

THE POINT

9425 CHARLOTTE HIGHWAY, INDIAN LAND, SC 29707
COMMERCIAL DEVELOPMENT

TODD AKERS

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EXECUTIVE SUMMARY

Executive Summary
The Offering

MARKET OVERVIEW

Indian Land, South Carolina

PLAN

Conceptual Plan
Conceptual Layout

DEMOGRAPHICS

Demographic Summary
Traffic Count Report

ABOUT TODD AKERS

Todd's Value Proposition
Strategic Marketing Approach
KW Commercial Network



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"The Point" is a massive 240,000 square foot mixed-use retail development strategically located in a high-traffic zone boasting a daily vehicle count of 38,000. It offers an upscale shopping and service experience through state-of-the-art facilities and a dynamic mix of tenants, including medical offices, gourmet restaurants, specialty stores, and community services like a daycare. Positioned adjacent to diverse residential areas, major shopping centers, and the new 85-acre MUSC medical center, The Point leverages powerful local synergies and a strong competitive edge, making it an ideal destination for consumers and a robust investment opportunity for diverse businesses.



INVESTMENT HIGHLIGHTS



Strategic High-Traffic Location

Situated in a prime area with an exceptional daily vehicle count of 38,000, ensuring maximum visibility and consumer flow for all tenants.



Unrivaled Local Synergies

Directly benefits from proximity to diverse residential housing, major retailers (Lowes, Red Stone), and the significant 85-acre MUSC medical center, driving diverse customer traffic.



Comprehensive Mixed-Use Development

A 240,000 SF project featuring a dynamic tenant mix including medical offices, upscale dining, specialty retail, community services, and proposed additions like a hotel, maximizing consumer draw and long-term rental stability.



Competitive Edge with Major Retailers

Proximity to key anchors like Lowes Home Improvement, Red Stone, and Edge Water creates a powerful retail gravity, drawing significant traffic and increasing co-tenancy value.

