

DRAFT — NOT FOR DISTRIBUTION

The Gwinnett Retail Ownership Report

2026 Edition · Who owns Gwinnett County's shopping centers,
who is most likely to sell, and where the distress sits.

Túy “Dewey” Luong, CCIM

SERHANT. Georgia · 678-707-2498 · dewey.luong@serhant.com

Data pulled from pipeline.db on October 3, 2026.

Every figure in this report was computed from the underlying database at build time — nothing estimated.

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Methodology — how this database was built

This report is a direct readout of a broker-built ownership pipeline for retail commercial property in Gwinnett County, Georgia. It was not purchased, licensed, or scraped in bulk from a vendor feed. It was assembled property by property, owner by owner, through public-records research.

Build process

1. **Property universe.** 1,565 retail properties across Gwinnett County were identified and scored for sellability — shopping centers, strip retail, and retail-anchored mixed-use.
2. **Ownership research.** For each property, the owner entity of record was established from county tax/deed records and the Georgia Secretary of State corporate registry. 1,325 owner entities are tracked; 893 properties are Stage 1 verified.
3. **Signal logging.** 149 disposition signals were logged against properties — ownership events, financing activity, vacancies, for-sale activity, zoning/development plays, and anchor closures.
4. **Contact enrichment.** Decision-maker names, phones, and emails were added where publicly available or verified through outreach. Owner interactions are logged with date, channel, and outcome.

Stage definitions (working definitions, under review)

Stage	Properties	Meaning
Stage 1 verified	893	Owner entity and mailing address verified against public records
Research needed	638	Property scored; ownership research not yet completed
Contacted	33	Outreach made to the owner
Owner identified	1	Decision-maker named; outreach pending

Signal taxonomy

Signals are typed at logging time. Trigger signals are the pipeline's highest-priority disposition indicators (ownership events, financing activity, development plays).

Supporting types: financing-type, for-sale-type, vacancy-type, ownership-event, zoning/development, anchor-dark, and other documented signals.

VERIFIED FACT

All counts in this report were recomputed from pipeline.db on **October 3, 2026 (~9:44 PM ET)**. Database last updated the same day. Figures labeled as verified come from SQL queries run at build time — not from estimates, samples, or prior drafts.

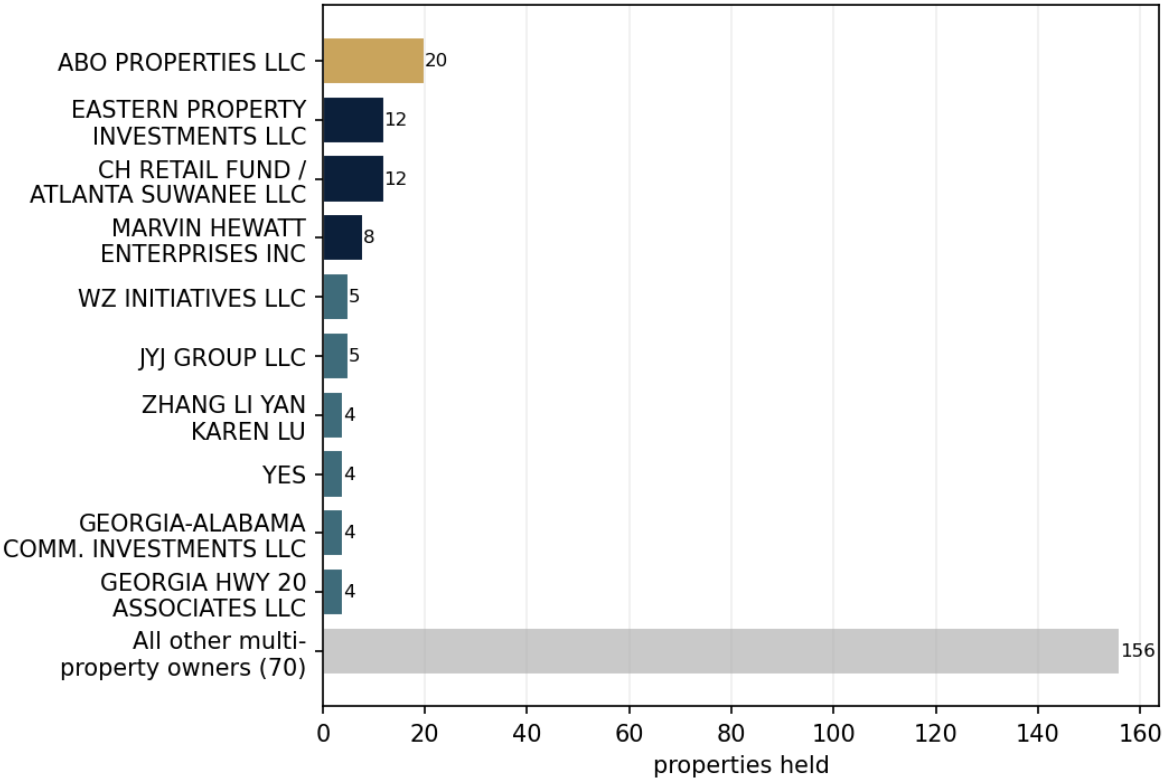
Finding 1 — 80 portfolio owners control 234 centers

