

DOWNTOWN

SANFORD COMMERCIAL

213 S Steele St
Sanford, NC 27330



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CENTURY 21 COMMERCIAL[®]

Triangle Group

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Downtown

Sanford Commercial

213 S Steele St
Sanford, NC 27330



PROPERTY INFORMATION

\$1,000,000

Property Address
213 S Steele St
Sanford, NC 27330

Year Built
1975

Property Size
8,102 Sq. Ft.

Land Size
0.37 Acres

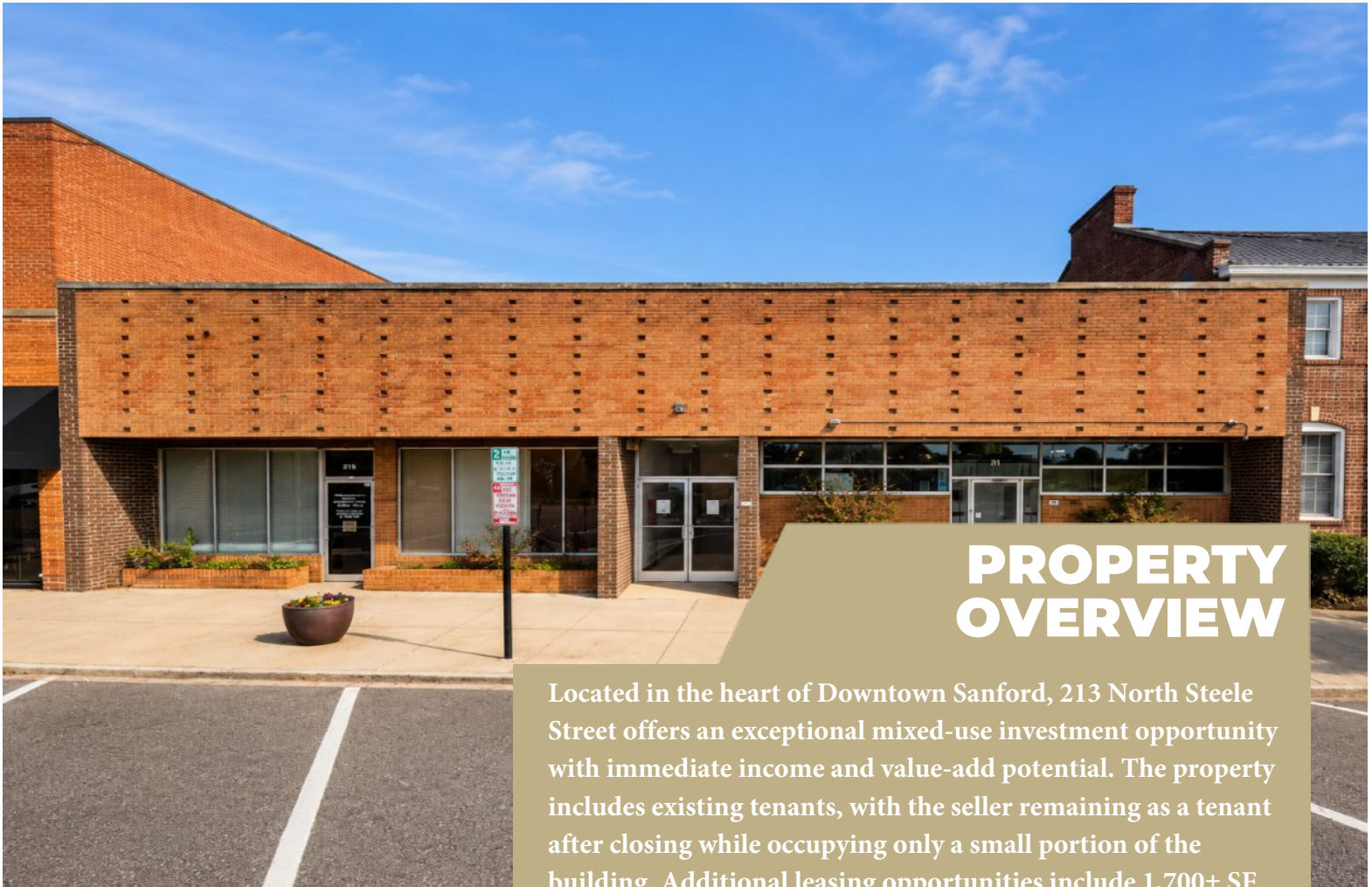
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COMPANY DISCLAIMER

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**CENTURY 21
COMMERCIAL.**

Triangle Group



PROPERTY OVERVIEW

Located in the heart of Downtown Sanford, 213 North Steele Street offers an exceptional mixed-use investment opportunity with immediate income and value-add potential. The property includes existing tenants, with the seller remaining as a tenant after closing while occupying only a small portion of the building. Additional leasing opportunities include 1,700± SF available at \$11.00/SF and Suites 213, 217B, and 217C available for \$600/month, providing upside for increased cash flow. Positioned in a vibrant downtown corridor with excellent visibility and convenient access to major highways, this property is ideal for investors seeking both stable income and future growth.

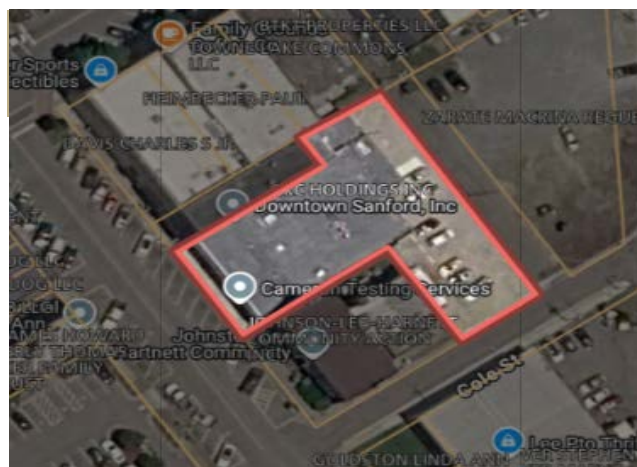
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213 S Steele St
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PROPERTY PHOTOS



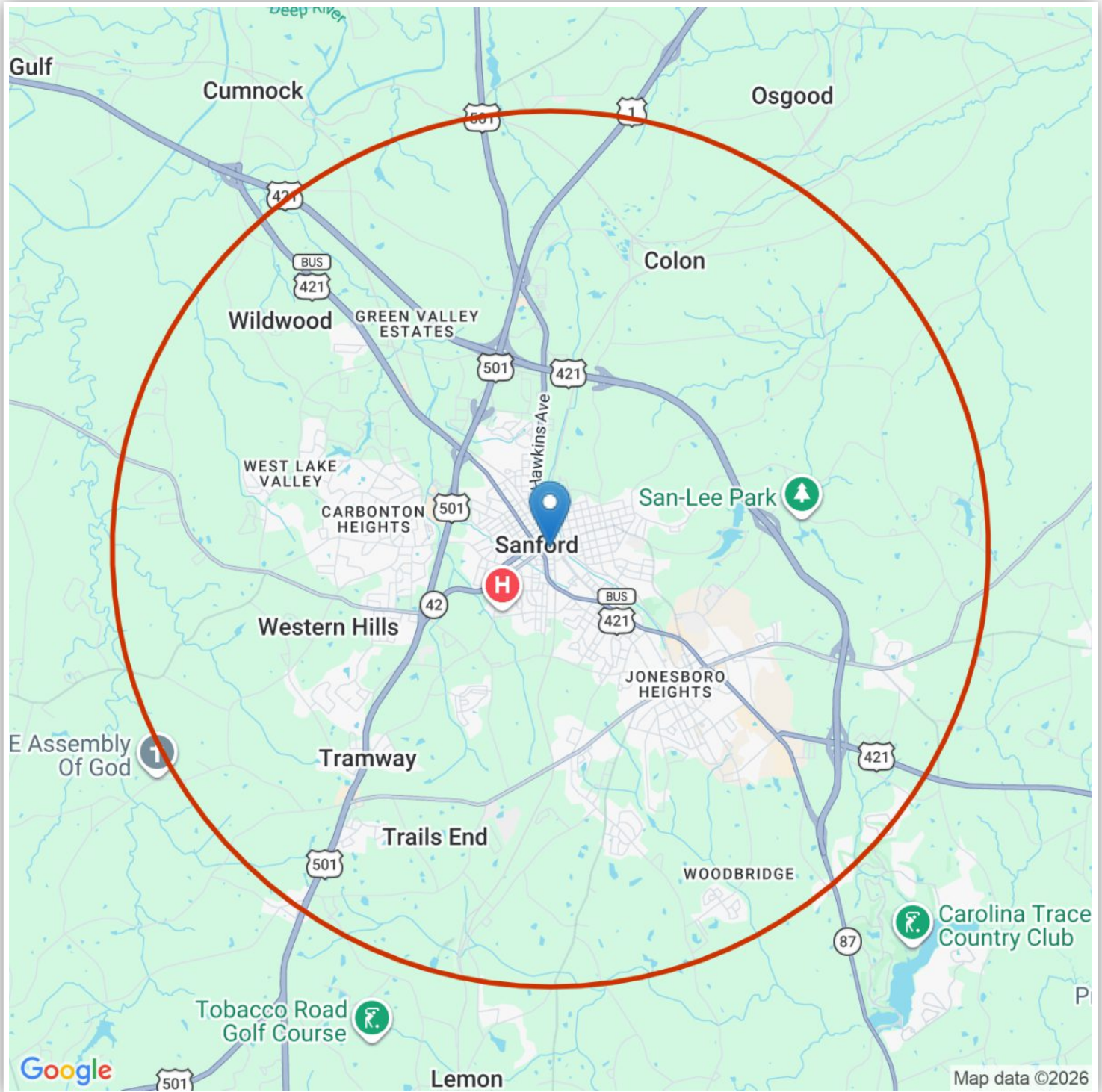
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**CENTURY 21
COMMERCIAL.**