Industry Analysis

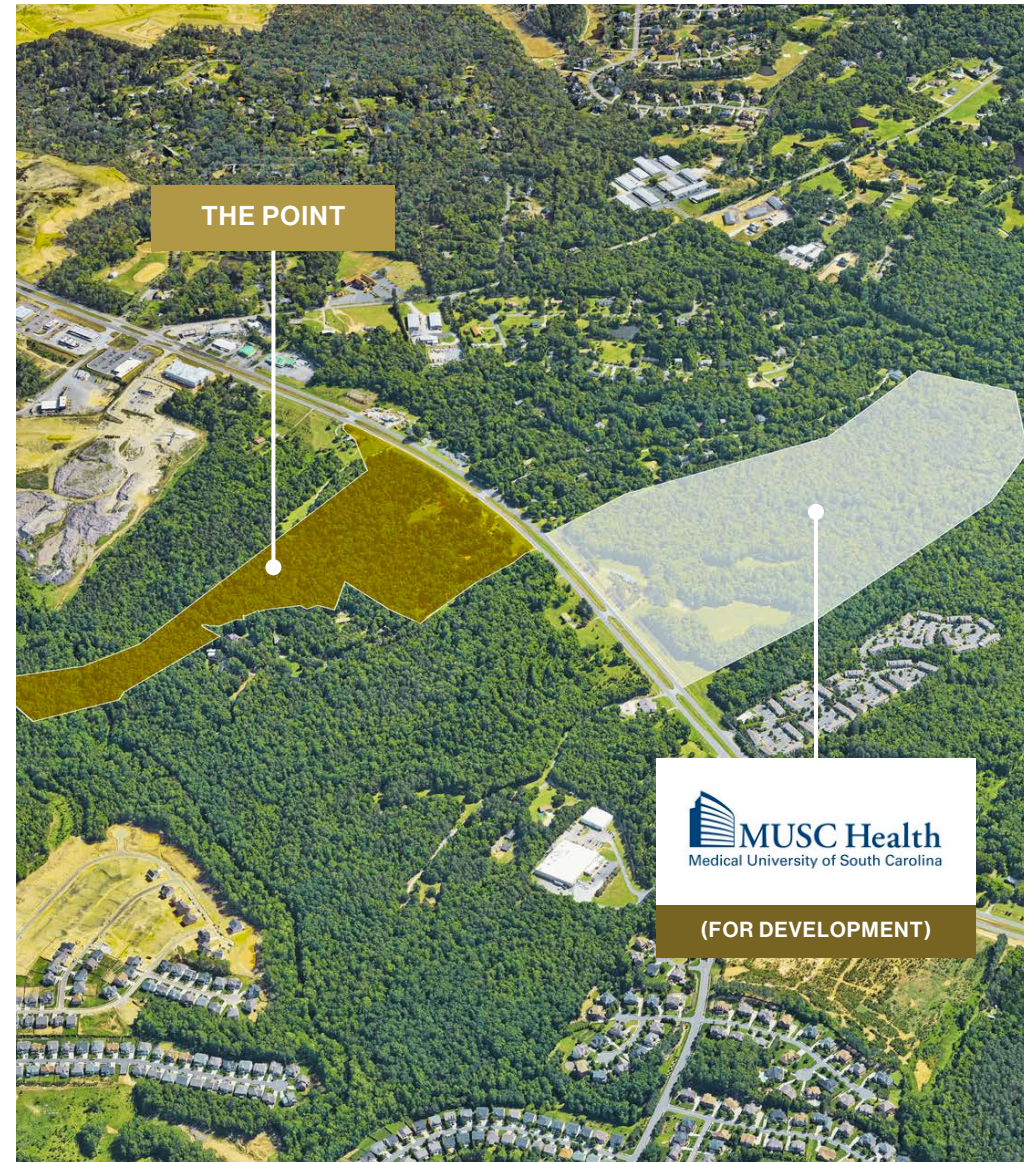
- **Market Positioning:** Located in a high-traffic zone with a daily vehicle count of 38,000.
- **Local Synergies:** Adjacent to residential areas, shopping centers, and a new 85-acre MUSC medical center.
- **Demographics:** Surrounded by diverse housing—single-family homes, apartments, townhomes, and senior housing complexes.
- **Competitive Edge:** Proximity to major retailers like Lowes Home Improvement, Red Stone and Edge Water.

Product or Service Overview

- **Total Area:** 240,000 square feet of mixed-use retail space.
- **Design Philosophy:** State-of-the-art facilities designed to provide an upscale shopping and service experience.
- **Tenant Mix:** Medical offices, gourmet restaurants, hotel, daycare, neighborhood facilities, specialty stores, and community services.

