

SOPHIA

4924 St. Elmo Avenue,
Bethesda, MD 20814



**276-UNIT TROPHY BETHESDA, MD ACQUISITION OPPORTUNITY
EXECUTIVE SUMMARY**





Sophia Marketing Video



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 (32% of County Taxes abated for 4 years), 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 5,165 SF of premier ground floor retail comprised of Paris Baguette and No Regrets Pizza. 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 the new 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 \$250,000 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 strong property level performance, coupled with the promising long-term growth of the submarket, make Sophia the most compelling investment opportunity in the DC Metro area.

PROPERTY OVERVIEW

276

CONDO-QUALITY UNITS

912

AVG. MARKET-RATE SF

91%

LEASED

2025

YEAR BUILT

\$4,072

AVERAGE RENT/UNIT

\$4.47

AVERAGE RENT/SF

5,165

RETAIL SF
(100% Leased)



NO REGRETS
PIZZA CO.

62%

YTD RETENTION



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 and No Regrets Pizza)



Sophia Sets the New Standard in Bethesda

Unique Unit Mix with Large Floor Plans (912 Avg. SF), Proven Top-of-Market Rents (\$4,072/Unit, \$4.47/SF), and 9 Penthouse Units 100% Leased (\$9,562/Unit, \$5.28/SF)



Global Gateway Market with High Barriers-to-Entry

Extremely Limited Future Investment Opportunities in the Submarket



Unmatched Fundamentals in the Region & Submarket

4.2% Average Projected Rent Growth in Bethesda Through 2030



Most Desirable Demographics in the DC Metro Area

Residents Achieve Over \$250K Average Household Income



Unparalleled Live-Work-Play Environment

Surrounded by Dynamic Employment Sector & Premier Retail Amenity Base



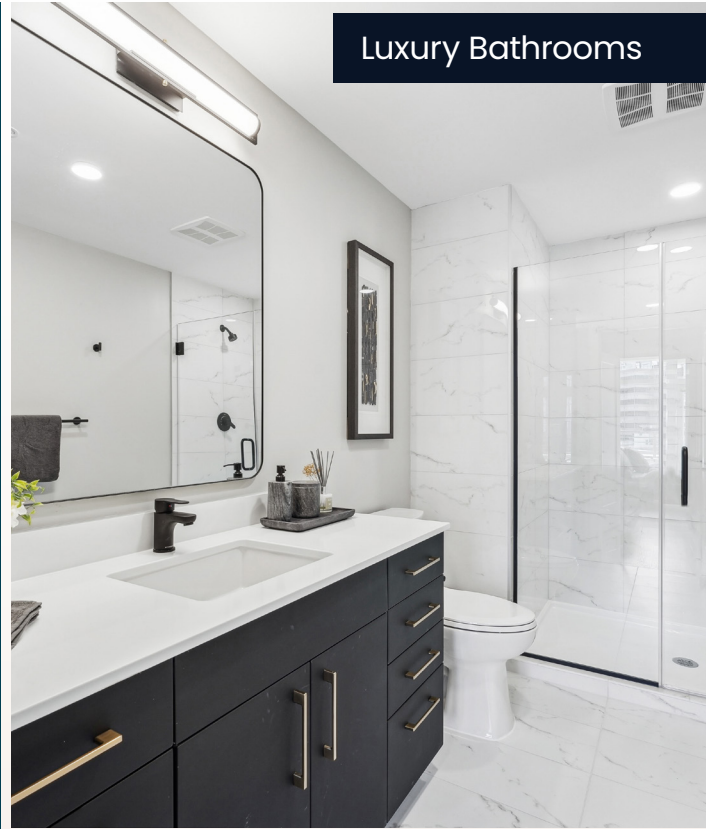
Transit Oriented Asset with Unrivaled Accessibility

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

NO REGRETS
PIZZA CO.



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

NIKE FB Marine Layer

Madewell WILLIAMS-SONOMA

Apple FAHERTY lululemon athletica

WARBY PARKER ANTHROPOLOGIE

JBG SMITH HOST HOTELS & RESORTS orano
Booz | Allen | Hamilton

CAPITAL CRESCENT TRAIL

Giant

FOX 5 UBS
wework GEICO HQ

THE NEIGHBORHOODS OF EYA BCG BOSTON CONSULTING GROUP

JOHNS HOPKINS MEDICINE

WASHINGTON PROPERTY COMPANY

M Bethesda metro

Morgan Stanley EAGLEBANK NEW HQ

MOT MARYLAND DEPARTMENT OF TRANSPORTATION Purple Line
Future Purple Line

7-Eleven

EAST-WEST HIGHWAY

MARRIOTT Headquarters

TRADER JOE'S



98

89

WALKER'S PARADISE

VERY BIKEABLE

WISCONSIN AVENUE

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



\$243,141

AVERAGE HOUSEHOLD INCOME

+9% ESTIMATED 5 YEAR HHI GROWTH



\$1,339,261

AVERAGE HOME VALUE



88.2%

POPULATION WITH BACHELOR'S DEGREE +



1.3%

UNEMPLOYMENT RATE



OLD GEORGETOWN ROAD

Woodmont Triangle

160 STOREFRONTS 4 GROCERY STORES
LOCATED WITHIN A 0.5 MILE RADIUS



INVESTMENT SALES ADVISORY

ROBERT JENKINS

Managing Director
202.777.2308
robert.jenkins@jll.com

BRET THOMPSON

Managing Director
202.719.6139
bret.thompson@jll.com

ANDREW GEMMA

Director
202.533.2521
andrew.gemma@jll.com

WILL MCCONNEL

Associate
202.320.8637
will.mcconnel@jll.com

FINANCING

PAUL SPELLMAN

Managing Director
202.719.6900
paul.spellman@jll.com



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