

±115 ACRES OF IDEALLY LOCATED LAND FOR SALE ADJACENT TO CHELSEA HIGH SCHOOL

# PRIME DEVELOPMENT SITE IN HIGH GROWTH CORRIDOR

HIGHWAY 11 & SPORTS HIGHLAND PARKWAY, CHELSEA, ALABAMA 35043



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±115 ACRES OF IDEALLY LOCATED LAND FOR SALE  
ADJACENT TO CHELSEA HIGH SCHOOL

# PRIME DEVELOPMENT SITE

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**WEST HARRIS**

Executive Vice President  
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## PRICING

CALL FOR PRICING



## LOCATION

HIGHWAY 11 & SPORTS HIGHLAND PKWY

IDEALLY LOCATED ADJACENT TO CHELSEA HIGH SCHOOL (1,300+ STUDENTS) AND CHELSEA SPORTS COMPLEX



## SIZE

LOT SIZE: ±115 ACRES



## ZONING

A-R, TRADITIONAL NEIGHBORHOOD  
CITY OF CHELSEA/SHELBY COUNTY

TAX ID #: 09-9-31-001-002.003

TAX ID #: 10-7-36-0-000-003.003



## TRAFFIC COUNTS

11,795 AADT ON HIGHWAY 11



## IDEAL USE

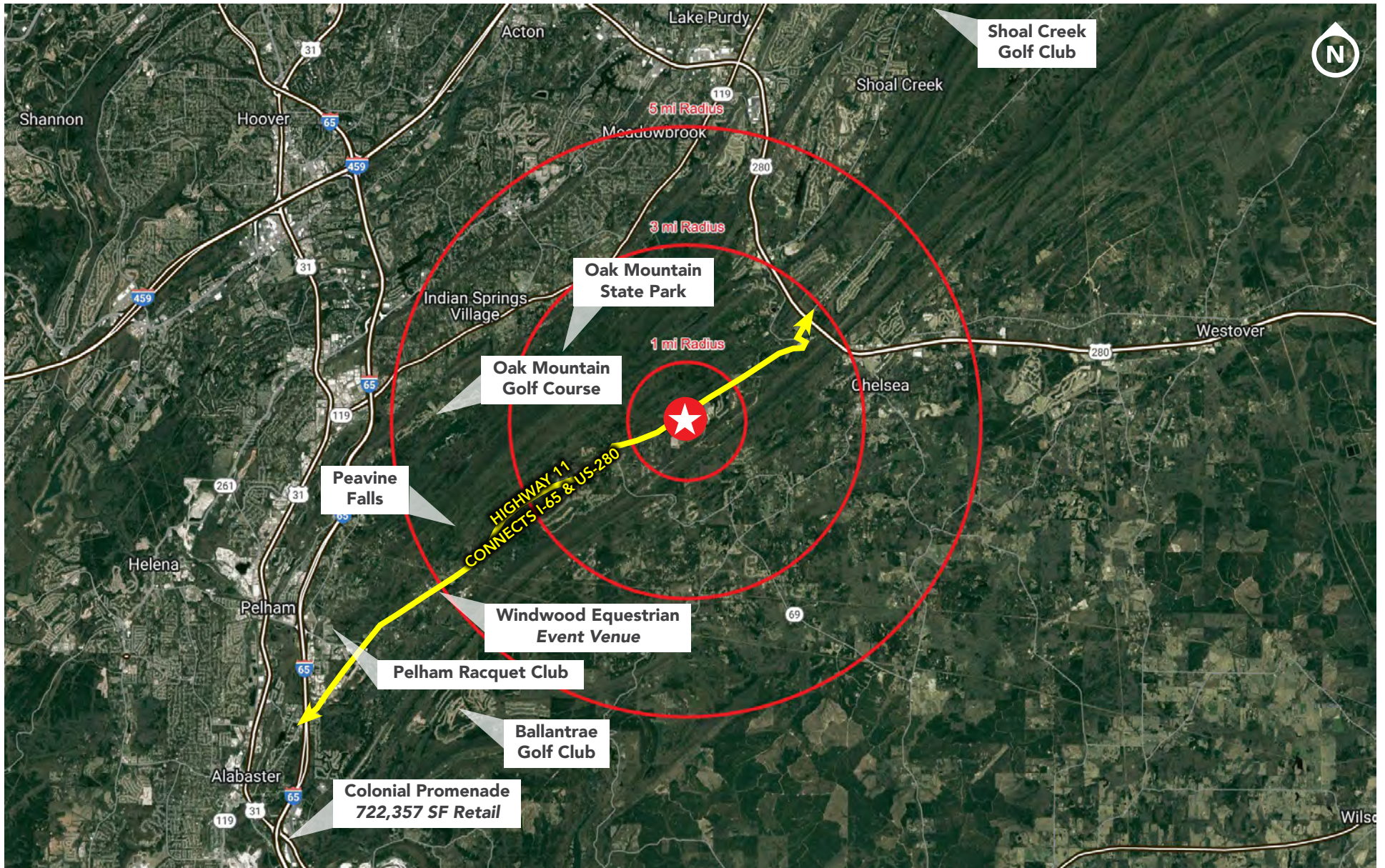
RESIDENTIAL DEVELOPMENT WITH  
MIXED-USE COMPONENT FRONTING  
HIGHWAY 11



## Property Highlights

- In the heart of Chelsea's Growth Corridor
- Superior access from Highway 11 and Sports Highland Parkway for multiple access points to the site
- Highly visible site with daily exposure to local residents
- Ideal topography will minimize site development work
- Compelling traffic counts trending higher
- Highway 11 serves to connect I-65 to Highway 280

