

CORNER LOT					
SINGLE-FAMILY	MULTIFAMILY	COMMERCIAL	URBAN	HOSPITALITY	HISTORIC PRESERVATION





# CORNER LOT

## COLLABORATIVELY CHANGING THE LANDSCAPE

With every project, we're setting a bold new standard for real estate development. Driven by our passion and desire to reimagine what's possible in a community and create a sense of place beyond our buildings. From conception to completion, our team redefines development processes and relationships, and draws inspiration from the integration of an area's history and potential. Through intentional and innovative collaboration, we strive to positively impact the communities in which we build. We are Corner Lot.

2022 DEVELOPER OF THE YEAR

AMERICAN INSTITUTE OF INVESTMENT HOUSING

2022 BEST PLACES TO WORK ON THE FIRST COAST

JACKSONVILLE BUSINESS JOURNAL

2022 TOP ENTREPRENEUR

JACKSONVILLE BUSINESS JOURNAL

+\$1 BILLION*	+7,000 HOMES	+3,200 UNITS	+220 HOTEL ROOMS
TOTAL MARKET CAPITALIZATION	TOTAL SINGLE-FAMILY HOMES DEVELOPED	TOTAL MULTIFAMILY UNITS DEVELOPED	TOTAL HOSPITALITY DEVELOPED
+200,000 SQ. FT.	+\$300 MILLION	+15%	
TOTAL COMMERCIAL SQUARE FOOTAGE DEVELOPED	TOTAL CAPITAL DEPLOYED	INVESTOR RATE OF RETURN	

\*Includes properties brought to market, made shovel ready, under development, and completed since the incorporation of Corner Lot in 2009.



## CORNERING REAL ESTATE DEVELOPMENT

Founded in 2009, Corner Lot is a Jacksonville, Florida based development firm led by a group of experienced real estate professionals with a complimentary blend of expertise and experience. With development business lines that include single-family, multifamily, commercial, urban, hospitality, historic preservation, and new home construction, Corner Lot's diversified portfolio of projects and investments is designed and managed with intent, purpose, and vision.

Corner Lot's mission is to foster quality, sustainable development for future businesses and residents, expand the markets in which we operate with innovative vision and leadership, and foster a foundation of long-term partnerships in investment, development, management, and financing.





## LED WITH VISION. BUILT ON COLLABORATION. DEFINED BY INNOVATION.

At Corner Lot Development, every member of the team plays a critical role in making us who we are: a company fueled by an unwavering passion to infuse imagination and innovation into our projects. We work collaboratively, play hard, and think big. This allows us to take pride in our work as we create and implement a shared vision — for our team, for our partners, and for our communities.



### ANDY ALLEN | CEO

After launching Corner Lot Properties in 2009, Andy quickly became the largest real estate investor in Northeast Florida with more than \$500 million of residential real estate transactions. From 2011-2014, Andy's companies facilitated over 3,000 homes for the country's largest residential REIT, American Homes 4 Rent (AH4R). His companies handled the brokerage, construction, and rental management for AH4R in Northeast Florida, a top-producing market. He subsequently launched Heritage Holdings, his residential portfolio of 1,100 single-family homes, one of the largest in Duval County. Andy formed Corner Lot Development Group in 2017 with his business partner, George Leone. Since then, Corner Lot has conducted the entitlement, permitting, or construction of over 3,000 lots for multiple national homebuilding companies. In 2019, they drove Corner Lot's total capitalization to well over \$1 billion by launching Corner Lot Living, a multifamily development platform currently developing over 2,000 apartment units.



### GEORGE LEONE | COO

George Leone began his career in real estate after graduating from Florida State University in 2001. His ambition quickly led him to real estate development where he worked for 13 years at Toll Brothers and served as the Vice President of Land Development. In 2005, George relocated to Jacksonville to start a development team for Toll Brothers, one of the first developers to break ground in Nocatee. In addition, he oversaw all development operations for Toll Brothers throughout Central and North Florida, South Carolina, and North Carolina. George and Andy Allen partnered in 2017 to create Corner Lot. George's vision was for Corner Lot to be a multi-faceted and diverse development company. Over the years, Corner Lot has become a market leader across all aspects of real estate development including residential, commercial, multifamily, industrial, and ground-up construction.



