



LAND FOR LEASE

MOORESVILLE ROAD & HWY 72 LAND

14495 Mooresville Road, Athens, AL 35613



DEAN
Commercial Real Estate

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

14495 MOORESVILLE ROAD, ATHENS, AL 35613

MOORESVILLE ROAD & HWY 72 LAND



LAND FOR LEASE

EXECUTIVE SUMMARY



OFFERING SUMMARY

Available SF: 1.24 - 2.43 Acres

Lease Rate: Negotiable

Lot Size: 3.67 Acres

Zoning: County

Market: Huntsville MSA

Submarket: Athens

Traffic Count: 20,800

PROPERTY OVERVIEW

Will build-to-suit or offer as a ground lease. Front lot has pad ready for approximately 8000 SF.

LOCATION OVERVIEW

This land is located on highly visible Mooresville Rd and Hwy 72 on a hard corner.

Athens is centrally located in North Alabama which makes it an easy drive for a large population of potential customers or employees. Athens is located approximately 100 miles between Birmingham and Nashville. The city has 3 exits on Interstate 65, making it easy to reach these metropolitan areas and Huntsville. The average worker's commute time is 21 minutes. A highly-educated workforce and attractive business incentives fuel industry growth in multiple sectors, including aerospace, advanced manufacturing, automotive, biotechnology and robotics.



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.

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ADDITIONAL PHOTOS



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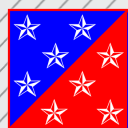
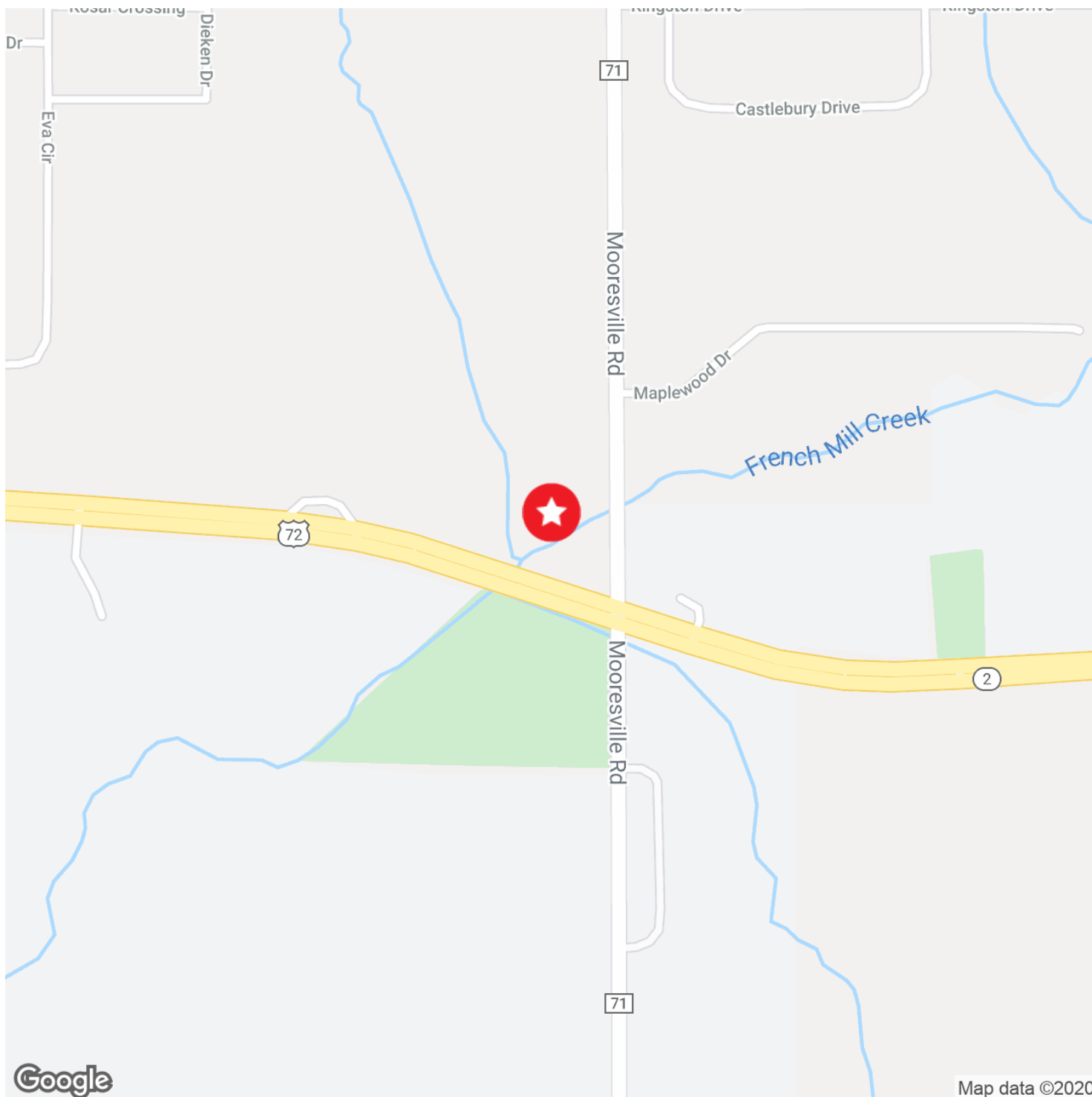
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LAND FOR LEASE

