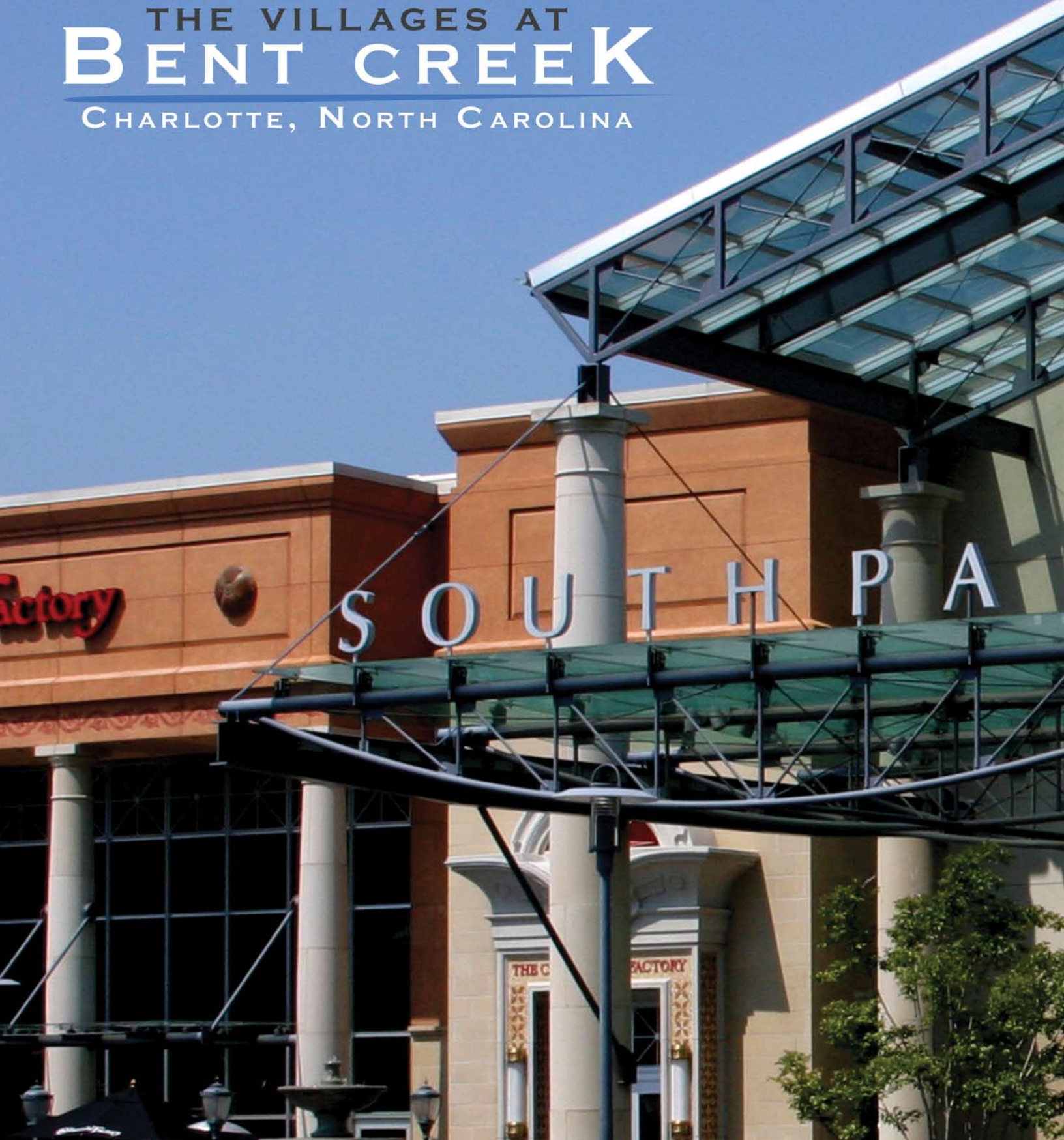


A UNIQUE  
INCOME PROPERTY  
OWNERSHIP OPPORTUNITY



THE VILLAGES AT  
**BENT CREEK**

CHARLOTTE, NORTH CAROLINA



Before we look closely at *The Villages at Bent Creek*, let's discover

# Why Charlotte

*is the best place for your next income property...*

Successful investors understand that real estate is a game of probabilities, not certainties, and that is why you need to look for probabilities converging before you buy in an area. Anticipate growth, do not follow growth. A growing local economy is the most important driving force.



