



FORMER AUTOMOBILE DEALERSHIP ALONG HWY 31

3511 HIGHWAY 31 S, DECATUR, AL 35603



GATEWAY
COMMERCIAL BROKERAGE

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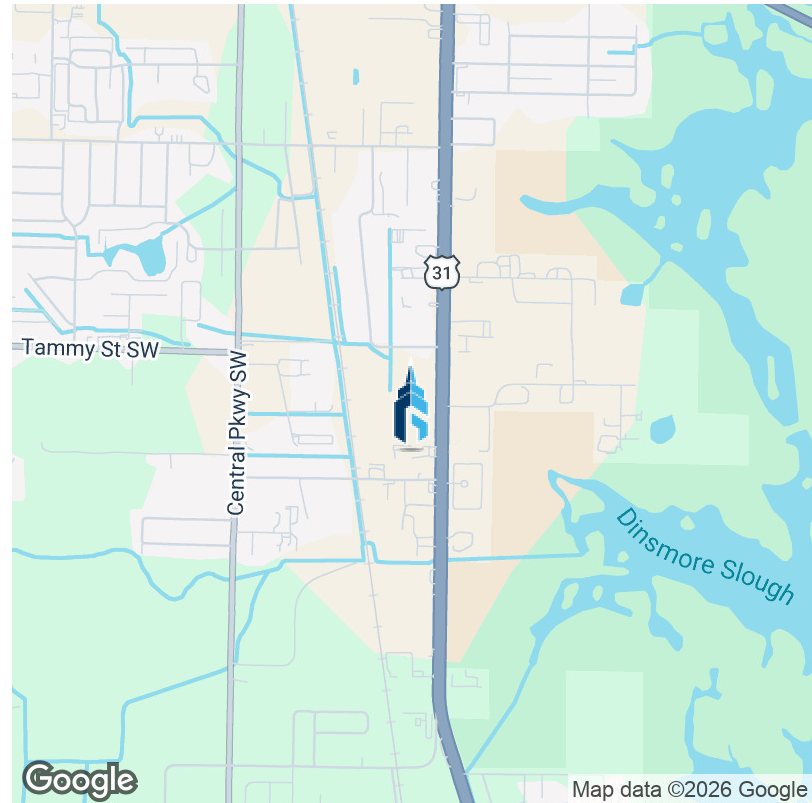
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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Gateway Commercial Brokerage, Inc. in compliance with all applicable fair housing and equal opportunity laws.



| OFFERING SUMMARY | |
|------------------|-------------------------------|
| Lease Rate: | \$4,100 per month (NNN) |
| Building Size: | 2,420 SF |
| Lot Size: | 1.26 Acres |
| Year Built: | 1999 |
| Zoning: | CC |
| Market: | Decatur |
| Submarket: | South Decatur Retail Corridor |
| Traffic Count: | 18,000 |

PROPERTY OVERVIEW

Discover a prime leasing opportunity at this prominent property on the main north/south artery from Decatur to Hartselle. Boasting high visibility and accessibility along Highway 31 S, this versatile space offers an ideal setting for retail and commercial endeavors. With two buildings and ample parking, the property is poised to accommodate a wide range of business needs. Embrace the opportunity to showcase your brand to a steady flow of passing traffic, and capitalize on the dynamic potential of this thriving commercial hub. Formerly Car-Mart, the ideal use would be an auto or service business. Whether establishing a new venture or expanding an existing one, this property presents the perfect canvas to realize your business aspirations.

PROPERTY HIGHLIGHTS

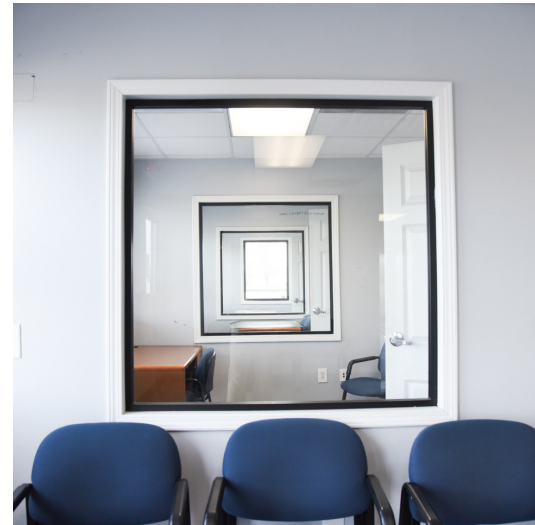
- Highly visible with great frontage
- Surrounded by established retail, auto, service businesses
- Large paved lot
- Heated back building with special lighting for auto detailing



