

REDEVELOPMENT OPPORTUNITY

8701 JW Clay Blvd, Charlotte, NC 28262

OFFERING MEMORANDUM | FORMER MATTRESS FIRM

Colliers

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REDEVELOPMENT OPPORTUNITY

8701 JW CLAY BLVD | CHARLOTTE, NC

Property Highlights

Address	8701 JW Clay Blvd, Charlotte, NC 28262
Year Built	1995
Parking	25 Spaces
Pin	04720144
Financing	Free & Clear
Use	Commercial Use

$2,350,000
ASKING PRICE

5,038 SF
TOTAL GLA

0.558 AC
TOTAL LAND SIZE



31K+

Students at UNCC located one mile from 8701 JW Clay Blvd

112%

Population Growth since 2000 within a 5-mile radius

$104,462

Average HH Income within a 5-mile radius

230.7K

Population within a 5-mile radius

INVESTMENT HIGHLIGHTS

Multiple Value-Add Opportunities
8701 JW Clay Blvd offers multiple avenues for value creation, supported by its visibility along a well-trafficked corridor and strategic hard-corner location. Prospective purchasers can pursue redeveloping the site or backfilling the existing building with a single tenant or multiple smaller shop tenants.

Nearby Nationally Recognized Retailers
The asset benefits from its proximity to a diverse lineup of nationally recognized tenants, including Ross Dress for Less, Michaels, Office Depot, Guitar Center, and Sam's Club, which helps to promote a strong cross-shopping environment.

Robust Demographics
There are 231K people within a five-mile radius of the property, which are supported by an average household income of $104K, exemplifying strong surrounding demographics.

Advantageous Positioning
The property is strategically located at the crossroads of I-85 (144K VPD), W W. T. Harris Boulevard (58K VPD), and N. Tryon Street (26K VPD). Additionally, the City of Charlotte is building a new bridge over I-85 ($50M+ investment) that will unlock broader connectivity to University Research Park.

University Place Development
The property is positioned within the broader University Place development, which is home to NOVEL University Place (308 apartments), Charlotte Mecklenburg Library ($40M investment), Hilton Charlotte University Place (393 rooms), and more.

Proximity to UNC Charlotte
The asset is located less than one mile from UNC Charlotte, which has a total enrollment of over 31K students.

Demographics

Population

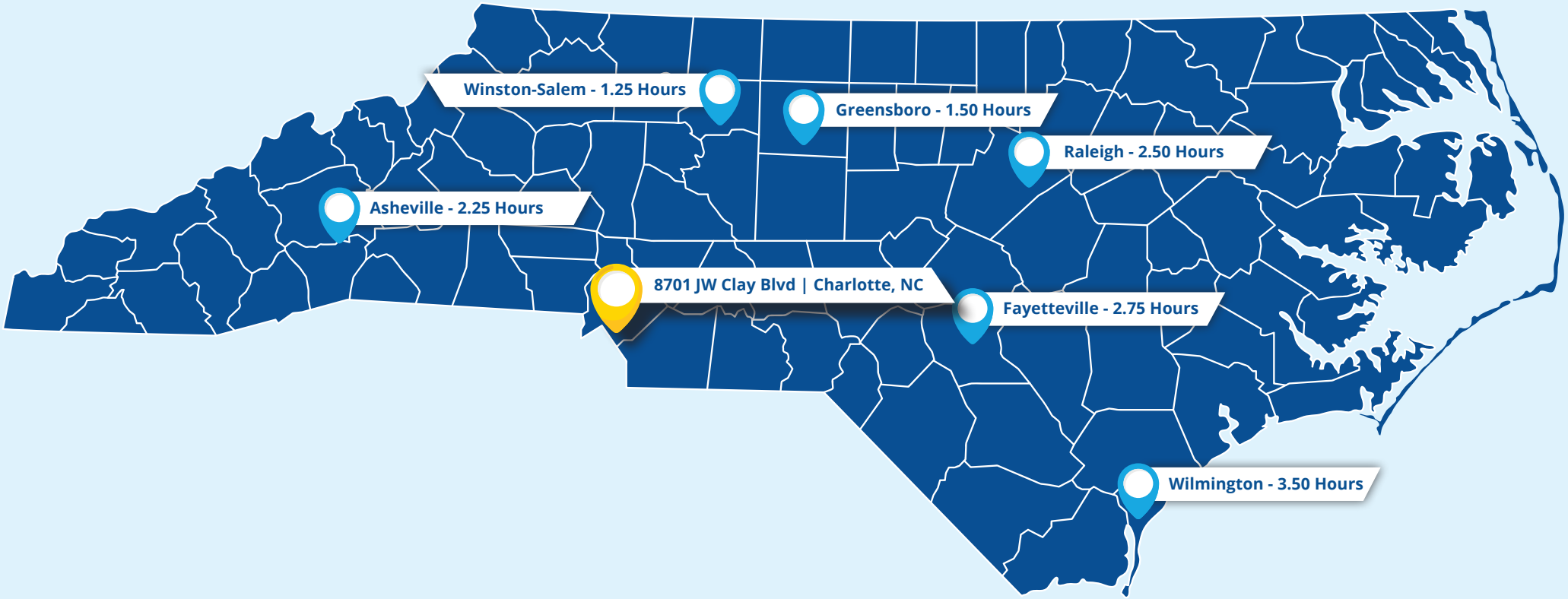
1 MILE	3 MILES	5 MILES
7,988	**102,220**	**230,745**

