

FOR SALE OR LEASE



REDEVELOPMENT

\$2,500,000

HOME DEPOT ADJACENT

2.15 ACRES

2,772 SF BUILDING

HUNTSVILLE, AL MSA

2007 HUGHES RD
MADISON, AL 35758
OFFERING MEMORANDUM

2007 Hughes Road
Madison, AL 35758

EXCLUSIVELY PRESENTED BY:



RYAN JAAMA

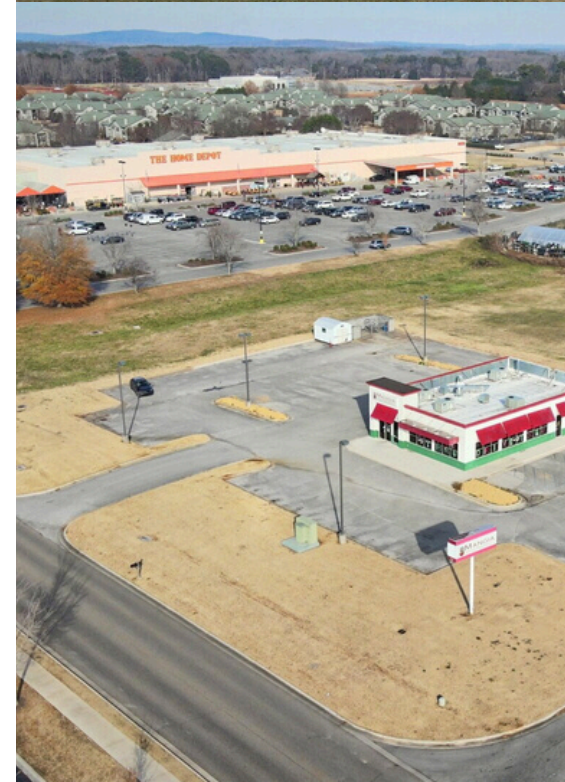
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INVESTMENT HIGHLIGHTS

- **2.15 Acres of Land:** redevelopment opportunity
- **Existing Structure for Optional Reuse:** Current improvements include **2,772 SF** former restaurant building.
- **Home Depot Adjacent:** immediately adjacent to Home Depot and surrounded by other national retailers such as Floor & Decor, TJ Maxx, Starbucks, Wendy's, Sprouts Farmers Market, Hobby Lobby, Aldi, Walgreens, Kohl's, Academy Sports, and more.
- **Less Than a Mile from Clift Farm:** ~550-acre mixed-use development in Madison, AL, centered around a vibrant retail village anchored by Publix and featuring a growing lineup of national brands including Starbucks, Chipotle, CAVA, Five Guys, Culver's, Chick-fil-A, Verizon, and Costco.
- **High Average Household Income:** Household income within a mile of the property is over \$139,000

INVESTMENT SUMMARY - FOR SALE OR LEASE

- **Prime Location:** Situated right off of Highway 72 with traffic counts over **44,900 VPD** on 72 and **14,200** on Hughes Road.
- **Strong Demographics:** Affluent, rapidly growing suburb of Huntsville with above-average household incomes of \$140,000+.
- **Visibility & Access:** Excellent frontage, easy ingress/egress, and proximity to national retailers.
- **Growth Drivers:** Minutes from the Clift Farm 550-acre master-planned community and major employment hubs in the Huntsville metro.
- **Flexible Redevelopment Potential:** C-4 Zoning allows for a variety of retail, restaurant, and service uses.
- **Value-Add Opportunity:** Vacant property offers immediate upside through redevelopment, re-tenanting, or lease-up strategy.



