WOODSON · TOWNS

CHARLOTTE, NC

JLL

WOODSON · TOWNS

JLL, as exclusive advisor, is pleased to present for sale Woodson Towns (the "Property", the "Community", or "Woodson Towns"), a 100-home, to be built, Class A Build-to-Rent (BTR) investment opportunity located in Charlotte, North Carolina, offered as a forward sale transaction. The community provides investors with the opportunity to acquire a purpose-built, institutionally designed BTR asset in one of the fastest-growing and most dynamic metros in the Southeast.

The forward sale structure enables the investor to take down the project in tranches, aligning capital deployment with construction delivery and lease-up performance. Upon completion, the community will feature high-quality townhomes with modern floor plans, attached garages,and an optional patio.

Positioned in Northwest Charlotte with immediate access to I-485 and I-77, the property is strategically located near major employment centers, Charlotte Douglas International Airport, and Uptown Charlotte. The submarket benefits from strong in-migration, limited competitive supply of purpose-built rental homes, and favorable rent growth dynamics.

Charlotte continues to outperform as a national growth market, supported by sustained job creation, population inflows, and declining homeownership affordability. These macro tailwinds, coupled with increasing institutional demand for scaled BTR communities, position Woodson Towns as a durable cash-flowing asset with compelling long-term exit optionality.

COORDINATES
35°17’27.3”N 80°54’12.2”W

COUNTY
MECKLENBURG COUNTY

TYPE
TOWNHOMES

UNITS
100

AVERAGE SQUARE FOOTAGE
1,470 SF

AVERAGE MARKET RENTS
$2,192 | $1.49 PSF

FIRST DELIVERIES
September 2026

INVESTMENT HIGHLIGHTS

No. 1
INSTITUTIONAL-QUALITY BUILD-TO-RENT OPPORTUNITY

No. 2
STERLING SURROUNDING DEMOGRAPHICS

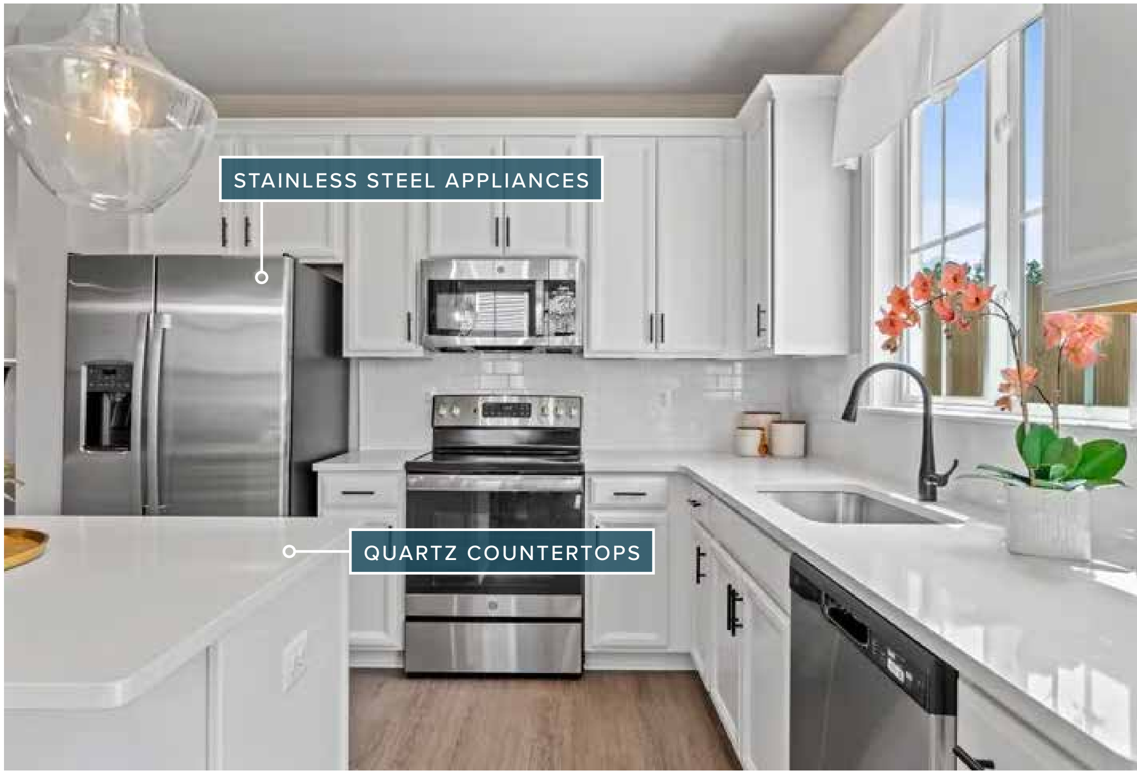
No. 3
PREMIER LOCATION WITH SUPERIOR CONNECTIVITY

