



**RETAIL PROPERTY FOR SALE**

# **PULASKI PIKE PROPERTIES AVAILABLE**

1622-1636 Pulaski Pike, Huntsville, AL 35816



**DEAN**  
Commercial Real Estate

2101 Clinton Avenue Suite 501  
Huntsville, AL 35805  
[deancre.com](http://deancre.com)

1622-1636 PULASKI PIKE, HUNTSVILLE, AL 35816

# PULASKI PIKE PROPERTIES AVAILABLE



RETAIL PROPERTY FOR SALE

EXECUTIVE SUMMARY



## OFFERING SUMMARY

Sale Price:	\$565,000
Price / SF:	\$40.36
Cap Rate:	10.67%
NOI:	\$60,270
Lot Size:	1.52 Acres
Year Built:	1978
Building Size:	14,000 SF
Zoning:	C1
Traffic Count:	20,000

## PROPERTY OVERVIEW

This investment property is stable and currently has only 1 vacancy. It has 6 buildings with 11 tenants. Some tenants are long term with 10+ years.

## LOCATION OVERVIEW

This property is located right on Pulaski Pike and just off US Highway 231/431 and Highway 72. It is convenient to housing, shopping and restaurants.



PRESENTED BY:  
TERRI DEAN, CCIM  
256.975.4716  
terri@deancre.com

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ADDITIONAL PHOTOS



1622



1624



1626



1628



1630



1636



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FINANCIAL SUMMARY

## INVESTMENT OVERVIEW

## ACTUALS - TRAILING

## PROJECTED 2017

Price	\$565,000	\$565,000
Price per SF	\$40.36	\$40.36
CAP Rate	7.6%	10.7%
Cash-on-Cash Return (yr 1)	7.55 %	10.67 %
Total Return (yr 1)	\$42,670	\$60,270
Debt Coverage Ratio	-	-

## OPERATING DATA

## ACTUALS - TRAILING

## PROJECTED 2017

Gross Scheduled Income	\$66,170	\$87,952
Other Income	-	-
Total Scheduled Income	\$66,170	\$87,952
Vacancy Cost	\$0	\$4,000
Gross Income	\$66,170	\$83,952
Operating Expenses	\$23,500	\$23,682
Net Operating Income	\$42,670	\$60,270
Pre-Tax Cash Flow	\$42,670	\$60,270

## FINANCING DATA

## ACTUALS - TRAILING

## PROJECTED 2017

Down Payment	\$565,000	\$565,000
Loan Amount	-	-
Debt Service	-	-
Debt Service Monthly	-	-
Principal Reduction (yr 1)	-	-



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INCOME & EXPENSES

INCOME SUMMARY	PROJECTED 2017	PER UNIT	ACTUALS - TRAILING	PER UNIT
GROSS INCOME	\$83,952	\$7,632	\$66,170	\$6,015

EXPENSE SUMMARY	PROJECTED 2017	PER UNIT	ACTUALS - TRAILING	PER UNIT
Trash	\$1,032	\$93	\$1,050	\$95
Utilities (one master for one building)	\$1,400	\$127	\$1,600	\$145
Taxes	\$6,450	\$586	\$6,450	\$586
Insurance	\$7,800	\$709	\$7,700	\$700
Maintenance	\$6,000	\$545	\$5,700	\$518
Lawn	\$1,000	\$90	\$1,000	\$90
GROSS EXPENSES	\$23,682	\$2,152	\$23,500	\$2,136
NET OPERATING INCOME	\$60,270	\$5,479	\$42,670	\$3,879



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RENT ROLL

TENANT NAME	UNIT NUMBER	UNIT SIZE (SF)	LEASE START	LEASE END	ANNUAL RENT	% OF GLA	PRICE PER SF/YR
Daycare	1622	3,000	1/1/2007	1/31/2018	\$13,740	21.43	\$4.58
Daycare	1624	1,800	3/1/2013	2/28/2018	\$10,800	12.86	\$6.00
Party/Event Center	1626 A	1,180	10/1/2016	9/30/2017	\$6,596	8.43	\$5.59
Vacant	1626 B	1,220			\$8,406	8.71	\$6.89
Retail Shop	1628 A	1,100	12/1/2015	2/28/2018	\$7,557	7.86	\$6.87
Tax Office	1628 B	650	11/1/2004	5/31/2019	\$4,797	4.64	\$7.38
Hair Salon	1628 C	650	1/1/2006		\$3,601	4.64	\$5.54
Salon	1630 A	1,150	3/1/2017	9/30/2017	\$7,797	8.21	\$6.78
Barber Shop	1630 B	650	6/1/2007		\$6,058	4.64	\$9.32
Salon	1636 A	1,000	2/1/2017	2/28/2018	\$7,800	7.14	\$7.80
Dentist	1636 B	1,600	7/3/2001		\$10,800	11.43	\$6.75
<b>Totals/Averages</b>		<b>14,000</b>			<b>\$87,952</b>		<b>\$6.28</b>