Ownership of Gwinnett retail is concentrated. After excluding three placeholder rows (UNKNOWN, VERIFIED, NO (B-11) — deed-research artifacts, not real entities), **80 distinct owner entities hold more than one property each, controlling 234 centers** — 15% of the tracked universe in the hands of repeat owners. One relationship can mean many listings.

80 multi-property owners	234 centers they control	20 properties held by the largest, ABO PROPERTIES LLC
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Owner entity	Properties
ABO PROPERTIES LLC	20
EASTERN PROPERTY INVESTMENTS LLC	12
CH RETAIL FUND/ATLANTA SUWANEE LLC	12
MARVIN HEWATT ENTERPRISES INC	8
WZ INITIATIVES LLC	5
JYJ GROUP LLC	5

Portfolio concentration: 80 owners hold 234 centers

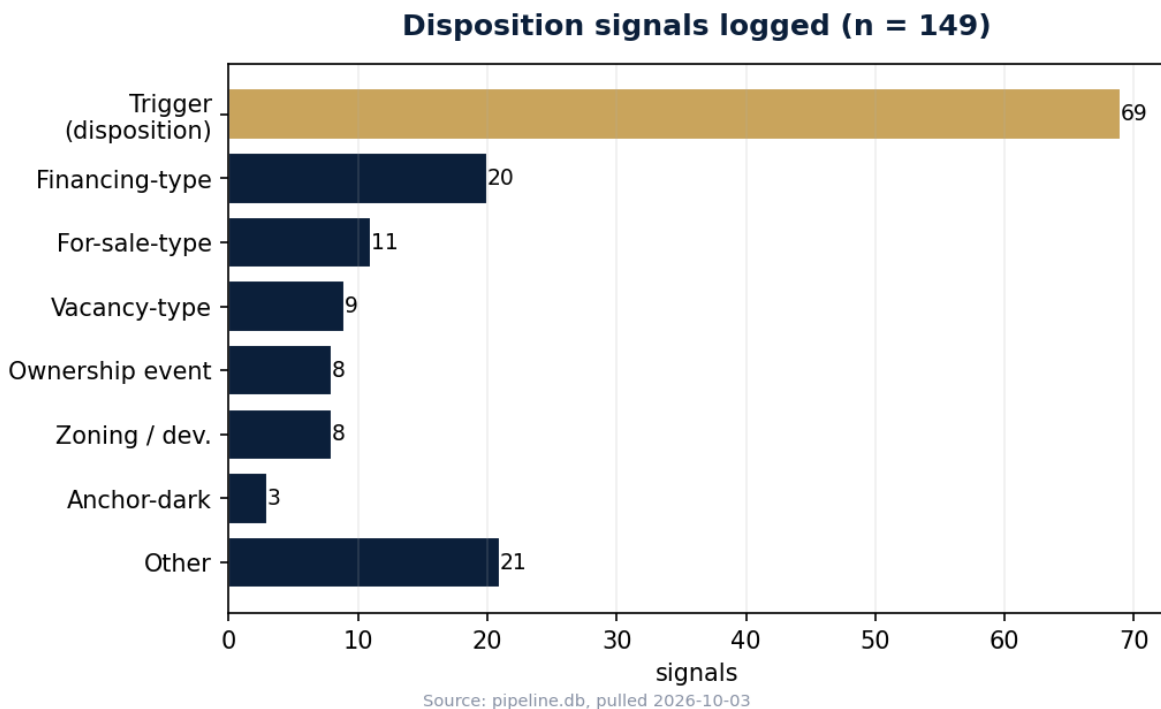


Source: pipeline.db, pulled 2026-10-03 · placeholder rows (UNKNOWN/VERIFIED) excluded; see methodology

Why it matters: portfolio owners are the highest-leverage relationships in brokerage — one conversation can surface multiple disposition candidates. The report’s owner-segment work starts here.