LOCATION MAPS



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Community Profile

25057-25145 US-72 W, Athens, Alabama, 35613
 Rings: 1, 5 mile radii

Terri Dean, CCIM
 Latitude: 34.76652
 Longitude: -86.87829

	1 mile	5 miles
Population Summary		
2000 Total Population	682	13,266
2010 Total Population	1,036	19,237
2020 Total Population	1,477	23,290
2020 Group Quarters	0	563
2025 Total Population	1,626	25,325
2020-2025 Annual Rate	1.94%	1.69%
2020 Total Daytime Population	1,215	22,436
Workers	337	8,931
Residents	878	13,505
Household Summary		
2000 Households	244	4,987
2000 Average Household Size	2.80	2.55
2010 Households	392	7,421
2010 Average Household Size	2.64	2.51
2020 Households	569	9,061
2020 Average Household Size	2.60	2.51
2025 Households	627	9,875
2025 Average Household Size	2.59	2.51
2020-2025 Annual Rate	1.96%	1.74%
2010 Families	308	5,690
2010 Average Family Size	3.01	2.90
2020 Families	439	6,835
2020 Average Family Size	2.98	2.91
2025 Families	480	7,401
2025 Average Family Size	2.99	2.92
2020-2025 Annual Rate	1.80%	1.60%
Housing Unit Summary		
2000 Housing Units	259	5,369
Owner Occupied Housing Units	83.8%	75.5%
Renter Occupied Housing Units	10.4%	17.4%
Vacant Housing Units	5.8%	7.1%
2010 Housing Units	414	7,919
Owner Occupied Housing Units	83.6%	78.2%
Renter Occupied Housing Units	11.1%	15.5%
Vacant Housing Units	5.3%	6.3%
2020 Housing Units	598	9,603
Owner Occupied Housing Units	83.8%	79.0%
Renter Occupied Housing Units	11.4%	15.4%
Vacant Housing Units	4.8%	5.6%
2025 Housing Units	657	10,438
Owner Occupied Housing Units	83.7%	79.2%
Renter Occupied Housing Units	11.7%	15.4%
Vacant Housing Units	4.6%	5.4%
Median Household Income		
2020	\$71,609	\$79,113
2025	\$75,659	\$82,616
Median Home Value		
2020	\$185,211	\$210,311
2025	\$201,506	\$220,231
Per Capita Income		
2020	\$31,762	\$36,123
2025	\$34,880	\$39,420
Median Age		
2010	38.8	38.8
2020	41.1	40.4
2025	42.6	41.5

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 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

July 25, 2020



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2020 Households by Income		
Household Income Base	569	9,061
<\$15,000	7.2%	5.3%
\$15,000 - \$24,999	4.4%	5.2%
\$25,000 - \$34,999	8.8%	6.9%
\$35,000 - \$49,999	9.8%	10.3%
\$50,000 - \$74,999	22.0%	18.2%
\$75,000 - \$99,999	22.3%	18.7%
\$100,000 - \$149,999	13.7%	20.0%
\$150,000 - \$199,999	9.3%	9.2%
\$200,000+	2.6%	6.2%
Average Household Income	\$82,500	\$95,641
2025 Households by Income		
Household Income Base	627	9,875
<\$15,000	7.0%	5.0%
\$15,000 - \$24,999	4.1%	4.9%
\$25,000 - \$34,999	8.3%	6.4%
\$35,000 - \$49,999	9.1%	9.4%
\$50,000 - \$74,999	20.6%	17.3%
\$75,000 - \$99,999	22.2%	18.7%
\$100,000 - \$149,999	14.4%	21.0%
\$150,000 - \$199,999	11.0%	10.5%
\$200,000+	3.3%	7.0%
Average Household Income	\$90,475	\$104,108
2020 Owner Occupied Housing Units by Value		
Total	501	7,585
<\$50,000	6.2%	5.8%
\$50,000 - \$99,999	9.4%	7.4%
\$100,000 - \$149,999	24.4%	16.1%
\$150,000 - \$199,999	14.2%	16.9%
\$200,000 - \$249,999	14.4%	18.9%
\$250,000 - \$299,999	10.6%	14.1%
\$300,000 - \$399,999	13.4%	12.5%
\$400,000 - \$499,999	4.4%	4.3%
\$500,000 - \$749,999	3.0%	3.3%
\$750,000 - \$999,999	0.0%	0.5%
\$1,000,000 - \$1,499,999	0.0%	0.1%
\$1,500,000 - \$1,999,999	0.0%	0.1%
\$2,000,000 +	0.0%	0.3%
Average Home Value	\$210,950	\$234,354
2025 Owner Occupied Housing Units by Value		
Total	550	8,268
<\$50,000	5.3%	4.9%
\$50,000 - \$99,999	8.0%	6.4%
\$100,000 - \$149,999	22.4%	14.6%
\$150,000 - \$199,999	14.0%	16.3%
\$200,000 - \$249,999	15.1%	19.6%
\$250,000 - \$299,999	11.6%	15.0%
\$300,000 - \$399,999	14.9%	13.7%
\$400,000 - \$499,999	5.1%	4.9%
\$500,000 - \$749,999	3.6%	3.9%
\$750,000 - \$999,999	0.2%	0.5%
\$1,000,000 - \$1,499,999	0.0%	0.1%
\$1,500,000 - \$1,999,999	0.0%	0.1%
\$2,000,000 +	0.0%	0.3%
Average Home Value	\$224,728	\$244,827

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.

