

SOPHIA

4924 St. Elmo Avenue,
Bethesda, MD 20814





PROPERTY OVERVIEW

276

CONDO-QUALITY UNITS

912

AVG. MARKET-RATE SF

2025

YEAR BUILT

\$4,388

AVERAGE RENT/UNIT

\$4.42

AVERAGE RENT/SF

5,165

RETAIL SF



219

PARKING SPACES




98

WALKING SCORE

JLL is pleased to present Sophia (the “Property”), a 276-unit condo-quality multifamily asset located in the heart of Downtown Bethesda, MD. Delivered in 2025 to NGBS Gold standards, Sophia’s art deco luxury, unmatched finishes, and premier amenity package sets a new standard in the submarket. The Property’s unique unit mix features large average unit sizes (912 Avg. Market-Rate SF), 36% two-bedroom and three-bedroom units, and 9 luxury penthouse units. Sophia caters to the high-caliber Bethesda demographic and garners above-market rents and longer lease terms. Sophia also features approximately 5,000 SF of premier ground floor retail featuring Paris Baguette, opening in Spring 2025. Duball assembled a world class development team including Maurice Walters Architect, David M. Schwarz Architects, and Hartman Design Group to curate a trophy asset commanding top-of-market rents. Uniquely positioned in the heart of Woodmont Triangle, Sophia is surrounded by Duball’s preeminent condominium projects of Lionsgate, Cheval, and Stonehall.

Sophia’s unrivaled location is bolstered by permanent demand drivers including NIH, Walter Reed, Marriott International’s headquarters, and recently announced GEICO headquarters. Sophia boasts unrivaled accessibility with a 98 walk score and a short walk to the Bethesda Metro Station (Red Line) providing direct access to Washington, D.C. and the thriving I-270 Life Sciences Corridor. Proximity to thousands of high-paying jobs has elevated Bethesda’s demographics to nation leading status. Sophia’s quality and prestige attracts residents with an average annual income of over \$220,000 across a variety of prominent employment sectors in the DC metro.

Sophia provides a generational opportunity to acquire the premier trophy asset in the heart of Downtown Bethesda’s vibrant live-work-play environment. The Property’s continued strong lease-up performance, coupled with the promising long-term growth of the submarket, make Sophia the most compelling investment opportunity in the DC Metro area.



Investment Highlights



Bethesda's Premier Trophy Asset

Iconic Asset Featuring 276 Differentiated, Condo-Quality Units & 5,165 SF of Prime Ground-Floor Retail (Paris Baguette Opening Spring 2025)



Sophia Sets the New Standard in Bethesda

Unique Unit Mix with Large Floor Plans (912 Avg. SF), Proven Top-of-Market Rents (\$4,388/Unit, \$4.42/SF) with Strong Lease-Up Pace (20+ Units/Month), 9 Penthouse Units 100% Leased (\$9,737/Unit, \$5.06/SF)



Global Gateway Market with High Barriers-to-Entry

Extremely Limited Future Investment Opportunities & No Comparable Quality Assets



Unmatched Fundamentals in the Region & Submarket

Nation Leading Rent Growth in the D.C. Metro & 5.3% 2025 Projected Rent Growth in Bethesda