Finding 2 — 69 trigger-grade disposition signals are live

69 trigger signals — the pipeline’s highest-priority disposition indicators — are active across the database, out of 149 total logged signals (147 currently active). Supporting signal volume: 20 financing-type, 11 for-sale-type, 9 vacancy-type, 8 ownership-event, 8 zoning/development, and 3 anchor-dark.



ASSUMPTION

That trigger signals convert to listings at any specific rate is **not** established. The signals identify owners worth a conversation; conversion depends on outreach, timing, and market conditions.

Finding 3 — the Big Lots anchor wave is still bleeding

The pipeline independently confirmed the post-anchor distress pattern from the 2024 Big Lots bankruptcy wave — through skip-tracing and lease-availability records, not broker opinion:

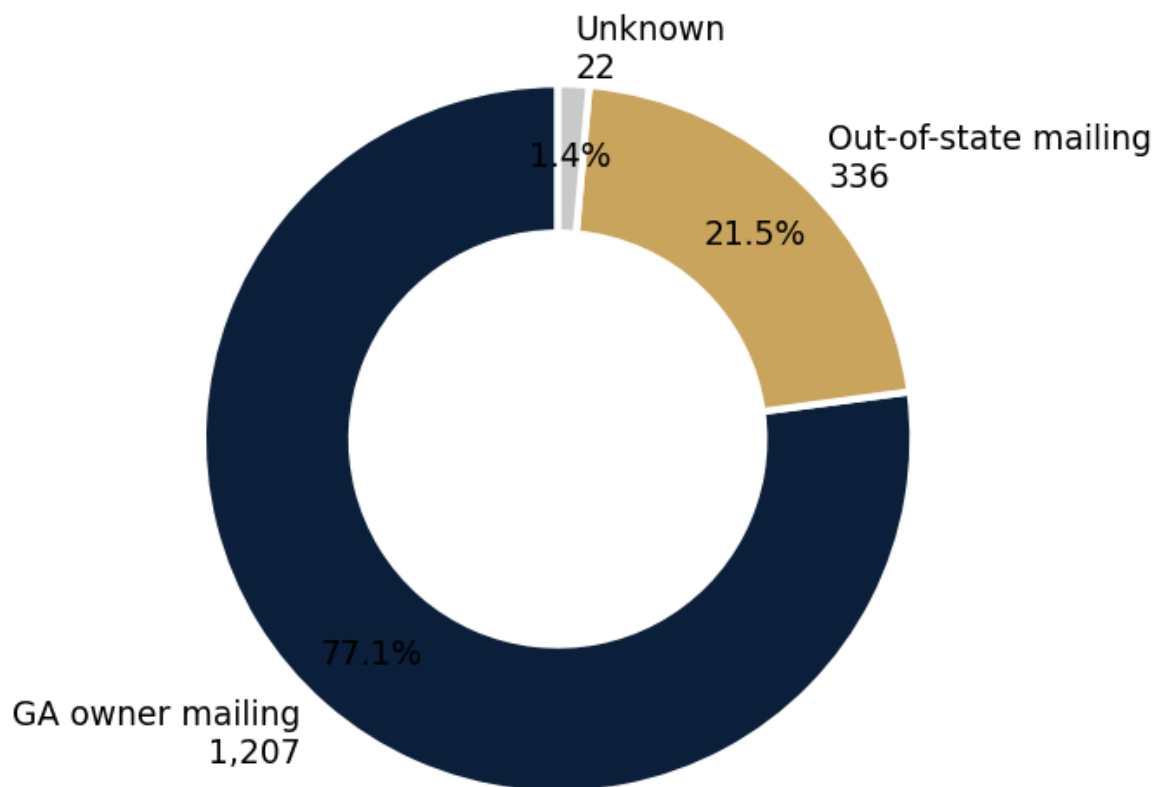
Property	Status
2059 Scenic Hwy N, Snellville	Big Lots closed Oct 2024; 32,175 SF anchor box available for lease
250 Grayson Hwy, Lawrenceville	Big Lots permanently closed Oct 2024; out-of-state (FL) owner
3379 Lawrenceville Suwanee Rd, Suwanee	Advance Auto Parts 700+ store closure program announced (Nov 2025 wave); Hilco Real Estate engaged

Why it matters: anchor-dark centers are the county’s most likely near-term sellers — carrying costs on dark boxes force decisions. These are verifiable from public records, which is exactly why they belong in a data report rather than a pitch.