Diverse Tenant Mix

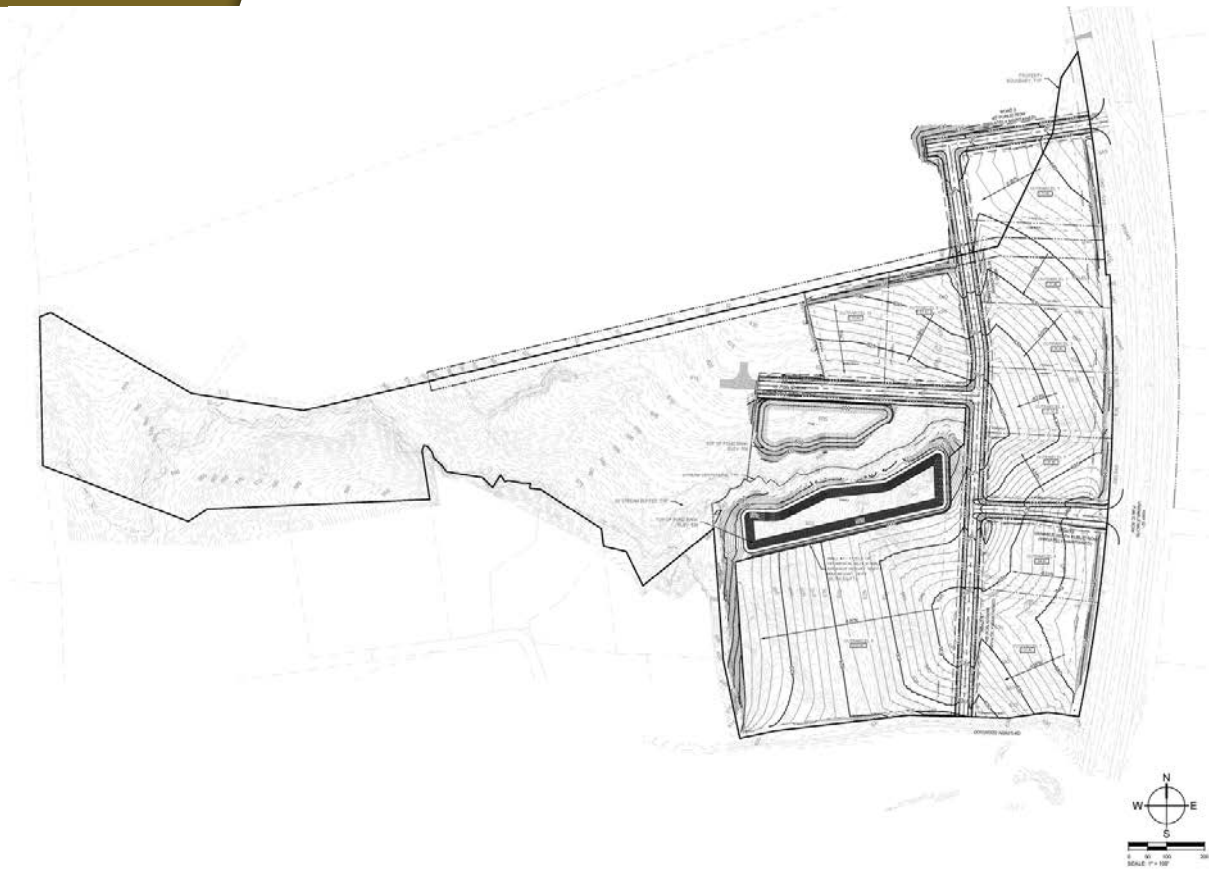
- **Medical Offices:** Proximity to MUSC hospital enhances healthcare access within the retail environment.
- **Gourmet Restaurants and Cafes:** A range of dining options from high-end restaurants to casual bistros.
- **Specialty Stores:** Premium boutiques and service-oriented retailers like salons and spas.
- **Community Services:** Daycare centers and assisted living facilities.
- **Proposed Additions:** Hotels, storage facilities, pharmacies, and drive-through restaurants.



GRADING PLAN

THE POINT

COMMERCIAL DEVELOPMENT



AVAILABLE FOR SALE

Hotel Site

Self Storage Site

Day Care

Multiple Outparcels

±14 Acres

ZONING & PRELIMINARY DUE DILIGENCE CHART

Current or Proposed Zoning	General Business District (GB)
Overlay Zone	Highway Corridor Overlay District (HCO)
Total Site Area	44 AC

PARKING SUMMARY

Hotel	90 Spaces (1 Per Room)	
Daycare	21 (1 Per 500 SF)	52
General Commercial	440 Spaces (1 Per 250 SF)	498 Spaces
Self Storage	No Requirement	20 Spaces
Overall Parking Provided		± 660 Spaces

SITE DATA SUMMARY

Hotel (3-Stories)	90 Keys (± 60,000 SF)
Commercial (Buildings A-L)	± 109,850 SF
Daycare	± 10,500 SF
Self Storage (3-Stories)	± 101,250 SF
Overall	±262,520 SF

