

Winding River

94 Partially Developed Lots | 54 Future Lots
St. Marys - Camden County - Coastal Georgia

East River

Future Lots (54)

Partially
Developed Lots (94)

Winding Rd

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EXECUTIVE SUMMARY

THE OFFERING

Jones Lang LaSalle (“JLL”) is pleased to market for sale 94 partially developed lots and 54 future lots in Winding River, a premier master planned community along the East River in St. Marys, GA. The offering represents the opportunity to build homes in a proven and coveted community with a successful history of sales. Located along the scenic East River estuary, Winding River is just minutes away from I-95 between Savannah, GA and Jacksonville, FL.

Two distinct pods totaling 148 lots are offered together or separately. Pod A, is comprised of 94 platted and sewered lots in Winding River’s phase II with significant in-place horizontal infrastructure. Pod A can be accessed internally via Oarsman Crossing or Edgewater Drive. Additionally, a third access via Winding Road could be pursued.

The 54 future lots, Pod B, offer complete flexibility in design and layout as they are not currently a part of the Winding River HOA, and therefore are not required to adhere to the architecture review committee’s design requirements. Access is available off Meandering Way, just north of the clubhouse amenity. It is possible that HOA membership could be arranged should a buyer want access to the Winding River amenity package.

Just 15 minutes away from Downtown St. Marys and only 4 miles away from I-95, Winding River is ideally located in Coastal Georgia’s most desirable location for retirees and second homes. In addition, Camden County’s largest employer, Kings Bay Base, is located only 2 miles from the property.



INVESTMENT HIGHLIGHTS

1

Lot Offering in a Successful and Thriving Community:

The Winding River community has experienced high home sale prices and volumes, with over 100 homes selling in the community over the past 2 years at pricing 52% above the average home sale price in St. Marys.

2

Extensive Amenity Package:

Winding River has a state-of-the-art resort style pool, clubhouse, soccer / sports fields, playgrounds, 24-hour fitness center, fishing lakes, and access to nature trails.

3

Central Location in Camden County:

Winding River is a short drive away from Interstate 95 and Route-40, with Kings Bay Base, Historic St. Marys, and the Cumberland-Queen Ferry all less than 15 minutes away.

4

Unique Lot Offerings:

The homes in each pod surround an interior pond, with many of the homes having direct pond access.

5

Future Lot Flexibility

The 54 Future Lots are not currently included in the home owners association and therefore are not subject to the current architectural review committee requirements. This allows ultimate flexibility in design and layout for a future builder while HOA membership annexation is also available if desired.