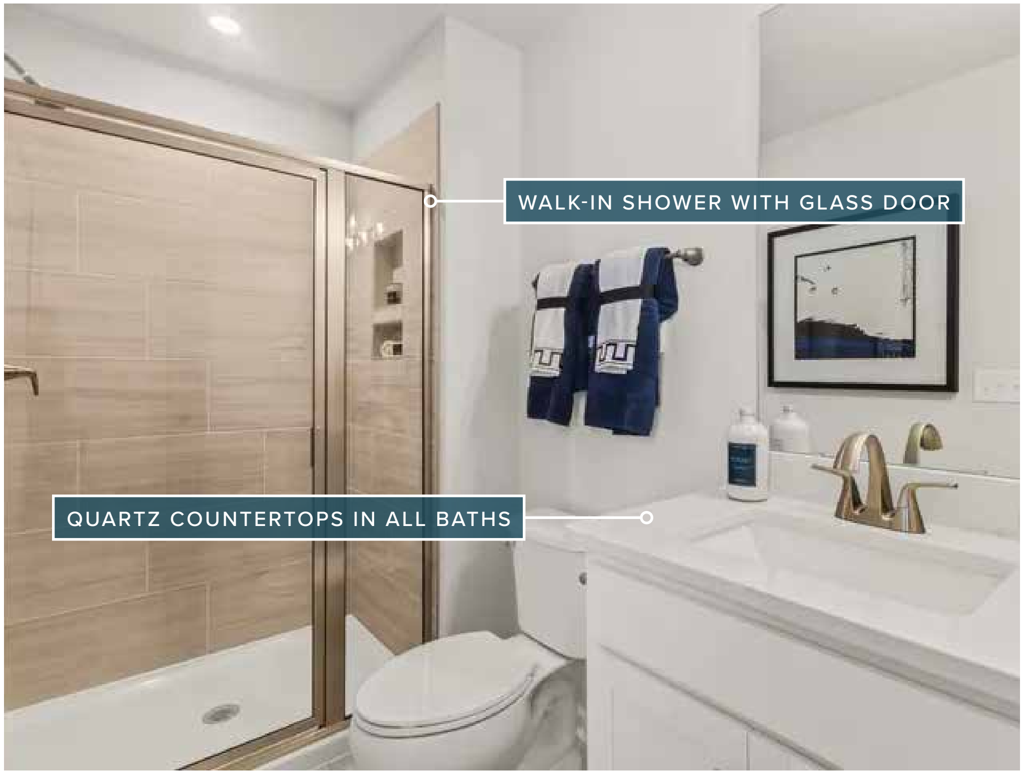
No. 4
FAVORABLE SUPPLY-DEMAND DYNAMICS

No. 5
DISCOUNT TO RETAIL HOMES & HOME OWNERSHIP

LUXURIOUS NEW CONSTRUCTION TOWNHOMES

Woodson Towns will offer residents spacious floorplans that provide the privacy and comfort of a home with the flexibility of a lease.





JEWEL OF THE SUBMARKET

Woodson Towns will offer residents spacious floorplans that provide the privacy and comfort of a home with the flexibility of a lease.

With all the offerings of a premier Townhome at a fraction of the cost of the monthly mortgage.

**Representative Stanley Martin Communities*

STERLING SURROUNDING DEMOGRAPHICS

WOODSON TOWNS

	1 MILE	3 MILE	5 MILE	CHARLOTTE-CONCORD-GASTONIA MSA
AVERAGE HOUSEHOLD INCOME				
2025 Estimate	$79,443	$86,875	$95,731	$124,554
2030 Projection	$79,034	$86,069	$95,763	$122,860
POPULATION				
2030 Projection	7,765	51,284	163,402	3.07 M
2025 Estimate	7,411	51,424	156,455	2.89 M
2020 Census	6,826	49,676	142,895	2.66 M
Annual Growth (2010-2025)	2.12%	1.13%	1.94%	1.86%
Median Age	33.1	34.9	34.4	37.0
HOUSEHOLDS				
2025 Estimate	2,571	18,520	59,380	1.15 M
2030 Projection	2,716	18,605	62,754	1.23 M
Annual Growth (2010-2025)	2.1%	1.1%	2.3%	2.2%

PREMIER LOCATION WITH SUPERIOR CONNECTIVITY

HUNTERSVILLE

$69.1B	10,100+	28-Min
Total Revenue	Total Employees	Drive Time

CONCORD

$142.6B	2,000+	24-Min
Total Revenue	Total Employees	Drive Time

UPTOWN

$266.9B	104,900+	23-Min
Total Revenue	Total Employees	Drive Time

UNIVERSITY CITY

$77.9B	7,100+	13-Min
Total Revenue	Total Employees	Drive Time

AIRPORT CORRIDOR

$117.2B	1,900+	28-Min
Total Revenue	Total Employees	Drive Time

SOUTH PARK

$83.6B	31,780+	28-Min
Total Revenue	Total Employees	Drive Time

SOUTH END

$802.2B	2,959+	29-Min
Total Revenue	Total Employees	Drive Time

BALLANTYNE

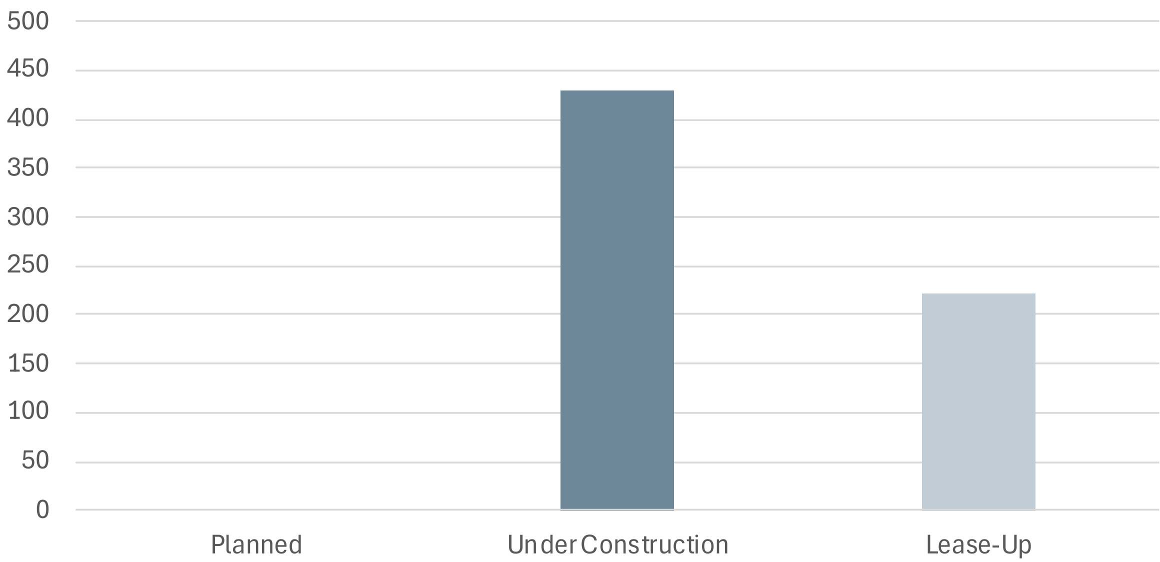
$174.6B	8,000+	29-Min
Total Revenue	Total Employees	Drive Time

