

HARTSELLE HEALTH PARK

1635 HIGHWAY 31 NW, HARTSELLE, AL 35640



GATEWAY
COMMERCIAL BROKERAGE

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



Contents

PROPERTY INFORMATION	4
LOCATION INFORMATION	8
TRAFFIC DATA	12
DEMOGRAPHICS	15
ADVISOR BIOS	19

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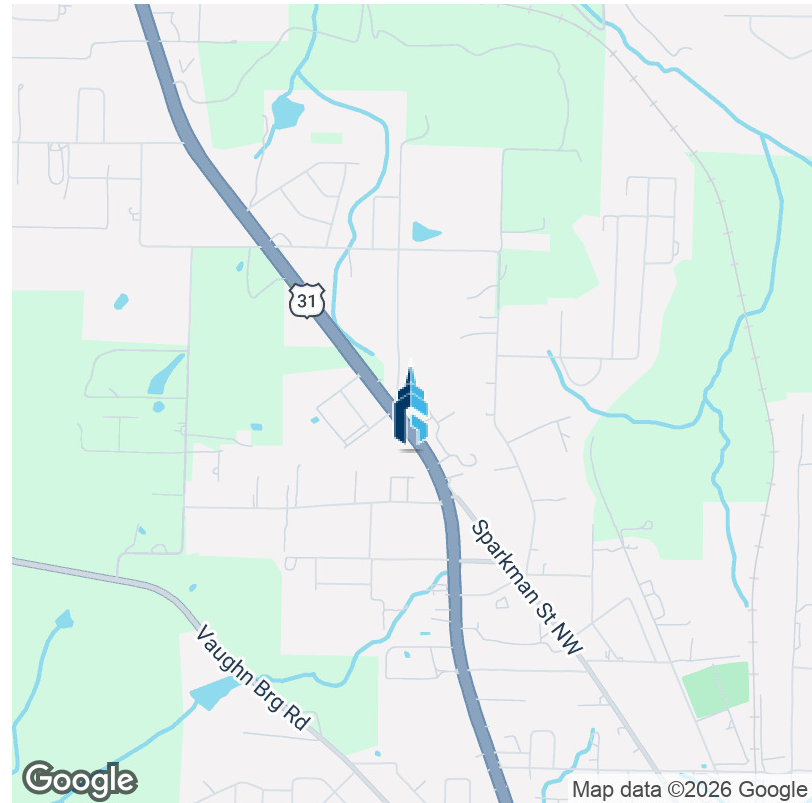
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OFFERING SUMMARY	
Sale Price:	\$1,500,000
Lease Rate:	\$22 SF/yr (MG)
Building Size:	5,900 SF
Available SF:	5,900 SF
Lot Size:	1.16 Acres
Number of Units:	3
Price / SF:	\$254.24
Year Built:	2000
Zoning:	B1
Traffic Count:	20,538

PROPERTY OVERVIEW

Introducing an outstanding investment opportunity in Hartselle, Alabama. This well-maintained property features a 5,900 square foot building with three units, offering versatility for office or medical use. Built in 2000, the property is thoughtfully designed and zoned B1, providing a favorable framework for various business endeavors. With a prime location along Highway 31, this property ensures high visibility and accessibility for tenants and clients. Don't miss the chance to capitalize on this attractive prospect in a thriving market. Take advantage of the potential for steady rental income and future value appreciation, making this property an appealing addition to your investment portfolio.

PROPERTY HIGHLIGHTS

- Flexible single of multi-tenant configuration
- Recently renovated suite
- Across from the proposed surgery center
- Excellent visibility
- Near new Hartselle Health Park ER
- Ideal for medical, dental, and more