Triangle Group

LOCATION/STUDY AREA MAP (RING: 5 MILE RADIUS)



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INFOGRAPHIC: KEY FACTS (RING: 5 MILE RADIUS)

KEY FACTS

41,848
Population

38.2 Median Age

2.48
Average Household Size

14,644
Total Households

EDUCATION

8.81%
No High
School
Diploma

7.22%
High School
Graduate

18.65%
Some College

15.7%
Bachelor's/
Grad

BUSINESS

1,821
Total Businesses

20,846
Total Employees

EMPLOYMENT

2,902
Manufacturing
Employees

3,123
Retail Trade
Employees

1,777
Eating &
Drinking
Employees

884
Finance/Ins/Real
Estate Emp

3.8% Unemployment Rate

INCOME

\$75,114
Median Household Income

\$36,353
Per Capita Income

\$162,995
Median Net Worth

Households by Income

The largest group : \$100,000 - \$149,999 (22.2%) ■

The smallest group : \$25,000 - \$34,999 (5.19%) ■

Indicator	Value(%)	
< \$15,000	11.01	■
\$15,000 - \$24,999	7.16	■
\$25,000 - \$34,999	5.19	■
\$35,000 - \$49,999	9.53	■
\$50,000 - \$74,999	17.02	■
\$75,000 - \$99,999	14.58	■
\$100,000 - \$149,999	22.2	■
\$150,000 - \$199,999	6.83	■
\$200,000+	6.47	■



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INFOGRAPHIC: POPULATION TRENDS (RING: 5 MILE RADIUS)

POPULATION TRENDS AND KEY INDICATORS 5 Miles Ring

41,848

Population

16,525

Households

38.2

Median Age

2.48

Avg Size Household

\$75,114

Median Household
Income

\$264,740

Median Home Value

70

Wealth Index

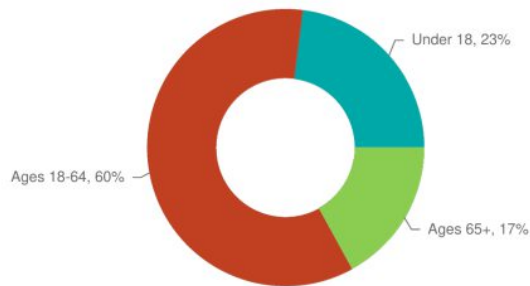
110

Housing Affordability

79.8

Diversity Index

POPULATION BY AGE



Under 18 Ages 18-64 Ages 65+

POPULATION BY GENERATION



3.56%

Greatest Gen: Born
1945/Earlier



17.31%

Baby Boomer: Born
1946 to 1964



19.06%

Generation X: Born
1965 to 1980



24.19%

Millennial: Born 1981
to 1998



23.5%

Generation Z: Born
1999 to 2016



12.39%

Alpha: Born 2017 to
Present

HISTORICAL & FORECAST POPULATION

2020-2026
Historic
Growth Rate

1.36%



2026-2031
Forecasted
Growth Rate

1.21%



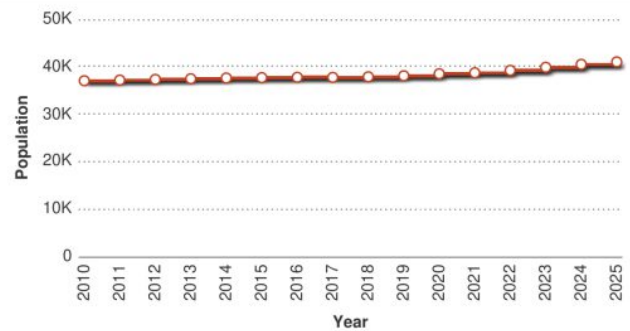
Household
Population

43,716



Population
Density

577



DAYTIME POPULATION



48,581

2026 Total Daytime Population



22,669

2026 Daytime Pop: Residents



25,912

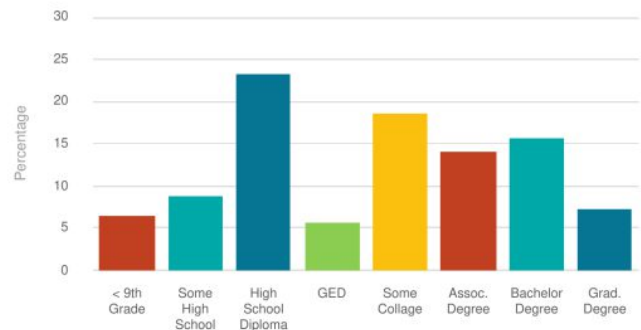
2026 Daytime Pop: Workers



629

2026 Daytime Pop Density

POPULATION BY EDUCATION



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INFOGRAPHIC: COMMUNITY PROFILE (RING: 5 MILE RADIUS)

