



INDUSTRIAL PROPERTY FOR SALE

Shoals Industrial Warehouse

103 S ATLANTA AVE, SHEFFIELD, AL 35660

Marcus & Millichap

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SHOALS INDUSTRIAL

Marcus & Millichap

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SEC. 1 SHOALS INDUSTRIAL

Executive Summary

- Property Highlights/Summary
- Offering Summary

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PROPERTY HIGHLIGHTS/SUMMARY

103 S Atlanta Ave, Sheffield, AL 35660

Industrial Property For Sale

Marcus and Millichap is pleased to present the opportunity to acquire the property located at 103 South Atlanta Ave, Sheffield, AL, part of the Florence / Muscle Shoals MSA. This + 64,000 SF industrial facility is 100 percent leased and situated on 1.47 acres in downtown Sheffield, which is four miles south of downtown Florence and just north of Muscle Shoals. The MSA is the second most populated in Northeast Alabama behind Huntsville with a total population of 150,000 with proximity to Nashville, Huntsville, and Birmingham.

The building is anchored (71%) by David Christopher's Inc. permanent showroom and warehouse. David Christopher's, Inc. designs and develops florals, home décor, and other seasonal products that are offered wholesale to small business owners. They also have a brick and mortar retail store close by in Sheffield. The company has a massive online presence and was named one of America's Top 70 Small Businesses by the US Chamber of Commerce in 2023 out of over 15,000 applicants.

The purchase of this offering presents an investor with the opportunity to acquire a fully occupied industrial asset in a well-positioned location with below-market rents and a credit tenant. David Christopher's has recently exercised their first (of two) 3-year year renewal options, and the seller will sign a 3-year lease at closing at \$5/SF NNN with 3% increases. At the current list price of \$2,125,000, the investment generates an in-place net operating income of \$167,000. The combined current annual lease rate of \$2.66/SF is well below market presenting considerable upside.

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PROPERTY HIGHLIGHTS

- Large Industrial/Warehouse Facility with Sprinkler System, 3-Phase Power, and 20' Clear Height
- Four Drive-In Doors and Two Grade-Level Doors
- Located Within 90 Minute Drive of Nashville, Huntsville, Birmingham and Memphis. 8 Percent Population Growth Since 2020
- Below Market Rents Presents Opportunity for Upside at Lease Maturity
- NNN Leases with Minimal Landlord Responsibilities and Annual Increases

OFFERING SUMMARY

103 S Atlanta Ave, Sheffield, AL 35660



Listing Price
\$2,125,000



Cap Rate
7.86%



Price/SF
\$33.17

FINANCIAL

Listing Price	\$2,125,000
Down Payment	35% / \$743,750
NOI	\$167,093
Cap Rate	7.86%
Price/SF	\$33.17
Average Rent	\$2.69/SF
Occupancy	100%

PROPERTY

Square Feet	64,062 SF
Lot Size	1.47 Acres (64,033 SF)
Year Built/Renovated	1992/Various
Drive In Doors	4
Dock High Doors	2
Fully Sprinkled	Yes



Property Information

- Tenant Profile
- Regional Map
- Local Map
- Retailer Map
- Location Map
- Floor Plan
- Property Photos

