



# UPTOWN CORNER

241 E 20th Ave  
Gulf Shores, Alabama  
36542

[www.ryalsrealty.com](http://www.ryalsrealty.com)





A photograph of a coastal park area. In the foreground, there is a low white wall with the words "GULF SHORES" in large, blue, 3D block letters. Below the wall is a bed of purple and white flowers. In the background, there is a large white sculpture with a canopy, palm trees, and a beach with the ocean in the distance under a clear blue sky.

# OPENING STATEMENT

This Offer Memorandum presents a unique opportunity to pre lease premier commercial space within Uptown Corner - currently under construction retail development strategically located in the heart of Gulf Shores, Alabama. Targeting completion by the summer of 2025.

Contained herein is detailed information about pre-lease of available units, location advantages and contact information.

Please review the contents of this memorandum carefully and in accordance with the disclaimer contained herein, and contact Ryals Realty with any questions you might have.





# DISCLAIMER

**Confidentiality and Intended Use:** This Confidential Offering Memorandum (“Memorandum”) is provided exclusively to the intended recipient for evaluating the opportunity to pre-lease commercial space within Uptown Corner. This Memorandum is strictly confidential, and its contents may not be disclosed to any third party without the prior written consent of Ryals Realty Services, LLC (“Ryals Realty”). By accepting this Memorandum, the recipient agrees to maintain its confidentiality and use the information solely for evaluating the potential to pre-lease space within Uptown Plaza East.

**No Warranty of Accuracy:** The information in this Memorandum has been obtained from sources believed to be reliable. However, Ryals Realty makes no representations or warranties, express or implied, regarding its accuracy, completeness, or suitability. All projections, estimates, and assumptions are provided for reference only, and actual results may vary. Prospective tenants are advised to conduct thorough and independent due diligence to verify all information contained herein.

**Not an Offer to Sell Securities:** This Memorandum is for informational purposes only and does not constitute an offer to sell securities, real estate, or a solicitation for investment. This is an offering for pre-leasing commercial units only, and no sales of real estate are being offered in this Memorandum.

**Real Estate Brokerage Compliance:** Ryals Realty Services, LLC is a licensed real estate brokerage in the State of Alabama (License # 000111590-0) and is acting exclusively as the agent of the Owner in this proposed pre-leasing transaction and not as agent for any prospective tenant. Ryals Realty is obligated to represent the interests of the Owner and will endeavor to obtain the most favorable leasing terms for the Owner. Prospective tenants are advised to seek independent representation from a qualified real estate broker or agent to represent their interests. All real estate brokerage activities by Ryals Realty are conducted in full compliance with the Alabama Real Estate Brokerage Services Act, the rules and regulations of the Alabama Real Estate Commission, and all other applicable laws.

**Compliance with Laws and Regulations:** The pre-leasing of commercial units at Uptown Corner is subject to a wide range of laws and regulations at the federal, state (Alabama), county (Baldwin), and city (Gulf Shores) levels, as well as the rules of the Alabama Real Estate Commission. These include, but are not limited to, laws concerning real estate brokerage, landlord-tenant relationships, environmental protection, zoning, building codes, and fair housing. Prospective tenants are solely responsible for conducting their own due diligence to ensure the property and their intended use are fully compliant with all applicable laws and regulations and for obtaining any necessary permits or licenses. Neither the Owner nor Ryals Realty guarantees compliance.

**Condition of Units:** The units are offered for pre-lease in “AS IS” condition, with tenants having the opportunity to customize the interior to their specific requirements, subject to applicable building codes and regulations. Ryals Realty makes no warranties or representations, express or implied, regarding the condition of the units beyond their shell state.

**Zoning and Land Use Verification:** The Property is currently zoned BG (Business General). Prospective tenants must verify zoning classification and confirm its suitability for their intended use with the City of Gulf Shores. Any proposed changes may require approvals, and Ryals Realty makes no assurances regarding obtaining such approvals.

**Financial Information Disclaimer:** All financial data in this Memorandum is based on historical information and certain assumptions. Ryals Realty makes no guarantees regarding financial projections. Prospective tenants should conduct their own financial analysis and rely on independent verification.

**Prospective Buyer Responsibilities:** Prospective tenants must conduct their own due diligence regarding all aspects of the opportunity. This Memorandum is not a substitute for a full investigation, and reliance on its contents is at the recipient’s sole risk.

