



OFFERING MEMORANDUM

*1,058.47 AC*

# *Landsford*

YORK & CHESTER COUNTY | SOUTH CAROLINA

**CBRE**



01

*Executive Summary*

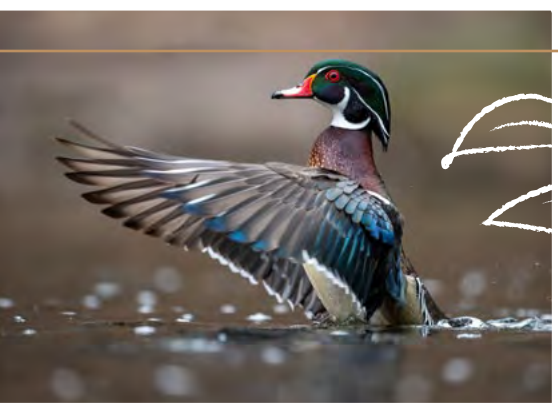
02

*Property Description*

03

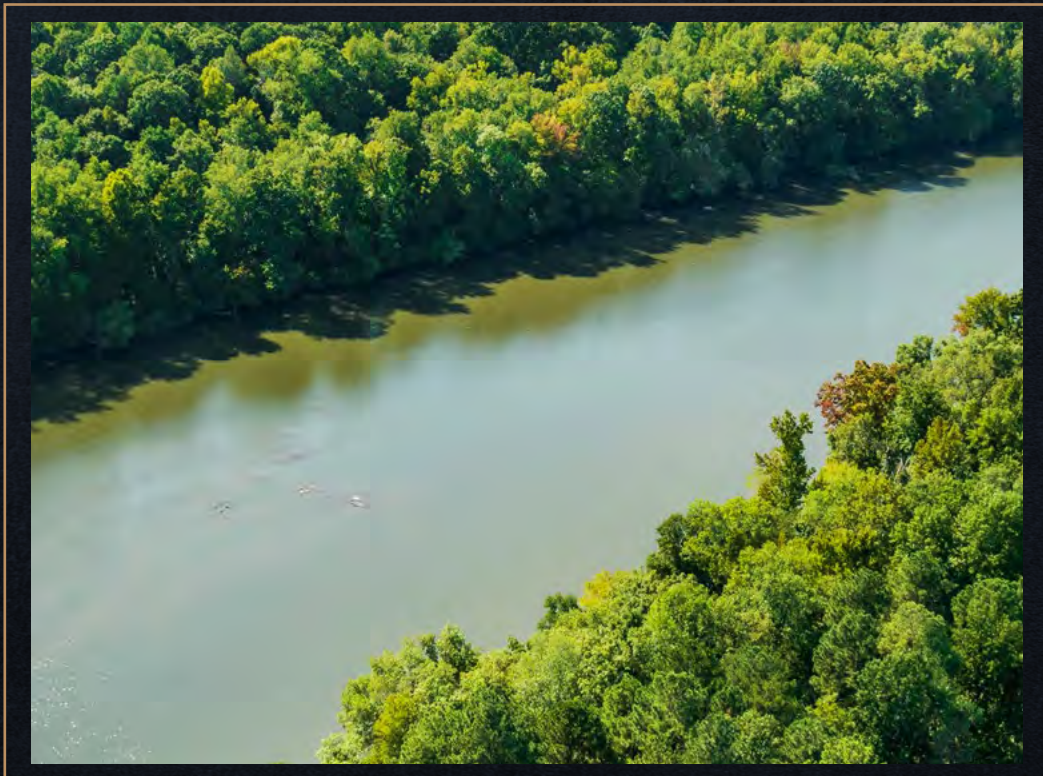
*Market Overview*

# *Content*



# *Executive Summary*

## *01*



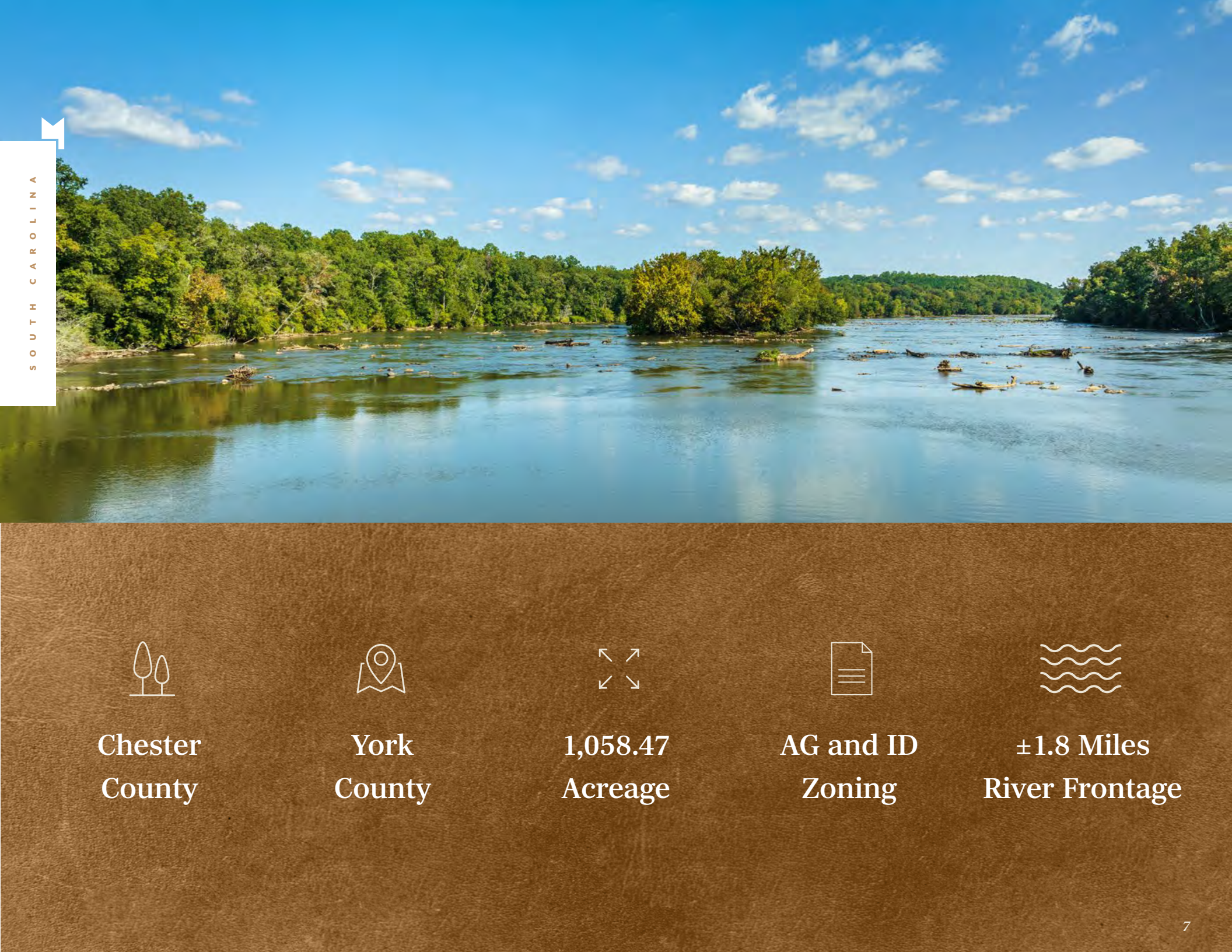
# The Offering

CBRE Inc., as exclusive advisor, is pleased to present the opportunity to acquire Landsford, ±1,058.47 acres of land with breathtaking views of the Catawba River and convenient access to the Charlotte Metropolitan area. No other land offering for sale in the Charlotte Region can match the scale of this property with comparable access to I-77, the Catawba River, Charlotte Douglas Airport and Uptown Charlotte.

Landsford offers investors and developers the chance to own a significant land assemblage located in the exceptionally robust Charlotte residential market. The property is currently available for recreational uses such boating, fishing, hunting or horseback riding. Future uses could include a high-end custom residential development with waterfront estate lots, large master planned mixed use community or even a large-scale recreational opportunity such as an equestrian center or exclusive hunting club. Industrial uses could also be considered.

Located in York and Chester County, SC, within 27 miles of Charlotte’s central business district and five miles from Rock Hill, the site is an easy commute for Charlotte and Rock Hill workers alike. According to the Charlotte Regional Business Alliance, The Charlotte region is expected to grow by 50 percent by 2050, going from about 3 million to 4.5 million people. The fastest growth is expected in York County, S.C., and Lancaster County, S.C. which are expected to roughly double in size over the next 30 years. Charlotte, North Carolina ranked fifth in Zillow’s

list of the hottest housing markets in 2022. Land assemblages prime for residential development are becoming scarce. Landsford’s size, location and aesthetic appeals meets a developer’s needs to accommodate Charlotte’s future growth.