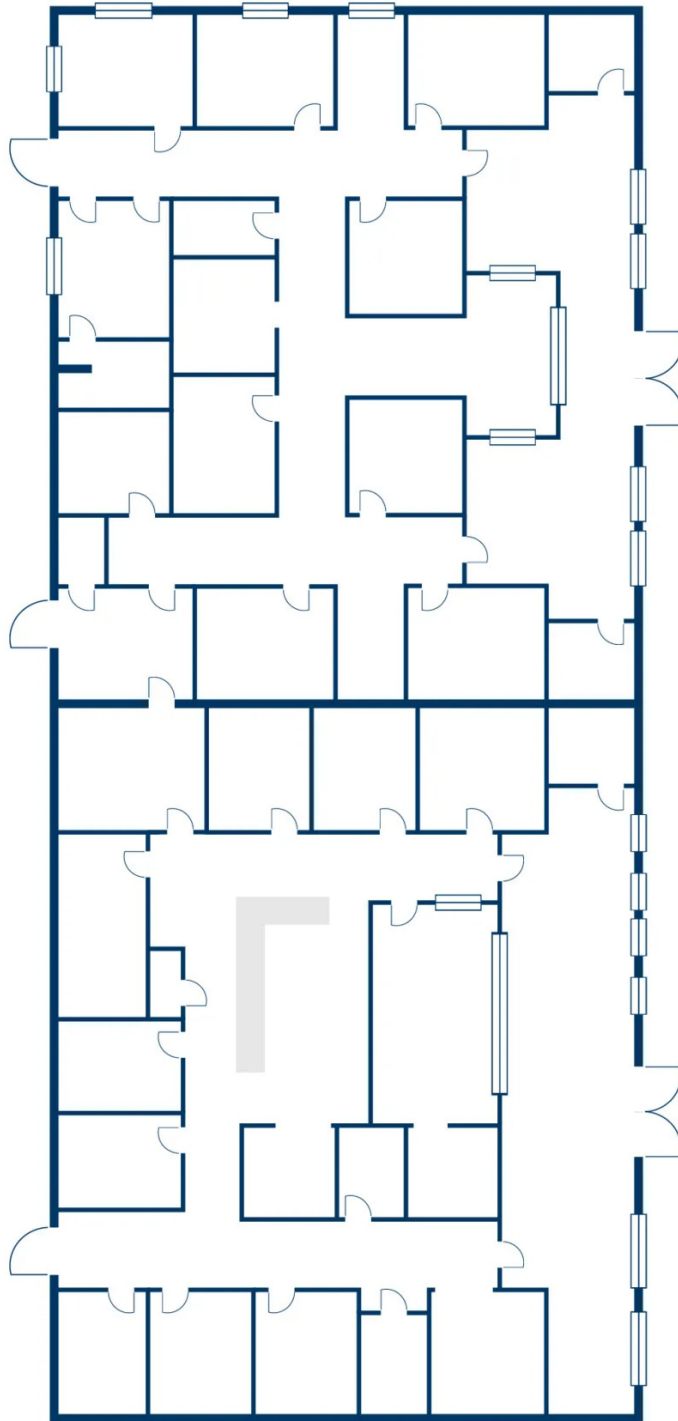


PROPERTY INFORMATION

1635 Highway 31 NW, Hartselle, AL 35640







NOTE: DRAWING IS APPROXIMATE AND TO SCALE.

