

UNIVERSITY OF VIRGINIA

THE ROTUNDA

HISTORIC DOWNTOWN CHARLOTTESVILLE

UVA HEALTH UNIVERSITY MEDICAL CENTER

SCOTT STADIUM
HOME OF UVA FOOTBALL

5TH ST STATION

UVA FONTAINE RESEARCH CAMPUS
54 ACRE RESEARCH PARK

SIEG PROPERTY - RIVERBEND
APPROVED FOR UP TO 600 UNITS & 440,000 SF COMMERCIAL

SWEETSPOT



The Sweetspot OF ALBEMARLE

Picturesque +/- 82 acre Mixed-Use
Development Opportunity in Charlottesville, VA



INVESTMENT ADVISORS

ADAM LAWSON

Managing Director
804.514.7041
adam.lawson@jll.com

CHARLES M POLK III

Vice Chairman
804.200.6419
charlie.polk@jll.com

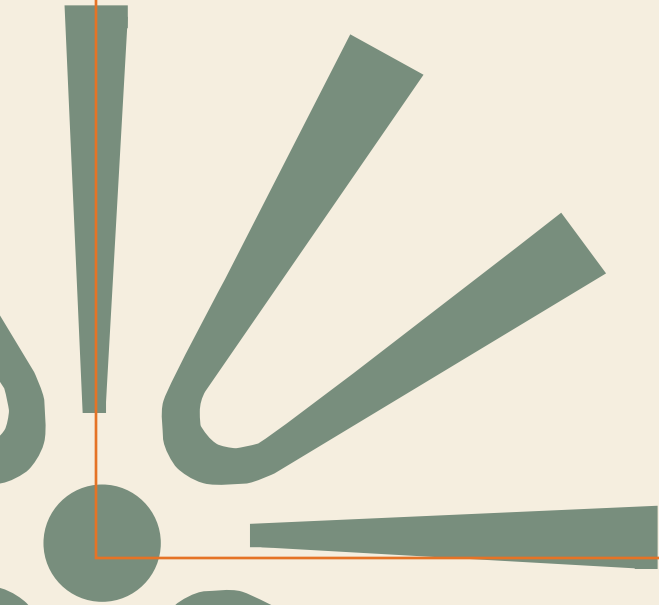
DEBT & STRUCTURED FINANCE

TRAVIS ANDERSON

Senior Managing Director
704.526.2806
travis.anderson@jll.com

REINA ABBOD

Senior Director
804.774.1491
reina.abboud@jll.com





The Sweetspot OF ALBEMARLE

PICTURESQUE +/- 82 ACRE MIXED RESIDENTIAL DEVELOPMENT OPPORTUNITY
IN CHARLOTTESVILLE, VA

Jones Lang LaSalle, a Virginia licensed real estate broker ("JLL"), has been retained as the exclusive sales representative for The Sweetspot of Albemarle, a transformational mixed-use development opportunity in Charlottesville, Virginia. This strategically positioned parcel offers developers the opportunity to create a landmark project in one of Virginia's most historic and culturally rich cities.

Located at Charlottesville's southern gateway, the site presents an opportunity to develop a mixed-use community that complements the city's established character and academic heritage. Its strategic location provides future residents with convenient access to the University of Virginia, the Downtown Mall, and the Blue Ridge Mountains—combining intellectual resources, urban amenities, and natural landscapes.

Situated within the Albemarle County Growth Area, the site is designated to support future development of Office, R&D, Flex, Light Industrial, and up to 50% Residential uses. This flexible framework positions the site to attract homebuilders and mixed-use developers in a high-demand market.

82+
ACRES

Adjacent
TO APPROVED RIVERBEND DEVELOPMENT

Within
ABLEMARLE COUNTY GROWTH AREA

Extremely
HIGH BARRIER TO ENTRY SUBMARKET

Southern Gateway
TO CORE CHARLOTTESVILLE

6-Minute
DRIVE TO UNIVERSITY OF VIRGINIA

NEIGHBORING TO PROPOSED HEDGEROW PARK

Municipality
Albemarle County

Address
605 Shepards Hill Rd
Charlottesville, VA 22903

Albemarle County PIN
75-48

Acreage
+/- 82.61 acres

Zoning
R-1 Residential (1-acre lot minimum)

