



LAND FOR SALE

6742 HIGHWAY 431 S.

Hampton Cove, AL 35763



DEAN
Commercial Real Estate

2101 Clinton Avenue Suite 501
Huntsville, AL 35805
deancre.com

HAMPTON COVE, AL 35763

6742 HIGHWAY 431 S.



LAND FOR SALE

EXECUTIVE SUMMARY



OFFERING SUMMARY

Sale Price:	\$184,900
Lot Size:	0.88 Acres
Zoning:	County
Market:	Huntsville
Submarket:	South Huntsville/ Hampton Cove
Traffic Count:	21,900

PROPERTY OVERVIEW

Hampton Cove land just south of the main red light at Sutton Road. There are not many spots left in this busy and growing area. This site would be perfect for retail, restaurant, office or service industry. It is flat and has septic but could be connected to city sewer. City property borders both sides, so it could also be annexed in the city of Huntsville.

LOCATION OVERVIEW

The subject property is located on the going home side of Hwy 431 just south of the red light at Sutton Road. It is currently in the county, but is bordered by the city limits, so it could be annexed if needed.

This rapidly expanding area of Huntsville has a higher than average income and Huntsville Metro has a relatively low cost of living compared to other tech cities. The largest employers are Redstone Arsenal and NASA while Hampton Cove is home to many new retailers.



PRESENTED BY:

TERRI DEAN, CCIM
256.975.4716
terri@deancre.com

There is no warranty as to the accuracy or completeness of the information contained in this offering. You are encouraged to conduct your own review and analysis of the property.

HAMPTON COVE, AL 35763

6742 HIGHWAY 431 S.



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ADDITIONAL PHOTOS



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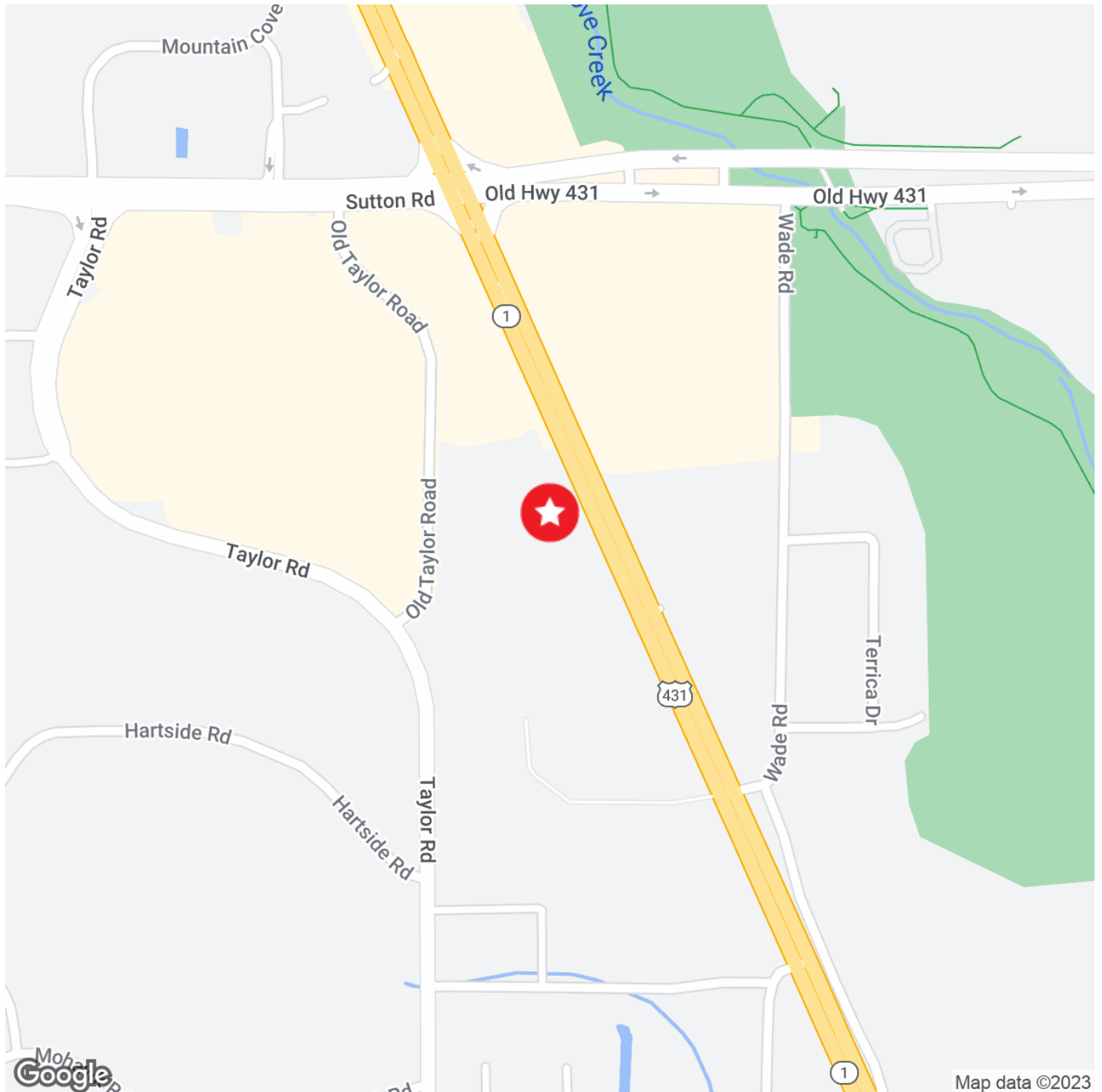
HAMPTON COVE, AL 35763

