



PRIME CORNER DEVELOPMENT ACREAGE

306 AUSTINVILLE FLINT ROAD SOUTHWEST, DECATUR, AL 35603



GATEWAY
COMMERCIAL BROKERAGE

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



Contents

PROPERTY INFORMATION	4
LOCATION INFORMATION	7
DEMOGRAPHICS	11
TRAFFIC DATA	16
ADVISOR BIOS	19

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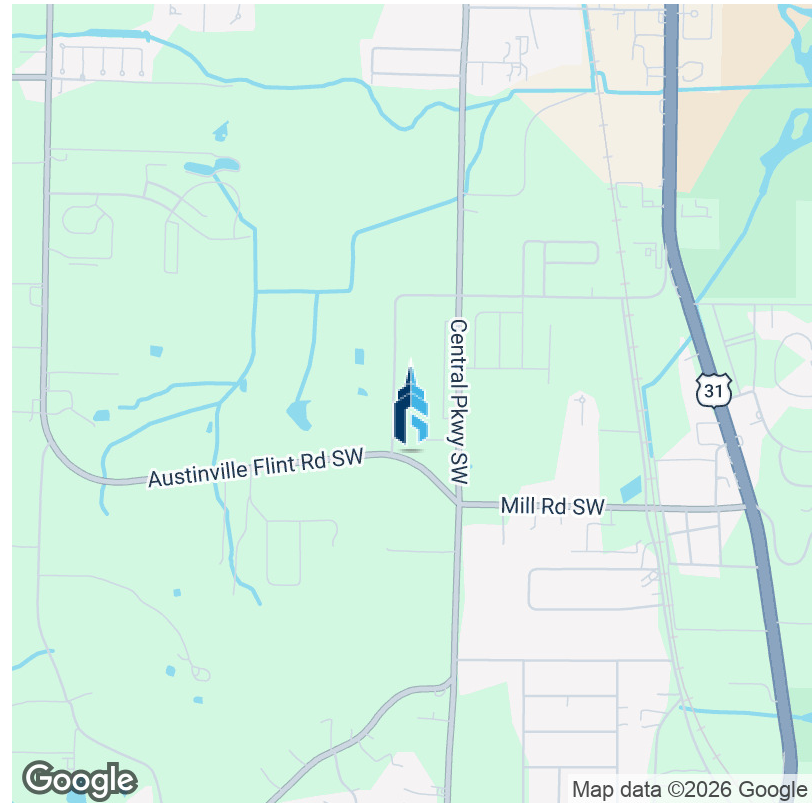
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**OFFERING SUMMARY**

Sale Price:	\$350,000
Lot Size:	3.54 Acres
Price / Acre:	\$98,870
Zoning:	CN

PROPERTY OVERVIEW

Introducing a prime investment opportunity: 306 Austinville Flint Road Southwest, Decatur, AL, 35603. Zoned CN and strategically located in the Decatur area, this property presents an ideal opportunity for Land / Office investors. With its desirable zoning and strategic location, this property offers a promising foundation for commercial development. Don't miss the chance to own a piece of commercial real estate with endless potential.

PROPERTY HIGHLIGHTS

- Zoned CN
- Strategic Decatur location
- Ideal for Land / Office development
- Promising commercial potential