TENANT PROFILE

103 S Atlanta Ave, Sheffield, AL 35660

David Christopher's



TENANT OVERVIEW

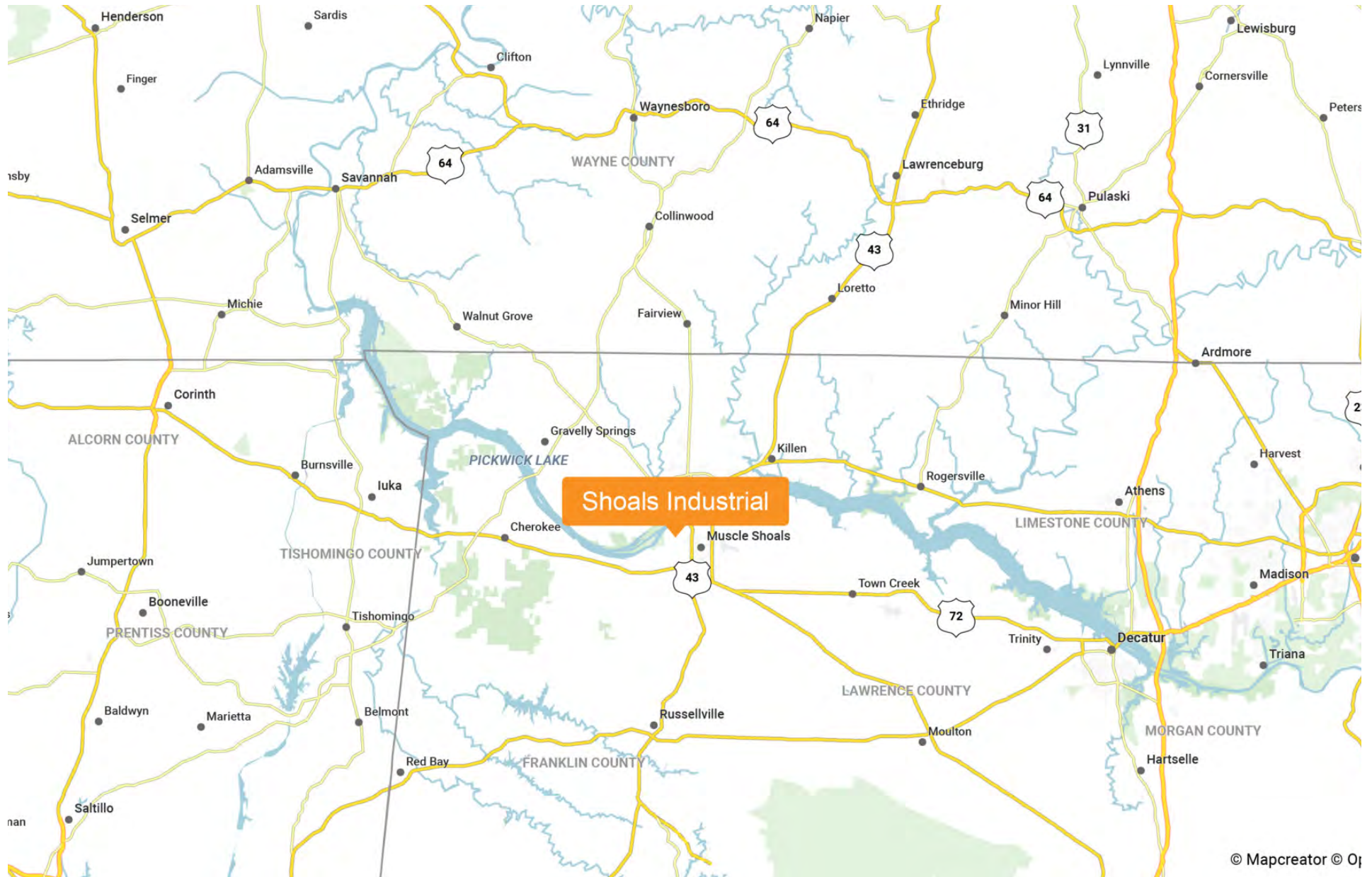
Company:	David Christopher, Inc
Founded:	1975 (as Smith Wholesale Floral, Inc.); rebranded as David Christopher's in 2012
Headquarters:	Sheffield, Alabama
Website:	www.davidchristophers.com

TENANT SUMMARY: DAVID CHRISTOPHER'S

David Christopher's is a family-owned and operated home décor and floral design company based in Sheffield, Alabama. Founded by David and Jennifer Smith, the company specializes in the design, import, and wholesale distribution of high-quality decorative products. What began as a family wholesale floral business in the 1970s has since grown into a nationally recognized brand. Operating through both its wholesale/import division, David Christopher's Collection, and its boutique retail outlet, David Christopher's serves a diverse clientele that includes home décor retailers, designers, and consumers. Its product lines feature everyday home décor, seasonal decorations, and premium floral designs, many of which are personally created by David Smith.