Community Profile



41,848
Population
Total

1.36%
Population
Growth

2.48
Average
HH Size

38.2
Median
Age

79.8
Diversity
Index

\$75,114
Median HH
Income

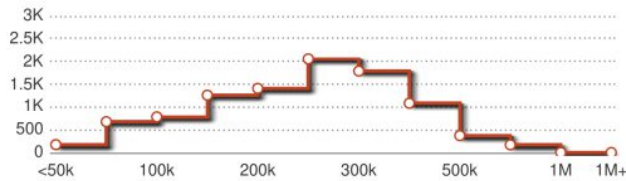
\$264,740
Median Home
Value

23.09%
Under 18

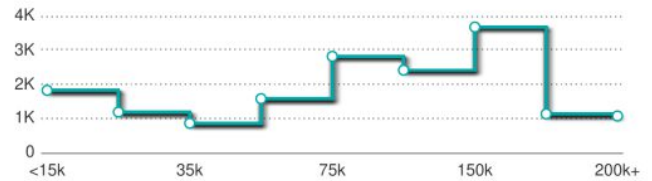
59.57%
Ages 18
to 65

17.34%
Aged 66+

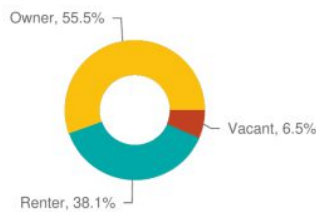
HOME VALUE



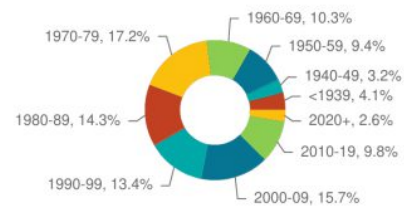
HOUSEHOLD INCOME



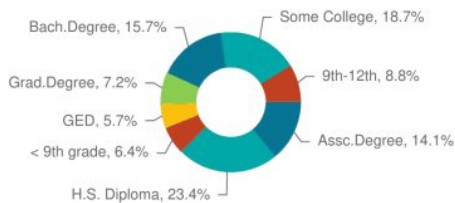
HOME OWNERSHIP



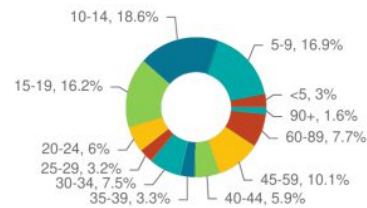
HOUSING: YEAR BUILT



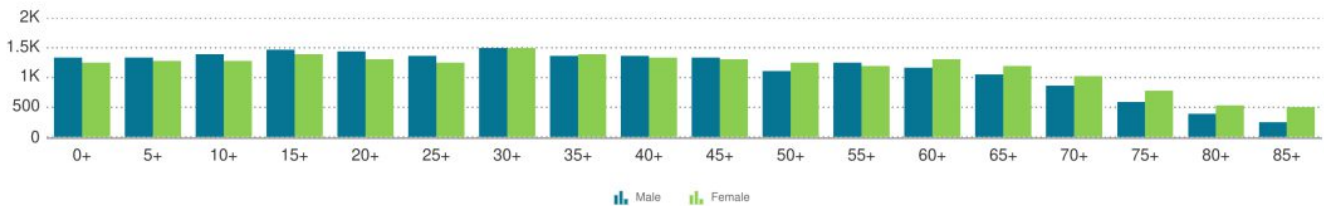
EDUCATIONAL ATTAINMENT



COMMUTE TIME: MINUTES



AGE PROFILE: 5 YEAR INCREMENTS



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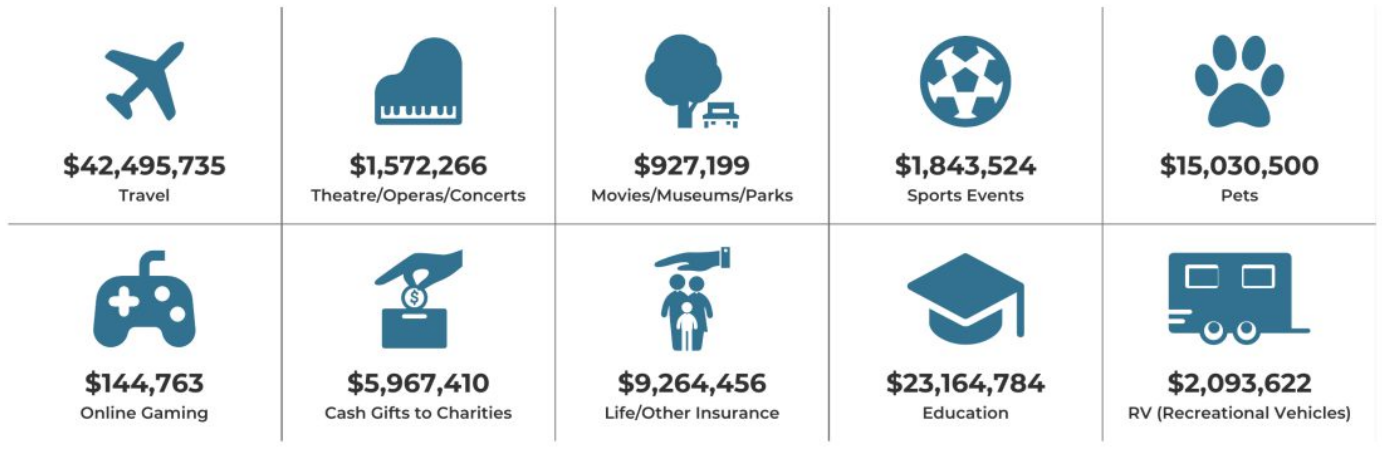
INFOGRAPHIC: LIFESTYLE / TAPESTRY (RING: 5 MILE RADIUS)

Lifestyle and Tapestry Segmentation Infographic

LIFESTYLE SPENDING



ANNUAL LIFESTYLE SPENDING



TAPESTRY SEGMENTS



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INFOGRAPHIC: LIFESTYLE / TAPESTRY

Esri Tapestry Segmentation

Tapestry Segmentation represents the latest generation of market segmentation systems that began over 30 years ago. The 68-segment Tapestry Segmentation system classifies U.S. neighborhoods based on their socioeconomic and demographic composition. Each segment is identified by its two-digit Segment Code. Match the two-digit segment labels on the report to the list below. Click each segment below for a detailed description.

Segment 1A (Top Tier)

Segment 1B (Professional Pride)

Segment 1C (Boomburbs)

Segment 1D (Savvy Suburbanites)

Segment 1E (Exurbanites)

Segment 2A (Urban Chic)

Segment 2B (Pleasantville)

Segment 2C (Pacific Heights)

Segment 2D (Enterprising Professionals)

Segment 3A (Laptops and Lattes)

Segment 3B (Metro Renters)

Segment 3C (Trendsetters)

Segment 4A (Soccer Moms)

Segment 4B (Home Improvement)

Segment 4C (Middleburg)

Segment 5A (Comfortable Empty Nesters)

Segment 5B (In Style)

Segment 5C (Parks and Rec)

Segment 5D (Rustbelt Traditions)

Segment 5E (Midlife Constants)

Segment 6A (Green Acres)

Segment 6B (Salt of the Earth)

Segment 6C (The Great Outdoors)

Segment 6D (Prairie Living)

Segment 6E (Rural Resort Dwellers)

Segment 6F (Heartland Communities)

Segment 7A (Up and Coming Families)

Segment 7B (Urban Villages)

Segment 7C (American Dreamers)

Segment 7D (Barrios Urbanos)

Segment 7E (Valley Growers)

Segment 7F (Southwestern Families)

Segment 8A (City Lights)

Segment 8B (Emerald City)

Segment 8C (Bright Young Professionals)

Segment 8D (Downtown Melting Pot)

Segment 8E (Front Porches)

Segment 8F (Old and Newcomers)

Segment 8G (Hardscrabble Road)

Segment 9A (Silver & Gold)

Segment 9B (Golden Years)

Segment 9C (The Elders)

Segment 9D (Senior Escapes)

Segment 9E (Retirement Communities)

Segment 9F (Social Security Set)

Segment 10A (Southern Satellites)

Segment 10B (Rooted Rural)

Segment 10C (Diners & Miners)

Segment 10D (Down the Road)

Segment 10E (Rural Bypasses)

Segment 11A (City Strivers)

Segment 11B (Young and Restless)

Segment 11C (Metro Fusion)

Segment 11D (Set to Impress)

Segment 11E (City Commons)

Segment 12A (Family Foundations)

Segment 12B (Traditional Living)

Segment 12C (Small Town Simplicity)

Segment 12D (Modest Income Homes)

Segment 13A (International Marketplace)

Segment 13B (Las Casas)

Segment 13C (NeWest Residents)

Segment 13D (Fresh Ambitions)

Segment 13E (High Rise Renters)

Segment 14A (Military Proximity)

Segment 14B (College Towns)

Segment 14C (Dorms to Diplomas)



EXECUTIVE SUMMARY (RING: 5 MILE RADIUS)

Population	5 mile
2020 Population	38,467
2020 Male Population	48.6%
2020 Female Population	51.4%
2026 Population	41,848
2026 Male Population	49.4%
2026 Female Population	50.6%
2031 Population	44,571
2031 Male Population	49.4%
2031 Female Population	50.6%
2010-2020 Annual Rate	0.40%
2020-2026 Annual Rate	1.36%
2026-2031 Annual Rate	1.27%

In the identified area, the current year population is **41,848**. In 2020, the Census count in the area was **38,467**. The rate of change since 2020 was **1.36%** annually. The five-year projection for the population in the area is **44,571** representing a change of **1.27%** annually from 2026 to 2031. Currently, the population is **49.4%** male and **50.6%** female.

Median Age

2026 Median Age 38.2

The median age in this area is **38.2**, compared to U.S. median age of **39.6**.