PROPERTY INFORMATION

306 Austinville Flint Road Southwest, Decatur, AL 35603



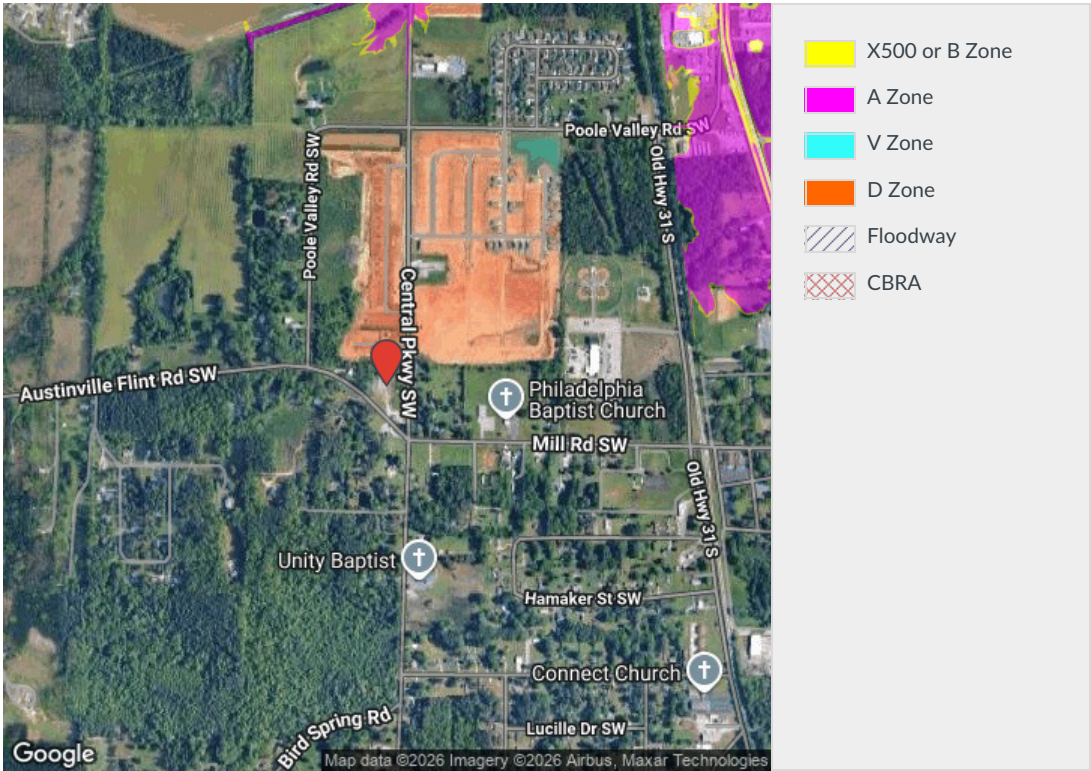
306 AUSTINVILLE FLINT RD SW DECATUR, AL 35603-4700