Future Land Use
Albemarle County Growth Area

Zoning Overlay
Entrance Corridors Overlay

Current Use
Vacant Land (Wooded)

Traffic
Monacan Trail Road (Hwy 29):
18,000 VPD
Interstate 64: 44,000 VPD

Utilities
Not Currently On Site

Pricing
Call for Pricing

The Offering



CHARLOTTESVILLE-ALBEMARLE AIRPORT
18 MIN DRIVE

HISTORIC DOWNTOWN CHARLOTTESVILLE

FARMINGTON COUNTRY CLUB

JOHN PAUL JONES ARENA
HOME OF UVA BASKETBALL

SCOTT STADIUM
HOME OF UVA FOOTBALL

THE HISTORIC BOAR'S HEAD INN

UNIVERSITY OF VIRGINIA
26,685 TOTAL ENROLLMENT

BARRACKS ROAD SHOPPING CENTER
HARRIS TEETER
KROGER
CHIPOTLE
CHICK-FIL-A

UVA FOUNTAINE RESEARCH CAMPUS
54 ACRE RESEARCH PARK

RAGGED MOUNTAIN NATURE AREA

BIRDWOOD GOLF COURSE

GREYSTAR SPRING VALLEY PROJECT
525 UNITS

5TH STREET STATION
WEGMANS
ALAMO DRAFT HOUSE
PLANET FITNESS
JERSEY MIKE'S
KRISPY KREME

EXIT 118



SWEETSPOT

REDFIELDS
HOME SALE PRICES: \$600K+

SIEG PROPERTY RIVERBEND
APPROVED FOR UP TO
600 UNITS + 440,000 SF COMMERCIAL



PROPOSED HEDGEROW PARK

POTENTIAL TO ASSEMBLE ADDITIONAL +/- 143.39 ACRES





Virginia's Premier Educational & Cultural Destination

Charlottesville, Virginia stands out as one of the most economically prosperous mid-sized markets in the Mid-Atlantic region, characterized by exceptional wealth indicators and a highly educated population base. The presence of the University of Virginia creates a substantial concentration of high-earning professionals in education, healthcare, and research sectors, while educational attainment levels rank among the highest in Virginia with a disproportionately large share of residents holding graduate and professional degrees.

DRIVE TIME HIGHLIGHTS



3-MIN
FONTAINE
RESEARCH PARK



5-MIN
WEGMANS



6-MIN
UNIVERSITY
OF VIRGINIA



8-MIN
DOWNTOWN
CHARLOTTESVILLE



10-MIN
SENTARA MARTHA
JEFFERSON HOSPITA

3-MILE RADIUS DEMOGRAPHIC HIGHLIGHTS

\$135,663
HOUSEHOLD INCOME

70.2%
WHITE COLLAR WORKERS

83%
HOUSEHOLD INCOME
GROWTH (2010-2025)

2.4%
UNEMPLOYMENT RATE

DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
POPULATION			
Estimated Population (2025)	248	31,534	77,693
Projected Population (2030)	256	30,402	74,655
Census Population (2010)	220	29,246	72,079
HOUSEHOLDS			
Estimated Households (2025)	104	10,905	31,421
Projected Households (2030)	109	10,594	30,650
Census Households (2010)	85	9,639	27,616
Growth 2010-2025	23%	13%	14%
AVERAGE HOUSEHOLD INCOME			
Estimated Average Household Income (2025)	\$217,990	\$135,663	\$129,025
Projected Average Household Income (2030)	\$215,757	\$136,373	\$128,692
Census Average Household Income (2010)	\$145,945	\$74,169	\$69,709
Growth 2010-2025	49%	83%	85%
OVERVIEW			
Median Age	46.5	30.1	33.6
Average Minutes Travel to Work	17.4	16.2	16.0
Unemployment Rate	1.2%	2.4%	2.3%
White Collar Workers	82.2%	70.2%	71.7%
College Degree + (Bachelor Degree or Higher)	78.0%	68.0%	62.9%

Surrounding Development





CONCEPTUAL PLAN B

RIVERBEND
REZONING APPROVED



TOTAL SITE AREA	82.61 AC
End Townhome Lot Sizes	29' x 79'
Unit Total	104 Units
Interior Townhome Lots	22' x 79'
Unit Total	140 Units
Total Townhome Lots	244 Units
Total Units	244 Units
Density	2.95 Units/AC



Zoning and Growth Area Overview

COUNTY GROWTH AREA

The site is within Albemarle County's Growth Area—a designated zone covering just 5% of the county but slated for the majority of future development. This growth plan designates Sweetspot to support the future development of Office, R&D, Flex, Light Industrial, and up to 50% Residential use. Additionally, this location delivers critical development advantages:

INFRASTRUCTURE & DENSITY:

Proximity to public water/sewer reduces costs and enables higher-density zoning that maximizes value and unit count.