Average Household Income

1 MILE	3 MILES	5 MILES
$83,838	**$97,397**	**$104,462**



LOCATION MAP





PROPERTY OVERVIEW

8701 JW Clay Blvd | Charlotte, NC
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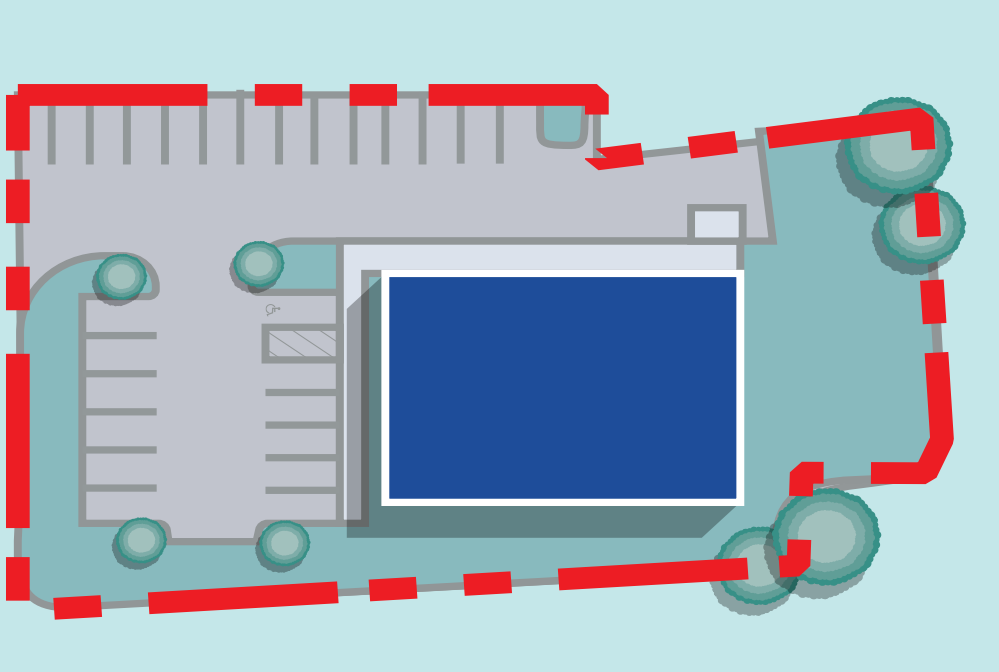

University of North Carolina at Charlotte
31,000+ Students
Atrium Health University City
130 Beds
Prose McCullough Station
279 Units
Mason Apartments
302 Units
Hilton Charlotte University Place
393 Guest Rooms
CAVA
DUNKIN' DONUTS
FIVE GUYS
BLAZE PIZZA
CHASE
T-Mobile
City BARBEQUE
Chick-fil-A
TACO BELL
NOVEL University Place by Crescent Communities
308 Apartments
Charlotte Mecklenburg Library - University City Regional
$40M Investment
8701 JW Clay Blvd
17,100 VPD
JW Clay Blvd
AspenDental
NOVA TRAMPOLINE PARK
HOPE BEAUTY
FITNESS CONNECTION
CenterWell Senior Primary Care
ELEVATION BEAUTY AND NAIL SPA
ARMORED COW BREWING
ROSS DRESS FOR LESS
~345K Visits in 2025 (Placer.ai)
Office DEPOT
~112K Visits in 2025 (Placer.ai)
Guitar Center
~188K Visits in 2025 (Placer.ai)
sam's club
~1.8M Visits in 2025 (Placer.ai)
AMERICA'S BEST CONTACTS & EYEGLASSES
Michaels
~215K Visits in 2025 (Placer.ai)
INTERSTATE 85
144,400 VPD
Exit 45 Ramp Exiting towards the Northeast


sam's club
ELEVATION
BEAUTY AND NAIL SPA
ARMORED COW BREWING
AMERICA'S BEST CONTACTS & EYEGLASSES
Michaels
Guitar Center
Office DEPOT
ROSS DRESS FOR LESS
CenterWell Senior Primary Care
FITNESS CONNECTION
HOPE BEAUTY
NOVA TRAMPOLINE PARK
Applebee's GRILL + BAR
TACO BELL
Aspen Dental
INTERSTATE 85
144,400 VPD
57,600 VPD
17,100 VPD
JW Clay Blvd
W.W.T. Harris Blvd
8701 JW Clay Blvd
NOVEL University Place by Crescent Communities
308 Apartments
Charlotte Mecklenburg Library - University City Regional