*“For the second year in a row – and for the fifth time in six years – North Carolina ranked first in Site Selection’s business climate ranking.”*

-Site Selection Magazine  
November 2006

## *Many agree with us that - Charlotte is* **THE HOTTEST MARKET IN THE UNITED STATES**

*“When you think of corporate headquarters, you can no longer ignore the explosive growth that has become one of America’s favorite cities, Charlotte, NC. Charlotte has more Fortune 500 company headquarters than all but five other U.S. cities—and two of these eight companies have relocated to Charlotte in recent years. In the past 10 years alone, 8,928 new firms have opened in Charlotte, creating 77,327 new jobs and investing \$7.4 billion in new facilities.”*

-Business Facilities, 2006

*“POLICOM, which studies the dynamics of local economies, has ranked the Charlotte metropolitan area first in economic strength. The POLICOM study calculates growth rates, consistency trends, industry averages and other factors for metropolitan and micropolitan areas.”*

-POLICOM.com 2006





Other elements and probabilities to look for include:

## ***Strong Demographic Growth***

According to US Census data the Charlotte Metro area population has risen to 2,371,645 in 2006 from 2,302,568 in 2005 and from just 2,004,651 in 2000. All this is public information readily available to you and often echoed in business or news publications. We've assembled the data we think is important for you to add to your own research.



*"There is a new number in town: 80,000. That's how many newcomers from outside the Carolinas move to the Charlotte region in a year, an Observer analysis of new data from the American Community Survey shows."*

*- The Charlotte Observer  
September 24, 2006*

**Charlotte MSA to grow to 280% of its current size over the next 20 years  
– strongest of any major US city.**

*"The Charlotte Chamber foresees 100,000 people living in the center city and 4.2 million in the metro region in 2026. Charlotte is expected to have nearly twice as many Fortune 500 firms, more than twice as many people over 50, almost double the number of public school pupils and triple the amount of office space."*

*-The Charlotte Observer  
October 24, 2006*

## ***Growing Retirement Population***

The retired population will more than double in the next ten years. Affluent retirees have disposable income. They also foster the creation of new businesses tailored to retiree specific needs. Charlotte's affluent retiree influx is unprecedented.



***"Relocations for retirement may be Carolinas' fastest growing industry."***

*-The Charlotte Observer  
November 25, 2005*

*"For every 55-and-older home already occupied, at least four are planned ...according to an Observer analysis."*

*-The Charlotte Observer, September 16, 2006*

# Improvements to Infrastructure



Highways and other infrastructure changes almost always affect property value positively. Projects of these magnitudes don't happen overnight so get informed early.

*"Charlotte has a strategy...traffic congestion is mild... Pro-growth policies remain in force...Now, both suburbs and inner city are growing at a dramatic rate."*

-USA Today  
October 24, 2006

## Undervalued Markets

Aren't undervalued markets are the only place in which to invest? You help protect your investment from any real estate bubble and you help guarantee your long-term valuation.

*"When incomes rise faster than home prices, the market becomes undervalued. Charlotte is currently undervalued by 13%."*

- Smart Money, a Wall Street Journal Publication, December 2006



## Strong Potential for Appreciation

When it comes to areas of appreciation, not every property is created equal. New construction avoids the challenges that plague older properties. Features common to new construction such as high ceilings, open space, well lighted with many windows, strong bathroom to bedroom ratios and computer areas are just a few of the features that will help keep your investment attractive in the market place over the coming years.



According to the Office of Federal Housing Enterprise Oversight's Price Index Report for **Q2 2006**, MSAs in North Carolina and South Carolina have now entered the list of **fastest appreciating markets**.

**Charlotte-Gastonia-Concord Appreciation Rate:**  
Q2 - 2.95% / 1 year - 8.20% / 5 year - 21.77%

# Tightening Vacancy Trends



A good rule of thumb to follow: A paying tenant is good; a vacant property is bad! Do not invest in a market saturated with income properties and no renters. Pay close attention to the new construction and vacancy trend cycles. Overbuilding increases vacancy rate but overbuilding is almost always followed by under building, to the great benefit of rental properties.

Charlotte vacancy rate plunged by more than 35% in just two years. Occupancy rates continue to break records.

*"The vacancy rate in the Charlotte market – which includes Mecklenburg, Union, Cabarrus, Iredell, Gaston and York counties – was 6.8% in August, down from 8.8% in February and 8.2% in August 2005. The rate was 10.5% in August 2004, and the current rate has not been this low since August 2000 when it was 6.6%, according to figures compiled by Charlotte-based Real Data."*

CHARLOTTE  
**BUSINESS JOURNAL**

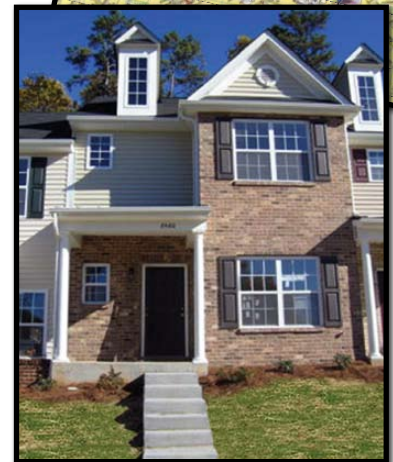
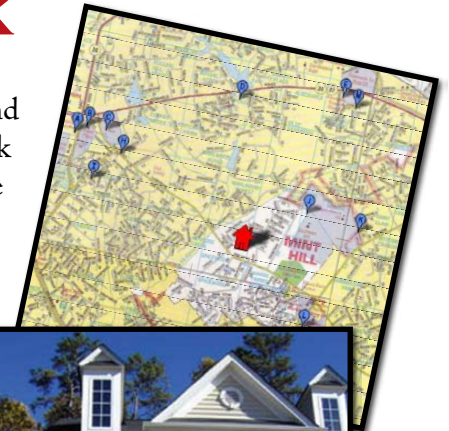
*-Charlotte Business Journal,  
November 10, 2006*