REGIONAL MAP

103 S Atlanta Ave, Sheffield, AL 35660



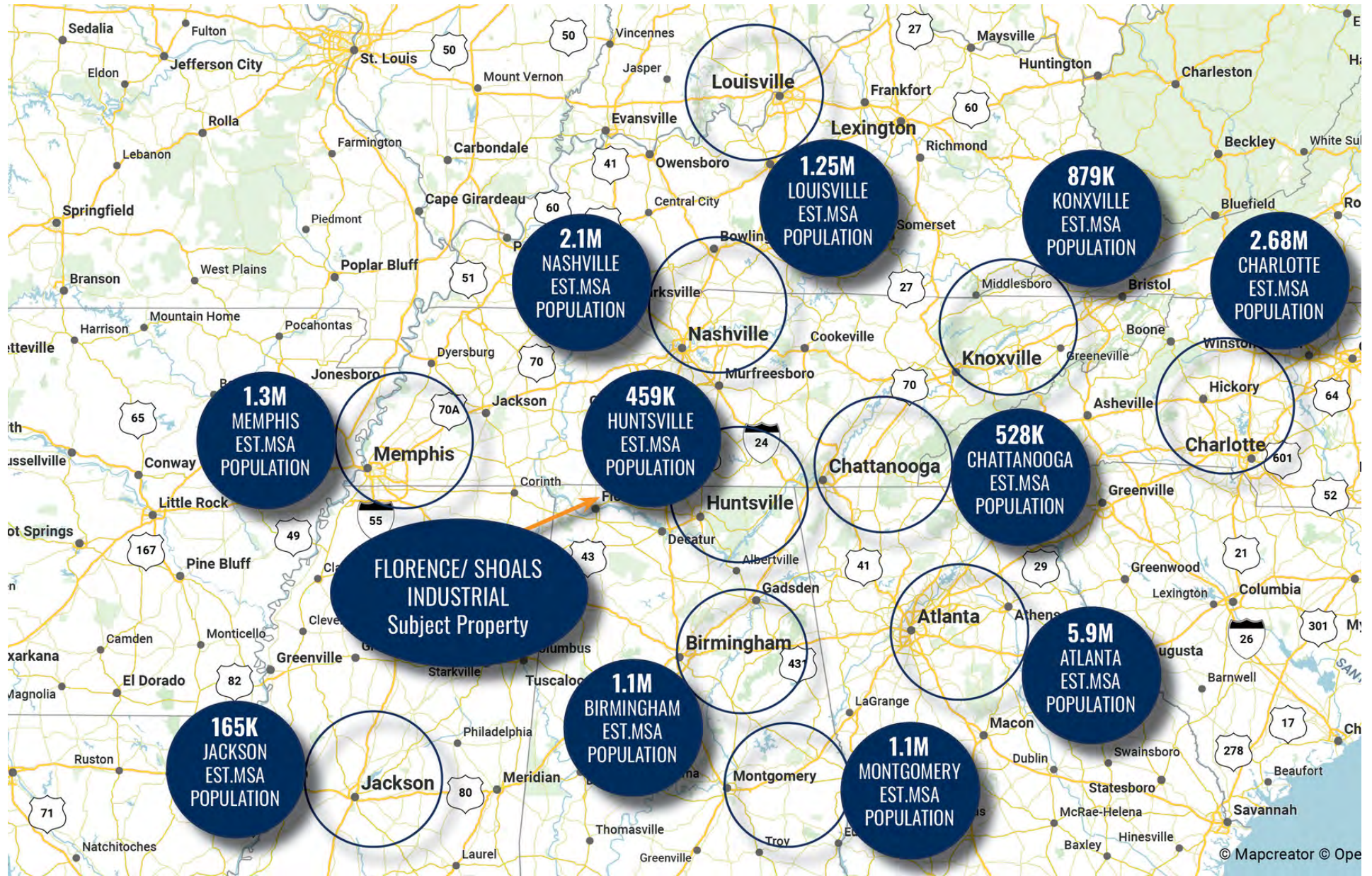
RETAILER MAP

103 S Atlanta Ave, Sheffield, AL 35660



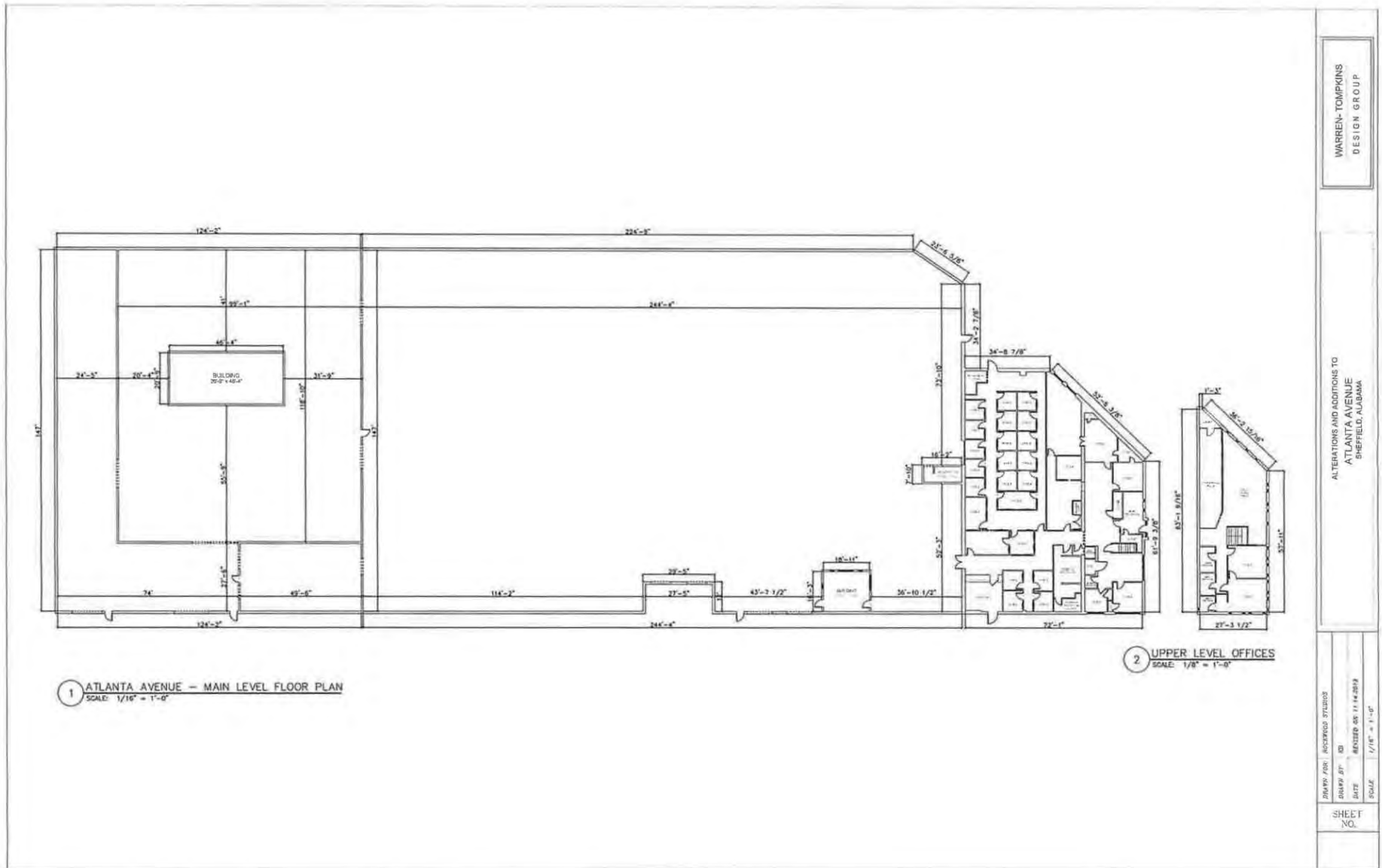
LOCATION MAP