6742 HIGHWAY 431 S.



LAND FOR SALE

LOCATION MAPS



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Community Profile

6742 US-431 S, Owens Cross Roads, Alabama, 35763
 Rings: 1, 5 mile radii

Terri Dean, CCIM
 Latitude: 34.65647
 Longitude: -86.48197

	1 mile	5 miles
Population Summary		
2000 Total Population	1,089	33,789
2010 Total Population	2,634	40,544
2018 Total Population	3,102	45,404
2018 Group Quarters	0	31
2023 Total Population	3,392	48,237
2018-2023 Annual Rate	1.80%	1.22%
2018 Total Daytime Population	3,135	32,226
Workers	1,571	8,706
Residents	1,564	23,520
Household Summary		
2000 Households	363	13,051
2000 Average Household Size	2.98	2.58
2010 Households	934	16,092
2010 Average Household Size	2.82	2.52
2018 Households	1,102	18,167
2018 Average Household Size	2.81	2.50
2023 Households	1,213	19,351
2023 Average Household Size	2.80	2.49
2018-2023 Annual Rate	1.94%	1.27%
2010 Families	762	12,043
2010 Average Family Size	3.18	2.96
2018 Families	893	13,459
2018 Average Family Size	3.18	2.94
2023 Families	978	14,282
2023 Average Family Size	3.17	2.94
2018-2023 Annual Rate	1.84%	1.19%
Housing Unit Summary		
2000 Housing Units	385	13,611
Owner Occupied Housing Units	87.8%	82.4%
Renter Occupied Housing Units	6.5%	13.4%
Vacant Housing Units	5.7%	4.1%
2010 Housing Units	982	16,994
Owner Occupied Housing Units	85.3%	80.5%
Renter Occupied Housing Units	9.8%	14.2%
Vacant Housing Units	4.9%	5.3%
2018 Housing Units	1,118	19,154
Owner Occupied Housing Units	86.0%	78.1%
Renter Occupied Housing Units	12.7%	16.7%
Vacant Housing Units	1.4%	5.2%
2023 Housing Units	1,227	20,465
Owner Occupied Housing Units	86.9%	78.8%
Renter Occupied Housing Units	12.0%	15.7%
Vacant Housing Units	1.1%	5.4%
Median Household Income		
2018	\$114,018	\$98,117
2023	\$114,256	\$102,556
Median Home Value		
2018	\$289,110	\$238,647
2023	\$306,827	\$258,402
Per Capita Income		
2018	\$48,386	\$47,012
2023	\$50,659	\$50,580
Median Age		
2010	38.5	44.6
2018	40.5	46.6
2023	42.8	47.9

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

May 10, 2019



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	1 mile	5 miles
2018 Households by Income		
Household Income Base	1,102	18,167
<\$15,000	4.6%	4.8%
\$15,000 - \$24,999	2.9%	4.5%
\$25,000 - \$34,999	2.3%	5.0%
\$35,000 - \$49,999	4.2%	8.5%
\$50,000 - \$74,999	8.9%	14.2%
\$75,000 - \$99,999	13.8%	13.8%
\$100,000 - \$149,999	32.9%	25.2%
\$150,000 - \$199,999	17.6%	13.4%
\$200,000+	12.9%	10.6%
Average Household Income	\$132,939	\$116,746
2023 Households by Income		
Household Income Base	1,213	19,351
<\$15,000	4.1%	4.1%
\$15,000 - \$24,999	2.6%	3.8%
\$25,000 - \$34,999	2.1%	4.2%
\$35,000 - \$49,999	3.9%	7.6%
\$50,000 - \$74,999	8.7%	13.6%
\$75,000 - \$99,999	14.2%	14.3%
\$100,000 - \$149,999	34.8%	27.7%
\$150,000 - \$199,999	17.0%	13.7%
\$200,000+	12.7%	11.0%
Average Household Income	\$138,353	\$125,269
2018 Owner Occupied Housing Units by Value		
Total	961	14,962
<\$50,000	2.0%	2.1%
\$50,000 - \$99,999	2.7%	4.1%
\$100,000 - \$149,999	4.5%	12.0%
\$150,000 - \$199,999	9.4%	19.4%
\$200,000 - \$249,999	18.2%	16.2%
\$250,000 - \$299,999	17.0%	14.0%
\$300,000 - \$399,999	23.1%	16.8%
\$400,000 - \$499,999	12.3%	7.3%
\$500,000 - \$749,999	7.7%	5.5%
\$750,000 - \$999,999	1.5%	1.2%
\$1,000,000 - \$1,499,999	1.8%	1.3%
\$1,500,000 - \$1,999,999	0.0%	0.0%
\$2,000,000 +	0.0%	0.2%
Average Home Value	\$331,217	\$284,887
2023 Owner Occupied Housing Units by Value		
Total	1,066	16,133
<\$50,000	1.1%	1.2%
\$50,000 - \$99,999	1.6%	2.8%
\$100,000 - \$149,999	3.4%	10.1%
\$150,000 - \$199,999	7.8%	17.7%
\$200,000 - \$249,999	16.9%	15.7%
\$250,000 - \$299,999	17.4%	15.0%
\$300,000 - \$399,999	25.4%	19.5%
\$400,000 - \$499,999	14.7%	8.6%
\$500,000 - \$749,999	7.7%	5.9%
\$750,000 - \$999,999	1.5%	1.4%
\$1,000,000 - \$1,499,999	2.3%	1.8%
\$1,500,000 - \$1,999,999	0.0%	0.1%
\$2,000,000 +	0.0%	0.2%
Average Home Value	\$351,408	\$307,659