# SITE DEMOGRAPHIC OVERVIEW AND NEARBY ATTRACTIONS

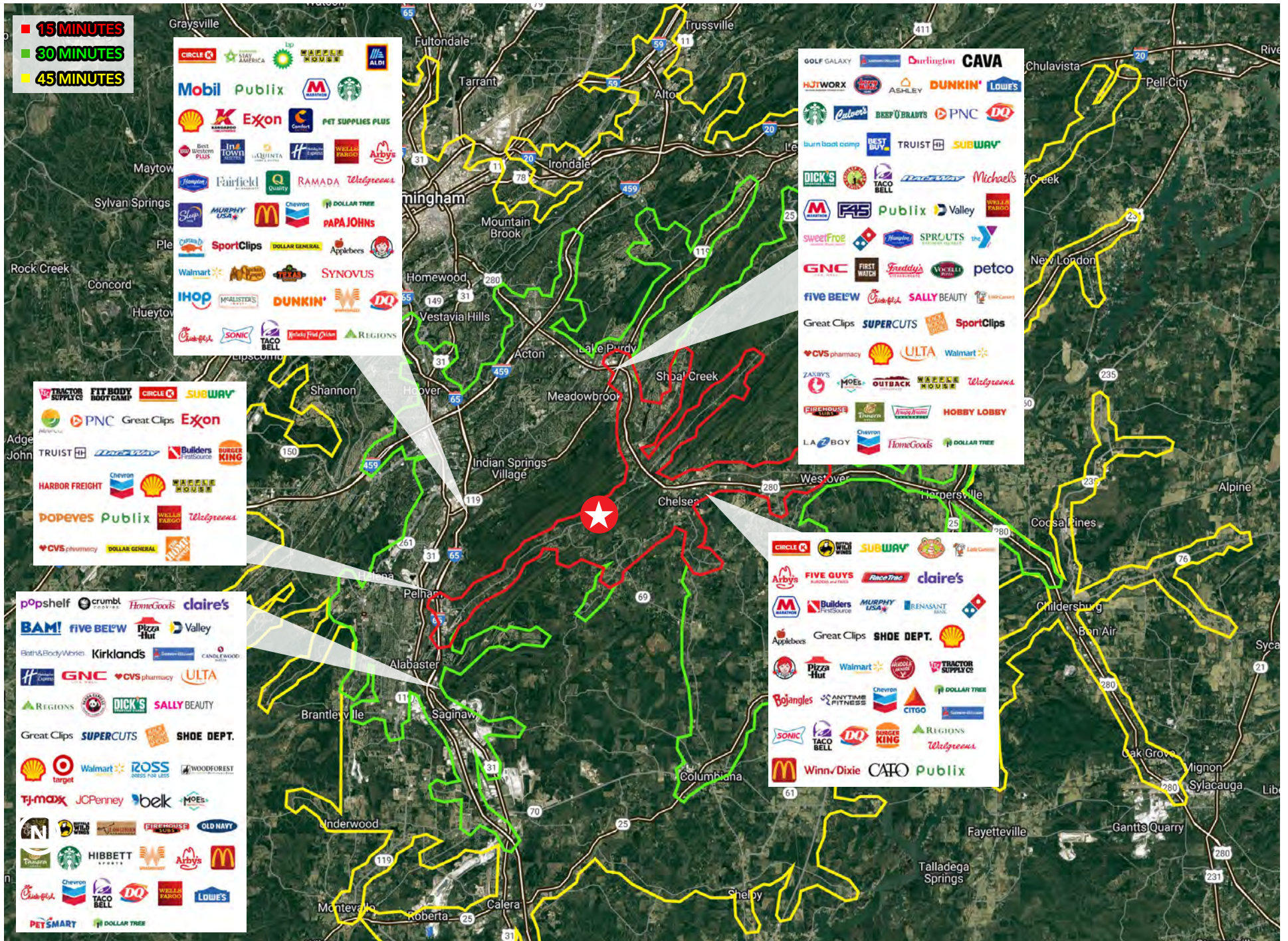


POPULATION	1 MILE	3 MILES	5 MILES
2023 Estimated Population	1,301	8,494	33,778
2028 Projected Population	1,429	9,234	35,797
Projected Annual Growth 2023 to 2028	2.0%	1.7%	1.2%

