

OFFERING MEMORANDUM

# HWY 20 (MADISON BLVD)

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## HWY 20 LAND

Madison, AL 35758

## PRESENTED BY:

### NEIL VICTOR, CCIM

O: 256.457.2277

neil.victor@svn.com

AL #80571

### AVA TERRY

O: 256.457.9916

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AL #000080567-0



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This Offering Brochure is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

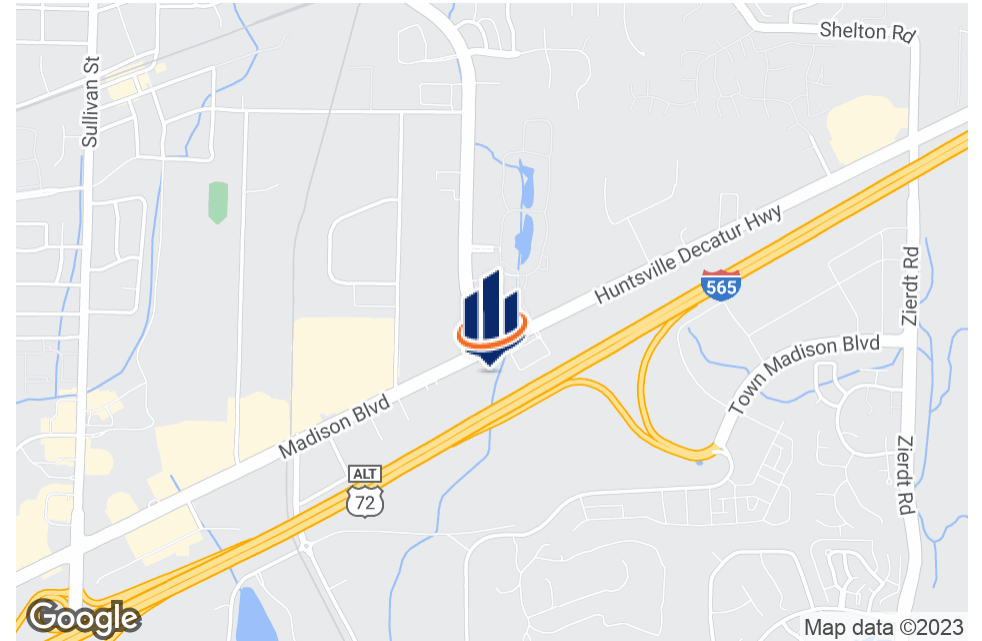
To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



SECTION 1

# PROPERTY INFORMATION





## OFFERING SUMMARY

|                |                        |
|----------------|------------------------|
| SALE PRICE:    | \$1,500,000            |
| AVAILABLE SF:  |                        |
| LOT SIZE:      | 5.06 Acres             |
| PRICE / ACRE:  | \$296,443              |
| ZONING:        | B-3 General Business   |
| MARKET:        | Huntsville/Madison     |
| TRAFFIC COUNT: | 28,115                 |
| APN:           | 16-05-21-0-000-085.000 |

## PROPERTY OVERVIEW

5.06 acres on Madison Blvd, Madison, AL. Zoned B-3 General Business

## PROPERTY HIGHLIGHTS

- Over 5 Acres On Madison Blvd
- Located At The Intersection Of Hughes Road
- Property Is Zoned B-3
- Frontage Approx 240 Ft, 506 Ft Deep, 709 Ft I 565 Frontage





## PROPERTY DESCRIPTION

5.06 acres on Madison Blvd, Madison, AL. Zoned B-3 General Business

## LOCATION DESCRIPTION

This parcel is located on Hwy 20 [Madison Blvd] in Madison, AL. It is easily accessible and can clearly be seen from I-565. Located directly across from the intersection of Madison Blvd and Hughes Road. Hughes Road is rapidly becoming a premier medical corridor.

## SITE DESCRIPTION

5.06 acres located at the intersection of Hughes Road and Madison Blvd. I-565 runs parallel to Madison Blvd and the property is between both corridors.