Finding 4 — 21.5% of owners sit out of state

336 tracked properties — 21.5% of the database — carry out-of-state owner mailing addresses (296 distinct owner entities). The heaviest out-of-state concentrations: Florida (56), Texas (41), California (32), New York (28), Ohio (22), Illinois (20), Tennessee (18).

Owner mailing address: 21.5% out-of-state (n = 1,565 properties)



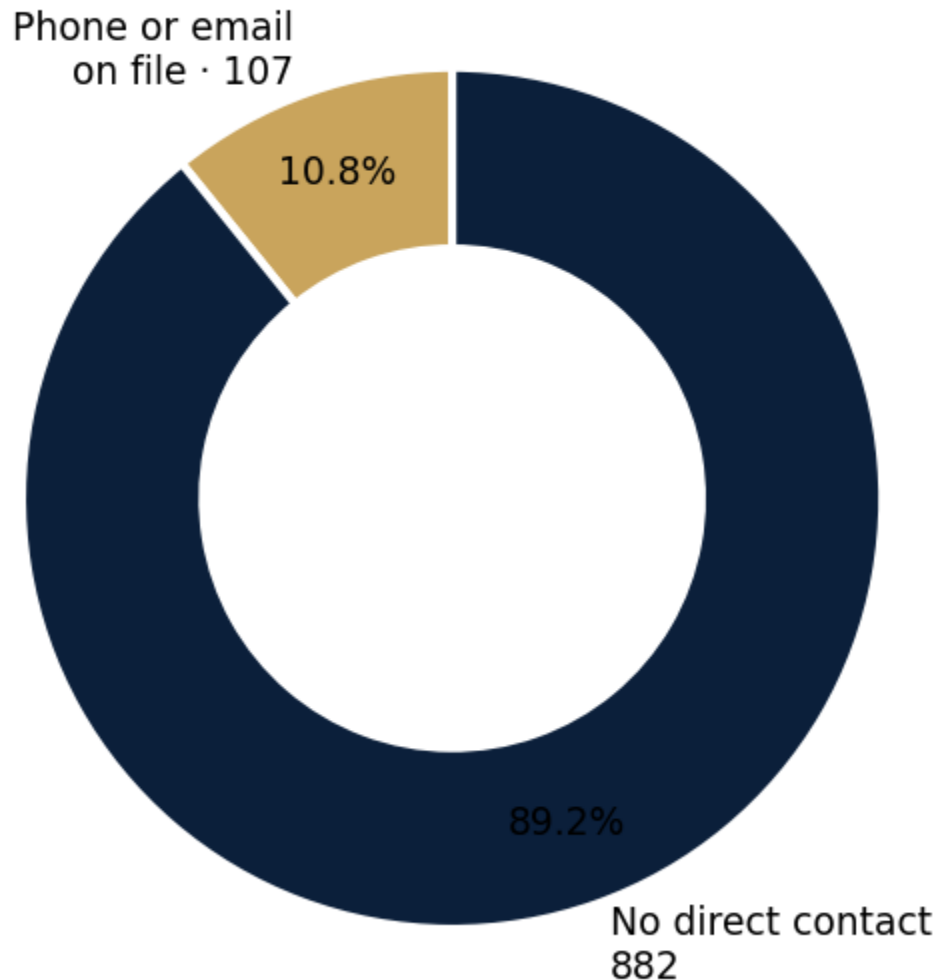
Source: pipeline.db, pulled 2026-10-03

Why it matters: absentee landlords are the highest-probability seller segment in every disposition study — distance erodes attachment, and management friction accumulates. They are identified here, not guessed.

Finding 5 — the pipeline is a relationship machine, not a list

107 owner rows now carry a verified or published phone or email, and **1,022 owner interactions are logged** with date, channel, and outcome (754 research touches, 234 internal notes, 31 direct-mail sends, 3 emails). The database behind this report is an operating relationship system with a paper trail.