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2010 Population by Age		
Total	1,035	19,238
0 - 4	6.7%	6.5%
5 - 9	6.6%	6.5%
10 - 14	8.0%	7.0%
15 - 24	11.8%	11.6%
25 - 34	11.5%	12.9%
35 - 44	15.4%	15.2%
45 - 54	16.7%	16.6%
55 - 64	12.9%	12.3%
65 - 74	6.7%	7.1%
75 - 84	3.1%	3.4%
85 +	0.8%	0.8%
18 +	74.0%	75.7%
2020 Population by Age		
Total	1,477	23,291
0 - 4	5.7%	5.7%
5 - 9	6.5%	6.3%
10 - 14	7.2%	6.7%
15 - 24	10.2%	10.5%
25 - 34	11.5%	12.9%
35 - 44	13.6%	13.9%
45 - 54	14.6%	14.1%
55 - 64	15.0%	14.5%
65 - 74	10.4%	9.8%
75 - 84	4.1%	4.3%
85 +	1.2%	1.2%
18 +	77.2%	77.8%
2025 Population by Age		
Total	1,626	25,326
0 - 4	5.6%	5.7%
5 - 9	6.2%	6.1%
10 - 14	7.1%	6.7%
15 - 24	9.8%	10.3%
25 - 34	10.5%	11.9%
35 - 44	14.7%	14.6%
45 - 54	12.8%	12.8%
55 - 64	15.3%	14.1%
65 - 74	10.7%	10.8%
75 - 84	5.8%	5.5%
85 +	1.5%	1.5%
18 +	77.1%	77.7%
2010 Population by Sex		
Males	507	9,748
Females	529	9,489
2020 Population by Sex		
Males	723	11,703
Females	754	11,588
2025 Population by Sex		
Males	802	12,719
Females	824	12,606

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

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2010 Population by Race/Ethnicity		
Total	1,035	19,238
White Alone	84.7%	79.3%
Black Alone	10.6%	14.6%
American Indian Alone	0.6%	0.6%
Asian Alone	1.3%	1.9%
Pacific Islander Alone	0.0%	0.1%
Some Other Race Alone	1.1%	1.7%
Two or More Races	1.7%	1.8%
Hispanic Origin	2.4%	3.5%
Diversity Index	30.6	39.3
2020 Population by Race/Ethnicity		
Total	1,477	23,289
White Alone	82.5%	76.5%
Black Alone	11.4%	15.3%
American Indian Alone	0.6%	0.6%
Asian Alone	1.6%	2.6%
Pacific Islander Alone	0.0%	0.2%
Some Other Race Alone	1.4%	2.1%
Two or More Races	2.6%	2.7%
Hispanic Origin	2.9%	4.3%
Diversity Index	34.6	44.0
2025 Population by Race/Ethnicity		
Total	1,625	25,325
White Alone	81.2%	75.2%
Black Alone	11.8%	15.6%
American Indian Alone	0.6%	0.7%
Asian Alone	1.8%	3.0%
Pacific Islander Alone	0.0%	0.2%
Some Other Race Alone	1.5%	2.3%
Two or More Races	3.0%	3.1%
Hispanic Origin	3.3%	4.7%
Diversity Index	37.0	46.2
2010 Population by Relationship and Household Type		
Total	1,036	19,237
In Households	100.0%	97.0%
In Family Households	90.6%	86.9%
Householder	30.0%	28.7%
Spouse	25.3%	23.7%
Child	32.2%	31.0%
Other relative	1.8%	2.4%
Nonrelative	1.2%	1.2%
In Nonfamily Households	9.4%	10.1%
In Group Quarters	0.0%	3.0%
Institutionalized Population	0.0%	3.0%
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 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

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2020 Population 25+ by Educational Attainment		
Total	1,041	16,495
Less than 9th Grade	12.0%	3.8%
9th - 12th Grade, No Diploma	9.4%	6.3%
High School Graduate	15.8%	18.2%
GED/Alternative Credential	4.3%	4.9%
Some College, No Degree	17.1%	20.6%
Associate Degree	11.4%	8.9%
Bachelor's Degree	22.5%	26.0%
Graduate/Professional Degree	7.5%	11.4%
2020 Population 15+ by Marital Status		
Total	1,191	18,939
Never Married	20.6%	27.1%
Married	62.0%	58.1%
Widowed	3.9%	3.9%
Divorced	13.4%	10.9%
2020 Civilian Population 16+ in Labor Force		
Civilian Population 16+	670	11,149
Population 16+ Employed	90.1%	88.6%
Population 16+ Unemployment rate	10.0%	11.4%
Population 16-24 Employed	9.4%	10.3%
Population 16-24 Unemployment rate	14.9%	17.5%
Population 25-54 Employed	68.9%	65.4%
Population 25-54 Unemployment rate	9.2%	11.1%
Population 55-64 Employed	17.5%	18.7%
Population 55-64 Unemployment rate	11.7%	9.6%
Population 65+ Employed	4.0%	5.6%
Population 65+ Unemployment rate	7.7%	9.0%
2020 Employed Population 16+ by Industry		
Total	604	9,875
Agriculture/Mining	0.0%	0.2%
Construction	13.2%	8.2%
Manufacturing	17.7%	15.9%
Wholesale Trade	2.5%	2.4%
Retail Trade	9.1%	10.4%
Transportation/Utilities	1.3%	4.2%
Information	1.8%	0.9%
Finance/Insurance/Real Estate	6.5%	5.2%
Services	40.9%	45.2%
Public Administration	6.6%	7.5%
2020 Employed Population 16+ by Occupation		
Total	604	9,877
White Collar	65.6%	67.9%
Management/Business/Financial	18.5%	19.0%
Professional	25.7%	26.6%
Sales	10.4%	10.2%
Administrative Support	10.9%	12.1%
Services	7.8%	11.9%
Blue Collar	26.7%	20.2%
Farming/Forestry/Fishing	0.0%	0.1%
Construction/Extraction	11.3%	5.6%
Installation/Maintenance/Repair	2.8%	2.5%
Production	7.0%	7.0%
Transportation/Material Moving	5.6%	5.0%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