#### LEE HUTCHINS

Vice President of  
Land Development



#### BILLY ZEITS

Vice President of  
Governmental Affairs



#### MICHAEL O'NEAL

Vice President of  
Operations



#### SCOTT HOBBY

Corner Lot Living  
Managing Partner



#### JUSTIN HIGGINS

Chief  
Legal Officer



#### STEPHAN BAKER

Vice President of  
Finance and Taxation



# THE EVOLUTION OF CORNER LOT

## □ JUNE 2009

Corner Lot Properties is formed in Jacksonville, Florida, by Andy Allen where it quickly became one of the largest real estate investment organizations in Northeast Florida. The company completes \$500 million in real estate transactions and facilitates the acquisition, rehabilitation, and disposition of more than 3,000 homes for American Homes for Rent, the country's largest real estate investment trust.

## □ 2009 - 2017

Heritage Holdings is launched by Andy Allen and over the next eight years becomes the largest private real estate portfolio in Northeast Florida with more than 1,100 single-family homes.



## □ JANUARY 2017

George Leone joins as partner; Corner Lot Properties becomes Corner Lot Development Group with the vision of building a diversified portfolio of developments and investments.



## □ JANUARY 2017

Development begins for Preserve Pointe, a signature ten-home single-family community on nine acres in Ponte Vedra, Florida.



## □ JUNE 2017

Development begins for Townsend Village, a 39-lot residential subdivision located in the Arlington neighborhood of Jacksonville, Florida.

## □ APRIL 2018

Corner Lot Purchases 31 acres on Beswick Island near Jacksonville Beach and begins development on another signature residential property, Palm Island. The Community features 18 single-family custom homes, each with a dock leading to the Intracoastal Waterway and Atlantic Ocean.



## □ APRIL 2018

Breeze Homes is launched, providing a unique business model for single-family homebuilding.



## □ JUNE 2019

Construction begins on the Aralia Townhomes, a 19.5-acre, 133-lot townhome community located in East Jacksonville close to the beaches, Downtown, several universities, and I-95.

## □ AUGUST 2019

In its first adaptive reuse project, Corner Lot renovates an existing structure and moves its headquarters to 1611 Atlantic Boulevard in San Marco. Originally constructed in 1985, the 3,070-square-foot structure was formerly home to a renowned printing company.

## □ OCTOBER 2019

Corner Lot purchases the former Wimpee's Service Station in San Marco and begins renovation of the building into a new restaurant; the 6,000-square-foot facility marked the organization's first historic preservation development.



## □ JUNE 2020

Corner Lot begins construction on its first commercial development, Parkway Place Phase I in St. Johns County, Florida. Consisting of several pad sites, the project is ultimately divided into three phases and includes a blend of local and national retailers, restaurants, and service providers.

## □ AUGUST 2020

Corner Lot Living is formed to develop, design, construct, and manage a majority of the company's multi-family projects spanning single-building, garden-style, and urban multi-family communities in Northeast Florida and other locations across the United States.



## □ SEPTEMBER 2020

Corner Lot begins first retail development within the Parkway Place Phase I project. Located in St. Johns County, Florida, the 6,480-square-foot project include five store fronts with regional and national tenants and was subsequently sold in February 2022.

## □ NOVEMBER 2020

Corner Lot acquires and renovates the historic Goodwin House in Jacksonville's Riverside neighborhood on the St. Johns River; the 4,000 square-foot mansion becomes the company's headquarters in May 2021.



## □ JANUARY 2021

Corner Lot Living begins construction on the company's first multi-family development, The Avery at River City Marketplace, featuring nine buildings, 270 units, luxury home amenities, a clubhouse, a resort-style pool, a 24-hour fitness center, and a pet park and spa. The Avery Phase II immediately follows.



## □ AUGUST 2021

Construction begins on The Hendricks at San Marco, Corner Lot's first urban multi-family development, offering 133 apartment homes, a fitness center, a pool, and a yoga lawn in the core of historic San Marco.



## □ OCTOBER 2021

Corner Lot begins construction on first build-to-suit development for a national retailer. Located in Phase II of the Parkway Place Development, the 7,225-square-foot O'Reilly building is sold four months after completion.