*That brings you to our opportunity in Southeast Charlotte;  
One of the most affluent and fastest growing areas of the MSA:*

## THE VILLAGES AT BENT CREEK



Located just 9 miles from Uptown Charlotte and only 5 miles from Interstate 485, Bent Creek is ideally positioned just 2 miles from the heart of historic downtown Mint Hill which is experiencing rapid growth driving new shopping areas, town offices and business parks. Characterized by a pedestrian-friendly "town square", Mint Hill has a median household income of \$71,980. The near completion of the Albemarle road widening project has generated huge attraction from major retailers such as Home Depot and Target, while the revitalization of historic downtown Mint Hill is fostering new high-end developments (David Weekley, Portrait, KB Homes & D.R. Horton).







## Jasper

1019 Sq. Ft.  
2BR, 2.5BA  
\$124,847\*



## Marion

1156 Sq. Ft. • 2BR, 2.5BA • \$130,232\*



## NEIGHBORHOOD INFORMATION

### Property Taxes:

Approx. 0.98%

### HOA & Insurance Costs:

Approx. \$120 per Month

### Property Management:

Approx. 7-10% of Collected Rent

### Rent Estimate:

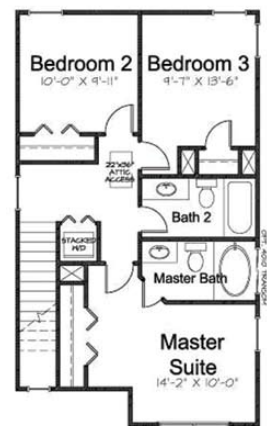
Approx. \$825 to \$1025

PLEASE NOTE: The above numbers are approximations based upon our best available information.



## Hampton

1302 Sq. Ft.  
3BD, 2.5BA  
\$140,457\*



\* This is the base price for each unit in \$USD.

# VERY IMPORTANT. PLEASE READ CAREFULLY.

## CONVERGENT ACQUISITIONS' UNIQUE INCOME PROPERTY OWNERSHIP PROGRAM

The strength of our program resides in its three component parts. We are committed to making your ownership of the best property possible as simple as [ABC](#).

A

We research the Country for the potential next hyper-growth area, looking for the convergence of key up indicators in an undervalued market with great appreciation potential. We make available our source material research to aid you in analyzing what we think is the best area of the country to own real estate in, saving you hundreds of hours of work in assembling data.

B

We provide only brand new, designed-for-rental properties that are, we think you will agree, the rentals renters prefer, in the best areas and best communities available for non owner occupied uses. No other vendor has the resources to do that for you.

C

We are your potential turnkey solution\*. Though the choices are always yours to make, we provide referrals and relationships in all aspects of the transaction to help ensure that every purchase you entrust us with is a success for you and your family. Our ABCs are supported by our [7 Steps for Success](#).

## 7 STEPS FOR SUCCESS

1

We put the entire market under a microscope then carefully select the best locations to develop. We continually probe the market looking for triggering events which indicate impending growth. We build in areas with easy highway access, close to shopping, close to major employers and surrounded by upcoming development.

2

We build or acquire the best products in the best locations and supercharge them with the amenities that renters want. No one else can offer you these properties at these prices backed by our services, resources, and rent ready amenities.

3

We have preferred lenders that specialize in income properties, including stated income and no-doc programs.

4

We have secured the services of a leading investment Real Estate brokerage firm to help ensure a smooth and professional transaction.

5

We have a short list of recommended insurance companies competent in income property policies.

6

All our properties are brand new and carry the builder new construction warranty, and include our rent ready package.

7

We have protocols making it easy for you to procure the services of the leading property management firms in the city. Under Convergent's guidelines, they sometime start marketing your property to credit worthy, background checked tenants before your property even closes.

*\*See note at the bottom of the next page.*



# WHO IS CONVERGENT ACQUISITIONS & DEVELOPMENT, INC.?



**We are vendors and developers of real estate dedicated to identifying what we believe to be emerging markets with great appreciation potential.**

**We then acquire or build new product with all the attributes we think renters prefer.**

**Finally, we sell exclusively to our niche client, the individual non-owner occupied real estate investor.**

**Visit Us At: <http://baies.convergentabc.com>**

*Please Note: You are under no obligation to use any particular mortgage lender, property manager, or insurance company. Recommendations are made as a courtesy only, based on the reputation of, and our experience with, the referred companies. Convergent Acquisitions & Development Inc., EstateCom, Distinctive Properties and their advisors cannot be and are not responsible for the conduct of other firms.*

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