103 S Atlanta Ave, Sheffield, AL 35660



FLOOR PLAN

103 S Atlanta Ave, Sheffield, AL 35660



PROPERTY PHOTOS

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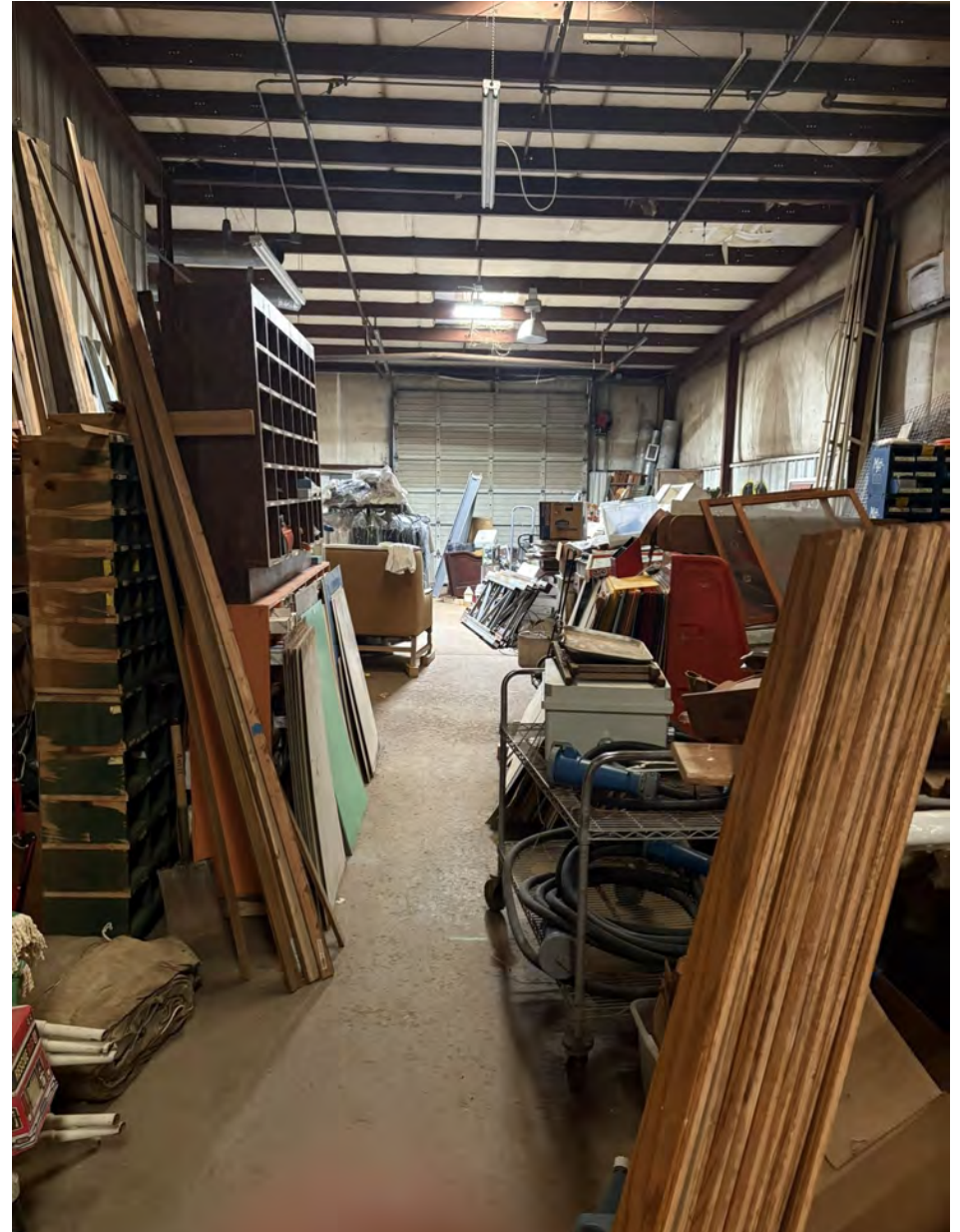
PROPERTY PHOTOS