## □ FEBRUARY 2022

Corner Lot acquires and begins historic renovation of the River House in Jacksonville's Riverside neighborhood on the St. Johns River; adjacent to the Goodwin House, it is repurposed to operate as a headquarters extension for Corner Lot's growing staff.



## □ JUNE 2022

Corner Lot acquires Summit Tower in Riverside near Downtown Jacksonville. The nine-story, mid-century modern building is renamed Corner Lot Center and is home to River and Post Restaurant and Rooftop Bar, as well as professional and service-oriented tenants.

## □ AUGUST 2022

Construction begins on Home2 Suites in the Brooklyn neighborhood of Jacksonville as Corner Lot's first foray into the field of hospitality development and construction; the 100-room, six-story hotel includes a restaurant with outdoor dining, public art, trees, benches, and the redevelopment of an existing parking lot.

## □ SEPTEMBER 2022

In partnership with JWB Real Estate Capital, Corner Lot acquires First Baptist Church's main auditorium and an adjacent parking garage in the North Core neighborhood of Downtown Jacksonville; renamed the NoCo Center, the building is transformed into an event venue to host Jacksonville's first exhibition of Beyond Van Gogh: The Immersive Experience.

## □ OCTOBER 2022

Corner Lot breaks ground on Johnson Commons in Jacksonville's historic downtown neighborhood of LaVilla; architecture for the new townhome development was designed with a nod to the area's rich history, and the transit-oriented community is located in close proximity to the Jacksonville Transportation Authority's regional hub and Skyway Station.

## □ NOVEMBER 2022

Corner Lot begins construction on its first development outside of Florida – a multi-family community located in Baxter, Minnesota; The Lofts of Novotny will fulfill the need for residential housing for those who want to live and work in the region year-round.

## □ DECEMBER 2022

Corner Lot begins work on Artea, a modern urban multi-family community on the St. Johns River South Bank in Jacksonville; constructed in partnership with Jacksonville Transportation Authority, the new transit-oriented development is located in close proximity to the Skyway, allowing residents to easily access work, dine, and play in downtown.





## OUR PROJECTS

### SUSTAINABLE DEVELOPMENT GROUNDED IN INNOVATIVE VISION

Whether we're working on a commercial structure or a residential neighborhood, each project is born from our love of building the right development, in the right location, at the right time — and our dedication to the communities in which we do business. As plans race forward across the First Coast, Corner Lot finds itself at the heart of our region's transformation. We're more than ready to capture the energy of this moment, but this is just the beginning. We believe that by pouring our bold vision into each community we help build, we are poised to take that drive across Florida and beyond to help other communities realize their full potential.

***WE'RE JUST GETTING STARTED.***





1st and Main, Springfield  
neighborhood, Jacksonville  
(LEFT)

## PROJECTS

# URBAN

### PRESERVING HISTORY AND BUILDING A CITY

Great cities take work. They require reimagining and sometimes even reinventing our urban spaces to showcase the beauty of our community — and its potential. Blending innovation, sustainability, new development, and preservation, Corner Lot sets the standard for developing projects that won't just define a city, but also encourage its ongoing evolution far into the future. With people and places at the heart of Corner Lot, our team is driving Northeast Florida's transformation into the ideal destination to live, work, play, and visit.



Artea, Downtown  
Jacksonville  
(ABOVE)

The Hendricks at San  
Marco, Jacksonville  
(LEFT)







Preserve Pointe,  
Ponte Vedra Beach  
(LEFT)

## PROJECTS

# SINGLE-FAMILY

### BUILDING COMMUNITIES FOR LIFE

We love the communities in which we build and are inspired by their history, their present, and their potential future. We also know that the heartbeat of any community is the people who choose to call it home. That's why we purposefully create livable neighborhoods where residents can build not just a home — but a life.

Serving as both the beginning and the foundation of Corner Lot's development portfolio, single-family homes and neighborhoods remain an integral part of our day-to-day business. Partnering with a variety of national home builders, as well as our own Breeze Homes, Corner Lot builds vibrant communities residents are proud to call home.