PROPERTY INFORMATION

3511 Highway 31 S, Decatur, AL 35603

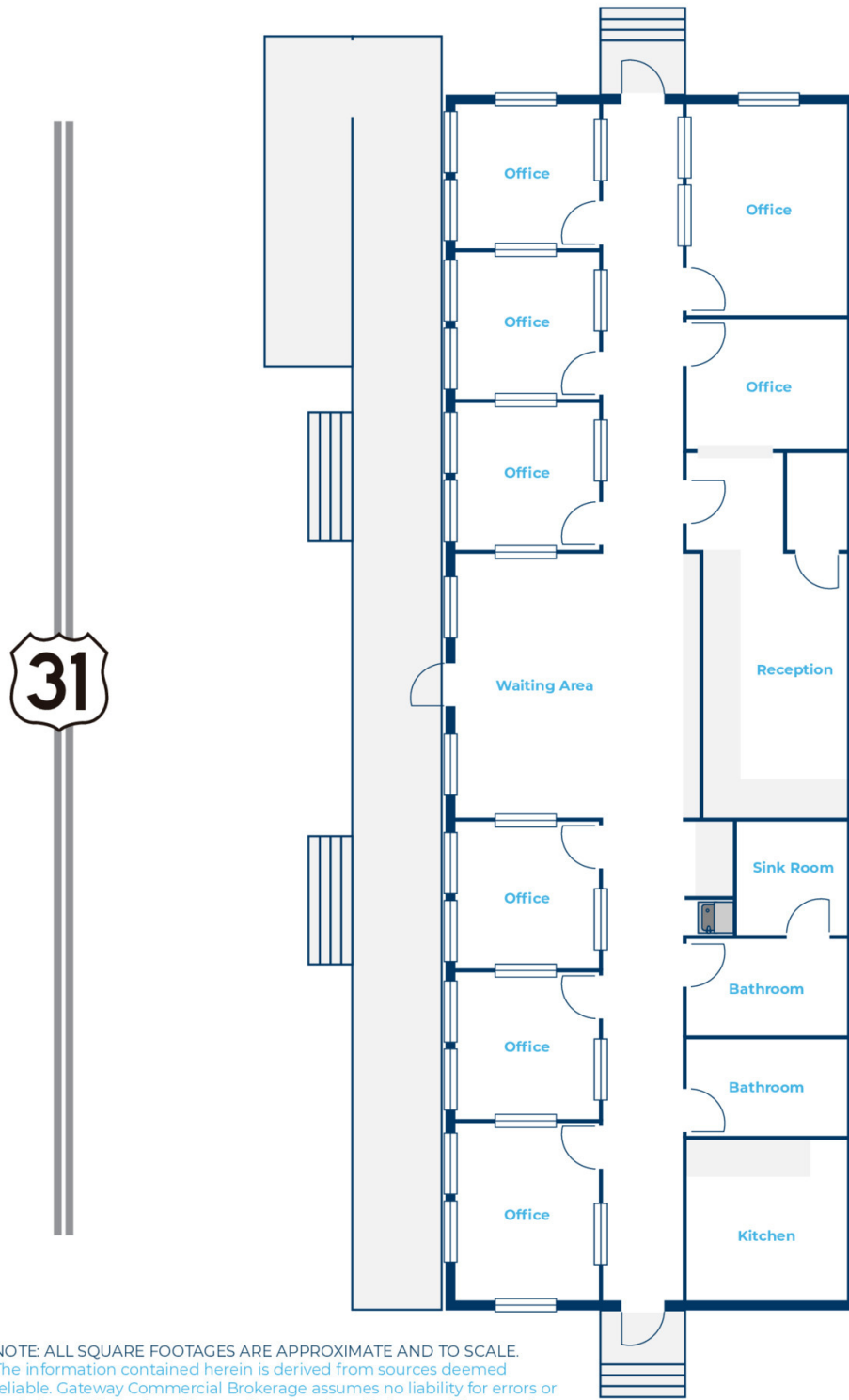
ADDITIONAL PHOTOS



ADDITIONAL PHOTOS



FLOOR PLANS



NOTE: ALL SQUARE FOOTAGES ARE APPROXIMATE AND TO SCALE.
The information contained herein is derived from sources deemed reliable. Gateway Commercial Brokerage assumes no liability for errors or omissions. Offering is subject to change or be withdrawn without notice.