FAVORABLE SUPPLY-DEMAND DYNAMICS

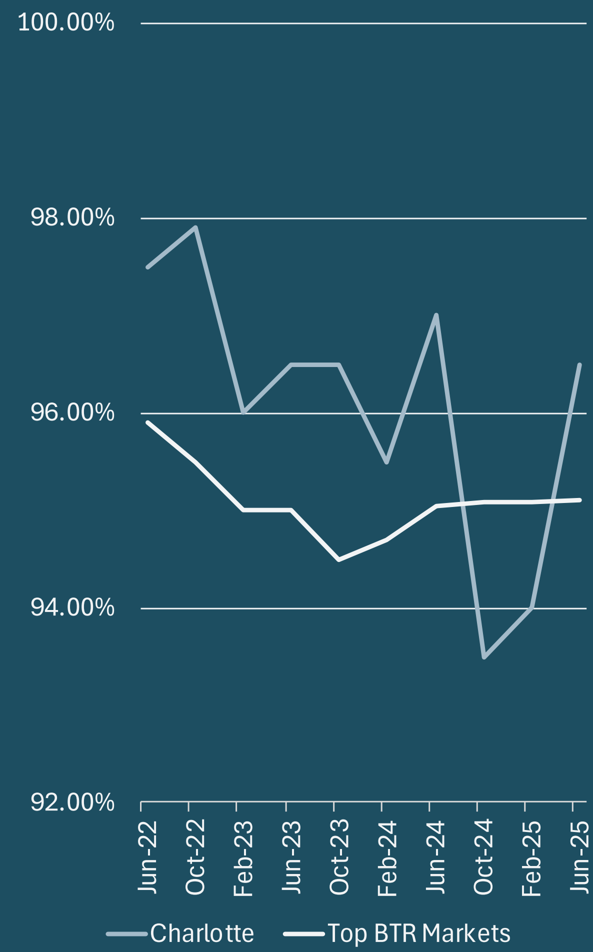
Limited competing supply of purpose-built single-family rental communities within the sub-market creates a competitive leasing environment.

DEVELOPMENT BREAKDOWN BY MARKET

NORTHWEST CHARLOTTE BTR PIPELINE



BUILD-TO-RENT OCCUPANCY (CHARLOTTE) VS. US OCCUPANCY



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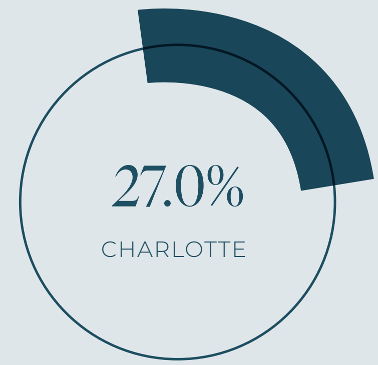
DEMAND FOR RENTAL HOUSING: CHARLOTTE

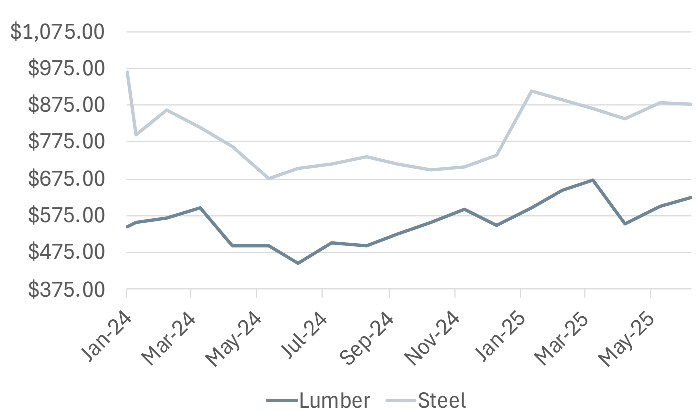
PENT UP RENT GROWTH: HIGH DEMAND & LIMITED SUPPLY

Charlotte's rapid population and job growth, combined with declining housing affordability, has created exceptional demand for quality rental housing. With home prices and mortgage rates outpacing income growth, many households are priced out of ownership but still seek the space, privacy, and lifestyle of a single-family home. BTR communities uniquely meet this need, attracting millennial families, empty-nesters, and in-migrants from higher-cost markets. Despite this demand, Charlotte remains in the early stages of BTR adoption, with limited purpose-built supply and strong absorption velocity. As a result, BTR communities in the metro have consistently demonstrated faster lease-up, higher occupancy, and stronger rent growth relative to traditional multifamily, positioning the asset class as one of the most compelling investment opportunities in the market.

