UNIVERSITY CITY
TOMORROW’S URBAN CENTER
University City: Tomorrow’s Urban Center

University City is poised to begin a new chapter as the opening of Charlotte’s LYNX Blue Line Extension offers fast and convenient service connecting the central business district (CBD) to UNC Charlotte every ten minutes. University City’s four light rail stations are buzzing with energy as investors look to capitalize on infrastructure investments unparalleled by anytime in the area’s history.

We believe in the possibilities and so should you.

Access
Connect to 165 destinations worldwide via Charlotte-Douglas International Airport located a short 20-minute drive from University City. Connect to the CBD and UNC Charlotte 107 times per day by light rail. Connect in minutes to I-85, I-77 or I-485 to access the Charlotte region and its 1.9 million residents.

Location
It may be home to NC’s fastest growing University, Charlotte’s 2nd largest employment center and a 2,200-acre business park hosting Fortune 500’s, but it’s also 3 hours from the beach and 2 hours from the tallest mountains in the eastern U.S.

Talent
University City is home to young talent and seasoned professionals. UNC Charlotte produces 6,000 graduates annually led by engineering, tech and health sciences, and the 28269 zip code in University City hosts a higher percentage of Uptown workers than any other.

Housing
In 2016, Charlotte Magazine recognized the 28269 zip code as a top zip code for investors, and the delivery of light rail has spawned a building boom that promises to further add to our broad spectrum of housing options.

Attractions & Amenities
University City boasts NCAA Division-1 athletics, NC’s most popular shopping destinations, as well as over 100 theater productions and musical performances ranging from the largest touring acts in the U.S. to UNC Charlotte’s most talented artists.

Weather & Climate
No more snow shovels or extreme weather to contend with. The toughest part of your weekend will be deciding how to spend the afternoon outdoors in Charlotte’s 21,000+ acres of parks and 37+ miles of greenways.
University City Highlights

**Leader in value** for high-tech software and service companies.
– CBRE Tech Thirty

**3rd in top tech hubs** with the lowest cost of living.
– Paysa.com

**1st in tech talent growth** among small growth markets.
– CBRE Scoring Tech Talent

**Home of NC’s fastest growing university**, currently 30,000 students strong, anchored in engineering, health sciences and computer informatics.
– UNC Charlotte

**Over $1.5B** in infrastructure improvements in rapid transit, road and bicycle connectivity, greenways and streetscapes.
DOING BUSINESS

It’s all about access and location

This community thrives as Charlotte’s second largest employment center. Corporate campuses locate in the University Research Park for its state-of-the-art infrastructure, access to twelve miles of greenway and lush tree canopy. Engineering, finance, R&D and tech companies flourish from the pipeline of talent from UNC Charlotte.

This is why University City and northeast Charlotte shine on CBRE’s annual Tech-Thirty list as a leader in value for high-tech software and service companies.

FAST FACTS

<table>
<thead>
<tr>
<th>Employees</th>
<th>Fortune 500 regional offices</th>
<th>Square feet office space</th>
<th>Office vacancy</th>
</tr>
</thead>
<tbody>
<tr>
<td>75,000</td>
<td>23</td>
<td>11M</td>
<td>9.5%</td>
</tr>
</tbody>
</table>

Commercial Property Transactions 2015-2016

$650M

3

Headquarter locations

150

Medical offices & services

4.8M

LEED certified square feet

Tech Center

6th

Lowest vacancy among all Tech-Thirty top submarkets

21st

Fastest rent growth from 2014–2016 among the nation’s top tech markets

22.9%

Overall office job creation was in new tech jobs in Charlotte

#4

Hottest markets for tech professionals

UNIVERSITY CITY

CHARLOTTE
Office Rent

UNIVERSITY CITY*

$21.15 RENT PER SF
11M SF INVENTORY
9.5% VACANCY RATE

CBD

$29.59 RENT PER SF
21.2M SF INVENTORY
10.2% VACANCY RATE

SOUTH CHARLOTTE / I-485

$27.90 RENT PER SF
6.1M SF INVENTORY
12.1% VACANCY RATE

*Source: Cushman Wakefield 1Q 2017

“The University submarket has become one of the strongest in Charlotte throughout the last few years and we are pleased to see continued regional investment from local ownership.”