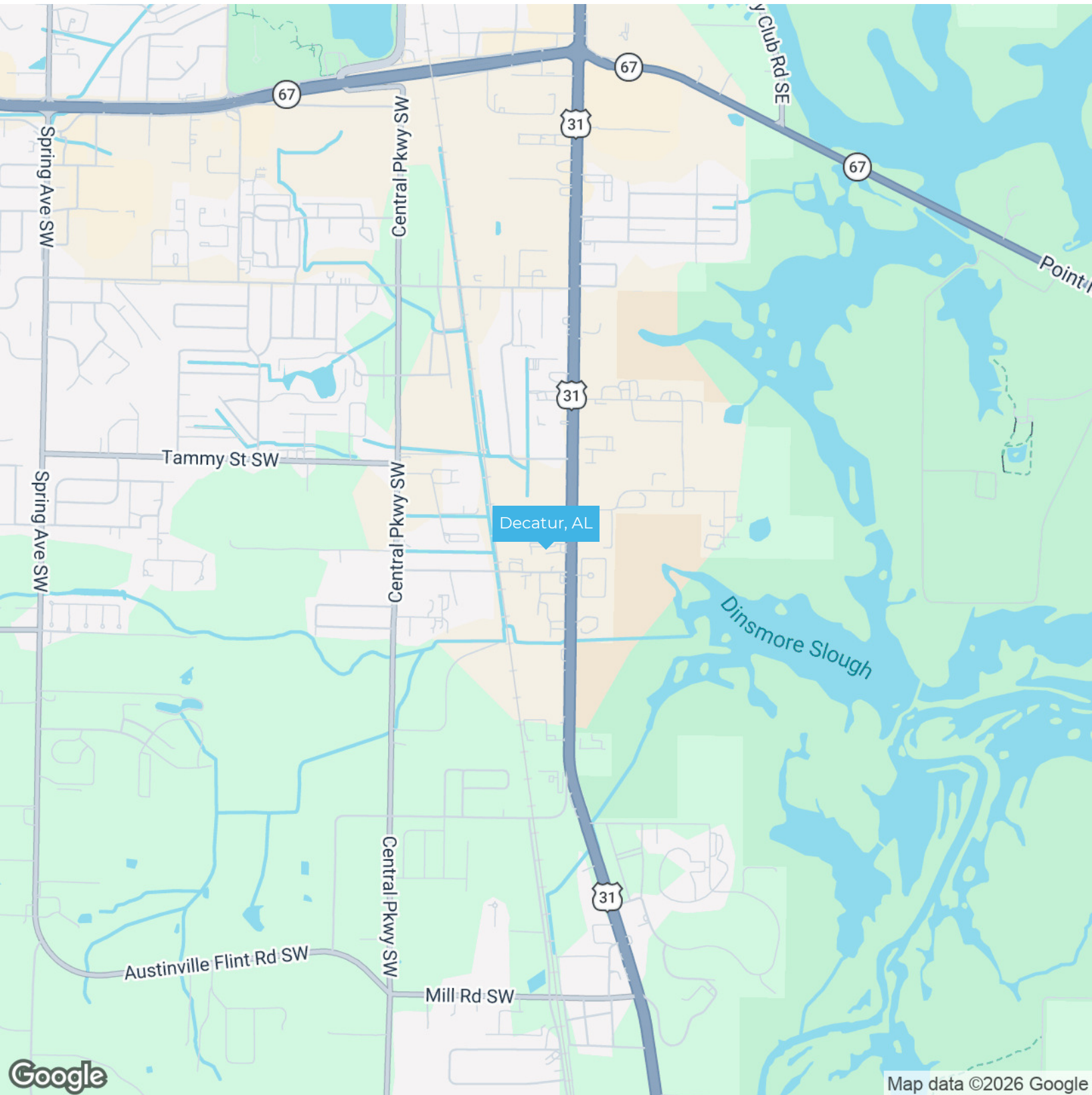
LOCATION INFORMATION

3511 Highway 31 S, Decatur, AL 35603

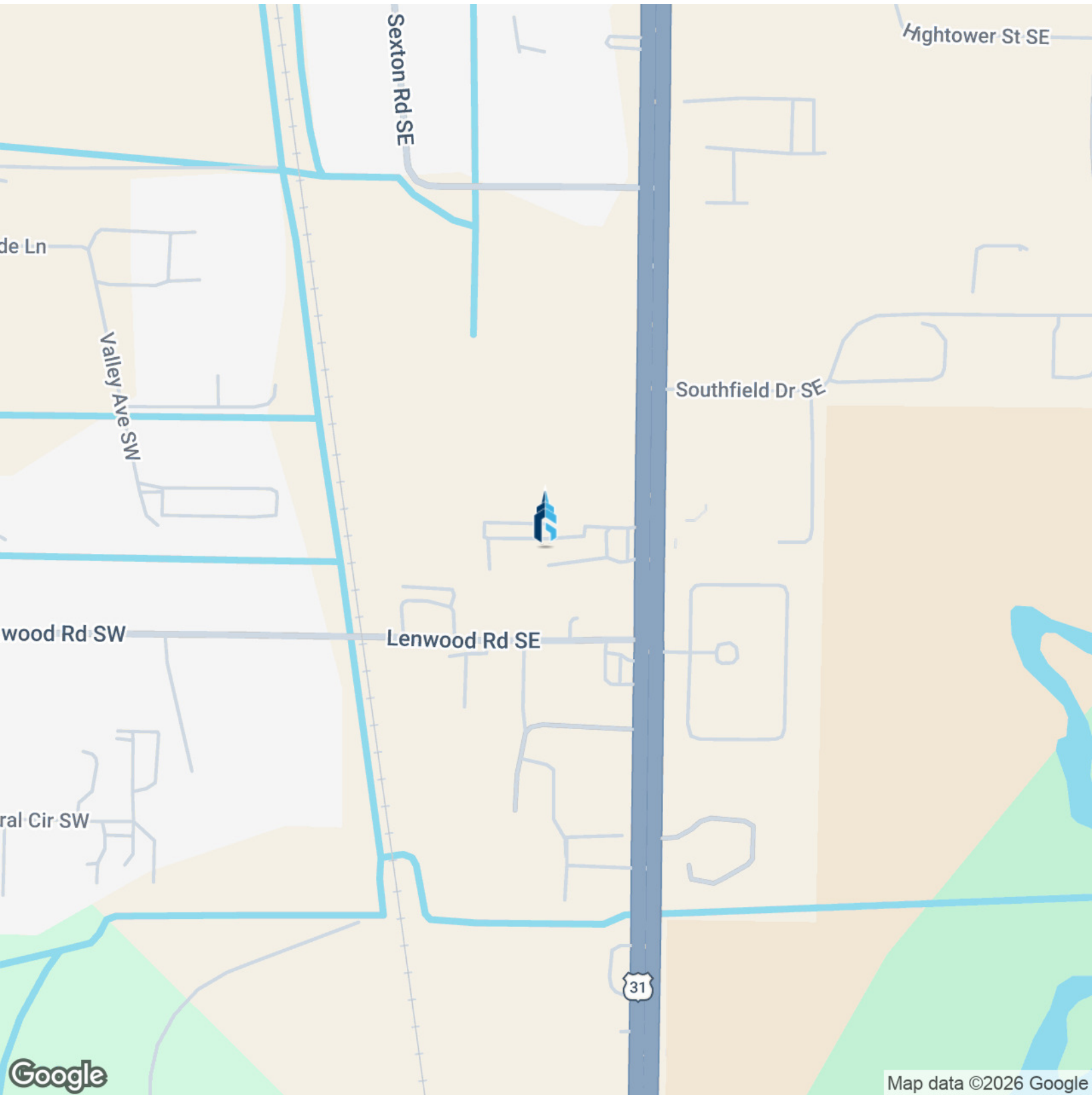
AERIAL MAP



REGIONAL MAP



LOCATION MAP

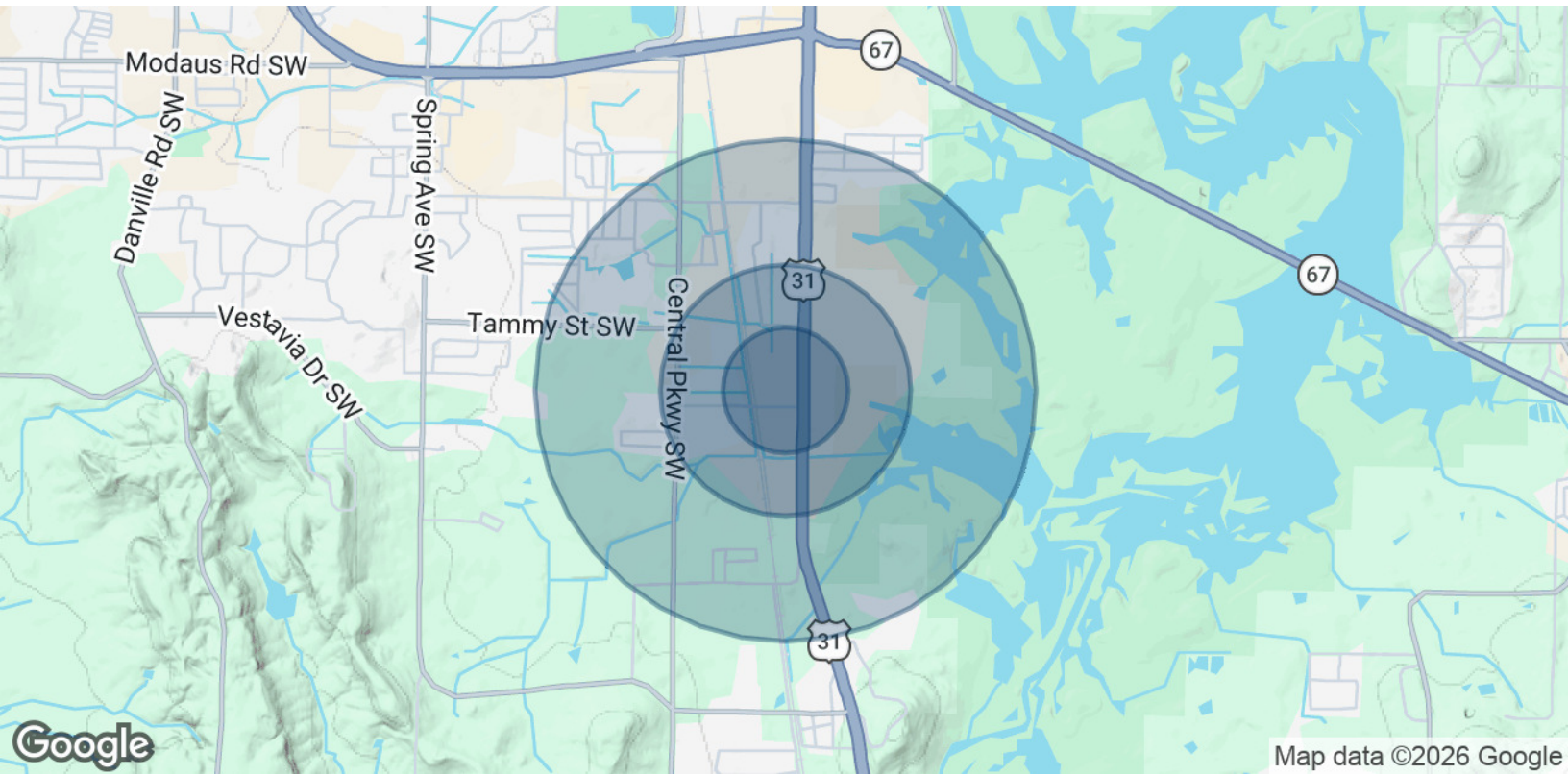




DEMOGRAPHICS

3511 Highway 31 S, Decatur, AL 35603

DEMOGRAPHICS MAP & REPORT



| POPULATION | 0.25 MILES | 0.5 MILES | 1 MILE |
|----------------------|------------|-----------|--------|
| Total Population | 38 | 160 | 1,831 |
| Average Age | 61.1 | 58.4 | 41.8 |
| Average Age (Male) | 32.7 | 34.3 | 35.5 |
| Average Age (Female) | 63.8 | 60.7 | 47.3 |