LEASING STRATEGY

Through a void analysis and review of the property's existing use restrictions, Colliers has identified several prospective tenants that may be well suited for the asset. Furthermore, the vacant building benefits from its hard-corner and visibility along JW Clay Boulevard, providing flexibility to backfill the space with a single user or reconfigure the space into multiple smaller shop suites, while also leaving the opportunity to redevelop a new building on the parcel. The space offers flexibility for a variety of retail and service-oriented uses, including financial services, medical, QSR/drive-in coffee shops, dine-in restaurants, pet-related users (excl. overnight vet clinics), salon concepts, and more.

** QSR/Drive-in Coffee Shops/Dine-in Restaurants must not exceed 3,000 SF of Building Area*



Curated Tenant Strategy Aligned with Market Demand

First Community Bank · charles SCHWAB · NAVY FEDERAL Credit Union · Seven Brew Drive Thru Coffee · Dutch Bros Coffee

Bruegger's Bagels Authentic New York Style · Duck Donuts · MOD · Raising Cane's Chicken Fingers · petbar

Hollywood Feed · petsense · TAZIKI'S Mediterranean Cafe · Mission BBQ The American Way. · Schlotzsky's

everbowl · SUPERCUTS · PINNACLE DERMATOLOGY · ELEVATE EYE CARE · parachute

DEMOGRAPHIC SNAPSHOT

Population

	1 Mile	3 Miles	5 Miles
2026 Population	7,988	102,220	230,745
Est. 2031 Population	8,690	106,366	250,460
2010 Population	3,486	69,117	159,410
2026 - 2031 Pop. Change	8.8%	4.1%	8.5%
2000 - 2026 Pop. Change	195.3%	113.3%	112.1%

Households

	1 Mile	3 Miles	5 Miles
2026 Households	3,977	40,806	89,977
Est. 2031 Households	4,394	43,200	99,348
2010 Households	1,681	26,856	59,959
2026 - 2031 HH. Change	10.5%	5.9%	10.4%
2000 - 2026 HH. Change	205.7%	132.3%	125.4%

Income

	1 Mile	3 Miles	5 Miles
Average HH. Income	$83,838	$97,397	$104,462

*Demographics provided by Colliers Hydra.