## PROPERTY HIGHLIGHTS

- Over 5 Acres On Madison Blvd
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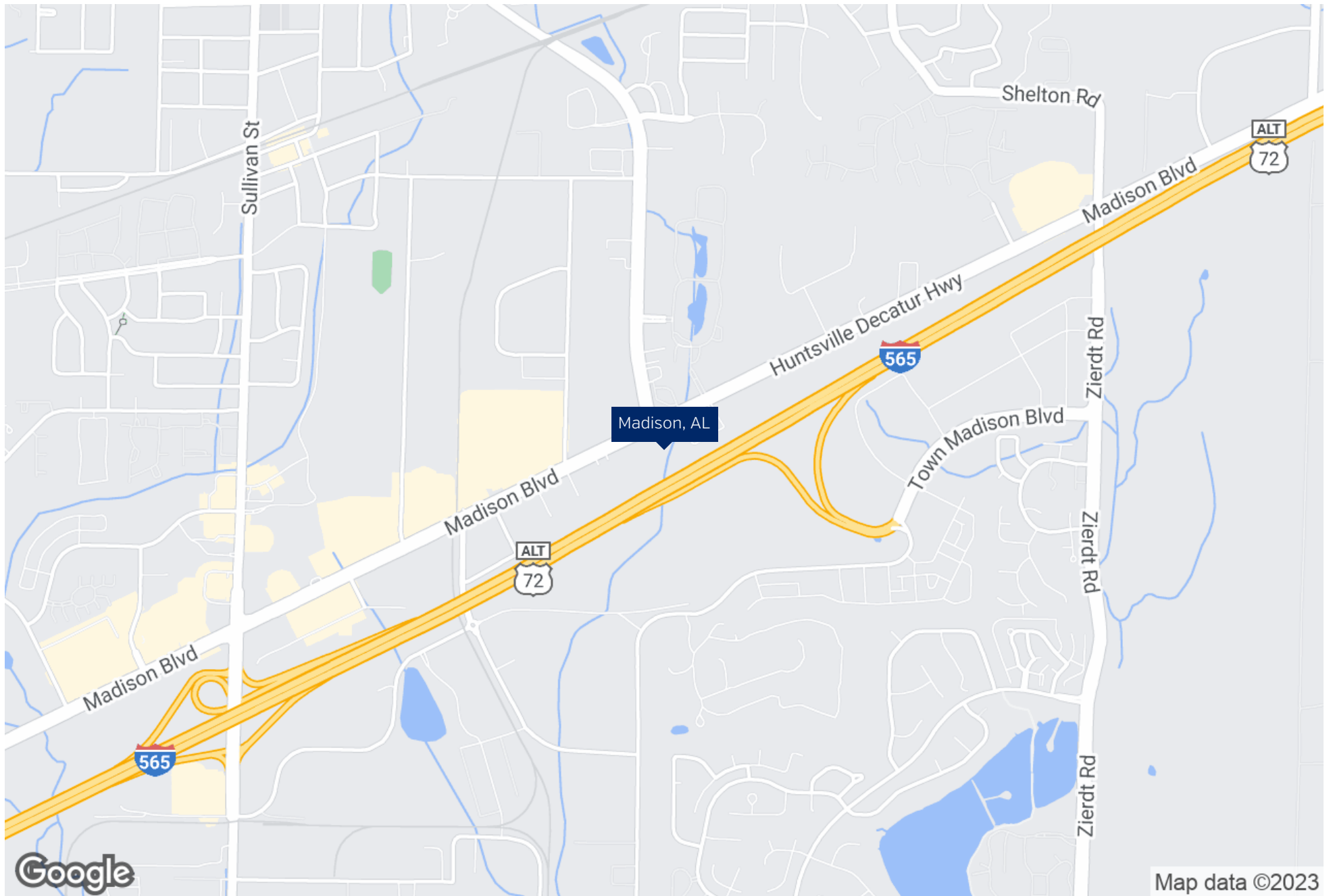