| HOUSEHOLDS & INCOME | 0.25 MILES | 0.5 MILES | 1 MILE |
|---------------------|------------|-----------|-----------|
| Total Households | 15 | 64 | 728 |
| # of Persons per HH | 2.5 | 2.5 | 2.5 |
| Average HH Income | \$73,338 | \$74,074 | \$74,031 |
| Average House Value | \$113,598 | \$129,019 | \$160,754 |

2023 American Community Survey (ACS)

Executive Summary

3507-3511 Highway 31 S
 3507-3511 Highway 31 S, Decatur, Alabama, 35603
 Rings: 1, 3, 5 mile radii




| Population | 1 mile | 3 miles | 5 miles |
|-----------------------|--------|---------|---------|
| 2010 Population | 1,914 | 23,450 | 57,664 |
| 2020 Population | 2,135 | 24,759 | 60,173 |
| 2025 Population | 2,189 | 24,903 | 60,881 |
| 2030 Population | 2,177 | 24,998 | 61,152 |
| 2010-2020 Annual Rate | 1.10% | 0.54% | 0.43% |
| 2020-2025 Annual Rate | 0.48% | 0.11% | 0.22% |
| 2025-2030 Annual Rate | -0.11% | 0.08% | 0.09% |

| Age | 1 mile | 3 miles | 5 miles |
|-------------------------|--------|---------|---------|
| 2025 Median Age | 33.7 | 39.4 | 40.4 |
| U.S. median age is 39.1 | | | |

| Race and Ethnicity | 1 mile | 3 miles | 5 miles |
|------------------------|--------|---------|---------|
| White Alone | 49.9% | 57.3% | 58.5% |
| Black Alone | 26.7% | 20.0% | 20.8% |
| American Indian Alone | 0.9% | 0.9% | 0.8% |
| Asian Alone | 1.6% | 1.0% | 1.0% |
| Pacific Islander Alone | 0.1% | 0.1% | 0.1% |
| Some Other Race Alone | 11.7% | 12.1% | 10.8% |
| Two or More Races | 9.3% | 8.6% | 8.0% |
| Hispanic Origin | 17.6% | 18.3% | 16.4% |
| Diversity Index | 75.7 | 72.6 | 70.7 |

| Households | 1 mile | 3 miles | 5 miles |
|-----------------------------|--------|---------|---------|
| 2010 Total Households | 788 | 9,801 | 23,384 |
| 2020 Total Households | 886 | 10,474 | 24,580 |
| 2025 Total Households | 919 | 10,859 | 25,520 |
| 2030 Total Households | 928 | 11,083 | 26,044 |
| 2010-2020 Annual Rate | 1.18% | 0.67% | 0.50% |
| 2020-2025 Annual Rate | 0.70% | 0.69% | 0.72% |
| 2025-2030 Annual Rate | 0.20% | 0.41% | 0.41% |
| 2025 Average Household Size | 2.38 | 2.28 | 2.33 |
| Wealth Index | 51 | 77 | 76 |

 **Source:** Esri forecasts for 2025 and 2030. U.S. Census 2010 and 2020 Census data converted by Esri into 2020 geography.

| Mortgage Income | 1 mile | 3 miles | 5 miles |
|-------------------------------------|---------------|----------------|----------------|
| 2025 Percent of Income for Mortgage | 15.1% | 20.5% | 19.7% |

| Median Household Income | | | |
|--------------------------------|------------|------------|------------|
| 2025 Median Household Income | US\$65,054 | US\$69,013 | US\$71,047 |
| 2030 Median Household Income | US\$73,353 | US\$77,500 | US\$78,934 |
| 2025-2030 Annual Rate | 2.43% | 2.35% | 2.13% |


| Average Household Income | | | |
|---------------------------------|------------|------------|------------|
| 2025 Average Household Income | US\$75,384 | US\$90,121 | US\$90,415 |
| 2030 Average Household Income | US\$80,616 | US\$97,803 | US\$98,086 |

| Per Capita Income | | | |
|--------------------------|------------|------------|------------|
| 2025 Per Capita Income | US\$30,500 | US\$38,773 | US\$37,967 |
| 2030 Per Capita Income | US\$33,189 | US\$42,758 | US\$41,841 |
| 2025-2030 Annual Rate | 1.70% | 1.98% | 1.96% |

| Income Equality | | | |
|------------------------|------|------|------|
| 2025 Gini Index | 36.4 | 44.2 | 43.7 |

| Socioeconomic Status | | | |
|---------------------------------|------|------|------|
| 2025 Socioeconomic Status Index | 45.8 | 46.8 | 46.5 |

