



OUTPARCEL OPPORTUNITY

AT CAROLINA PAVILION

9807 SOUTH BOULEVARD
CHARLOTTE, NC 28273

PRIME OUTPARCEL ADJACENT TO
CAROLINA PAVILION AVAILABLE
FOR SALE OR LEASE



A photograph of a Hooters restaurant building at night. The building has a stone facade and a large illuminated sign that says "HOOTERS" in orange letters. The sign is set against a dark blue sky with a pattern of white stars and dots. The building has a red roof and a large glass door in the foreground.

HOOTERS

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OPPORTUNITY OVERVIEW

OUTPARCEL OPPORTUNITY AT CAROLINA PAVILION



OPPORTUNITY OVERVIEW

Jones Lang LaSalle (“JLL”) has been exclusively retained by Ownership to offer qualified investors the opportunity to acquire a prime outparcel (the “Property”) adjacent to Carolina Pavilion in Charlotte, North Carolina.

The Property consists of 6,304 square feet of existing improvements on a 1.09 acre outparcel site strategically positioned at the convergence of South Boulevard (30,500 VPD) and I-485 (140,000 VPD). Benefiting from the high-traffic draw of Carolina Pavilion and the exceptional visibility, the Property offers an unmatched location that will support a variety of business plans and tenant profiles.

PROPERTY OVERVIEW

PROPERTY INFORMATION	
ADDRESS	9807 South Boulevard
CITY, STATE	Charlotte, NC
COUNTY	Mecklenberg
YEAR BUILT	1995
ZONING	TOD-CC “Transit-Oriented Development - Community Center”
OWNERSHIP INTEREST	Fee Simple
PARKING SPACES	64 Spaces (9.03 per 1,000 SF)
BUILDING SF	6,304 SF
LAND ACRES / SF (SOURCE: SURVEY)	1.09 Acres / 47,380 Land SF
ASSESSED VALUE AS OF JANUARY 1, 2025	
PARCEL NO.	20707111
REAL ESTATE TAXES (2025)	\$23,372
LAND	\$1,983,600
BUILDING VALUE	\$1,024,800
FEATURES	\$39,500
TOTAL	\$3,047,900
Total Per Unit	\$483 per Improvements SF / \$64 per Land SF

PROXIMITY TO CHARLOTTE'S MOST THRIVING NEIGHBORHOODS & EXTENSIVE MULTIFAMILY DEVELOPMENT



AFFLUENT SUBMARKET BOASTING FAVORABLE DEMOGRAPHICS

QUAIL HOLLOW COUNTRY CLUB
Home of the Wells Fargo Championship
Host of the 2025 PGA Championship
Ranked #5 of all NC Golf Courses (ncgolfpanel.com)

QUAIL HOLLOW MIDDLE SCHOOL
1,193 Students

SOUTH MECKLENBERG HIGH SCHOOL
3,258 Students

CARMEL COUNTRY CLUB
Ranked #75 of all NC Golf Courses

CAMERON WOOD NEIGHBORHOOD
Average Home Sale Price - \$1.2M

\$616K+
AVG. HOME SALES PRICE
(5 MI RADIUS)

3%
PROJECTED POPULATION
GROWTH
(5 MI RADIUS)

\$95K+
AVG. HOUSEHOLD INCOME
(5 MI RADIUS)

CAROLINA PAVILION
4.4M Annual Visits

PARK CROSSING
Average Home Sale Price - \$840k+

**OUTPARCEL OPPORTUNITY AT
CAROLINA PAVILION**
1.09 Acre Site
6,304 SF Repositioning Opportunity

	1-MILE	3-MILE	5-MILE
POPULATION			
2025 Population	6,823	69,650	203,186
2030 Population (Projected)	6,867	71,264	208,250
Projected Population Increase	.06%	2.3%	2.5%
AVERAGE HOUSEHOLD INCOME			
2025 AHFI	\$117,183	\$84,298	\$95,509
HOUSEHOLDS			
2025 Households	3,007	29,692	86,877
BACHELOR'S DEGREE OR HIGHER			
2025 Estimate	50%	49%	57%