Contact coverage (n = 989 owner rows)

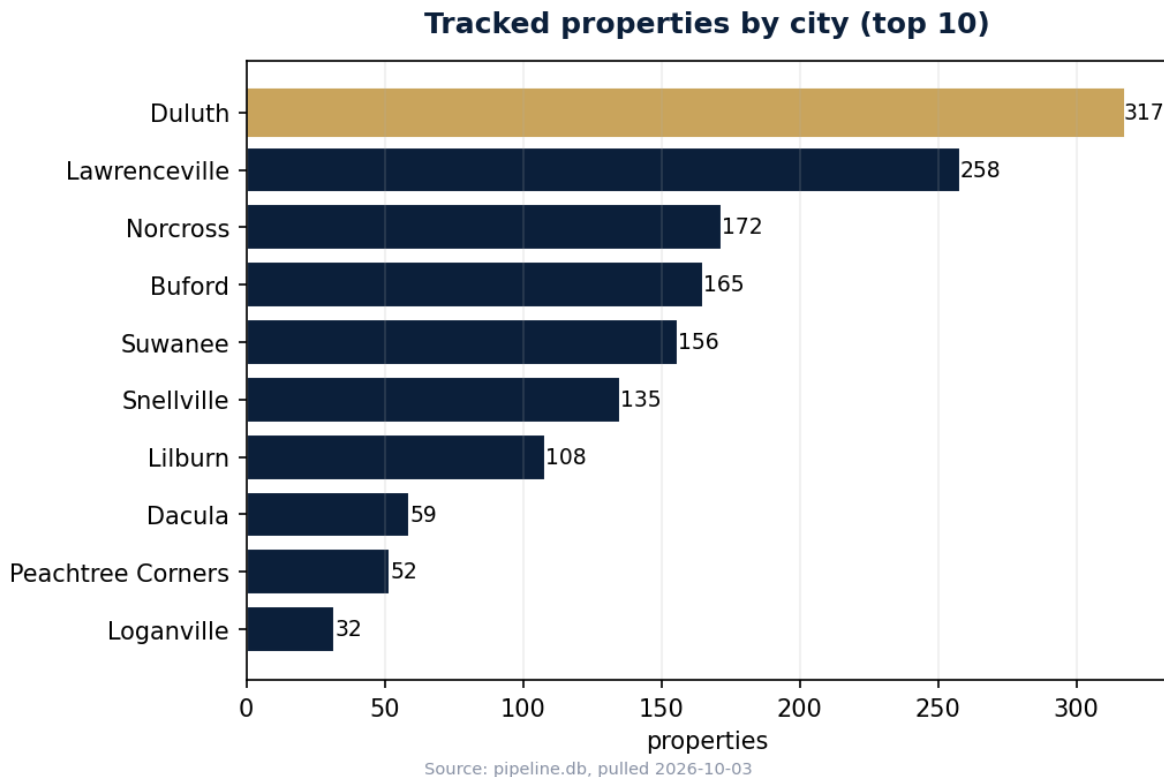


Source: pipeline.db, pulled 2026-10-03

1,325 owner entities tracked	107 with phone or email on file	1,022 interactions logged
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Owner-segment analysis