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2010 Households by Type		
Total	392	7,421
Households with 1 Person	18.6%	20.3%
Households with 2+ People	81.4%	79.7%
Family Households	78.6%	76.7%
Husband-wife Families	66.3%	63.4%
With Related Children	30.1%	27.6%
Other Family (No Spouse Present)	12.2%	13.3%
Other Family with Male Householder	3.8%	3.4%
With Related Children	2.6%	2.0%
Other Family with Female Householder	8.4%	9.9%
With Related Children	5.1%	6.5%
Nonfamily Households	2.8%	3.0%
All Households with Children	38.3%	36.3%
Multigenerational Households	2.8%	3.0%
Unmarried Partner Households	3.3%	3.7%
Male-female	2.6%	3.0%
Same-sex	0.8%	0.7%
2010 Households by Size		
Total	392	7,420
1 Person Household	18.6%	20.3%
2 Person Household	37.8%	37.2%
3 Person Household	18.1%	17.8%
4 Person Household	16.8%	16.1%
5 Person Household	6.1%	5.8%
6 Person Household	2.0%	1.9%
7 + Person Household	0.5%	0.9%
2010 Households by Tenure and Mortgage Status		
Total	392	7,421
Owner Occupied	88.3%	83.5%
Owned with a Mortgage/Loan	70.2%	62.5%
Owned Free and Clear	18.4%	21.0%
Renter Occupied	11.7%	16.5%
2020 Affordability, Mortgage and Wealth		
Housing Affordability Index	237	231
Percent of Income for Mortgage	10.8%	11.1%
Wealth Index	82	109
2010 Housing Units By Urban/ Rural Status		
Total Housing Units	414	7,919
Housing Units Inside Urbanized Area	5.3%	18.4%
Housing Units Inside Urbanized Cluster	43.0%	37.7%
Rural Housing Units	51.7%	43.9%
2010 Population By Urban/ Rural Status		
Total Population	1,036	19,237
Population Inside Urbanized Area	6.6%	22.5%
Population Inside Urbanized Cluster	43.0%	36.7%
Rural Population	50.6%	40.8%

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 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

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Top 3 Tapestry Segments		
1.	Green Acres (6A)	Green Acres (6A)
2.	Soccer Moms (4A)	Middleburg (4C)
3.		Soccer Moms (4A)
2020 Consumer Spending		
Apparel & Services: Total \$	\$1,088,719	\$20,323,476
Average Spent	\$1,913.39	\$2,242.96
Spending Potential Index	89	105
Education: Total \$	\$939,359	\$16,236,042
Average Spent	\$1,650.89	\$1,791.86
Spending Potential Index	92	100
Entertainment/Recreation: Total \$	\$1,700,818	\$32,108,405
Average Spent	\$2,989.14	\$3,543.58
Spending Potential Index	92	109
Food at Home: Total \$	\$2,666,133	\$51,157,986
Average Spent	\$4,685.65	\$5,645.95
Spending Potential Index	88	106
Food Away from Home: Total \$	\$1,891,724	\$35,796,653
Average Spent	\$3,324.65	\$3,950.63
Spending Potential Index	88	105
Health Care: Total \$	\$3,089,005	\$58,694,183
Average Spent	\$5,428.83	\$6,477.67
Spending Potential Index	94	113
HH Furnishings & Equipment: Total \$	\$1,175,929	\$21,684,944
Average Spent	\$2,066.66	\$2,393.22
Spending Potential Index	95	110
Personal Care Products & Services: Total \$	\$480,307	\$8,970,112
Average Spent	\$844.12	\$989.97
Spending Potential Index	92	108
Shelter: Total \$	\$9,575,298	\$176,136,727
Average Spent	\$16,828.29	\$19,438.99
Spending Potential Index	87	100
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$1,271,395	\$23,758,015
Average Spent	\$2,234.44	\$2,622.01
Spending Potential Index	95	112
Travel: Total \$	\$1,294,575	\$23,254,567
Average Spent	\$2,275.18	\$2,566.45
Spending Potential Index	94	106
Vehicle Maintenance & Repairs: Total \$	\$595,910	\$11,372,494
Average Spent	\$1,047.29	\$1,255.10
Spending Potential Index	90	108

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 2017 and 2018 Consumer Expenditure Surveys, Bureau of Labor Statistics. Esri.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2020 and 2025 Esri converted Census 2000 data into 2010 geography.

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Retail MarketPlace Profile

25057-25145 US-72 W, Athens, Alabama, 35613

Ring: 1 mile radius

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Summary Demographics

2020 Population	1,477
2020 Households	569
2020 Median Disposable Income	\$55,390
2020 Per Capita Income	\$31,762

NOTE: This database is in mature status. While the data are presented in current year geography, all supply- and demand-related estimates remain vintage 2017.

