



## COMPANY PROFILE AND EXECUTIVE BIOS

Wakefield Development Company is the Triangle's largest developer of residential communities, with a portfolio that includes over 14,000 home sites. From unique land plans and distinctive entrances, to all-encompassing recreational facilities and the finest amenities, Wakefield's passion for quality and excellence is evident in every community it develops. The company's financial strength and stability enables Wakefield to bring its vision to reality in the earliest stages of development.

Wakefield Development Company is part of L.M. Sandler & Sons Inc. of Virginia Beach, VA. L.M. Sandler & Sons has been developing residential and commercial properties for over 20 years, and currently has property in North and South Carolina, the Tidewater and Northern Virginia area, Maryland, Delaware, Florida and Texas.

### Facts

- Wakefield Development Company sold 1,266 homes in all of its communities in 2005, bringing in a sales volume of over \$357 million
- Bedford at Falls River was named Community of the Year for its region at the NAHB 2006 Nationals Awards for the second year in a row.
- Mackintosh on the Lake, Wakefield's first Triad area development will be the largest news home residential community in Alamance County
- Bedford at Falls River has been named one of "America's 100 Best Master-planned Communities" by *Where to Retire* magazine. (July/August 2005 issue)
- As of July 1, 2005 Wakefield had the two leading communities in home sales in the Triangle, Bedford at Falls River and Wakefield Plantation
- Both Bedford at Falls River and Wakefield Plantation have broken the 200 sale mark halfway through 2005, putting both on pace to break the Wake County record for new home sales by a residential community
- In early 2005, Wakefield entered the Triad market, breaking ground on Mackintosh on the Lake, which will be Burlington's largest community
- In 2004, Wakefield Development Company sold 1,019 homes in the Triangle for \$250 Million
- Wakefield's Bedford at Falls River was named 2004 NCHBA Community of the Year
- In 2004, Bedford at Falls River claimed the first and only NAHB Gold award from the Nationals for a builder or developer in North Carolina. The Nationals are the industry's largest awards show for homebuilders and developers
- Wakefield Development's Wakefield Plantation became the first Triangle community to break \$100 Million in sales in one year (2003)
- Wakefield's expected build-out value of current Triangle communities is over \$3 Billion

### Wakefield Development Company Communities

- Raleigh: Bedford at Falls River, Cornerstone, Delta Ridge, Eagle Ridge, Edgewater, Twin Lakes and Wakefield Plantation. Coming soon: Renaissance Park and Twelve Oaks
- Burlington: Mackintosh on the Lake
- Charlotte: Waterstone

### Wakefield's Homebuilders

Please visit [www.WakefieldCommunities.com/Builders.html](http://www.WakefieldCommunities.com/Builders.html) for a list of Wakefield's builders and links to individual builder websites.

### **Community Outreach**

- Sponsor, Host Developer, Leukemia Lymphoma Society Dream House Supporter
- Supporter, WRAL Coats for Kids Campaign
- Sponsor, The Amyotrophic Lateral Sclerosis Association (ALSA) Jim “Catfish” Hunter Golf Tournament

### **Location and Contact**

Wakefield Development Company  
3209 Gresham Lake Road, Suite 160  
Raleigh, NC 27615  
919-556-4310  
www.WakeDev.com

### **Wakefield Development Company Executives**

John P. Myers, President, Wakefield Development Company. January, 1998 – Current

John Myers has been actively involved in commercial and residential development for over 20 years and has developed communities in Virginia, Maryland, North Carolina and South Carolina. As President of Wakefield Development Company, Myers is responsible for overall operational management and long-term growth and position of the company.

- ⟨ Prior work experience: Spent 6 years in the site civil engineering arena followed by 6 years with Pulte Homes in Maryland as Director of Acquisitions and Development.
- ⟨ Education: Georgia Tech, BS, Civil Engineering, 1985. George Mason University, MBA, 1995
- ⟨ Organizational Affiliations: Triangle Community Coalition; Executive Committee. HBA (Home Builders Association); Board of Directors

“One of the most vital aspects of maintaining Wakefield Development’s position in the market is our commitment to quality and excellence in the residential communities we develop and promote. Integrity in planning not just for the immediate future, but for the long-term future of the community helps to ensure success for the company and for our employees. Striving for and reaching our goals, while giving back to the community, is what offers the Wakefield team the most satisfaction.” – John Myers

### **About Wakefield Development Company**

Wakefield Development Company is the Triangle’s largest developer of residential communities, with a portfolio that includes over 14,000 home sites. In addition to the 2005 and 2006 National Association of Home Builders (NAHB) Regional Community of the Year, Bedford at Falls River, the company has six other communities under development across the Raleigh-Wake county market, including Wakefield Plantation, Eagle Ridge, Edgewater, Cornerstone, Delta Ridge and Twin Lakes. Wakefield is also developing Mackintosh on the Lake in Burlington, N.C., and will begin construction of two new Triangle area communities, Renaissance Park and Twelve Oaks. For more information, call 919-556-4310, visit [www.WakeDev.com](http://www.WakeDev.com) or email [info@wakedev.com](mailto:info@wakedev.com).

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