566K
2026 Population within 15-min drive-time

$101,990
Avg. HH. Income within a 10-min drive-time

97%
Pop. Growth since 2000 within 10-min drive-time

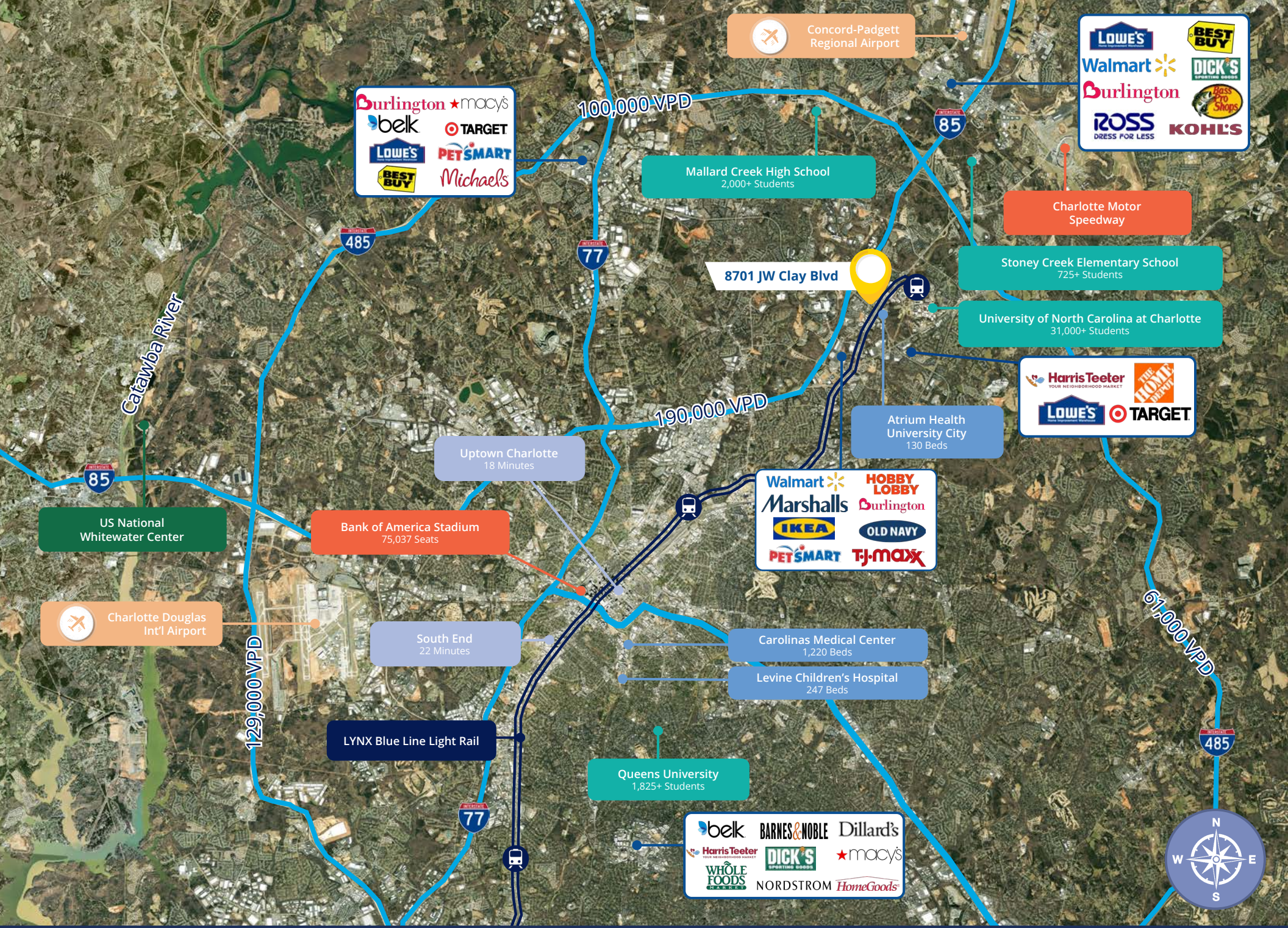
241K
Households within 15-min drive-time