Chester  
County



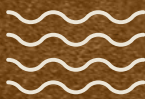
York  
County



1,058.47  
Acreage



AG and ID  
Zoning



±1.8 Miles  
River Frontage

# Property Facts



Acreage  
1,058.47 Acres



Current Zoning  
AG and ID Zoning



PIN'S  
7610000001  
152-00-00-007-000

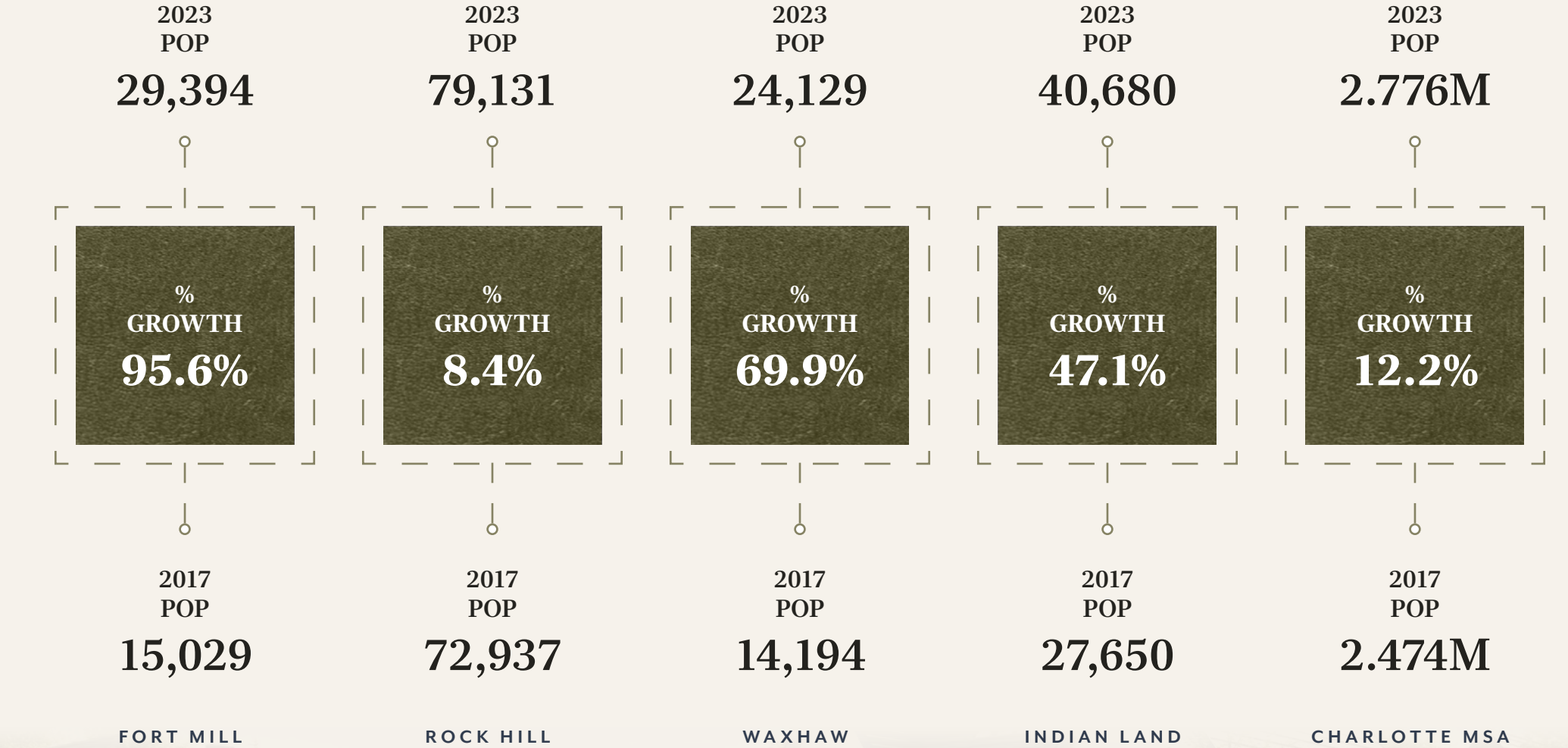
PARCEL ID	COUNTY	SIZE/ACRES	ZONE
7610000001	York	151	ID
152-00-00-007-000	Chester	907.47	AG
TOTAL		1,058.47 ACRES	

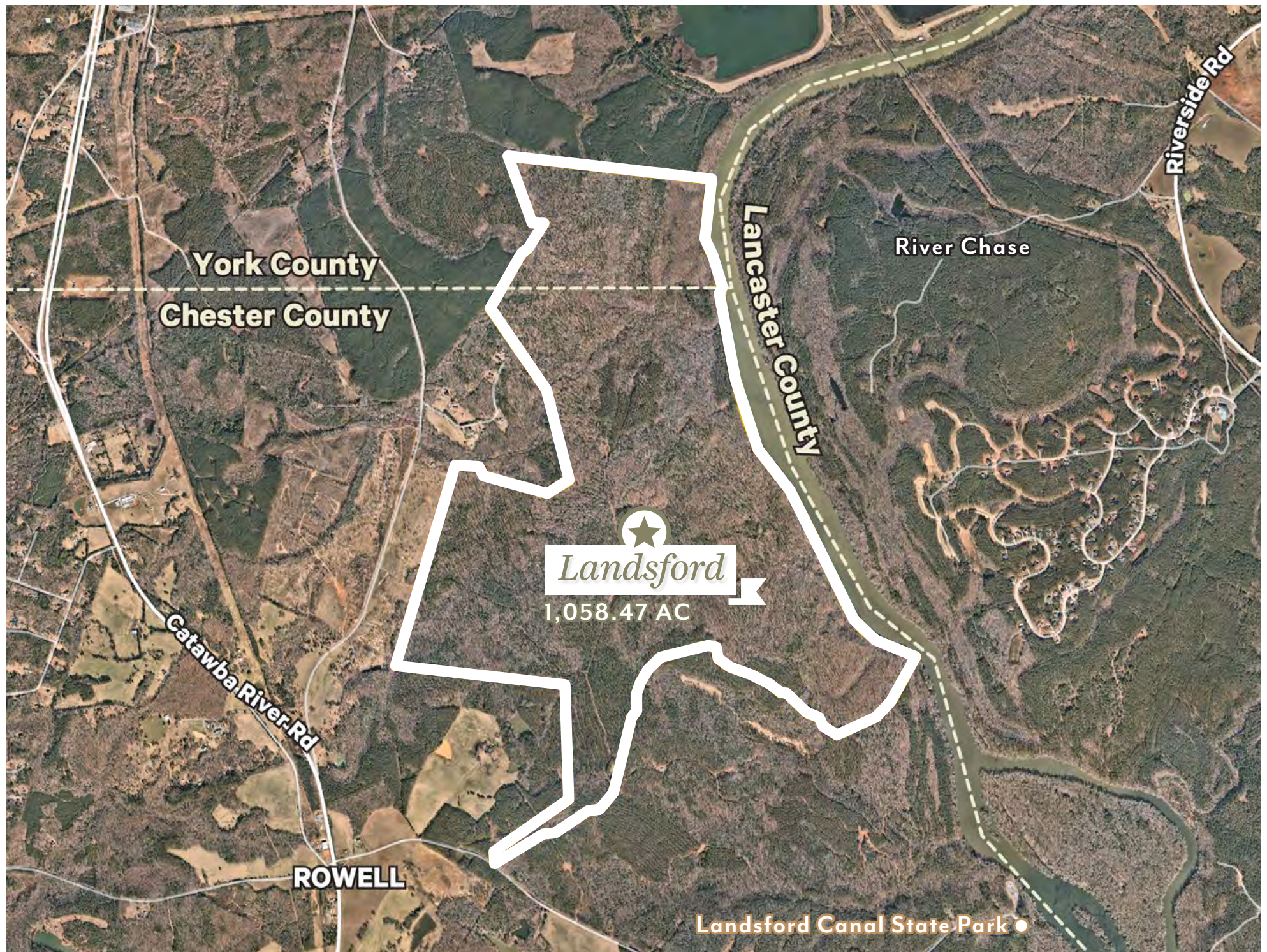
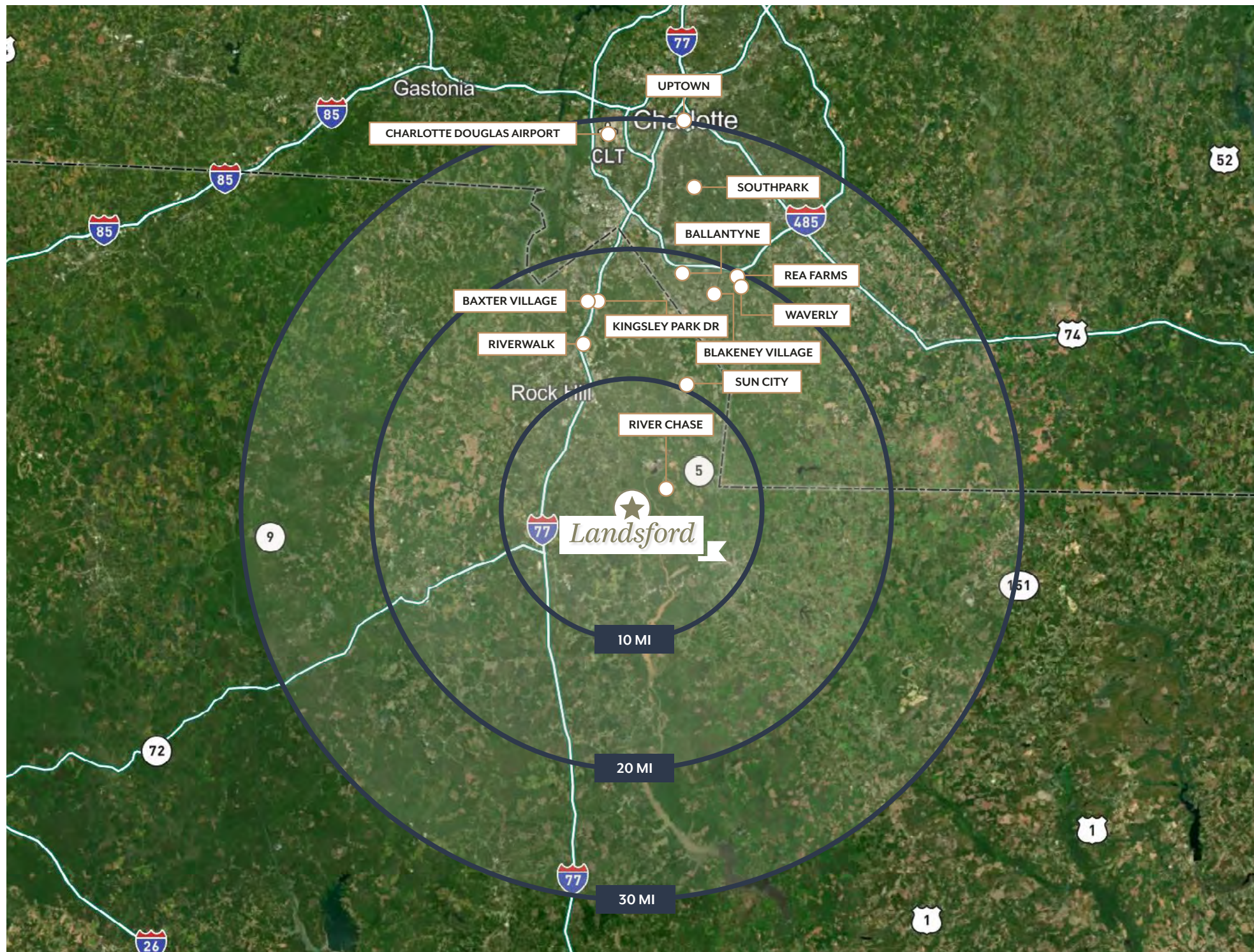
# Observations on Utilities