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PROPERTY PHOTOS

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SEC. 3 SHOALS INDUSTRIAL

Financial Analysis

• Financial Details

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FINANCIAL DETAILS

103 S Atlanta Ave, Sheffield, AL 35660

As of November, 2025

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type
				Comm.	Exp.							
David Christophers Inc.	1	45,411	70.9%	2/1/21	1/31/29	\$1.74	\$6,584	\$79,008	\$79,008	Nov-2025	\$6,455	Modified Gross
Gautney Storage Space	2	18,651	29.1%	2/1/26	1/31/29	\$5.00	\$7,771	\$93,252	\$93,252	Nov-2025	\$77,713	NNN
Total		64,062				\$2.69	\$14,355	\$172,260	\$172,260			
Occupied Tenants: 2				Unoccupied Tenants: 0		Occupied Rentable SF: 100.00%		Unoccupied Rentable SF: 0.00%				
				Total Current Rents: \$172,260		Occupied Current Rents: \$172,260		Unoccupied Current Rents: \$0				

Notes: Model assumes David Christopher space renews on 2/1/26. Current scenario includes 3-yrs at \$5/SF for Gautney storage space. This model assumes taxes and insurance are tenant responsibility.

FINANCIAL DETAILS

103 S Atlanta Ave, Sheffield, AL 35660

INCOME	Current	Per SF
Scheduled Base Rental Income	172,260	2.69
Effective Gross Revenue	\$172,260	\$2.69

OPERATING EXPENSES	Current	Per SF
Management Fee	5,167	3.0% 0.08
Total Expenses	\$5,167	\$0.08
Expenses as % of EGR	3.0%	
Net Operating Income	\$167,093	\$2.61

FINANCIAL DETAILS

103 S Atlanta Ave, Sheffield, AL 35660

SUMMARY

Price	\$2,125,000
Down Payment	\$743,750
Down Payment %	35%
Number of Suites	2
Price Per SqFt	\$33.17
Rentable Built Area (RBA)	64,062 SF
Lot Size	1.47 Acres
Year Built	1956
Occupancy	100.00%

RETURNS

Current

CAP Rate	7.86%
Cash-on-Cash	8.11%
Debt Coverage Ratio	1.56

Financing

1st Loan

Loan Amount	\$1,381,250
Loan Type	New
Interest Rate	6.00%
Amortization	25 Years
Year Due	2030

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

OPERATING DATA

INCOME

Current

Scheduled Base Rental Income		\$172,260
Potential Gross Revenue		\$172,260
Effective Gross Revenue		\$172,260
Less: Operating Expenses	3.0%	(\$5,167)
Net Operating Income		\$167,093
Cash Flow		\$167,093
Debt Service		(\$106,793)
Net Cash Flow After Debt Service	8.11%	\$60,300
Principal Reduction		\$24,587
Total Return	11.41%	\$84,887

OPERATING EXPENSES

Current

Management Fee		\$5,167
Total Expenses		\$5,167
Expenses/Suite		\$2,584
Expenses/SF		\$0.08