ADJACENT TO THE SUBMARKET'S #1 TRAFFIC GENERATOR

CAROLINA PAVILION'S 4.4M ANNUAL VISITS CREATE UNMATCHED EXPOSURE



SUPER-REGIONAL RETAIL CENTER WITH ENORMOUS DRAWING POWER

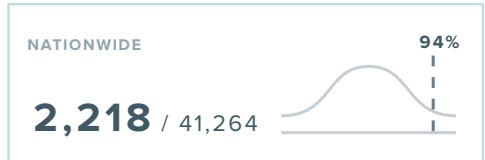
CAROLINA PAVILION - PLACER A.I. STATS

50+ MILE
TRADE AREA ACCESSING
OVER 900K CUSTOMERS

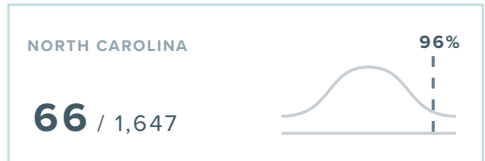
4.40M
ANNUAL VISITORS

#6/59
MOST VISITED RETAIL CENTER IN A 5 MILE RADIUS

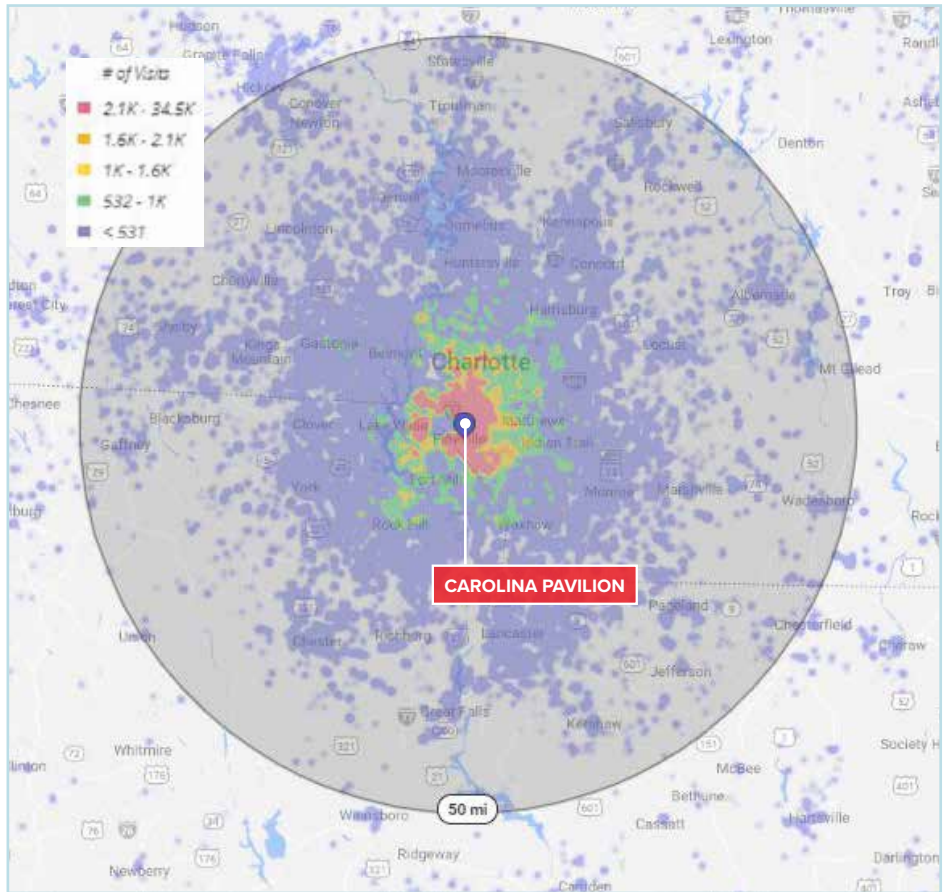
PLACER A.I. RANKINGS - CUSTOMER VISITS



Top 94%
of Centers in U.S.



TRADE AREA MAP (CUSTOMERS VISITS BY HOME LOCATION)





PROPERTY OVERVIEW

OUTPARCEL OPPORTUNITY AT CAROLINA PAVILION

SITE PLAN & TENANT ROSTER



An aerial photograph showing a large, multi-story building with a flat roof and several HVAC units. The building is surrounded by a parking lot with several cars parked. There are trees and landscaping around the building and parking lot.

REAL ESTATE TAXES

Real Estate Taxes are billed once annually in Mecklenburg County, due September 1. Mecklenburg County is due for another tax reassessment in 2027.