Palm Island,  
Jacksonville  
(ABOVE)

Johnson Commons  
at Lavilla, Downtown  
Jacksonville  
(LEFT)





The Avery,  
Jacksonville  
(LEFT)

## PROJECTS

# MULTIFAMILY

### CREATING CONNECTIONS WITH DESIGN

Community means more than just buildings. At Corner Lot, we believe our multifamily developments should reflect that vision. That's why we invest in and develop high-quality multifamily projects that are truly one-of-a-kind. No matter if they're downtown or in the suburbs, these spaces create connections between residents, their neighbors, and the surrounding areas while also driving growth and progress throughout a city. We're dedicated to designing stylish and convenient multifamily developments that capture and embody the culture of a city's unique neighborhoods.



1st and Main,  
Springfield, Jacksonville  
(ABOVE)

Camellia World Commerce  
Center, St. Augustine  
(LEFT)





Corner Lot Center,  
Riverside, Jacksonville  
(LEFT)

## PROJECTS

# COMMERCIAL

### PARTNERSHIPS WITH PROVEN RESULTS

With an innovative and collaborative approach to development, Corner Lot redefines the expectations and experiences of quality commercial spaces. Every commercial development plays an important role in the communities where our neighbors live and the desire to improve the landscape of a city is what drives our team of talented real estate professionals. Merging sustainability with vision-oriented development, we're building a diverse portfolio of hospitality, retail, and office spaces that will truly shape the future with vibrant structures that reflect the surrounding neighborhood's unique qualities.