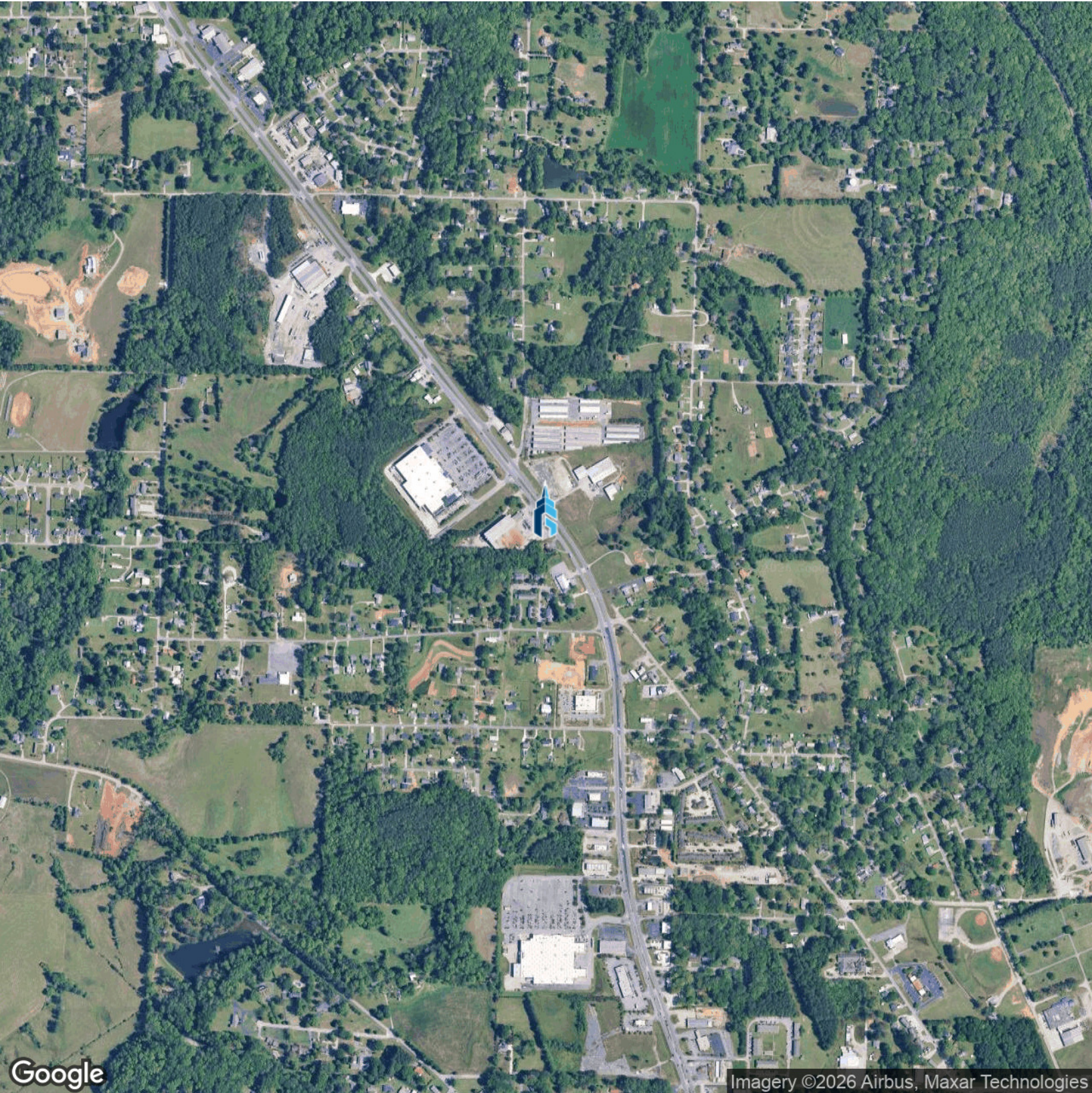
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