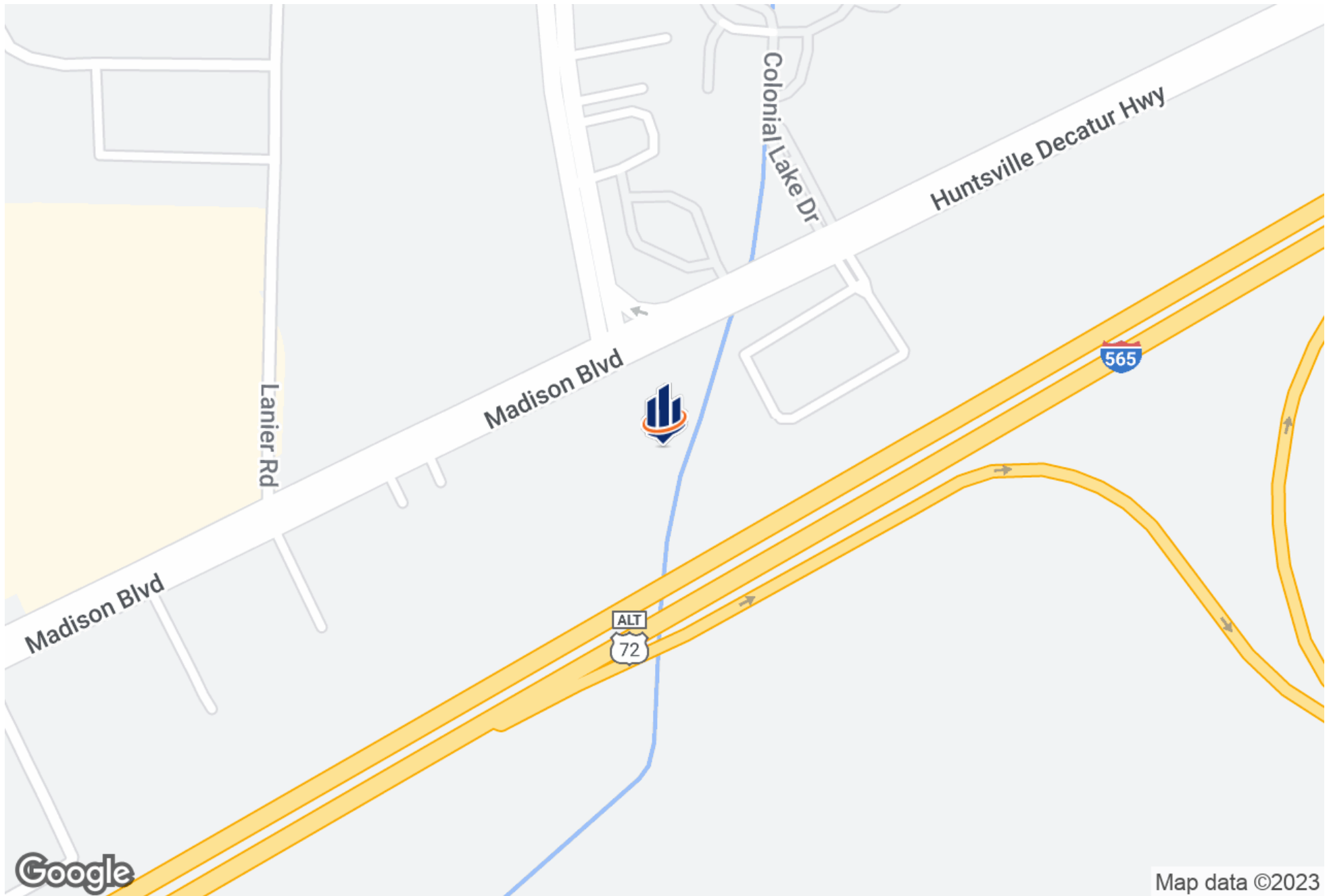
## SECTION 2

# LOCATION INFORMATION















### SECTION 3

# FINANCIAL ANALYSIS





#### SECTION 4

## SALE COMPARABLES





## SUBJECT PROPERTY

Hwy 20 (Madison Blvd) | Madison, AL 35758

**Sale Price:** \$1,500,000

**Lot Size:** 5.06 Acres

**Price PSF:** \$6.81



5.06 acres on Madison Blvd, Madison, AL. Zoned B-3 General Business



## PARCEL 3 MADISON BLVD

Madison Blvd | Madison, AL 35758

**Sale Price:** \$540,000

**Lot Size:** 1.5 Acres

**Price PSF:** \$8.26

**Closed:** 01/29/2021



Commercial Zoning



## 101 PLAZA BOULEVARD

101 Plaza Blvd | Madison, AL 35758

**Sale Price:** \$575,000

**Lot Size:** 1.48 Acres

**Price PSF:** \$8.92

**Closed:** 10/16/2020



B2 Zoning





### THE HEIGHTS AT TOWN MADISON

Bienville Street | Madison, AL 35758

**Sale Price:** \$1,500,000

**Lot Size:** 4 Acres

**Price PSF:** \$8.61

**Closed:** 06/19/2020



### GRAPHICS DR LAND

0 Graphics Dr | Madison, AL 35758

**Sale Price:** \$1,020,000

**Lot Size:** 2.85 Acres

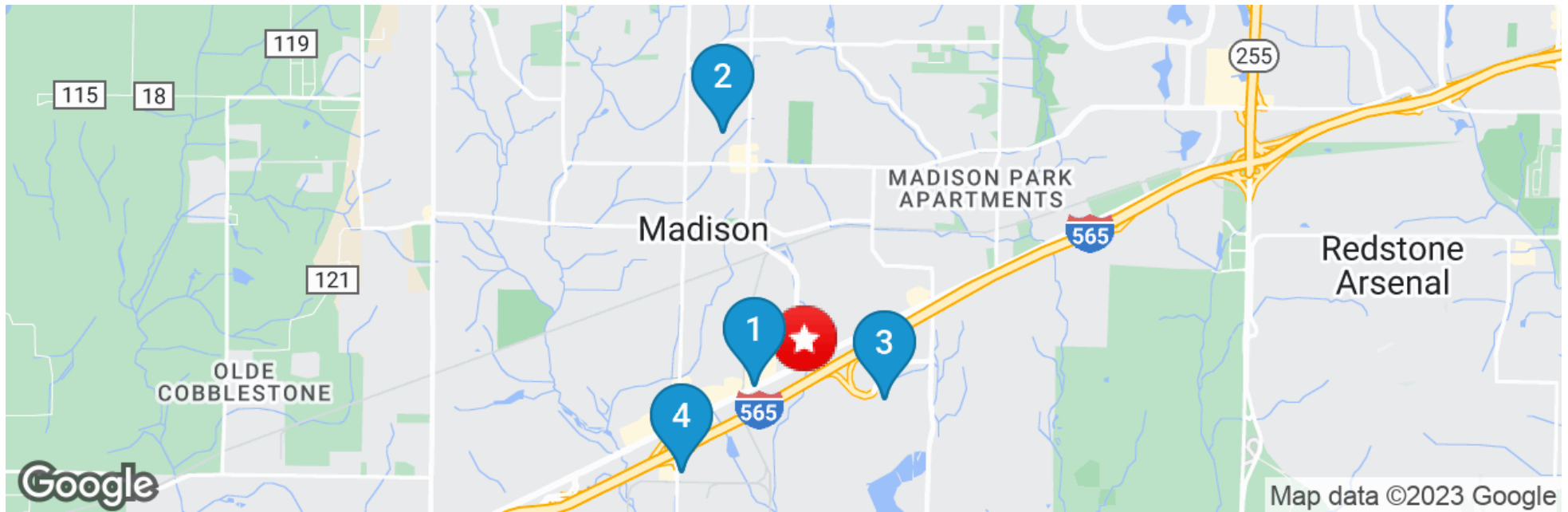