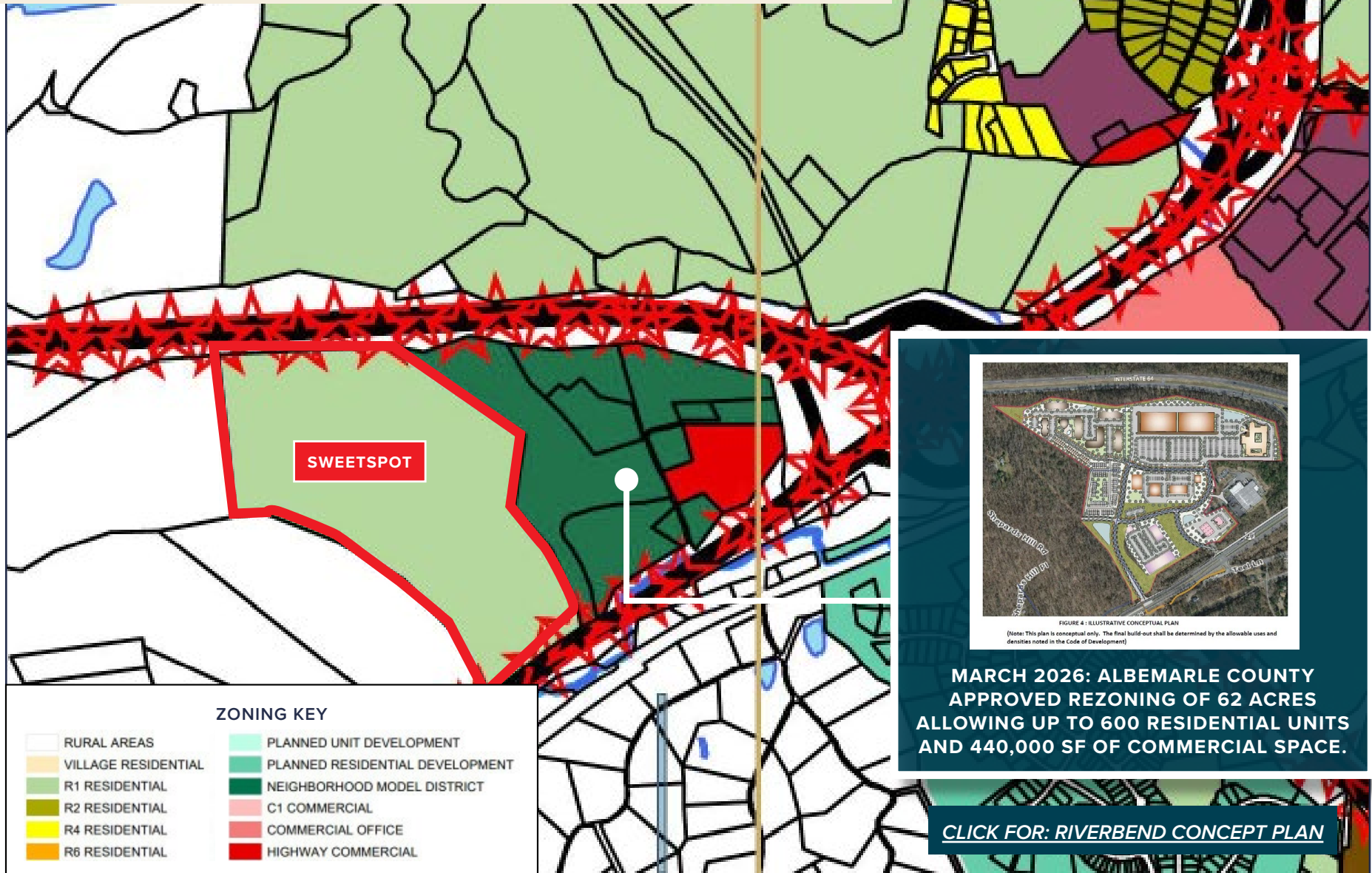
MARKET POSITION:

Proximity to established transportation, schools, and amenities enhances project marketability, while ongoing county investment in infrastructure and services within the Growth Area supports long-term value. This designation fundamentally improves project economics compared to rural sites requiring well/septic systems and facing density restrictions.

