



SOUTHGATE PLAZA OUTPARCEL FOR SALE

14258 US HIGHWAY 431, GUNTERSVILLE, AL 35976



GATEWAY
COMMERCIAL BROKERAGE

300 Market St NE, Suite 3 | Decatur, AL 35601 | GATEWAYCOMMERCIAL.COM

TABLE OF CONTENTS



Contents

PROPERTY INFORMATION	4
LOCATION INFORMATION	7
TRAFFIC DATA	11
DEMOGRAPHICS	14
ADVISOR BIOS	19

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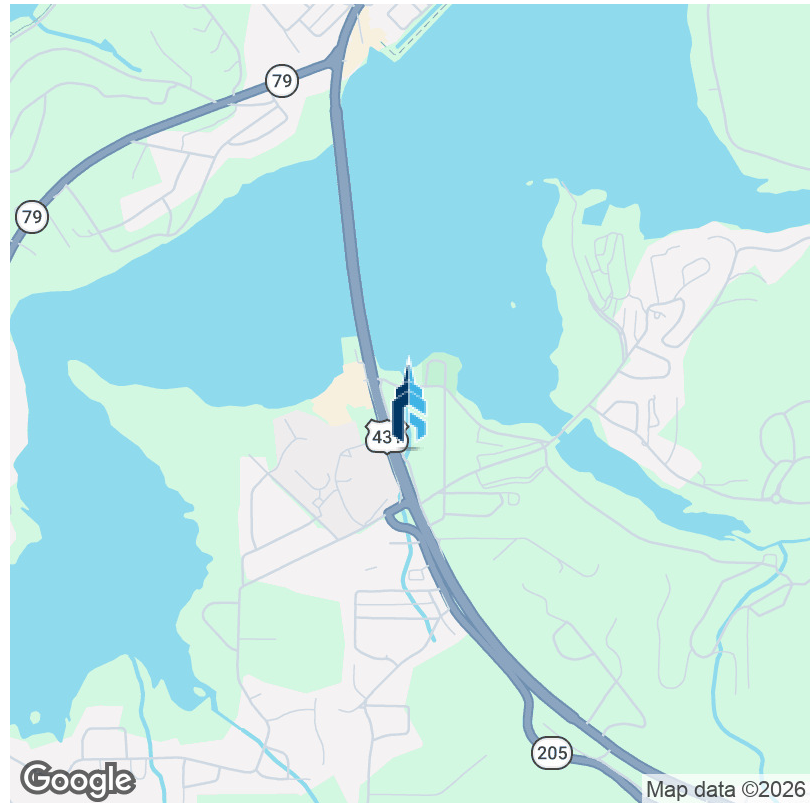
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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. 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.

EXECUTIVE SUMMARY



OFFERING SUMMARY

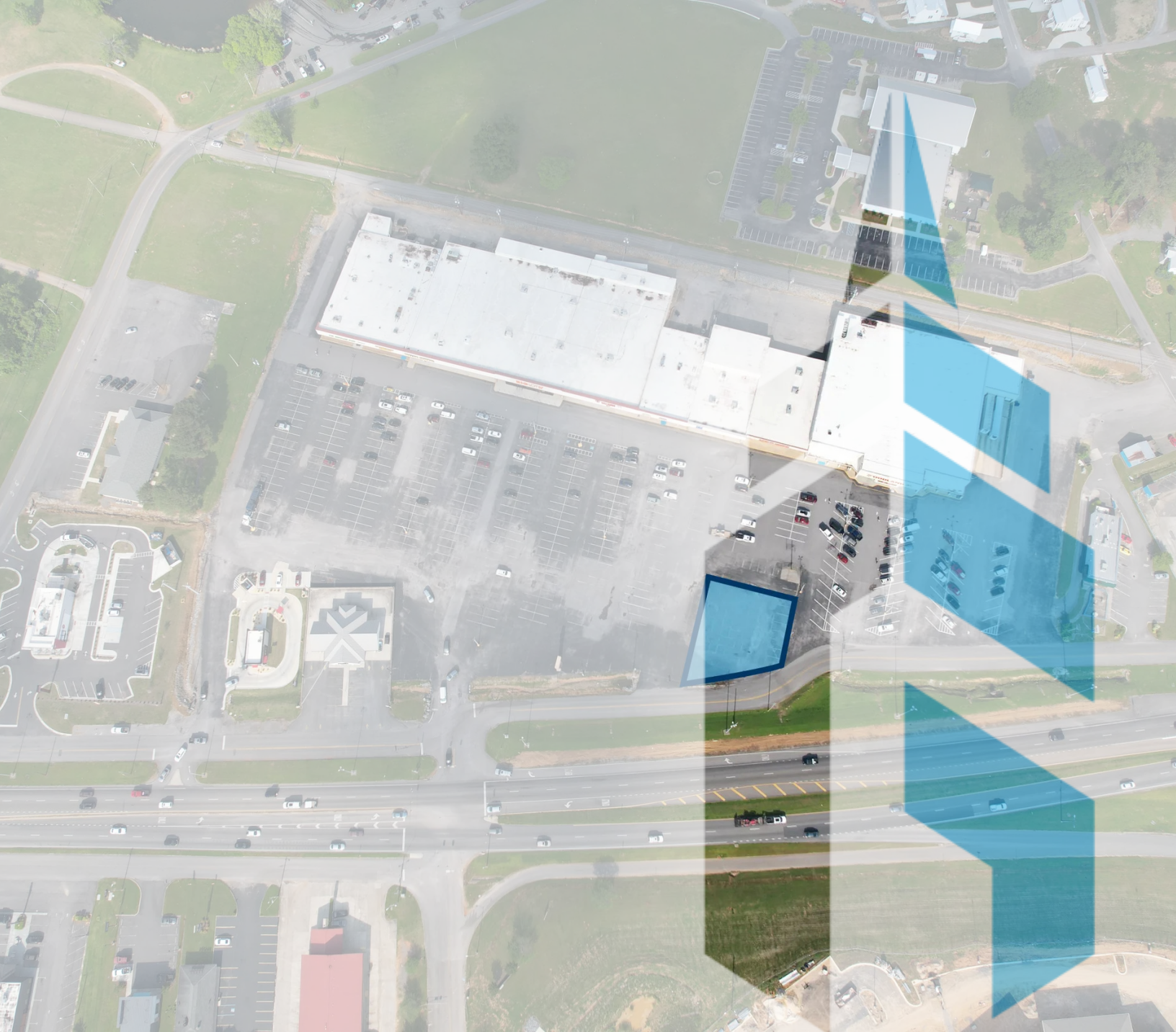
Sale Price:	\$600,000
Available SF:	
Lot Size:	0.38 Acres
Number of Units:	1
Price / Acre:	\$1,578,947
Year Built:	1971
Zoning:	BG-1A
Market:	Guntersville