PROPERTY SUMMARY

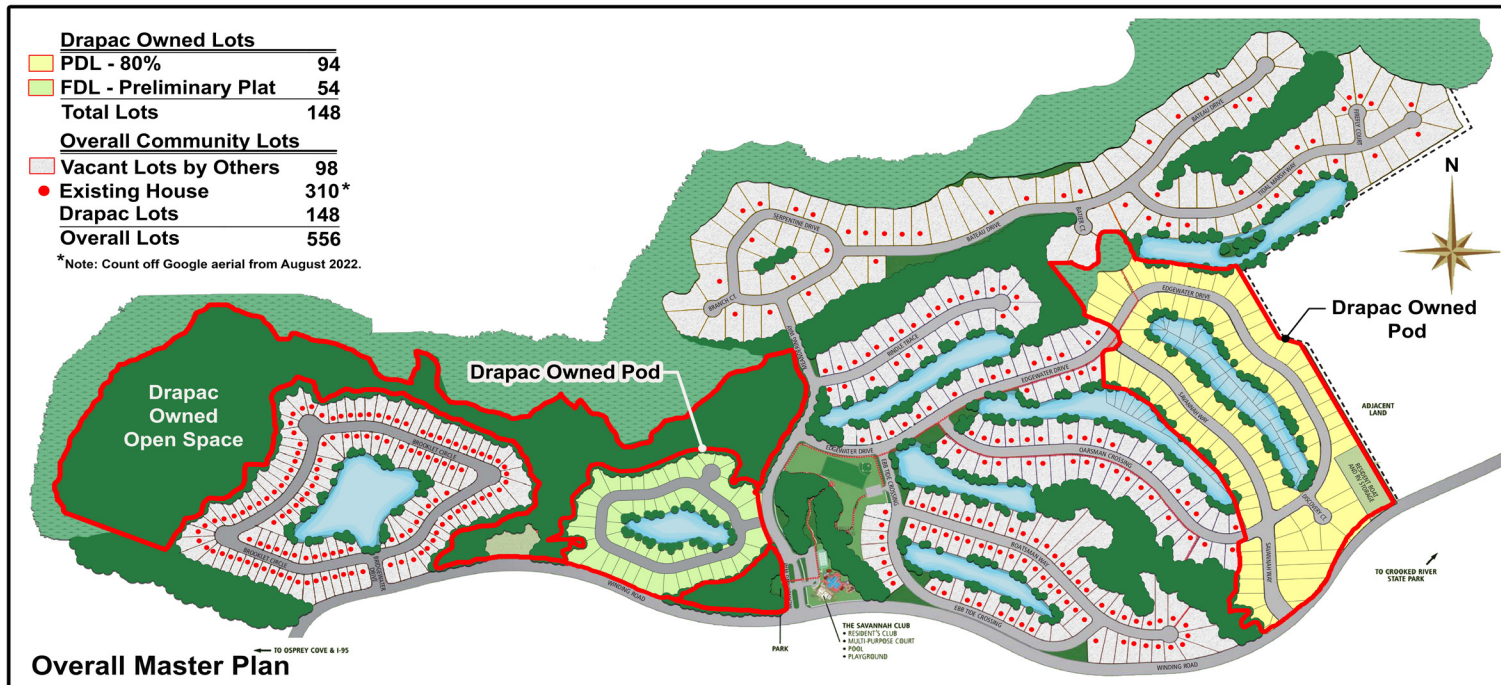
ADDRESS	102 Meandering Way
MUNICIPALITY	St. Marys, GA
ZONING	PUD
POD A	94 Partially Developed Lots
POD B	54 Future Developed Lots
COMMUNITY	556 total lots

Winding River Site Plan

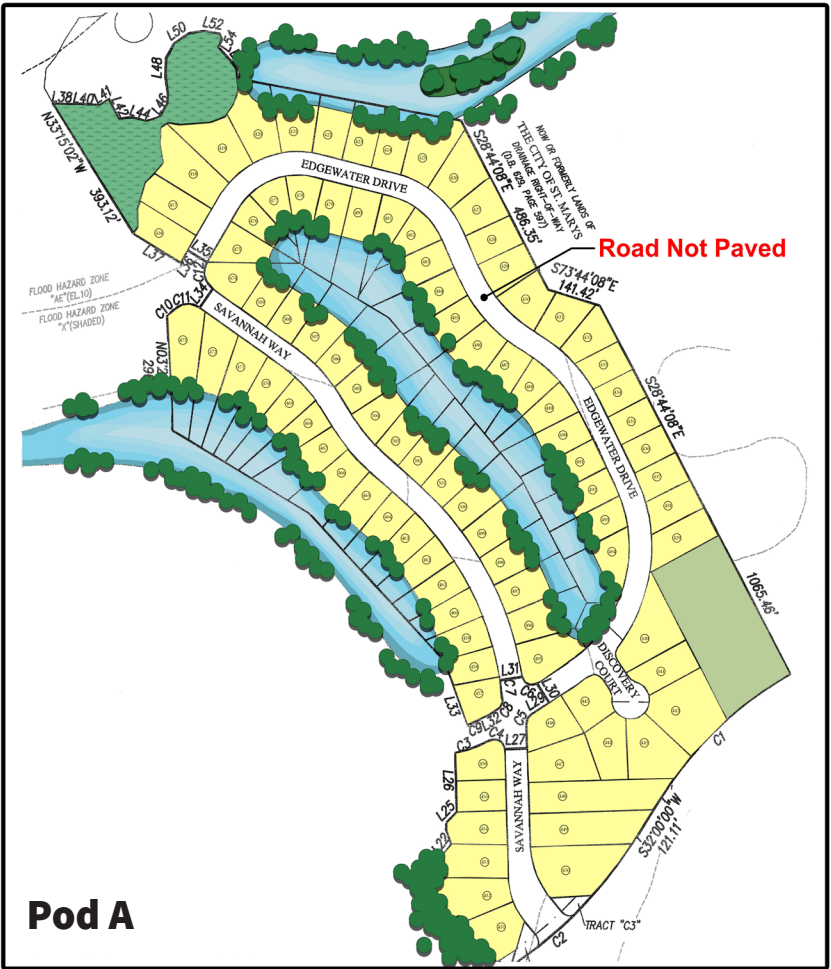
Pod A - 94 Partial Lots: Situated in the Eastern portion of the development and has entrances on Edgewater Dr, Oarsman Crossing, and Winding Rd. The pod is partially developed and includes storm-water, sanitary sewer (municipality), and water. All of these lots are platted. Work remaining includes final clearing, grading, and street paving.