Race and Ethnicity

2026 White Alone	50.9%
2026 Black Alone	20.7%
2026 American Indian Alone	0.9%
2026 Asian Alone	1.4%
2026 Pacific Islander Alone	0.1%
2026 Some Other Race Alone	16.7%
2026 Two or More Races	9.4%
2026 Hispanic Origin	27.9%
2026 Diversity Index	79.8

Persons of Hispanic origin represent **27.9%** of the population in the identified area compared to **19.9%** of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is **79.8** in the identified area, compared to **73.0** for the U.S. as a whole.



EXECUTIVE SUMMARY (RING: 5 MILE RADIUS)

2010 Total Households	13,936
2020 Total Households	14,644
2026 Total Households	16,525
2031 Total Households	17,912
2010-2020 Annual Rate	0.50%
2020-2026 Annual Rate	1.95%
2026-2031 Annual Rate	1.62%
2026 Average Household Size	2.48

The household count in this area has changed from **14,644** in 2020 to **16,525** in the current year, a change of **1.95%** annually. The five-year projection of households is **17,912**, a change of **1.62%** annually from the current year total. Average household size is currently **2.48**, compared to **2.57** in the year 2020. The number of families in the current year is **10,738** in the specified area.

Mortgage Income

2026 Percent of Income for Mortgage	20.7%
-------------------------------------	-------

Median Household Income

2026 Median Household Income	\$75,114
2031 Median Household Income	\$83,000
2026-2031 Annual Rate	2.02%

Average Household Income

2026 Average Household Income	\$91,677
2031 Average Household Income	\$103,820
2026-2031 Annual Rate	2.52%

Per Capita Income

2026 Per Capita Income	\$36,353
2031 Per Capita Income	\$41,832
2026-2031 Annual Rate	2.85%

Income Equality

2026 Gini Index	44.3
-----------------	------



EXECUTIVE SUMMARY (RING: 5 MILE RADIUS)

Current median household income is **\$75,114** in the area, compared to **\$85,893** for all U.S. households. Median household income is projected to be **\$83,000** in five years, compared to **\$100,053** all U.S. households.

Current average household income is **\$91,677** in this area, compared to **\$122,692** for all U.S. households. Average household income is projected to be **\$103,820** in five years, compared to **\$138,579** for all U.S. households.

Current per capita income is **\$36,353** in the area, compared to the U.S. per capita income of **\$48,241**. The per capita income is projected to be **\$41,832** in five years, compared to **\$55,073** for all U.S. households.

Housing Unit Summary

5 mile

2026 Housing Affordability Index	110
2010 Total Housing Units	15,172
2010 Owner Occupied	8,253
2010 Renter Occupied	5,683
2010 Vacant	1,236
2020 Housing Units	15,885
2020 Owner Occupied	8,642
2020 Renter Occupied	6,002
2020 Vacant	1,251
2026 Housing Units	17,667
2026 Owner Occupied	9,801
2026 Renter Occupied	6,724
2026 Vacant	1,142
2031 Total Housing Units	19,124
2031 Owner Occupied	10,779
2031 Renter Occupied	7,132
2031 Vacant	1,212

Socioeconomic Status

2026 Socioeconomic Status Index	42.6
---------------------------------	------

Currently, **55.5%** of the **17,667** housing units in the area are owner occupied; **38.1%** renter occupied; and **6.5%** are vacant. Currently, in the U.S., **57.6%** of the housing units are owner occupied; **32.4%** are renter occupied; and **10.0%** are vacant. In 2020, there were **15,885** housing units in the area and **1,251** vacant housing units. The annual rate of change in housing units since 2020 is **1.72%**. Median home value in the area is **\$264,740**, compared to a median home value of **\$376,272** for the U.S. In five years, median home value is projected to change by **4.77%** annually to **\$334,126**.



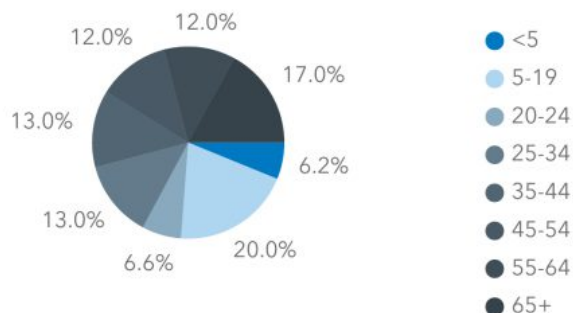
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GRAPHIC PROFILE (RING: 5 MILE RADIUS)

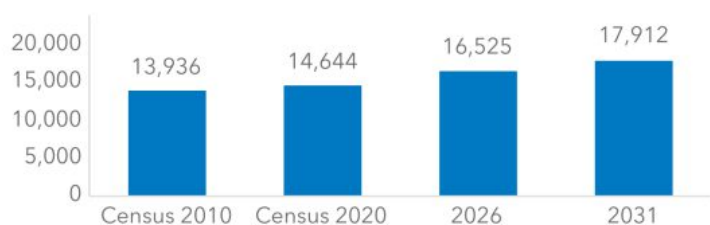
Population by Race



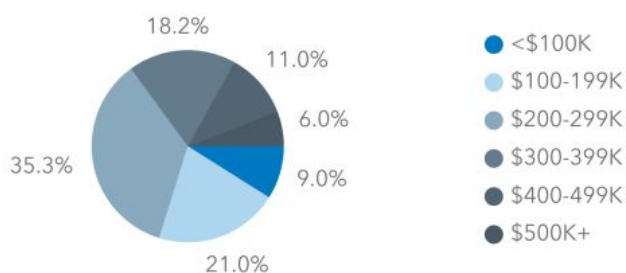
Population by Age



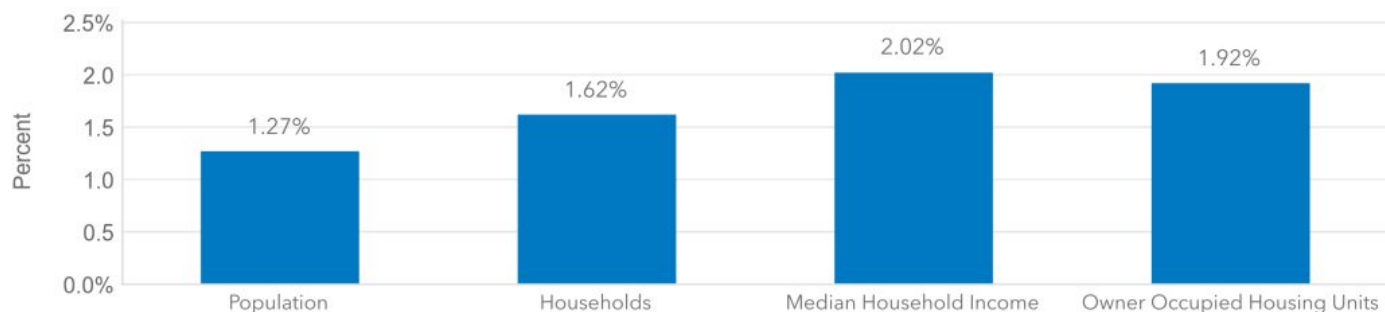
Households



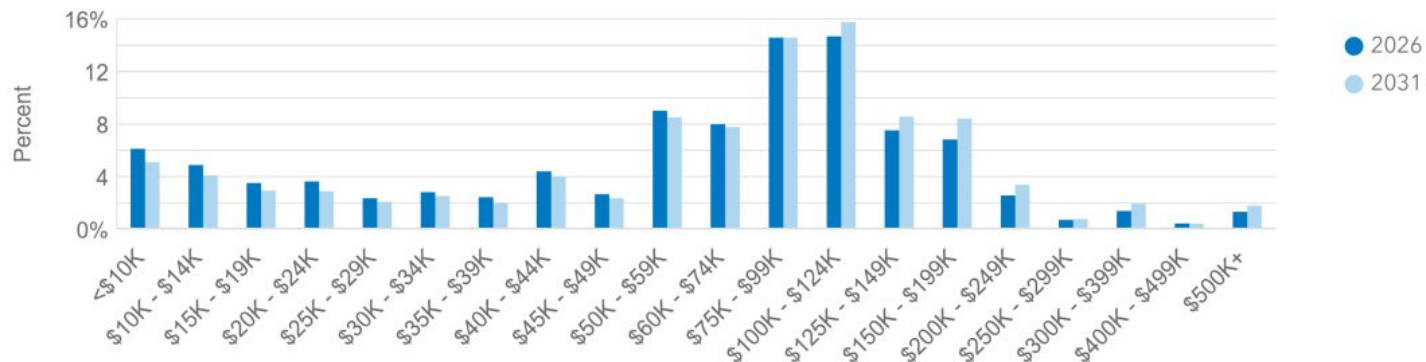
Home Value



2026-2031 Annual Growth Rate



Household Income



DEMOGRAPHIC AND INCOME (RING: 5 MILE RADIUS)