With Landford being situated in Both York and Chester Counties, there is more flexibility in utility access to the site. The ownership has met with both Counties and there is a spirit of collaboration on utilities. Rock Hill, in York County has excess water capacity and would like to work with Chester County to serve the property. The ownership’s engineer is currently working with Rock Hill to determine optimal connection points, pipe sizes and capacity to calculate cost estimates. While the site is a “blank slate” with a wide range of uses possible, Chester County has indicated a serious need for move up and executive housing to accommodate the tremendous job growth in the County. They have expressed support for the development of a community up to +/-1000 homes to be served by individual septic systems, the most cost-effective solution for wastewater treatment here at this time. The ownership’s soils scientist has indicated soils appear favorable for septic systems at Landford and a full soils study is underway to validate those observations. Individual septic systems utilized in conjunction with municipal water services are “market typical” in suburban communities in the area without ready access to municipal sewer and widely utilized in the State. There is upmarket new home development in the immediate area successfully utilizing this approach.

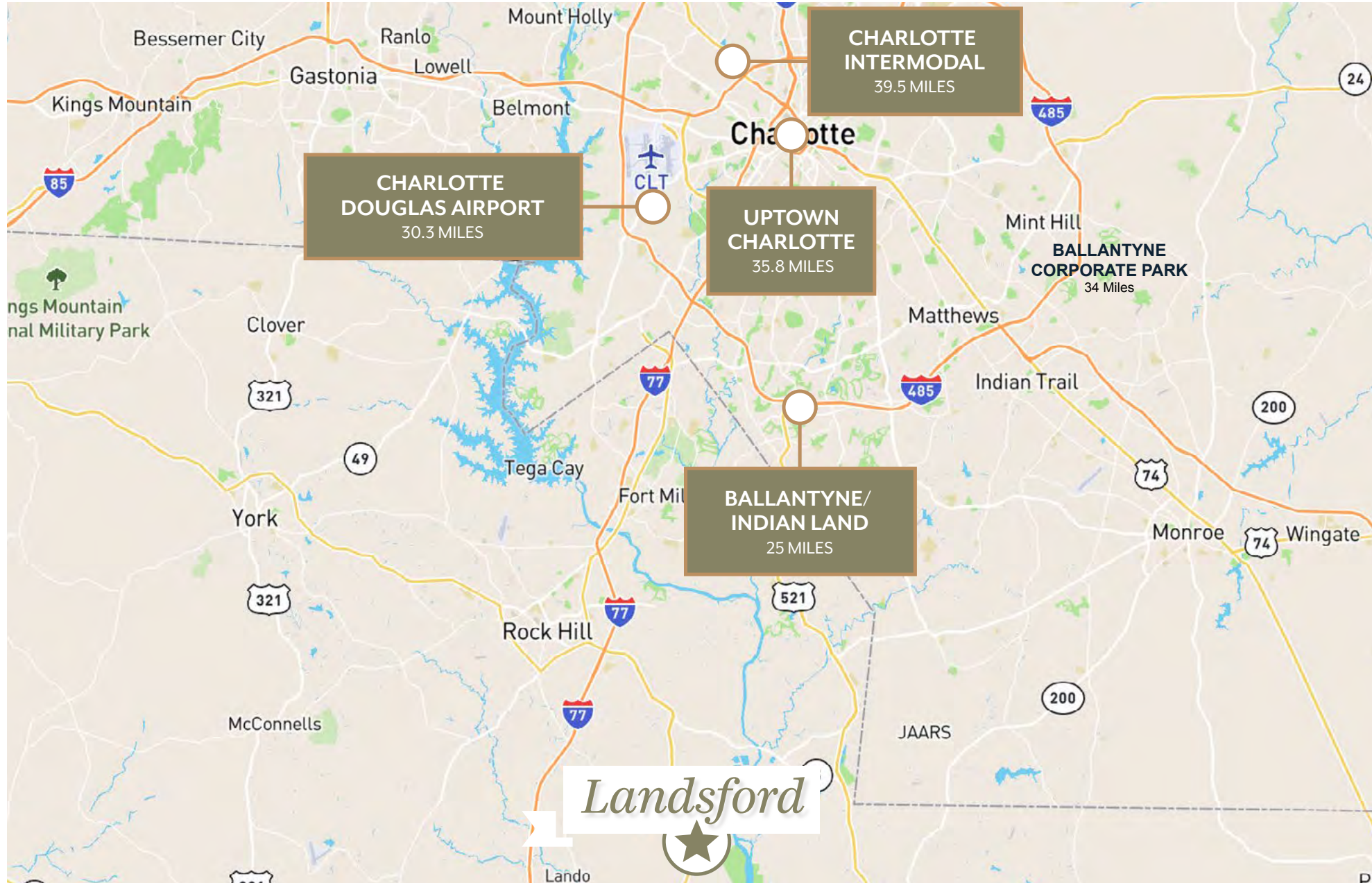
*Disclaimer: These observations reflect information gathered in 4Q 2024 and are subject to modification at any time. This information is from sources we deem reliable. It is provided without any representation, warranty or guarantee, expressed or implied as to its accuracy. Prospective Buyer or Tenant should conduct an independent investigation and verification of all matters deemed to be material. Consult your attorney, accountant, or other professional advisor.*

# Immediate Area Growth

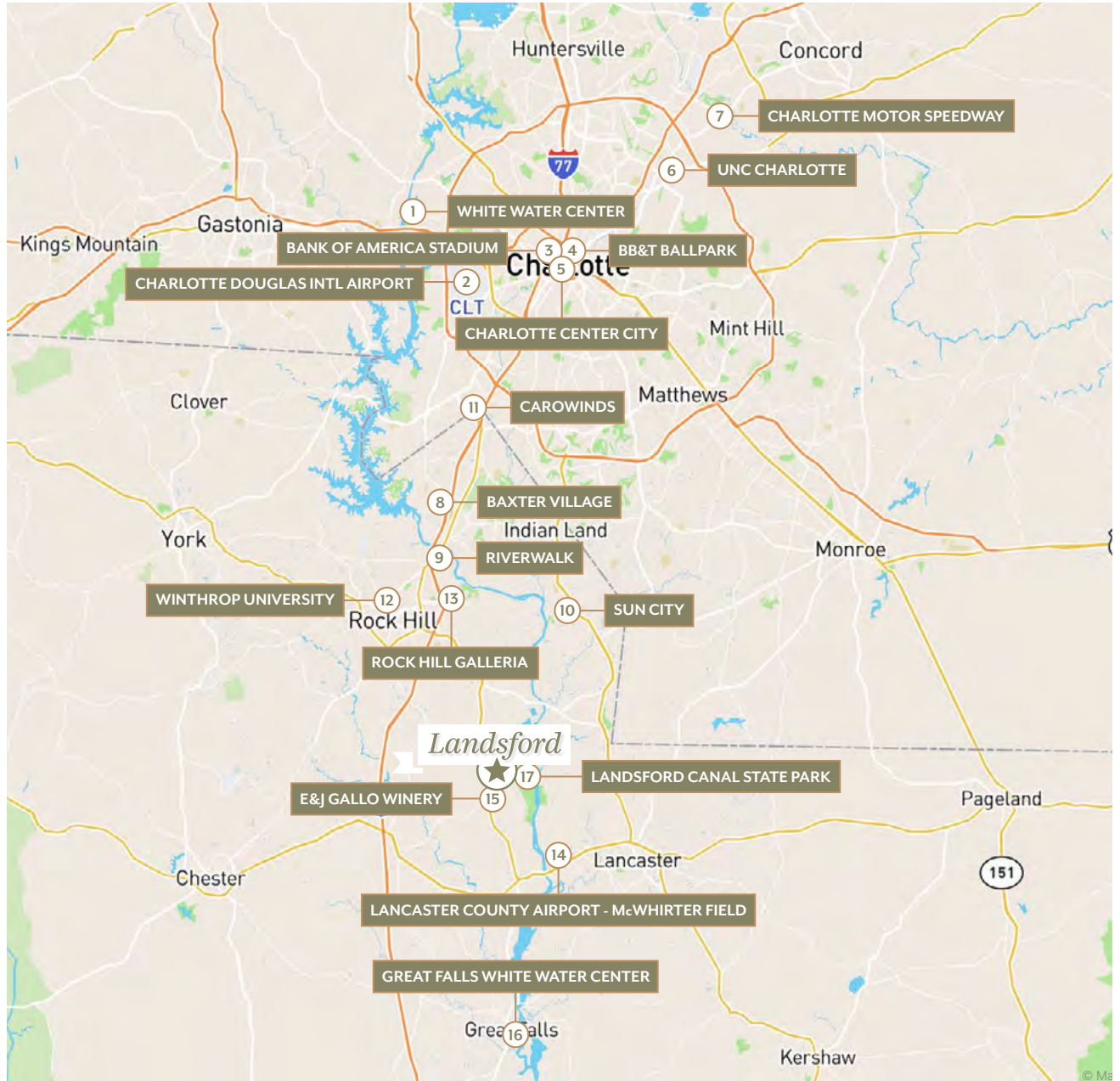
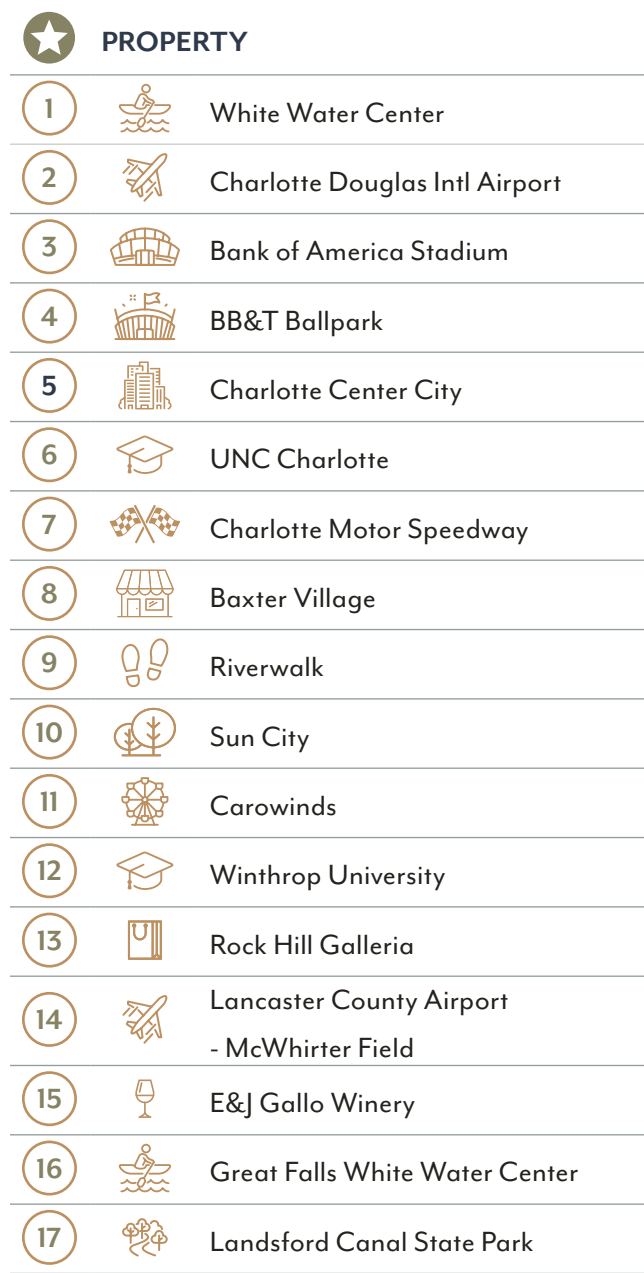