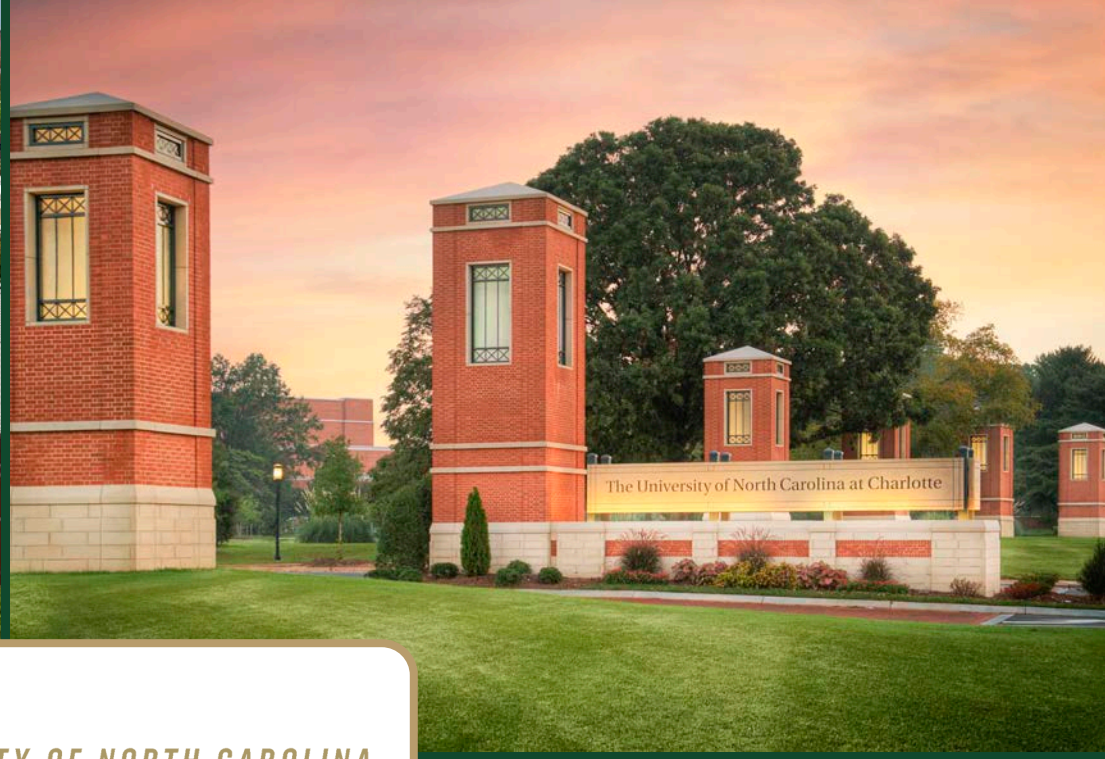
MARKET OVERVIEW

8701 JW Clay Blvd | Charlotte, NC
Offering Memorandum


FOOD LION
Harris Teeter
YOUR NEIGHBORHOOD MARKET
TRADER JOE'S
Walmart
University City North
2,500+ Units between multiple communities
W.W.T. Harris Blvd
University Research Park
~11,500,000 SF of Office Space
Vanguard Horizon Building
700,000 SF State-of-the-Art Office Space | Opened 2025
PNC Music Pavilion
Amphitheater with a Total Capacity of 19,500
144,400 VPD
26,000 VPD
485
ROSS
DRESS FOR LESS
Office DEPOT
Michaels
Where Creativity Happens
FOOD LION
FOOD LION
Millennium One Apartments
244 Units
Wells Fargo Customer Information Center
~10,000 Employees
8701 JW Clay Blvd
planet fitness
57,600 VPD
Jerry Richardson Stadium
15,300+ seats | Ongoing Expansion to increase seating to 18,100+
Burlington
Marshalls
WORLD MARKET
ULTA BEAUTY
OLD NAVY
PETSMART
IKEA
Walmart
HOBBY LOBBY
HIBBETT SPORTS
T.J.maxx
85
University of North Carolina at Charlotte
31,000+ Students
Atrium Health University City
130 Beds
University Crossings
187 Units
N. Tryon St
Harris Teeter
YOUR NEIGHBORHOOD MARKET
E.W.T. Harris Blvd
FOOD LION
TOPGOLF
LOWE'S
TARGET
Arcadia Student Living
205 Units
THE HOME DEPOT
Gabe's
LYNX Blue Line Light Rail
N
W
E
S


Concord-Padgett Regional Airport
100,000 VPD
Mallard Creek High School
2,000+ Students
Charlotte Motor Speedway
8701 JW Clay Blvd
Stoney Creek Elementary School
725+ Students
University of North Carolina at Charlotte
31,000+ Students
Catawba River
190,000 VPD
Atrium Health University City
130 Beds
Uptown Charlotte
18 Minutes
US National Whitewater Center
Bank of America Stadium
75,037 Seats
Charlotte Douglas Int'l Airport
South End
22 Minutes
Carolinas Medical Center
1,220 Beds
Levine Children's Hospital
247 Beds
129,000 VPD
61,000 VPD
LYNX Blue Line Light Rail
Queens University
1,825+ Students
485
85
77





UNIVERSITY OF NORTH CAROLINA
CHARLOTTE





UNIVERSITY OF NORTH CAROLINA AT CHARLOTTE

The University of North Carolina at Charlotte (UNCC), founded in 1946, is situated on a 1,000-acre campus approximately ten miles northeast of Uptown Charlotte, NC. UNCC has the second-largest undergraduate enrollment in North Carolina, with around 24,000 undergraduate students and over 31,000 students in total. The university comprises eight colleges and offers more than 170 majors. With convenient access to major interstates, including I-85 and I-77, and Charlotte's LYNX Blue Line light rail system, UNCC enjoys excellent connectivity throughout the Charlotte metropolitan area.

UNIVERSITY OF NORTH CAROLINA CHARLOTTE







NOVEL
BY CRESCENT COMMUNITIES
UNIVERSITY PLACE

CHARLOTTE MECKLENBURG
LIBRARY





WATERS EDGE
DEVELOPMENT

Originally envisioned as a mixed-use destination centered around significant office space, the Waters Edge development, consisting of ~20.5 acres, has evolved into a more residential and amenity-focused community. Key components include NOVEL University Place by Crescent Communities—a 308-unit apartment community completed in 2023—and the Charlotte Mecklenburg Library – University City Regional branch, which opened in early 2025 as a cultural and community anchor. Additional retail and dining concepts are in planning, designed to activate the waterfront and strengthen connections to nearby walking trails and the light rail station. Overall, Waters Edge is emerging as a vibrant mix of housing, retail, and public spaces that enhance the urban fabric of University City.