Data Note: Income represents the preceding year, expressed in current dollars. Household income includes wage and salary earnings, interest dividends, net rents, pensions, SSI and welfare payments, child support, and alimony.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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2010 Population by Age		
Total	2,633	40,543
0 - 4	7.3%	5.1%
5 - 9	9.3%	6.4%
10 - 14	9.0%	7.5%
15 - 24	9.4%	10.6%
25 - 34	9.7%	8.5%
35 - 44	16.1%	12.4%
45 - 54	17.7%	17.9%
55 - 64	11.3%	13.5%
65 - 74	6.6%	10.2%
75 - 84	3.2%	6.1%
85 +	0.6%	1.6%
18 +	69.8%	76.2%
2018 Population by Age		
Total	3,101	45,404
0 - 4	6.0%	4.6%
5 - 9	7.7%	5.6%
10 - 14	9.2%	6.8%
15 - 24	12.2%	10.9%
25 - 34	7.9%	8.9%
35 - 44	13.6%	11.0%
45 - 54	16.1%	14.5%
55 - 64	13.8%	16.0%
65 - 74	8.3%	11.8%
75 - 84	4.2%	7.3%
85 +	1.1%	2.5%
18 +	72.1%	79.0%
2023 Population by Age		
Total	3,392	48,235
0 - 4	5.7%	4.5%
5 - 9	6.8%	5.3%
10 - 14	8.2%	6.2%
15 - 24	12.0%	10.0%
25 - 34	7.9%	9.0%
35 - 44	12.6%	11.5%
45 - 54	15.5%	12.9%
55 - 64	15.0%	16.0%
65 - 74	9.8%	13.2%
75 - 84	5.1%	8.3%
85 +	1.5%	3.1%
18 +	74.4%	80.2%
2010 Population by Sex		
Males	1,301	19,661
Females	1,333	20,883
2018 Population by Sex		
Males	1,542	22,084
Females	1,560	23,320
2023 Population by Sex		
Males	1,696	23,545
Females	1,696	24,693

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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2010 Population by Race/Ethnicity		
Total	2,634	40,544
White Alone	91.3%	90.6%
Black Alone	2.5%	3.1%
American Indian Alone	0.6%	0.7%
Asian Alone	3.1%	3.2%
Pacific Islander Alone	0.2%	0.1%
Some Other Race Alone	0.5%	0.5%
Two or More Races	1.8%	1.8%
Hispanic Origin	2.4%	2.4%
Diversity Index	20.5	21.6
2018 Population by Race/Ethnicity		
Total	3,102	45,405
White Alone	90.4%	89.9%
Black Alone	2.7%	3.2%
American Indian Alone	0.6%	0.7%
Asian Alone	3.4%	3.4%
Pacific Islander Alone	0.1%	0.1%
Some Other Race Alone	0.6%	0.6%
Two or More Races	2.2%	2.2%
Hispanic Origin	2.7%	2.7%
Diversity Index	22.5	23.2
2023 Population by Race/Ethnicity		
Total	3,393	48,236
White Alone	89.4%	89.0%
Black Alone	2.9%	3.3%
American Indian Alone	0.6%	0.6%
Asian Alone	3.7%	3.7%
Pacific Islander Alone	0.2%	0.1%
Some Other Race Alone	0.6%	0.6%
Two or More Races	2.6%	2.5%
Hispanic Origin	3.2%	3.1%
Diversity Index	24.7	25.2
2010 Population by Relationship and Household Type		
Total	2,634	40,544
In Households	100.0%	99.9%
In Family Households	92.5%	88.6%
Householder	29.3%	29.9%
Spouse	26.7%	25.8%
Child	34.6%	30.4%
Other relative	1.4%	1.8%
Nonrelative	0.4%	0.7%
In Nonfamily Households	7.5%	11.3%
In Group Quarters	0.0%	0.1%
Institutionalized Population	0.0%	0.1%
Noninstitutionalized Population	0.0%	0.0%

Data Note: Persons of Hispanic Origin may be of any race. The Diversity Index measures the probability that two people from the same area will be from different race/ethnic groups.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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2018 Population 25+ by Educational Attainment		
Total	2,014	32,747
Less than 9th Grade	0.0%	1.0%
9th - 12th Grade, No Diploma	1.0%	2.3%
High School Graduate	7.0%	10.8%
GED/Alternative Credential	1.2%	2.0%
Some College, No Degree	12.3%	15.4%
Associate Degree	9.4%	7.4%
Bachelor's Degree	38.5%	34.9%
Graduate/Professional Degree	30.6%	26.3%
2018 Population 15+ by Marital Status		
Total	2,392	37,685
Never Married	18.5%	20.1%
Married	71.4%	64.3%
Widowed	3.0%	6.2%
Divorced	7.1%	9.4%
2018 Civilian Population 16+ in Labor Force		
Civilian Employed	98.1%	97.2%
Civilian Unemployed (Unemployment Rate)	1.9%	2.8%
2018 Employed Population 16+ by Industry		
Total	1,559	22,184
Agriculture/Mining	1.3%	0.9%
Construction	5.6%	4.0%
Manufacturing	12.1%	11.0%
Wholesale Trade	2.2%	1.8%
Retail Trade	6.4%	8.2%
Transportation/Utilities	2.4%	2.1%
Information	0.5%	1.4%
Finance/Insurance/Real Estate	4.2%	5.5%
Services	54.5%	55.8%
Public Administration	10.9%	9.3%
2018 Employed Population 16+ by Occupation		
Total	1,557	22,185
White Collar	77.7%	78.7%
Management/Business/Financial	21.0%	20.9%
Professional	38.4%	36.7%
Sales	10.9%	10.7%
Administrative Support	7.3%	10.4%
Services	9.6%	10.5%
Blue Collar	12.6%	10.9%
Farming/Forestry/Fishing	0.4%	0.2%
Construction/Extraction	1.3%	1.3%
Installation/Maintenance/Repair	1.2%	2.4%
Production	8.5%	4.8%
Transportation/Material Moving	1.2%	2.2%
2010 Population By Urban/ Rural Status		
Total Population	2,634	40,544
Population Inside Urbanized Area	96.1%	89.9%
Population Inside Urbanized Cluster	0.0%	0.0%
Rural Population	3.9%	10.1%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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2010 Households by Type		
Total	933	16,092
Households with 1 Person	16.3%	22.6%
Households with 2+ People	83.7%	77.4%
Family Households	81.7%	74.8%
Husband-wife Families	74.1%	64.5%
With Related Children	39.2%	26.6%
Other Family (No Spouse Present)	7.6%	10.3%
Other Family with Male Householder	2.7%	2.9%
With Related Children	1.8%	1.6%
Other Family with Female Householder	4.9%	7.4%
With Related Children	3.2%	4.4%
Nonfamily Households	2.0%	2.6%
All Households with Children	44.4%	32.8%
Multigenerational Households	1.7%	2.2%
Unmarried Partner Households	1.8%	2.4%
Male-female	1.5%	2.0%
Same-sex	0.3%	0.4%
2010 Households by Size		
Total	934	16,092
1 Person Household	16.3%	22.6%
2 Person Household	34.8%	38.6%
3 Person Household	17.9%	16.0%
4 Person Household	20.7%	15.0%
5 Person Household	7.8%	5.7%
6 Person Household	2.0%	1.6%
7 + Person Household	0.5%	0.6%
2010 Households by Tenure and Mortgage Status		
Total	934	16,092
Owner Occupied	89.7%	85.0%
Owned with a Mortgage/Loan	73.7%	59.0%
Owned Free and Clear	16.1%	26.0%
Renter Occupied	10.3%	15.0%
2010 Housing Units By Urban/ Rural Status		
Total Housing Units	982	16,994
Housing Units Inside Urbanized Area	94.7%	90.0%
Housing Units Inside Urbanized Cluster	0.0%	0.0%
Rural Housing Units	5.3%	10.0%