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# PULASKI PIKE PROPERTIES AVAILABLE



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LOCATION MAPS



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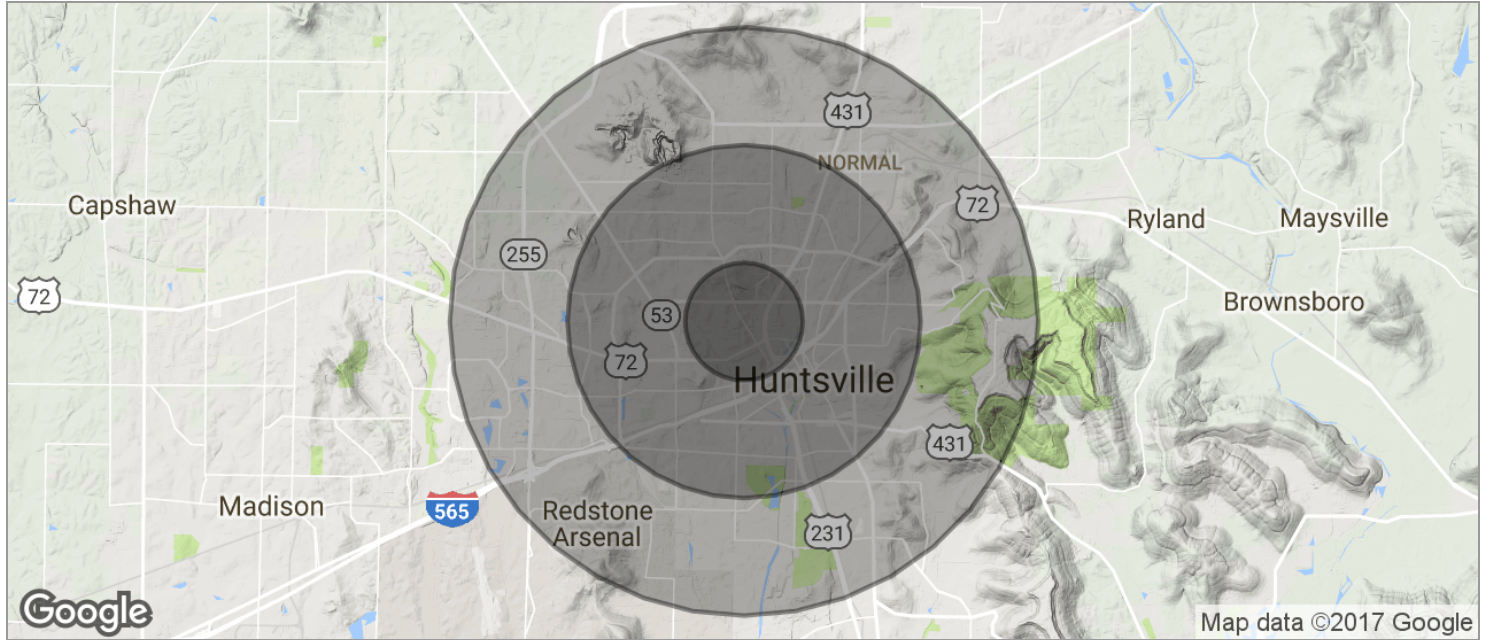
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DEMOGRAPHICS MAP



<b>POPULATION</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
TOTAL POPULATION	7,611	71,248	124,024
MEDIAN AGE	33.3	34.1	35.2
MEDIAN AGE (MALE)	26.8	32.1	33.7
MEDIAN AGE (FEMALE)	36.5	35.2	36.1
<b>HOUSEHOLDS &amp; INCOME</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
TOTAL HOUSEHOLDS	3,131	28,878	51,288
# OF PERSONS PER HH	2.4	2.5	2.4
AVERAGE HH INCOME	\$35,669	\$44,409	\$52,352
AVERAGE HOUSE VALUE	\$147,327	\$188,166	\$204,749

\* Demographic data derived from 2010 US Census



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BIOGRAPHY

## TERRI DEAN, CCIM

Broker/Owner



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Huntsville, AL 35805

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AL #68080

TN #331161

### Professional Background

Terri Dean is the Broker/Owner of Dean Commercial Real Estate, specializing in the sale of office/medical office properties as well as senior housing communities. She also specializes in hospitality and NNN investment properties as well.

Terri's 11 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 opening 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 in the Alabama CCIM Chapter as the Chair of Scholarships. She is also involved in the Huntsville/Madison County Chamber of Commerce.

### Memberships & Affiliations

Alabama CCIM Chapter  
Birmingham CREW Chapter  
Huntsville/Madison County Chamber of Commerce  
International Council of Shopping Centers

National Society Daughters of the American Revolution  
National Society United States Daughters of 1812

### 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.



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