TAXING JURISDICTION

County Mecklenberg
Parcel No. 20707111

YEAR	DESCRIPTION	AMOUNT DUE	DUE DATE
2025	Real Estate Taxes	\$23,372	9/1/25
2024	Real Estate Taxes	\$23,743	9/1/24
2023	Real Estate Taxes	\$22,971	9/1/23

TOD-CC ZONING (TRANSIT ORIENTED DEVELOPMENT - COMMUNITY CENTER) OVERVIEW

The Transit-Oriented Development Commercial Core (TOD-CC) district implements the transit-oriented development and mixed-use commercial policies of Charlotte's comprehensive planning framework. The TOD-CC district is intended to provide a full range of retail, service, and mixed-use development that serves both local and regional markets while supporting transit ridership and walkable urban environments. Generally, TOD-CC development is focused along light rail corridors, major transit stations, and key arterials such as South Boulevard, North Tryon Street, and other designated transit corridors because it provides convenient multimodal access for Charlotte residents as well as visitors from throughout the metropolitan region. These areas are strategically located to maximize transit connectivity while creating vibrant, pedestrian-friendly commercial nodes that complement surrounding residential and employment centers.



AREA & MARKET OVERVIEW

OUTPARCEL OPPORTUNITY AT CAROLINA PAVILION

CHARLOTTE, NORTH CAROLINA

THE QUEEN CITY

The Charlotte metropolitan area is comprised of ten counties across portions of both North and South Carolina and is home to over 2.7 million residents, a 13.9% 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 2nd largest city in the Southeast and the 15th largest city in the United States. Recognized as a global hub for banking, energy, healthcare, and transportation, Charlotte is currently home to nine Fortune 500 headquarters and 17 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 70% by the mid-2030s, fueling a bullish outlook for Charlotte’s business and cultural scene in the coming years.



LOW TAX BURDEN

North Carolina’s 2.5% corporate income tax rate is the lowest in the United States, a clear competitive advantage when competing for relocating and expanding businesses. North Carolina consistently ranks high in affordability.



BUSINESS FRIENDLY

The state is consistently recognized as a “Best State for Business,” and Charlotte was recently recognized as a Top Ten City to Start a Business.



QUALITY OF LIFE

Charlotte’s mild weather, reasonable cost of living, wealth of jobs and diversity of industry have established the region as a premier region for families and professionals to relocate. For these reasons, Charlotte was recently crowned the eighth fastest growing city in the country.

No. 1

BEST STATE FOR
BUSINESS

CNBC 2023

No. 1

CITY FOR ECONOMIC
OPPORTUNITY

YELP 2022

No. 1

HOTTEST HOUSING
MARKET

ZILLOW 2023

No. 2

LARGEST BANKING
CENTER IN THE US

FORBES.COM 2022

TOP 10

MILLENNIAL
POPULATION
GROWTH

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



Lowe's

"This region offers the natural diversity businesses are looking for. We are looking for diverse talent for our new tech hub because we want our talent to represent our customers and communities, and Charlotte as a region gives us a head start."

—Seemantini Godbole, CIO



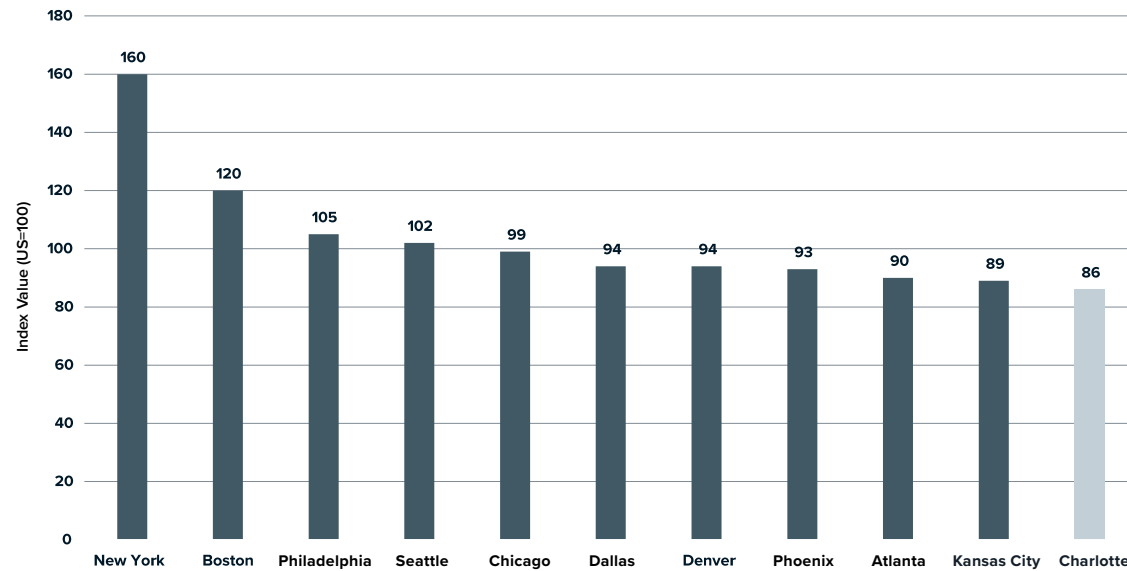
Lash Group/ AmerisourceBergen

"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."