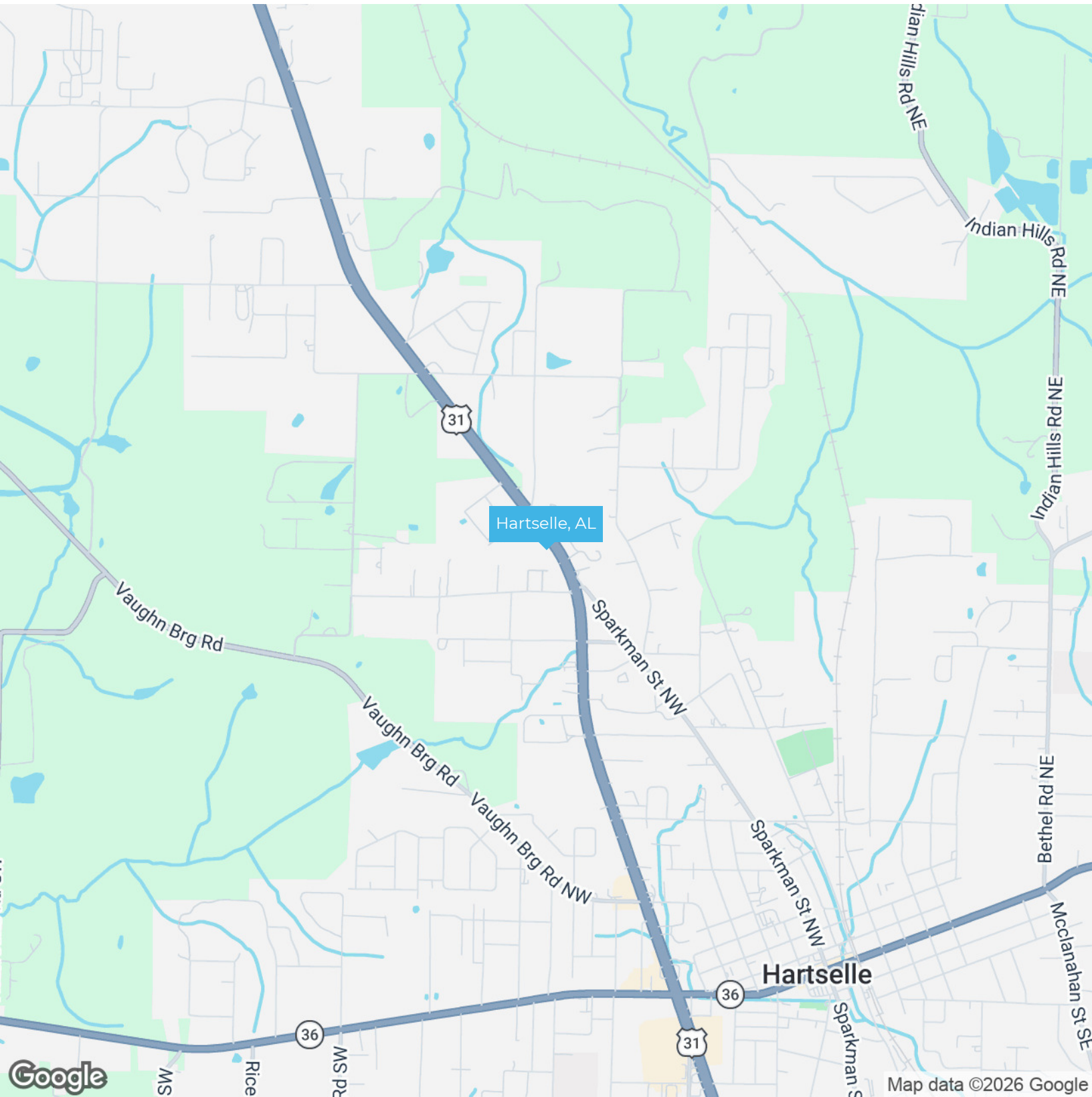