| Housing Unit Summary | | | |
|------------------------------------|-------|--------|--------|
| Housing Affordability Index | 160 | 116 | 121 |
| 2010 Total Housing Units | 860 | 10,616 | 25,374 |
| 2010 Owner Occupied Hus (%) | 56.1% | 59.4% | 64.7% |
| 2010 Renter Occupied Hus (%) | 44.0% | 40.6% | 35.4% |
| 2010 Vacant Housing Units (%) | 8.4% | 7.7% | 7.8% |
| 2020 Housing Units | 938 | 11,214 | 26,381 |
| 2020 Owner Occupied HUs (%) | 48.5% | 55.8% | 62.1% |
| 2020 Renter Occupied HUs (%) | 51.5% | 44.2% | 37.9% |
| Vacant Housing Units | 5.4% | 6.7% | 6.9% |
| 2025 Housing Units | 973 | 11,507 | 27,112 |
| Owner Occupied Housing Units | 49.8% | 56.7% | 63.0% |
| Renter Occupied Housing Units | 50.2% | 43.3% | 37.0% |
| Vacant Housing Units | 5.5% | 5.6% | 5.9% |
| 2030 Total Housing Units | 986 | 11,723 | 27,602 |
| 2030 Owner Occupied Housing Units | 480 | 6,382 | 16,572 |
| 2030 Renter Occupied Housing Units | 448 | 4,701 | 9,472 |
| 2030 Vacant Housing Units | 58 | 640 | 1,558 |

 **Source:** Esri forecasts for 2025 and 2030. U.S. Census 2010 and 2020 Census data converted by Esri into 2020 geography.

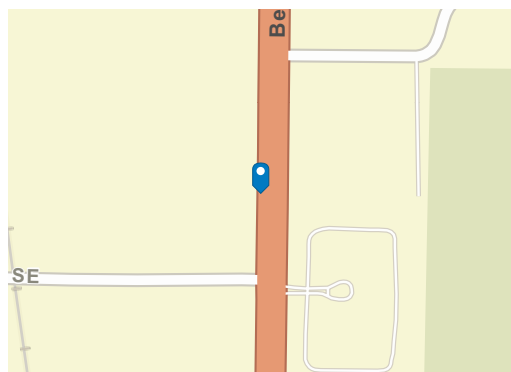
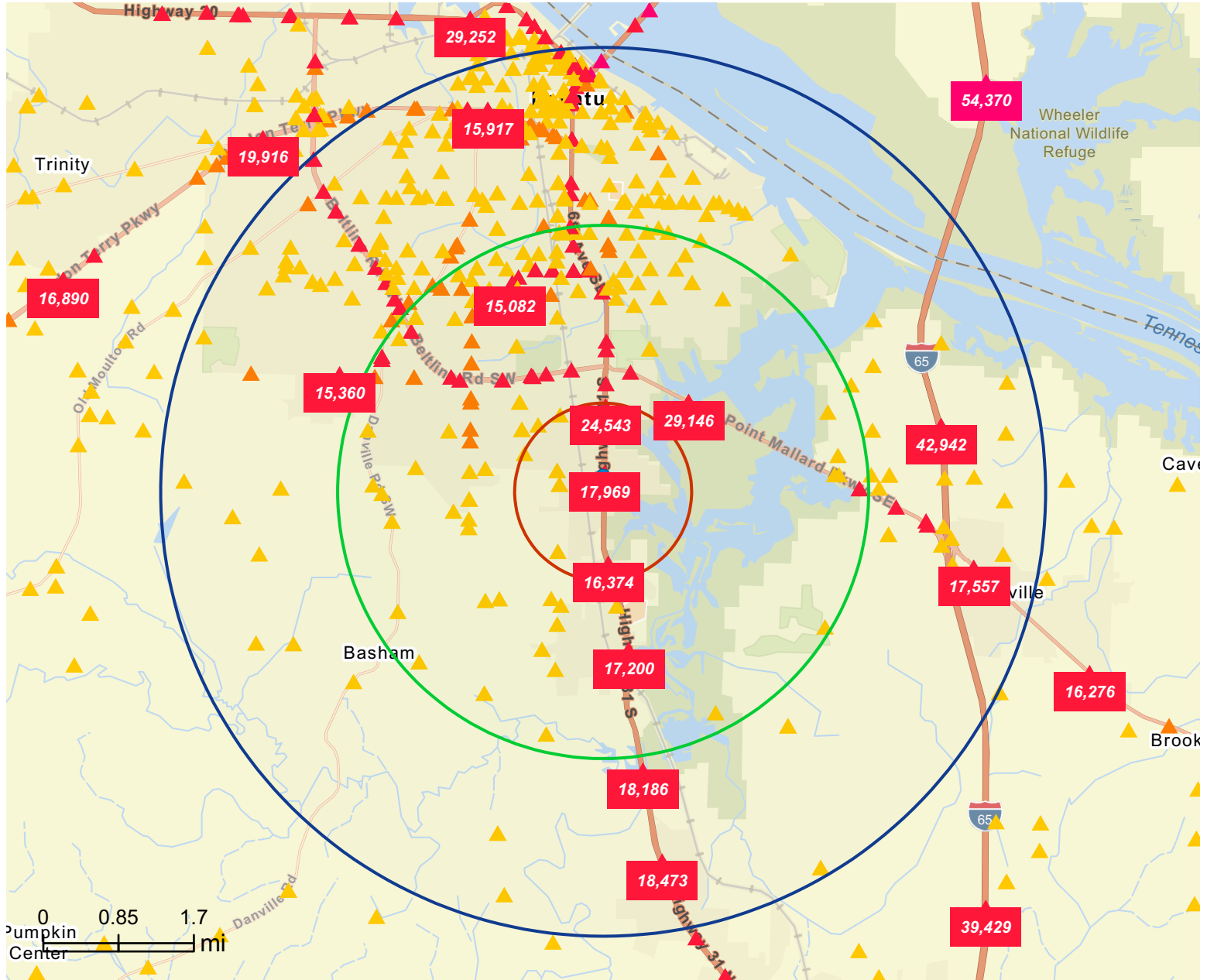