Data Note: Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are usually classified as nonfamily households unless there is another member of the household related to the householder. Multigenerational and unmarried partner households are reported only to the tract level. Esri estimated block group data, which is used to estimate polygons or non-standard geography.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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Top 3 Tapestry Segments		
1.	Savvy Suburbanites (1D)	Exurbanites (1E)
2.	Professional Pride (1B)	Savvy Suburbanites (1D)
3.	Top Tier (1A)	Comfortable Empty Nesters
2018 Consumer Spending		
Apparel & Services: Total \$	\$3,637,484	\$52,673,638
Average Spent	\$3,300.80	\$2,899.41
Spending Potential Index	152	133
Education: Total \$	\$2,893,540	\$38,750,060
Average Spent	\$2,625.72	\$2,132.99
Spending Potential Index	181	147
Entertainment/Recreation: Total \$	\$5,448,913	\$80,342,654
Average Spent	\$4,944.57	\$4,422.45
Spending Potential Index	154	137
Food at Home: Total \$	\$7,868,008	\$118,027,291
Average Spent	\$7,139.75	\$6,496.80
Spending Potential Index	142	129
Food Away from Home: Total \$	\$5,768,138	\$84,965,655
Average Spent	\$5,234.25	\$4,676.92
Spending Potential Index	149	133
Health Care: Total \$	\$9,519,157	\$144,429,712
Average Spent	\$8,638.07	\$7,950.11
Spending Potential Index	151	139
HH Furnishings & Equipment: Total \$	\$3,570,045	\$52,669,775
Average Spent	\$3,239.61	\$2,899.20
Spending Potential Index	155	139
Personal Care Products & Services: Total \$	\$1,412,595	\$20,843,075
Average Spent	\$1,281.85	\$1,147.30
Spending Potential Index	155	139
Shelter: Total \$	\$27,768,342	\$409,065,759
Average Spent	\$25,198.13	\$22,516.97
Spending Potential Index	150	134
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$4,442,746	\$65,741,897
Average Spent	\$4,031.53	\$3,618.75
Spending Potential Index	162	146
Travel: Total \$	\$4,042,590	\$57,977,668
Average Spent	\$3,668.41	\$3,191.37
Spending Potential Index	170	148
Vehicle Maintenance & Repairs: Total \$	\$1,745,255	\$26,200,244
Average Spent	\$1,583.72	\$1,442.19
Spending Potential Index	147	134

Data Note: Consumer spending shows the amount spent on a variety of goods and services by households that reside in the area. Expenditures are shown by broad budget categories that are not mutually exclusive. Consumer spending does not equal business revenue. Total and Average Amount Spent Per Household represent annual figures. The Spending Potential Index represents the amount spent in the area relative to a national average of 100.

Source: Consumer Spending data are derived from the 2015 and 2016 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography.

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Retail MarketPlace Profile

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 Ring: 1 mile radius

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 Latitude: 34.65647
 Longitude: -86.48197

Summary Demographics

2018 Population	3,102
2018 Households	1,102
2018 Median Disposable Income	\$92,133
2018 Per Capita Income	\$48,386

2017 Industry Summary

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$65,629,762	\$81,903,144	-\$16,273,382	-11.0	38
Total Retail Trade	44-45	\$59,050,364	\$72,487,662	-\$13,437,298	-10.2	23
Total Food & Drink	722	\$6,579,398	\$9,415,483	-\$2,836,085	-17.7	15