**Price PSF:** \$8.22

**Closed:** 09/11/2019



| SUBJECT PROPERTY  |  | PRICE       | LOT SIZE | PRICE/SF | PRICE/AC  |
|---|--|-------------|----------|----------|-----------|
| Hwy 20 Land<br>Hwy 20 [Madison Blvd]<br>Madison, AL 35758 |  | \$1,500,000 | 5.06 AC  | \$6.81   | \$296,443 |
| SALE COMPS  |  | PRICE       | LOT SIZE | PRICE/SF | PRICE/AC  |
| 1   | Parcel 3 Madison Blvd<br>Madison Blvd<br>Madison , AL 35758          | \$540,000   | 1.5 AC   | \$8.26   | \$360,000 |
| 2   | 101 Plaza Boulevard<br>101 Plaza Blvd<br>Madison, AL 35758           | \$575,000   | 1.48 AC  | \$8.92   | \$388,513 |
| 3   | The Heights at Town Madison<br>Bienville Street<br>Madison, AL 35758 | \$1,500,000 | 4 AC     | \$8.61   | \$375,000 |
| 4   | Graphics Dr Land<br>0 Graphics Dr<br>Madison, AL 35758               | \$1,020,000 | 2.85 AC  | \$8.22   | \$357,894 |
|   |  | PRICE       | LOT SIZE | PRICE/SF | PRICE/AC  |
| TOTALS/AVERAGES   |  | \$908,750   | 2.46 AC  | \$8.48   | \$369,410 |