Pod B - 54 Future Lots: Located centrally within the Winding River community, Pod B's entrance is just feet from the Clubhouse and Amenity Center. One of the main benefits of Pod B is its design flexibility. The 54 future lots are not currently part of the HOA and therefore not subjected to any guidelines from the Architectural Review Committee. A buyer would need to join the existing Winding River HOA in order to gain access to the amenity package.

The purchase also includes more than 50 acres of designated open space, which is comprised of forest and marshland, most of which is wetlands and is considered undevelopable. A Jurisdictional Determination is currently in process with the Army Corps of Engineers. The latest wetlands delineation, completed by Terracon, is available for review in the due diligence data room.



Winding River Site Plan



Winding River Community Amenities

Winding River includes an extensive Class-A amenity package, differentiating the community from surrounding offerings. The Savannah Club includes an event space, 24 hour gym, full resort style pool, and a separate kiddie pool located in a gated area. In addition to the Savannah Club, Winding River offers meticulously maintained sports fields, a full playground, and wooden walking trails that connect the community together through the rich forests and wetlands.



THE SAVANNAH CLUB

THE CLUBHOUSE



NATURE TRAILS



SPORTS FIELDS



PRIVATE PLAYGROUNDS



Winding River's Price Premium

Due to its superior location and amenity package, homes at Winding River have been selling for a premium compared to similar master planned communities in the area. Over the past 24 months, 112 homes have sold in the Winding River Community. The average home sales price is approximately \$325,000. This is a \$111,000 or 52% increase over the area's average home price of \$214,000. Out of the 112 homes sold, only 5 traded below the average home price in St. Marys. Lot prices have also shown strong sales, with individual partially developed lots selling as high as \$79,500.