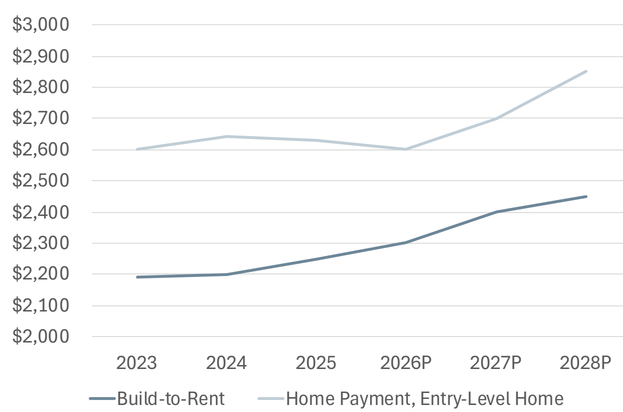
RENT-TO INCOME RATIO



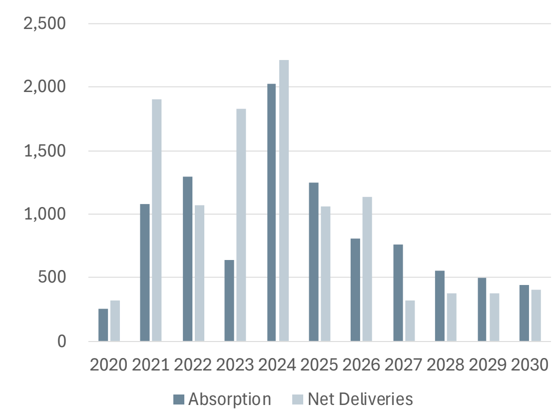
LUMBER & STEEL PRICES



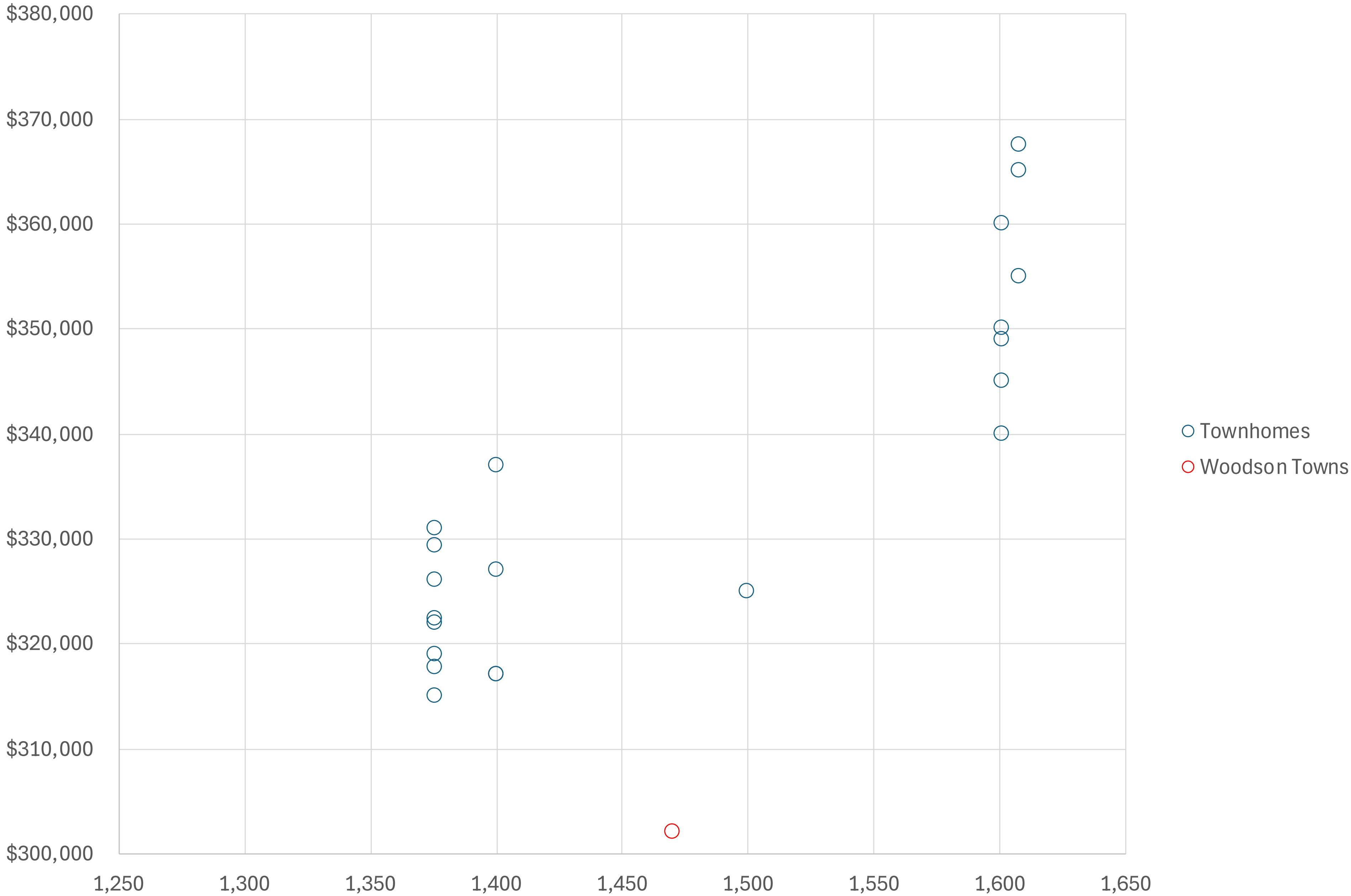
CHARLOTTE OWNED HOUSING COST VS RENTS



CHARLOTTE BTR SUPPLY & DEMAND



DISCOUNT TO RETAIL HOMES IN THE SURROUNDING AREA



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TOWNHOMES

Address	Date Sold	Type	Beds	Baths	Footage	Price	Price Per Sq. Ft.
6126 Starview Ter	Aug-25	TH	3	3	1,400	$317,000	$226
4213 Summit Woods Dr	Jul-25	TH	3	3	1,400	$317,000	$226
5046 Kellaher Pl	Jul-25	TH	3	3	1,601	$340,000	$212
4221 Summit Woods Dr	Jul-25	TH	3	3	1,400	$337,000	$241
4325 Summit Woods Dr	Jul-25	TH	3	3	1,400	$327,030	$234
4313 Summit Woods Dr	Jul-25	TH	3	3	1,376	$331,000	$241
4309 Summit Woods Dr	Jun-25	TH	3	3	1,601	$349,000	$218
4209 Summit Woods Dr	Jun-25	TH	3	3	1,601	$360,000	$225
5006 Kellaher Pl	May-25	TH	3	3	1,608	$367,480	$229
4337 Summit Woods Dr	May-25	TH	3	3	1,376	$315,000	$229
4333 Summit Woods Dr	May-25	TH	3	3	1,376	$322,380	$234
5009 Kellaher Pl	Apr-25	TH	3	3	1,601	$350,000	$219
5013 Kellaher Pl	Apr-25	TH	3	3	1,376	$329,380	$239
8603 McClure Cir	Apr-25	TH	3	3	1,500	$325,000	$217
5010 Kellaher Pl	Apr-25	TH	3	3	1,376	$319,000	$232
5022 Kellaher Pl	Apr-25	TH	3	3	1,376	$317,730	$231
5021 Kellaher Pl	Apr-25	TH	3	3	1,608	$355,000	$221
6109 Starview Ter	Apr-25	TH	3	3	1,376	$326,020	$237
5014 Kellaher Pl	Apr-25	TH	3	3	1,376	$322,000	$234
5005 Kellaher Pl	Apr-25	TH	3	3	1,608	$365,000	$227
5017 Kellaher Pl	Apr-25	TH	3	3	1,601	$345,000	$215
Total/Avgs:	Apr-25				1,478	$334,344	$227
Woodson Towns					1,470	$302,000	