LOCATION ACCURACY: 📍 Excellent

Flood Zone Determination Report

Flood Zone Determination: **OUT**

COMMUNITY	010176	PANEL	0088F
PANEL DATE	August 16, 2018	MAP NUMBER	01103C0088F





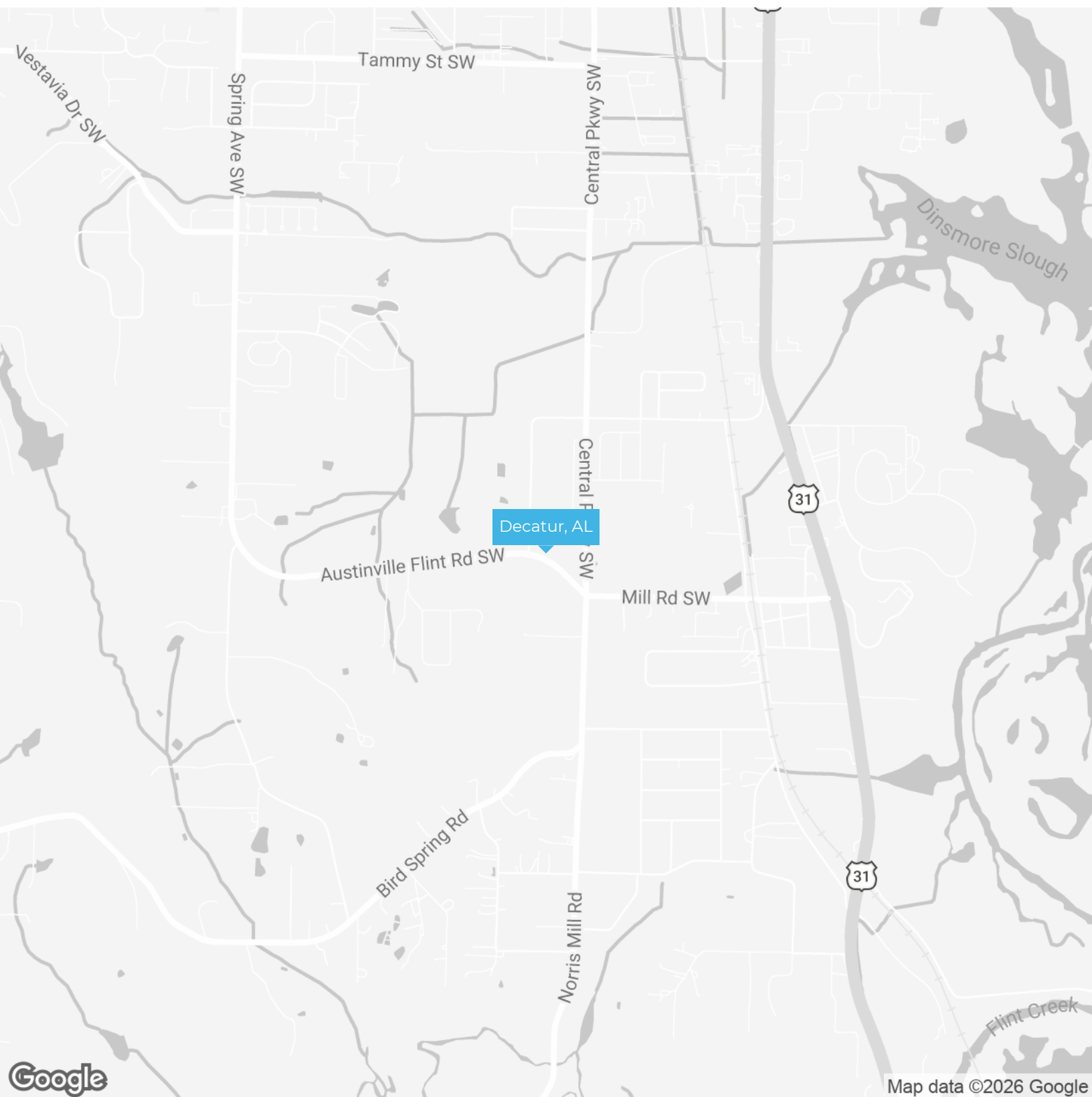
LOCATION INFORMATION

306 Austinville Flint Road Southwest, Decatur, AL 35603

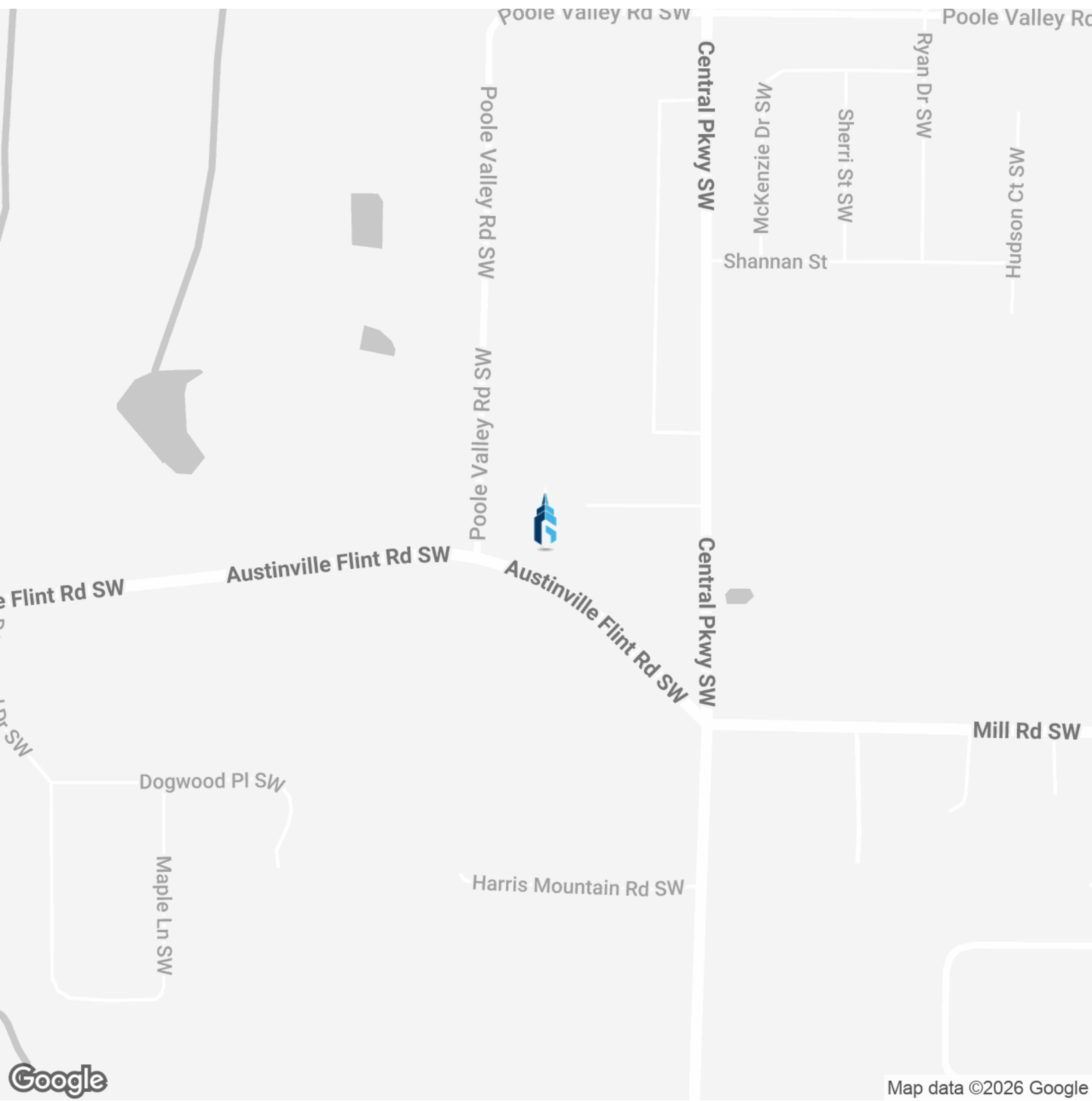
AERIAL MAP



REGIONAL MAP



LOCATION MAP

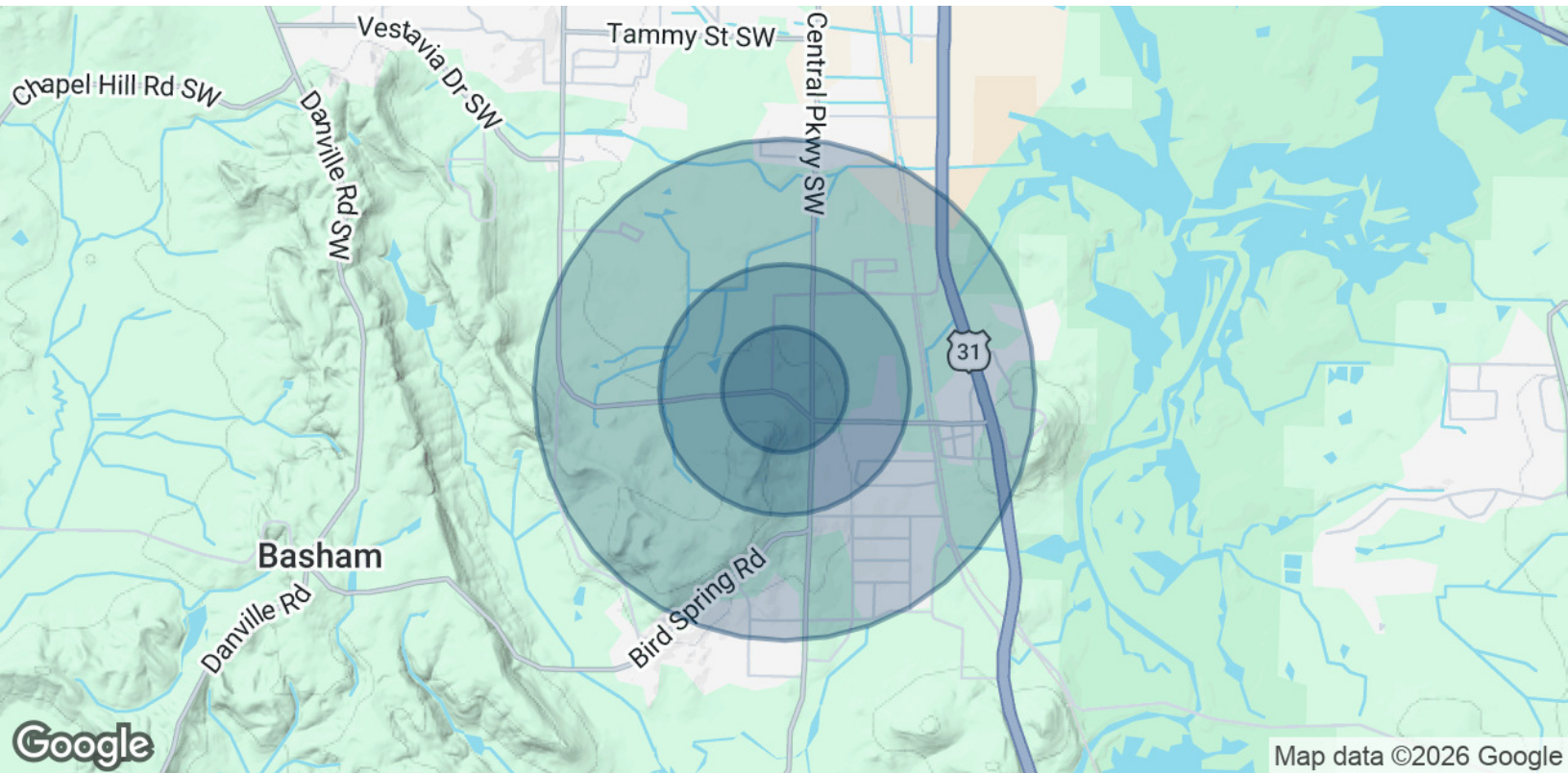




DEMOGRAPHICS

306 Austinville Flint Road Southwest, Decatur, AL 35603

DEMOGRAPHICS MAP & REPORT



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	57	227	886
Average Age	54.0	51.1	51.0
Average Age (Male)	54.6	51.5	50.0