103 BATEUA DRIVE



4 BED / 4 BATH
2,662 SF

SOLD: 3/26/2021
\$432,500

208 SERPENTINE DRIVE



4 BED / 4 BATH
2,715 SF

SOLD: 3/04/2021
\$455,500

\$214,000

AVERAGE HOME PRICE IN ST. MARYS

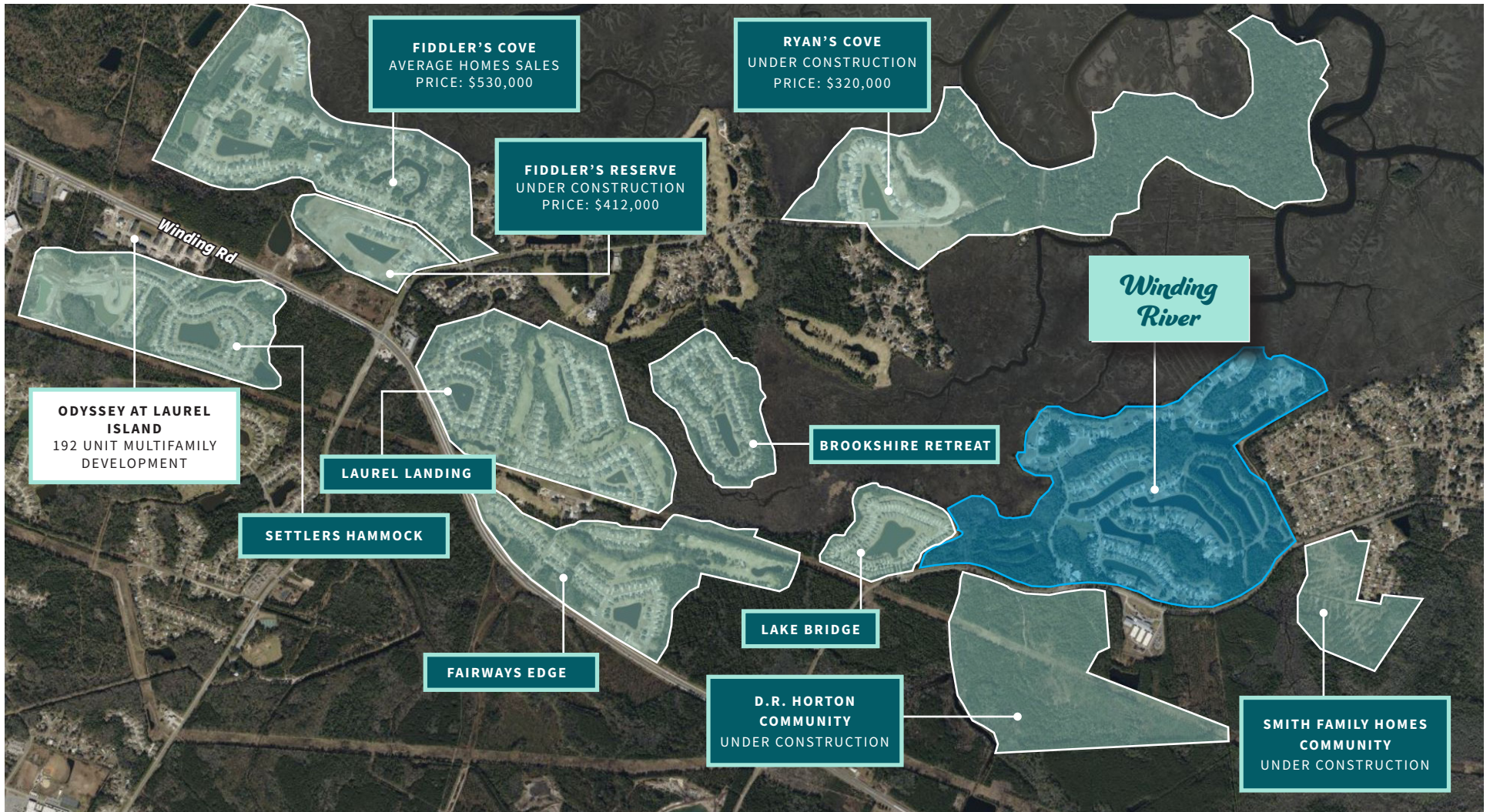
\$325,000

AVERAGE HOME PRICE IN WINDING RIVER

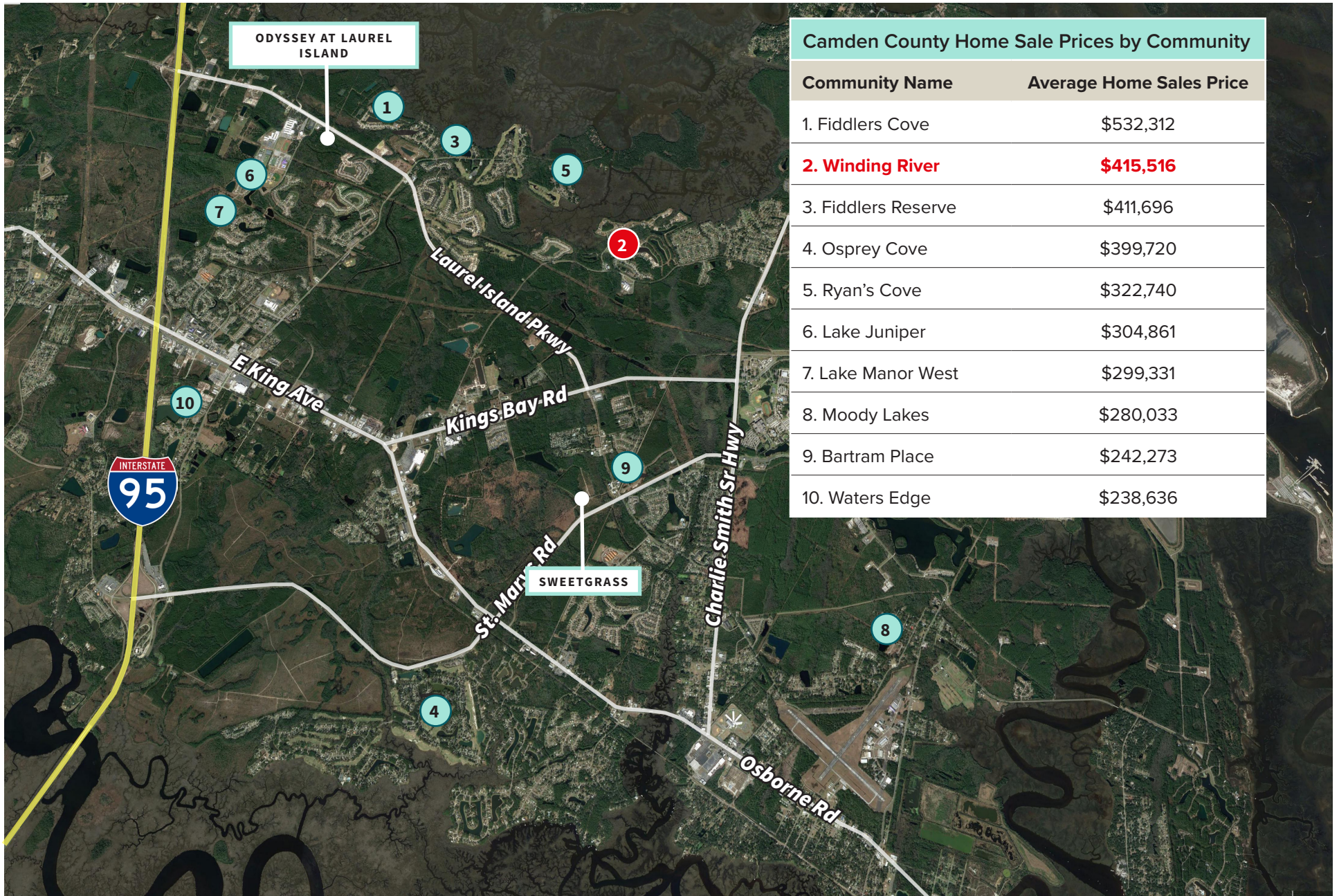
OVER \$100,000 PREMIUM

Surrounding Development Activity

The St. Marys residential community continues to post strong average home sale prices and absorption through 2022, as the continued phenomenon of coastal migration shows no signs of slowing down. With strong local, regional, and national builder activity in the area, St. Marys' strong retirement community and work-force economy continues to drive demand for homes in Kingsland and St. Marys. This area is taking the next step in its development evolution, as the Odyssey at Laurel Island apartments have been delivered, with more apartments and mixed-use concepts in the pipeline just south of the site.