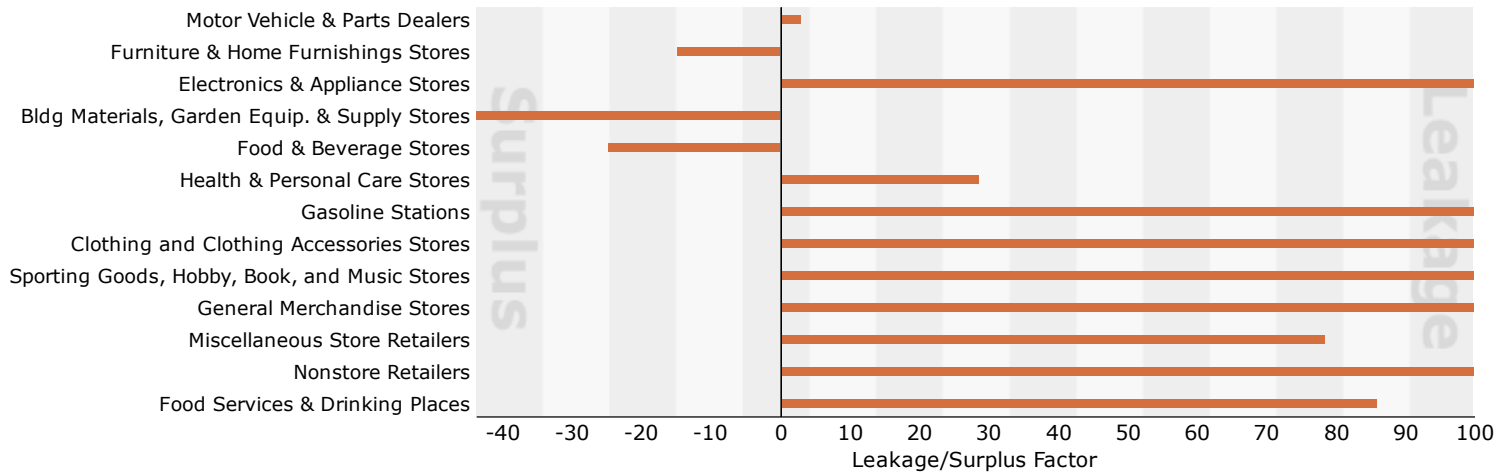
2017 Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$19,352,437	\$13,649,339	\$5,703,098	17.3	7
Total Retail Trade	44-45	\$17,477,543	\$13,508,699	\$3,968,844	12.8	6
Total Food & Drink	722	\$1,874,894	\$140,640	\$1,734,254	86.0	1
2017 Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$3,789,978	\$3,562,272	\$227,706	3.1	2
Automobile Dealers	4411	\$2,926,927	\$3,562,272	-\$635,345	-9.8	2
Other Motor Vehicle Dealers	4412	\$486,660	\$0	\$486,660	100.0	0
Auto Parts, Accessories & Tire Stores	4413	\$376,390	\$0	\$376,390	100.0	0
Furniture & Home Furnishings Stores	442	\$643,404	\$867,993	-\$224,589	-14.9	1
Furniture Stores	4421	\$365,736	\$0	\$365,736	100.0	0
Home Furnishings Stores	4422	\$277,668	\$697,263	-\$419,595	-43.0	1
Electronics & Appliance Stores	443	\$531,387	\$0	\$531,387	100.0	0
Bldg Materials, Garden Equip. & Supply Stores	444	\$1,201,512	\$3,076,655	-\$1,875,143	-43.8	1
Bldg Material & Supplies Dealers	4441	\$1,119,317	\$3,076,655	-\$1,957,338	-46.6	1
Lawn & Garden Equip & Supply Stores	4442	\$82,195	\$0	\$82,195	100.0	0
Food & Beverage Stores	445	\$2,691,990	\$4,479,090	-\$1,787,100	-24.9	1
Grocery Stores	4451	\$2,468,118	\$0	\$2,468,118	100.0	0
Specialty Food Stores	4452	\$97,352	\$0	\$97,352	100.0	0
Beer, Wine & Liquor Stores	4453	\$126,520	\$0	\$126,520	100.0	0
Health & Personal Care Stores	446,4461	\$1,071,526	\$593,464	\$478,062	28.7	1
Gasoline Stations	447,4471	\$2,064,413	\$0	\$2,064,413	100.0	0
Clothing & Clothing Accessories Stores	448	\$641,097	\$0	\$641,097	100.0	0
Clothing Stores	4481	\$414,582	\$0	\$414,582	100.0	0
Shoe Stores	4482	\$91,255	\$0	\$91,255	100.0	0
Jewelry, Luggage & Leather Goods Stores	4483	\$135,259	\$0	\$135,259	100.0	0
Sporting Goods, Hobby, Book & Music Stores	451	\$579,721	\$0	\$579,721	100.0	0
Sporting Goods/Hobby/Musical Instr Stores	4511	\$500,320	\$0	\$500,320	100.0	0
Book, Periodical & Music Stores	4512	\$79,401	\$0	\$79,401	100.0	0
General Merchandise Stores	452	\$3,409,363	\$0	\$3,409,363	100.0	0
Department Stores Excluding Leased Depts.	4521	\$2,409,168	\$0	\$2,409,168	100.0	0
Other General Merchandise Stores	4529	\$1,000,194	\$0	\$1,000,194	100.0	0
Miscellaneous Store Retailers	453	\$726,405	\$87,160	\$639,245	78.6	1
Florists	4531	\$37,288	\$0	\$37,288	100.0	0
Office Supplies, Stationery & Gift Stores	4532	\$142,905	\$0	\$142,905	100.0	0
Used Merchandise Stores	4533	\$126,959	\$0	\$126,959	100.0	0
Other Miscellaneous Store Retailers	4539	\$419,253	\$0	\$419,253	100.0	0
Nonstore Retailers	454	\$126,747	\$0	\$126,747	100.0	0
Electronic Shopping & Mail-Order Houses	4541	\$39,577	\$0	\$39,577	100.0	0
Vending Machine Operators	4542	\$21,218	\$0	\$21,218	100.0	0
Direct Selling Establishments	4543	\$65,952	\$0	\$65,952	100.0	0
Food Services & Drinking Places	722	\$1,874,894	\$140,640	\$1,734,254	86.0	1
Special Food Services	7223	\$11,068	\$0	\$11,068	100.0	0
Drinking Places - Alcoholic Beverages	7224	\$44,184	\$0	\$44,184	100.0	0
Restaurants/Other Eating Places	7225	\$1,819,642	\$102,080	\$1,717,562	89.4	1

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.