PROPERTY OVERVIEW

Discover a prime investment opportunity with this impressive out-parcel located at 14258 US Highway 431, Guntersville, AL. Zoned BG-1A and providing endless potential for development, the property is located in front of Southgate Plaza which has regional and national tenants. Its strategic location in Guntersville presents a unique chance for investors to capitalize on a high-demand area and make a lasting impact within the thriving local market. The current owners will consider a build-to-suit option.

PROPERTY HIGHLIGHTS

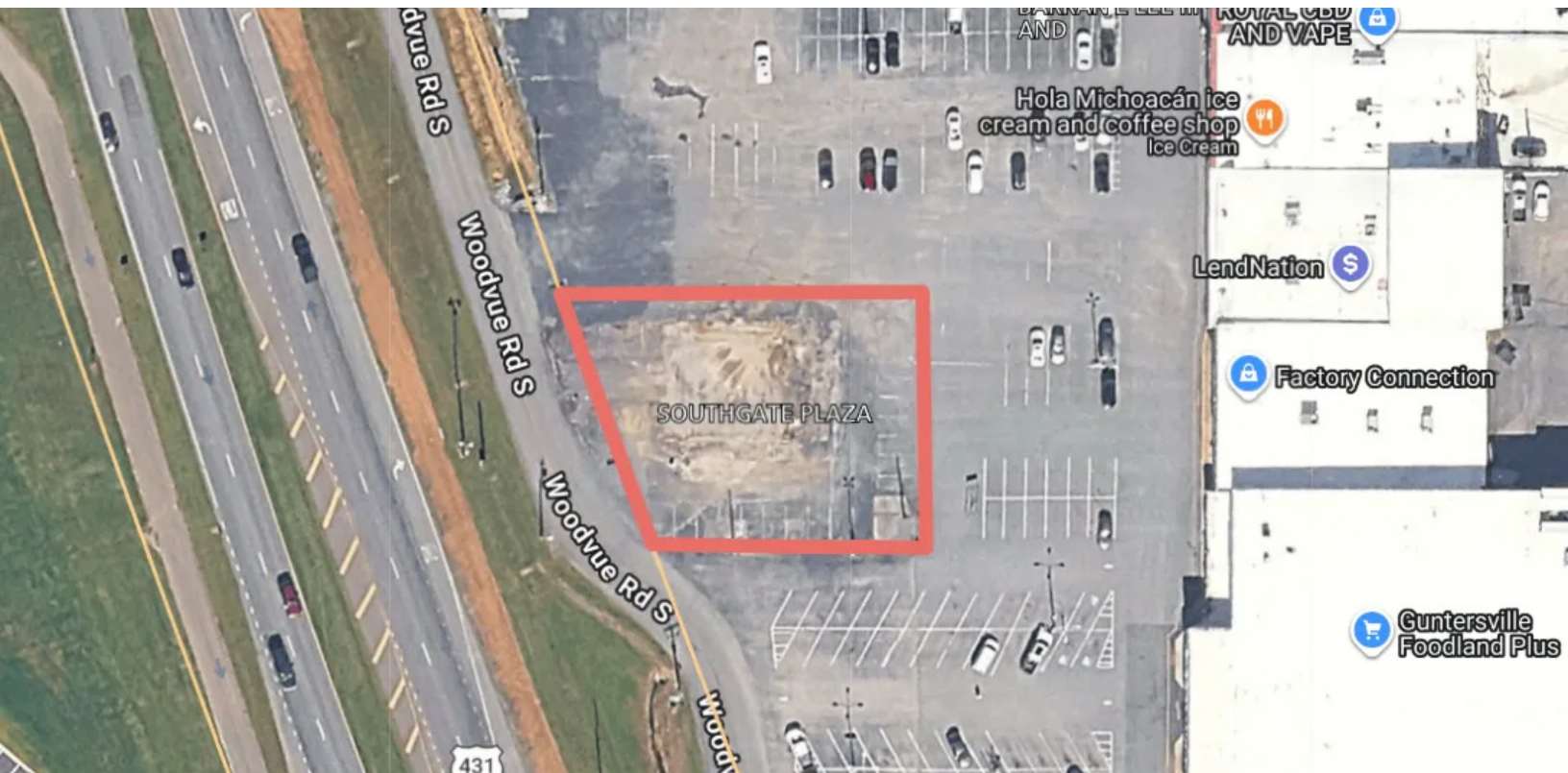
- Build-To-Suit Option
- High-Traffic Area
- Excellent Visibility
- Zoned BG-1A
- Strategic Guntersville Location



