

Strategic Corridor Development Opportunity

220 Milldale Rd | Dandridge, TN

66.48 Acres Positioned Within the I-40 Growth Corridor

Positioned between established town infrastructure and the expanding Exit 407 corridor, the site offers direct access, regional connectivity, and alignment with sustained housing and commercial demand.

Pricing

\$3,000,000
\$45,126/acre

Access

~1.1 miles to I-40
via Exit 417

Position

North of I-40
Minutes to Dandridge

Demand

Exit 407 + lake-oriented
regional growth

Offered by
Brandon Williams
SCALE brokered by LPT Realty LLC
Direct: 865.806.9005
Office: 877.366.2213
Brandon@SCALE-Group.net
www.SCALE-Group.net

Defined Investment Strategy

Acquire a well-positioned 66.48-acre tract within the I-40 corridor and execute a phased mixed-use development that captures expanding regional demand—delivering scalable returns through disciplined timing, controlled deployment, and aligned product strategy.

1 | Location advantage

Immediate access to I-40, Downtown Dandridge, and Highway 92, placing the site directly within an active corridor of growth and movement.

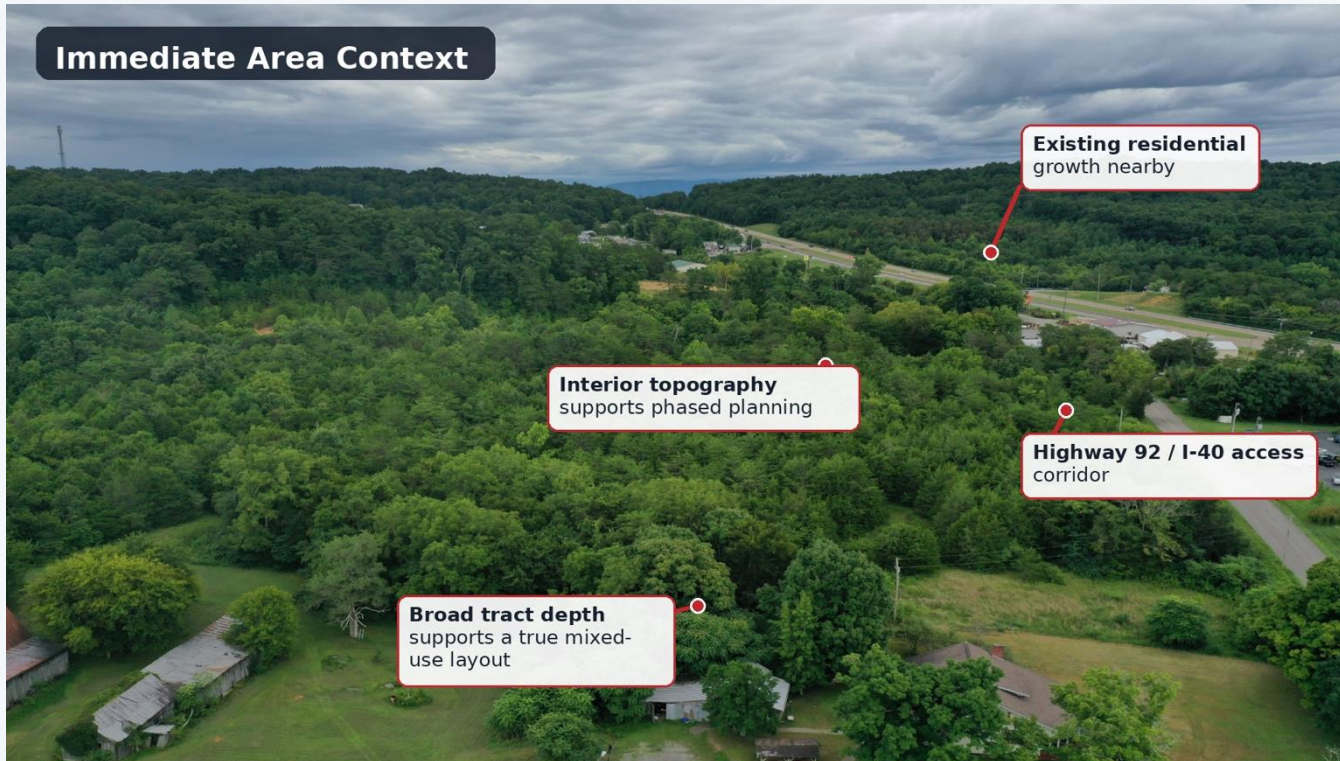
2 | Demand is moving this way

Tourism, employment, and residential expansion are actively pushing housing and service demand into this corridor.

3 | Execution fits the tract

Site layout supports phased residential depth with service-oriented uses aligned to access and visibility.

