M of real estate across the Southeast and Mid-Atlantic. Prior to New Market, Taylor spent 4 years with EDENS, in their Washington, DC and Boston offices where he was responsible for the investment analysis of acquisition, disposition, and redevelopment opportunities in the company's Northeast portfolio.



SHELBI BODNER
SR. VICE PRESIDENT
RETAIL

Shelbi joined Bridger Properties in 2021 and serves as Senior Vice President of Retail. With over 13 years of extensive real estate experience, Shelbi is a proven professional who brings a unique and broad skill set to the firm. In her role with Bridger, Shelbi will help direct the firm's Occupier Services and Project Leasing practices, specializing in retail and creative office leasing and remerchandising intown developments. Additionally, Shelbi is responsible for spearheading the growth and direction of Bridger's Strategic Advisory group.

Prior to joining Bridger, Shelbi served as Director of Leasing at Paces Properties, where she spearheaded the leasing efforts for some of Atlanta's most notable developments, including Krog Street Market, Vinings Jubilee, Larkin on Memorial, East Atlanta Village and Atlanta Dairies as well as Optimist Hall in Charlotte, North Carolina. Prior to Paces Properties, Shelbi served as an Associate at DanielCorporation, where she was responsible for the firm's third-party office leasing in the Greater Atlanta area.

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RELEVANT EXPERIENCE



OPTIMIST HALL
CHARLOTTE, NC
124,915 SF / MIXED-USE



KROG STREET MARKET
ATLANTA, GA
107,877 SF / MIXED-USE



ATLANTA DAIRIES
ATLANTA, GA
95,000 SF / MIXED-USE



LEE & WHITE
ATLANTA, GA
426,000 SF / MIXED-USE



MARIETTA STATION
MARIETTA, GA
98,000 SF / MIXED-USE



ELLSWORTH LOFTS
ATLANTA, GA
81,629 SF / MIXED-USE



WESTSIDE PAPER
ATLANTA, GA
235,000 SF / MIXED-USE



PURITAN MILL
ATLANTA, GA
125,000 SF / CREATIVE OFFICE



UNION MARKET
WASHINGTON D.C.
140,770 SF / MIXED-USE



MOSAIC DISTRICT
WASHINGTON D.C.
408,701 SF / MIXED-USE



LARKIN ON MEMORIAL
ATLANTA, GA
70,352 SF / IN-TOWN RETAIL



EAST ATLANTA VILLAGE
ATLANTA, GA
25,000 SF / IN-TOWN RETAIL

CURRENT ASSIGNMENTS

PROPERTY	ADDRESS	SF	OWNER
1455 Lincoln	1455 Lincoln Pkwy E, Dunwoody, GA 30346	184,000	Parmenter/Innova Solutions
2300 Peachtree	2300 Peachtree, Atlanta GA	46,339	Asana Partners
Marietta Station	123 Church St, Marietta GA	62,836	Bridger Properties
Northridge Pavilion	1301 - 1303 Hightower Trail	99,109	Bentley Spectrum
King Plow	887 W Marietta St, Atlanta GA 30318	19,500	Rob Brinson
2400 Meadowbrook	2400 Meadowbrook Pky, Duluth GA	30,000	Innova Solutions
31 Pharr	31 Pharr, Atlanta GA	24,912	Gibson Ave
Buckhead Butcher	3198 Cains Hill	9,000	Buckhead Butcher
878 3rd St	878 3rd St, Atlanta GA 30318	9,217	JAMCO
Suwanee Town Center (Office)	310 Town Center	7,500	Crow Holdings
11445 Johns Creek Pky	11445 Johns Creek Pkwy, Duluth, GA 30098	40,000	Shonk
The Meridian	2736 Meadow Church Rd, Duluth, GA 30097	46,735	Shonk
3200-3280 Pointe Pky	3200 Pointe Pky, Peachtree Corners, GA 30092	84,872	Shonk
10745 Westside Way	10745 Westside Way, Alpharetta, GA 30009	60,000	Shonk
5854 Peachtree Corners	5854 Peachtree Corners E, Peachtree Corners, GA 30092	30,375	Shonk
5923 Peachtree Industrial Blvd	5923 Peachtree Industrial Blvd, Norcross, GA 30092	50,084	Shonk
4000 Johns Creek Ct	4000 Johns Creek Ct, Suwanee, GA 30024	87,219	Shonk
3150-3160 Main St	3150-3160 Main St, Duluth, GA 30096	40,000	Shonk
3550 Engineering Dr	3550 Engineering Dr, Peachtree Corners, GA 30092	103,180	Shonk
337 Elizabeth	337 Elizabeth, Atlanta GA	6,000	Bridger Properties
		1,040,878	