**Right to Accept or Reject Offers:** The Owner reserves the absolute right to accept or reject any offer and to terminate discussions at any time, with or without notice. No legal obligation to lease space within Uptown Corner exists until a fully executed and approved Lease Agreement is in place.

**Limitation of Liability:** The Owner, Ryals Realty, and their respective representatives shall not be liable for any loss, damage, or expense incurred from reliance on this Memorandum or related statements.

**Acknowledgement:** By accepting this Memorandum, the recipient acknowledges they have read, understood, and agree to its terms.

**For further information, please contact:**

Alla Nikitina

Ryals Realty Services, LLC

(251) 923-6475

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# PROPERTY OVERVIEW

Uptown Corner features 3 commercial units available for pre-lease. Each unit offers 1750 square feet of customizable space, delivered in shell condition, allowing tenants to create their ideal business environment. One unit includes a drive-through, ideally suited for quick-service businesses. The development benefits from high visibility and traffic counts on East 20th Avenue (14,645 vehicles per day - 2022 data) and a location next to Gulf Shores City Schools. Enhanced access will be provided by the Waterway Village Pedestrian Bridge, slated for completion in winter 2026, and broader Waterway District infrastructure improvements.





# PROPERTY KEY POINTS

- 01** Prime Pre-Leasing Opportunity: Secure commercial space in a new, strategically located retail development.
- 02** Customizable Units: 1750 sq ft units to suit your specific business requirements with shell condition delivery.
- 03** Drive-Through Advantage: Benefit from a drive-through unit, perfect for quick-service operations.
- 04** High-Traffic Location: Capitalize on proximity to Gulf Shores City Schools and the enhanced accessibility from the Waterway Village Pedestrian Bridge (completion target 2026).
- 05** Strategic Location: Benefits from ongoing area improvements





## LOCATION STRATEGIC ADVANTAGES

This prime location is at the center of Gulf Shores' most impactful projects, offering unmatched opportunities in a thriving market.

- Waterway District - this redevelopment adds new pedestrian pathways and streetscaping, establishing the area as a vibrant shopping and dining hub. Located within walking distance, the property will benefit directly from increased visitor flow.
- Situated next to Gulf Shores School, the property enjoys consistent foot traffic from students, parents, and staff, making it ideal for businesses serving families.
- Part of Gulf Shores' Vision 2035, the area is poised for pedestrian-friendly growth and sustainable economic development, ensuring long-term success for tenants.
- Upcoming road widening, side parking, and a new roundabout will improve access and traffic flow, making the property more convenient for customers and deliveries.

The prime location offers many unmatched opportunities in a thriving market.

**2022 Daily Street Traffic Count: 14,645**



**NEW  
PEDESTRIAN  
BRIDGE**





# WATERWAY DISTRICT DEVELOPMENT

The City of Gulf Shores Waterway Village Pedestrian Bridge project is set to be completed by winter 2026, creating a pedestrian-friendly connection between the north and south sides of the Waterway District and East 20th Avenue. The bridge, which includes walking and biking paths and an elevator, is expected to significantly increase foot traffic and accessibility to Uptown Corner.

Rising 75 feet above the water, the bridge will feature twin towers with large capacity elevators capable of simultaneously accommodating multiple cyclists and pedestrians. Each tower will include approximately 144 stairs, and the project encompasses plaza developments and streetscape improvements on both sides of the Intracoastal Waterway.

