



HOW OUR TARGET MARKETS ENABLE OUTSIZED INVESTMENT RETURNS

Real estate investments can increase portfolio performance and diversification, so you want an allocation in this asset class to help build and maintain wealth. However, global real estate firms are oversaturating primary markets, which can make the opportunities they provide have underwhelming returns. So, how can you generate alpha by investing in real estate?

Check out our slideshow to learn how our boutique real estate investment and development firm can help improve your portfolio's performance.



WE TARGET SECONDARY AND TERTIARY MARKETS

While most real estate investment firms are focused on cities like Austin, TX; Miami, FL; Phoenix, AZ; and other popular primary markets, we focus on less-concentrated areas in the following regions:

Mid-Atlantic



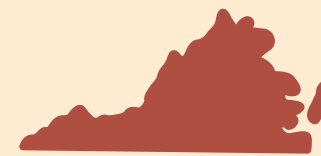
Pennsylvania



Delaware



Maryland

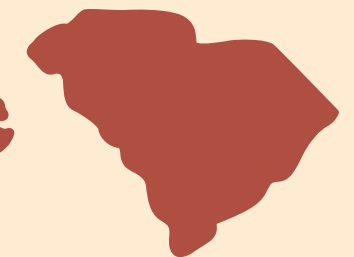


Virginia

Carolinas



North



South

THE BENEFITS THIS PROVIDES YOU

This enables us to:

- Compete against fewer players.
- Target a higher rate of return because of the capital scarcity in these markets.
- Focus on lower/middle-market deals that are often overlooked by worldwide organizations.
- Utilize our extensive and carefully cultivated sourcing network to receive off-market and mis-marketed investments.





SHIFTING DEMOGRAPHICS CAN HELP MAXIMIZE VALUE

Besides having less competition, our target markets benefit from key demographic tailwinds. Some examples are:

- Two of the 10 Best-Performing Cities based on affordability, sustainability of growth, community resilience, and low income inequality in the US are in North Carolina (Raleigh and Charlotte).
- Charleston, SC was ranked #1 in the US in short-term job growth.
- Sussex County, DE was ranked #1 in the US in percentage population growth.
- Richmond, VA is the #2 destination for millennial migration and a top-five improving large metro in the US.
- The Philadelphia, PA region was the top-improving large metro area in the US between 2021 and 2023.

The favorable demographic shifts in these secondary and tertiary markets provide an attractive long-term investing environment.

Sources: Milken Institute, Gravy Analytics

OUR PROCESSES AND EXPERTISE HELP DELIVER OUR PROVEN TRACK RECORD

We leverage our sophisticated risk management processes & hands-on operational experience to help prevent losses and unlock value for your benefit.

Since 2011, we have deployed over **\$400 million** in capital and developed **3,000+** units and **1+ million** square feet of commercial in our target markets.

FOR MORE INFORMATION
ABOUT HOW OUR REAL
ESTATE OPPORTUNITIES IN
THESE REGIONS CAN HELP
IMPROVE YOUR PORTFOLIO'S
PERFORMANCE,

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