PROPERTY INFORMATION

14258 Us Highway 431, Guntersville, AL 35976

ADDITIONAL PHOTOS



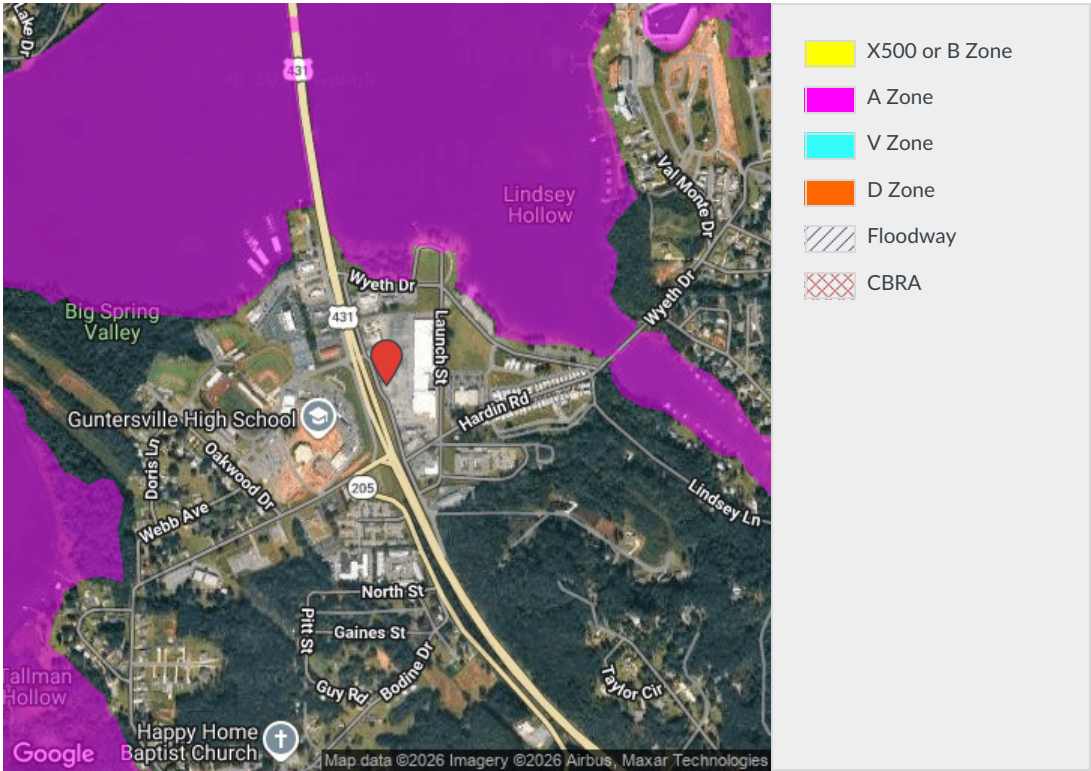
US HIGHWAY 431 GUNTERSVILLE, AL 35976-3019

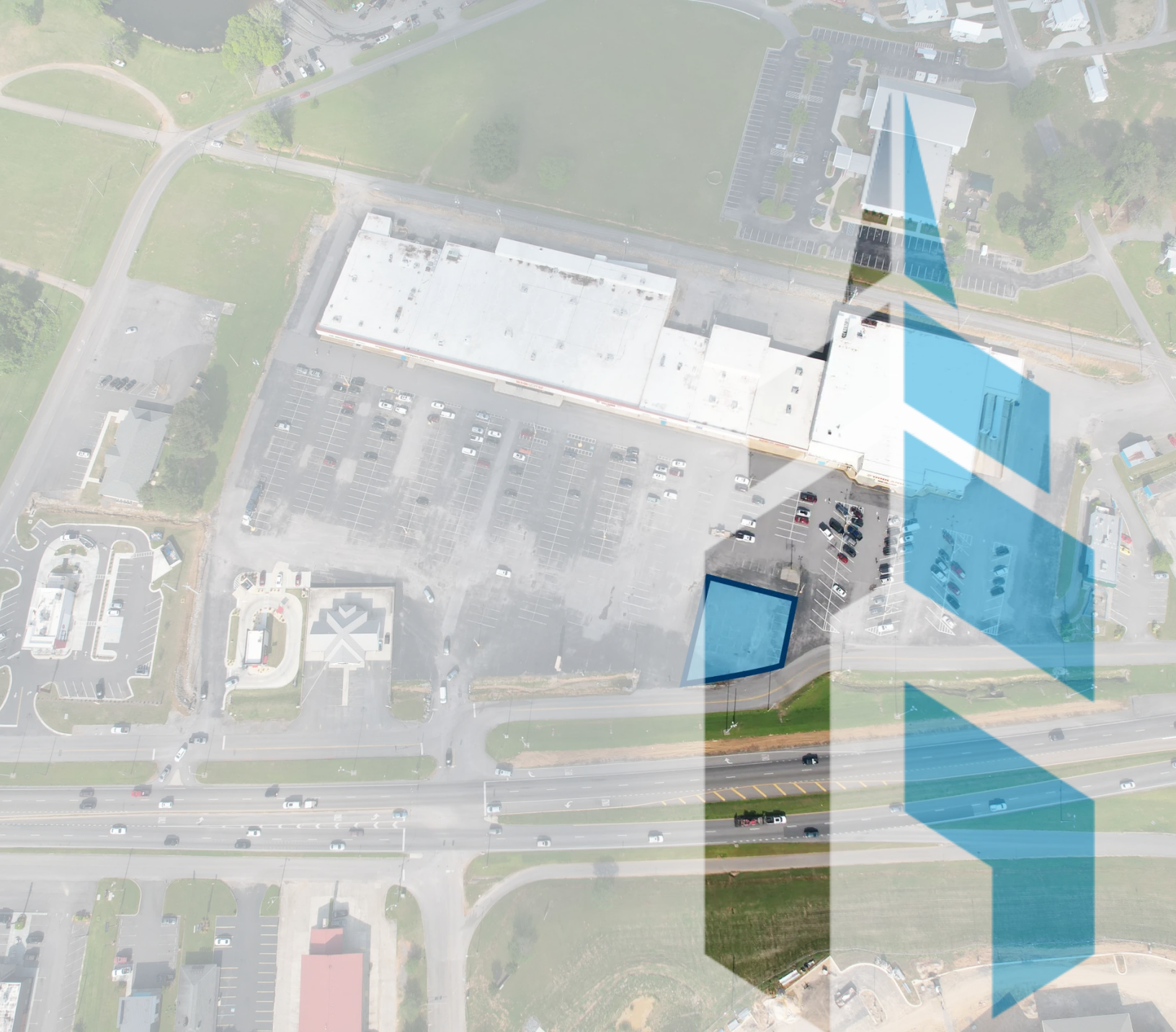
LOCATION ACCURACY: *User-defined location*