Average Age (Female)	53.8	50.9	50.9

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	24	95	371
# of Persons per HH	2.4	2.4	2.4
Average HH Income	\$106,245	\$99,464	\$96,478
Average House Value	\$275,391	\$259,958	\$244,415

2023 American Community Survey (ACS)

Executive Summary

4327-4383 Central Pkwy SW
4327-4383 Central Pkwy SW, Decatur, Alabama, 35603
Rings: 1, 3, 5 mile radii



Population	1 mile	3 miles	5 miles
2020 Population	1,554	14,207	52,445
2020 Male Population	50.4%	47.5%	48.0%
2020 Female Population	49.6%	52.5%	52.0%
2026 Population	1,675	14,575	53,360
2026 Male Population	51.0%	48.4%	48.8%
2026 Female Population	49.0%	51.6%	51.3%
2031 Population	1,726	14,659	53,738
2031 Male Population	50.9%	48.6%	48.7%
2031 Female Population	49.1%	51.4%	51.3%
2010-2020 Annual Rate	0.35%	0.53%	0.45%
2020-2026 Annual Rate	1.21%	0.41%	0.28%
2026-2031 Annual Rate	0.60%	0.12%	0.14%

In the identified area, the current year population is **53,360**. In 2020, the Census count in the area was **52,445**. The rate of change since 2020 was **0.28%** annually. The five-year projection for the population in the area is **53,738** representing a change of **0.14%** annually from 2026 to 2031. Currently, the population is **48.8%** male and **51.3%** female.