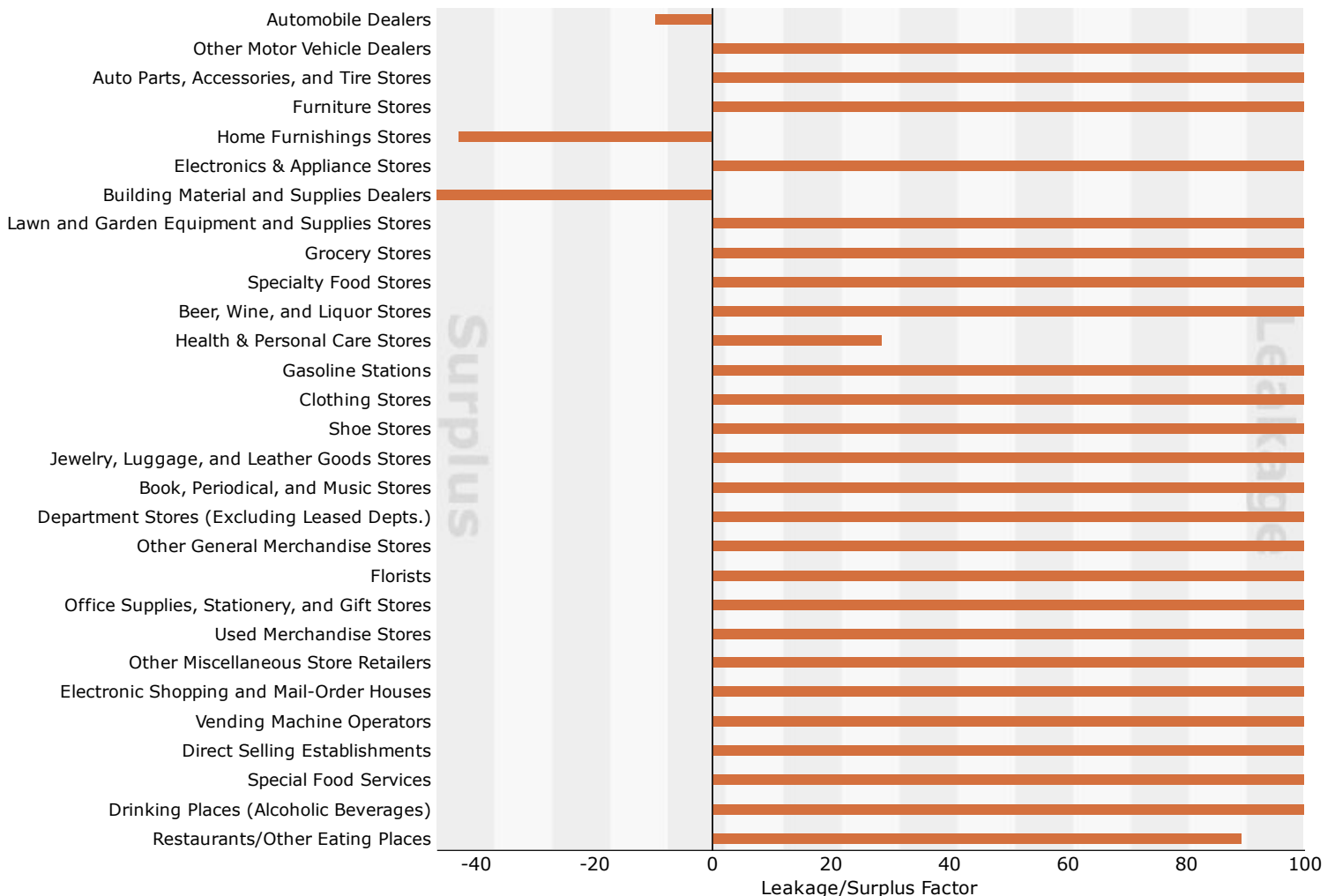
<http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



Retail MarketPlace Profile

25057-25145 US-72 W, Athens, Alabama, 35613
 Ring: 5 mile radius

Terri Dean, CCIM
 Latitude: 34.76652
 Longitude: -86.87829

Summary Demographics

2020 Population	23,290
2020 Households	9,061
2020 Median Disposable Income	\$61,060
2020 Per Capita Income	\$36,123

NOTE: This database is in mature status. While the data are presented in current year geography, all supply- and demand-related estimates remain vintage 2017.