**Population
Growth Over
10% Next 5-
Year**



**High
Average
Household
Income
\$140,000+**



**C4 Zoning
allows for all
types of
retail uses**



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INVESTMENT SUMMARY - FOR SALE OR LEASE

- **Sale Price: \$2,500,000**
- **Lease Rate: TBD by Market**
- **Lot Size: 2.15 Acres**
- **Price Per Acre: \$1,162,791**
- **Current Improvements: 2,772 SF**
- **Year Built: 2004**



2007 Hughes Road offers a prime redevelopment or lease-up opportunity in the heart of Madison, Alabama, one of the fastest-growing suburbs in the Huntsville metro. The property sits along Hughes Road, a high-traffic corridor surrounded by national retailers (see map on next page) and minutes from the Clift Farm master-planned community. With strong demographics, excellent visibility, and flexible zoning, the site is well-positioned for a range of retail, restaurant, or service uses. Madison's rapid population growth, high household incomes, and proximity to major employment centers make this an attractive acquisition for developers and investors seeking value-add potential in a supply-constrained market.

Business Structures and Other Permitted Uses:

- (1) Minimum required depth of front yard – all structures shall be set back not less than fifty (50) feet arterial rights-of-way and not less than five (5) feet from all collector and local street rights-of-way. (17-164)
- (2) Minimum required depth of rear yard – none, except where the rear lot line abuts a residential district there shall be provided a rear yard of not less than twenty (20) feet. (17-164)
- (3) Minimum required width of each side yard - none, except where a side lot line abuts a residential district there shall be provided a side yard of not less than twenty (20) feet.