Summary	Census 2020	2026	2031
Total Population	38,467	41,848	44,571
Total Households	14,644	16,525	17,912
Family Households	9,765	10,738	11,598
Average Household Size	2.57	2.48	2.44
Owner Occupied Housing Units	8,642	9,801	10,779
Renter Occupied Housing Units	6,002	6,724	7,132
Median Age	37.3	38.2	39.4

Trends 2026 - 2031	Area	State	National
Population	1.30%	0.90%	0.50%
Households	1.60%	1.20%	0.70%
Family Population	1.60%	1.10%	0.60%
Owner Occupied Housing Units	1.90%	1.30%	0.00%
Median Household Income	2.00%	3.10%	3.10%

Population by Age	Census 2020		2026		2031	
	Number	Percent	Number	Percent	Number	Percent
0-4	2,427	6.3%	2,575	6.2%	2,687	6.0%
5-9	2,623	6.8%	2,610	6.2%	2,643	5.9%
10-14	2,855	7.4%	2,697	6.4%	2,675	6.0%
15-19	2,634	6.8%	2,875	6.9%	2,696	6.0%
20-24	2,310	6.0%	2,763	6.6%	2,991	6.7%
25-29	2,635	6.8%	2,614	6.3%	3,065	6.9%
30-34	2,591	6.7%	2,990	7.1%	2,786	6.3%
35-39	2,476	6.4%	2,772	6.6%	3,081	6.9%
40-44	2,430	6.3%	2,708	6.5%	2,999	6.7%
45-49	2,261	5.9%	2,663	6.4%	2,863	6.4%
50-54	2,363	6.1%	2,369	5.7%	2,753	6.2%
55-59	2,487	6.5%	2,478	5.9%	2,414	5.4%
60-64	2,262	5.9%	2,476	5.9%	2,492	5.6%
65-69	1,995	5.2%	2,255	5.4%	2,456	5.5%
70-74	1,551	4.0%	1,909	4.6%	2,143	4.8%
75-79	1,125	2.9%	1,375	3.3%	1,707	3.8%
80-84	732	1.9%	934	2.2%	1,134	2.5%
Age 85+	711	1.9%	785	1.9%	984	2.2%



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DEMOGRAPHIC AND INCOME (RING: 5 MILE RADIUS)

<\$10,000	1,011	6.1%	914	5.1%
\$10,000-14,999	808	4.9%	737	4.1%
\$15,000-19,999	582	3.5%	528	3.0%
\$20,000-24,999	601	3.6%	517	2.9%
\$25,000-29,999	392	2.4%	376	2.1%
\$30,000-34,999	466	2.8%	454	2.5%
\$35,000-39,999	403	2.4%	356	2.0%
\$40,000-44,999	729	4.4%	717	4.0%
\$45,000-49,999	443	2.7%	425	2.4%
\$50,000-59,999	1,491	9.0%	1,528	8.5%
\$60,000-74,999	1,321	8.0%	1,392	7.8%
\$75,000-99,999	2,410	14.6%	2,611	14.6%
\$100,000-124,999	2,424	14.7%	2,822	15.8%
\$125,000-149,999	1,245	7.5%	1,535	8.6%
\$150,000-199,999	1,129	6.8%	1,506	8.4%
\$200,000-249,999	427	2.6%	607	3.4%
\$250,000-299,999	116	0.7%	142	0.8%
\$300,000-399,999	231	1.4%	347	1.9%
\$400,000-499,999	75	0.5%	76	0.4%
\$500,000+	220	1.3%	321	1.8%

Median Household Income	\$75,114	-	\$83,000	-
Average Household Income	\$91,677	-	\$103,820	-
Per Capita Income	\$36,353	-	\$41,832	-

Race and Ethnicity	Census 2020		2026		2031	
	Number	Percent	Number	Percent	Number	Percent
White Alone	19,894	51.7%	21,286	50.9%	21,961	49.3%
Black Alone	8,366	21.8%	8,672	20.7%	9,456	21.2%
American Indian	333	0.9%	359	0.9%	398	0.9%
Asian Alone	465	1.2%	593	1.4%	657	1.5%
Pacific Islander	31	0.1%	45	0.1%	47	0.1%
Some Other Race	5,804	15.1%	6,973	16.7%	7,634	17.1%
Two or More Races	3,575	9.3%	3,919	9.4%	4,418	9.9%
Hispanic (Any Race)	10,002	26.0%	11,693	27.9%	12,903	28.9%