DISCOUNT TO HOME OWNERSHIP

4309 SUMMIT WOODS DR
TH: 3 BED I 3 BATH

Home Price	$349,500	
Mortgage Amount	$279,600	Assumes 20% down
Monthly Mortgage Payment	$1,813	Assumes 30-year fixed rate loan at 6.75% interest rate
Monthly Property Taxes	$223	Tax Burden based on 2025 value multiplied by the 2025 millage rate
Monthly Insurance Payment	$145.6	Assumes yearly insurance expense if 0.5% of home price
Monhtly Maintenance Expense	$291	Assumes yearly maintenance expense is 1.0% of home price
Total Monthly Expense (Own)	**$2,473**	
Average Rent Woodson Towns	**$2,192**	
Discount to Ownership	*11%*	

4209 SUMMIT WOODS DR
TH: 3 BED I 3 BATH

Home Price	$360,000	
Mortgage Amount	$288,000	Assumes 20% down
Monthly Mortgage Payment	$1,868	Assumes 30-year fixed rate loan at 6.75% interest rate
Monthly Property Taxes	$230	Tax Burden based on 2025 value multiplied by the 2025 millage rate
Monthly Insurance Payment	$150	Assumes yearly insurance expense if 0.5% of home price
Monhtly Maintenance Expense	$300	Assumes yearly maintenance expense is 1.0% of home price
Total Monthly Expense (Own)	**$2,548**	
Average Rent Woodson Towns	**$2,192**	
Discount to Ownership	*14%*	

5021 KELLAHER PL
TH: 3 BED | 3 BATH

Home Price	$355,000	
Mortgage Amount	$284,000	Assumes 20% down
Monthly Mortgage Payment	$2,186	Assumes 30-year fixed rate loan at 6.75% interest rate
Monthly Property Taxes	$227	Tax Burden based on 2025 value multiplied by the 2025 millage rate
Monthly Insurance Payment	$148	Assumes yearly insurance expense if 0.5% of home price
Monhtly Maintenance Expense	$296	Assumes yearly maintenance expense is 1.0% of home price
Total Monthly Expense (Own)	**$2,856**	
Average Rent Woodson Towns	**$2,192**	
Discount to Ownership	*23%*	

5006 KELLAHER PL
TH: 3 BED | 3 BATH

Home Price	$367,480	
Mortgage Amount	$293,984	Assumes 20% down
Monthly Mortgage Payment	$1,907	Assumes 30-year fixed rate loan at 6.75% interest rate
Monthly Property Taxes	$235	Tax Burden based on 2025 value multiplied by the 2025 millage rate
Monthly Insurance Payment	$153	Assumes yearly insurance expense if 0.5% of home price
Monhtly Maintenance Expense	$306	Assumes yearly maintenance expense is 1.0% of home price
Total Monthly Expense (Own)	**$2,601**	
Average Rent Woodson Towns	**$2,192**	
Discount to Ownership	*16%*	

QUEEN

2,805,115 2024 POPULATION	50,690 TRAILING 5-YEAR ANNUAL NET MIGRATION	1,399,500 TOTAL EMPLOYMENT	92,064 YOY JOB GROWTH
121 NEW RESIDENTS PER DAY	17.3% GROWTH IN 20-34 YEAR OLD POPULATION	18 FORTUNE 1000 HQ'S	2.95% GAGR 2015-PRESENT

CITY

CHARLOTTE METROPOLITAN OVERVIEW

The Charlotte metropolitan area is comprised of ten counties across portions of both North and South Carolina and is home to over 2.6 million residents, a 15.9% increase over population levels observed during the 2010 census. Affectionately referred to as the “Queen City” in a nod to the city’s noble namesake, Queen Charlotte, the area has transformed from a reliance on the financial sector to a thriving economy with a diverse business foundation.

The region’s attractive business climate, established infrastructure, and unparalleled quality of life has generated unprecedented growth in the urban and suburban cores, and Charlotte currently enjoys the distinction of being the second largest city in the Southeast and the 16th largest city in the United States.

Recognized as a global hub for banking, energy, healthcare, and transportation, Charlotte is home to nine Fortune 500 headquarters and 18 Fortune 1,000 headquarters. As a result, Charlotte continues to attract businesses and residents alike, garnering recognition as the top Tech Momentum Market in the US and the top Millennial Destination City in the US. Charlotte’s rapid expansion has created a vibrant culture featuring one of the nation’s leading scenes for arts, sports, and entertainment. Local population is expected to swell by more than 16.8% by 2030, fueling a bullish outlook for Charlotte’s business and cultural scene in the coming years.

TOP EMPLOYMENT SECTORS

BANKING/FINANCE

MANUFACTURING

TECHNOLOGY

SERVICES

WHY COMPANIES ARE CHOOSING CHARLOTTE

BEST FOR BUSINESS

The Charlotte MSA offers businesses the opportunity to capitalize on the exceptional growth that is occurring in the Southeastern United States. With a diverse employment base, many companies are choosing Charlotte as their corporate or regional headquarters. The pro-business nature of the Carolinas continues to drive organic growth and relocations.

Dimensional Fund Advisors

"We are energized by Charlotte's vibrancy and believe our business is well matched for the community. We believe being in Charlotte and the region will also help us attract talented individuals to the firm."

- David Booth, co-CEO and co-founder

AvidXchange

"Charlotte has been an incredible place for us to attract and maintain top talent and continue to drive our record-breaking year-over-year growth, and provide a world class experience for our more than 5,000 customers."