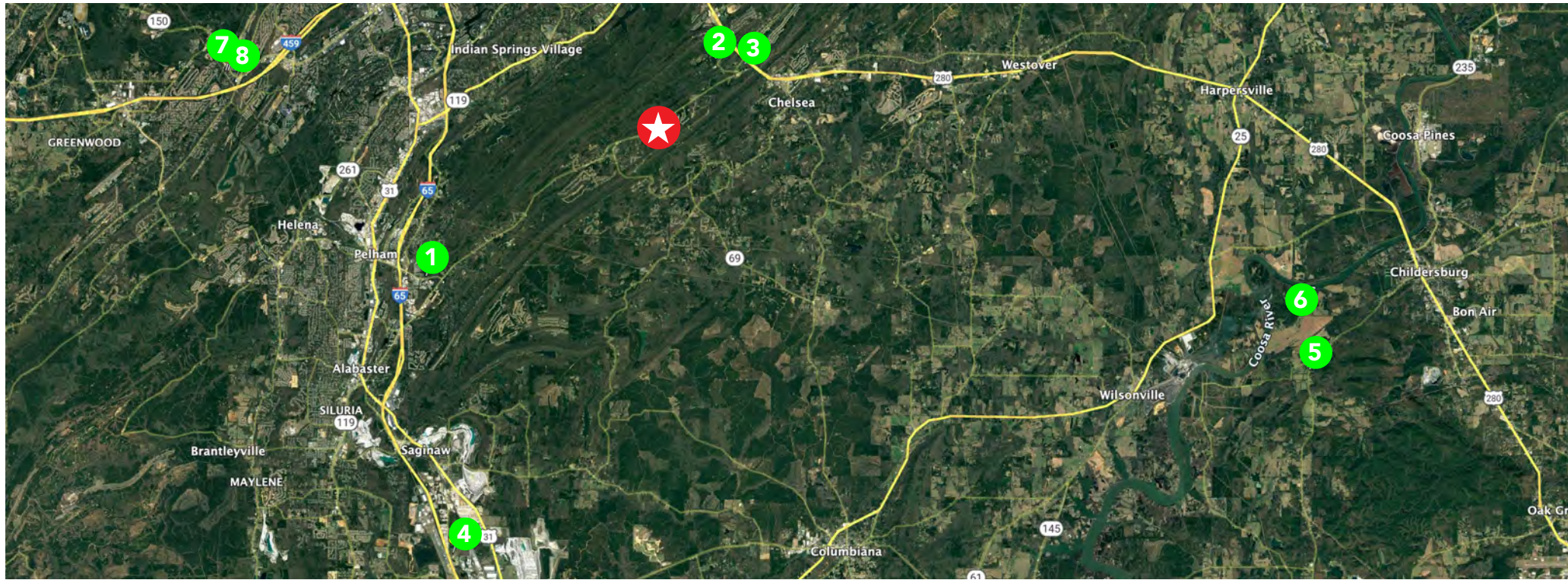
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Estimated Households	431	3,063	12,037
2028 Projected Households	496	3,479	13,338
Projected Annual Growth 2023 to 2028	3.0%	2.7%	2.2%