Median Age			
2026 Median Age	43.6	40.7	40.6
The median age in this area is 40.6 , compared to U.S. median age of 39.6 .			

Race and Ethnicity			
2026 White Alone	71.2%	62.3%	61.2%
2026 Black Alone	10.2%	19.6%	17.7%
2026 American Indian Alone	0.6%	0.8%	1.0%
2026 Asian Alone	1.5%	1.3%	1.0%
2026 Pacific Islander Alone	0.1%	0.0%	0.1%
2026 Some Other Race Alone	6.2%	7.9%	10.4%
2026 Two or More Races	10.3%	8.2%	8.6%
2026 Hispanic Origin	12.1%	12.9%	16.4%
2026 Diversity Index	58.1	66.0	69.2

Persons of Hispanic origin represent **16.4%** 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 **69.2** in the identified area, compared to **73.0** for the U.S. as a whole.

Households	1 mile	3 miles	5 miles
2026 Wealth Index	99	80	77
2010 Total Households	656	5,692	20,232
2020 Total Households	666	6,127	21,330
2026 Total Households	738	6,493	22,436
2031 Total Households	775	6,656	22,980
2010-2020 Annual Rate	0.15%	0.74%	0.53%
2020-2026 Annual Rate	1.66%	0.93%	0.81%
2026-2031 Annual Rate	0.98%	0.50%	0.48%
2026 Average Household Size	2.24	2.24	2.36

The household count in this area has changed from **21,330** in 2020 to **22,436** in the current year, a change of **0.81%** annually. The five-year projection of households is **22,980**, a change of **0.48%** annually from the current year total. Average household size is currently **2.36**, compared to **2.44** in the year 2020. The number of families in the current year is **14,420** in the specified area.

Mortgage Income			
2026 Percent of Income for Mortgage	18.8%	20.2%	19.5%

Median Household Income			
2026 Median Household Income	US\$83,471	US\$73,520	US\$70,957
2031 Median Household Income	US\$93,626	US\$80,710	US\$79,448
2026-2031 Annual Rate	2.32%	1.88%	2.29%

Average Household Income			
2026 Average Household Income	US\$103,683	US\$91,798	US\$90,819
2031 Average Household Income	US\$120,754	US\$103,333	US\$103,214
2026-2031 Annual Rate	3.10%	2.40%	2.59%

Per Capita Income			
2026 Per Capita Income	US\$42,994	US\$40,362	US\$38,584
2031 Per Capita Income	US\$50,830	US\$46,304	US\$44,605
2026-2031 Annual Rate	3.41%	2.78%	2.94%

Income Equality			
2026 Gini Index	41.5	46.0	45.7

Households by Income

Current median household income is **US\$70,957** in the area, compared to **US\$85,893** for all U.S. households. Median household income is projected to be **US\$79,448** in five years, compared to **US\$100,053** all U.S. households.

Current average household income is **US\$90,819** in this area, compared to **US\$122,692** for all U.S. households. Average household income is projected to be **US\$103,214** in five years, compared to **US\$138,579** for all U.S. households.

Current per capita income is **US\$38,584** in the area, compared to the U.S. per capita income of **US\$48,241**. The per capita income is projected to be **US\$44,605** in five years, compared to **US\$55,073** for all U.S. households.

Housing Unit Summary	1 mile	3 miles	5 miles
2026 Housing Affordability Index	129	117	121
2010 Total Housing Units	718	6,123	21,837
2010 Owner Occupied	534	3,639	13,562
2010 Renter Occupied	121	2,052	6,670
2010 Vacant	62	431	1,605
2020 Housing Units	721	6,518	22,814
2020 Owner Occupied	535	3,720	13,737
2020 Renter Occupied	131	2,407	7,593
2020 Vacant	66	403	1,477
2026 Housing Units	805	6,858	23,743
2026 Owner Occupied	602	4,074	14,855
2026 Renter Occupied	136	2,419	7,581
2026 Vacant	67	365	1,307
2031 Total Housing Units	843	7,021	24,258
2031 Owner Occupied	633	4,217	15,296
2031 Renter Occupied	142	2,440	7,685
2031 Vacant	68	365	1,278