NOTE: THIS PLAN IS CONCEPTUAL IN NATURE AND SUBJECT TO CHANGE

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CONCEPTUAL LAYOUT

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NEARBY ESTABLISHMENTS

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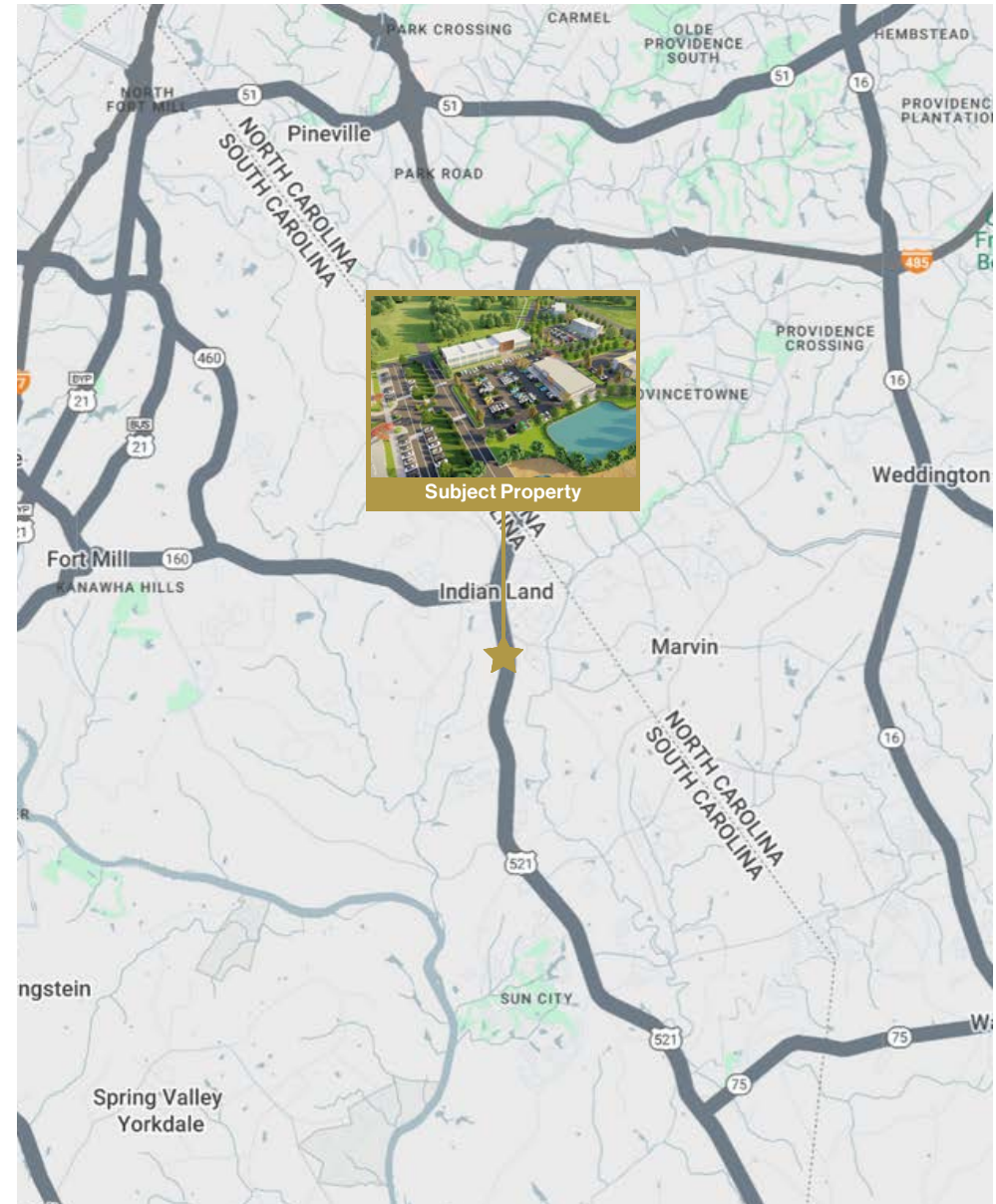
DEMOGRAPHIC SUMMARY