LOCATION INFORMATION

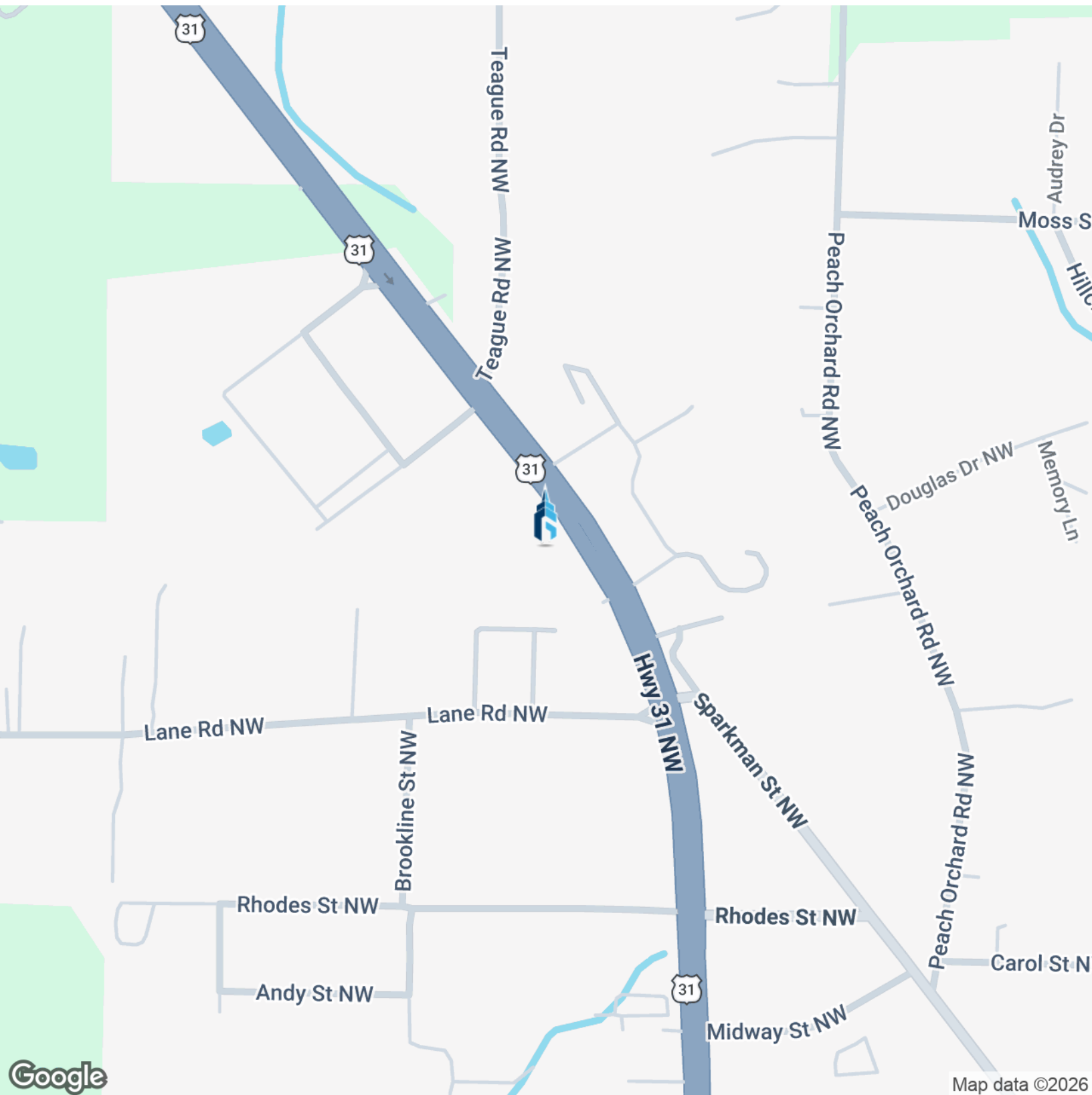
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HARTSELLE HEALTH PARK
AERIAL MAP