High Price-point in the Submarket



New Developments in St. Marys

Odyssey at Laurel Island - Completed in 2022

Located 5 minutes down the road from Winding River, Odyssey at Laurel Island is a recently completed 192 unit multifamily project that was built as an expansion of the Laurel Island Plantation master-planned community. Odyssey at Laurel Island is one of only two multifamily projects built in St. Marys over the past 10 years. Since its launch in January, the project has had great success attracting tenants with 60% occupancy as of August, proving that there is a strong demand for rental properties in a market that is dominated by owner-occupied housing.



Sweetgrass - Proposed “Town Center” Development

Sweetgrass, a 175 acre mixed use development, is currently proposed for a site located 5 minutes south of Winding River. The project is being lead by multiple development groups including Klotz, KABR, Tierra Linda, and Lakeshore Land Partners. The current proposal calls for over 360 multifamily units, 194 townhomes, 143 single-family homes, and over 200,000 SF of retail space that will be arranged in two town centers along St. Marys road. The project represents a new chapter for the city of St. Marys as the first truly integrated, mixed-use town-center development in the area.



ST. MARYS, GEORGIA: TOP LIFESTYLE SUBMARKET

Located on Georgia's Southernmost Coast, Camden County encompasses the communities of Kingsland, St. Marys, and Woodbine. The area's strong employment base, low cost of living, and proximity to major cities has led to rapidly increasing population, outpacing population growth in the U.S by 4% since 2010.

LOCATION HIGHLIGHTS



I-95, which covers the entirety of the Eastern Seaboard, allowing easy access to all of the popular destinations and amenities Coastal Georgia and northern Florida have to offer.



Its proximity to Downtown Jacksonville and Downtown Brunswick allows the comparatively modest communities in Camden County to take advantage of major employment opportunities big city demand drivers.



This region of the country, often referred to as the low-country, is known for its natural scenic beauty. Camden County features white sand beaches, pristine maritime forests, and incredible nature preserves at a more affordable price point.



Camden County's largest employers are major operations including Kings Bay Naval Base, Lockheed Martin, and Express Scripts. Due to the nature of their industries, Camden County's major employers bolster demand for high quality housing.