Socioeconomic Status

2026 Socioeconomic Status Index	55.8	50.5	47.7
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Currently, **74.8%** of the **23,743** housing units in the area are owner occupied; **16.9%** renter occupied; and **8.3%** 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 **22,814** housing units in the area and **66** vacant housing units. The annual rate of change in housing units since 2020 is **0.64%**. Median home value in the area is **US\$235,486**, compared to a median home value of **US\$376,272** for the U.S. In five years, median home value is projected to change by **5.94%** annually to **US\$355,051**.

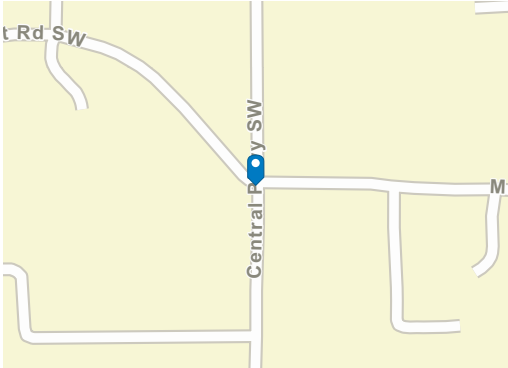
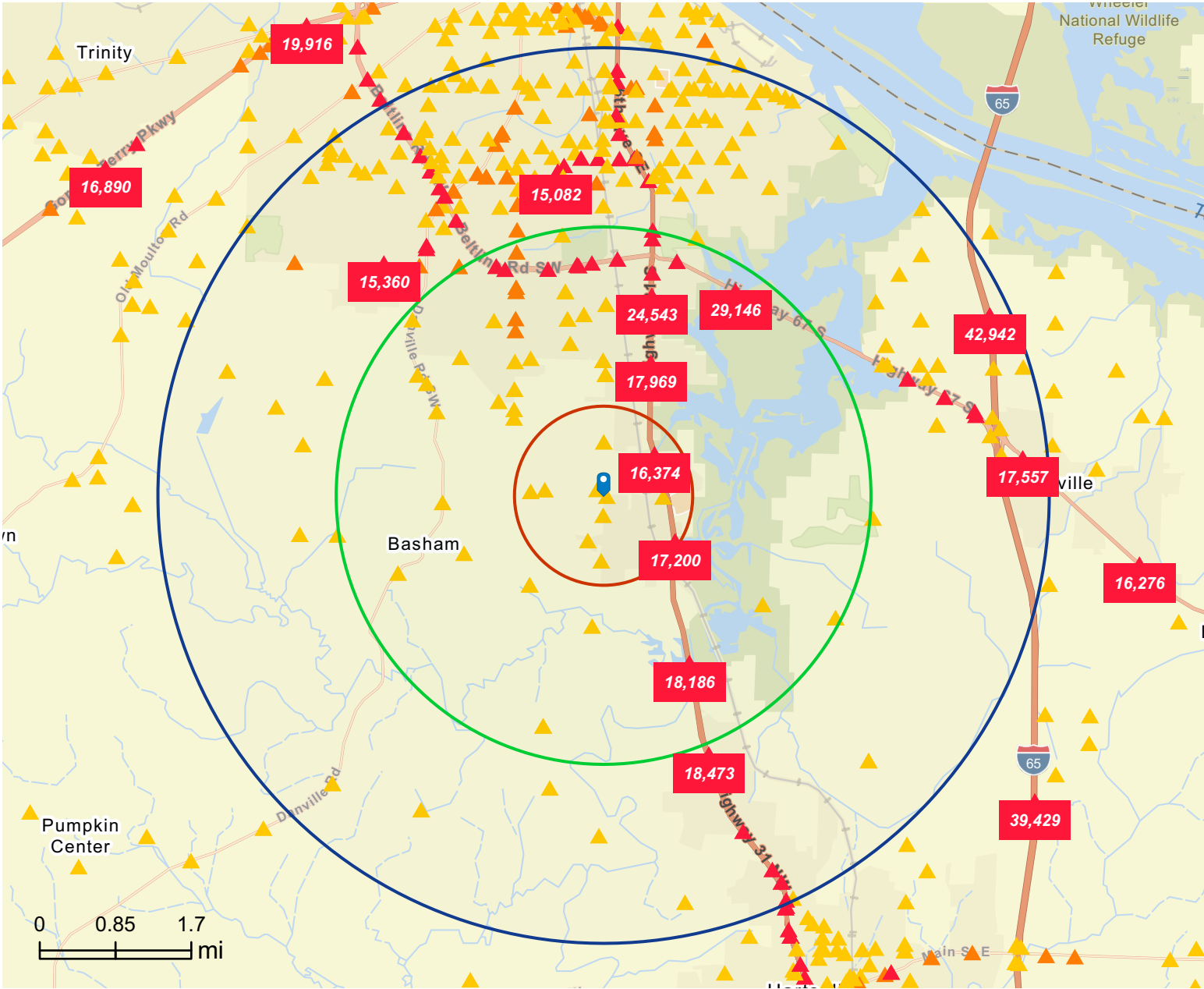