# Proximity Map



# Amenities Map



# *Landsford Canal State Park*

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Stretched along the Catawba River on the South Carolina fall line, Landsford Canal State Park is home to the well-preserved remains of the canal system that made the river commercially navigable from 1820 to 1835.

The Catawba River is home to the largest known stand of the rocky shoals spider lily, a flower species found predominantly in the Southeast. Peak bloom season for the rocky shoals spider lily is during May and June.

Favorite activities in this Piedmont park include picnicking, nature watching and studying the canal structures. Fishing is permitted along the Catawba River, and a paddling trail runs through the park for canoes and kayaks.

- ±1.5 mile Canal Trail where visitors can **view the Piedmont canal remains and rocky shoals spider lilies**
- **±448 acres** to explore filled with nature and history
- 6 months of **eagle nesting** season with the chance to see a bald eagle near their nest December through May
- Landsford Canal State Park is part of the **Carolina Thread Trail**
- The subject property is ±1.5 mile from Landsford Canal State Park



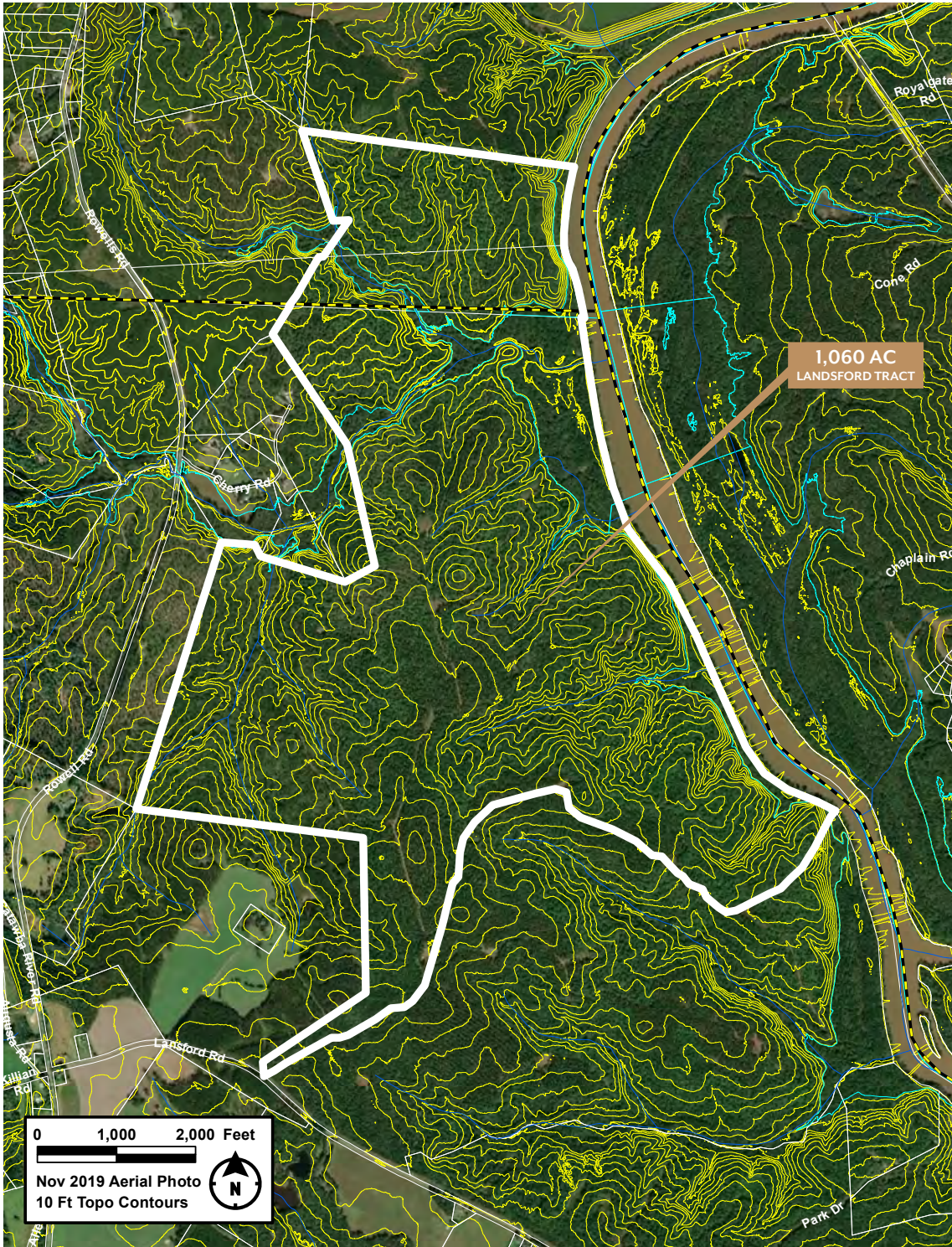


# *Property Description*

## 02



# Topographic Map



# RESIDENTIAL DEVELOPMENT

Charlotte Market Summary													
QTR	QTR CLOS	ANN CLOS	MODEL	FIN VAC	UC	TOTAL INV	TOTAL SUPPLY	QTR STARTS	ANN STARTS	VDL	VDL SUPPLY	FUT LOTS	ANN LOT DELIV
2Q20	3,340	12,543	400	1,422	4,475	6,297	6	3,265	12,715	15,719	14.8	70,475	12,609
3Q20	3,493	12,919	388	1,067	4,906	6,361	5.9	3,557	12,848	15,428	14.4	72,023	12,972
4Q20	3,250	13,064	381	1,037	5,399	6,817	6.3	3,705	13,530	14,455	12.8	74,949	12,267
1Q21	3,140	13,223	345	1,006	5,782	7,133	6.5	3,456	13,983	13,591	11.7	78,010	11,891
2Q21	3,973	13,856	323	979	6,161	7,463	6.5	4,303	15,021	11,699	9.3	87,241	11,001
3Q21	3,486	13,849	310	705	6,521	7,536	6.5	3,559	15,023	10,834	8.7	89,664	10,429
4Q21	3,310	13,909	298	527	6,817	7,642	6.6	3,416	14,734	12,156	9.9	96,007	12,435
1Q22	3,003	13,772	281	661	6,861	7,803	6.8	3,156	14,434	12,446	10.3	102,679	13,289
2Q22	3,560	13,359	272	519	7,203	7,994	7.2	3,749	13,880	11,506	9.9	105,651	13,687
3Q22	3,271	13,144	269	598	7,041	7,908	7.2	3,185	13,506	12,263	10.9	105,679	14,935
4Q22	3,653	13,487	288	862	5,638	6,788	6	2,538	12,628	14,960	14.2	107,546	15,432
1Q23	2,889	13,373	281	1,089	4,698	6,068	5.4	2,169	11,641	15,385	15.9	105,218	14,580
2Q23	2,962	12,775	313	1,090	4,955	6,358	6	3,252	11,144	16,074	17.3	101,919	15,712
3Q23	3,245	12,749	295	959	5,446	6,700	6.3	3,587	11,546	17,640	18.3	100,424	16,923
4Q23	3,142	12,238	297	959	4,934	6,190	6.1	2,632	11,640	19,372	20	99,542	16,052
1Q24	2,743	12,092	295	1,099	4,652	6,046	6	2,599	12,070	18,741	18.6	100,266	15,426
2Q24	3,052	12,182	310	1,307	4,738	6,355	6.3	3,361	12,179	18,128	17.9	99,217	14,233