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COMMERCIAL DEVELOPMENT

1 Mile	3 Miles	5 Miles
Population 2023		
4,409	33,363	113,325
POPULATION GROWTH 2023-28		
8.12%	6.87%	5.21%
HOUSEHOLDS 2023		
1,731	12,324	42,246
MEDIAN AGE 2023		
41.40	40.80	40.50
AVERAGE HH INCOME 2023		
\$134,635	\$142,695	\$141,827
MEDIAN HOME VALUE 2023		
\$332,387	\$355,276	\$362,901

No	Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volum e Type	Miles from Subject Prop
1	Marvin Road	Horseshoe Cir	0.05 SE	2022	10,261	MPSI	0.49
2	Marvin Road	Henry Harris Rd	0.12 E	2022	7,973	MPSI	0.68
3	Marvin Road	Henry Harris Rd	0.12 E	2018	9,485	MPSI	0.68
4	Charlotte Hwy	Spice Rd	0.02 N	2022	38,000	MPSI	0.84



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INDIAN LAND, SOUTH CAROLINA

Indian Land is an unincorporated community in the northernmost part of Lancaster County, SC. It offers peaceful country living, affordable homes, and taxes and is just a short drive from all of the amenities in nearby Charlotte and Fort Mill. Indian Land is 15 minutes from the Ballantyne area and only 45 minutes from uptown Charlotte, making it a suitable choice for South Charlotte commuters and retirees.

LOWER TAXES

South Carolina enjoys some of the lowest property tax rates of any state in the US. And Indian Land is no exception. The current tax rate in Lancaster County is 0.560%, compared to 1.05% in Charlotte's Mecklenburg county. This difference is a savings of almost \$2,000 a year when comparing a \$400,000 house in Lancaster County vs. Mecklenburg county!

DEVELOPMENTS

Indian Land, SC, is booming! Residential and retail communities continue to develop, and many of the communities cater to the active adult lifestyle.



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35,224+
Residents

43.7
Median Age

White-Collar Hub
Favor Indian Land for Work & Life

77%
Population Growth Since 2010

117,609
Median Household Income (County's Highest)



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Why Work with Us

Todd Akers specializes in urban infill, land assemblage, and development strategy. With over 24 years of commercial real estate experience, he has earned multiple #1 broker rankings at KW Commercial (NC & SC) and is recognized as one of the top land brokers in the Carolinas. His military discipline, integrity, and sharp negotiation skills make him a trusted partner for complex projects. From entitlement hurdles to capital introductions, Todd delivers tailored, high-impact solutions that move deals forward.

Strategic Marketing Approach

- **Professional Offering Materials** – Custom BOV, listing memorandum, and one-pager designed for developers, investors, and institutional buyers.
- **Online Exposure** – Featured on KWCommercial.com, Crexi, LoopNet, and CoStar with targeted SEO.
- **Broker Outreach** – Direct outreach to KW's national network of over 2,000 commercial brokers and 180,000 residential agents for potential buyer referrals.
- **Investor Database** – Sent to Todd's curated list of regional and national developers with proven interest in urban infill and TOD opportunities.
- **Local Stakeholder Engagement** – Engagement with Charlotte-based developers, architects, and planners to generate early interest and vision alignment.
- **Social & Email Campaigns** – KW-branded campaign with sponsored posts and targeted newsletters highlighting development potential.

KW Commercial Network

With KW Commercial, it's not just business — it's about building partnerships that last. Backed by the power of KW Commercial, which operates in over 300 brokerage locations across 55+ countries and 5 continents, with over 2,000 commercial specialists across the US and 140,000+ KW Partners globally, our expansive reach offers unmatched access to capital, buyers, and off-market opportunities.

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