- Michael Praeger, CEO and co-founder

Red Ventures

"Our continued investment in the Charlotte region centers around attracting and retaining the best talent"

- Ric Elias, CEO and co-founder

Lash Group/ AmerisourceBergen

"We are delighted that we were able to find the ideal site for our new headquarters right here in the greater Charlotte region, and the Lash Group looks forward to enjoying continued growth and success here in South Carolina."

- Tracy Foster, President for our more than 5,000 customers.

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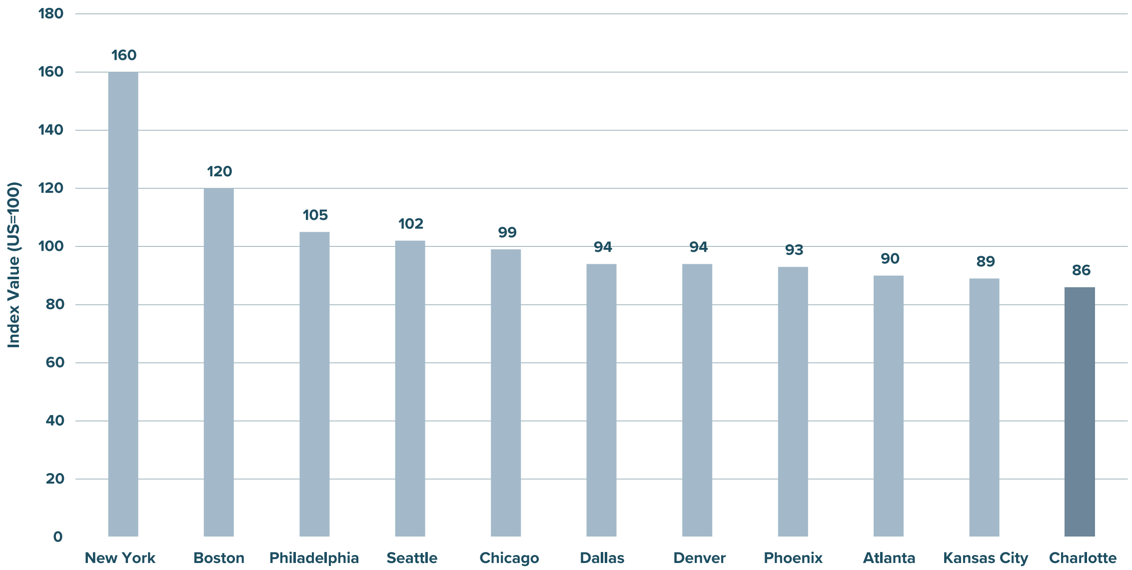
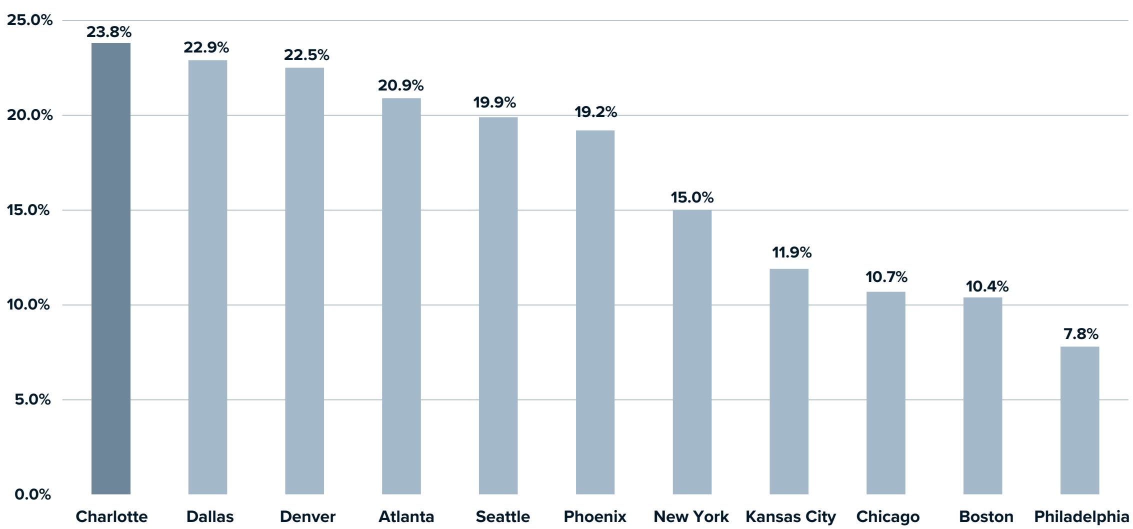
When it comes to cost of doing business, you can't get much more affordable than Charlotte, thanks to the region's business-friendly tax approach. The largest corporate expenses, labor and rent, are well below other major metro markets, making the region an attractive place to expand or relocate major operations.

COST OF DOING BUSINESS



EMPLOYMENT GROWTH



10TH

HIGHEST HEADQUARTER CONCENTRATION IN THE U.S.