Flood Zone Determination Report

Flood Zone Determination: **OUT**

COMMUNITY	010311	PANEL	0308D
PANEL DATE	September 16, 2011	MAP NUMBER	01095C0308D

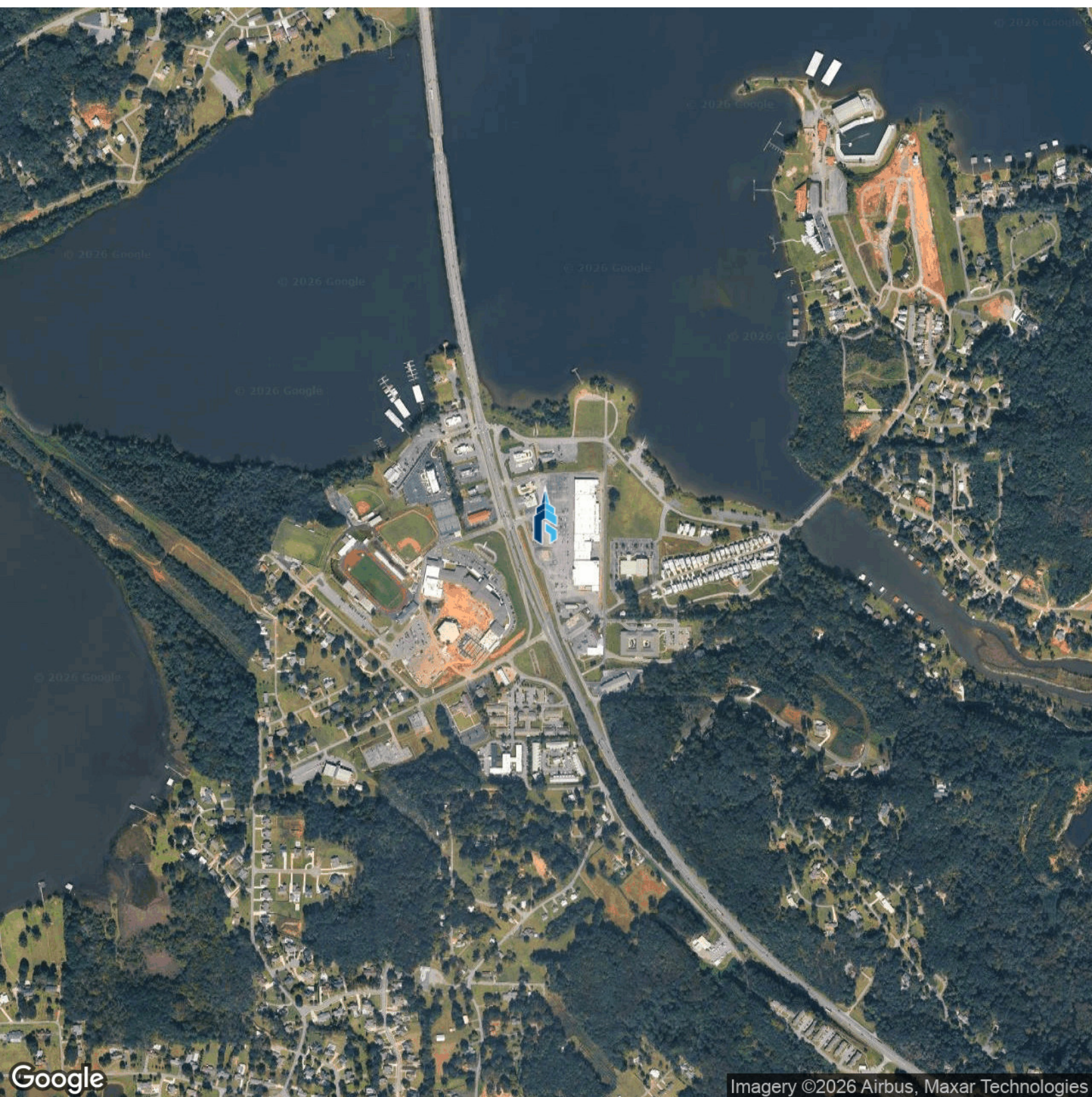




LOCATION INFORMATION

14258 Us Highway 431, Guntersville, AL 35976