2017 Industry Group

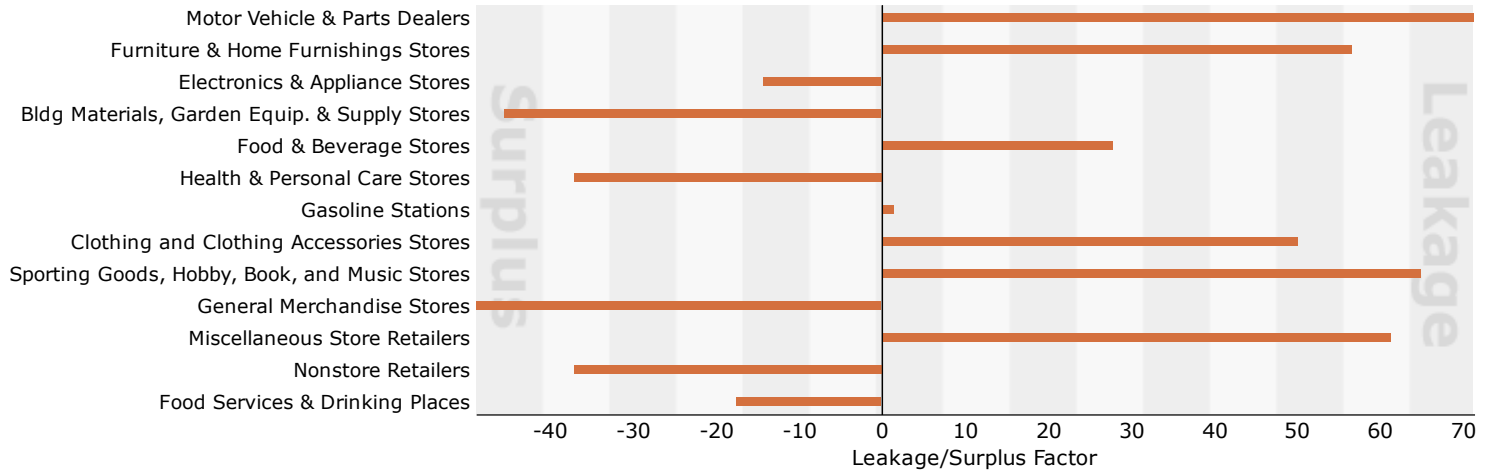
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$12,685,448	\$2,117,538	\$10,567,910	71.4	3
Automobile Dealers	4411	\$9,779,441	\$748,783	\$9,030,658	85.8	1
Other Motor Vehicle Dealers	4412	\$1,627,011	\$746,278	\$880,733	37.1	1
Auto Parts, Accessories & Tire Stores	4413	\$1,278,996	\$622,478	\$656,518	34.5	1
Furniture & Home Furnishings Stores	442	\$2,265,855	\$625,947	\$1,639,908	56.7	1
Furniture Stores	4421	\$1,286,188	\$216,274	\$1,069,914	71.2	1
Home Furnishings Stores	4422	\$979,667	\$409,674	\$569,993	41.0	1
Electronics & Appliance Stores	443	\$1,875,986	\$2,505,330	-\$629,344	-14.4	1
Bldg Materials, Garden Equip. & Supply Stores	444	\$4,128,499	\$11,058,972	-\$6,930,473	-45.6	4
Bldg Material & Supplies Dealers	4441	\$3,840,290	\$9,076,042	-\$5,235,752	-40.5	2
Lawn & Garden Equip & Supply Stores	4442	\$288,209	\$1,982,930	-\$1,694,721	-74.6	2
Food & Beverage Stores	445	\$8,996,333	\$5,069,001	\$3,927,332	27.9	3
Grocery Stores	4451	\$8,217,994	\$2,672,579	\$5,545,415	50.9	2
Specialty Food Stores	4452	\$324,453	\$0	\$324,453	100.0	0
Beer, Wine & Liquor Stores	4453	\$453,885	\$2,396,422	-\$1,942,537	-68.2	2
Health & Personal Care Stores	446,4461	\$3,521,541	\$7,718,379	-\$4,196,838	-37.3	2
Gasoline Stations	447,4471	\$6,707,817	\$6,521,993	\$185,824	1.4	2
Clothing & Clothing Accessories Stores	448	\$2,316,550	\$766,743	\$1,549,807	50.3	2
Clothing Stores	4481	\$1,469,330	\$766,743	\$702,587	31.4	2
Shoe Stores	4482	\$323,809	\$0	\$323,809	100.0	0
Jewelry, Luggage & Leather Goods Stores	4483	\$523,411	\$0	\$523,411	100.0	0
Sporting Goods, Hobby, Book & Music Stores	451	\$2,004,792	\$424,340	\$1,580,452	65.1	1
Sporting Goods/Hobby/Musical Instr Stores	4511	\$1,725,637	\$424,340	\$1,301,297	60.5	1
Book, Periodical & Music Stores	4512	\$279,155	\$0	\$279,155	100.0	0
General Merchandise Stores	452	\$11,692,392	\$34,144,026	-\$22,451,634	-49.0	2
Department Stores Excluding Leased Depts.	4521	\$8,353,542	\$33,314,511	-\$24,960,969	-59.9	1
Other General Merchandise Stores	4529	\$3,338,850	\$829,515	\$2,509,335	60.2	1
Miscellaneous Store Retailers	453	\$2,418,516	\$578,860	\$1,839,656	61.4	1
Florists	4531	\$142,966	\$0	\$142,966	100.0	0
Office Supplies, Stationery & Gift Stores	4532	\$497,989	\$226,193	\$271,796	37.5	1
Used Merchandise Stores	4533	\$440,371	\$0	\$440,371	100.0	0
Other Miscellaneous Store Retailers	4539	\$1,337,190	\$352,667	\$984,523	58.3	1
Nonstore Retailers	454	\$436,635	\$956,531	-\$519,896	-37.3	2
Electronic Shopping & Mail-Order Houses	4541	\$133,288	\$0	\$133,288	100.0	0
Vending Machine Operators	4542	\$70,511	\$0	\$70,511	100.0	0
Direct Selling Establishments	4543	\$232,836	\$798,879	-\$566,043	-54.9	1
Food Services & Drinking Places	722	\$6,579,398	\$9,415,483	-\$2,836,085	-17.7	15
Special Food Services	7223	\$38,828	\$19,288	\$19,540	33.6	1
Drinking Places - Alcoholic Beverages	7224	\$158,814	\$128,602	\$30,212	10.5	1
Restaurants/Other Eating Places	7225	\$6,381,756	\$9,267,592	-\$2,885,836	-18.4	14