BRIDGER APPROACH

CREATIVE PROBLEM SOLVING

Through our combined 125 years of experience in commercial real estate, Bridger brings a unique perspective to solving problems at complex projects like Westside Paper. We've represented similar adaptive-reuse projects such as Puritan Mill, Ellsworth Lofts, and King Plow. We've also developed, leased & managed highly trafficked entertainment destinations like Lee+White & Atlanta Dairies.

Bridger's expertise for this specific type of asset, both Retail and Office, in this exact trade area make us a unique and unmatched option to maximize the potential for Westside Paper.



REFERENCES

NATHAN RESER, PARMENTER

“BRIAN IS GREAT TO WORK WITH ON THE LEASING SIDE AND I WOULD WHOLEHEARTEDLY ENDORSE HIM. HE COMES FROM AN ASSET MANAGEMENT BACKGROUND AND UNDERSTANDS HOW AN OWNER THINKS ABOUT LEASE TRANSACTIONS. **HE MAKES MY JOB EASY** BY PROVIDING GOOD LEASE PROPOSAL RECOMMENDATIONS AND BACKING THEM UP WITH ANALYSIS. BRIAN IS ALSO VERY DETAILED AND HELPS SHEPHERD A LEASE TRANSACTION ALL THE WAY TO EXECUTION. THIS IS A REFRESHING IMPROVEMENT FROM OTHER BROKERS I HAVE WORKED WITH THAT THINK THEIR JOB IS OVER AFTER A DEAL GOES TO LEASE NEGOTIATIONS. ”

LESLIE DEEL, SHONK

“WE’VE WORKED WITH BRIAN FOR EIGHT YEARS AND **WISH WE COULD HAVE “A BRIAN” IN EVERY ONE OF OUR MARKETS.** HIS ASSET MANAGEMENT EXPERIENCE BRINGS AN OWNERSHIP MENTALITY AND HE’S ALWAYS PROFESSIONAL AND RESPONSIVE. IN THE PAST THREE YEARS HE’S SIGNED OVER 300,000 SF OF LEASES IN OUR PORTFOLIO.”