- Patrick Gildea, Executive VP, CBRE
(Charlotte Business Journal 1/4/2017)

Northeast Charlotte rents rose 20% from the second quarter of 2014 to $21.15 in the first quarter of 2017.

Office space in northeast Charlotte is a value against other markets locally and nationally.

Commuting Distance

UNIVERSITY CITY

17 MINUTES BY CAR

CBD

19 MINUTES BY CAR

SOUTH CHARLOTTE / I-485

20 MINUTES BY RAIL
Where smart people live

University City offers easy living and extensive housing choices ranging from apartments and condos near transit to custom homes overlooking forests and greenway trails. Get out and about to the city’s most popular grocers and retailers, a broad selection of international cuisine options, and an abundance of medical services, college sports, concerts, and performing arts.

Regardless where you live in University City, expect more home, convenience and access for less.

FAST FACTS

<table>
<thead>
<tr>
<th>Multi-family units delivered or in the pipeline</th>
<th>$250M in residential development</th>
<th>29.5 Average median age</th>
<th>171,000 Area population</th>
</tr>
</thead>
<tbody>
<tr>
<td>2,178</td>
<td>52%</td>
<td>45,000</td>
<td>6th</td>
</tr>
<tr>
<td>6th Most moved-to neighborhood nationally</td>
<td>Household income over $75,000</td>
<td>6th</td>
<td>Largest “City” in North Carolina</td>
</tr>
</tbody>
</table>

227,600 Households are within a 15 minute drive of University City
28269 More Uptown employees live in 28269 than in any other zip code
Top 5 In 2016, Charlotte Magazine listed University City’s 28269 as one of 5 top zip codes for investors
49% Increase in property values in 28269 since Spring 2012
1,368 Residential units in the pipeline

Education

UNC CHARLOTTE

28,700 Students
87 Bachelors, 70 Masters, 20 Doctoral Candidates

34.4% Enrollment increase in 10 years
61% of total growth in the UNC system since 2009

GRADES K-12

12 Public K-12 schools
2 Private K-12 schools
6 Charter / Magnet schools
2 Early college schools
Home Rentals

Source: Real Data 2016

**UNIVERSITY CITY**
- $1.44 COST PER SF
- 1,079 AVERAGE SF
- $1,551 AVERAGE MONTHLY RENT
- 12 MINUTES BY CAR

**NODA/PLAZA MIDWOOD**
- $1.54 COST PER SF
- 910 AVERAGE SF
- $1,402 AVERAGE MONTHLY RENT
- 10 MINUTES BY CAR

**CBD**
- $2.21 COST PER SF
- 822 AVERAGE SF
- $1,820 AVERAGE MONTHLY RENT
- 8 MINUTES BY CAR

**SOUTH END/DILWORTH**
- $1.79 COST PER SF
- 860 AVERAGE SF
- $1,537 AVERAGE MONTHLY RENT

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Home Size and Average Price

- **University City**: 1,771 SF, $186k
- **NODA/Plaza Midwood**: 1,900 SF, $200k
- **South End/Dilworth**: 1,500 SF, $350k

The size of the average home is 1,925 SF.

- *Average Square Feet* - *Median Sales Price*
Explore, discover and get lost

Experience nature, NCAA athletics, urban amenities and Charlotte’s best shopping in University City. Connect to the city’s most popular venues for nightlife by light rail in minutes, saving the hassle and cost of parking. Spend an evening at UNC Charlotte or the PNC Pavilion for one of more than 100 event nights annually.

No matter your fancy, it's a few minutes from your doorstep in University City.