# PRODUCTION BUILDER RANKING

Charlotte Market Summary									
CLOSINGS RANK	BUILDER NAME	3Q23	4Q23	1Q24	2Q24	ANNUAL	TOTAL ANNUAL CLOSINGS	MARKET SHARE	
1	Ryan Homes	353	337	278	308	1,276	1,276	10.5%	
2	D.R. Horton Inc	314	271	287	390	1,262	1,262	10.4%	
3	Lennar Homes	314	351	156	223	1,044	1,044	8.6%	
4	True Homes	273	272	224	219	988	988	8.1%	
5	Meritage Homes	224	188	207	173	792	792	6.5%	
6	Taylor Morrison	174	114	111	153	552	552	4.5%	
7	Mattamy Homes	131	139	145	110	525	525	4.3%	
8	Tri Pointe Homes	112	108	123	172	515	515	4.2%	
9	LGI Homes	118	143	76	122	459	459	3.8%	
10	M/I Homes	124	99	102	130	455	455	3.7%	
TOP 10 TOTALS		2,137	2,022	1,709	2,000	7,868	7,868	64.6%	

# Charlotte – Concord – Gastonia, Nc – SC CBSA

## SUPPLY HIGHLIGHTS

Charlotte city council members voted to rezone nearly 125 acres of land for a new development in south Charlotte. The project includes 670 apartments, more than 200 townhomes, and single-family homes. The project is much needed as new home inventory has fallen off over the past year. The inventory of homes under construction has decreased 000 to 4.6 months, which is below its threeyear average. New home demand has softened since the start of 2024 as mortgage rates remain elevated but the average sales rate is still trending above its 12 month average. The region’s strong job growth and demographic trends, demand will continue to grow.

ACTIVE PROJECTS	QUARTERLY STARTS
3261.9%	3,3613.4%
HOUSING INVENTORY	MONTHS OF SUPPLY
6,3520.0%	6.3

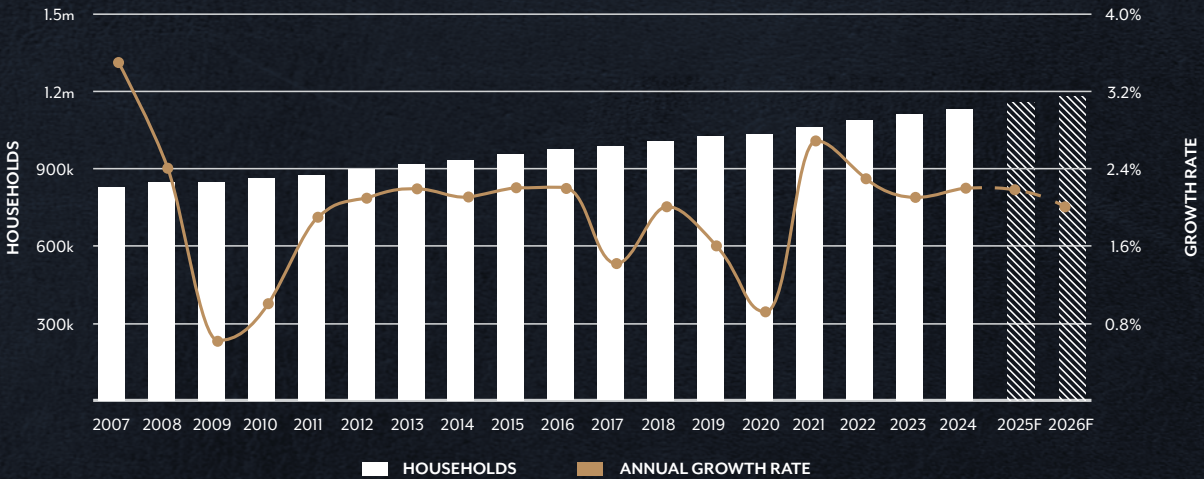
## HOUSEHOLD GROWTH

2024 HOUSEHOLD GROWTH

25,0102.2%

2026 HOUSEHOLD GROWTH

1,191,1302.0%



## MARKET HEALTH

	2023	YOY CHANGE	CURRENT MONTH/QUARTER	YOY CHANGE
Future Lots	99,542	-7.4%	99,217	-2.7%
Lot Deliveries	16,052	4.0%	2,711	-31.2%
Vacant Developed Lots	19,371	29.5%	18,090	12.5%
VDL Months of Supply	20	40.5%	17.8	3.0%
Starts	11,638	-7.8%	3,361	3.4%
Housing Inventory	6,187	-8.8%	6,352	0.0%
New Home Sales	10,855	17.5%	818	-23.5%
Deed Closings - New	6,837	-83.7%	906	18.9%
Median New Closing Price	\$412,202.00	-6.4%	\$420,500	1.3%
Affordability Ratio - New	27.5%	-9.2%	28.0%	-1.1%
Foreclosures	38	-90.7%	6	-40.0%

## 10-YEAR ANNUAL HISTORY

	AVG.	MIN.	MAX.
Future Lots	64,430	34,236	107,492
Lot Deliveries	11,043	4,475	16,923
Vacant Developed Lots	15,904	12,070	20,781
VDL Months of Supply	17	10	27
Starts	11,841	9,110	15,022
Housing Inventory	6,157	4,553	7,621
New Home Sales	10,808	8,272	14,120
Deed Closings - New	13,948	6,837	41,945
Median New Closing Price	\$333,095	\$258,558	\$440,339
Affordability Ratio - New	45.8%	27.5%	53.6%
Foreclosures	1,071	38	3,682

Source: Realpage

# Recreational Uses

## HUNTING

Landsford is located in South Carolina’s Game Zone 2 allowing bear, beaver, bobcat, deer, fox, mink, muskrat, opossum, otter, rabbit, raccoon, skunk, squirrel, weasel, goose, brant, duck, bobwhite quail, mourning dove, rails/marsh hen, coot, gallinule, ruffles grouse, crow, wild turkey, common snipe and woodcock hunting. All hunters must have a current South Carolina hunting permit with the exception of December 26th & 27th, when any resident is allowed to hunt without a permit. South Carolina allows the use of longbows, recurve bows, compound bows, crossbows, shotguns and rifles. No hunting is permitted on Sundays.

Landsford offers an extraordinary opportunity for the development of a bespoke hunting lodge concept. Impressive populations of deer and turkey reside on the tract today. The site is ideally suited for the establishment of impoundments on the river to create a unique duck hunting experience. The property has several stands of mature pine trees perfect for a future quail preserve as well. This is an outstanding location for a luxury hunting preserve outfitter to create a world class destination for turkey, deer, quail, and duck hunting less than 40 minutes from a major international airport.

## FISHING

The Catawba River is known for its largemouth bass fishing, but also is favorable for flathead and channel catfish, and bluegill bream.

Springtime offers the most favorable largemouth bass fishing conditions along the Catawba River while prime catfishing season occurs during the hot summer months. Although the shorelines along the Catawba River are mostly undeveloped, making boat access limited, public boat ramps are available along SC Hwy. 9 and SC Hwy. 49. Lake Wylie, located approximately 15 miles from Landsford, is the Catawba River’s largest reservoir hosting a variety of panfish species, largemouth bass, smallmouth bass and catfish. South Carolina does require a current fishing license to fish the Catawba.











## BOATING

The Catawba River offers scenic, undisturbed natural views throughout Chester & York Counties. Local residents enjoy boating, kayaking, canoeing and jet skiing during the warmer Spring and Summer months.



# SC Hunting Schedule

 <b>OTHER SMALL GAME HUNTING</b> (EXCLUDING QUAIL, RABBIT, OR DOVE) TIMEFRAME: SEPT. 1 - MAR. 1	 <b>YOUTH DAY DEER HUNTING</b> TIMEFRAME: JAN. 6 LIMITS: MAX 2 DEERS	 <b>ARCHERY DEER HUNTING</b> TIMEFRAME: SEPT. 15 - 30 LIMITS: MAX 2 DEERS PER DAY, 5 DEERS TOTAL	 <b>PRIMITIVE WEAPONS DEER HUNTING</b> TIMEFRAME: OCT. 2 - 10 LIMITS: MAX 2 DEERS PER DAY, 5 DEERS TOTAL
 <b>RABBIT HUNTING</b> TIMEFRAME: JAN. 17, 20, 24, 27 & 31 FEB. 3, 7, 1, 14, 17, 21, 24 & 28	 <b>GUN DEER HUNTING</b> TIMEFRAME: OCT. 11 - JAN. 1 LIMITS: MAX 2 DEERS	 <b>HOG HUNTS</b> TIMEFRAME: JAN. 2 - 10, MAR. 20 - 28 LIMITS: NO LIMIT	 <b>QUAIL HUNTING</b> TIMEFRAME: DEC. 2, 9, 20, 27 & 31 JAN. 3, 6, 10 & 13 LIMITS: NO LIMIT



# Market Overview

03



# Charlotte

Centered on the Eastern Seaboard, the City of Charlotte is the second-most populous southeastern municipality with 874,579 residents. Sixty percent of the U.S. market is accessible within a 24-hour drive of the 15-county metro Charlotte region, which is populated by nearly 3.1 million people. Over 7.3 million people live within a 100-mile radius of Charlotte. Per the Charlotte Regional Partnership, if the Carolinas were a country, the

region would be the world's 17th-largest economy. Nearly 100 people move to the region on a daily basis. With continued investment and development, Charlotte is well positioned to sustain the consistent population and employment growth the area has seen. The city ranks sixth among hubs where millennials are relocating, and has seen an influx of millennials over the past several years, many of whom are moving from other states.

## CHARLOTTE RANKS AS THE 5TH BEST

Millennial moving destination in the country according to the Charlotte regional business alliance in 2022

## BOOMING ECONOMY & EXPANDING WORKFORCE

An educated workforce, low cost of living and doing business, and high quality of life make Charlotte a top destination for new and expanding business. The Charlotte metro labor force totals nearly 1.5 million and boasted a falling unemployment rate of 3.6% as of February 2024.