LOCATION MAP





TRAFFIC DATA

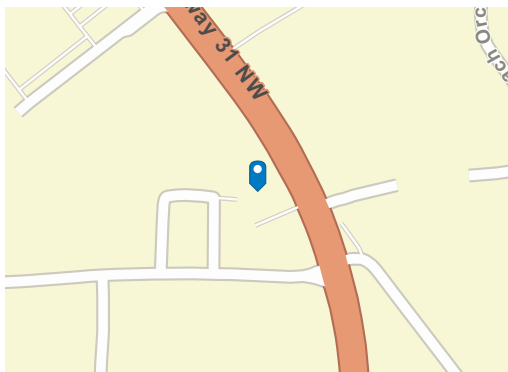
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Traffic Count Map - Close Up

1635 Highway 31 NW, Hartselle, Alabama, 35640

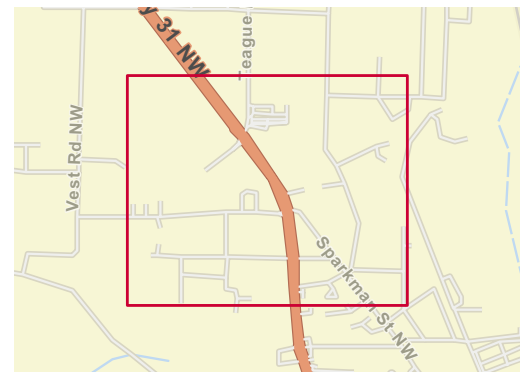


Rings: 1, 3, 5 mile radii



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



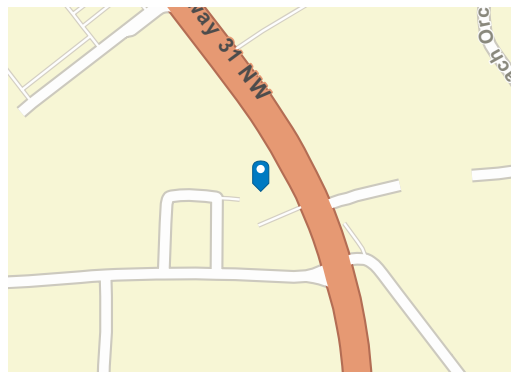
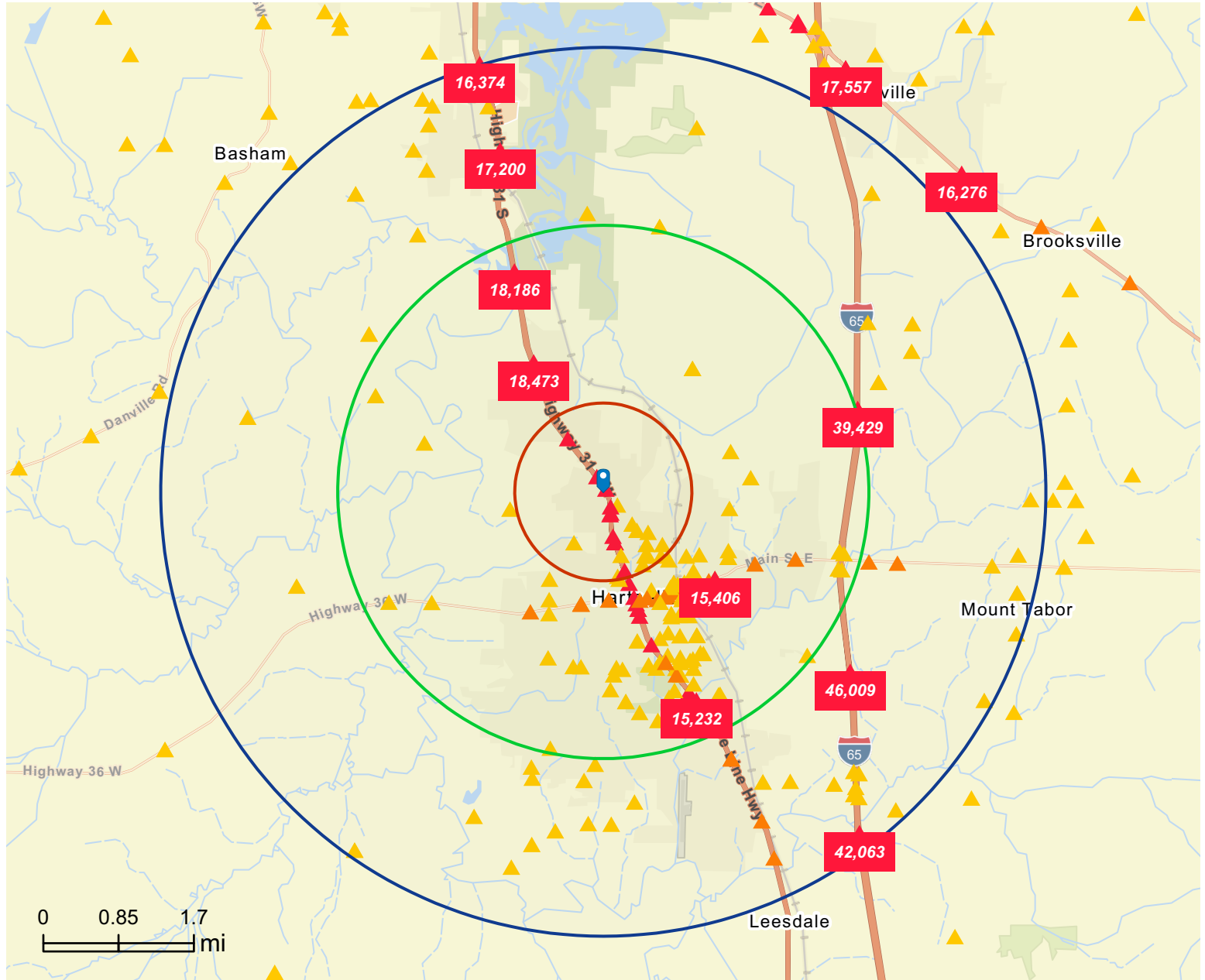
Source: Traffic Counts (2025)