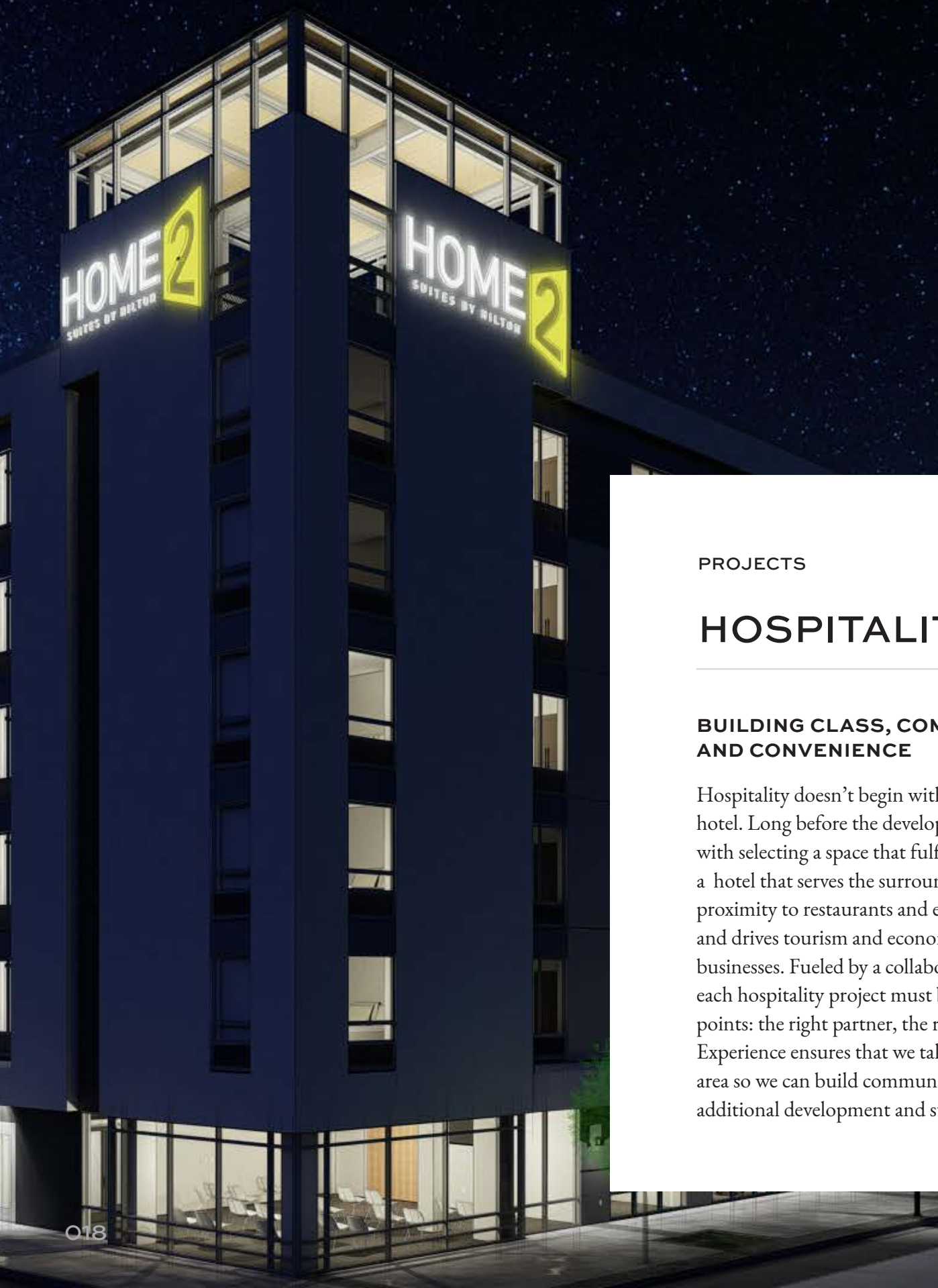


Four Score Golf Tavern,  
San Marco, Jacksonville  
(ABOVE)



Parkway Phase I, Durbin  
Park, St. Johns County  
(LEFT)





Home2 Suites,  
Riverside, Jacksonville  
(LEFT)

## PROJECTS

# HOSPITALITY

### BUILDING CLASS, COMFORT, AND CONVENIENCE

Hospitality doesn't begin with the services provided by the hotel. Long before the development breaks ground, it starts with selecting a space that fulfills a need. It's about building a hotel that serves the surrounding community, provides proximity to restaurants and entertainment venues for guests, and drives tourism and economic development for local businesses. Fueled by a collaborative mindset, we know that each hospitality project must be a combination of three pivotal points: the right partner, the right time, and the right place. Experience ensures that we take the time to understand an area so we can build community-focused projects that spur additional development and support existing businesses.



Woodspring Suites,  
St. Augustine, Florida  
(ABOVE)

Four Score Golf Tavern,  
San Marco, Jacksonville  
(LEFT)







Industry West  
Headquarters,  
Downtown Southbank,  
Jacksonville  
(LEFT)

## PROJECTS

# HISTORIC PRESERVATION

## PRESERVING AND PROTECTING A CITY'S HERITAGE

Historic preservation projects create a strong foundation for our communities — representing significant time periods, architectural styles, or milestones in a city's history. When you look beyond the existing building's time-weary exterior and see its potential, you find opportunities to revive neighborhoods, downtowns, and entire communities. Our historic preservation projects help reduce sprawl through a sustainable and efficient approach to development that creates more vibrant, healthy communities where one can be proud to live, work, and play.



Jones on Hogan,  
Downtown Jacksonville  
(ABOVE)



The Goodwin House,  
Corner Lot Headquarters,  
Riverside, Jacksonville  
(LEFT)



## BUILDING COMMUNITIES THROUGH COLLABORATION AND PARTNERSHIPS

Innovative collaboration has been a cornerstone of our business strategy since the day we made our first deal. We selectively identify, research, and pursue the most creative and innovative partners who share our values and commitment to help bring our vision to life. We choose to do business with those who not only meet our standards, but also those who inspire us, challenge the status quo, and elevate our developments.

Our partnerships include the highest quality and most creative and inventive lenders, architects, engineers, contractors, and designers we can find. And we believe the evidence of that standard lies within the quality of the developments that bear the Corner Lot name. In addition, by working collaboratively with local professional organizations, governmental agencies, and civic boards and committees, we also ensure our communities collectively strive to reach their full potential.



## GIVING BACK IS OUR GREATEST REWARD

Many of us at Corner Lot were born in Jacksonville, and we all call it home. We raise our families here, we go to church here, and we do business here. Our love of Jacksonville and Northeast Florida is not only evident in the developments we build, but it's also prevalent in our support of the community.

With a focus on youth, health and wellness, athletics, and quality of life, we contribute to a variety of non-profit agencies within the communities we call home. From large organizations like the YMCA, the Ronald McDonald House, and Big Brothers Big Sisters to smaller local agencies that historically receive less time and funding, our passion for humbly giving back is not only evident in the donations we make but also in the races we run, the meals we serve, and the gifts we wrap.

That love of a community — one that welcomes visitors and locals alike with a unique blend of placemaking — drives every development decision we make as a team and is prevalent in our support of the communities in which we work and the organizations we assist.







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