INCOME	1 MILE	3 MILES	5 MILES
2023 Estimated Average HH Income	\$128,639	\$131,116	\$153,303
2023 Estimated Median HH Income	\$105,710	\$114,056	\$117,278
2023 Estimated Per Capita Income	\$42,587	\$47,278	\$54,638

# DRIVE TIMES AND NEARBY RETAIL



## SALE COMPARABLES



	SALE DATE	SELLER	BUYER	ADDRESS	CITY	COUNTY	ZONING	USE	TYPE	ACREAGE	LAND SF	SALES PRICE	PRICE A/C
1	8/4/23	Ellison Family	Pelham City Board of Education	2135 Highway 52 E	Pelham	Shelby	Public Use	Pelham High School	Raw Land	64.87	2,825,737	\$9,600,000	\$138,461
2	1/26/23	Thorton Holdings, Inc.	D. R. Horton, Inc.	12279 Old Highway 280	Chelsea	Shelby	C1	Residential	Raw Land	20.00	871,200	\$3,685,000	\$184,250
3	6/2/22	Sherwood Stamps	280-43 LLC	Highway 280 & CR 43	Chelsea	Shelby	Commercial	Commercial	Raw Land	28.60	1,245,816	\$1,495,000	\$52,273
4	1/20/23	Crim Lands Ltd.	EKJ Properties	I-65 & Highway 87	Calera	Shelby	B2	MultiFamily	Raw Land	41.33	1,800,335	\$1,785,000	\$43,189
5	11/3/22	Hubbard Family Holdings	Hunt Family Holdings	4021 - 3933 County Road 8	Childersburg	Shelby	Unknown	Unknown	Raw Land	18.00	784,080	\$1,200,000	\$66,667
6	2/8/22	Joel Mulkin	Getaway House	00 Riverwalk Trail	Childersburg	Shelby	Unknown	Hospitality	Raw Land	17.00	740,520	\$1,400,000	\$82,353
7	8/18/21	Terry Isaminger	City of Hoover	2251 Highway 150	Birmingham	Jefferson	C1/C2 & CP	Convenience Store, etc	Raw Land	23.00	1,001,880	\$3,270,000	\$142,174
8	Under Contract	PCC Inc.	TBD	2006 Highway 150	Bessemer		C1/C2	TBD	Raw Land	20.00	871,200	\$3,750,000	\$187,500

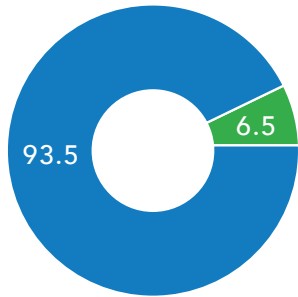
# CHELSEA, AL (SHELBY COUNTY)

## CHELSEA ADVANTAGES

With a population of 15,781, Chelsea is consistently ranked as one of the fastest growing cities in the State of Alabama. As part of the Birmingham-Hoover MSA, Chelsea is conveniently situated approximately 10 miles southeast of Birmingham on the US Hwy 280 corridor, which provides access to the amenities of a metropolitan area from the comfort of a family friendly community.



