J. F. JETER REALTY INC.

REAL ESTATE SOLUTIONS & HOUSING PARTNERSHIPS

STRATEGIC PROPOSAL

July 2026

TO:	Continuum of Care (CoC) Leadership, Collaborative Applicants & Housing Service Providers
SUBJECT:	**Transitional & Supportive Housing Proposal:** Rapid Bed Deployment & Long-Term Master Leasing Strategy for Independent Living & Veteran Individuals

SPECIALIZED HOUSING BRIDGE MODEL: OVERVIEW & MECHANICS

Think of **J. F. Jeter Realty Inc.** as a specialized housing bridge. Normally, non-profits, veterans' groups, and addiction recovery organizations struggle to find safe, reliable homes for the people they serve. Buying property costs too much money, and renting from typical commercial landlords is risky because rents constantly go up and short-term leases force organizations to move around.

Instead of making these service agencies buy or build their own real estate, J. F. Jeter Realty Inc. acquires, fixes up, and maintains modern single-family homes and leases them directly to the organizations under long-term agreements.

HOW THE MODEL WORKS (STEP-BY-STEP)

- **1. J. F. Jeter Realty Handles the Real Estate Burden:** The company buys or builds high-quality homes (like 3-bedroom, 2-bathroom single-family houses) and makes sure they meet all government, veteran, and health standards before anyone moves in. The non-profit doesn't have to spend a dime fixing up or modifying the building.
- **2. The 5-to-10-Year "Master Lease":** Instead of a regular 1-year tenant lease, J. F. Jeter Realty signs a single 5-to-10-year contract with the non-profit organization. This acts like a giant umbrella agreement for all the housing beds the agency needs.
- **3. Locking in Discounted Rates:** Because it is a long-term, multi-bed contract, J. F. Jeter Realty offers discounted, fixed rental rates that stay below normal market prices. The non-profit's rent is locked in, protecting them from price spikes and inflation for up to a decade.
- **4. Built-in Protection for Public Funding:** Non-profits rely on federal grants (like HUD or VA grants) that can change from year to year. The master lease includes a "grant safeguard" clause. If government funding drops, the agreement protects the non-profit from getting stuck with debt they can't pay.
- **5. Single-Source Management:** Instead of case managers dealing with 20 different private landlords, different bills, and endless paperwork, they deal with one company under one agreement.

WHY IT'S A WIN-WIN

- **For Service Agencies (CoC, Sober Living & Veteran Groups):** They save massive amounts of money, eliminate administrative headaches, and can house 20% to 30% more people using the exact same grant budget.
- **For J. F. Jeter Realty Inc.:** The company secures reliable, long-term organizational partners, keeping properties fully occupied with high community impact.
- **For Residents:** Veterans, individuals in recovery, and families transitioning out of homelessness get clean, safe, stable housing in real neighborhoods where they can rebuild their lives.

1. EXECUTIVE SUMMARY & RAPID AREA-BASED HOUSING DEPLOYMENT

"Where traditional developers offer passive real estate, we deliver active, hyper-targeted housing deployment tailored for independent living and Veteran residents."

Traditional housing models force CoCs to pay peak market-rate rents across fragmented private landlords, consuming critical grant funding and delaying client placement. Our organization offers a strategic alternative: rapid, hyper-targeted bed deployment combined with a 5-to-10-year HUD-compliant Master Lease Agreement. By partnering directly with CoC leadership, we identify geographic coverage gaps, deploy turn-key properties into priority zip codes, and lock in predictable rates that maximize federal grant dollars while providing specialized environments tailored for independent living and Veteran housing individuals.

- **Direct CoC Alignment:** Our internal team of real estate professionals works alongside CoC leadership to analyze Point-in-Time (PIT) metrics and target exact urban and suburban zip codes lacking bed coverage.
- **Rapid Turn-Key Sourcing:** Rather than waiting on multi-year development timelines, our licensed acquisition team rapidly secures single-family and mid-sized residential properties in high-priority zones.
- **Community & Veteran Integration:** Neighborhood dispersion prevents poverty concentration while delivering housing directly where client support networks, Veteran services, and independent living resources already exist.

2. GEOGRAPHIC COVERAGE & ACTIVE PROPERTY INVENTORY

"Strategic, multi-state residential footprint serving high-priority urban and suburban markets."