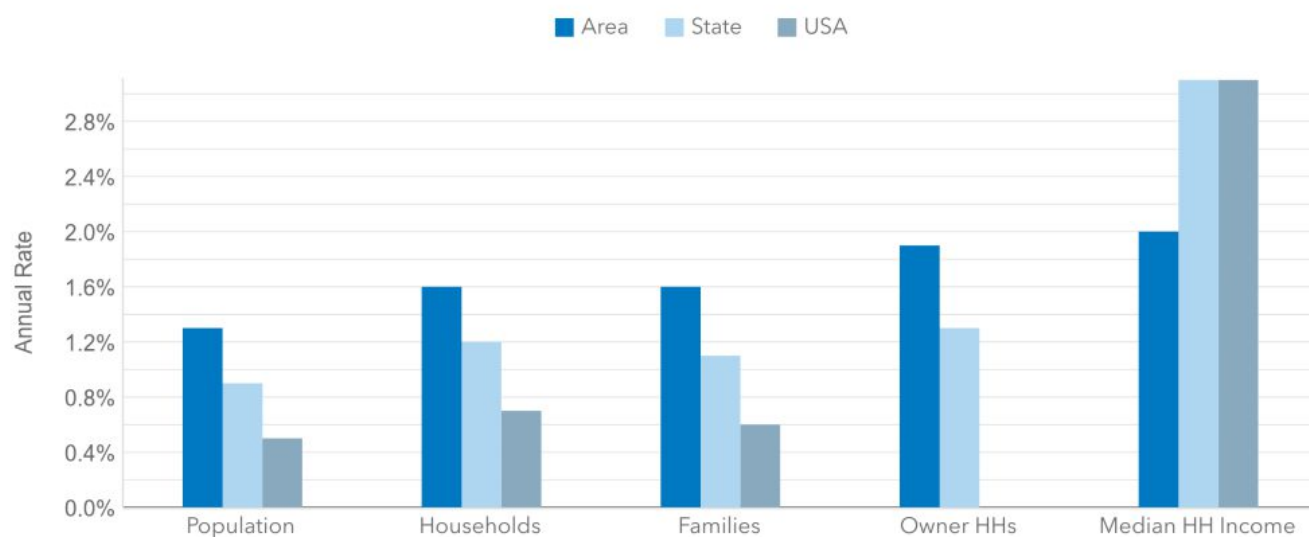


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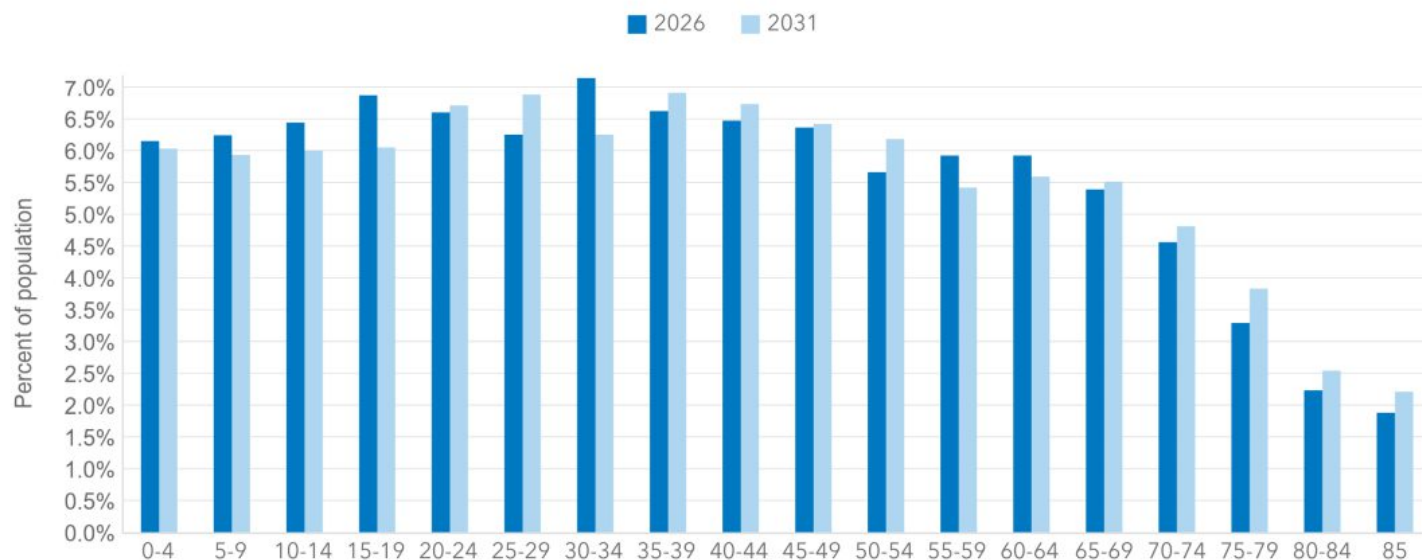
DEMOGRAPHIC AND INCOME (RING: 5 MILE RADIUS)



Trends: 2026 - 2031 Annual Rate



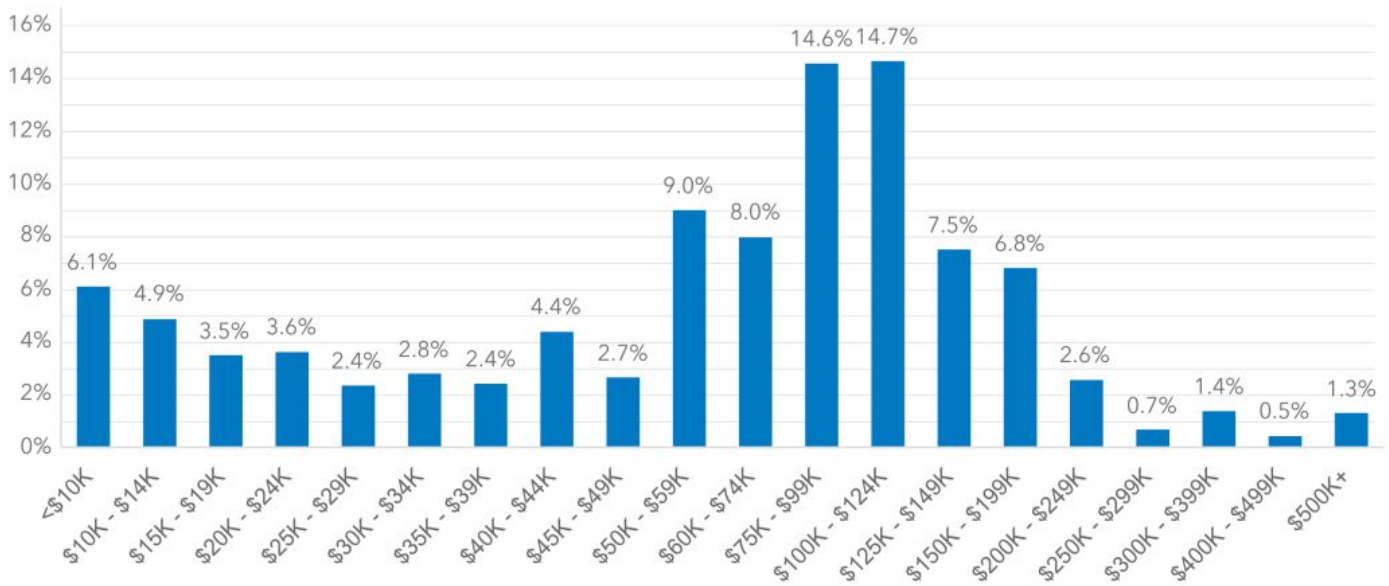
Population by Age



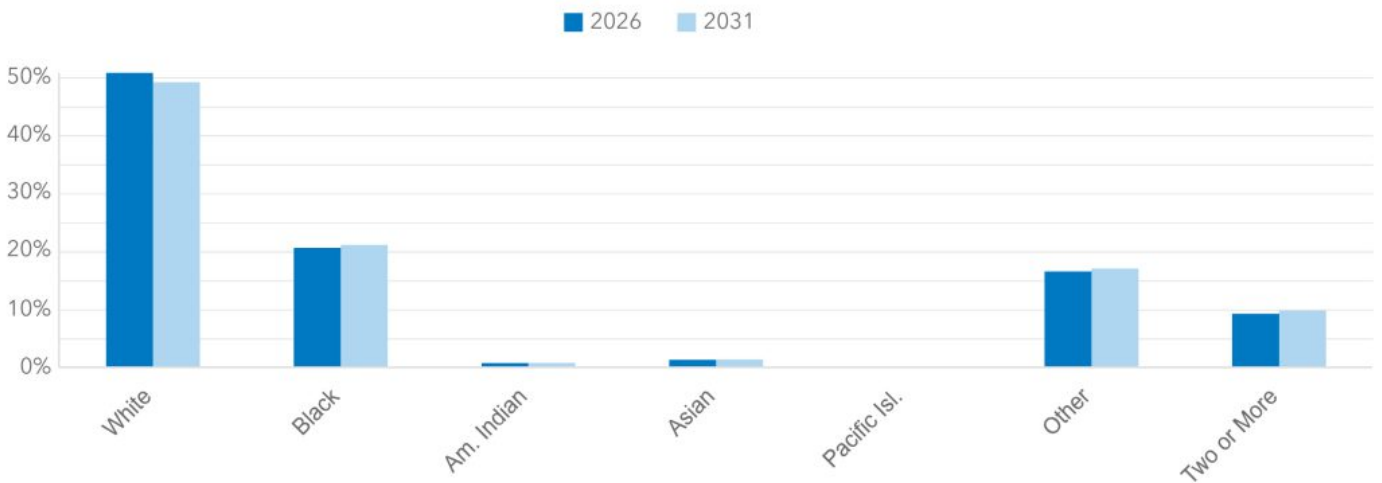
DEMOGRAPHIC AND INCOME (RING: 5 MILE RADIUS)



Households by Income for 2026



Population by Race



HOUSING PROFILE (RING: 5 MILE RADIUS)

Population		Households	
2020 Total Population	38,467	2026 Median Household Income	\$75,114
2026 Total Population	41,848	2031 Median Household Income	\$83,000
2031 Total Population	44,571	2026-2031 Annual Rate	2.02%
2026-2031 Annual Rate	1.27%		

Housing Units by Occupancy Status and Tenure	Census 2020		2026		2031	
	Number	Percent	Number	Percent	Number	Percent
Total Housing Units	15,885	100.0%	17,667	100.0%	19,124	100.0%
Occupied	14,644	92.2%	16,525	93.5%	17,911	93.7%
Owner	8,642	54.4%	9,801	55.5%	10,779	56.4%
Renter	6,002	37.8%	6,724	38.1%	7,132	37.3%
Vacant	1,251	7.9%	1,142	6.5%	1,212	6.3%

Census 2020 Housing Units	Number	Percent
Total	15,885	100.0%
Urban Housing Units	12,847	80.9%
Rural Housing Units	3,038	19.1%

Census 2020 Owner Occupied Housing Units by Mortgage Status	Number	Percent
Total	8,642	100.0%
Owned with a Mortgage/Loan	5,720	66.2%
Owned Free and Clear	2,922	33.8%

