

Cade McDonald
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EXPERIENCE

Cade McDonald is an Atlanta industrial investment sales specialist at Hughes Commercial Real Estate, Inc., specializing in the acquisition and disposition of industrial properties throughout Georgia.

Cade began his real estate career in 2007 as a principal and landlord of an industrial loft office redevelopment. Since joining Hughes Commercial Real Estate in 2020, Cade enjoys leveraging his IT skills using CRM, databases, analytics and marketing automation to stay more organized and deliver higher value.

Cade received a BBA in International Business from the University of Georgia and an MBA from Emory University. He is a licensed real estate broker in the State of Georgia, a member of the Atlanta Commercial Board of Realtors, an instrument rated private pilot, a member of Capital City Club, a past member of Capital City Club Golf Tournament Committee, a past board member of EO Atlanta, a member of Peachtree Church, and, a proud husband and father. Previously, Cade founded, grew (over sixteen years) and sold an ecommerce company called AchooAllergy.com.

SIGNIFICANT TRANSACTIONS

2115 SYLVAN ROAD (2017)

- Identified, negotiated with owner and put under contract the purchase of a 132,000 SF office / warehouse in East Point, GA
- Received financing commitment letter for \$10MM for building and land purchase (\$1.85MM), renovations, CapEx, working capital and reserves for a new cowarehousing startup
- Arranged 1031 exchange
- After due diligence and feasibility study analysis, opted not to proceed

3411 PIERCE DRIVE (2007-2017)

- Identified and negotiated the purchase of a 16,000 SF office / warehouse in Chamblee, GA
- Utilized SBA 504 financing to purchase, renovate and repurpose the building
- Renovated the entire physical plant and repurposed into two suites
 - Occupied 10,000 feet for 10 years
 - Leased 6,000 feet to three long term tenants
- After divesting the operating company in 2016 and exploring alternate uses, sold the building

EDUCATION

75 Hour Real Estate Salesperson Course, Barney Fletcher Schools
MBA, Emory University, Marketing and Operations Management
BBA, University of Georgia, International Business
High School Diploma, The McCallie School

AFFILIATIONS

Georgia Real Estate Salesperson License (Anticipated June 2020)
Salesforce CRM, Sales Cloud and Service Cloud Administrator
Firecrackers Fastpitch Softball Club, Volunteer Coach
Pet Partners Pet Therapy, Volunteer
Peachtree Church, Member