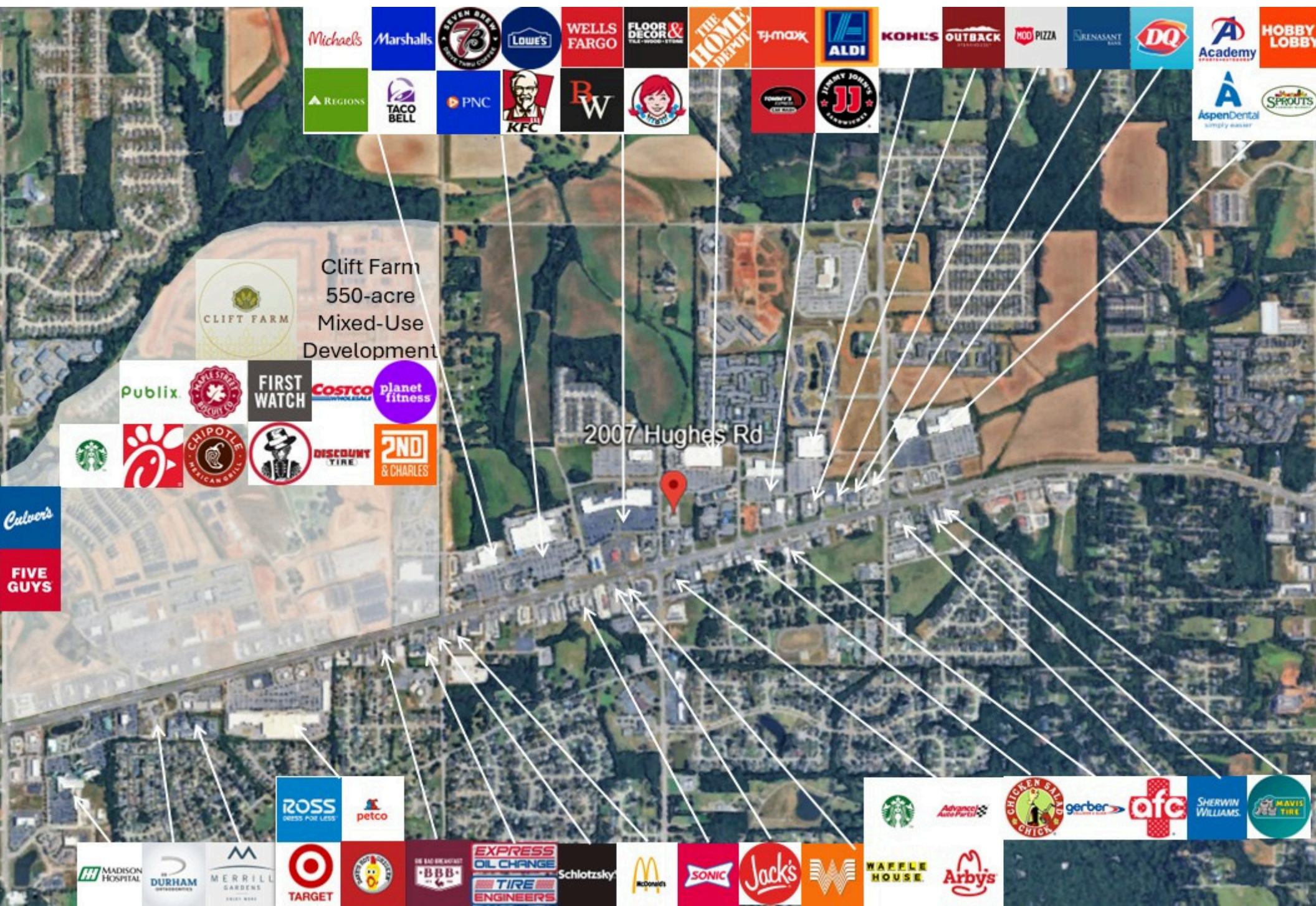


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