J. F. Jeter Realty Inc. maintains an extensive and rapidly expanding housing network across 16 states and the District of Columbia. Our active property sourcing and master leasing footprint covers the following key metropolitan areas and municipalities:

ALABAMA

Birmingham, Brook Highland, Cahaba Heights, Gulf Shores, Helena, Hoover, Huntsville, Irondale, Madison, Orange Beach, Pelham, Trussville, Vestavia, Vestavia Hills

ARIZONA

Gilbert, Mesa, Phoenix, Queen Creek, Scottsdale, Tempe

COLORADO

Arvada, Broomfield, Denver, Westminster

DISTRICT OF COLUMBIA

Washington

FLORIDA

Altamonte Springs, Bradenton, Brandon, Buenaventura Lakes, Carrollwood, Citrus Park, Clearwater, Coral Springs, Doctor Phillips, East Lake, Fleming Island, Gainesville, Heathrow, Horizon West, Hunters Creek, Jacksonville, Lake Butler, Lake Magdalene, Lake Mary, Lakewood Ranch, Maitland, Meadow Woods, Northdale, Orlando, Palm Harbor, Panama City Beach, Tallahassee, Tampa

GEORGIA

Atlanta, Bloomingdale, Brookhaven, Chamblee, Cumberland, Druid Hills, Duluth, Dunwoody, Gainesville, Georgetown, Johns Creek, Kennesaw, Lake Lanier, Marietta, North Decatur, North Druid Hills, Perimeter Center, Pooler, Sandy Springs, Savannah, Smyrna, Vinings, Wilmington Island

KANSAS

Kansas City, Lenexa, Olathe, Overland Park, Shawnee Mission

KENTUCKY

Lexington, Louisville, Lyndon, Saint Matthews

MISSOURI

Kansas City, Parkville

NEVADA

Las Vegas, North Las Vegas

NORTH CAROLINA

Apex, Cary, Chapel Hill, Charlotte, Cornelius, Durham, Huntersville, Matthews, Morrisville, Raleigh, Research Triangle Park

SOUTH CAROLINA

Anderson, Charleston, Daniel Island, Five Forks, Goose Creek, Greenville, James Island, Ladson, Mauldin, Moore, Mount Pleasant, North Charleston, Parker, Simpsonville, Spartanburg, Summerville, Taylors, Wade Hampton

TENNESSEE

Bellevue, Brentwood, Chattanooga, Cordova, East Ridge, Franklin, Gallatin, Germantown, Goodlettsville, Hendersonville, Hermitage, Hixson, La Vergne, Madison, Memphis, Mount Juliet, Murfreesboro, Nashville, Old Hickory, Red Bank, Smyrna

TEXAS

Addison, Allen, Arlington, Austin, Bedford, Bordersville, Carrollton, Cedar Park, Cypress, Dallas, Euless, Fairview, Farmers Branch, Fort Worth, Frisco, Georgetown, Grand Prairie, Grapevine, Houston, Humble, Irving, Jersey Village, Jollyville, Lewisville, Manchaca, Mansfield, McKinney, Old Round Rock, Parker, Plano, Prosper, Richardson, San Antonio

UTAH

Herriman, Riverton, South Jordan, West Jordan

MARYLAND	VIRGINIA
Gaithersburg, North Potomac, Rockville	Alexandria, Arlington, Brandermill, Centreville, Chantilly, Charlottesville, Chesapeake, Fredericksburg, Glen Allen, Hampton, Henrico, Innsbrook, Langley AFB, McLean, Midlothian, Newport News, Northern Virginia, Richmond, Short Pump, Tuckahoe, Tysons

3. HUD-COMPLIANT MASTER LEASING & PRICE PROTECTION

"We replace high market-rate single units with stable, long-term master leases that maximize every federal grant dollar."

- **Below-FMR Bulk Rates:** We offer discounted bed rates that fall below HUD Fair Market Rent (FMR) ceilings, stretching annual ESG, CoC, and Veteran-dedicated grant budgets to house 20-30% more individuals.
- **5-to-10 Year Rate Locks:** Multi-year fixed agreements shield operating budgets from private-market rent spikes and unexpected inflation.
- **Federal Grant Safeguards:** Built-in "subject-to-funding" contingency clauses ensure your organization stays fully protected if annual federal allocations shift.

4. THE LEASE LADDER CONCEPT & COST STREAMLINING

"Eliminate administrative bottlenecks with staggered lease ladders and single-source billing."

Tier Level	Phase & Timeline	Key Deliverables & Milestones
Tier 1	Year 1 Initial Rollout	Launch baseline bed count in target zip codes | Establish single-source billing & HQS compliance | Long-term fixed rate locks fully locked in
Tier 2	Years 2-4 Expansion Step	Scale unit count based on grant growth | Staggered renewal dates prevent contract cliffs
Tier 3	Years 5-10 Full Capacity	Maximum bed capacity fully operational across all designated independent living and Veteran housing locations

- **Staggered Lease Laddering:** Contract expirations are staggered across rolling multi-year cycles so your agency never faces a sudden housing cliff.
- **Single-Source Billing:** One master agreement replaces dozens of individual tenant leases, cutting administrative overhead for case managers.
- **HQS Guarantee & Vacancy Protection:** All units pass HUD Housing Quality Standards (HQS) prior to occupancy, with predictable billing structures that prevent grant loss during client transitions.

NEXT STEPS & PARTNERSHIP BRIEFING

Align your CoC's priority zip codes with our active deployment strategy for independent living and Veteran housing. Schedule a 30-minute housing allocation briefing with the J. F. Jeter Realty Inc. Direct Partnerships Division.

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