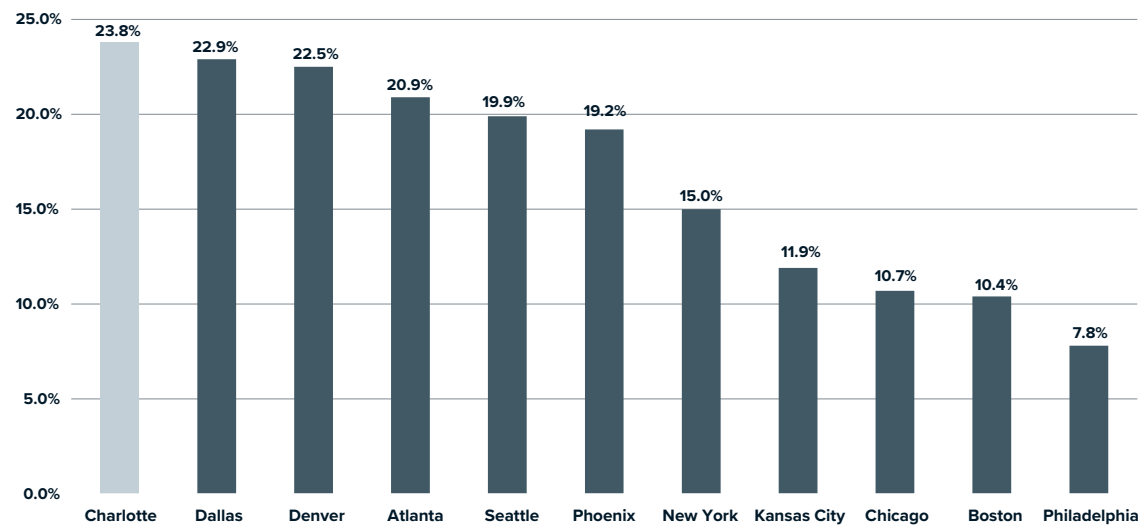
—Tracy Foster, President for our more than 5,000 customers.

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 - (LAST 7 YEARS)



10TH

HIGHEST HEADQUARTER
CONCENTRATION IN THE U.S.

950+

FOREIGN OWNED
COMPANIES IN
CHARLOTTE METRO

2ND

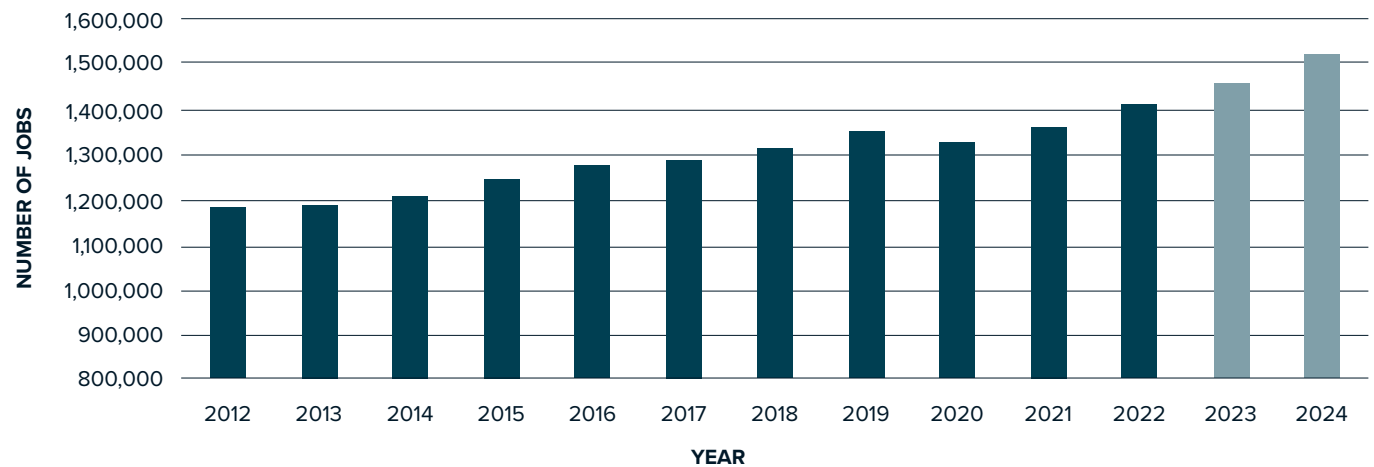
LARGEST FINANCIAL HUB
IN THE UNITED STATES