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.
<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

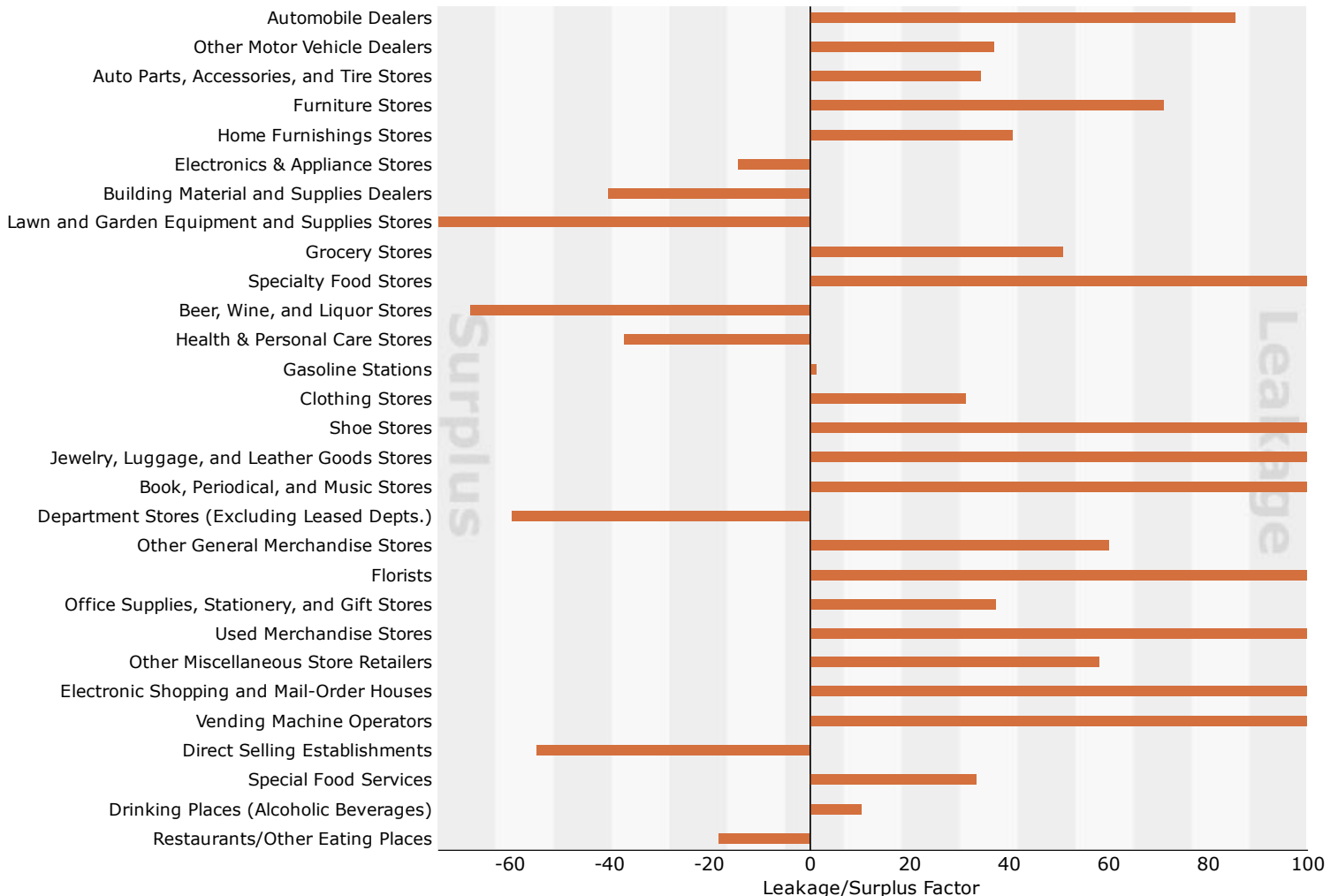
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May 10, 2019

2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



Retail MarketPlace Profile

6742 US-431 S, Owens Cross Roads, Alabama, 35763
 Ring: 5 mile radius

Terri Dean, CCIM
 Latitude: 34.65647
 Longitude: -86.48197

Summary Demographics

2018 Population	45,404
2018 Households	18,167
2018 Median Disposable Income	\$78,017
2018 Per Capita Income	\$47,012

2017 Industry Summary

	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$929,602,544	\$409,468,051	\$520,134,493	38.8	224
Total Retail Trade	44-45	\$837,886,634	\$353,957,399	\$483,929,235	40.6	146
Total Food & Drink	722	\$91,715,911	\$55,510,652	\$36,205,259	24.6	78