NOVEL University Place by Crescent Communities



- 2023 Year Built
- 308 Luxury Apartments
- Lakefront Views
- Resort - Style Amenities
- Studio,1, 2, & 3 Bedroom Layouts

Charlotte Mecklenburg Library – University City Regional



- Free for Mecklenburg County Residents
- Free for Non-Residents who own property in the county
- Free for Enrolled Students (ONE Access)
- 62+ Senior Non-Resident $35/year 62+
- Non-Resident $45/year

LYNX BLUE LINE
Light Rail

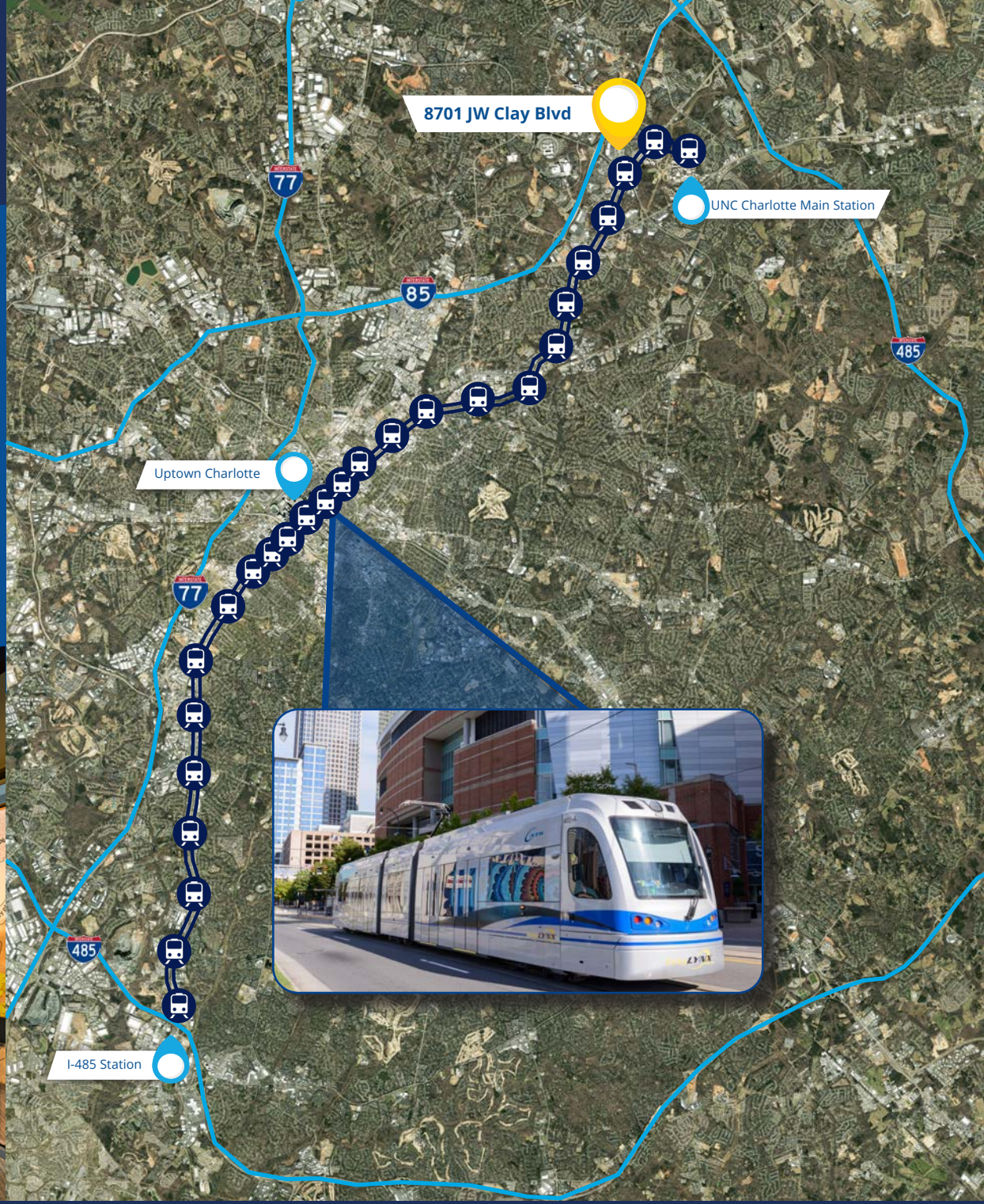
Charlotte's LYNX Blue Line, the state's first rapid-rail system, opened in 2007 and expanded in 2018 to span 19.3 miles with 26 stations from I-485 in the south to UNC Charlotte in the north. Connecting key areas like Uptown, NoDa, and University City, it serves as a vital corridor linking jobs, neighborhoods, and education hubs across the city. The line has fueled transit-oriented growth, spurring nearly $1 billion in new development and helping create more connected, walkable communities throughout Charlotte.

2007
Opened

26
Stations

19.3
Miles





NORTH BRIDGE I-85

The City of Charlotte is constructing a new bridge, referred to as the "North Bridge," over I-85 to improve connectivity between University City and University Research Park by linking Research Dr and JW Clay Blvd. The $50.7 million project is designed for motorists, pedestrians, cyclists, and transit users, and will enhance access to nearby LYNX Blue Line light rail stations. On the eastern side of I-85, it will connect just north of the Sam's Club that shadow-anchors University Place. The bridge is expected to open to the public in 2028.