Immediate Area Context



Best-suited use

- **Institutional-grade residential development** designed for predictable absorption and scalable execution
- **Neighborhood-oriented commercial components** supporting daily demand from residents, commuters, and nearby corridor activity
- **Phased capital deployment** aligned with absorption and supported by a clear path toward mixed-use rezoning within a pro-growth municipal environment
- **Demand-driven product mix** positioned to capture expansion from Dandridge, commuter inflow, lake activity, and the broader I-40 corridor

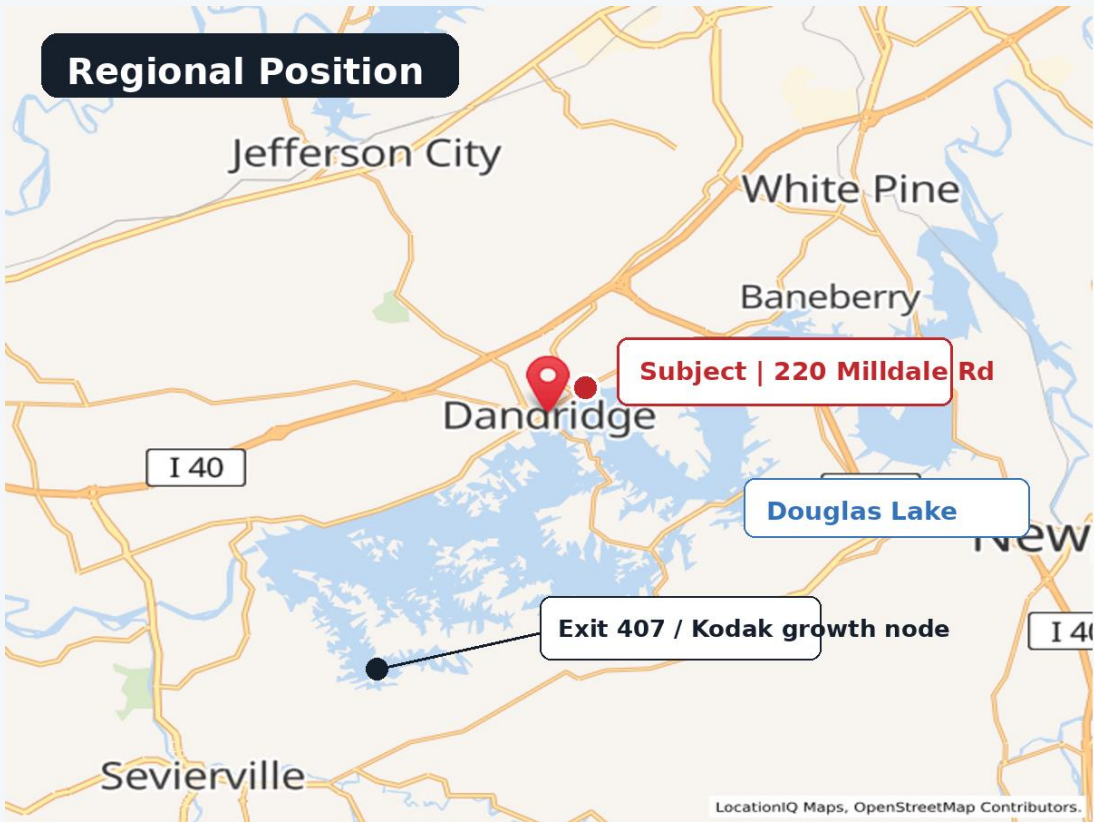
Parcel location and immediate access

Positioned just north of I-40 along Milldale Rd, the parcel offers direct access to Downtown Dandridge and connects seamlessly to the Exit 407 commercial hub, placing it within an active corridor of regional movement, established demand, and expanding development.



Positioned Within the I-40 Growth Corridor

The site connects directly to interstate access, established town infrastructure, and the expanding Exit 407 growth node—placing it within a corridor defined by movement, demand, and ongoing development.



- Exit 417 / I-40**
Approx. 1.1 miles to the interstate access point used for the property.
- Exit 407 / Kodak**
Regional tourism and entertainment gateway with The 407 and Smokies Stadium redevelopment.
- Downtown Dandridge**
County seat amenities, food, services, and waterfront district nearby.
- Douglas Lake**
TVA reservoir with 513 miles of shoreline and strong recreation appeal.
- Cherokee Lake**
Additional regional water amenity northeast of the site that broadens lifestyle demand.

Exit 417 / I-40

Primary interstate access within ~1.1 miles, providing direct connectivity for residential and commercial movement.

Exit 407 / Kodak

Major tourism and commercial node anchored by destination-scale development and expanding mixed-use activity.

Douglas Lake + Cherokee Lake

Dual lake system driving residential demand, recreation, and lifestyle-oriented housing absorption.

Downtown Dandridge

Established town center providing immediate access to services, dining, and waterfront-driven activity.

Corridor Growth is Already Underway

Major tourism, infrastructure, and mixed-use investment are actively reshaping the I-40 corridor—driving sustained demand for housing, services, and supporting development beyond traditional core locations.

The 407 / Gateway to Adventure

A major destination-scale development projected to drive significant visitor volume and anchor sustained commercial and employment growth at Exit 407.