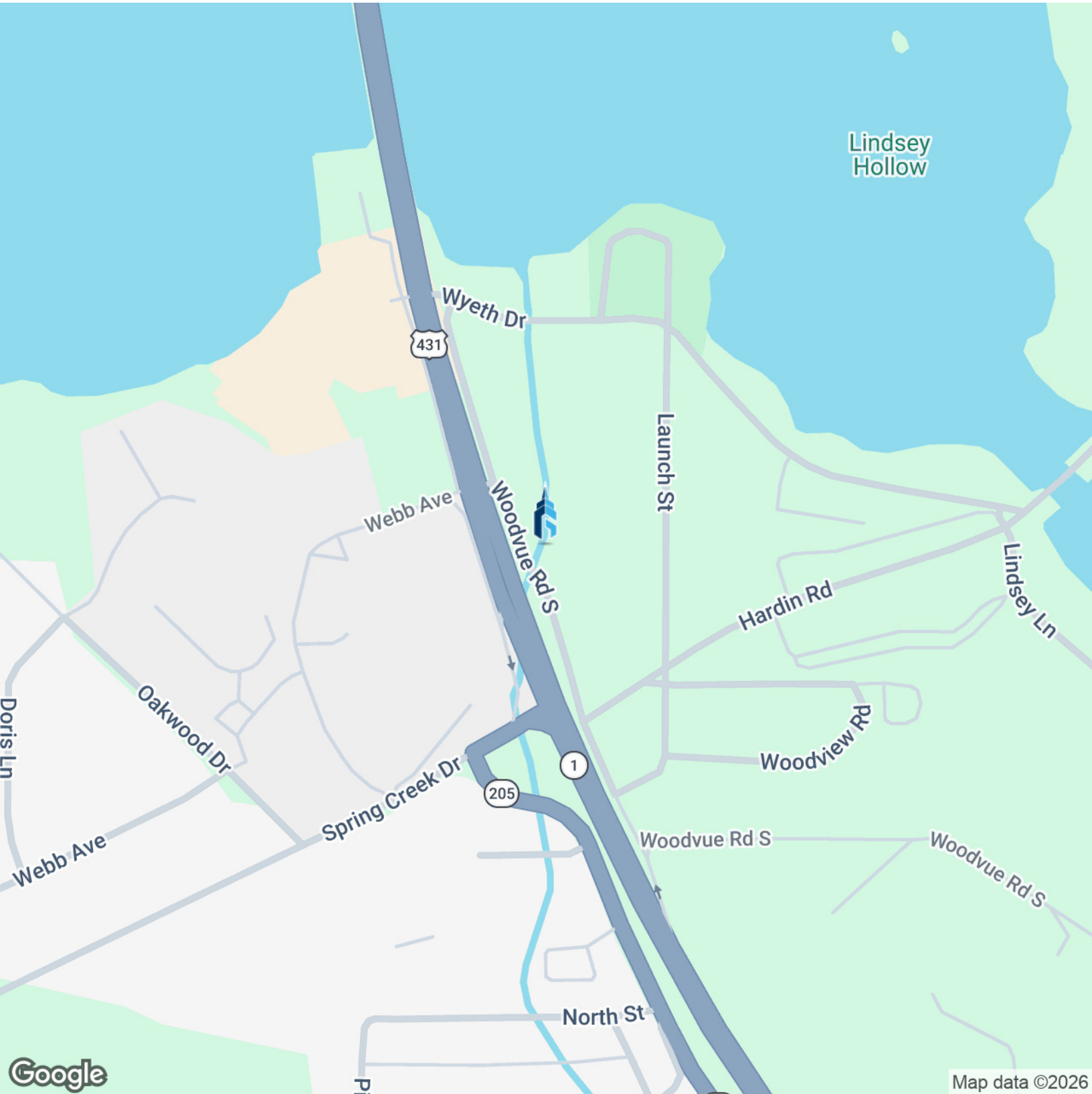
AERIAL MAP



REGIONAL MAP



LOCATION MAP





TRAFFIC DATA

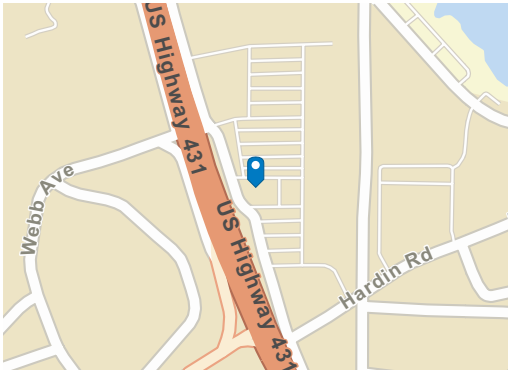
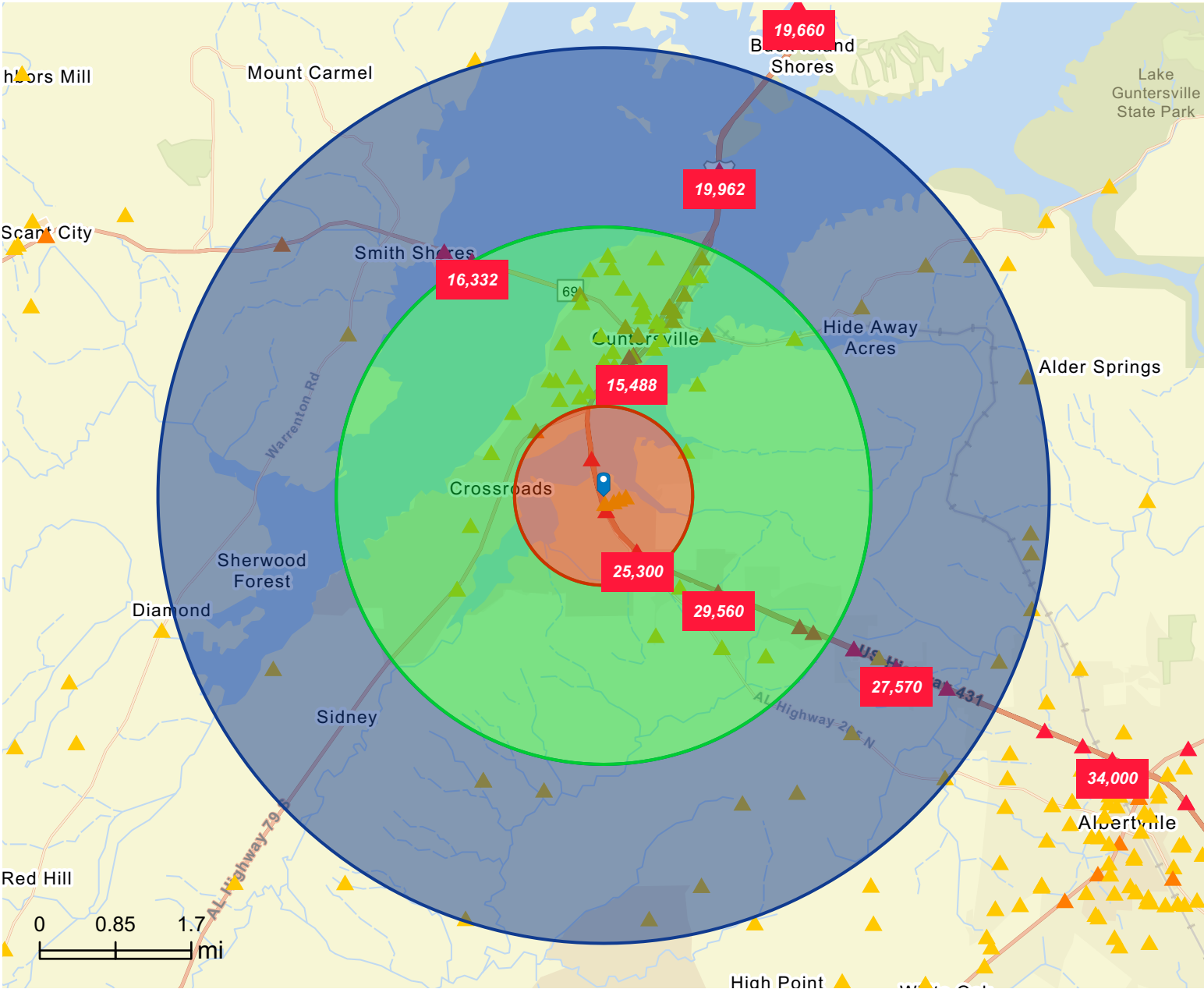
14258 Us Highway 431, Guntersville, AL 35976