## SUBJECT PROPERTY

Hwy 20 [Madison Blvd] | Madison, AL 35758



### PARCEL 3 MADISON BLVD

Madison Blvd  
Madison, AL 35758



### 101 PLAZA BOULEVARD

101 Plaza Blvd  
Madison, AL 35758



### THE HEIGHTS AT TOWN MADISON

Bienville Street  
Madison, AL 35758



### GRAPHICS DR LAND

O Graphics Dr  
Madison, AL 35758

## SECTION 5

# DEMOGRAPHICS





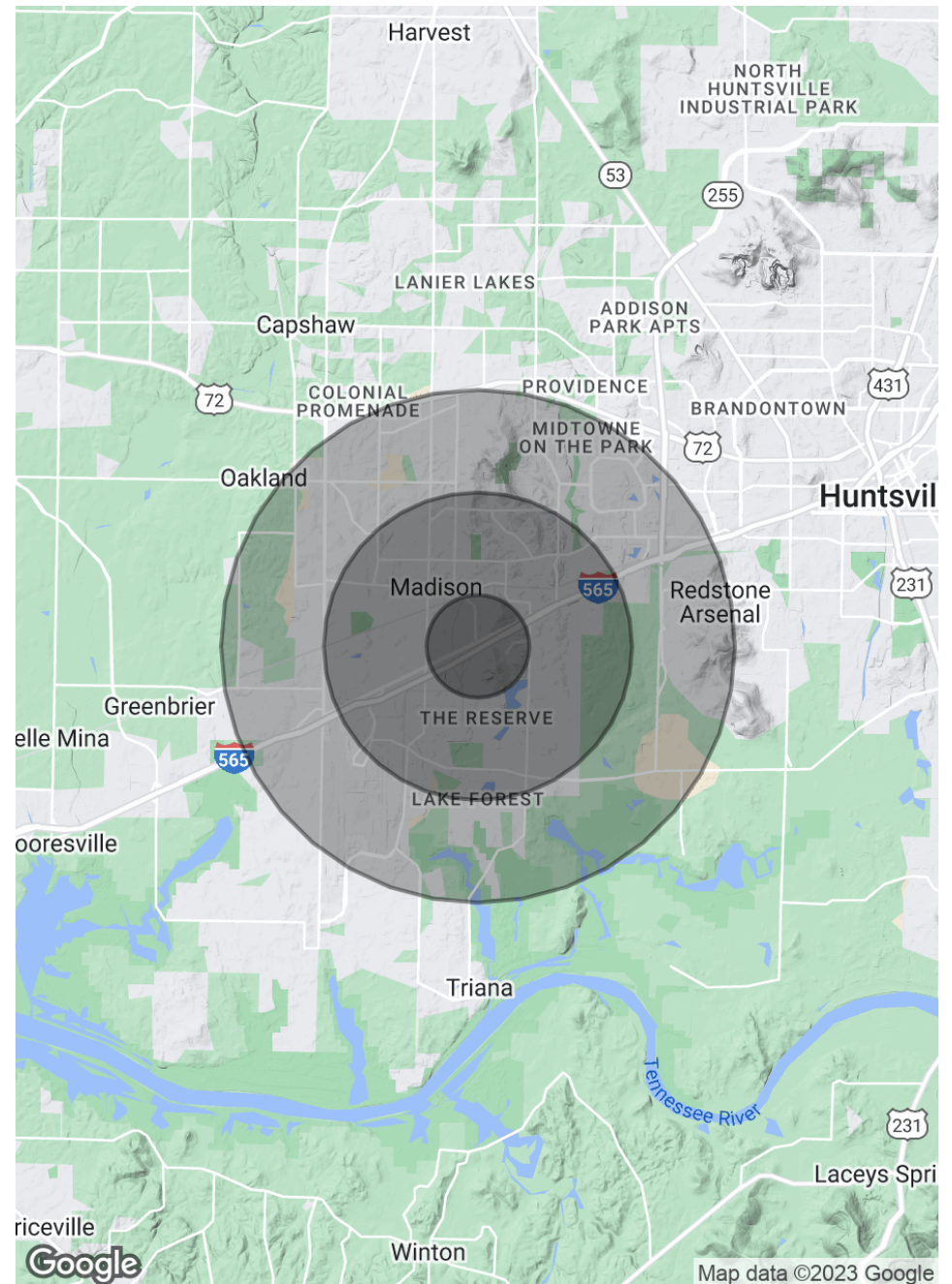
## POPULATION

|                      | 1 MILE | 3 MILES | 5 MILES |
|----------------------|--------|---------|---------|
| TOTAL POPULATION     | 2,680  | 23,495  | 52,861  |
| AVERAGE AGE          | 34.4   | 35.9    | 36.1    |
| AVERAGE AGE (MALE)   | 32.9   | 33.8    | 34.9    |
| AVERAGE AGE (FEMALE) | 35.2   | 37.1    | 36.7    |