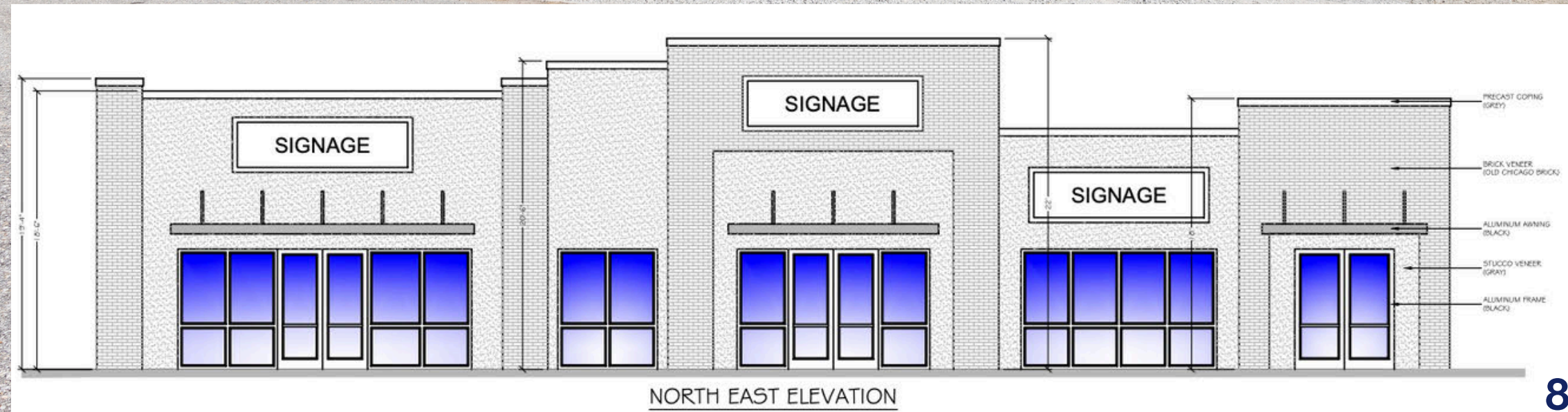
The pedestrian bridge represents a crucial element in the city's vision for continuing the development of The Waterway as Gulf Shores' vibrant second coast. The project includes new plaza developments that will create gathering spaces for community events and additional parking on East 2nd Street, supporting local businesses by improving accessibility to shops and restaurants in the area.