SEC. 4 SHOALS INDUSTRIAL

Market Overview

- Florence- Muscle Shoals Market Overview
- Demographics

FLORENCE- MUSCLE SHOALS MARKET OVERVIEW

103 S Atlanta Ave, Sheffield, AL 35660

OVERVIEW

Florence is a city in, and the county seat of, Lauderdale County, Alabama, in the state's northwestern corner, and had a population of 40,184 in the 2020 census. The Florence- Muscle Shoals MSA includes both cities as well as Killen, Sheffield, Rogersville and Tuscumbia. This MSA is the second most populated in Northeast Alabama behind Huntsville with a total population greater than 150,000. If you've ever heard of the Rolling Stones, Paul Simon or Aretha Franklin, you've heard of Florence and Muscle Shoals, Alabama – or at least, you know what they sound like. It's the birthplace of the “Father of the Blues,” W.C. Handy, and the origin of the Muscle Shoals Sound, a mix of Gospel, Blues and Soul with Rock and Country tones. Music is the biggest hit in Florence, but visitors can also tune into unique historical sites, eclectic shopping and mouthwatering comfort food. Another Local Attraction is the Wilson Dam named after President Woodrow Wilson, Running 1,384 meters across the Tennessee River, the dam generates electricity for the region and more than 3,700 vessels pass through Wilson Lock annually. The Tennessee River runs through the middle of the metro as well, the largest tributary of the Ohio River.

METRO HIGHLIGHTS

- The metro is steadily growing with a population greater than 150,000
- The metro is known for it's musical sound known as “muscle shoals sound” a mix of gospel, blues, and soul, with rock and country tones.



DEMOGRAPHICS

103 S Atlanta Ave, Sheffield, AL 35660

POPULATION	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Population	5,792	28,075	55,528
2024 Estimate			
Total Population	5,696	27,766	54,879
2020 Census			
Total Population	5,644	27,234	53,621
2010 Census			
Total Population	5,481	25,720	50,258
Daytime Population			
2024 Estimate	6,616	31,889	66,432
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Households	2,762	12,617	23,959
2024 Estimate			
Total Households	2,694	12,394	23,563
Average (Mean) Household Size	2.1	2.2	2.2
2020 Census			
Total Households	2,600	12,093	23,027
2010 Census			
Total Households	2,463	11,348	21,785

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2024 Estimate			
\$200,000 or More	1.3%	3.0%	3.1%
\$150,000-\$199,999	4.0%	3.4%	3.2%
\$100,000-\$149,999	5.1%	12.7%	12.4%
\$75,000-\$99,999	11.9%	13.6%	13.9%
\$50,000-\$74,999	15.6%	18.7%	18.2%
\$35,000-\$49,999	10.9%	12.4%	12.2%
\$25,000-\$34,999	9.0%	9.9%	9.1%
\$15,000-\$24,999	17.0%	10.7%	11.6%
Under \$15,000	25.2%	15.6%	16.3%
Average Household Income	\$49,725	\$66,679	\$66,594
Median Household Income	\$37,372	\$53,686	\$52,924
Per Capita Income	\$23,371	\$29,775	\$28,789
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2024 Estimate Total Population	5,696	27,766	54,879
Under 20	24.1%	23.5%	24.4%
20 to 34 Years	22.3%	20.6%	23.7%
35 to 39 Years	6.3%	6.0%	5.9%
40 to 49 Years	11.1%	10.9%	10.5%
50 to 64 Years	19.3%	19.3%	17.7%
Age 65+	17.0%	19.7%	17.8%
Median Age	37.0	40.0	37.0
Population 25+ by Education Level			
2024 Estimate Population Age 25+	3,928	19,416	36,112
Elementary (0-8)	7.0%	3.8%	3.6%
Some High School (9-11)	14.0%	10.2%	10.1%
High School Graduate (12)	34.3%	36.0%	35.2%
Some College (13-15)	24.9%	24.5%	23.8%
Associate Degree Only	7.1%	7.8%	7.4%
Bachelor's Degree Only	7.2%	11.3%	12.8%
Graduate Degree	5.5%	6.4%	7.1%
Travel Time to Work			
Average Travel Time to Work in Minutes	20.0	21.0	21.0

DEMOGRAPHICS

103 S Atlanta Ave, Sheffield, AL 35660



POPULATION

In 2024, the population in your selected geography is 54,879. The population has changed by 9.19 percent since 2010. It is estimated that the population in your area will be 55,528 five years from now, which represents a change of 1.2 percent from the current year. The current population is 52.7 percent male and 47.3 percent female. The median age of the population in your area is 37.0, compared with the U.S. average, which is 39.0. The population density in your area is 699 people per square mile.



HOUSEHOLDS

There are currently 23,563 households in your selected geography. The number of households has changed by 8.16 percent since 2010. It is estimated that the number of households in your area will be 23,959 five years from now, which represents a change of 1.7 percent from the current year. The average household size in your area is 2.2 people.



INCOME

In 2024, the median household income for your selected geography is \$52,924, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 59.68 percent since 2010. It is estimated that the median household income in your area will be \$57,738 five years from now, which represents a change of 9.1 percent from the current year.

The current year per capita income in your area is \$28,789, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$66,594, compared with the U.S. average, which is \$101,307.