$50.7
Million Project Budget

INTERSTATE 85

2028
Expected Completion Date



Rendering





CHARLOTTE, NC

High-Growth Hub of the Southeast

Charlotte, North Carolina is one of the fastest-growing metropolitan areas in the United States, driven by strong population growth, business expansion, and regional connectivity. The Charlotte MSA is home to approximately 2.9 million residents and attracts more than 150 new residents per day, supported by a diverse economy anchored by finance, professional services, technology, and logistics. Strategically positioned within a day's drive of major East Coast markets and served by one of the world's busiest airports, Charlotte offers exceptional accessibility, a growing labor pool, and a business-friendly environment that continues to attract corporate investment and international operators.



Source: Charlotte Regional Business Alliance

#1
State for Business 2025

2.25%
State Corporate Income Tax; Lowest Rate among States with Corporate Tax

150+
People Move to Charlotte Per Day

1,000+
Internationally Owned Companies Operate in the Region

6th
Busiest Airport in the World for Aircraft Movements

#4
Largest Increasing City Population from 2020-2024

DEMOGRAPHIC SNAPSHOT

In the Charlotte MSA



2.9M
Total MSA Population
514.2 people per square mile

1.2M
Total Housing Units
$397,214 median value

1.5M
Total Employment
3.8% unemployment rate

38.6
Median Age
US National med age 39

11%
Production occupations more concentrated than national average

42%
Growth in business and financial operation occupations since 2010

91%
Growth in tech workers since 2010

16%
Labor Force Growth since 2010



ECONOMIC MOMENTUM

In the Charlotte Region

The Charlotte region remains a magnet for professional and technical talent, drawing businesses nationwide. Since November 2018, three Fortune 1000 companies - Honeywell in manufacturing, Truist in finance (formed by the BB&T and SunTrust merger), and Dentsply Sirona in medical supplies—have relocated to the area. Headquarters operations in the region employ approximately 45,000 people, double the national average concentration.

Charlotte experienced a significant business boom in 2025, with more than a dozen companies announcing projects that will bring over 2,000 new jobs to the city. At least 12 companies received incentives to either relocate to Charlotte or expand their operations within the city, a substantial increase from the two or three companies that received similar incentives last year. These projects represent a diverse mix of industries, including manufacturing and financial services, and are expected to bring more than 2,100 jobs and nearly $200 million in investment to the area.

2025 Fortune 500 | Headquarters in the Charlotte Region

Bank of America · LOWE'S Home Improvement Warehouse · Honeywell

DUKE ENERGY · NUCOR · TRUIST

Charlotte's Economic Drivers

Technology
6 Homegrown Unicorns
67,000 Jobs

Financial Services
3.5x US Avg. Banking Jobs
104,000 Jobs

Logistics & Distribution
100M People within 24 Hours
89,000 Jobs

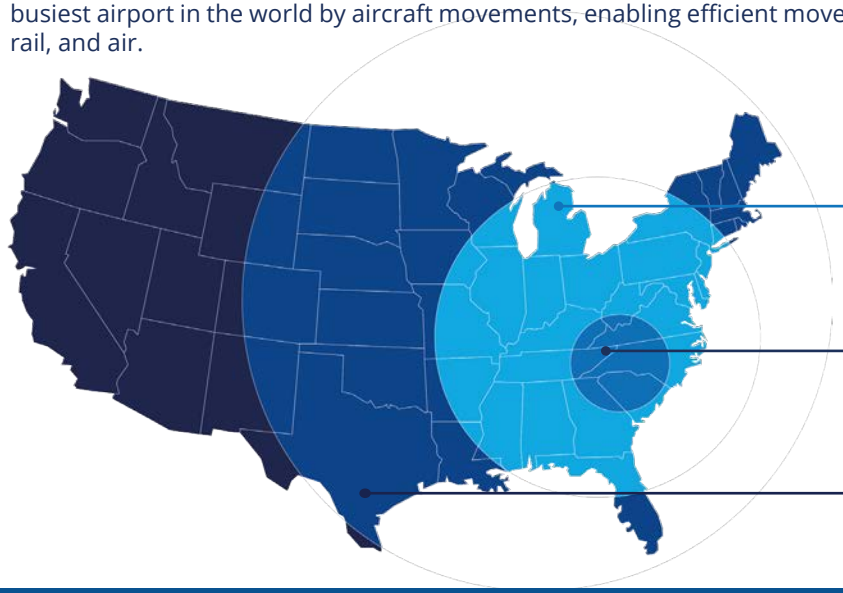
Advanced Manufacturing
3,500 Manufacturers
146,000 Jobs