ZONING

The site is currently zoned R-1, a single-family residential designation that allows 0.97 to 1.45 dwelling units per acre. The adjacent Sieg/Riverbend parcel was recently rezoned to Neighborhood Model District (NMD), a higher-density, mixed-use classification designed for compact, walkable communities. NMD zoning encourages interconnected streets, diverse housing types including multi-family and attached units, and accessible amenities.

☼ Ablemarle County Zoning Map





CHARLOTTESVILLE, VA



Area Overview

The Sweetspot of Albemarle sits in Charlottesville, a growing city famous for its dynamic balance of stunning landscape complemented not only by a rich history, but an incredibly affluent and educated population base anchored by the University of Virginia. The Charlottesville MSA includes the City of Charlottesville and the counties of Albemarle, Buckingham, Fluvanna, Greene, and Nelson.

Charlottesville serves as the cultural, economic, and educational center of the broader region. Settled upon in the 18th century on a hill overlooking the Rivanna River, a vibrant downtown has emerged with thriving dining and shopping, complimented by countless opportunities to enjoy cultural and recreational activities such as art museums and galleries, ballooning, biking, breweries, fishing, hiking, historic landmarks, horseback riding, indoor and outdoor performance spaces, music venues ranging from small outdoor amphitheaters to large stadiums, vineyards, theaters, and world-class tennis. The community has the rare combination of fine dining and shopping without sacrificing a small-town atmosphere, good jobs, and world-class outdoor activities. Charlottesville combines the finest aspects of multiple worlds, showcasing a small city's charm, liveliness, and close-knit community, while also providing the array of amenities and cultural attractions typically found in a larger metropolis.

TOP 10
BEST COLLEGE TOWN IN US
(WALLETHUB)

#4
TOP PUBLIC UNIVERSITY
(UVA - US NEWS)

\$12B
OF ANNUAL ECONOMIC IMPACT STATEWIDE
(UVA)

26,685
TOTAL ENROLLMENT
(UVA)