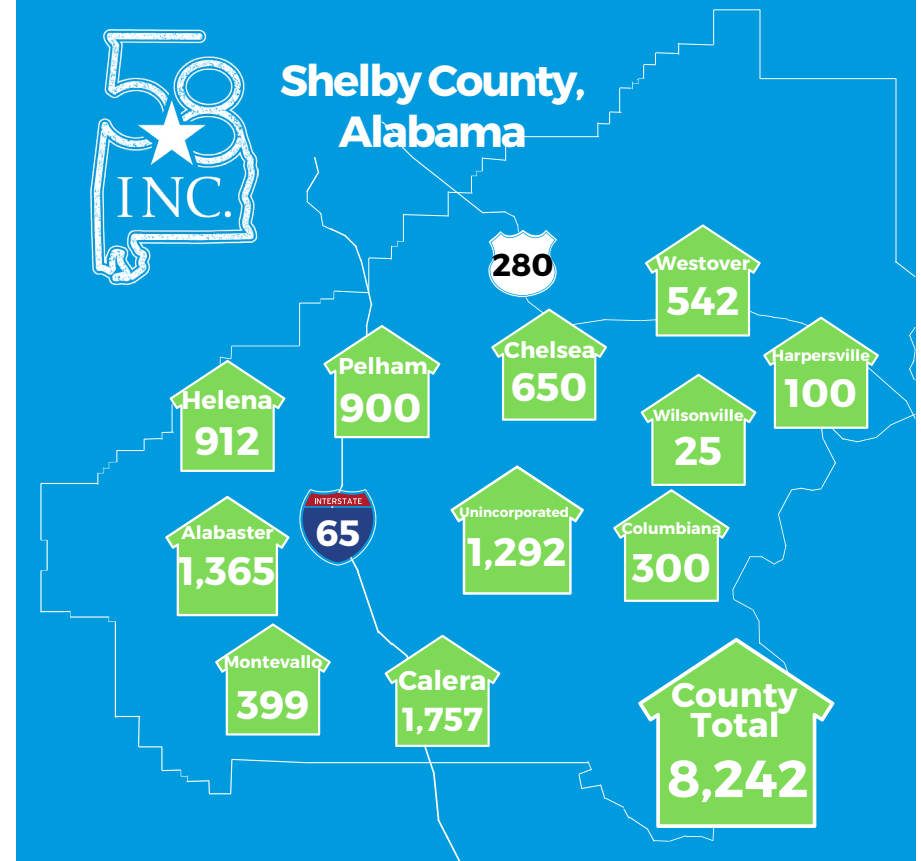
**\$293,230**  
Median Home Value  
(34% higher than AL Median)



**93.5%**  
of the population  
owns a home

■ owns  
■ rents

## Housing Growth Projected By 2026



## CHELSEA, ALABAMA KEY FACTS

### KEY FACTS

**15,781**

Population

**38.5**

Median Age

**2.9**

Average Household Size

**\$100,083**

Median Household Income

### BUSINESS



**347**

Total Businesses



**2,775**

Total Employees

### INCOME



**\$42,506**

Per Capita Income



**\$342,000**

Median Net Worth

### EMPLOYMENT



**71.5%**

White Collar



**16.0%**

Blue Collar



**12.5%**

Services

**4.6%**

Unemployment Rate

## WHY CHOOSE BIRMINGHAM?

Birmingham is the largest city in Alabama and one of the top 50 metros in the US with an MSA population of 1,120,755. One of the largest financial centers in the Southeast, the city is home to major banking institutions including PNC Bank and Regions Financial. A regional hub for healthcare, there are 21 hospitals in the region that employ over 63,000 residents. A blend of both medical and education disciplines, the University of Alabama at Birmingham boasts an enrollment of +22,500 students and an employee count of over 28,000, making it a major demand driver in the city. A new report shows the **University of Alabama at Birmingham's annual economic impact in Alabama of \$12.1B in 2022**. In 2022, approximately 1,500 new jobs were added and more than \$183M in capital investments were invested in Birmingham. An affordable tax climate, low cost of living, and charming overall appeal are trademarks of the metro. Expanding capital investment represents confidence in the Birmingham business climate and continued economic growth.

### ACCESS TO BIRMINGHAM'S TOP EMPLOYERS

EMPLOYER	JOBS
University of Alabama at Birmingham	28,000
Regions Financial Corp.	9,000
St. Vincent's Health System	5,100
Children's of Alabama	5,000
AT&T	4,517
Honda Manufacturing of Alabama	4,500
Baptist Health System, Inc.	4,459
Alabama Power Co.	3,982
Mercedes-Benz U.S. International, Inc.	3,500
Blue Cross-Blue Shield of Alabama	3,100
Alabama Power Company	3,092
PNC Bank	2,285
Grandview Medical Center	2,172
U.S. Postal Service	2,000