2017 Industry Group

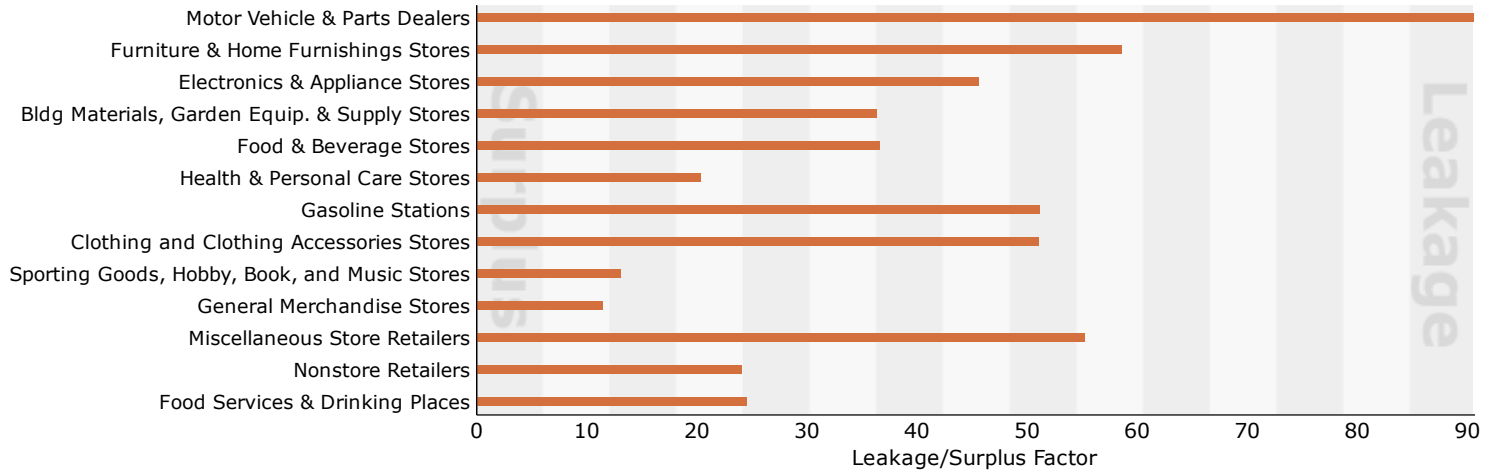
	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$180,074,911	\$8,751,796	\$171,323,115	90.7	12
Automobile Dealers	4411	\$138,859,409	\$4,188,629	\$134,670,780	94.1	7
Other Motor Vehicle Dealers	4412	\$23,005,654	\$2,396,770	\$20,608,884	81.1	4
Auto Parts, Accessories & Tire Stores	4413	\$18,209,848	\$2,166,396	\$16,043,452	78.7	2
Furniture & Home Furnishings Stores	442	\$31,595,930	\$8,231,425	\$23,364,505	58.7	7
Furniture Stores	4421	\$17,948,488	\$2,856,180	\$15,092,308	72.5	3
Home Furnishings Stores	4422	\$13,647,441	\$5,375,245	\$8,272,196	43.5	4
Electronics & Appliance Stores	443	\$26,454,995	\$9,863,839	\$16,591,156	45.7	10
Bldg Materials, Garden Equip. & Supply Stores	444	\$57,563,982	\$26,792,060	\$30,771,922	36.5	13
Bldg Material & Supplies Dealers	4441	\$53,711,133	\$22,661,338	\$31,049,795	40.7	7
Lawn & Garden Equip & Supply Stores	4442	\$3,852,849	\$4,130,722	-\$277,873	-3.5	7
Food & Beverage Stores	445	\$128,600,084	\$59,421,546	\$69,178,538	36.8	17
Grocery Stores	4451	\$117,628,718	\$53,821,452	\$63,807,266	37.2	11
Specialty Food Stores	4452	\$4,631,910	\$1,273,235	\$3,358,675	56.9	3
Beer, Wine & Liquor Stores	4453	\$6,339,456	\$4,326,858	\$2,012,598	18.9	3
Health & Personal Care Stores	446,4461	\$51,494,904	\$33,946,748	\$17,548,156	20.5	14
Gasoline Stations	447,4471	\$96,945,631	\$31,239,311	\$65,706,320	51.3	11
Clothing & Clothing Accessories Stores	448	\$31,996,908	\$10,331,177	\$21,665,731	51.2	13
Clothing Stores	4481	\$20,399,308	\$5,243,141	\$15,156,167	59.1	9
Shoe Stores	4482	\$4,429,629	\$4,459,624	-\$29,995	-0.3	2
Jewelry, Luggage & Leather Goods Stores	4483	\$7,167,971	\$628,411	\$6,539,560	83.9	2
Sporting Goods, Hobby, Book & Music Stores	451	\$28,032,811	\$21,487,087	\$6,545,724	13.2	12
Sporting Goods/Hobby/Musical Instr Stores	4511	\$24,153,073	\$16,097,472	\$8,055,601	20.0	11
Book, Periodical & Music Stores	4512	\$3,879,738	\$5,389,615	-\$1,509,877	-16.3	1
General Merchandise Stores	452	\$164,431,601	\$130,191,319	\$34,240,282	11.6	11
Department Stores Excluding Leased Depts.	4521	\$116,912,955	\$115,783,272	\$1,129,683	0.5	7
Other General Merchandise Stores	4529	\$47,518,646	\$14,408,047	\$33,110,599	53.5	4
Miscellaneous Store Retailers	453	\$34,571,878	\$9,964,745	\$24,607,133	55.3	21
Florists	4531	\$1,851,933	\$0	\$1,851,933	100.0	0
Office Supplies, Stationery & Gift Stores	4532	\$6,993,369	\$2,654,745	\$4,338,624	45.0	5
Used Merchandise Stores	4533	\$6,157,922	\$2,214,030	\$3,943,892	47.1	7
Other Miscellaneous Store Retailers	4539	\$19,568,654	\$5,095,969	\$14,472,685	58.7	8
Nonstore Retailers	454	\$6,122,997	\$3,736,347	\$2,386,650	24.2	5
Electronic Shopping & Mail-Order Houses	4541	\$1,914,036	\$1,160,381	\$753,655	24.5	2
Vending Machine Operators	4542	\$1,008,949	\$0	\$1,008,949	100.0	0
Direct Selling Establishments	4543	\$3,200,012	\$2,575,966	\$624,046	10.8	3
Food Services & Drinking Places	722	\$91,715,911	\$55,510,652	\$36,205,259	24.6	78
Special Food Services	7223	\$516,993	\$139,305	\$377,688	57.5	2
Drinking Places - Alcoholic Beverages	7224	\$2,195,078	\$1,351,302	\$843,776	23.8	3
Restaurants/Other Eating Places	7225	\$89,003,840	\$54,020,045	\$34,983,795	24.5	73