TRAFFIC COUNT

3511 Highway 31 S, Decatur, AL 35603

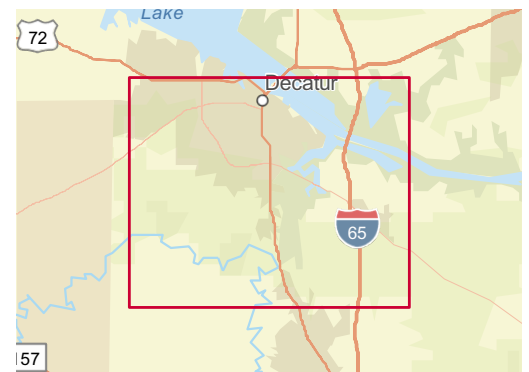
Traffic Count Map

3507-3511 Highway 31 S
 3507-3511 Highway 31 S, Decatur, Alabama, 35603
 Rings: 1, 3, 5 mile radii



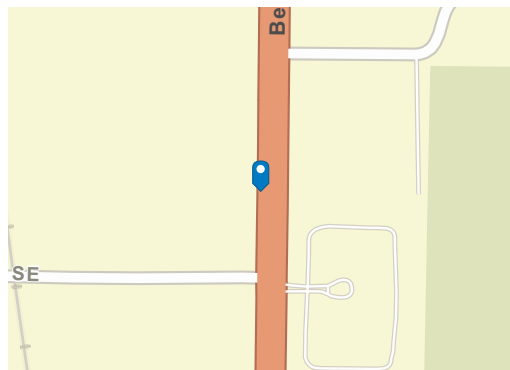
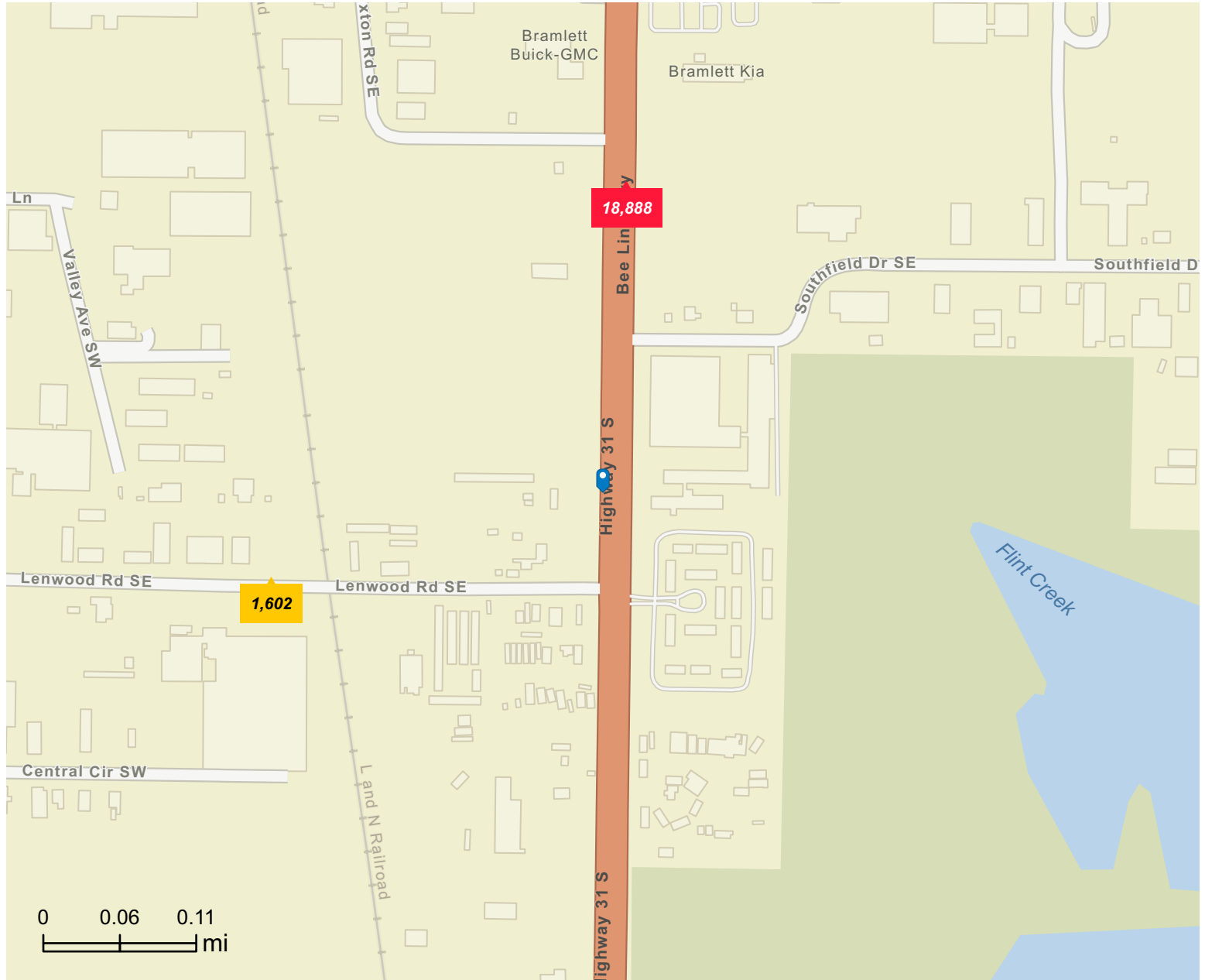
Average Daily Traffic Volume