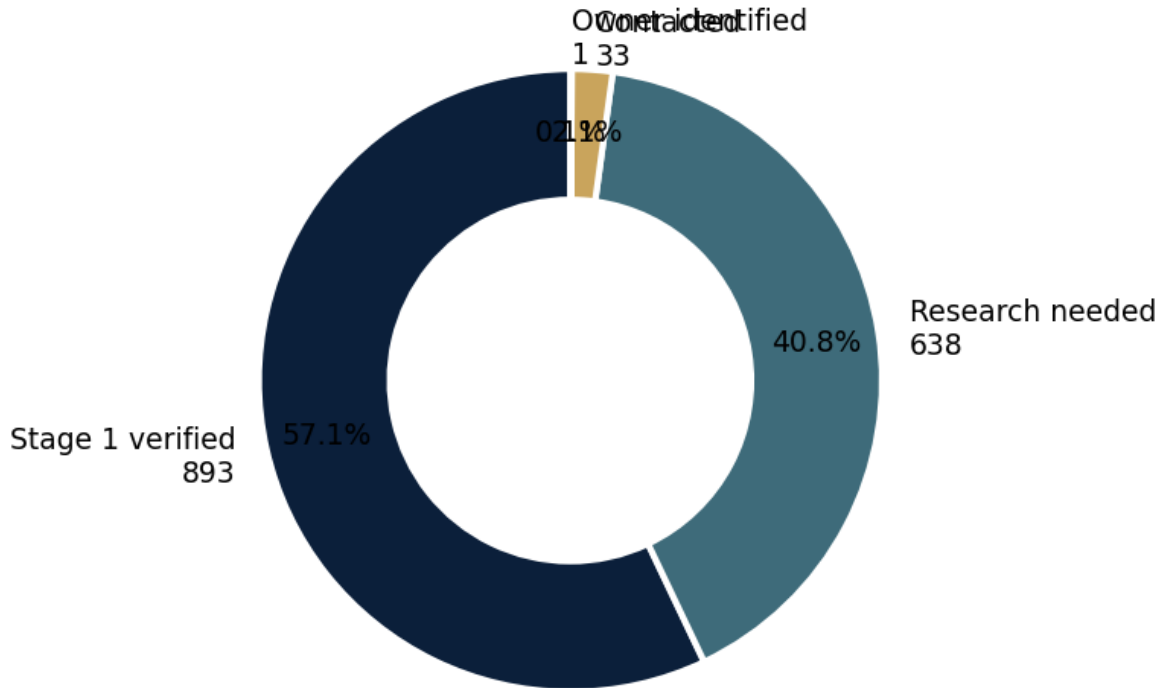
The county at a glance



Coverage is broad-based: Duluth (317), Lawrenceville (258), Norcross (172), Buford (165), Suwanee (156), Snellville (135), Lilburn (108), Dacula (59), Peachtree Corners (52), Loganville (32).

Research coverage

Pipeline coverage by research stage (n = 1,565 properties)



Source: pipeline.db, pulled 2026-10-03

893 of 1,565 properties (57%) are Stage 1 verified; 638 remain in research. The database is a living system — each edition of this report will show the verified share growing.

Three segments worth watching

1. **Portfolio owners (80 entities / 234 centers).** Repeat-seller potential. Start with the top clusters named in Finding 1.
2. **Absentee owners (336 properties, out-of-state mailing).** Distance + carrying costs = disposition probability. Florida, Texas, and California owners lead.
3. **Trigger-signal owners (69 live signals).** Ownership events, financing activity, and development plays — the owners most likely to transact in the next 12–24 months.

Total tracked value

The 1,565 tracked properties carry a combined county assessed value of **\$5.68 billion** — the scale of the ownership footprint this report maps.

Limitations, assumptions & what is not yet done

ASSUMPTIONS — do not treat as fact

- Trigger signals identify owners worth a conversation; no conversion rate to listings is claimed or implied.
- Stage definitions above are working definitions; formal stage criteria are being codified for the 2027 edition.
- Some clustered “owner entities” are individual grantor names from deed records (e.g., ZHANG LI YAN KAREN LU) rather than LLCs — entity resolution is ongoing.
- Media pickup is a pitch, not a promise.
- Phrasing used in this draft: “the most detailed broker-built ownership database for Gwinnett retail.” Stronger claims (e.g., “largest”) are intentionally avoided.

NOT YET DONE

- 638 properties still in research — coverage is 57% verified, not complete.
- Contact coverage is 107 of 1,325 owner entities — enrichment continues.
- Named owner entities are public LLCs from public records (standard for industry reports); compliance review of entity naming is Dewey’s call before any publication.
- Assessed values are county assessments, not market values or appraisals.

What's next — the 2027 edition

This is an annual franchise. Each edition compounds:

- **Coverage:** the 638 research-stage properties move to verified; the database grows past 1,565.
- **Signals:** trigger-signal outcomes get tracked — which signals became listings, which became sales.
- **Depth:** sale-price and cap-rate benchmarking for tracked dispositions.
- **Distribution:** gated download, direct owner distribution, trade-media relationships, and the Vietnamese edition all widen.

About the author. Túy “Dewey” Luong, CCIM — SERHANT. Georgia. Commercial, luxury, and investment brokerage across Metro Atlanta and Gwinnett County, in English and Vietnamese. 678-707-2498 · dewey.luong@serhant.com

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