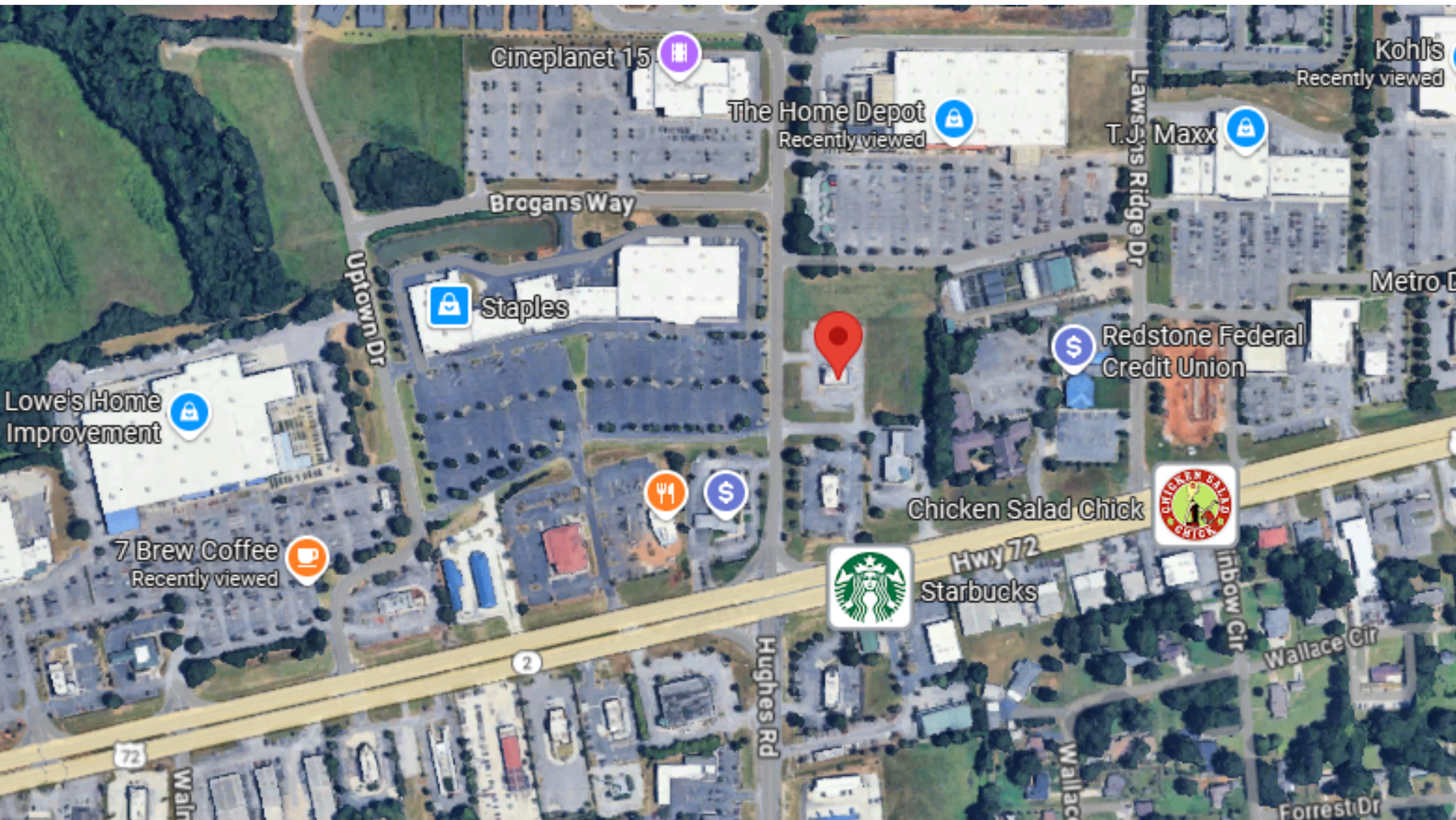
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Trade Area Map