EMPLOYMENT

In 2024, 24,446 people in your selected area were employed. The 2010 Census revealed that 53 percent of employees are in white-collar occupations in this geography, and 27.1 percent are in blue-collar occupations. In 2024, unemployment in this area was 3.0 percent. In 2010, the average time traveled to work was 20.00 minutes.



HOUSING

The median housing value in your area was \$187,834 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 12,375.00 owner-occupied housing units and 9,410.00 renter-occupied housing units in your area.



EDUCATION

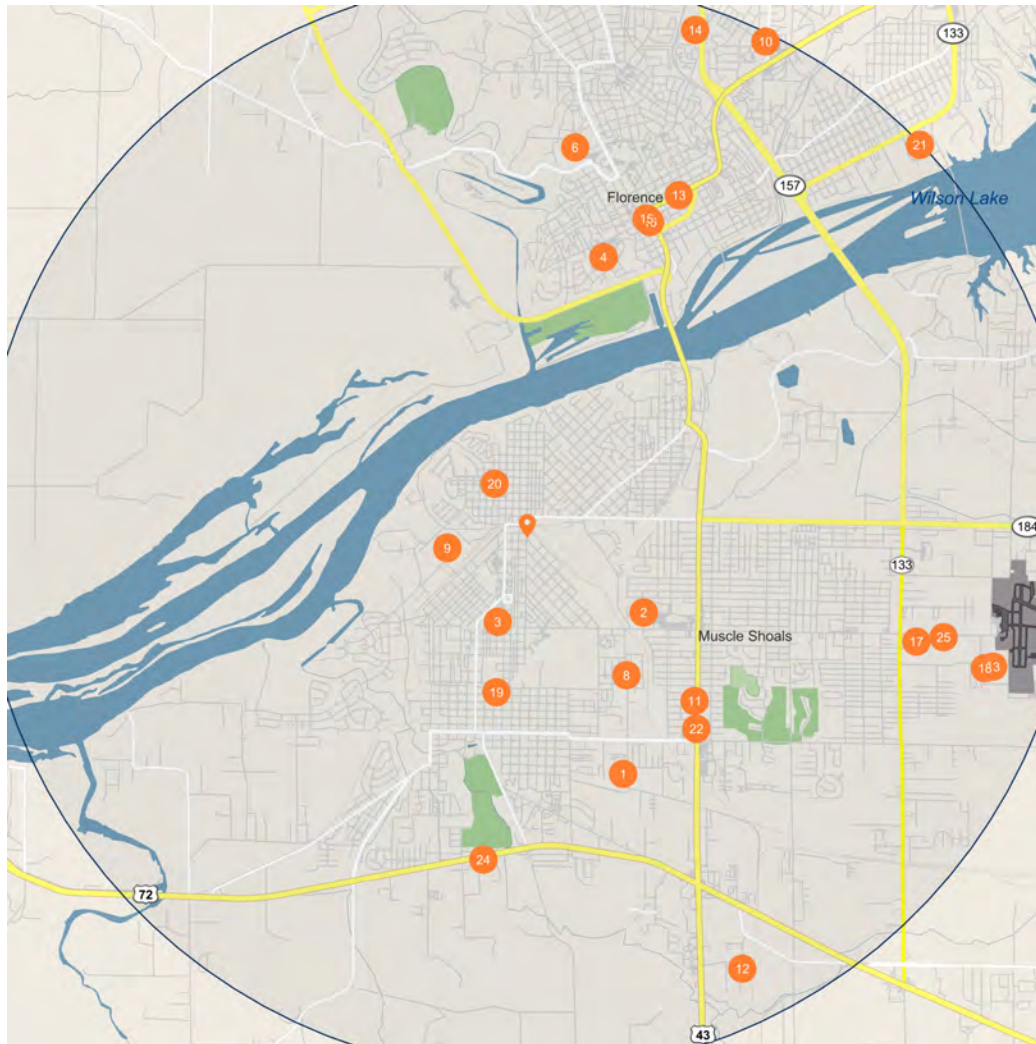
The selected area in 2024 had a lower level of educational attainment when compared with the U.S. averages. 19.3 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 7.4 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 18.1 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 2.0 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 40.9 percent in the selected area compared with the 19.7 percent in the U.S.