### 5 INTERSTATES

PROVIDE ACCESS TO OVER 80% OF THE U.S. POPULATION IN A TWO-DAY DRIVE

ALABAMA HAS

### #1 BUSINESS CLIMATE

IN THE NATION

ACCORDING TO *BUSINESS FACILITIES*

### 20,000

PROSPECTIVE EMPLOYEES GRADUATE ANNUALLY FROM THE BIRMINGHAM REGION'S 26 COLLEGES/UNIVERSITIES

### \$2.5 BILLION

INVESTED IN DOWNTOWN REVITALIZATION SINCE 2010

BIRMINGHAM-SHUTTLESWORTH INTERNATIONAL AIRPORT OFFERS

### 100+ FLIGHTS

TO 21 AIRPORTS AND 18 CITIES

ALABAMA IS HOME TO THE

### LOWEST

PROPERTY TAXES IN THE NATION

COST OF LIVING IS

### 91%

OF THE NATIONAL AVERAGE, ONE OF THE LOWEST AMONG SOUTHEAST METROS



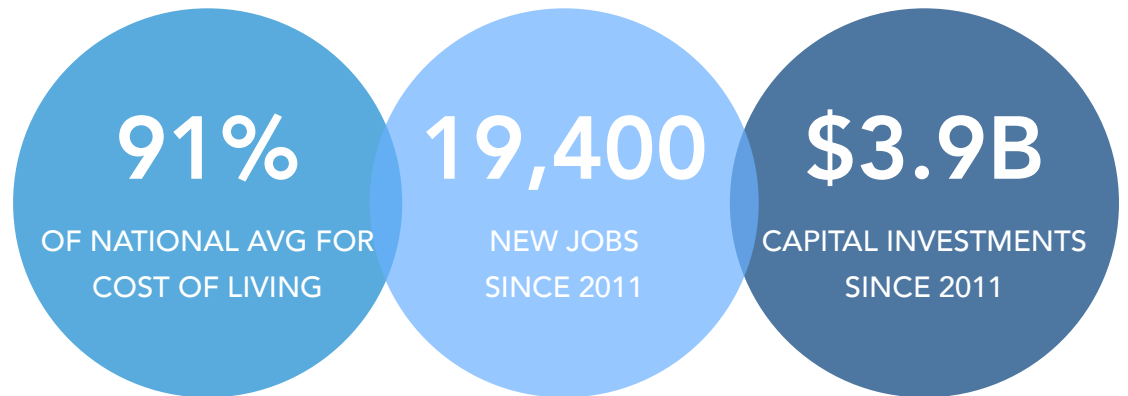
## LOW COST OF LIVING

Living in the Greater Birmingham Region offers a lifestyle where more is less – literally. The Birmingham region has the **third lowest cost of living of any major metropolitan city in the Southeast**. Cost of living staples like housing, utilities, groceries and our unique Southern amenities are well within reach of your next paycheck. We're more than just affordable, we're the best value out there.



## VIBRANT ECONOMY

The Birmingham region's legacy is built on iron and steel. Founded on a culture of entrepreneurship and resiliency, Birmingham is home to a diverse and dynamic range of companies and communities. From multi-national corporations manufacturing next-generation vehicles to start-ups developing ground-breaking technologies, today's Birmingham continues to boast a diverse community of innovators. Since 2011, the Birmingham region has announced **over 19,400 new jobs and \$3.9 billion in capital investment**.



**HEALTHCARE**

- Anchored by UAB, the healthcare industry in the Birmingham metro drives the area economy and employs over 63,000 residents. Birmingham currently has the highest concentration of health care and technical jobs in any of the top 50 MSAs in the country.
- UAB: 28,000 employees / 83 city blocks - \$12.1B Economic Impact in AL in 2022
- Children’s of Alabama: 5,000 Employees / \$400M – 760K SF facility / 3rd largest pediatric facility in the country
- Grandview Medical Center: \$280M, 372 bed facility completed in the of fall 2015
- St. Vincent’s: 5,100 employees / 409 beds / \$266M in community benefit and care of persons living in poverty in 2016
- Baptist Health Systems: Largest healthcare network in AL / 77 outpatient offices / 1,300 doctors / 5,000 employees

**AUTOMOTIVE**

- Since 2011, new and expanding automotive companies have announced more than 5,900 jobs and \$1.8 billion in investments
- Three OEMs – Mercedes-Benz U.S. International, Honda Manufacturing of Alabama and Autocar – produce over 500,000 cars and trucks annually.
- Over 25 automotive suppliers
- 18,000 skilled automotive workers in Central Alabama, twice the U.S. metro average