#1
UNEMPLOYMENT RATE

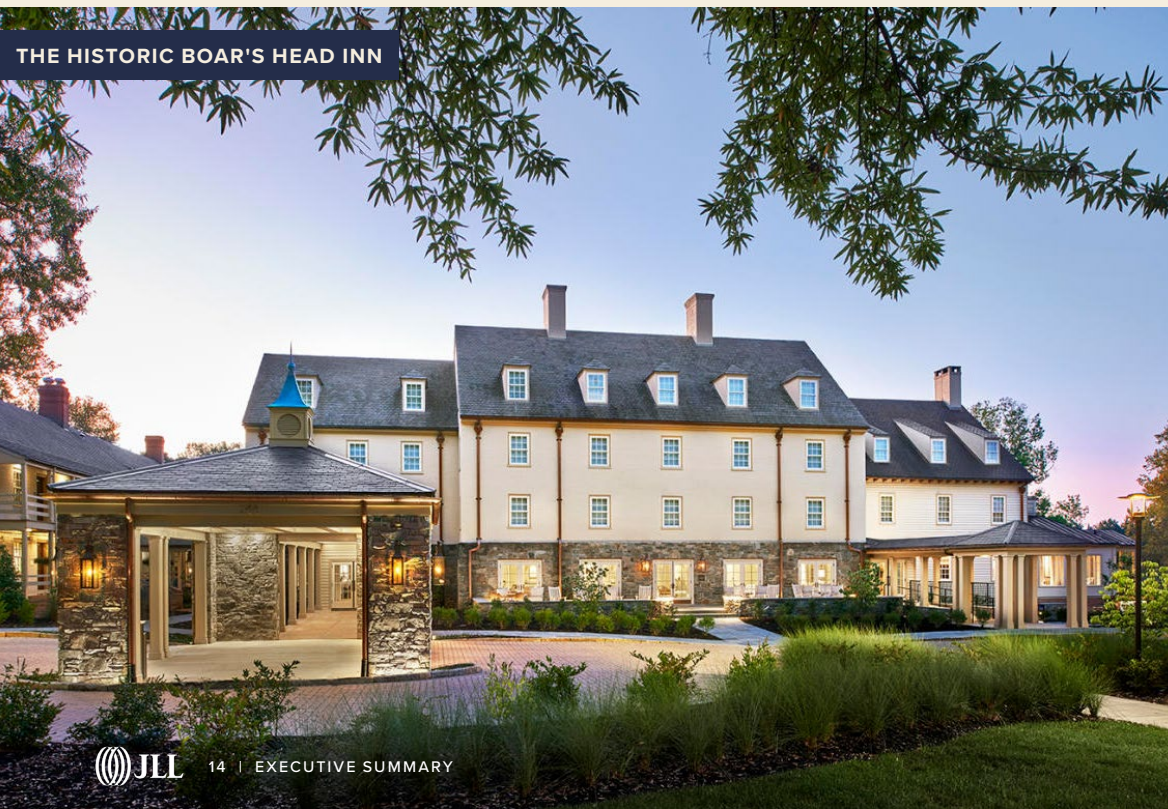
Charlottesville Highlights



THOMAS JEFFERSON'S MONTICELLO



DOWNTOWN CHARLOTTESVILLE



THE HISTORIC BOAR'S HEAD INN



CARTER MOUNTAIN ORCHARDS



SCOTT STADIUM



JAMES RIVER



CHARLOTTESVILLE WINE TOUR



BIRDWOOD GOLF COURSE

The Economy

While the University of Virginia is what lures students and employees into Charlottesville, it is the unique culture that has been built socially and economically that retains alumni and transplants alike. Experiencing high levels of population and economic growth around the University, Charlottesville has been able to grow into the region's leading scene for arts, sports, entertainment, and innovation. Appealing to businesses and residents alike, Charlottesville has demonstrated strong population growth of alumni and transplants seeking employment, showcased in a strong unemployment rate mirroring relocations. Charlottesville has grown to be recognized as a hub for education, healthcare, military and defense contracting, tourism, and even a growing venture capital community. As a result, Charlottesville continues to attract new business momentum, highlighted by the University of Virginia Research Park, which has recently rebranded as North Fork.

HIGHLY EDUCATED WORKFORCE

Charlottesville boasts a highly educated and talented workforce, with 78 percent of adults having some college experience. Additionally, the University of Virginia injects 24,000 students into the immediate market annually.

ATTRACTIVE QUALITY OF LIFE

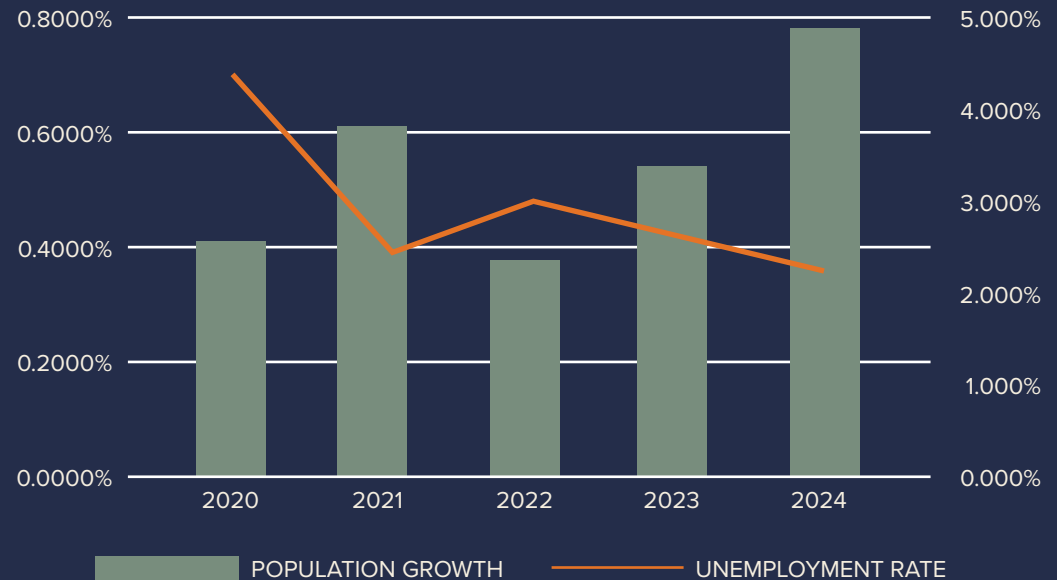
With its extensive variety of arts, cultural, and outdoor activities, Charlottesville offers the entertainment options of a much larger city with the accessibility, atmosphere, and traffic of a smaller town.