Smokies Stadium redevelopment

Planned mixed-use expansion introducing hospitality, entertainment, and workforce housing—creating a new demand node extending beyond Sevier County.

Smokies + Tennessee tourism

Great Smoky Mountains National Park reported more than 12 million recreational visits in 2024, while Tennessee posted a record \$31.7 billion in direct visitor spending statewide in 2024.

Why that matters for Milldale

- **Expanding visitor and job growth** increases demand for housing, neighborhood retail, and service-oriented uses beyond core Sevier County locations
- **Dandridge captures overflow demand** as a lower-basis, interstate-connected alternative to higher-priced surrounding markets
- **This tract functions as a support site within the corridor**, positioned to absorb growth rather than rely on destination-driven risk

Capturing and Converting Regional Demand

The strongest presentation shows how the tract adds useful product to Dandridge rather than simply adding rooftops.

Housing choice

A well-planned residential component can add inventory for households seeking Dandridge access, interstate connectivity and lake-oriented living.

Neighborhood commercial

Frontage-oriented retail, food, medical or service uses can support daily needs for both new residents and the broader corridor.

Lifestyle positioning

Douglas Lake and Cherokee Lake expand the buyer and tenant story beyond a pure commuter narrative.

Town momentum

Recent local planning discussions and mixed-use proposals show continuing interest in growth that adds amenities and housing.



Area support themes

- Town waterfront planning aims to promote new opportunity around Douglas Lake.
- Dandridge has also seen mixed-use proposals that combine businesses with new housing and job creation.
- Jefferson County continues to add housing units, but supply remains selective and location-sensitive.

Development Framework & Execution Logic

The tract supports a structured, phased development approach where residential density is organized within the interior for continuity and scale, while access points and edge conditions are leveraged to support complementary neighborhood services.

Natural topography and existing site conditions guide a disciplined layout that prioritizes efficient land use, internal connectivity, and long-term flexibility—allowing the project to evolve with demand while maintaining execution control.



Phased concept

- Commercial / service frontage tied to road visibility and access
- Residential depth inside the tract for a stronger neighborhood feel
- Open space and terrain-responsive planning through the steeper interior areas
- Optional later phases that can respond to absorption rather than forcing density day one

Functional land story

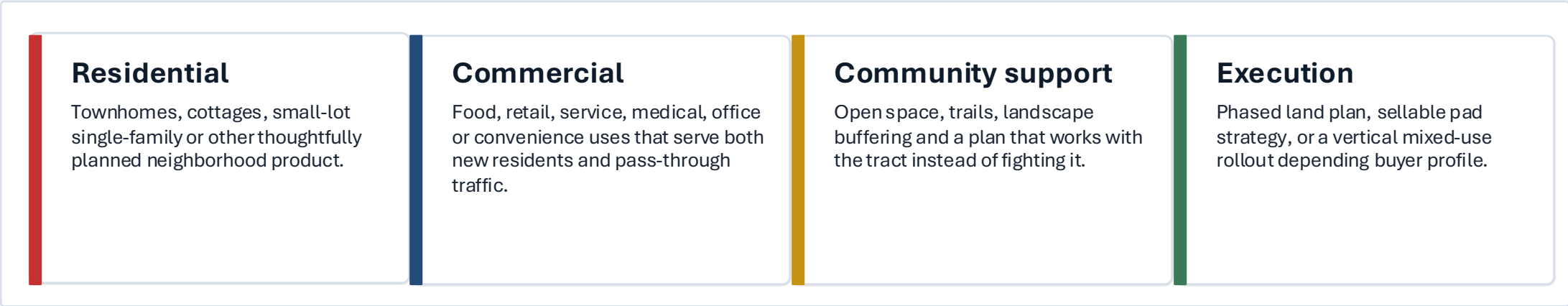
- Approx. 52 more workable acres
- Approx. 14 steeper / rockier acres

Development Strategy & Use Framework

A coordinated mixed-use plan centered on residential development, complemented by targeted neighborhood-serving commercial uses and integrated open space.

The program is designed to introduce housing that aligns with local growth patterns while incorporating select retail, service, and professional uses that support daily demand without overextending the site.

Execution should emphasize a balanced rollout of product types and uses, allowing the development to respond to market absorption and reinforce its role within the broader Dandridge and I-40 corridor expansion.



Investment Position & Entry Basis

Ask

\$3,000,000
\$45,126 per gross acre

Functional basis

Approx. \$57,700 per functional acre
using ~52 more workable acres.

Who should care

Regional mixed-use developers, builder-developers, land funds and high-end capital from coastal markets seeking lower basis and flexible execution.

- Control a large tract in the path of Dandridge, Jefferson City and Exit 407 corridor growth.
- Deliver housing and commercial uses that support the area, not just speculative entitlement upside.

Enter at a basis that remains competitive within the region while securing a position surrounded by growth across Knox, Sevier, Jefferson, and Hamblen counties—placing the property within a converging corridor of population expansion, tourism activity, and increasing demand for housing and supporting uses.