Census 2020 Vacant Housing Units by Status	Number	Percent
Total	1,251	100.0%
For Rent	458	36.6%
Rented- Not Occupied	30	2.4%
For Sale Only	159	12.7%
Sold - Not Occupied	50	4.0%
Seasonal/Recreational/Occasional Use	83	6.6%
For Migrant Workers	5	0.4%
Other Vacant	466	37.3%



HOUSING PROFILE (RING: 5 MILE RADIUS)

Housing Affordability Index

11.0

Percent of Income for Mortgage

20.7%

Owner Occupied Housing Units by Value	2026		2031	
	Number	Percent	Number	Percent
Total	9,801	100.0%	10,778	100.0%
<\$10,000	48	0.5%	21	0.2%
\$10K-14,999	34	0.3%	24	0.2%
\$15K-19,999	6	0.1%	4	0.0%
\$20K-24,999	0	0.0%	0	0.0%
\$25K-29,999	0	0.0%	0	0.0%
\$30K-34,999	47	0.5%	29	0.3%
\$35K-39,999	13	0.1%	5	0.1%
\$40K-49,999	24	0.2%	7	0.1%
\$50K-59,999	132	1.4%	58	0.5%
\$60K-69,999	43	0.4%	21	0.2%
\$70K-79,999	109	1.1%	50	0.5%
\$80K-89,999	169	1.7%	44	0.4%
\$90K-99,999	224	2.3%	104	1.0%
\$100K-124,999	397	4.0%	119	1.1%
\$125K-149,999	385	3.9%	178	1.6%
\$150K-174,999	623	6.4%	240	2.2%
\$175K-199,999	635	6.5%	423	3.9%
\$200K-249,999	1,406	14.3%	1,081	10.0%
\$250K-299,999	2,054	21.0%	2,106	19.5%
\$300K-399,999	1,787	18.2%	2,564	23.8%
\$400K-499,999	1,082	11.0%	2,212	20.5%
\$500K-749,999	372	3.8%	972	9.0%
\$750K-999,999	169	1.7%	443	4.1%
\$1 Million-1,499,999	2	0.0%	8	0.1%
\$1.5 Million-1,999,999	0	0.0%	0	0.0%
\$2 Million+	40	0.4%	65	0.6%
Median Value	\$264,740		\$334,126	
Average Value	\$289,977		\$375,447	



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HOUSING PROFILE (RING: 5 MILE RADIUS)

	Occupied Units	Number	% of Occupied
Total	14,644	8,642	59.0%
15-24	576	116	20.1%
25-34	2,306	870	37.7%
35-44	2,470	1,314	53.2%
45-54	2,543	1,571	61.8%
55-59	1,431	946	66.1%
60-64	1,441	966	67.0%
65-74	2,271	1,606	70.7%
75-84	1,180	911	77.2%
85+	425	342	80.5%

Census 2020 Occupied Housing Units by Race/Ethnicity of Householder and Home Ownership

	Occupied Units	Owner Occupied Units Number	% of Occupied
Total	14,644	8,642	59.0%
White Alone	8,439	5,816	68.9%
Black/African American Alone	3,377	1,401	41.5%
American Indian/Alaska Native Alone	99	44	44.4%
Asian Alone	156	99	63.5%
Pacific Islander Alone	15	3	20.0%
Other Race Alone	1,551	758	48.9%
Two or More Races	1,008	521	51.7%
Hispanic Origin	2,670	1,343	50.3%

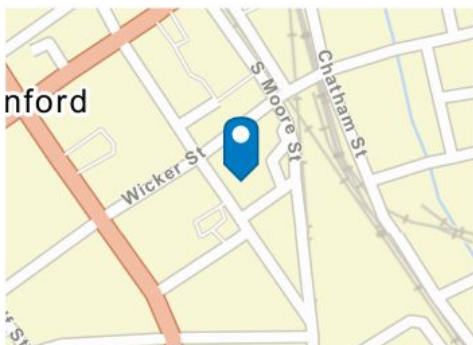
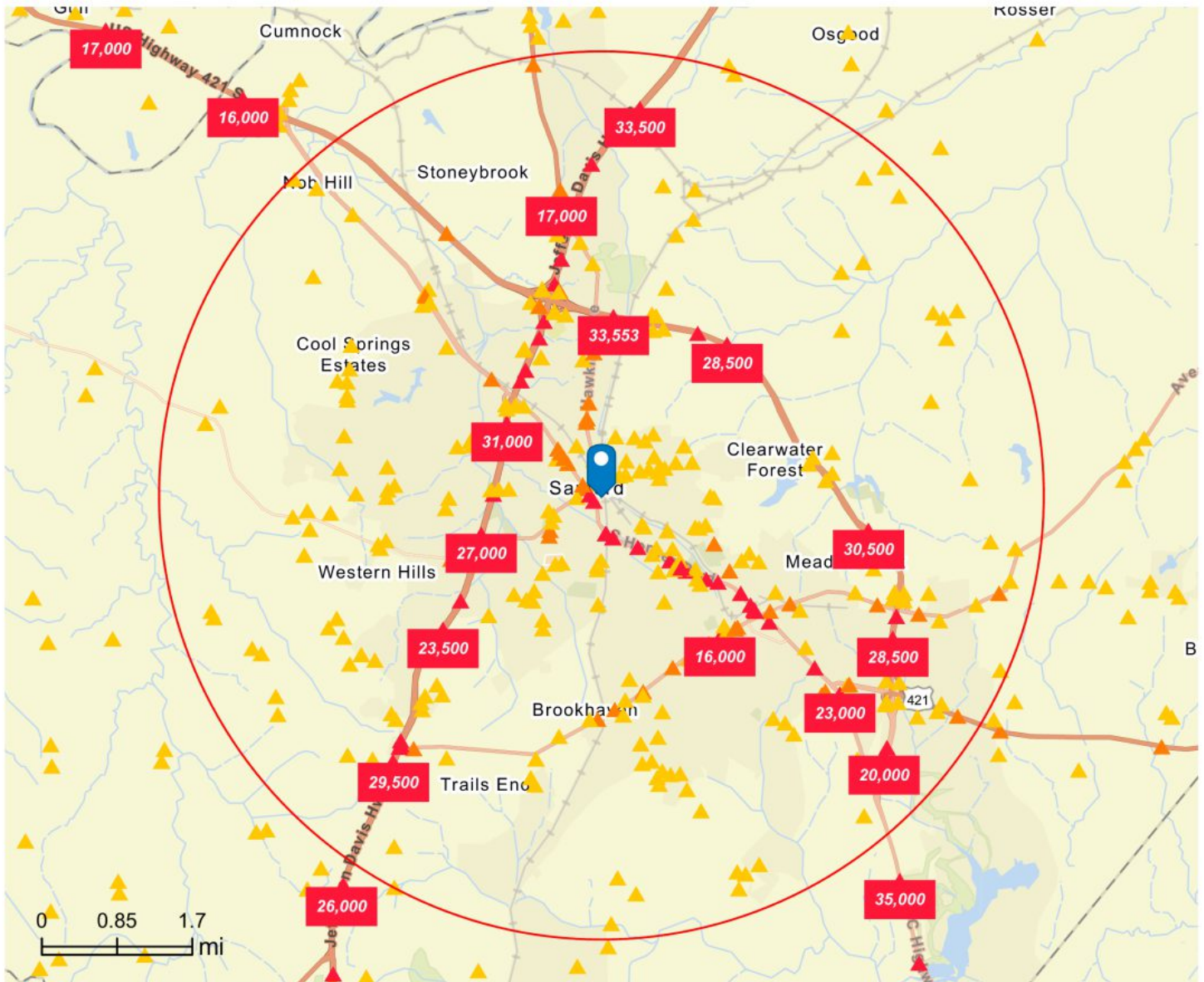
Census 2020 Occupied Housing Units by Size and Home Ownership

	Occupied Units	Owner Occupied Units Number	% of Occupied
Total	14,644	8,642	59.0%
1-Person	4,093	1,885	46.1%
2-Person	4,647	3,105	66.8%
3-Person	2,307	1,358	58.9%
4-Person	1,852	1,181	63.8%
5-Person	1,017	658	64.7%
6-Person	444	285	64.2%
7+ Person	283	170	60.1%