STRATEGIC EAST COAST LOCATION

Charlottesville's location boasts a first-class transportation system that includes an airport, proximity to five interstates, and rail optionality. Charlottesville's strategic location allows companies to access 50 percent of the US population within one-day's drive.



POPULATION GROWTH MIRRORS UNEMPLOYMENT RATE



Education & Employers

EDUCATION

The programs and facilities provided by The University of Virginia have created an environment geared toward academics within Albemarle County. With 26 private and 31 public schools, serving over 17,000 students, the education options are bountiful. Low student-teacher ratios and high graduation rates have propelled Albemarle County into the top 10% among all school systems in the state. For the 2023-2024 school year, the Albemarle County public school received the prestigious Highest Achievement Award for Outstanding Assessment Performance and Practices.

With education as a top priority amongst residents and students alike, school test scores in this city hover about 20 percent above national averages, and the city itself boasts a graduation rate of over 83 percent.

EMPLOYERS

The University of Virginia and the University of Virginia Health System are historically and currently the top employers of the Charlottesville area. Owing more than 16 million gross square feet in 554 buildings, the University spans across campuses hosting a variety of business lines, meeting the city's employment needs.

The U.S. Department of Defense is another key employer, providing a large military presence and diversifying the economy. Additionally, DIA/ National Ground Intelligence Center (NGIC) has been headquartered in Charlottesville since 1994, spurring several government contractors to locate in the area, highlighted by Northrup Grumman whom has been actively expanding their presence in the region.

Recently Announced: AstraZeneca plans to invest \$4.5 billion in new manufacturing facilities in Charlottesville, creating approximately 600 jobs in the region. Projected delivery 2029-2030.