950+

FOREIGN OWNED COMPANIES IN CHARLOTTE METRO

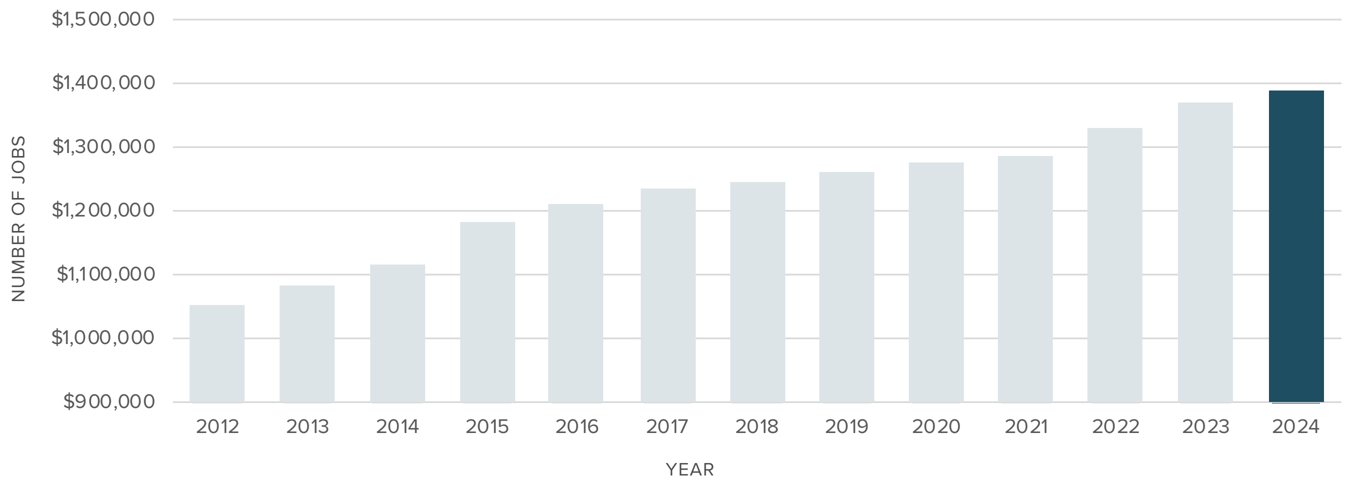
3RD

LARGEST FINANCIAL HUB IN THE UNITED STATES

EMPLOYMENT

Charlotte has seen a 23% increase in jobs over the last seven years, resulting in the region now having over 1.2 million employees.

PROJECTED JOB GROWTH



DIVERSE EMPLOYMENT GROWTH

Charlotte, long known for being a banking and financial hub, is continuing to see diversity in its employment mix. Longstanding Charlotte based giants, such as Bank of America and Wells Fargo, are now competing with the healthcare, technology and manufacturing industries.

3.7% — **Forbes projects that job growth in Charlotte will average 3.7% annually over the next three years**

CHARLOTTE MSA'S LARGEST EMPLOYERS

EMPLOYERS	NUMBER OF EMPLOYEES
Atrium Health	38,320
Wells Fargo	27,500
Bank of America Corporation	15,000
Novant Health Inc.	14,170
American Airlines	12,000
Truist	11,600
Lowe's Companies Inc.	9,233
Delhaize America Inc. (Food Lion)	9,078
Harris Teeter	8,239
Duke Energy Corporation	7,700
Compass Group	6,747

JOB ANNOUNCEMENTS SINCE 2018

ally
2,200 JOBS

PSA AIRLINES
500 JOBS.

credit karma
600 JOBS

XPOLogistics
TBD

better.com
1,000 JOBS

TRUIST
11,600 JOBS
AVERAGE SALARY $100K+

Honeywell
750 JOBS
AVERAGE SALARY $340K

amazon
1,500 EMPLOYEES

LOWE'S
2,000 EMPLOYEES
AVERAGE SALARIES GREATER THAN $117K

avidxchange
1,200 EMPLOYEES

UPTOWN CHARLOTTE

THE "CITY CENTER"

3,278 RESIDENTIAL UNITS UNDER CONSTRUCTION OR COMPLETED IN LAST 24 MONTHS	**19** NEW RESTAURANTS SINCE 2014
18 MILLION VISITORS ANNUALLY	**48K** SF OF RETAIL UNDER CONSTRUCTION OR PROPOSED

UPTOWN BY THE NUMBERS

18M VISITORS ANNUALLY	**1,000+** SHARED BIKES AND SCOOTERS	**170+** RESTAURANTS	**165+** UNIQUE SHOPS
125+ SPORTING EVENTS PER YEAR	**32** CULTURAL VENUES	**7 OF THE 10** MOST POPULAR UBER DESTINATIONS IN CHARLOTTE ARE LOCATED IN UPTOWN	

CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT - CLT

American Airlines

CLT IS ONE OF AMERICAN AIRLINE'S LARGEST AND MOST PROFITABLE HUBS

5TH BUSIEST AIRPORT IN THE WORLD	$24.6B ANNUAL ECONOMIC IMPACT
137K DAILY PASSENGERS	114 GATES

DESTINATION CLT

GAME-CHANGING ECONOMIC DEVELOPMENT MOVING TOWARDS THE AIRPORT

Destination CLT is the first phase of the Master Plan to expand Charlotte Douglas International Airport. This partnership between CLT's airlines and the FAA represents a $2.5 - $3.1B commitment to undergo major capacity enhancement projects to keep up with the airport's growth.

Since 2005, Charlotte has seen incredible growth going from 28 million total passengers to boasting over 50 million total passengers annually. This surge in passengers has vaulted Charlotte from a "middle pack" national airport to one of the busiest airports in the world.

Charlotte Douglas International Airport served 43M passengers in 2021, 86% of the record-breaking 50.2M passengers who flew to, from, and through CLT in 2019.

- **700+ DAILY FLIGHTS**
- **NONSTOP SERVICE TO 189 DESTINATIONS, INCLUDING 36 INTERNATIONAL DESTINATIONS**
- **9 MAJOR AIRLINES**

SOUTH END

ECONOMIC IMPACT OF THE LIGHT RAIL FOR SOUTH END

HOTTEST SUBMARKET IN THE SOUTHEAST | *LIVELY, YOUTHFUL, DYNAMIC*

The southern portion of the light rail from I-485 / South Boulevard and 7th Street started operation in 2007 as the first light rail line of Charlotte. Since 2017, there has been over $3.4B of commercial development. An extension from 7th Street to the University of North Carolina - Charlotte opened in March of 2018. Much of this new construction began as multifamily, catering to young professionals and other transit-oriented commuters. This has caused a substantial ripple effect on retail and office demand with a population bump of more than 8,100 well-educated professionals to the South Boulevard corridor.