REFERENCE CONTACT INFO

NATHAN RESER

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LESLIE DEEL

Asset Manager | Shonk

leslie@slc-304.com (304) 414-5645

LEASING COMPS

DATE LEASED	TENANT NAME	LEASE TYPE	BUILDING NAME	LEASED SF	LEASE TERM (MONTHS)	RATE	ESCALATION	FREE RENT	TENANT IMPROVEMENTS
Q1 2024	Lion Re:Sources	Renewal	Northyards Bldgs 100-600	61,822	130	\$37.13 Gross	2.0%		
Q4 2023	Krevolin & Horst	New Lease	One Atlantic Center	23,336	136	\$31.00 NNN	3.0%	24	\$125.00
Q4 2023	Burr Forman	New Lease	1075 Peachtree	28,423	158	\$32.00 NNN	2.5%	14	\$130.00
Q2 2023	Deloitte	New Lease	Promenade Tower	71,449	145	\$33.00 NNN	2.8%	13	\$115.00
Q2 2023	UP Entertainment LLC	Sublease	Ellsworth Lofts	19,715	13	\$30.00 FS	Flat	0	\$25.00
Q2 2023	Coca-Cola Enterprises	Renewal	Northyards Bldgs 100-600	50,508	96	\$28.75 NNN	3.0%	2	\$28.00
Q1 2023	Anchor Health	New Lease	Inland Tract at Westside Collective	1,800	39	\$27.00 NNN	3.0%	3	\$2.00
Q1 2023	Swinerton Builders	New Lease	Armour Yards	13,326	92	\$31.00 NNN	3.0%	8	\$65.00
Q4 2022	Amex	New Lease	Midtown Union	47,289	130	\$58.75 FS	2.5%	10	\$125.00
Q4 2022	Cadence Bank	New Lease	999 Peachtree	28,934	144	\$46.00 FS	2.5%	12	\$100.00
Q4 2022	Saras Micro Devices	New Lease	Inland Tract at Westside Collective	17,456	89	\$27.50 NNN	3.0%	5	\$45.00
Q4 2022	The Helion Group	New Lease	Armour Yards	7,674	74	\$31.00 NNN	3.0%	7	\$60.00
Q4 2022	Genexa Inc.	Sublease	Armour Yards	10,000	32	\$32.00 FS	3.0%	3	\$0.00
Q3 2022	McKinsey & Co	New Lease	Midtown Union	57,638	132	\$46.00 NNN	2.5%	12	\$100.00
Q3 2022	McGuire Woods	New Lease	Promenade Tower	34,053	180	\$31.00 NNN	2.3%	15	\$130.00
Q3 2022	Anisa International Inc	Renewal	Armour Yards	10,802	60	\$26.62 NNN	3.0%	0	\$0.00
Q2 2022	Regions Bank	Renewal	Regions Plaza	101,322	132	\$38.00 FS	2.5%	12	\$47.00
Q2 2022	WebMD	Renewal	400 Colony Square	41,876	67	\$40.00 FS	3.0%	7	\$35.00
Q2 2022	VERO Biotech	Renewal	Northyards Bldgs 100-600	15,342	38	\$29.71 NNN	3.0%	2	\$0.00
Q1 2022	Kimley-Horn	New Lease	1200 Peachtree	35,028	132	\$30.50 NNN	2.5%	12	\$86.25
Q1 2022	Freud Tools	New Lease	Armour Yards	19,000	91	\$30.00 NNN	3.0%	7	\$55.15
Q3 2021	Swift Currie	New Lease	1420 Peachtree	103,844	132	\$39.50 FS	2.0%	12	\$100.00
Q3 2021	Visa	New Lease	1200 Peachtree	124,779	130	\$44.00 FS	2.5%	12	\$90.00
Q2 2021	MacDermid Graphic Solutions	New Lease	The Works Buildings 400-500	45,000	130	\$29.00 NNN	2.5%	10	\$65.00
Q2 2021	I Heart Media	New Lease	Adaptive Re-Use Office at The Works	26,022	130	\$30.00 NNN	3.0%	10	\$100.00



STRENGTHS

- New construction
- Beltline access
- Local and respected ownership
- Onsite retail
- Ample surface parking

WEAKNESSES

- Most tenants want to be east of the rail line
- Views of QTS roof and Fulton County Jail
- High load factor
- Weak office market fundamentals

OPPORTUNITIES

- Continue leasing and activating ground floor as retail (Bose)
- Break up second floor of office into spec suites

THREATS

- Desperation in competitive set to buy deals



CHECK THE BOX

Create tour books, flyers, signage, online listing services, and e-blasts in collaboration with ownership team



PRESS

Press releases to the marketplace



ROAD SHOWS

Visit tenant rep shops to provide project overview



EVENTS + INCENTIVES

Host mindful drop-in events to launch Westside Paper to the brokerage community



TARGET TENANTS

Call on expiring tenants, aggressively chase tenants in the market



BE DIFFERENT

Customized materials and interactions



LEASING PLAN

NEXT LEVEL STRATEGIES

DIRECT CONTACT

The core of our marketing efforts will be devoted to personal outreach to brokers and prospects introducing them to Westside Paper. This will include phone, email, letter and face-to-face visits for logical prospects locally, regionally, and nationally, and hosting meetings with cooperating brokers, local officials, economic development, and any others who may be able to direct potential prospects to the property.

COLLATERAL

Westside Paper will require significant communication with the brokerage community, prospective tenants, and the general public. Bridger Properties' marketing team is professionally trained at the highest levels to produce creative, engaging communication materials, including copywriting for press releases and public engagement. This will not only facilitate streamlined, best-in class communications but will help fully integrate a seamless marketing campaign in the markets.