CAMDEN COUNTY QUICK STATS

2022 Population: 55,759

- Growth Rate 2010-2022: 10.4%

Households: 19,746

Median Age: 33.3

Median Household Income: \$60,594

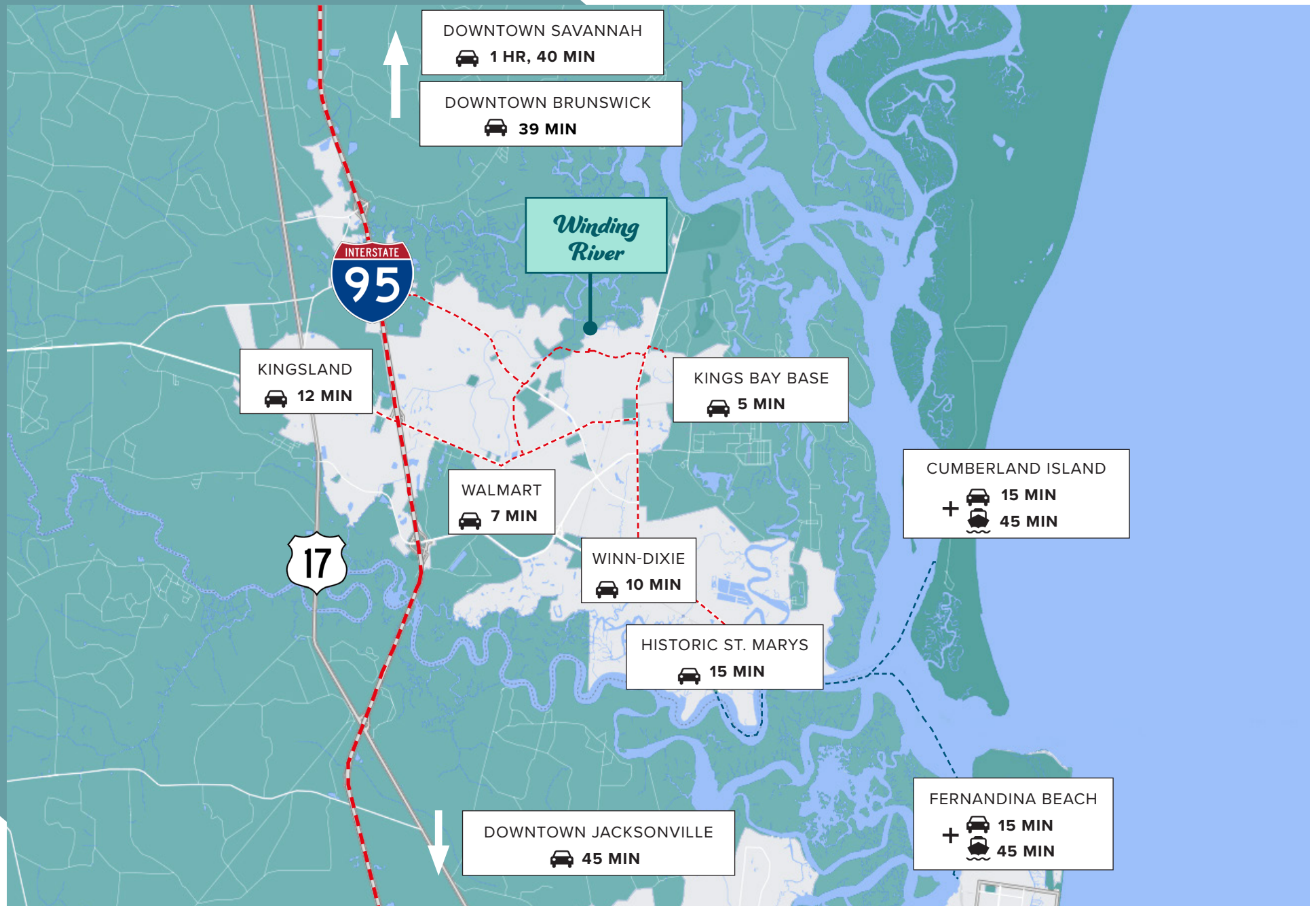
2021 Single Family Building Permits: 309