Traffic Count Map

1635 Highway 31 NW, Hartselle, Alabama, 35640

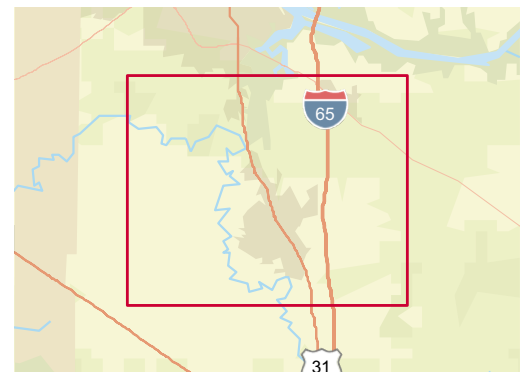


Rings: 1, 3, 5 mile radii



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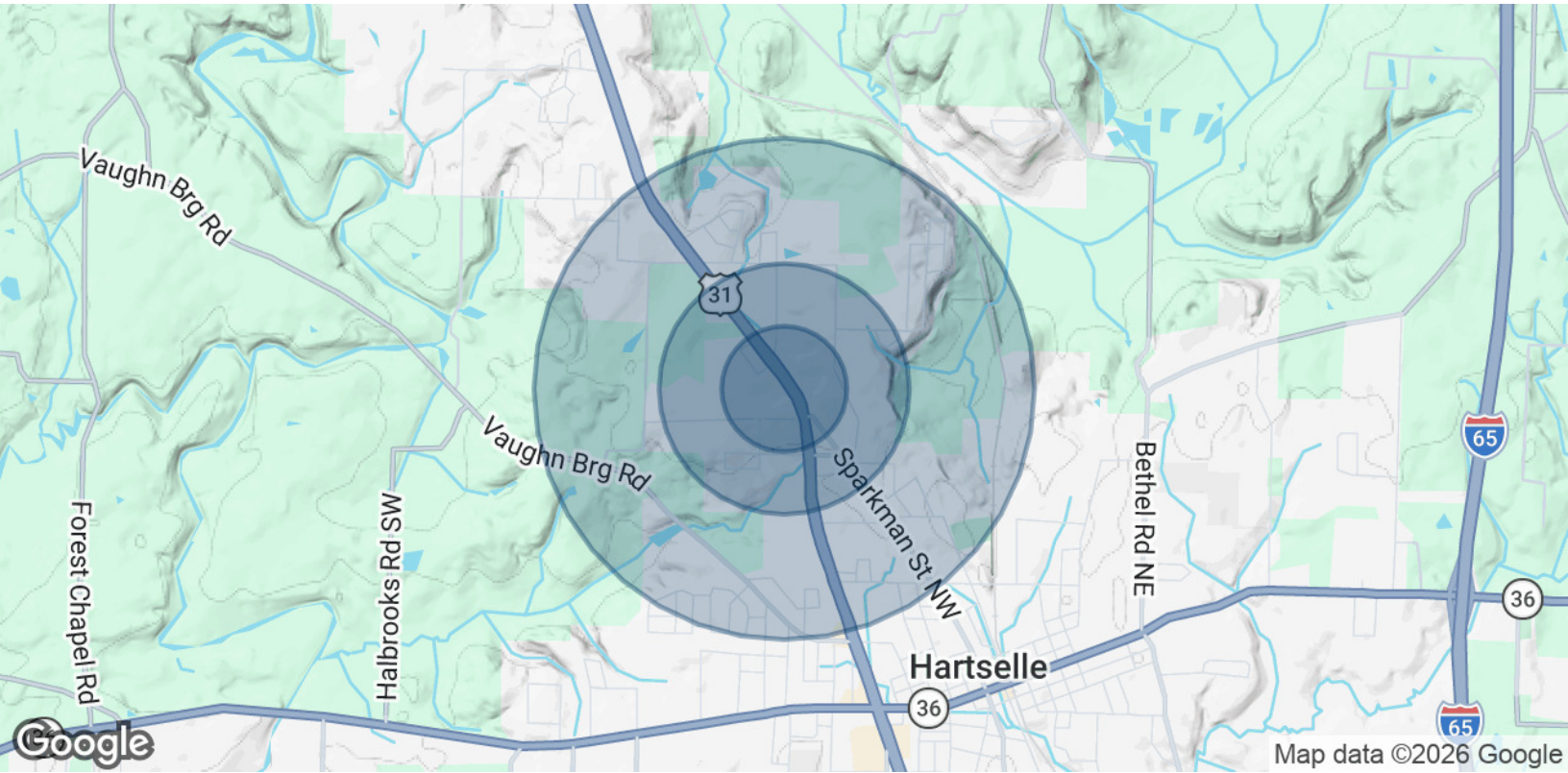
Source: Traffic Counts (2025)



DEMOGRAPHICS

1635 Highway 31 NW, Hartselle, AL 35640

DEMOGRAPHICS MAP & REPORT



POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	92	398	1,622
Average Age	39.6	39.8	39.9
Average Age (Male)	32.3	32.0	31.7
Average Age (Female)	46.5	46.6	46.4