Traffic Count Map

Pet Supplies Plus



Ring bands: 0-1, 1-3, 3-5 mile radii



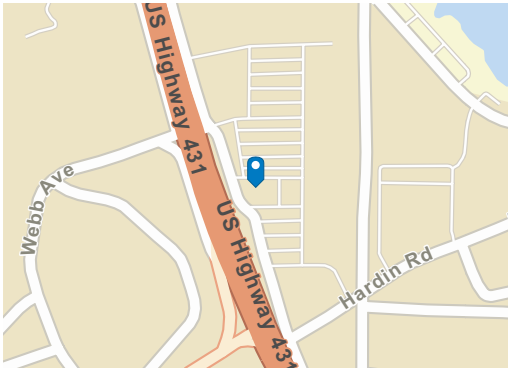
Average Daily Traffic Volume

- ▲ 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



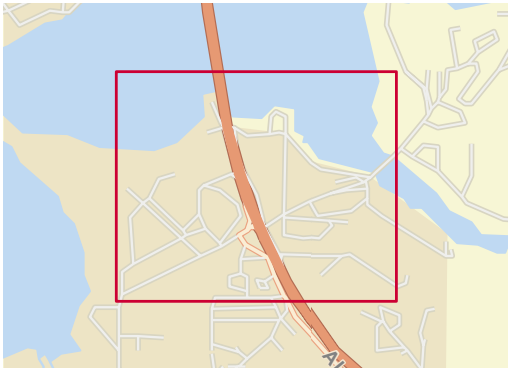
Traffic Count Map - Close Up

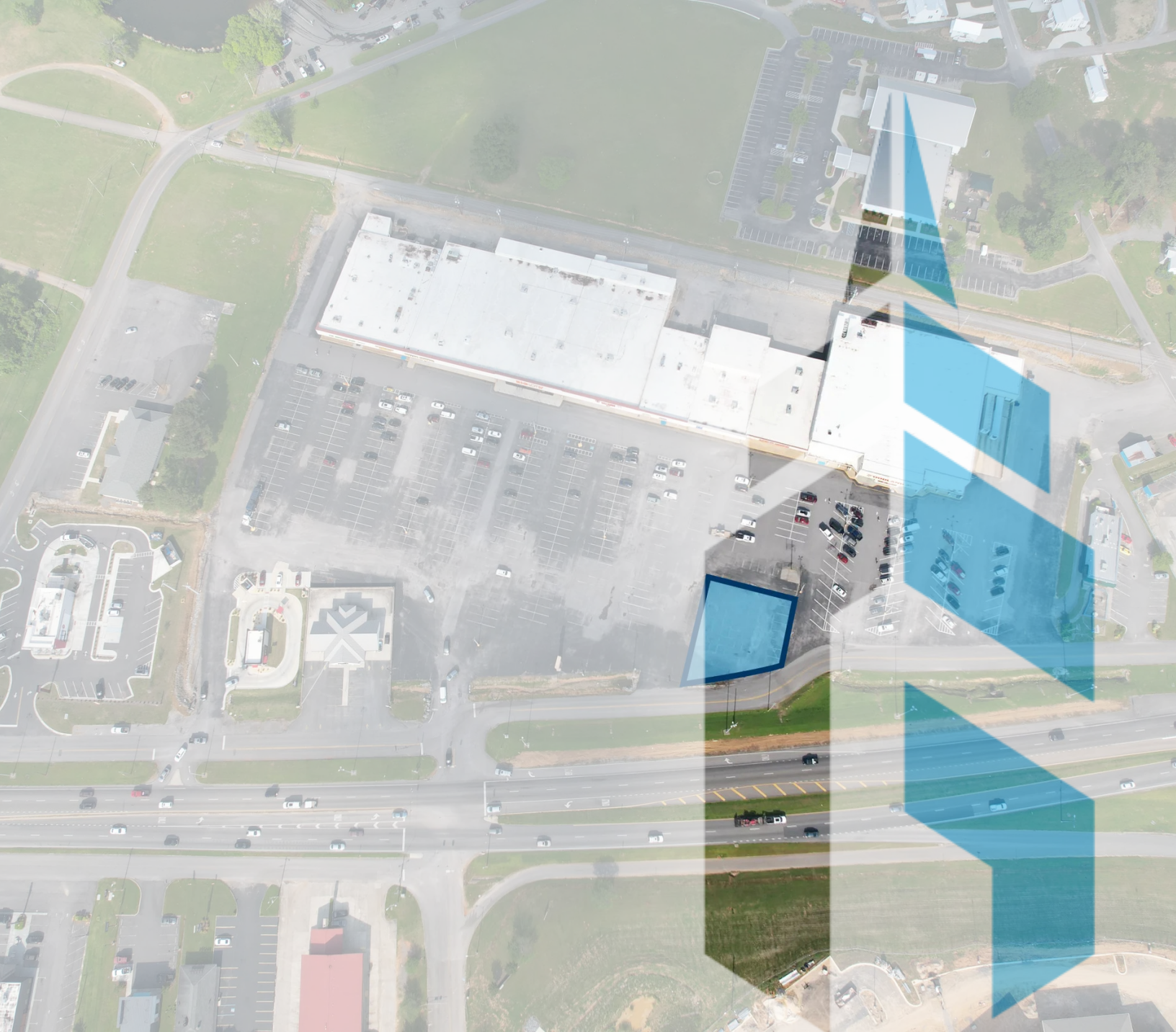
Pet Supplies Plus 2
Pet Supplies Plus
Ring bands: 0-1, 1-3, 3-5 mile radii