Most Desirable Demographics in the DC Metro Area

Residents Achieve Over \$220K Average Household Income



Unparalleled Live-Work-Play Environment

Surrounded by Dynamic Employment Sector & Premier Retail Amenity Base



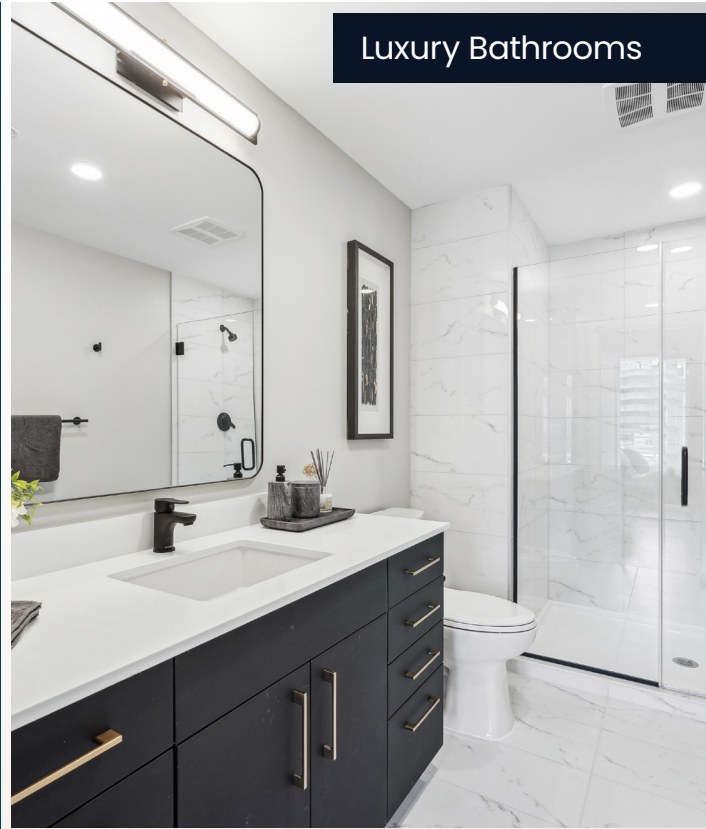
Transit Oriented Asset with Unrivalled Accessibility

98 Walk Score, Adjacent to Bethesda Metro Station (Red Line) & Future MDOT Purple Line

TOP-OF-MARKET APARTMENT UNIT FINISHES

- Modern kitchens
- Quartz countertops
- Stainless-steel appliances
- Expansive energy efficient windows
- Large, comfortable balconies
- Spacious terraces and patios
- Wine refrigerators
- Luxury wide-plank flooring
- Luxury bathrooms
- Tiled bathtubs
- Quartz vanities
- Smart home technology
- Keyless entry system

Luxury Bathrooms



Comfortable, Sheltered Balconies





Modern Kitchens



Open Concept Living Rooms

UNPARALLELLED COMMUNITY AMENITIES

Outdoor Dining Paseo



Yoga Studio



Fitness Center





Art Deco Lobby

- Skyline pool
- Rooftop sundeck
- Private patios & outdoor spaces
- Grilling area
- Meetings terraces
- State-of-the-art fitness center
- Yoga studio
- Resident sky lounge
- Billiards and game room
- Private dining room
- Premier ground floor retail
- Outdoor dining paseo
- Co-working lounge and conference room
- Pet spa



Rooftop Pool

UNMATCHED DOWNTOWN BETHESDA LOCATION



FRIENDSHIP HEIGHTS

BETHESDA ROW



533K SF OF RETAIL 78 RESTAURANTS & STORES

CAVA

EQUINOX



Madswell

WILLIAMS-SONOMA



lululemon



WARBY PARKER

ANTHROPOLOGIE



Booz | Allen | Hamilton

FOX 5



wework

GEICO HQ



WASHINGTON
PROPERTY
COMPANY



Bethesda



Purple Line

Future Purple Line

EAST-WEST HIGHWAY

CAPITAL CRESCENT TRAIL



THE NEIGHBORHOODS OF
EYA BCG

Morgan Stanley

EAGLEBANK
NEW HQ



MARRIOTT

Headquarters

TRADER JOE'S

WISCONSIN AVENUE

98

89

WALKER'S PARADISE

VERY BIKEABLE

SCHOOLS SERVICING SOPHIA

Bethesda Elementary School

A

Westland Middle School

A

Bethesda-Chevy Chase High School

A+

BETHESDA DEMOGRAPHICS SNAPSHOT

Within A 1-Mile Radius



\$213,141

AVERAGE HOUSEHOLD INCOME

+9% ESTIMATED 5 YEAR HHI GROWTH



\$1,260,693

AVERAGE HOME VALUE



89.7%

POPULATION WITH BACHELOR'S DEGREE +



1.1%

UNEMPLOYMENT RATE

CapitalOne AGNC

GLOBAL MEDICAL REIT DIAMONDROCK HOSPITALITY

WELLS FARGO

THE MERIDIAN GROUP

SOPHIA

BETHESDA

OLD GEORGETOWN ROAD

Woodmont Triangle



160 STOREFRONTS



4 GROCERY STORES
LOCATED WITHIN A 0.5 MILE RADIUS



Walter Reed
National Military
Medical Center



National Institutes
of Health

Harris Teeter
YOUR NEIGHBORHOOD MARKET

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