Home values in Charlotte have appreciated nearly 5% year-over-year, ranking first in the nation in Zillow's 2023 hot markets list behind ahead of Cleveland, Pittsburgh, Dallas and Nashville.

Consistent with the region's 22% labor force growth since 2010, many of the nations fastest growing companies ranging from food & beverage to health services call the Charlotte area home. Over the past 12 months, the Charlotte region netted over 20,000 new jobs, bolstered by continued growth in the government and financial activities sectors. In addition to the thriving financial services industry, Charlotte's diversified economy is home to nine Fortune 500 company headquarters.

Employment in the Charlotte region reached a new peak this summer, seeing a 1.5% increase year-over-year in total non-farm employment. With job growth following a growing population, the region is poised to prosper. Recent investment activity both locally and from foreign-owned companies underscore Charlotte's continued appeal.



## FINANCIAL CAPITAL OF THE SOUTHEAST

The financial services sector has driven economic growth in the Charlotte region for years. The financial industry contributes more to the area's economy than any other sector at more than \$28 billion annually. Charlotte is the second-leading financial center in the United States, following New York City. Bank of America, the nation's second-largest bank holding company by assets, is headquartered in Charlotte. The city became home to the headquarters or largest employment base of three of the nation's six largest banks with Truist's move of its headquarters in 2019. The Charlotte region's financial services sector employs over 121,000 people today. Highlighted by a variety of banking subsectors, the city of Charlotte tops the list of financial employment growth over the past several years, emphasizing the continued expansion of broader financial activities in the area.



# EXPANDING INDUSTRIES

Total nonfarm employment increased in the Charlotte Metro from 1.1 Million in february 2015 to 1.4 Million in february 2024, a 24.1% Increase, exemplifying charlotte’s steady and strong growth over the past decade and through the pandemic.

- Charlotte’s unemployment rate at 3.6% as of February 2024 was lower than the national average of 3.9%, but higher than North Carolina at 3.5%.
- Sales tax collections over the past 12 months are up 4.2%, led by increases in the food, general merchandise, apparel and automotive sectors.
- Average home prices in Mecklenburg County reached over \$420,000 at the end of March 2024, up 5.1% year-over-year. Charlotte’s housing supply has climbed in recent months to over 7,600 homes, above the four-year monthly average.
- The County remains an affordable destination for businesses to relocate with the cost per square foot of the office, retail, and industrial space coming in below the national levels.
- During the onset of the pandemic, employment dropped sharply in Charlotte. By December 2020, 136,700 jobs had been recovered from the low point in April 2020. Now, in February 2024, the number of employed persons in Mecklenburg County has recovered to over 7.4% of pre-pandemic levels.
- Real GDP in North Carolina increased 2.7% from 2022 to 2023



# TECHNOLOGY

- Technology is emerging as a notable industry in Charlotte thanks to its strong workforce, high job availability and low cost of living.
- The Charlotte Regional Business Alliance reported in 2023 that Charlotte has seen 91.0% growth in tech workers since 2010
- Charlotte ranked as the 29th top tech talent market nationally in 2023
- Technology training is on the rise, as UNC Charlotte’s College of Computing and Informatics is now the largest technology program in the state, averaging over \$10 million of funding and over 1,000 graduates annually.
- The Charlotte region is home to approximately 2.5 million square feet of data center space. With low operating costs and limited risk from natural disaster, the region is expected to witness additional data center development in the future.
- According to CBRE Research, Charlotte was the 5th top market in the nation for percentage net gain of tech talent with 7-10 years of experience in 2023. With the rise of an aging workforce, having access to a strong and growing labor pool is crucial.
- In 2022, CBRE ranked Charlotte as the #5 “brain gain” market

# FINTECH

Charlotte, NC, is the second-largest financial center in the US. With low cost of living, high quality of life, and access to the some of the most influential financial services institutions, Charlotte has grown into one of the most prominent fintech hubs in U.S.

#4

HIGHEST CONCENTRATION OF  
TECH TALENT IN NON-TECH  
INDUSTRIES IN THE US

#6

AMERICA'S TOP STATE  
FOR TECHNOLOGY  
AND INNOVATION

#8

HIGHEST MILLENNIAL POPULATION  
GROWTH FROM 2015-2020 AMONG  
LARGE TECH TALENT MARKETS

#13

HIGHEST AVERAGE ANNUAL  
WAGE FOR US TECH TALENT  
EMPLOYED BY TECH INDUSTRY

## NOTABLE CHARLOTTE-BASED FINTECH COMPANIES:



**SINCE 2010**  
MOBILE PAYMENT FOR  
PARKING AND TRANSIT

**LEVEL**

**SINCE 2013**  
ACCOUNTS PAYABLE  
AUTOMATION



**SINCE 2016**  
IT CONSULTING IT SERVICES  
(FORTUNE 500 COMPANIES)



**SINCE 2019**  
DIGITAL MORTGAGES



**Paymentus**

## SUPPORTED BY THE PRESENCE OF MAJOR FINANCIAL INSTITUTIONS:



**EAST COAST HQ  
SINCE 1988**  
25,000+ REGIONAL  
EMPLOYEES



**BANK OF AMERICA**  
**HQ SINCE 1998**  
15,000+ REGIONAL  
EMPLOYEES



**TRUIST**

**HQ SINCE 2019**  
11,600+ REGIONAL  
EMPLOYEES

# ENERGY

Headquartered in Charlotte, Duke Energy is the cornerstone of the Charlotte MSA's energy sector.

The company serves 7.5 million customers, and is just one of well over 250 companies tied directly to the energy sector, per the Charlotte Regional Partnership. Also headquartered in Charlotte is natural gas industry leader Piedmont Natural Gas, which serves more than a million customers in the Southeast. Duke Energy acquired Piedmont Natural Gas in 2016.

Although Charlotte has a history of attracting companies in the energy sector, only with the recent shift into alternative or “green” energy has the city bumped to the top of the national scene. Duke Energy’s investments in solar energy have helped place North Carolina as the #4 state in the nation in number of homes powered by solar.

High-profile Charlotte green-energy firms include Sencera International Corporation (solar), Saertex USA (composite materials used in blades for the wind-turbine industry), Celgard LLC (rechargeable lithiumion batteries), Argand Energy Solutions (solar) and Blue Sphere Corp (converting food waste into gas to power generators).

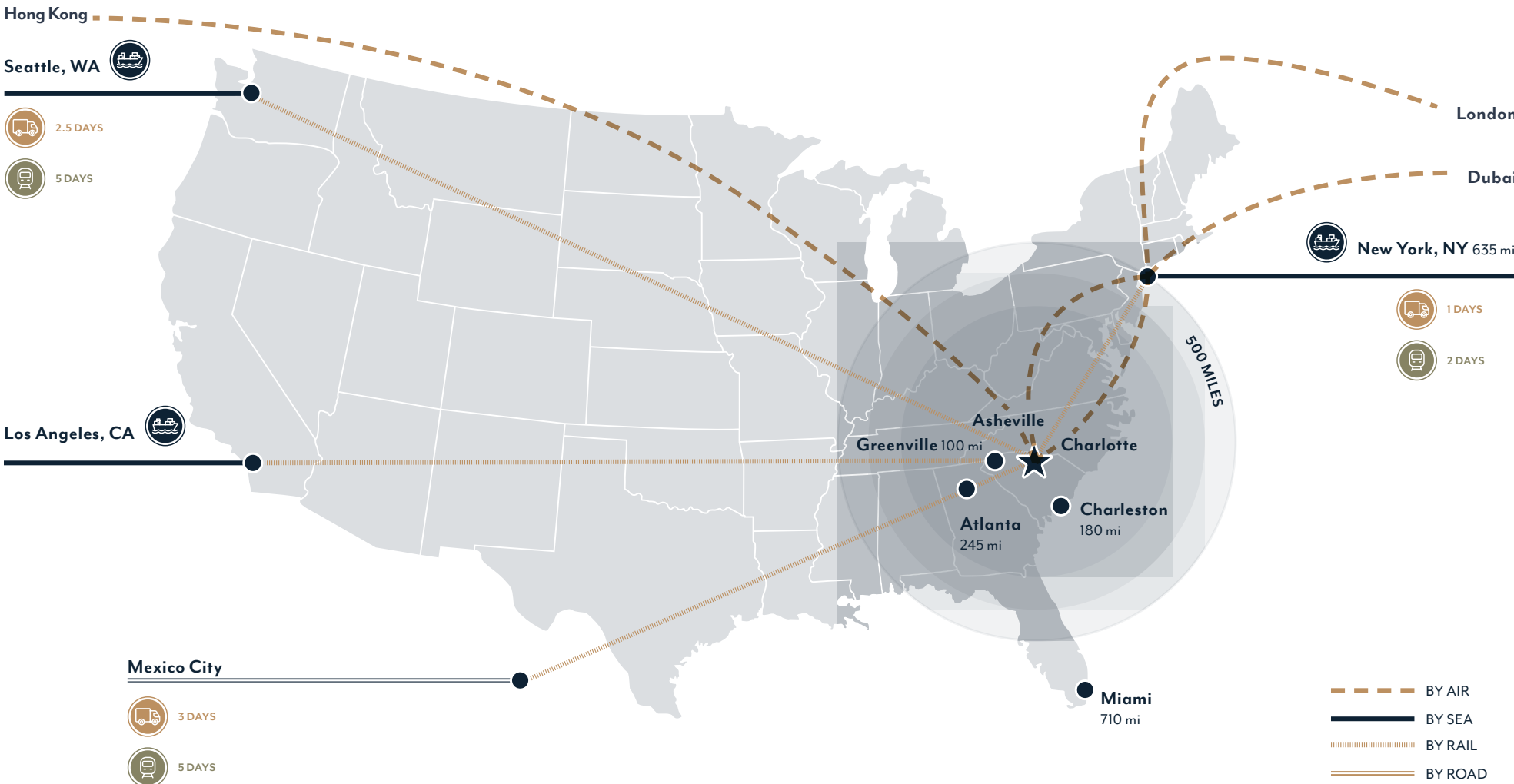


# FOREIGN INVESTMENT

North Carolina is a top target for investments from foreign companies, especially manufacturing operations, boosting employment and contributing to evolving business landscapes throughout the state. Companies from London, Italy, Germany and beyond have all announced relocation or expansions plans targeted for the Charlotte region in the last several years. In addition to the tens of millions of dollars invested, hundreds of jobs are being created as well. Bank of London, Alpitronic Americas, and Dehn Inc, among others, are establishing United States headquarters, east coast headquarters, or expanding and opening new locations in the Charlotte area.