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TRAFFIC COUNT - STUDY AREA (RING: 5 MILE RADIUS)

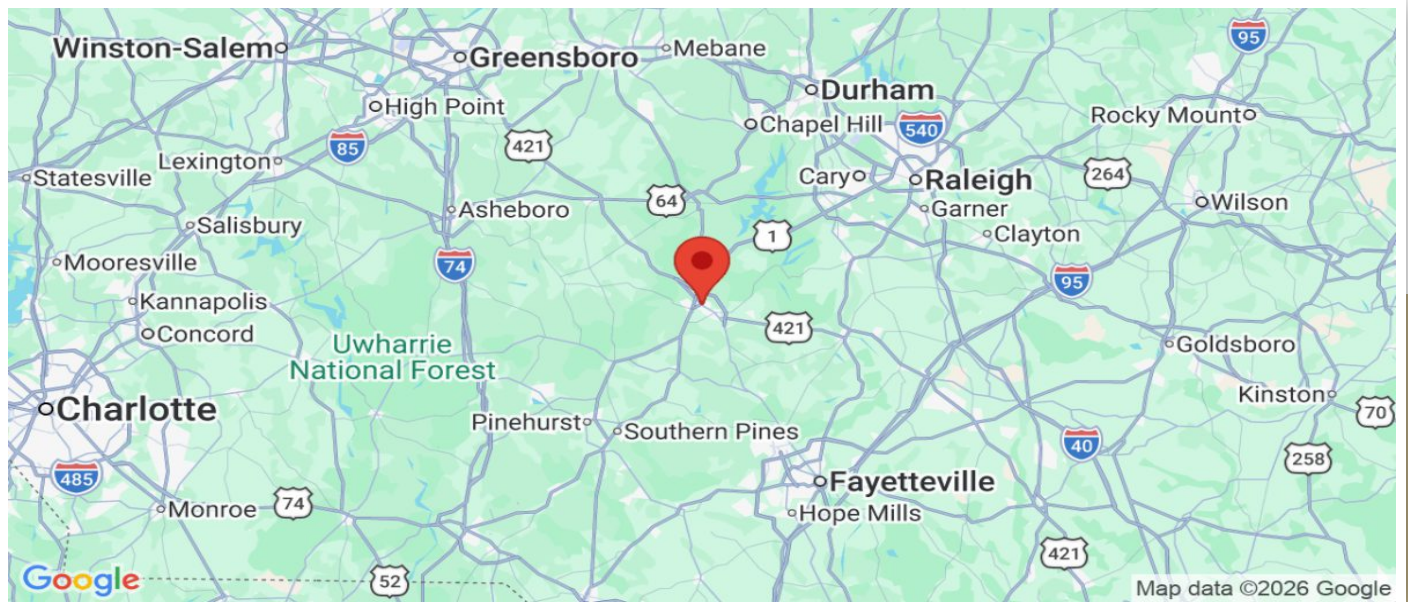


Average Daily Traffic Volume

- ▲ 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

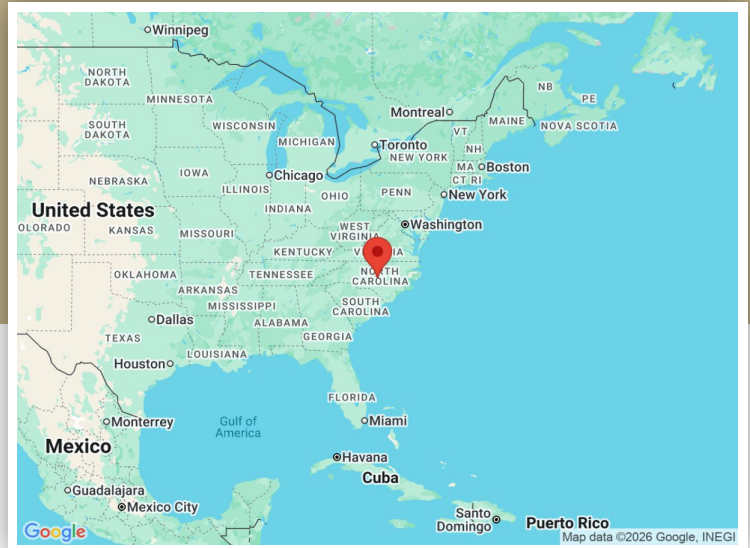


AREA LOCATION MAP

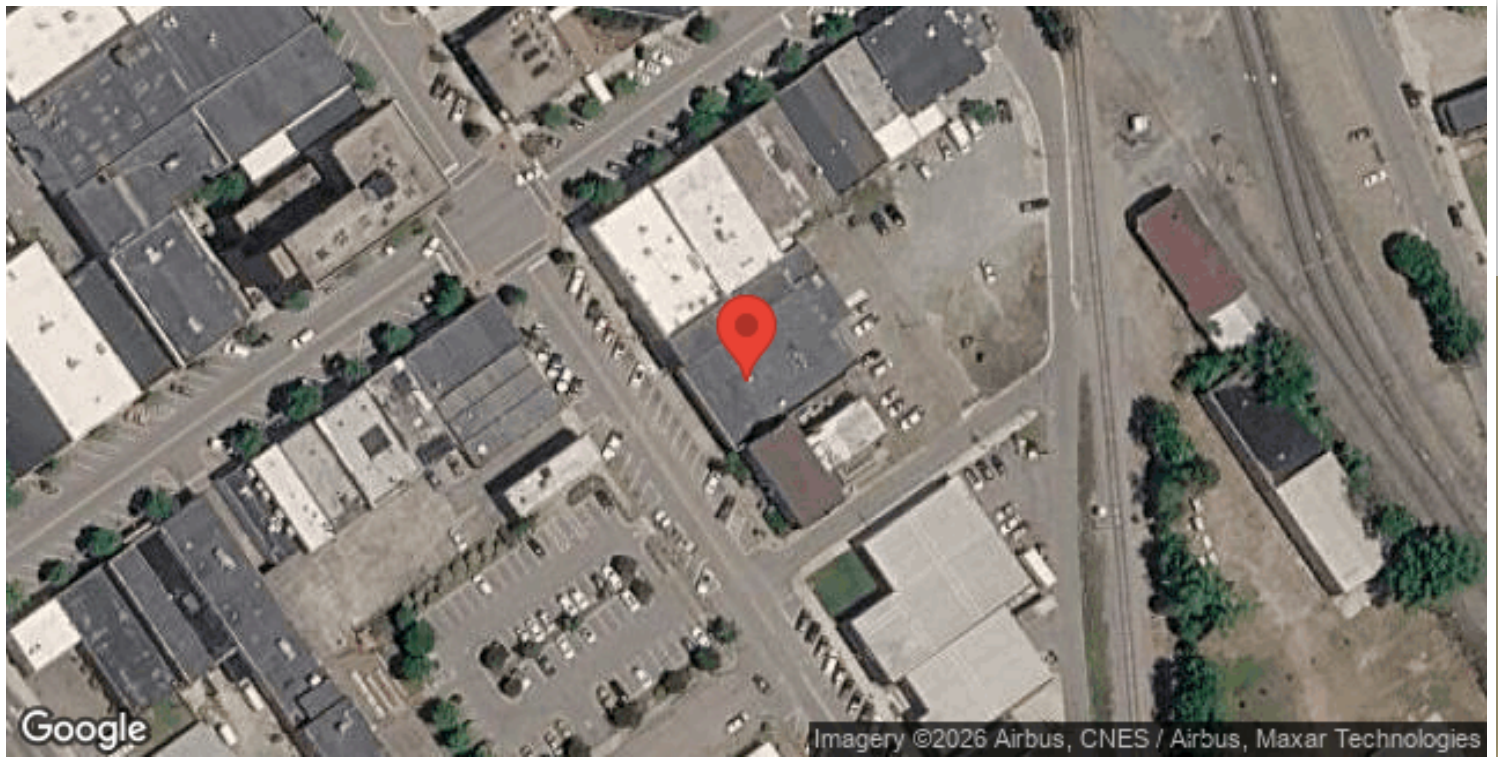


DOWNTOWN SANFORD COMMERCIAL

213 S Steele St
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AERIAL ANNOTATION MAP



DOWNTOWN SANFORD COMMERCIAL

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