EMPLOYMENT

Charlotte has seen a 24% increase in jobs over the last seven years, resulting in the region now having over 1.4 million employees.

PROJECTED JOB GROWTH



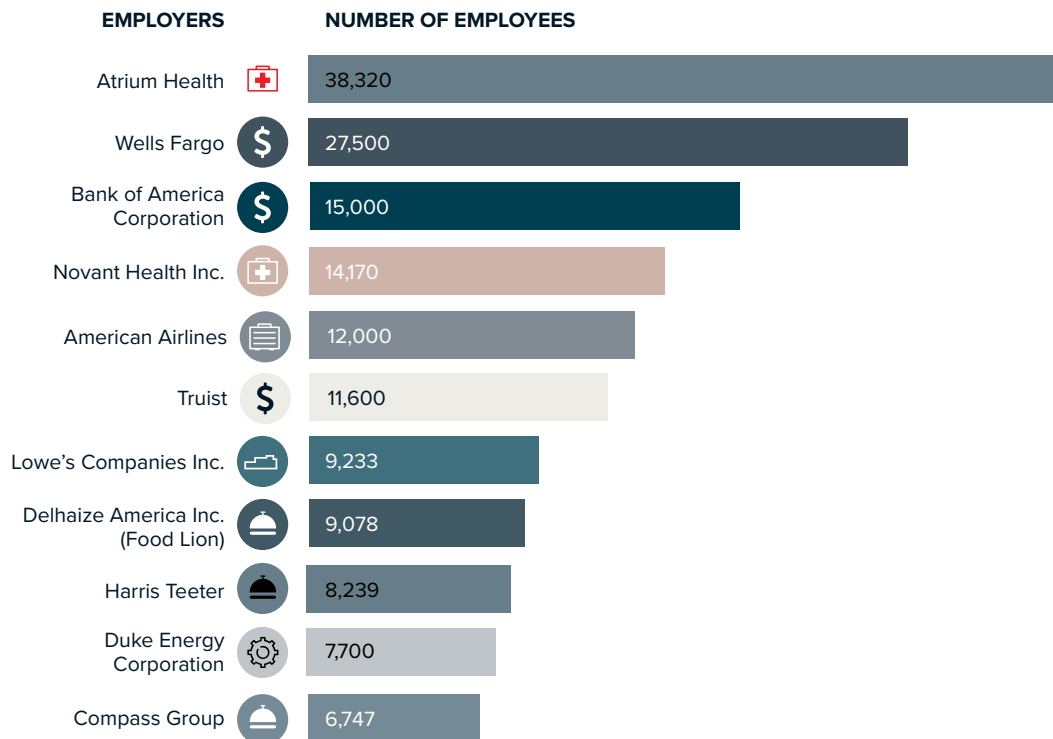
DIVERSE EMPLOYMENT GROWTH

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



JOB ANNOUNCEMENTS SINCE 2018

ally
2,200 JOBS

ARRIVAL
800 JOBS

credit karma
600 JOBS

ircad
International

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 \$17K

avidxchange
1,200 EMPLOYEES

MAJOR INDUSTRIES AND EMPLOYERS

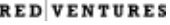




TOP LOCAL FINANCIAL EMPLOYERS

 25,100+ employees	 15,000+ employees	 3,000+ employees	 2,850+ employees	 2,065+ employees
--------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------------

TOP LOCAL ENERGY AND POWER EMPLOYERS

 6,000+ employees	 2,250+ employees	 1,600+ employees	 760+ employees	 600+ employees
-------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------

TOP INFORMATION TECHNOLOGY EMPLOYERS

 3,250+ employees	 2,500+ employees	 1,200+ employees	 1,600+ employees	 1,100+ 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.

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.

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



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

As part of the investment, Honeywell has created 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 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

CHARLOTTE DOUGLAS INTERNATIONAL AIRPORT - CLT



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

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