## HOUSEHOLDS & INCOME

|                     | 1 MILE    | 3 MILES   | 5 MILES   |
|---------------------|-----------|-----------|-----------|
| TOTAL HOUSEHOLDS    | 1,230     | 9,796     | 20,484    |
| # OF PERSONS PER HH | 2.2       | 2.4       | 2.6       |
| AVERAGE HH INCOME   | \$74,360  | \$83,029  | \$93,170  |
| AVERAGE HOUSE VALUE | \$241,461 | \$221,238 | \$259,824 |

\* Demographic data derived from 2020 ACS - US Census



## SECTION 6

# ADVISOR BIOS





## NEIL VICTOR, CCIM

Senior Advisor

neil.victor@svn.com

**Direct:** 256.457.2277 | **Cell:** 256.457.2277

AL #80571 // MS #18606 TN #00307257

## PROFESSIONAL BACKGROUND

Neil Victor, CCIM, serves as Senior Advisor and Qualifying broker for SVN|Avat Realty, LLC specializing in the sale and leasing of multifamily and retail NNN properties. I am licensed in Alabama, Tennessee, & Mississippi. and Georgia Prior to joining SVN in 2007, Victor owned office machine and computer businesses for more than 27 years. In addition to being a community business leader, Victor has lived in the local area since 1969 after being transferred from his overseas military assignment to Huntsville, Alabama.

Victor has earned the prestigious Certified Commercial Investment Member (CCIM) designation and attends several continuing education classes in order to remain up-to-date in the industry.

Additionally, Mr. Victor is a member of the National Association of Realtors, the Alabama Chapter of CCIM and the 2010 President of North Alabama Commercial Realtor's Association. He earned a bachelors degree in Business from Athens State University in Athens Alabama and an Associates Degree from Calhoun Community College in Decatur, Alabama. Mr. Victor is a certified real estate instructor in the state of Alabama

Mr. Victor is an honored Army Veteran, having earned a Bronze Star while serving in the Vietnam War.

His wife and partner is Ava Terry, SVN Advisor and owner. Ava and Neil have been married since 1992. They have worked together in marketing and sales since the mid-1980's. The SVN culture has been an integral part of their business philosophy.

## EDUCATION

B.S. Athens State University  
CCIM Designee  
Certified Real Estate Instructor

### SVN | AVAT Realty, LLC

303 Williams Avenue SW, Suite 421  
Huntsville, AL 35801  
256.457.9916





## AVA TERRY

Qualifying Broker

ava.terry@svn.com

**Direct:** 256.457.9916 | **Cell:** 256.726.9096

AL #000080567-0

## PROFESSIONAL BACKGROUND

Ava Terry serves as managing director for SVN / Avat Realty, specializing in the sale of retail and land properties. Her company also has specialists in all major areas of commercial real estate throughout Alabama and Tennessee. Ava has been in commercial real estate since 2005 and has already secured many millions of dollars in transactions working alongside her partner and husband since 1987, Neil Victor, CCIM.

Prior to joining SVN, Ava and Neil worked together in the operation of their office machine and computer business, before becoming a licensed commercial real estate agent. Ava served as sales manager for their company in Huntsville, Alabama and with her extensive sales background; Ava oversaw all major accounts in North Alabama and closed the largest individual sale in company history.

As an active member of the industry Ava has completed specified educational and practical experience criteria in order to earn her Accredited Buyer Representative (ABR) designation, given by the Real Estate Buyer's Agent Council (REBAC) of the National Association of Realtors. In addition, Ava is a member of the Institute of Real Estate Management, the Huntsville Board of Realtors the National and the International Council of Shopping Centers.

Terry attended Mississippi State University. She currently resides in Madison, Alabama with her husband.

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