- ▲ Up to 8,000 vehicles per day
- ▲ 8,001 - 15,000
- ▲ 15,001 - 50,000
- ▲ 50,001 - 70,000
- ▲ 70,001 - 100,000
- ▲ More than 100,000 per day



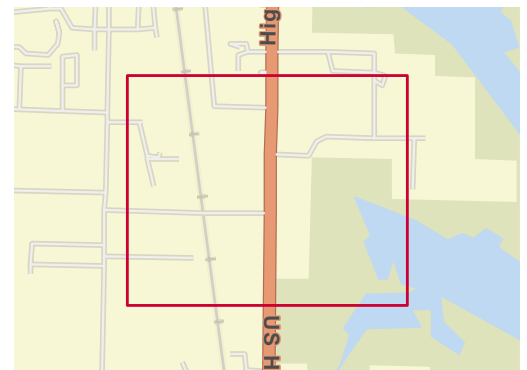
Traffic Count Map - Close Up

3507-3511 Highway 31 S
3507-3511 Highway 31 S, Decatur, Alabama, 35603
Rings: 1, 3, 5 mile radii



Average Daily Traffic Volume

- ▲ Up to 8,000 vehicles per day
- ▲ 8,001 - 15,000
- ▲ 15,001 - 50,000
- ▲ 50,001 - 70,000
- ▲ 70,001 - 100,000
- ▲ More than 100,000 per day





ADVISOR BIOS

3511 Highway 31 S, Decatur, AL 35603

ADVISOR BIO 1

**WILL SWANN**

Commercial Agent

wswann@gatewaycommercial.net

Direct: **256.355.0721 x301** | Cell: **256.606.2424**

AL #000173842-0

PROFESSIONAL BACKGROUND

Will Swann is a commercial real estate professional with Gateway Commercial Brokerage, specializing in healthcare-focused investment sales and value-add medical office assets across North Alabama. With a foundation built on years of leadership in the veterinary compounding pharmacy industry, Will brings a unique blend of operational discipline, financial acumen, and client-first service to the commercial real estate sector.

Before entering real estate, Will served as a leader in sterile compounding operations, multi-state regulatory expansion, product development, and sales strategy. His experience building processes, managing teams, and understanding the needs of medical professionals now gives him a distinct advantage as he helps investors identify and unlock value in medical strip centers, medical office buildings, and healthcare-adjacent retail properties.

A North Alabama native, Will is deeply invested in the communities he serves. He lives in Decatur with his wife and their two young children, who motivate his commitment to building a long-term career focused on integrity, exceptional service, and meaningful relationships. Known for his work ethic, curiosity, and entrepreneurial drive, Will strives to become the go-to commercial real estate advisor for investors and healthcare owners/operators across the region.

Whether assisting clients with acquisitions, dispositions, or long-term portfolio strategy, Will's mission is simple: deliver unmatched value, communicate with transparency, and work relentlessly to help his clients succeed.

EDUCATION

Will earned his Doctor of Pharmacy (PharmD) degree and spent his early career developing deep expertise in problem-solving, compliance, and strategic growth—skills he now applies to analyzing assets, evaluating risk, and managing long-term investment portfolios.



ADVISOR BIO 2



GEORGE A. BARRAN

Associate Broker

gbarran@gatewaycommercial.net

Direct: **256.355.0721** | Cell: **256.303.1109**

AL #000077906-0

PROFESSIONAL BACKGROUND

George A. Barran joined Gateway Commercial Brokerage in 2004. He lives in Decatur, Alabama.

Clients Include: Aaron's - StarNails - Asian Buffett - Bender's Gym - Easy Money - State of Alabama Department of Transportation - Breathe Yoga Barre - Mellow Mushroom - Moe's Original BBQ - Buddy's - Krispy Kreme - Progress Bank

Management: Gateway Shopping Center - Finley Plaza - Southgate Shopping Center - 607 Church Street - Progress Tower - Bender's Plaza

EDUCATION

University of Alabama (BS, Finance)

MEMBERSHIPS

CASA of North Alabama, Board of Zoning and Adjustments - Chariman 2013-2016



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