Life Sciences
50+ Research Centers
175,000 Jobs

UNMATCHED CONNECTIVITY

In the Charlotte Region

The Charlotte region is one of the most connected markets in the country, strategically located at the center of the East Coast and supported by significant infrastructure investment. Four major interstates (I-40, I-77, I-85, and I-485) provide efficient regional and national access, while extensive rail service from Norfolk Southern and CSX connects the market to over 40,000 miles of rail lines and five major ports within 250 miles. Charlotte Douglas International Airport further strengthens the region's accessibility, offering more than 1,400 daily flights and ranking as the sixth busiest airport in the world by aircraft movements, enabling efficient movement of people and goods by car, truck, rail, and air.



72%
Of the U.S. Population within a 2-day drive

12M
People live within a 3-hour drive

2-Day
Trucking Distance

Charlotte Douglas International Airport (CLT)

The airport offers 188 nonstop destinations, which include 40+ international flights.

Over 118,000 passengers pass through Charlotte Douglas International Airport each day.

A $3.1B renovation project is underway, which adds additional concourses, terminals and runway.

Dynamic Interstate System & Port Proximity

Interconnected interstate highways provide critical access to the super region.

Charlotte is less than a day's drive from ports along the Eastern Seaboard, most notably The Port of Charleston, The Port of Savannah, and The Port of Wilmington.

Charlotte's truck access gives companies reach to surrounding population centers.

Critical Rail System

CSX and Norfolk Southern connect the region to an expansive network of more than 40,000 miles of routing.

The Charlotte Intermodal Facility has 250,000 of annual cargo lift capacity; it has an estimated $7.6B economic impact projected by 2034.

3 major ports are within 250 miles – connected by the rail system.



HIGHER EDUCATION
In the Charlotte MSA

The Charlotte region is a thriving hub for higher education, home to 25 colleges and universities that fuel the city's growth and innovation. Institutions like the UNC Charlotte, Queens University, and Johnson & Wales draw thousands of students from around the globe, contributing to a well-educated workforce and a culture of research and development. These universities not only attract talent but also drive economic activity, create partnerships with local industries, and act as significant employers in the region. The city's robust higher education network is a key driver in shaping Charlotte's future, fostering a dynamic environment for both businesses and residents.



Knowledge Capital: Charlotte's Thriving Academic Hub

- University of North Carolina Charlotte
- Johnson & Wales University
- Belmont Abbey College
- Cabarrus College of Health Sciences
- Queens University of Charlotte
- Carolinas College of Health Sciences
- Winthrop University
- Charlotte Christian College and Theological Seminary
- Davidson College
- UNC Greensboro
- Western Carolina University
- Livingstone College

52,000
Students Attend the Area's Colleges and Universities

25
Universities within the Region

#10
US City to Start a Career After College

CHARLOTTE QUALITY OF LIFE

Charlotte's geographical location, generally temperate weather, relative affordability, and local culture are all draws to the Queen City. Pro sports representation in the NBA and NFL give residents something to root for, while museums, parks, and an exploding brewery scene offer more diversions for people with varying interests. As an additional draw, the average cost of livings is 3% below the national level in the metro.



Entertainment & Breweries

Charlotteans love to socialize and celebrate; as a result the community calendar is full of events. Community events range from holiday parades to immersive outdoor festivals and cultural celebrations. Additionally, Charlotte was voted one of the Top Ten Best Beer Cities in the country by USA Today.



Arts & Culture

With several theatre venues, art and history museums, and more than 100 symphony performances annually, the Charlotte region's cultural community is alive and thriving. Residents and visitors can discover the region's rich history and heritage by exploring museums, historic sites, and cultural centers.



Sports & Events

The Charlotte region hosts 220 days of live sporting events annually. The region is home to the NBA's Charlotte Hornets, NFL's Carolina Panthers, MLS's Charlotte FC, the home of NASCAR, NHL minor league's Charlotte Checkers, and AAA baseball's Charlotte Knights. Furthermore, the renowned Quail Hollow Club, situated roughly 25 minutes south of Uptown Charlotte, hosts the Truist Championship (formerly known as "The Wells Fargo Championship") each year and has hosted other events, such as the PGA Championship and the Presidents Cup over the years.



Outdoors & Adventure

With more than 210 parks, the Charlotte region provides excellent access to tennis courts, swimming pools, golf courses, greenways, mountain biking, fishing, and much more. The U.S. National Whitewater Center hosts Olympic hopefuls as they train for kayak and canoe slalom events. The center also offers hiking and biking trails, ziplining, ropes courses, and paddle boarding.

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