# Extensive Transportation Network

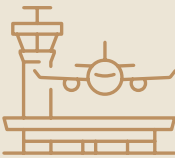
The city of Charlotte transportation system has been one of the more influential drivers growth over the past several years. Immediate access to several major U.S. interstates further enhances the city’s accessibility and transportation qualities. I-77 and I-85 run north–south through Charlotte, connecting Charlotte to the Southeast, I-40 runs east–west about 40 miles north of the city, connecting the Charlotte region to the entire southern half of the United States, and I-277 and I-485 are Charlotte’s inner and outer beltways moving traffic around the city.



## AIR

Air service in and out of Charlotte Douglas International Airport (CLT) is exceptional. CLT is ranked among the top 10\* busiest airports in the world. CLT ranks 19th worldwide based on passenger totals and is seventh based on aircraft movements (landings and takeoffs). Nearly 48 million passengers traveled through CLT in 2022, increasing by 10.9% since 2021. CLT was awarded the prestigious Eagle Award by International Air Transport Association (IATA) for best airport in the world in 2010. The airport’s largest airline, American Airlines earned accolades in 2017 as the ATW Airline of the Year, the Freight Transport Association’s Cargo Airline of the Year, and the Freddie Award’s Best Elite Program for its

Advantage program. CLT’s fixed-base operator Wilson Air Center handles 80 flights a day and has been ranked the No. 1 Best Small U.S. FBO Chain by Professional Pilot magazine four years in a row. CLT is a major driver of the Charlotte Region’s economy, generating \$32.0 billion in economic impact for the area’s economy. Destination CLT, a \$3.1 billion renovation and construction campaign, will bring the airport expanded concourses, terminals and a fourth parallel runway over the next 10 years.



### SEVENTH

BUSIEST AIRPORT IN THE WORLD  
BASED ON AIR TRAFFIC IN 2022



### 2<sup>nd</sup> LARGEST

HUB FOR AMERICAN AIRLINES, THE WORLD’S  
LARGEST AIRLINE SINCE ITS LATE-2013  
MERGER WITH US AIRWAYS



### 189

DESTINATIONS WITH NONSTOP SERVICE,  
INCLUDING 36 INTERNATIONAL LOCATIONS  
AND THREE U.S. TERRITORIES



### 48M

TOTAL ANNUAL PASSENGERS IN 2022



### \$32.0B

IN CONTRIBUTIONS TO NORTH  
CAROLINA’S ECONOMY



# LIGHT RAIL

Running nearly 10 miles from I-485 at South Boulevard to downtown, the LYNX Blue Line is the Charlotte region’s first commuter light-rail service. With 15 stations including seven park-and-ride locations, the LYNX Blue Line provides a congestion-free commute with a consistent travel time. LYNX operates seven days a week, 20 hours per day. An average of over 25,000 people ride daily, which far exceeds initial projections, per the Charlotte Area Transit System.

After the resounding success of the Lynx Blue Line first phase, in terms of ridership and functionality, and as a stimulus for development, the Blue Line’s Northern extension opened in 2018, tying the CBD firmly to both the North Davidson area (“NoDa”) and the University/ Northeast submarket. The Blue Line also links both campuses of the University of North Carolina at Charlotte.

# RAIL

In December of 2013, Norfolk Southern Corporation began operation of the new Charlotte Regional Intermodal Facility located at the airport. The facility, which transfers trailers and containers between trucks and trains, is capable of 200,000 lifts per year and has replaced Norfolk Southern’s former intermodal facility in downtown Charlotte. The 200-acre facility allows for future expansion to handle

the anticipated growth of intermodal traffic. Currently, Norfolk Southern Railway and CSX Transportation Systems, which bring more than 300 trains through Charlotte weekly, provide freight transportation to and from Charlotte. Passenger rail service is provided by Amtrak.





## POPULATION GROWTH

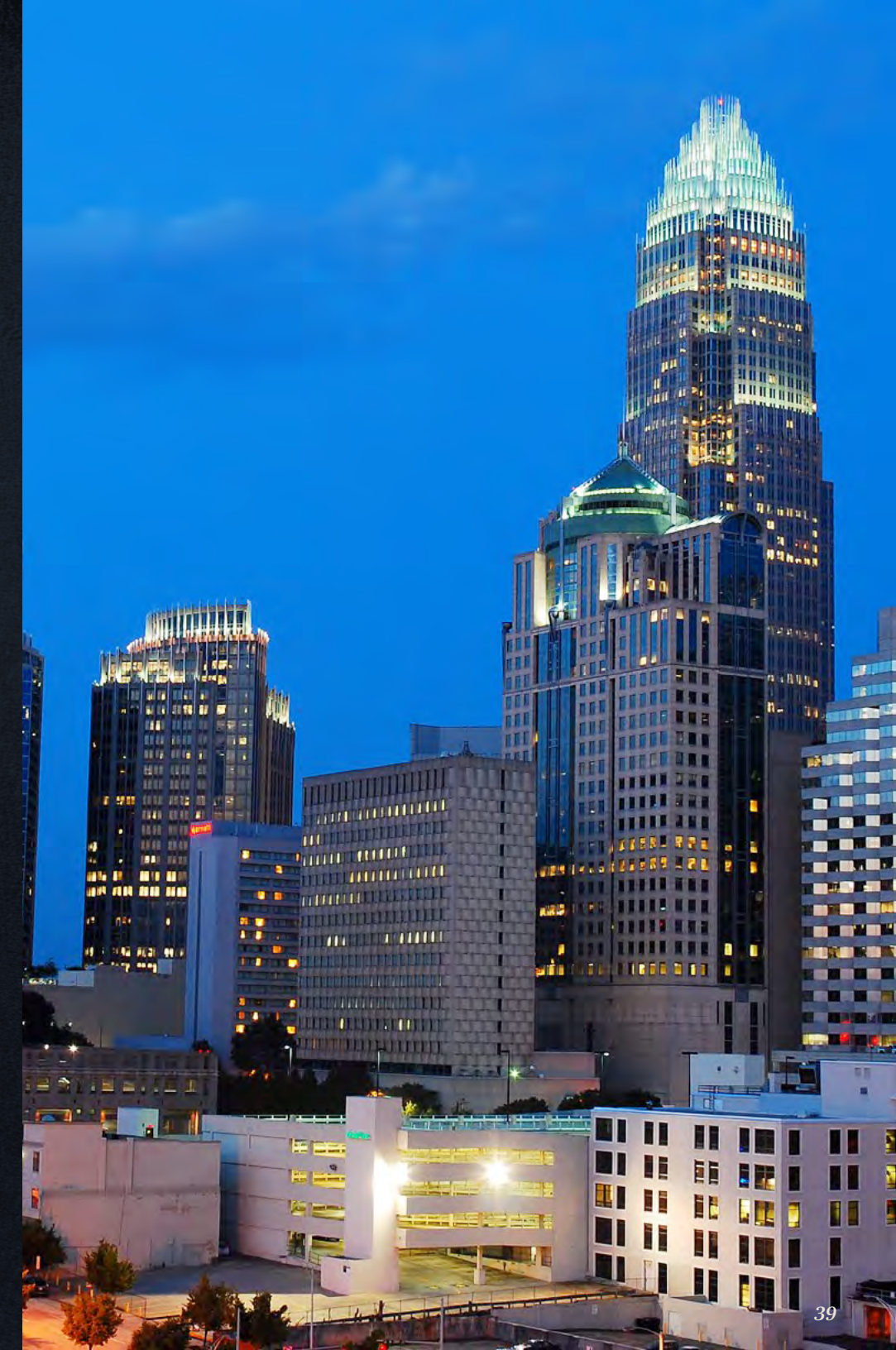
Charlotte is the nation's 15th-largest city with over 913,568 people living within the city limits and nearly 2.8 million living in the metropolitan area. In December 2022, WCNC detailed that Charlotte ranked 6th on a list of the nation's fastest growing metro areas. In 2023, Oxford Economics detailed that the Charlotte metro recorded the 15th highest year-over-year population growth in the nation. The top state for migration into the Charlotte region is New York, which suggests that the U.S. banking capital relocates personnel to the secondary U.S. banking hub that is Charlotte.

### RECENT CHARLOTTE-AREA POPULATION GROWTH PROJECTIONS:

With a projected growth rate of 26% from 2016 to 2026, the Charlotte MSA ranks as the sixth fastest growing metro areas, per WCNC.

Charlotte is expected to record 5% population growth over the next five years, per ESRI.

The Charlotte Region continues to grow steadily. According to the US Census Bureau, about 113 people moved into the Charlotte Region every day in 2023. The 10-county region has seen its population grow 5.2% since 2020. The growth in the region outpaced the rest of the country which averaged 1.8% growth. This incredible population growth has been fueled by steady job growth. Per the Bureau of Labor Statistics, there were over 20,500 jobs added year-over-year. These jobs are supported by Charlotte-Mecklenburg's extensive draw of over 1,299,044 commuters—almost 100% of the MSA workforce—who travel in from the surrounding counties each business day.



# Excellent Quality of Life

## COST OF LIVING

Despite its recent growth surge, Charlotte has maintained low living costs for its residents. CBS News reports that Charlotte has the 10th-lowest residential property tax rates compared to the largest city in each state. It costs about 2% less than the national average to live in Charlotte, according to Payscale. Charlotte's housing expenses are 11% lower than the national average and the utility prices are 8% lower than the national average, according to Payscale. Transportation expenses like bus fares and gas prices are also 7% lower than the national average.