<table>
<thead>
<tr>
<th>FAST FACTS</th>
</tr>
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<tbody>
<tr>
<td><strong>$14</strong> Average rate to park in CBD</td>
</tr>
<tr>
<td><strong>$0</strong> To park in one of University City’s 2,000 parking spaces next to transit</td>
</tr>
<tr>
<td><strong>37%</strong> Premium for CBD hotels over University City’s competitive set</td>
</tr>
<tr>
<td><strong>$230M</strong> Annual local economic impact of Charlotte Motor Speedway</td>
</tr>
<tr>
<td><strong>#1</strong> Most popular tourist destination in NC is Concord Mills</td>
</tr>
<tr>
<td><strong>17M</strong> Annual visitors to Concord Mills</td>
</tr>
<tr>
<td><strong>1.6M</strong> Annual visitors to Ikea</td>
</tr>
<tr>
<td><strong>19,500</strong> Seats in PNC Music Amphitheater</td>
</tr>
</tbody>
</table>

- 737 Acres to roam at Reedy Creek Nature Preserve
- 14.7 Miles of greenway
- 10 Acre botanical garden at UNC Charlotte
- 3 Hours to the tallest mountains and best beaches in the eastern U.S.
- 310,000 Fans attend UNCC athletic events
University City: Connected By Light Rail Every 10 Minutes, 107 Times A Day

Shop, dine, explore and visit sporting and cultural events in Uptown via light rail without the parking hassle

Hotel Occupancy and Daily Rates by Submarket

<table>
<thead>
<tr>
<th>3Q 2016 SUBMARKET</th>
<th>% OCCUPANCY</th>
<th>ADR</th>
<th>Y-O-Y % CHANGE ADR</th>
</tr>
</thead>
<tbody>
<tr>
<td>University City*</td>
<td>79.3%</td>
<td>$122.59</td>
<td>6.0%</td>
</tr>
<tr>
<td>South Charlotte</td>
<td>75.5%</td>
<td>$132.92</td>
<td>4.1%</td>
</tr>
<tr>
<td>South Park</td>
<td>79.1%</td>
<td>$147.41</td>
<td>1.3%</td>
</tr>
<tr>
<td>Uptown</td>
<td>72.9%</td>
<td>$168.56</td>
<td>3.3%</td>
</tr>
</tbody>
</table>
University City connects to the world

University City is one of the most easily traversed areas of Charlotte and the LYNX Blue Line now allows you to navigate within University City and beyond, 107 times a day. Bike paths will connect the northern edge of University City 26-miles south to Pineville by 2022.

No matter how you get here, come discover Charlotte’s next walkable, transit oriented community.

FAST FACTS

<table>
<thead>
<tr>
<th>2,264</th>
<th>22.9M</th>
<th>$170M</th>
<th>107</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free public parking spaces adjacent to the LYNX Blue Line Extension (JW Clay Station &amp; University City Station)</td>
<td>In bicycle &amp; pedestrian connectivity improvements planned or under construction</td>
<td>In new transportation infrastructure</td>
<td>Light rail trains per day connecting to the CBD</td>
</tr>
<tr>
<td>165</td>
<td>8</td>
<td>3</td>
<td>19</td>
</tr>
<tr>
<td>Non-stop destinations from CLT, a 20-minute drive from University City.</td>
<td>Minutes to Concord Regional Airport</td>
<td>Major interstates: I-77, I-85 &amp; I-485</td>
<td>Minute average commute time</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>22</th>
<th>17,000</th>
<th>$1.1B</th>
<th>$2.1B</th>
<th>5,000</th>
<th>10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minutes to CBD from University City via LYNX Blue Line</td>
<td>Square feet of retail space at transit stations</td>
<td>LYNX Blue Line Extension</td>
<td>In private investment LYNX Blue Line’s south corridor</td>
<td>Multifamily units constructed on LYNX Blue Line’s south corridor</td>
<td>Minute headways for LYNX Blue Line Extension during peak travel times</td>
</tr>
</tbody>
</table>
BLUE LINE EXTENSION
OPENS MARCH 2018
- 9.7 MILES
- 11 STATIONS
- 35,000 RIDERS BY 2025
- 2,000 GARAGE PARKING SPACES
- 4 STATIONS IN UNIVERSITY CITY

BLUE LINE
OPENED NOVEMBER 2007
- 9.6 MILES
- 15 STATIONS
- 16,700 RIDERS
- $1.4B IN INVESTMENT SINCE 2009
- $3B IN PRIVATE DEVELOPMENT 2007-2017

20 MINUTES TO CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT
8 MINUTES TO CONCORD REGIONAL AIRPORT

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8 MINUTES TO CONCORD REGIONAL AIRPORT