IMMEDIATE AREA MAP



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PHOTOS



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HUNTSVILLE/MADISON MARKET OVERVIEW

Huntsville is **one of the fastest-growing metros in the U.S.**, driven by its booming aerospace and technology sectors and an influx of high-income households. Strong population growth, combined with relatively low housing costs, continues to fuel retail demand well above the national average.

The retail market remains exceptionally tight with just a 4.0% availability rate—well below the U.S. benchmark—creating a supply-constrained environment where quality sites are scarce. Developers are racing to meet demand, with more than **270,000 SF of new retail delivered** in the past 12 months **and another 250,000 SF underway**. Even with new deliveries, prime locations near growth engines like Clift Farm and major national retailers remain in high demand.

Retail **rents have grown at 2.4% annually**, outpacing national averages, as tenants compete for limited space. With nearly **40,000 new housing units added in the last five years**, Huntsville's expanding residential base is set to drive continued retail absorption—making this 2.15-acre Home Depot outparcel an ideal opportunity for developers seeking to capture the market's momentum.



Explosive Growth – Huntsville is the fastest-growing city in Alabama and one of the fastest in the U.S.

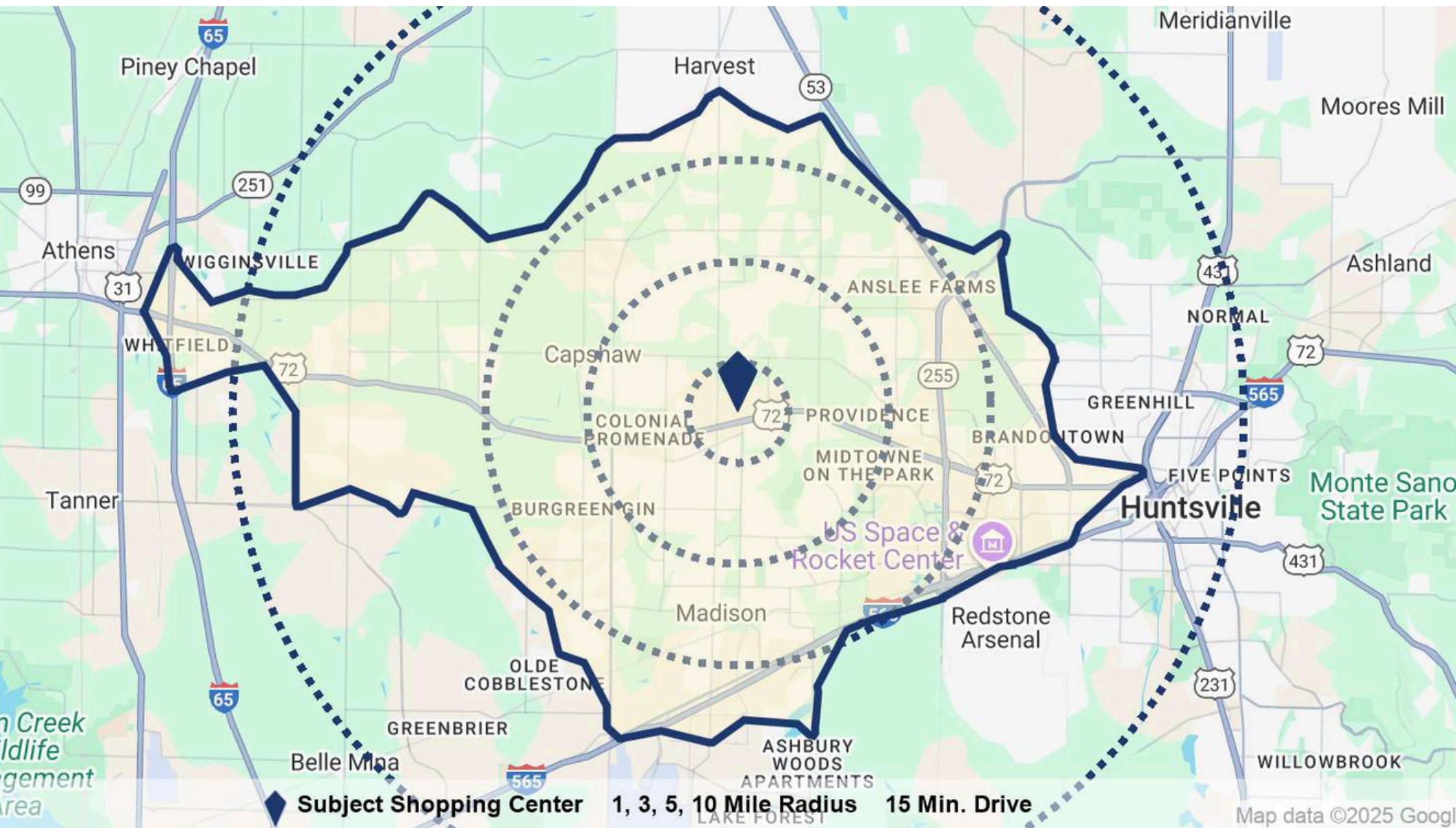


270,000 SF of new retail delivered in the last 12 months and another 250,000 underway.



2.4% Annual rent growth and nearly 40,000 new housing units added in the last 5 years.

DEMOGRAPHICS MAP



DEMOGRAPHICS

Population	1 Mile	3 Miles	5 Miles	10 Miles	15 Min. Drive
Population	3,279	51,474	114,825	268,674	173,340
5 Yr Growth	9.5%	11.2%	11.8%	12.2%	21.4%
Median Age	42	41	39	38	38
5 Yr Forecast	42	42	40	39	39
White / Black / Hispanic	71% / 15% / 4%	67% / 19% / 5%	64% / 22% / 5%	54% / 32% / 7%	60% / 25% / 6%
5 Yr Forecast	71% / 15% / 4%	67% / 19% / 5%	64% / 22% / 5%	54% / 32% / 7%	61% / 25% / 6%
Employment	3,100	11,808	45,098	193,941	90,659
Buying Power	\$147.5M	\$2.2B	\$4.5B	\$8.3B	\$6.4B
5 Yr Growth	9.4%	12.0%	13.0%	14.9%	23.5%
College Graduates	57.6%	55.1%	51.0%	39.3%	56.6%
Household					
Households	1,235	20,066	45,616	107,235	69,035
5 Yr Growth	10.0%	11.7%	12.4%	12.7%	21.8%
Median Household Income	\$119,412	\$107,407	\$98,745	\$77,423	\$93,147
5 Yr Forecast	\$118,796	\$107,715	\$99,345	\$78,940	\$94,474
Average Household Income	\$140,414	\$130,360	\$120,195	\$99,442	\$112,137
5 Yr Forecast	\$140,140	\$131,504	\$121,295	\$100,979	\$113,191
% High Income (>\$75K)	74%	71%	65%	51%	60%
Housing					
Median Home Value	\$304,450	\$295,707	\$288,541	\$252,063	\$279,227
Median Year Built	1997	2002	2001	1993	1999
Owner / Renter Occupied	75% / 25%	76% / 24%	68% / 32%	60% / 40%	65% / 35%

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PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONTACT THE ALLY COMMERCIAL REAL ESTATE ADVISOR FOR MORE DETAILS.

PRESENTED BY:



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