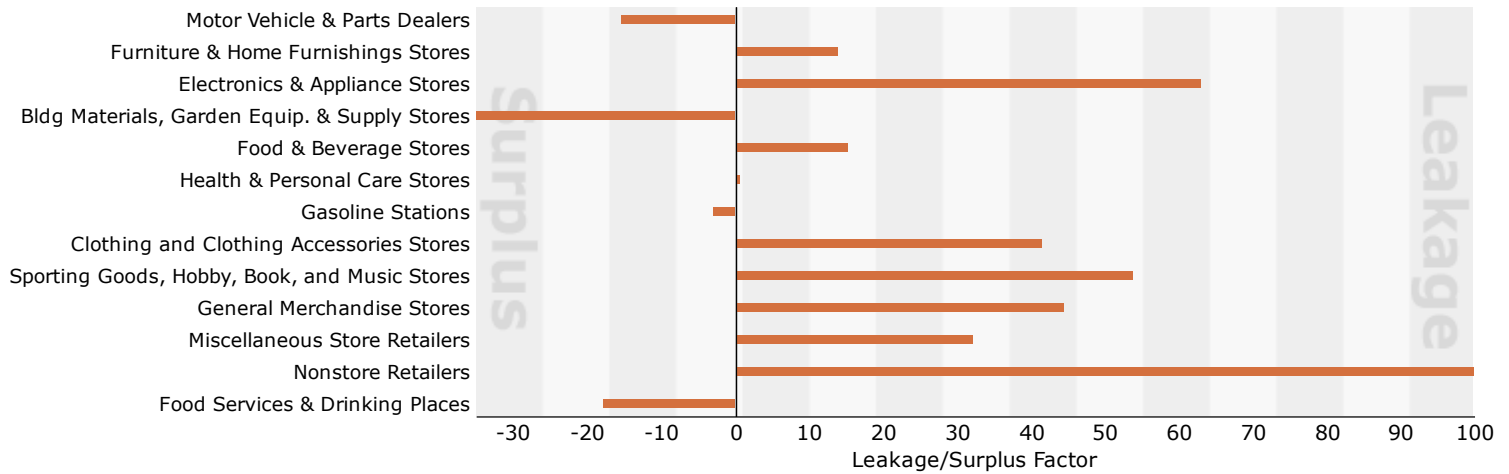
2017 Industry Summary	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink	44-45,722	\$325,805,825	\$309,526,282	\$16,279,543	2.6	166
Total Retail Trade	44-45	\$294,872,632	\$265,100,007	\$29,772,625	5.3	118
Total Food & Drink	722	\$30,933,193	\$44,426,275	-\$13,493,082	-17.9	47
2017 Industry Group	NAICS	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers	441	\$65,240,932	\$89,108,603	-\$23,867,671	-15.5	22
Automobile Dealers	4411	\$50,660,688	\$61,620,390	-\$10,959,702	-9.8	14
Other Motor Vehicle Dealers	4412	\$8,290,001	\$3,819,358	\$4,470,643	36.9	2
Auto Parts, Accessories & Tire Stores	4413	\$6,290,243	\$23,668,855	-\$17,378,612	-58.0	6
Furniture & Home Furnishings Stores	442	\$10,605,047	\$8,005,693	\$2,599,354	14.0	9
Furniture Stores	4421	\$6,095,571	\$3,246,623	\$2,848,948	30.5	5
Home Furnishings Stores	4422	\$4,509,476	\$4,759,069	-\$249,593	-2.7	5
Electronics & Appliance Stores	443	\$8,763,320	\$1,981,044	\$6,782,276	63.1	4
Bldg Materials, Garden Equip. & Supply Stores	444	\$20,056,267	\$41,738,145	-\$21,681,878	-35.1	9
Bldg Material & Supplies Dealers	4441	\$18,732,893	\$38,416,155	-\$19,683,262	-34.4	6
Lawn & Garden Equip & Supply Stores	4442	\$1,323,373	\$3,321,990	-\$1,998,617	-43.0	3
Food & Beverage Stores	445	\$45,304,376	\$33,286,026	\$12,018,350	15.3	10
Grocery Stores	4451	\$41,628,095	\$32,020,001	\$9,608,094	13.0	7
Specialty Food Stores	4452	\$1,641,371	\$386,734	\$1,254,637	61.9	2
Beer, Wine & Liquor Stores	4453	\$2,034,910	\$879,291	\$1,155,619	39.7	1
Health & Personal Care Stores	446,4461	\$18,013,969	\$17,780,793	\$233,176	0.7	9
Gasoline Stations	447,4471	\$35,743,468	\$37,931,487	-\$2,188,019	-3.0	13
Clothing & Clothing Accessories Stores	448	\$10,431,491	\$4,292,627	\$6,138,864	41.7	8
Clothing Stores	4481	\$6,783,128	\$3,375,463	\$3,407,665	33.5	7
Shoe Stores	4482	\$1,520,441	\$885,463	\$634,978	26.4	1
Jewelry, Luggage & Leather Goods Stores	4483	\$2,127,922	\$0	\$2,127,922	100.0	0
Sporting Goods, Hobby, Book & Music Stores	451	\$9,562,017	\$2,860,586	\$6,701,431	53.9	7
Sporting Goods/Hobby/Musical Instr Stores	4511	\$8,256,409	\$2,717,130	\$5,539,279	50.5	6
Book, Periodical & Music Stores	4512	\$1,305,608	\$0	\$1,305,608	100.0	0
General Merchandise Stores	452	\$56,764,178	\$21,776,044	\$34,988,134	44.5	6
Department Stores Excluding Leased Depts.	4521	\$39,883,124	\$17,231,934	\$22,651,190	39.7	1
Other General Merchandise Stores	4529	\$16,881,054	\$4,544,110	\$12,336,944	57.6	6
Miscellaneous Store Retailers	453	\$12,351,133	\$6,338,960	\$6,012,173	32.2	20
Florists	4531	\$570,752	\$829,778	-\$259,026	-18.5	5
Office Supplies, Stationery & Gift Stores	4532	\$2,355,323	\$2,544,233	-\$188,910	-3.9	4
Used Merchandise Stores	4533	\$2,099,917	\$1,562,989	\$536,928	14.7	6
Other Miscellaneous Store Retailers	4539	\$7,325,141	\$1,401,960	\$5,923,181	67.9	5
Nonstore Retailers	454	\$2,036,435	\$0	\$2,036,435	100.0	0
Electronic Shopping & Mail-Order Houses	4541	\$659,094	\$0	\$659,094	100.0	0
Vending Machine Operators	4542	\$358,436	\$0	\$358,436	100.0	0
Direct Selling Establishments	4543	\$1,018,905	\$0	\$1,018,905	100.0	0
Food Services & Drinking Places	722	\$30,933,193	\$44,426,275	-\$13,493,082	-17.9	47
Special Food Services	7223	\$180,656	\$169,444	\$11,212	3.2	2
Drinking Places - Alcoholic Beverages	7224	\$695,962	\$0	\$695,962	100.0	0
Restaurants/Other Eating Places	7225	\$30,056,575	\$44,211,903	-\$14,155,328	-19.1	45

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.