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	30	136	568
# of Persons per HH	3.1	2.9	2.9
Average HH Income	\$92,754	\$89,147	\$86,597
Average House Value	\$233,594	\$215,687	\$207,993

2023 American Community Survey (ACS)

Executive Summary

1635 Highway 31 NW, Hartselle, Alabama, 35640




Rings: 1, 3, 5 mile radii

Population	1 mile	3 miles	5 miles
2010 Population	2,662	14,048	23,397
2020 Population	2,799	15,160	25,080
2025 Population	2,888	15,386	25,441
2030 Population	2,912	15,429	25,540
2010-2020 Annual Rate	0.50%	0.76%	0.70%
2020-2025 Annual Rate	0.60%	0.28%	0.27%
2025-2030 Annual Rate	0.17%	0.06%	0.08%

Age	1 mile	3 miles	5 miles
2025 Median Age	41.5	41.3	42.5
U.S. median age is 39.1			

Race and Ethnicity	1 mile	3 miles	5 miles
White Alone	82.7%	86.2%	86.2%
Black Alone	6.1%	4.6%	4.2%
American Indian Alone	0.6%	0.6%	0.6%
Asian Alone	0.4%	0.6%	0.8%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	2.7%	1.6%	1.6%
Two or More Races	7.4%	6.4%	6.5%
Hispanic Origin	5.7%	3.5%	3.8%
Diversity Index	38.0	30.1	30.4

Households	1 mile	3 miles	5 miles
2010 Total Households	1,167	5,743	9,341
2020 Total Households	1,176	6,153	9,967
2025 Total Households	1,209	6,326	10,299
2030 Total Households	1,230	6,437	10,499
2010-2020 Annual Rate	0.08%	0.69%	0.65%
2020-2025 Annual Rate	0.53%	0.53%	0.63%
2025-2030 Annual Rate	0.35%	0.35%	0.39%
2025 Average Household Size	2.35	2.42	2.46
Wealth Index	84	85	93

 **Source:** Esri forecasts for 2025 and 2030. U.S. Census 2010 and 2020 Census data converted by Esri into 2020 geography.

Mortgage Income	1 mile	3 miles	5 miles
2025 Percent of Income for Mortgage	19.7%	19.4%	20.4%
Median Household Income			
2025 Median Household Income	US\$80,021	US\$83,463	US\$85,580
2030 Median Household Income	US\$87,914	US\$93,465	US\$96,918
2025-2030 Annual Rate	1.90%	2.29%	2.52%
Average Household Income			
2025 Average Household Income	US\$99,594	US\$101,559	US\$106,130
2030 Average Household Income	US\$108,706	US\$111,239	US\$116,352
Per Capita Income			
2025 Per Capita Income	US\$39,763	US\$41,331	US\$43,025
2030 Per Capita Income	US\$43,746	US\$45,924	US\$47,890
2025-2030 Annual Rate	1.93%	2.13%	2.17%
Income Equality			
2025 Gini Index	44.1	42.8	42.5
Socioeconomic Status			
2025 Socioeconomic Status Index	53.5	53.3	52.7
Housing Unit Summary			
Housing Affordability Index	123	124	119
2010 Total Housing Units	1,256	6,135	10,021
2010 Owner Occupied Hus (%)	68.0%	73.5%	77.8%
2010 Renter Occupied Hus (%)	32.0%	26.6%	22.2%
2010 Vacant Housing Units (%)	7.1%	6.4%	6.8%
2020 Housing Units	1,267	6,588	10,692
2020 Owner Occupied HUs (%)	70.0%	72.0%	76.9%
2020 Renter Occupied HUs (%)	30.0%	27.9%	23.1%
Vacant Housing Units	9.0%	6.9%	7.0%
2025 Housing Units	1,298	6,772	11,030
Owner Occupied Housing Units	70.8%	73.0%	77.7%
Renter Occupied Housing Units	29.2%	27.1%	22.3%
Vacant Housing Units	6.9%	6.6%	6.6%
2030 Total Housing Units	1,317	6,869	11,211
2030 Owner Occupied Housing Units	876	4,732	8,208
2030 Renter Occupied Housing Units	354	1,705	2,292
2030 Vacant Housing Units	87	432	712



ADVISOR BIOS

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WILL SWANN

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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.

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