ALBERMARLE COUNTY SCHOOL SYSTEM

TOP 10%
OF STATE SCHOOL SYSTEMS

13:1
STUDENT-TO-TEACHER RATIO

62%
OF POPULATION WITH
COLLEGE DEGREES

14,000
STUDENTS

TOP EMPLOYERS OF THE CHARLOTTESVILLE AREA



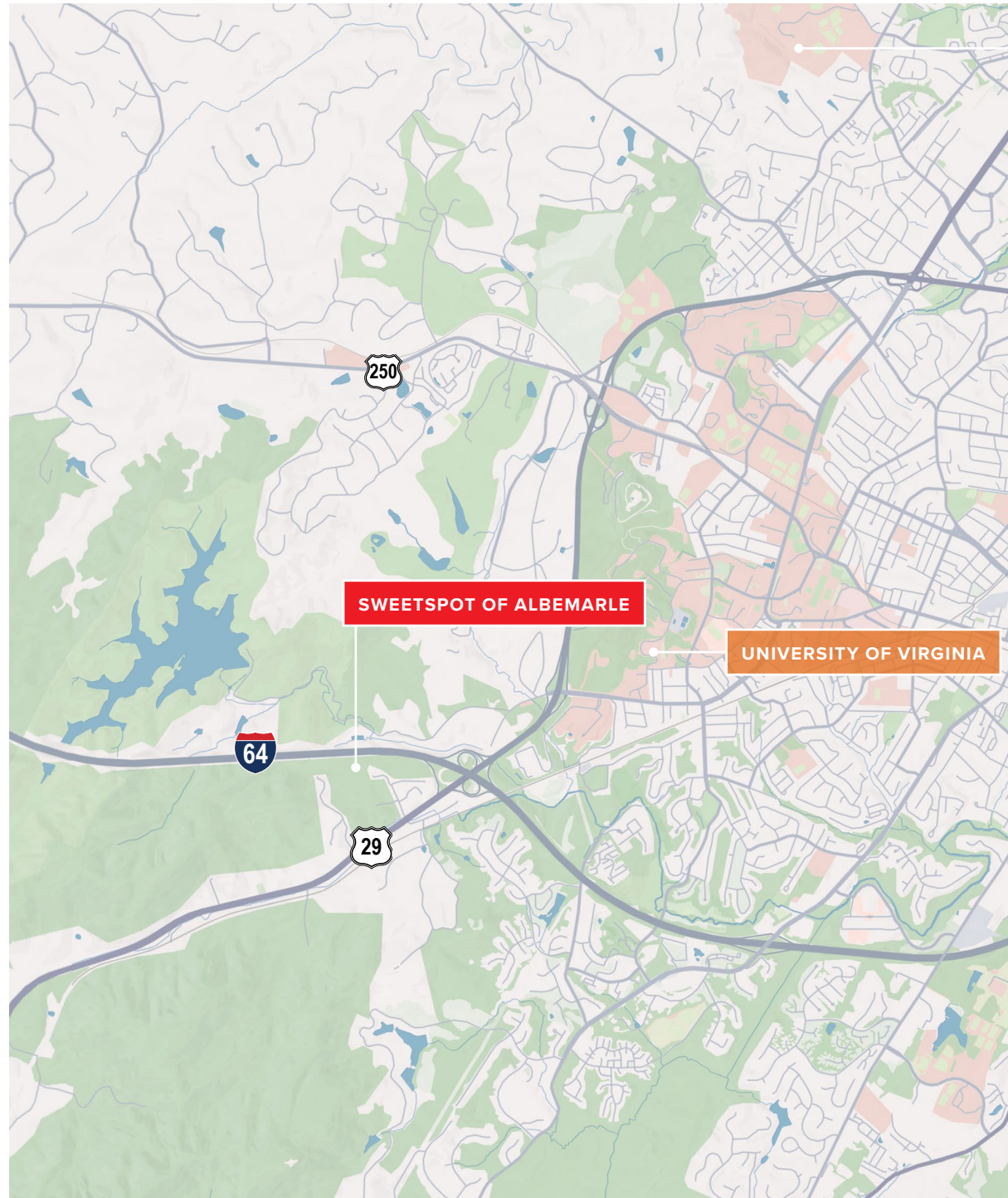


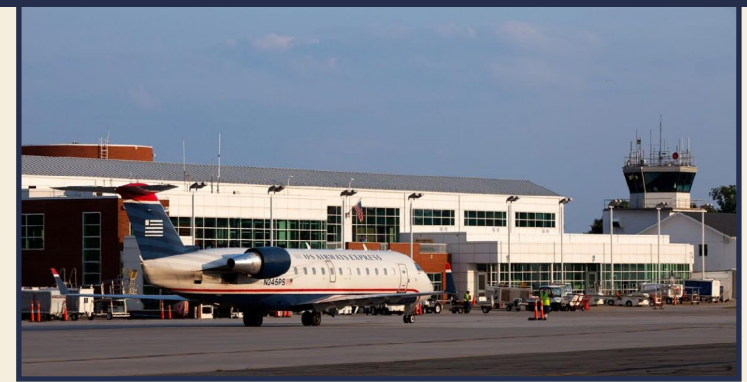
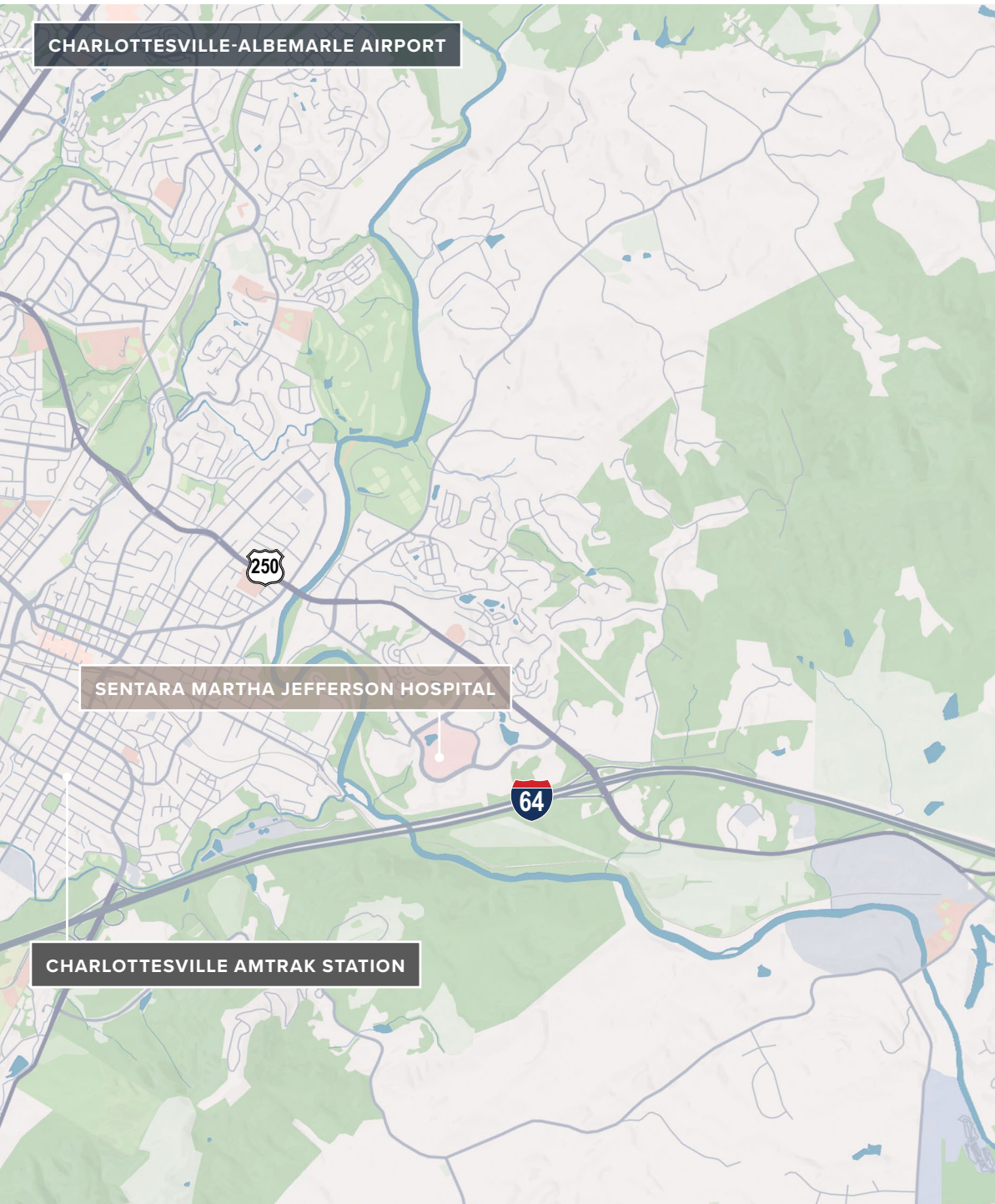
Access



INTERSTATE HIGHWAYS

Charlottesville is proximate to arterial thoroughfares I-64, I-95, and I-85, which are complimented by Route 29 and U.S. Route 250. The road network links the region to all major east coast markets, allowing companies to access 50% of the US Population within one-days drive. These highways can be utilized to access Richmond within one hour, Washington, DC within two hours, and Virginia Beach-Norfolk within two and ½ hours.





AIRPORTS

Situated just off Route 29N in Albemarle County, the Charlottesville-Albemarle Airport (CHO) offers service to all major east coast cities, with over 134 weekly non-stop flights. CHO provides direct service to several major metro areas, including Atlanta, Charlotte, Chicago, New York, Philadelphia and Washington, DC. The Richmond International Airport (RIC) is located just over one hour away, providing an alternative for those needing to reach international destinations.



RAIL

AMTRAK provides regional passenger service from Charlottesville to Baltimore, Boston, Chicago, New York, Orlando, Philadelphia and Washington, DC. AMTRAK provides business travelers and tourists a viable alternative to driving or flying. Additionally, CSX Transportation and Norfolk Southern provide freight rail service to the area, connecting the region to Hampton Roads, one of the nation's largest ports.

The Sweetspot OF ALBEMARLE

INVESTMENT ADVISORS

ADAM LAWSON

Managing Director
804.514.7041
adam.lawson@jll.com

CHARLES M POLK III

Vice Chairman
804.200.6419
charlie.polk@jll.com

DEBT & STRUCTURED FINANCE

TRAVIS ANDERSON

Senior Managing Director
704.526.2806
travis.anderson@jll.com

REINA ABBOUD

Senior Director
804.774.1491
reina.abboud@jll.com



About JLL

For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of \$20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAYSM. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com.