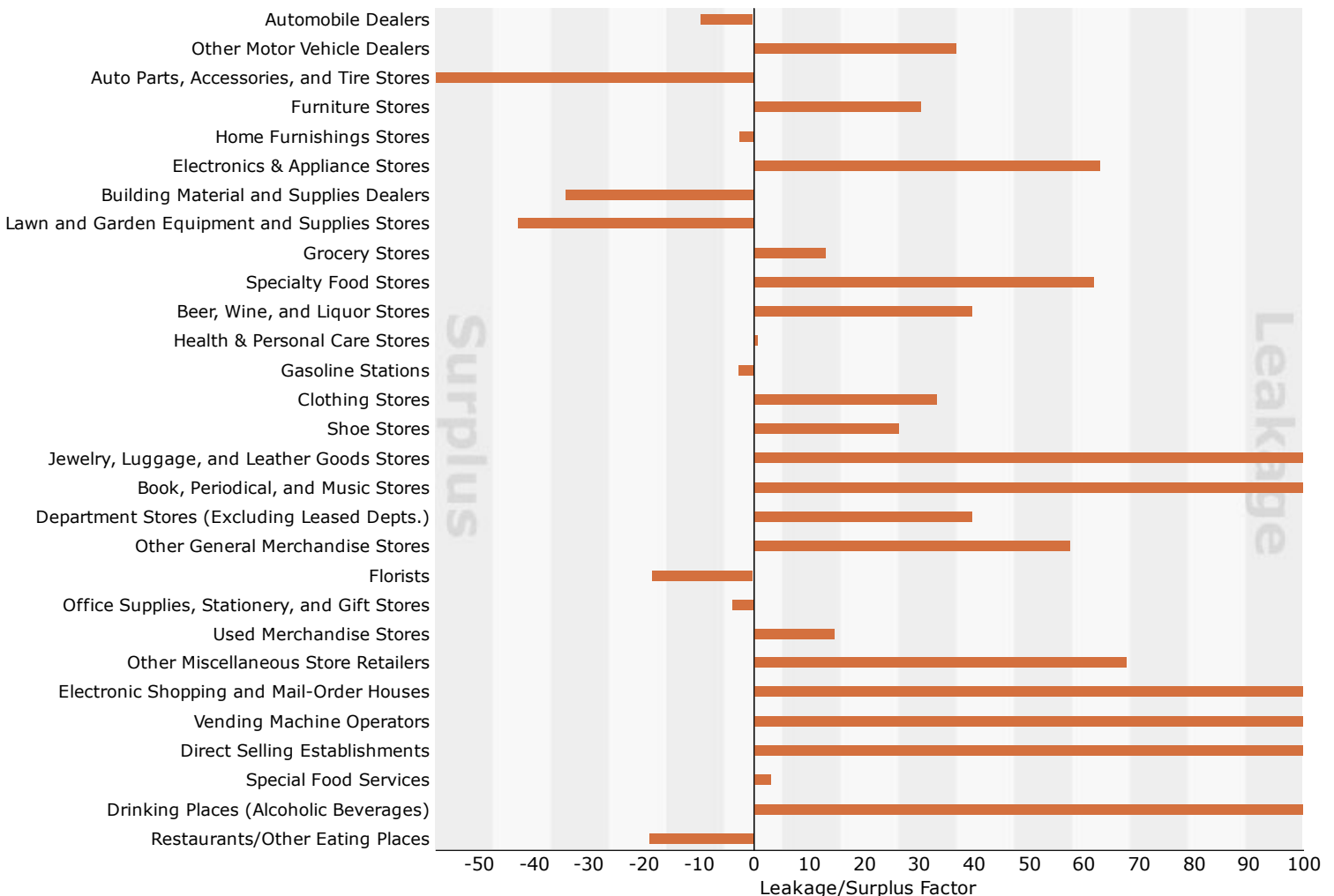
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2017 Leakage/Surplus Factor by Industry Subsector



2017 Leakage/Surplus Factor by Industry Group



14495 MOORESVILLE ROAD, ATHENS, AL 35613

MOORESVILLE ROAD & HWY 72 LAND



LAND FOR LEASE

ADVISOR BIO 1



TERRI DEAN, CCIM

Broker/Owner

terri@deancre.com

Direct: 256.975.4716

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 12 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.

Terri is actively involved on the board of the Women's Business Council. She is also involved in the Huntsville/Madison County Chamber of Commerce.

EDUCATION

Terri earned her Bachelor of Arts degree in International Business from Maryville College in Maryville, Tennessee in 1996. To complete her studies, she finished her study abroad at Universite Catholique de L'Ouest in Angers, France.

MEMBERSHIPS

Alabama CCIM Chapter
Huntsville/Madison County Chamber of Commerce
International Council of Shopping Centers
Women's Business Council

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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