TRAFFIC DATA

306 Austinville Flint Road Southwest, Decatur, AL 35603

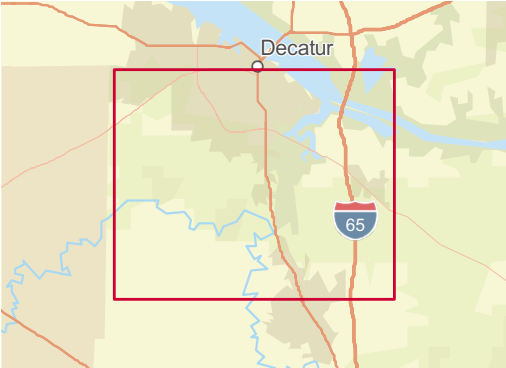
Traffic Count Map

4327-4383 Central Pkwy SW
4327-4383 Central Pkwy SW, Decatur, Alabama, 35603
Rings: 1, 3, 5 mile radii



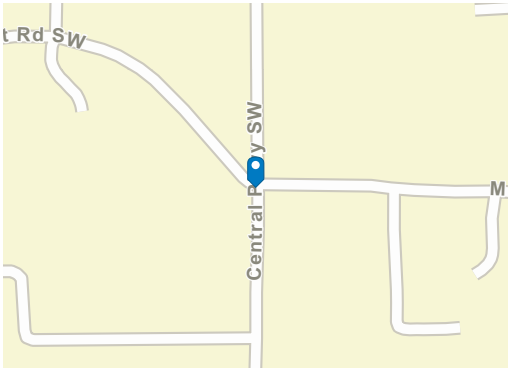
Average Daily Traffic Volume

- ▲ 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



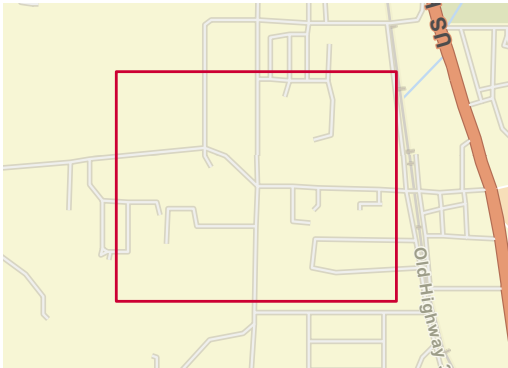
Traffic Count Map - Close Up

4327-4383 Central Pkwy SW
4327-4383 Central Pkwy SW, 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



Source: Traffic Counts (2026)



ADVISOR BIOS

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**WILL SWANN**

Commercial Agent

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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.

Gateway Commercial Brokerage, Inc.

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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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