## EDUCATION

Within North Carolina, Duke University, the University of North Carolina and Wake Forest University continually place within the top national universities by U.S. News & World Report, which also ranks Mecklenburg County's Davidson College as the #15 Liberal Arts College in the nation and Charlotte's Queens University ranked #9 for Regional Universities in the South. According to the Forbes List of America's Top Colleges for 2022, Duke University ranked #10 out of nearly 500 colleges and universities and was ranked #22 in its 2022 list of Top 25 Highest-Paid Graduates.

UNC Charlotte, which has come to be known as North Carolina's urban research university, is one of 17 schools in the University of North Carolina system; it boasts a 1,000-acre campus and an enrollment of more than 30,000 students.



## ENTERTAINMENT & RECREATION

Charlotte offers a seemingly infinite array of dining and shopping options, along with a diverse menu of entertainment opportunities ranging from the arts and outdoor recreational activities to professional sporting events. Charlotte ranked 9th in a US News study of the best places to live for young professionals in 2023-2024. Charlotte is home to the ACC HQ; the NFL's Carolina Panthers; the NBA's Hornets; the MLS's Charlotte FC; the MLR's Anthem RC; the AHL's Checkers; NASCAR's Coca-Cola 600 held at Charlotte Motor Speedway;; and minor league baseball team, the Charlotte Knights, which is the Triple-Chicago White Sox affiliate. Charlotte's Quail Hollow Country Club hosted the 2017 PGA Championship and 2021 Presidents Cup. The market's first TopGolf entertainment center was established in mid-2017, projecting 450,000 visitors in its first year. The 65,000-square foot facility is expected to generate an economic impact of \$265 million over the next 10 years.



# The Queen City

Charlotte's most compelling selling point is simply its remarkable quality of life. Though a leading national business center, Charlotte has been able to maintain a low cost of living, high quality of life, and the charm and hospitality for which the Carolinas and the Southeast have come to be known. Named for King George III's wife, Queen Charlotte, the "Queen City's" provides a comfortable climate of mild winters, colorful falls, and favorable springs and summers proven attractive to many new residents who continue to call this region home.

# #6

**BEST PLACE TO  
LIVE IN 2023**  
*US News*

Historically, Charlotte society has grown to the South from the CBD. Myers Park, Eastover and Dilworth formed the first ring of well-to-do homeowners at the turn of the 19th century, and that growth has continued on its southern path. As residential extended southward, commercial developers too were eyeing this area. Again, local families (Belk and Ivey) were involved and planned Carolina Place Mall over 30 years before it opened in 1991. These families eventually sold the land in the mid-1980s and the planning of Carolina Place, as it is known today, began. The promise of the outer beltway was the catalyst to bring the explosive growth we have experienced in this area.

True to our roots, the dream that would become "Ballantyne" was master planned by the Harris family, infrastructure provided by Crescent Resources (the real estate arm of Duke Power, the office park and planning and construction by Bissell Development)—the park is a "who's who" of Charlotte. Ballantyne sets the tone for the office submarket that exists today. The first office building at Ballantyne Corporate Park, a 535-acre master planned community, delivered in 1997. At that time, the submarket contained less than 1 million square feet. Today at 5.5 million square feet the submarket district is dominated by Ballantyne's 4 million square feet of multi-tenant office space. Despite aggressive speculative construction, this submarket has maintained high average asking rental rates.

RECENT CHESTER COUNTY

JOBS & CAPITAL INVESTMENT

COMPANY	YEAR	MONTH	TYPE	CAP INV.	JOBS	PRODUCT OF SERVICE
Magnolia Industrial Park	2022	March	Attraction	\$1,500,000	9	New industrial park
Richburg Magnolia Spec #1	2022	March	Attraction	\$7,900,000	0	105,000 SF speculative building
Providence Environmental	2022	January	Attraction	\$900,000	2	Recycler of restaurant oils
Sloop Dental Studio	2022	January	Attraction	\$250,000	10	Customer dental orthodontics
Carolina Gypsum	2021	September	Attraction	\$2,000,000	12	Producer of granulated gypsum
IBHS	2021	September	Expansion	\$2,500,000	0	Construction materials R&D center
Morocon Tissue	2021	August	Expansion	\$13,000,000	9	Tissue converting operation
Last Step Recycling	2021	July	Attraction	\$46,000,000	50	Recycling of Automotive Shredder Residual (ASR)
Boral Stone	2021	July	Expansion	\$6,000,000	50	Cultured stone
E&J Gallo	2021	June	Attraction	\$423,000,000	496	Mfg. & distribution & wine & spirits
Unique Loom	2021	June	Expansion	\$18,400,000	150	E-commerce distributor of rugs
Covalent Chemical LLC	2021	March	Attraction	\$2,050,000	17	Chemical supplier
Arch Energy Services	2021	March	Attraction	\$5,000,000	45	Welding job shop for power plants
Alliance DriveAway Solutions	2021	February	Attraction	\$4,500,000	10	Vehicle driveway services & logistics
Chart Industries	2020	September	Attraction	\$7,000,000	50	Repair & refurbishment of cryogenic tanks
Faddis Concrete Products	2019	September	Attraction	\$9,500,000	25	Precast concrete products
Jones-Hamilton Co.	2019	July	Expansion	\$8,800,000	4	Specialty chemicals
ShayoNano	2018	September	Attraction	\$14,700,000	40	Advanced materials
Next Gen Alloys	2017	October	Expansion	\$2,880,000	29	Research & development
Roseburg Forest Products	2017	July	Attraction	\$200,000,000	145	Laminated wood beams
PPG	2016	August	Expansion	\$20,000,000	0	Fiberglass products
Boise Cascade Co.	2015	December	Expansion	\$23,500,000	52	Plywood production
Carolina Poly	2015	October	Attraction	\$100,000,000	300	Polyethylene trash bag production
				\$913,980,000	1,505	

ANNE SPRINGS  
CLOSE GREENWAY

- Nestled amid beautiful lakes and hardwood forests, the Anne Springs Close Greenway is a nature preserve more than twice the size of Central Park, minutes south of Charlotte in Fort Mill, SC. Featuring 2,100 acres and 40 miles of trails, the Anne Springs Close Greenway was dedicated to the public in 1995 to serve as a natural buffer from urban development and a place for countless activities – from hiking, mountain biking and horseback riding, to picnics, kayaking and more. To visit or become a member, find out more at [ASCGreenway.org](#).
- In 1995, the Anne Springs Close Greenway, a 2,100 acre nature preserve in Fort Mill, South Carolina, was dedicated to the public to serve as a natural buffer from urban development and a place for countless activities – from hiking, mountain biking and horseback riding, to picnics, kayaking and more.

ALBEMARLE CORPORATION

- In March of 2023 a Fortune 500 company by the name of Albemarle Corporation chose to call Chester County its new home. With doing this they plan to develop 800 acres near Richburg. The state-of-the-art “Mega-Flex” facility will serve as the country’s leading lithium producing plant for the electric vehicle industry.
- The plant will provide over 300 new jobs in the area and cause for a lot more job creation in the surrounding area. The corporation is headquartered out of Charlotte and will continue to expand the brand when the facility is built.
- Albemarle serves as the world’s largest producer of lithium to the electric vehicle industry.
- The new mining facility has also shown to be the largest single deposit of hydrate lithium in North America. The company planned to invest at least \$1.3 billion but some reports have shown they will spend closer to \$1.6 billion.

STATE OF SOUTH  
CAROLINA INCENTIVES

- Corporate Headquarters Credits
- Corporate Income Tax
- Enterprise Program (Jobs Development Credits) Personal Income Tax
- Sales Tax Manufacturer’s Exemption
- South Carolina Jobs Tax Credits
- New Tax Incentives: South Carolina solar Energy tax credit. No inventory tax. No state property tax. Research and Development tax credit. Property tax incentives. FILOT agreement with county for cap. Investments over \$2.5 million.

Source: SC Commerce

E&J GALLO WINERY

- The company has undergone a rebranding and a name change. The company has changed its name to simply GALLO. This was done to honor the 4 generations of the Gallo family that have worked with the privately held company.
- The company began production of “High Noon” in February of 2023. This year, the company plans to add two more production lines to make “New Amsterdam Vodka” and “E&J Brandy”.
- The company has a 3-5 year plan to expand the plant to six different bottling lines with some production lines being Wine. The plant is already producing 12 million cases a year.

Source: Herald Online



## Confidentiality & Notices

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This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the “Owner”), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE Group, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc, nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner’s obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE Group, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE Group, Inc.

Purchaser acknowledges that CBRE is acting on behalf of Owner as exclusive broker in connection with the sale, and also acknowledges that CBRE is not the agent of the Purchaser. Purchaser agrees to pay all brokerage commissions, finder’s fees, and other compensation to which any broker (except CBRE) finder or other person may be entitled in connection with the sale of the Property if such claim or claims for commissions, fees or other compensation are based in whole or in part on dealings with Purchaser or any of its representatives; and Purchaser agrees to indemnify and hold harmless CBRE and Owner, their respective affiliates, successors, and assigns, employees, officers, and directors against and from any loss, liability or expense, including reasonable attorneys fees arising out of any claim or claims by any broker, finder or similar agent for commissions, fees, or other compensation for bringing about any sale of the property to Purchaser if such claim or claims are based in whole or in part on dealings with Purchaser or any of its representatives.

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YORK & CHESTER COUNTY | SOUTH CAROLINA



FOR MORE INFORMATION, CONTACT:

**Katherine Southard**

First Vice President  
+1 704 661 3165  
[katherine.southard@cbre.com](mailto:katherine.southard@cbre.com)

**Tom Evans**

First Vice President  
+1 704 331 1213  
[tom.evans@cbre.com](mailto:tom.evans@cbre.com)

*Landstar*