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement.
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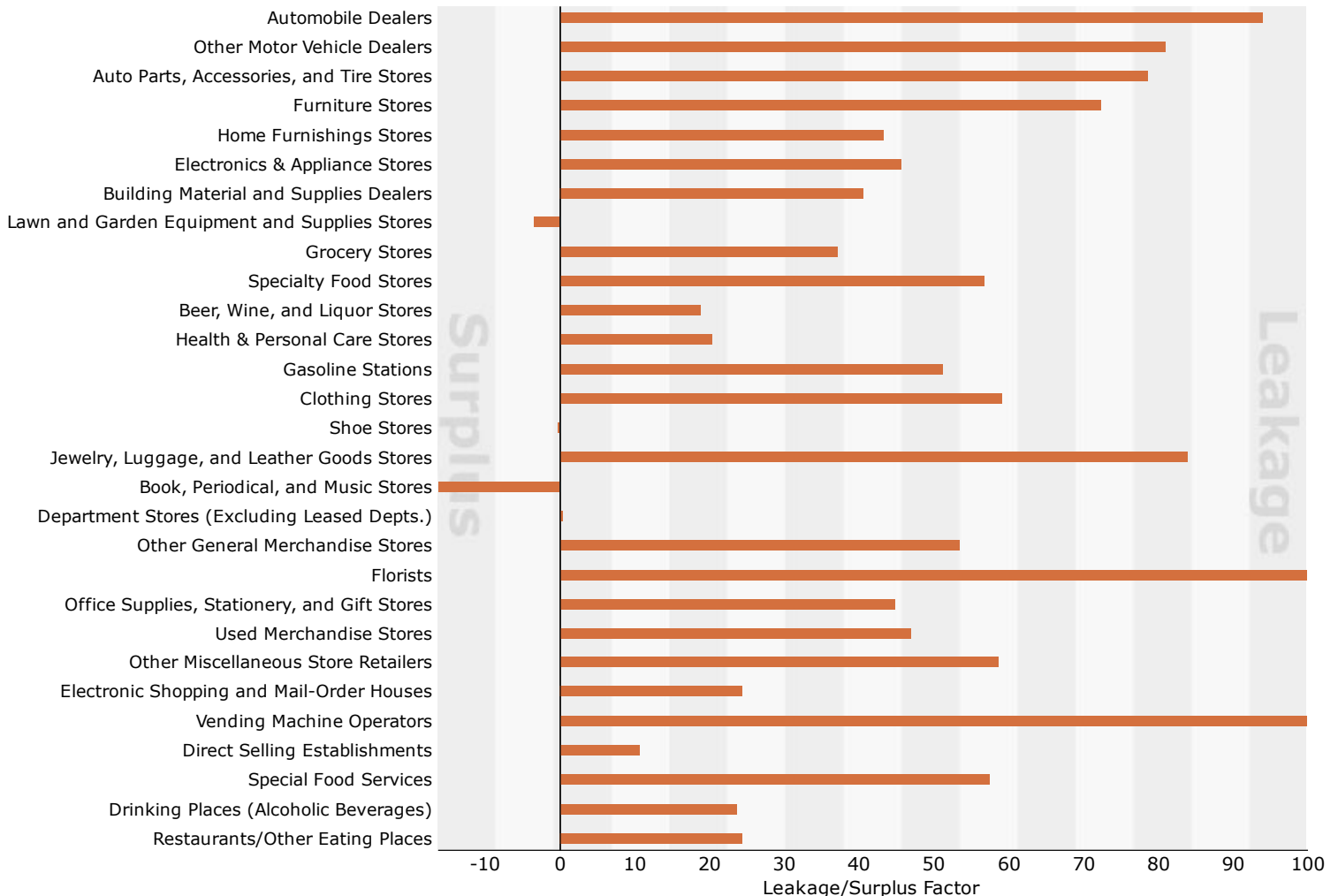
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May 10, 2019

2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



HAMPTON COVE, AL 35763

6742 HIGHWAY 431 S.



LAND FOR SALE

BIOGRAPHY

TERRI DEAN, CCIM

Broker/Owner



2101 Clinton Avenue, Suite 501
Huntsville, AL 35805

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AL #68080

PROFESSIONAL BACKGROUND

Terri Dean is the Broker/Owner of Dean Commercial Real Estate, specializing in the sale and leasing of office/medical office properties as well as retail properties. She also specializes in hospitality and senior living facilities as well.

Terri's 17-year real estate career started out owning a residential company with her father, progressed to being a Qualifying Broker and running a nine-person office, to her current status of owning her own company.

The advantage of having been a licensed Administrator for Senior Living communities in Tennessee and Alabama gives her an extensive knowledge of this unique sector as well as a firm understanding of financial statements. Having grown up around the medical field where her father was a hospital administrator, Terri is comfortable with all aspects of the medical business world as well.

Dean Commercial Real Estate was founded on the principles of honesty and integrity as well as customer service. Terri believes in hard work and dedication to principles and is passionate about delivering top notch service.

EDUCATION

Terri earned her Bachelor of Arts degree in International Business from Maryville College in Maryville, Tennessee. To complete her studies, she finished her study abroad at Universite Catholique de L'Ouest in Angers, France.

MEMBERSHIPS & AFFILIATIONS

Alabama CCIM Chapter
Enable Madison County - Immediate Past President of the Board of Directors
Better Business Bureau of North Alabama Board of Directors
Madison Chamber of Commerce
Huntsville/Madison County Chamber of Commerce

National Society Daughters of the American Revolution
National Society United States Daughters of 1812



PRESENTED BY:

TERRI DEAN, CCIM
256.975.4716
terri@deancre.com

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