Average Daily Traffic Volume

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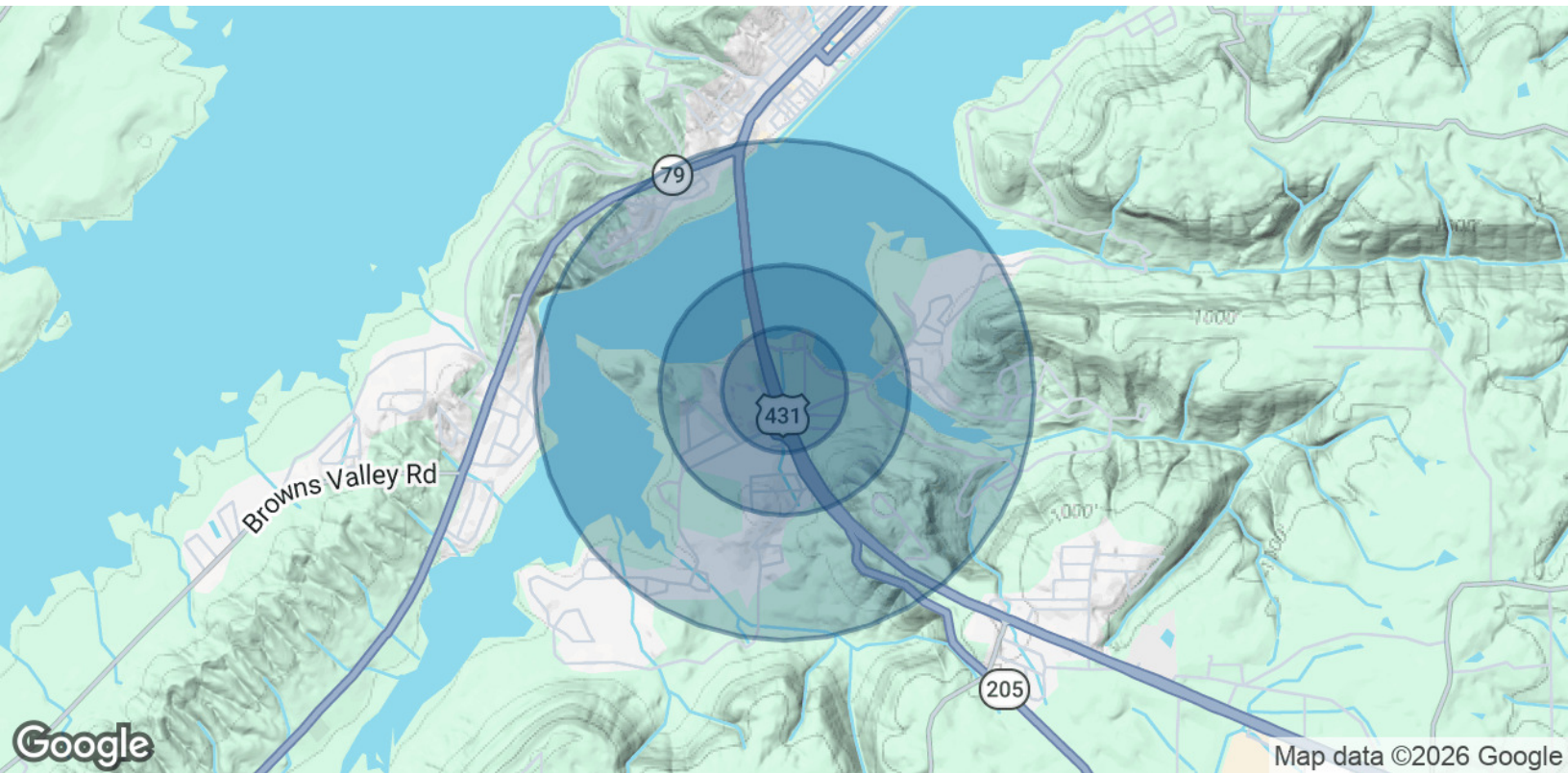




DEMOGRAPHICS

14258 Us Highway 431, Guntersville, AL 35976

DEMOGRAPHICS MAP & REPORT



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	86	362	1,128
Average Age	41.7	41.6	41.2
Average Age (Male)	40.1	40.0	39.6
Average Age (Female)	45.5	45.2	44.8

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	29	123	390
# of Persons per HH	3.0	2.9	2.9
Average HH Income	\$117,743	\$116,528	\$111,644
Average House Value	\$448,965	\$440,227	\$415,784

2023 American Community Survey (ACS)

Executive Summary

Pet Supplies Plus



Ring bands: 0-1, 1-3, 3-5 mile radii

Population	0 - 1 mile	1 - 3 mile	3 - 5 mile
2020 Population	1,399	7,548	7,234
2020 Male Population	47.7%	48.6%	49.7%
2020 Female Population	52.3%	51.4%	50.3%
2026 Population	1,464	7,815	7,555
2026 Male Population	48.4%	49.5%	50.7%
2026 Female Population	51.6%	50.5%	49.3%
2031 Population	1,499	7,914	7,724
2031 Male Population	48.6%	49.4%	50.8%
2031 Female Population	51.5%	50.5%	49.2%
2010-2020 Annual Rate	0.64%	0.41%	0.37%
2020-2026 Annual Rate	0.73%	0.56%	0.70%
2026-2031 Annual Rate	0.47%	0.25%	0.44%

In the identified area, the current year population is **7,555**. In 2020, the Census count in the area was **7,234**. The rate of change since 2020 was **0.70%** annually. The five-year projection for the population in the area is **7,724** representing a change of **0.44%** annually from 2026 to 2031. Currently, the population is **50.7%** male and **49.3%** female.

Median Age

2026 Median Age	49.2	43.2	41.2
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The median age in this area is **41.2**, compared to U.S. median age of **39.6**.

Race and Ethnicity

2026 White Alone	83.0%	77.7%	78.1%
2026 Black Alone	6.5%	9.6%	2.4%
2026 American Indian Alone	1.2%	1.2%	1.9%
2026 Asian Alone	1.6%	0.9%	0.6%
2026 Pacific Islander Alone	0.0%	0.0%	0.0%
2026 Some Other Race Alone	2.0%	4.2%	8.6%
2026 Two or More Races	5.8%	6.4%	8.3%
2026 Hispanic Origin	5.0%	8.8%	17.1%
2026 Diversity Index	36.9	48.0	55.2

Persons of Hispanic origin represent **17.1%** 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 **55.2** in the identified area, compared to **73.0** for the U.S. as a whole.

Households	0 - 1 mile	1 - 3 mile	3 - 5 mile
2026 Wealth Index	114	85	93
2010 Total Households	567	3,045	2,757
2020 Total Households	623	3,198	2,848
2026 Total Households	667	3,373	3,071
2031 Total Households	696	3,471	3,185
2010-2020 Annual Rate	0.95%	0.49%	0.33%
2020-2026 Annual Rate	1.10%	0.86%	1.21%
2026-2031 Annual Rate	0.85%	0.57%	0.73%
2026 Average Household Size	2.12	2.26	2.43

The household count in this area has changed from **2,848** in 2020 to **3,071** in the current year, a change of **1.21%** annually. The five-year projection of households is **3,185**, a change of **0.73%** annually from the current year total. Average household size is currently **2.43**, compared to **2.50** in the year 2020. The number of families in the current year is **2,104** in the specified area.