Average Home Value: \$228,005

Local Amenities



Regional Accessibility



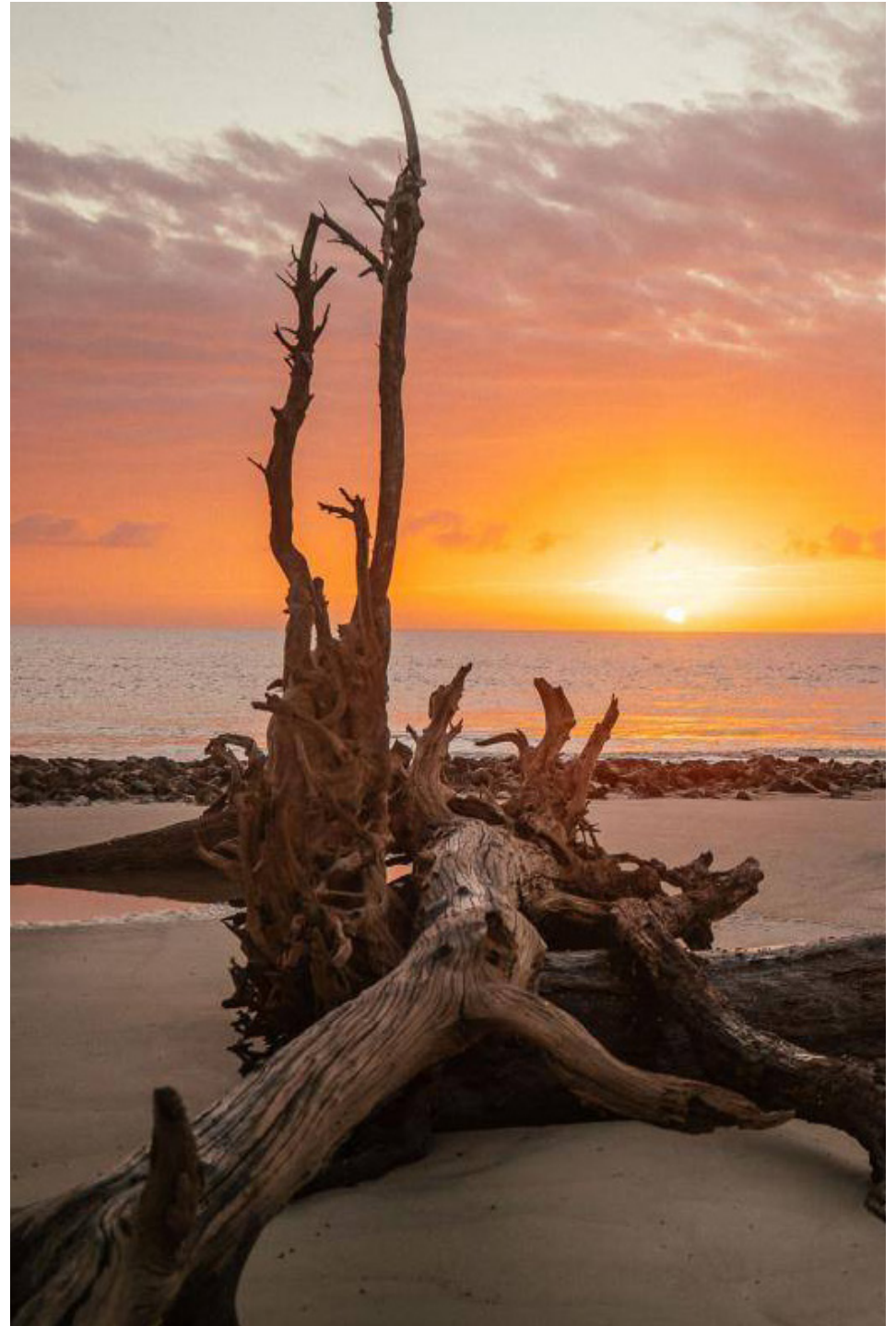
Area Attractions & Amenities

Camden County Tourist Attractions

Winding River is located in Camden County, which features some of Coastal Georgia's most desirable amenities and popular points of interest. In 2007, St. Marys was rated the #1 Small Town in Money Magazine. As recent as 2020, St. Marys was rated the 8th best Coastal Small Town by USA Today.

The Subject Property is just a 15 minute drive from historic St. Marys, which has some of the most popular attractions in Coastal Georgia. Downtown is home to dozens of cafes, bars, and restaurants tucked away in tree lined streets - including highly rated establishments like Seagels, Riverside Cafe, and Locals Dockside. St. Marys is also home to the Submarine Museum and the Cumberland Island National Seashore Visitors Center. Located 15 minutes from the Site, the public boat ramp in St. Marys allows for recreational boaters to easily access St. Marys River and the Atlantic Ocean. Beach access to Cumberland Island and historic Dungeness Beach is available using the Cumberland Sound Ferry. Crooked River State Park, which is renown for its scenic sunsets and miles of forested trails, is located just 5 miles from Winding River. The area is also home to three 18-hole golf courses - Trident Lakes, Osprey Cove, and Laurel Island Links.

Camden County has something to offer for everyone, which makes it one of the best lifestyle submarkets in the southeast.



HOWARD GILMAN MEMORIAL



CUMBERLAND ISLAND



ST. MARYS RAILROAD



CROOKED RIVER



GREYFIELD INN



LAUREL LINKS



TILDON NORRIS MARSH WALK



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