**INFORMATION TECHNOLOGY**

- After being acquired by Target for \$550 million in 2017, home-grown Shipt has announced over 1,000 tech and corporate headquarter jobs in Birmingham
- Fastest city in the nation to fill engineering jobs, according to GeekWire
- Innovation Depot is the Southeast’s largest high-tech incubator
- Designated a TechHire community, training 925 prospective IT workers for the region’s talent pipeline
- The industry has announced more than 2,300 jobs and \$200 million in capital investments since 2011
- Landing, which helps people find flexible apartment living, is relocating its headquarters from San Francisco to Birmingham; adding an estimated 816 full time jobs





## WEST HARRIS

Executive Vice President  
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205.458.8127

West has over 23 years of experience as a commercial real estate professional in the areas of investment, development, brokerage, leasing and asset management. He has completed lease and brokerage transactions totaling over \$500 Million for office, retail and industrial properties. He has also been effective for his clients in transacting large land acquisitions for development and disposition of residential land. West is recognized as one of Birmingham's "Top Producer in Sales and Leasing" by the Commercial Million Dollar Sales Achievement Club. He is further recognized by the Birmingham Business Journal as "Who's Who in Commercial Real Estate" highlighting leaders in the Commercial Real Estate industry and a "Top 40 Under 40" business leader in Birmingham.

### Prior Experience

One of West's career highlights is co-founding, operating and growing Harris Tynes Realty Group from 2006 to 2013, prior to merging his company with Harbert Realty Services in November 2013. His primary focus at Harbert Realty is investment, brokerage and leasing services for high net worth and institutional clients. Prior to joining Harbert, West had the distinct pleasure of running the Birmingham offices for Atlanta based Taylor & Mathis and Carter & Associates where he gained invaluable experience working with exceptional people. Areas of Expertise Include: Lease Negotiation, General Brokerage, Asset Management, Investment Sales, Land Acquisition/Disposition and Development.

### Education

West earned his Bachelor of Arts degree in English and History from the University of Alabama in 1996. He holds an Alabama Brokers License and is a Certified Commercial Investment Member (CCIM).

### Professional and Civic Organizations

West is Past President of the National Association of Industrial and Office Properties (NAIOP), Metropolitan Development Board Member and Horizon 280 Board Member.



### PROPERTY/ASSET MANAGEMENT

We have represented, managed or leased more than 10 million square feet of office, retail and industrial space for owners located across the United States.



### LEASING & BROKERAGE

We have the expertise, team and process to implement a comprehensive and aggressive marketing program to maximize results and value.



### DEVELOPMENT

We develop properties for our own account, which means our interest in each project's profitability is personal.



### INVESTMENT SALES

We provide consulting, execution and investment management services to clients engaged in buying, selling, building, financing or investing in commercial real estate.



### RETAIL SERVICES

We provide full service commercial retail services to our clients in a professional, timely manner.



### MULTIFAMILY

We provide exclusive focus on apartment brokerage services throughout the Southeast as Harbert Multifamily Advisors.



# HARBERT

REALTY SERVICES



Harbert Realty Services is one of the largest privately held, independent commercial real estate firms in the Southeast. HRS was founded with a main focus on bringing value to our clients. For 40 years, we have built a business around this focus and strive to achieve this in every transaction and opportunity.

Since its founding, HRS has developed an unparalleled reputation for expertise, integrity, and creativity in providing comprehensive and best-in-class, process driven commercial real estate services to our tenants, clients, and investors.

Commercial real estate is our only business. Every member of our firm is a specialist. As a result, we have developed a highly focused team of real estate professionals with tremendous knowledge and experience. We measure our success by the value of the results it produces for our clients. Our success is guided by our philosophy, values and culture.

## NEARLY 40 YEARS OF SERVICE

*as one of the leading full service commercial real estate firms in the Southeast*

## OVER \$2.79 BILLION

*in transaction volume*

## LEASE & MANAGE

### ±4,000,000 SF

*of commercial office, retail industrial, multifamily and medical space*

## DIVERSIFIED COMPANY

*Office, Retail, Multifamily, Industrial and Medical*

**WEST HARRIS**  
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