Mortgage Income			
2026 Percent of Income for Mortgage	29.1%	23.8%	16.0%

Median Household Income			
2026 Median Household Income	\$82,453	\$77,585	\$79,479
2031 Median Household Income	\$97,315	\$86,811	\$89,860
2026-2031 Annual Rate	3.37%	2.27%	2.49%

Average Household Income			
2026 Average Household Income	\$113,765	\$99,827	\$105,700
2031 Average Household Income	\$129,690	\$114,285	\$123,117
2026-2031 Annual Rate	2.65%	2.74%	3.10%

Per Capita Income			
2026 Per Capita Income	\$49,186	\$43,386	\$42,510
2031 Per Capita Income	\$57,358	\$50,424	\$50,122
2026-2031 Annual Rate	3.12%	3.05%	3.35%

Income Equality			
2026 Gini Index	49.6	47.9	46.7

Households by Income

Current median household income is **\$79,479** in the area, compared to **\$85,893** for all U.S. households. Median household income is projected to be **\$89,860** in five years, compared to **\$100,053** all U.S. households.

Current average household income is **\$105,700** in this area, compared to **\$122,692** for all U.S. households. Average household income is projected to be **\$123,117** in five years, compared to **\$138,579** for all U.S. households.

Current per capita income is **\$42,510** in the area, compared to the U.S. per capita income of **\$48,241**. The per capita income is projected to be **\$50,122** in five years, compared to **\$55,073** for all U.S. households.

Housing Unit Summary	0 - 1 mile	1 - 3 mile	3 - 5 mile
2026 Housing Affordability Index	81	100	147
2010 Total Housing Units	607	3,448	3,184
2010 Owner Occupied	392	1,956	2,011
2010 Renter Occupied	175	1,090	746
2010 Vacant	40	403	427
2020 Housing Units	679	3,584	3,251
2020 Owner Occupied	429	2,023	2,118
2020 Renter Occupied	194	1,175	730
2020 Vacant	84	391	330
2026 Housing Units	725	3,722	3,452
2026 Owner Occupied	473	2,202	2,339
2026 Renter Occupied	194	1,171	732
2026 Vacant	58	349	381
2031 Total Housing Units	753	3,816	3,566
2031 Owner Occupied	488	2,268	2,437
2031 Renter Occupied	209	1,203	748
2031 Vacant	57	345	381

Socioeconomic Status

2026 Socioeconomic Status Index	49.0	47.3	48.8
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Currently, **65.2%** of the **3,452** housing units in the area are owner occupied; **26.8%** renter occupied; and **8.0%** 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 **3,251** housing units in the area and **84** vacant housing units. The annual rate of change in housing units since 2020 is **0.96%**. Median home value in the area is **\$216,096**, compared to a median home value of **\$376,272** for the U.S. In five years, median home value is projected to change by **0.31%** annually to **\$413,990**.



ADVISOR BIOS

14258 Us Highway 431, Guntersville, AL 35976

**EMMETTE BARRAN, CCIM**

Qualifying Broker

ebarran@gatewaycommercial.net

Direct: **256.355.0721** | Cell: **256.303.1703**

AL #00005740-0

PROFESSIONAL BACKGROUND

Emmette Barran, CCIM, is a seasoned commercial real estate professional with nearly three decades of experience in brokerage, development, and investment services. Since joining Gateway Commercial Brokerage, Inc. in 1996, Mr. Barran has played a pivotal role in the firm's growth, contributing his expertise to a wide range of retail, office, and investment transactions across North Alabama.

Based in Decatur, Alabama, Emmette brings a strategic, client-focused approach to real estate. His in-depth market knowledge and strong negotiation skills have made him a trusted advisor to national and regional clients alike. Over the course of his career, he has represented an impressive roster of tenants, landlords, and investors, including major brands such as Big Lots, Family Dollar, Piggly Wiggly, Food Land, Bender's Gym, Aaron's Rents, Rent-A-Center, TOC, Hospice South, Compass Bank, Regions Bank, Redstone Federal Credit Union, WW Grainger, and Sprint PCS.

Emmette is a Certified Commercial Investment Member (CCIM), a designation held by fewer than 10% of commercial real estate professionals worldwide, signifying advanced knowledge in financial and market analysis. His professional affiliations include membership in the International Council of Shopping Centers (ICSC), reflecting his active involvement in the retail real estate sector.

In recognition of his leadership and service to the real estate industry, Emmette currently serves as a Real Estate Commissioner for the State of Alabama, where he contributes to policy oversight and regulatory initiatives that shape the profession statewide.

He holds a Bachelor of Science degree in Finance from Auburn University, providing a strong analytical foundation for his work in real estate investment and development.

Whether navigating complex lease negotiations, guiding multi-tenant property acquisitions, or consulting on market entry strategies, Emmette Barran consistently delivers value through integrity, insight, and results-driven performance.

Gateway Commercial Brokerage, Inc.

300 Market St NE, Suite 3,
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**GEORGE A. BARRAN**

Associate Broker

gbarran@gatewaycommercial.net

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

AL #000077906-0

PROFESSIONAL BACKGROUND

George A. Barran is a skilled commercial real estate broker with over two decades of experience in sales, leasing, and development services throughout North Alabama. Since joining Gateway Commercial Brokerage, Inc. in 2004, George has built a strong reputation for delivering personalized, results-driven solutions across a wide range of commercial real estate sectors.

Based in Decatur, Alabama, George has successfully represented both local entrepreneurs and nationally recognized brands. His client portfolio reflects a diverse range of industries, including retail, food service, health and wellness, financial services, and public sector agencies. Notable clients include Aaron's Rentals, Mellow Mushroom, Moe's Original BBQ, Cook's Pest Control, Easy Money, Buddy's, StarNails, and Wings To Go. He has also worked with public entities such as the State of Alabama Department of Transportation, showcasing his versatility in navigating both private and governmental transactions.

George earned his Bachelor of Science in Finance from the University of Alabama, equipping him with a solid foundation in financial analysis and investment strategy-critical tools in advising clients on commercial real estate decisions.

Deeply committed to his community, George has served in key civic and advisory roles. He was Chairman of the Board of Zoning and Adjustments for the City of Decatur from 2013 to 2016, where he played a central role in guiding land use decisions and development policy. Additionally, he has supported children and families through his involvement with CASA of North Alabama, reinforcing his belief in giving back through service.

Known for his integrity, responsiveness, and in-depth knowledge of the local market, George A. Barran continues to be a trusted advisor and key figure in the North Alabama commercial real estate landscape.

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