WHITE GLOVE TOURS

We want every prospect to have a white-glove experience. Maintaining marketing centers that are customized for each prospect allows Westside Paper to be memorable. Each tour includes marketing banners, tour books, floor plans, beverages, snacks, giveaways and more.

CUSTOMIZED FOLLOW UP

We want to stay top of mind after tours. Custom follow-up packages, signage mockups, and personalized proposals are simple, cost effective ways we can reach out to tenants after a tour. These personal touches can be influential in winning a prospect.





MARKETING STRATEGY

FIRST 30 DAYS

FIRST 60 DAYS



BROKER LAUNCH

Cover the business and broker communities with marketing materials and e-blast.



GO LIVE ON LISTING SITES

Go live on Bridger Properties website, Loopnet & Costar with branded materials and renderings.



MARKETING SITES

Create a mobile marketing center including vinyls showing renderings, site plan, and area information that can be set up near the site for tours.



PRESS NETWORK

Develop press strategy to reach the Atlanta Business Chronicle and local influencers to get the project message out.



BROKER ROAD SHOW

Introduce the project to the Tenant Rep community through a series of in-person broker road shows.



E-BLAST CAMPAIGN

Ongoing e-blast campaign highlighting vacancies within the building.



MARKETING CENTER ON 4TH FLOOR

- Soft seating
- Fridge with drinks
- Column graphics
- Large mural on building core celebrating West Midtown past and present (From Exposition Cotton Mill to Today)

CLEAN UP DIGITAL PRESENCE

- Highlight Spec Suites and fix contiguous space on Costar
- Photos and virtual tours for Spec Suites.

UNIFIED BOUTIQUE BROKERAGE

- Bridger prides itself in offering institutional-level results through a boutique brokerage. Westside Paper has tried using the 'big shops' and have seen the lack of results. Westside Paper would be our flagship assignment and our reputation is dependent upon the leasing success.
- Asset success is reliant upon minimizing resistance. Having one unified brokerage team helps avoid the communication hurdles of conflicting teams trying to lease a single building. Our office and retail team sit side-by-side, collaborating and working together to strategize to lease mixed-use buildings with multiple uses. With Brian's focus on office leasing, Kris' experience in flex and showroom, and Shelbi's expertise in retail, the Bridger team brings a coordinated and collaborative approach to identify and attract every possible opportunity in the market. There's no break-down of communication, or competition and conflict, since we are all on the same team.

Meets Criteria (13)		All Spaces (13)									
Floor	Suite	Info/Docs	Use	Type	SF Avail	Flr Contig	Bldg Contig	Rent	Occupancy	Term	
P 1st			Retail	Direct	100,000 - 150,000	150,000	150,000		Withheld	Vacant	Negotiable
E 1st	C110/...		Office	Direct	52,553	91,762	121,623		Withheld	Vacant	Negotiable
E 1st	C130/...		Office	Direct	41,494	41,494	41,494		Withheld	Vacant	Negotiable
E 1st	B120/1...		Office	Direct	33,291	91,762	121,623		Withheld	Vacant	Negotiable
P 1st	B110		Office	Direct	5,918	91,762	121,623		Withheld	Vacant	Negotiable
P 1st			Retail	Direct	5,000	5,000	5,000		Withheld	Vacant	Negotiable
P 1st			Retail	Direct	1,100 - 4,900	4,900	4,900		Withheld	Vacant	10 Years
P 1st	B115		Office	Direct	3,619	3,619	3,619		Withheld	Vacant	Negotiable
P 2nd	B210		Flex	Direct	22,339	29,861	121,623		Withheld	Vacant	Negotiable
E 2nd	A210		Office	Direct	7,522	29,861	121,623		Withheld	Vacant	Negotiable
P 2nd			Off/Ret	Direct	5,100	5,100	5,100		Withheld	Vacant	10 Years
P 3rd	B310		Office	Direct	22,747	22,747	22,747		Withheld	Vacant	Negotiable
P 4th	B410		Office	Direct	22,747	22,747	22,747		Withheld	Vacant	Negotiable