DEMOGRAPHICS

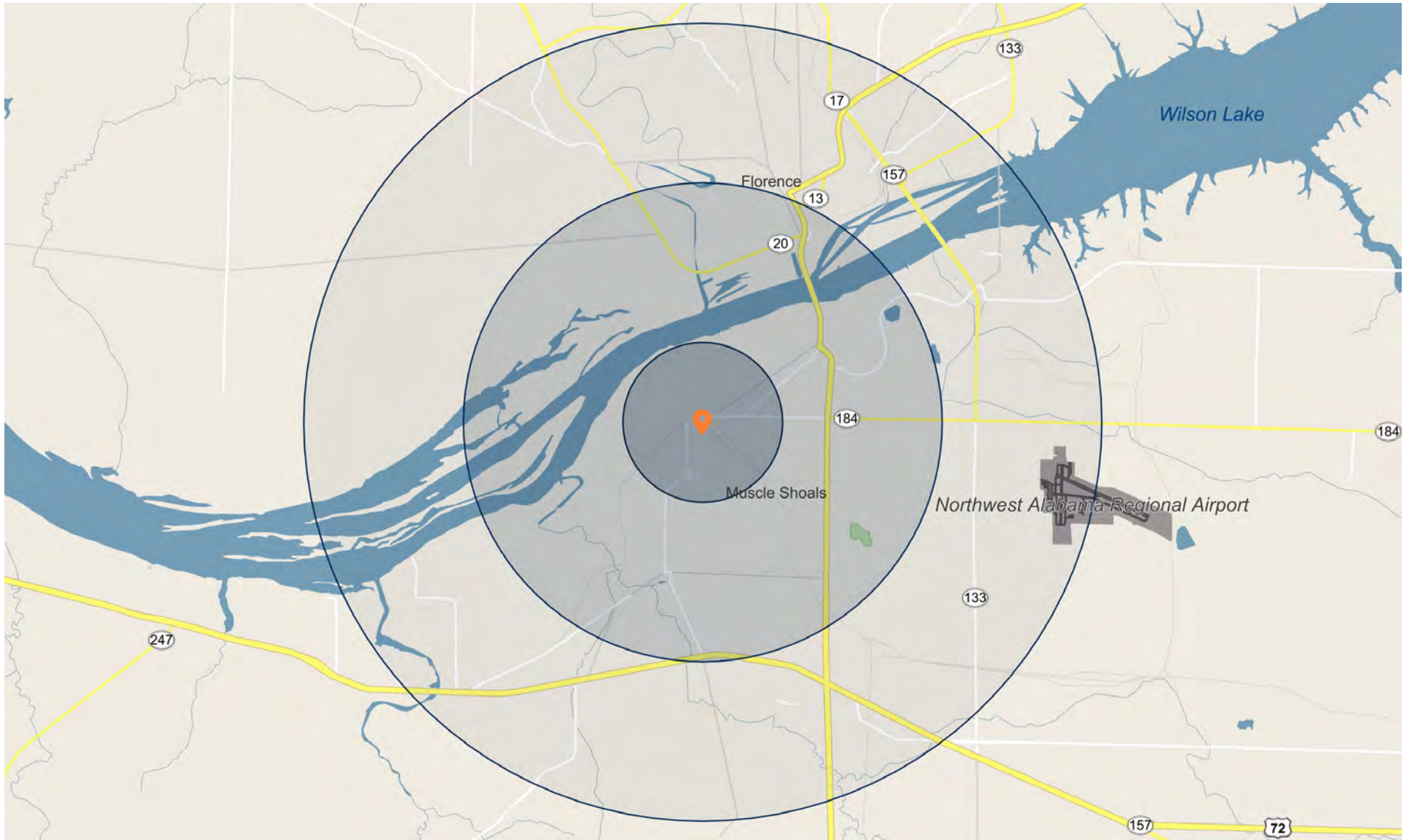
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Major Employers		Employees
1	Empire Electronics Inc	1,784
2	Regional Care Hosp Prtnrs Inc	813
3	Colbert Cnty-Nrthwest Ala Hlth-Helen Keller Hospital	600
4	Regionalcare Hosp Partners Inc	542
5	Health Care Auth of Ldrdale CN-Ecm Hospital	456
6	Health Care Auth of Ldrdale CN-Mitchell-Hollingsworth Annex	456
7	Health Care Authority-Shoals Hospital	456
8	Northwest-Shoals Cmnty College	330
9	Reynolds Metals Company LLC-Alcoa	300
10	Charter Media Company	274
11	Long-Lewis Incorporated-Long Lewis Ford of The Shoals	255
12	Childrens Cmprhnsive Svcs Inc-Tennessee Vly Jvnile Dtntion F	247
13	National Mentor Holdings Inc	221
14	Kaiser Aluminum Corporation	220
15	City of Florence	212
16	County of Lauderdale-Lauderdale County Commission	200
17	Whitesell Corporation	200
18	Mid-South Extrusion Die Co Inc-C E D	200
19	Tuscumbia City School District-Tuscumbia City School	200
20	Sheffield City School District	197
21	Marriott Shoals Hotel and Spa	179
22	Publix Super Markets Inc	167
23	Central Extrusion Die Co Inc	163
24	Colbert County Board Education	149
25	E S Robbins Corporation-Es Robbins	148

DEMOGRAPHICS

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