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RECENTLY ANNOUNCED OFFICE DEVELOPMENT INCLUDES:

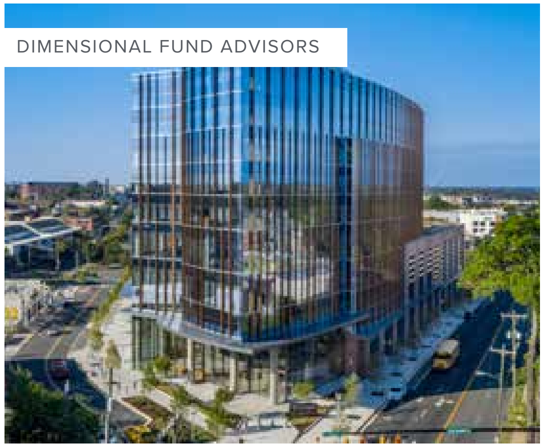
LOWE'S
375,000 SF

Dimensional
282,000 SF

lendingtree
176,000 SF

Allstate
140,000 SF

EY Building a better working world
40,000 SF

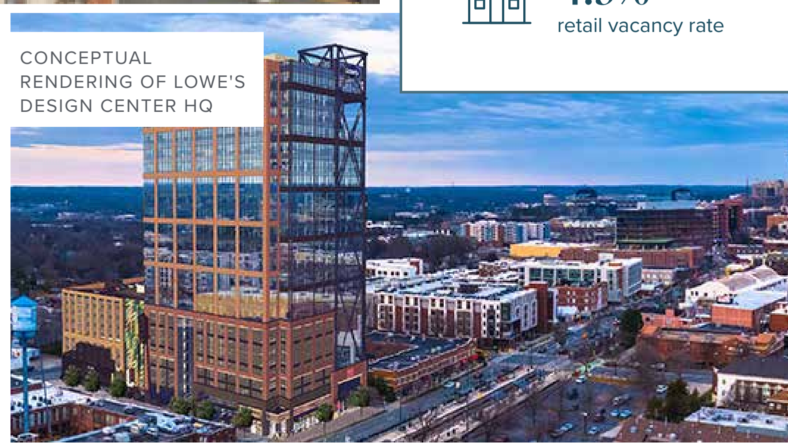

DIMENSIONAL FUND ADVISORS


2151 HAWKINS


EAST WEST STATION


RAILYARD: NOTABLE TENANTS: ALLSTATE, PARSONS, WEWORK


SQUARE AT SOUTH END


CONCEPTUAL RENDERING OF LOWE'S DESIGN CENTER HQ

SOUTH END:
Charlotte's most sought-after submarket

$800M
in on-going and planned construction in South End

346%
population growth between 2010-2018

3.6MSF
Class A & B office space

2.1MSF
of office space planned or under construction

4.5%
retail vacancy rate

CHARLOTTE’S EXPONENTIAL GROWTH OVER THE LAST 30 YEARS

1994

2024

JLL

MAJOR INDUSTRIES AND EMPLOYERS

TOP LOCAL FINANCIAL EMPLOYERS

WELLS FARGO	25,100+ employees
	15,000+ employees
TIAA	3,000+ employees
LPL Financial	2,850+ employees
TRUIST	2,065+ employees

FINANCIAL SERVICES

Charlotte has long been a powerhouse in the financial industry, and currently serves as the headquarters location for more than 70 financial institutions employing more than 70,000 employees - including Bank of America and Wells Fargo's East Coast Division. While Charlotte's many existing firms are the driving force of the economy, the area has emerged as a FinTech Hub with a proliferating entrepreneurial environment.

TOP LOCAL ENERGY AND POWER EMPLOYERS

DUKE ENERGY	6,000+ employees
Ingersoll Rand	2,250+ employees
SIEMENS	1,600+ employees
CONBRACO	760+ employees
Atlas Copco	600+ employees

ENERGY AND POWER

Charlotte serves as the home to 200+ energy companies employing 36,500+ residents and creating an aggregate economic impact of approximately $17.8 billion. The Queen City is also the proud headquarters of Duke Energy, the largest electric power company in the United States and parent of Piedmont Natural Gas. Beyond traditional energy and power suppliers, the region is at the forefront of sustainability and clean energy. The state ranks #3 in the nation for total amount of installed solar panels.

TOP INFORMATION TECHNOLOGY EMPLOYERS

RED VENTURES	3,250+ employees
IBM	2,500+ employees
avidxchange	1,200+ employees
accenture	1,600+ employees
Microsoft	1,100+ employees

INFORMATION TECHNOLOGY

Charlotte has seen tech employment rise drastically over the past ten years, with talent distributed evenly across a diverse mix of high tech, consulting, finance, and a plethora of other industries. The burgeoning startup community has catalyzed growth in the local technology industry, and is supplemented by a pipeline of experienced local professionals, recent graduates, and savvy millennials.

GAME CHANGING

JOB ANNOUNCEMENTS

TRUIST

BB&T (NYSE: BBT) and **SunTrust Banks Inc. (NYSE: STI)** completed a merger of equals to become Truist in December 2019. The bank's headquarters is now located in Charlotte.

The $66B merger created the 6th largest bank in the US.

A new corporate headquarters has been established in Uptown Charlotte, including an Innovation and Technology Center to drive digital transformation.

Honeywell

Honeywell has invested more than $248M in its new HQ in Charlotte

As part of the investment, Honeywell is creating create more than 750 jobs

"We selected Charlotte because it offers a great business environment along with access to a workforce that has the skillset Honeywell will need to be competitive over the coming decades"

DARIUS ADAMCZYK,
HONEYWELL CHAIRMAN & CEO

LOWE'S

Lowe's invested $153 million in their new global technology center in Charlotte. The Lowe's tech hub brings a new 23-story office tower in South End.

As part of the investment, the company is creating more than 1,900 new jobs.

"Today's announcement is a tremendous victory for our city and a validation of our work to continue growth in the tech industry. Lowe's is once again investing in the Charlotte region and this entire community will benefit from the commitment to create a tech pipeline with local schools and organizations."

CHARLOTTE MAYOR VI LYLES

BUILD-TO-RENT INVESTMENT SALES

CASEY SHERMAN
Senior Director
704.777.2488
Casey.Sherman@jll.com

WILLIAM MARTIN
Associate
980.226.6466
William.Martin@jll.com

MULTIFAMILY INVESTMENT SALES

JOHN GAVIGAN
Managing Director
704.526.2809
John.Gavigan@jll.com

JOHN MIKELS
Managing Director
919.971.8262
John.Mikels@jll.com

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