TENANTS IN THE MARKET

TENANT	SF (MIN)	SF (MAX)
ALSTON & BIRD	150,000	250,000
EVERSHEDS SUTHERLAND	100,000	125,000
E&Y	100,000	120,000
KPMG	75,000	100,000
UNDISCLOSED	70,000	100,000
HAWKINS & PARNELL	50,000	50,000
CULTURE CAPITAL	50,000	70,000
CONA SERVICES	35,000	40,000
BOSE	35,000	35,000
JACOBS ENGINEERING	30,000	30,000
UNKNOWN	30,000	30,000
NASDAQ	25,000	50,000
PAGERDUTY	25,000	25,000
COGNIZANT	25,000	25,000
SKIPTOWN	25,000	30,000
FTI CONSULTING	20,000	25,000
22SQUARED	20,000	20,000
LIONHEART GAMES	20,000	20,000
AID ATLANTA	18,000	18,000
RPM LIVING	17,000	17,000
HAVAS SPORTS & ENTERTAINMENT	16,000	16,000

TENANT	SF (MIN)	SF (MAX)
PARK MOBILE	15,000	20,000
GREENLIGHT	15,000	20,000
REVEL SYSTEMS	15,000	15,000
THE MALIN	15,000	15,000
SOFTCHOICE	15,000	15,000
STORY CHURCH	15,000	15,000
PIRATE.COM	15,000	15,000
MAY ARCHITECTURE	15,000	15,000
DOOR DASH	15,000	15,000
KAZAMERIC	15,000	15,000
EA SPORTS	15,000	15,000
INTELLISHIFT	10,000	12,000
AIRBUS	10,000	10,000
ALLSTATE INSURANCE	10,000	10,000
REGUS	10,000	10,000
VILIO	10,000	10,000
NELSON	10,000	10,000
CENTRAL CASTING	10,000	10,000
OLE RED	10,000	10,000
JOHN HANCOCK	10,000	10,000
GET ENGAGED MEDIA	10,000	8,000

COMP SET



#	COMPSET	RBA	AVAILABLE	RATE	PARKING	LANDLORD
1.	WESTSIDE PAPER	258,860	82,990	\$40.00 NNN	2.66	Third and Urban / Westbridge / FCP
2.	INTERLOCK I	400,000	138,747	\$55.00 FS	2.52	Armada Hoffler
3.	INTERLOCK II	265,000	175,307	\$55.00 FS	2.83	SJ Collins
4.	ECHO STREET WEST	274,974	274,974	\$42.00 NNN	2.10	Lincoln Property Company
5.	1050 BRICKWORKS	225,000	225,000	\$46.00 NNN	2.80	Asana Partners
6.	8WEST	190,381	136,370	\$55.00 FS	3.57	Atlantic Capital Partners
7.	STAR METALS	267,000	917,222	\$51.00 - \$61.00 NNN	3.00	Allen Morris Company

RECOMMENDED STRIKE TERMS

TERM	RATE	ESCALATIONS	FREE RENT	TI
130	\$37.00 NNN	2.50%	10	\$110

PROPOSED FEE STRUCTURE

LEASING COMMISSION STRUCTURE

OFFICE LEASING FEES

- New Leases / Expansions / Renewals / Relocations without a participating broker:
4.00% + one month pro fee*

*Pro fees are not added to Renewals or Relocations but are included on Expansions

- New Leases / Expansions / Renewals / Relocations with a participating broker:
2.00% + one half month pro fee*

*Pro fees are not added to Renewals or Relocations but are included on Expansions

- The leasing fee shall be equal to the above percentage of the effective rentals scheduled during that portion of the term of the lease and shall be paid one-half (1/2) upon full lease execution and one-half (1/2) upon lease commencement. However, commissions for any renewals or extensions will be paid in full upon execution. Participating brokers shall be paid a market rate commission by Owner pursuant to a separately negotiated commission agreement.

MARKETING EXPENSES

- Owner shall reimburse Broker for all marketing related expenses directly relating to projects; including, but not limited to, tour collateral and personalized prospect outreach, in-house printing and postage, space planning, third-party advertising, large-scale window graphics, etc. Notwithstanding the foregoing, Broker will be responsible for cost and installation of leasing sign.



CONTACT INFO

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