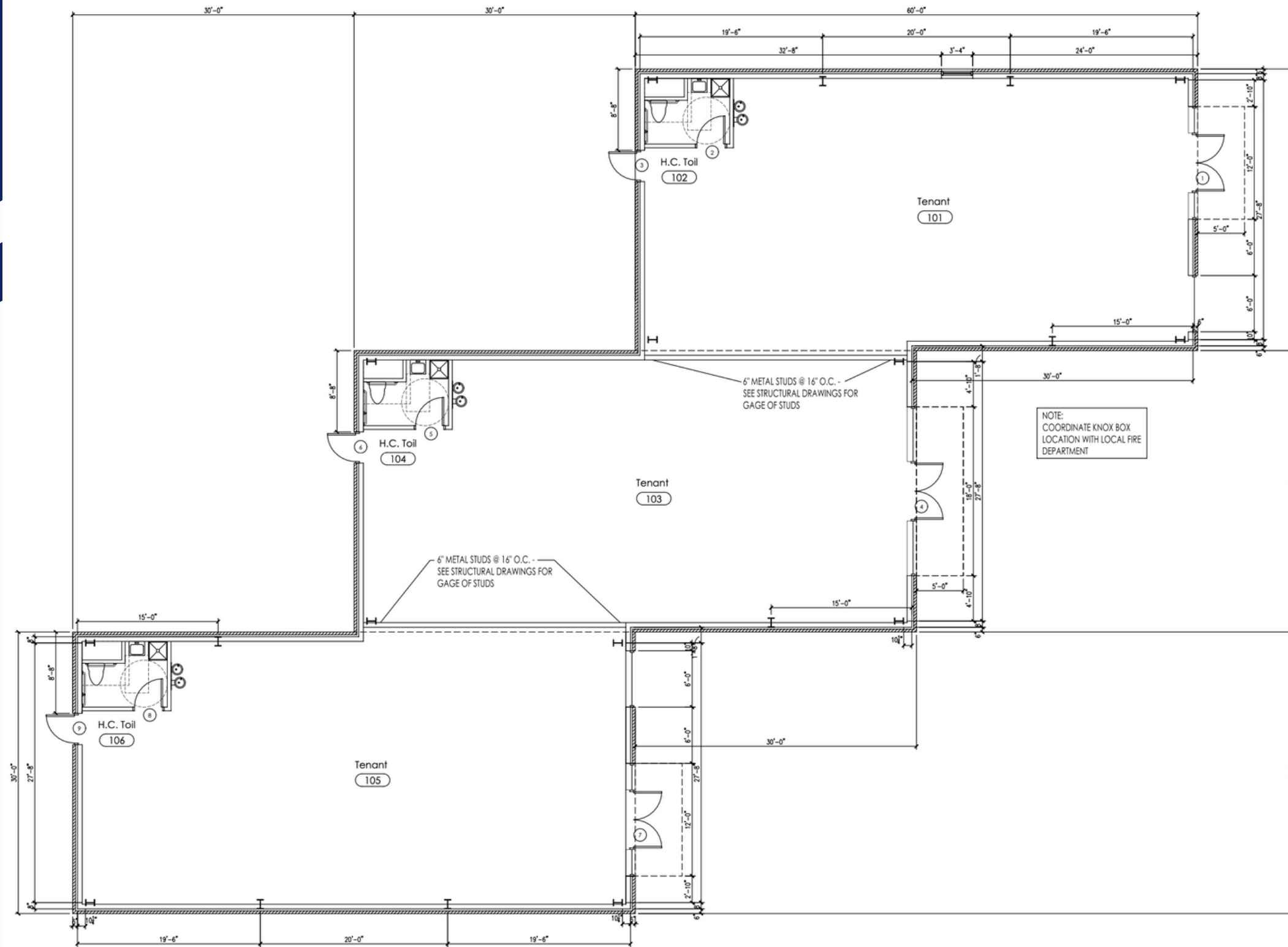
# ARCHITECTURAL FEATURES

- **Exterior Design:** The building will feature a modern brick facade with architectural elements such as brick soldier courses, rowlock brick accents, and stucco finishes.
- **Windows and Doors:** Large, clear, anodized aluminum storefront windows with tinted, Low-E Hurricane Rated glass ensure energy efficiency and natural light. Sliding windows are included in specific areas to accommodate drive-through operations.
- **Canopies and Signage:** Pre-finished aluminum canopies over storefronts provide weather protection and add to the aesthetic appeal. The design includes provisions for electrical J-boxes and plywood backing to support tenant signage.
- **Roof:** The roof will be finished with TPO roofing material over a well-insulated structure, ensuring durability and energy efficiency.



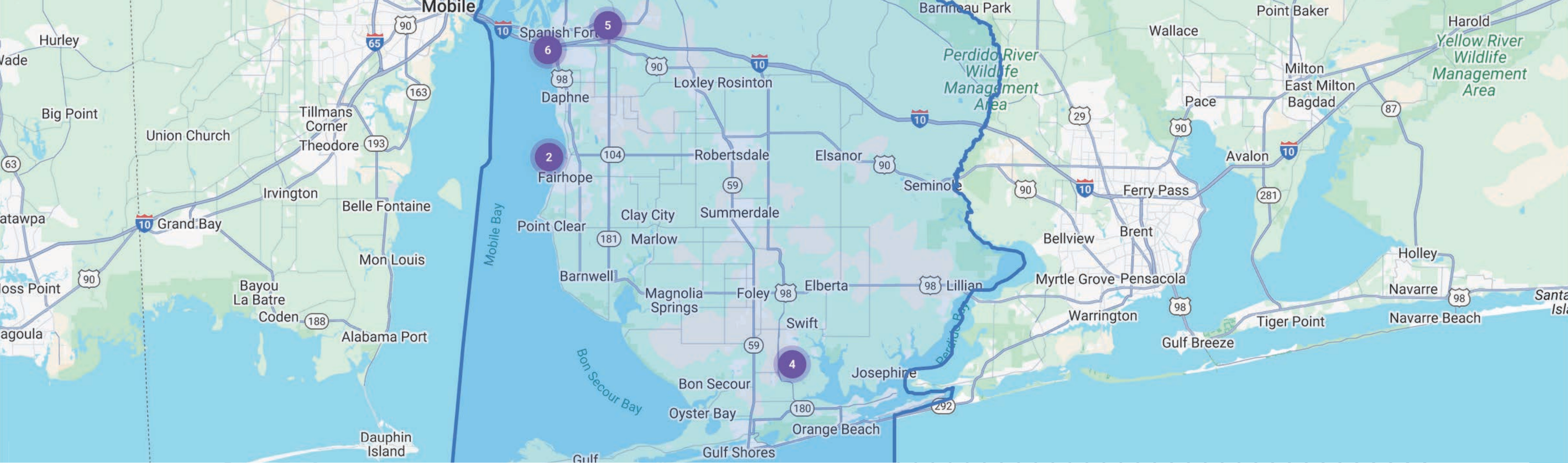


# Floor Plan



- Spacious Open Floor Plan
- Unit Size: 30' x 59'
- Ceiling Height: 16' - 24'
- Glass Storefront: 10' x 9' / 16' x 9' for maximum visibility
- Concrete Slab with plumbing stub-out for bathroom
- Pre-installed A/C System and Electrical Panel
- Grease Trap Installed - Ideal for restaurant or food service use





# RATE COMPARABLES

Property Name	Address	Property Type	Unit Size	Price Per SF/YR	CAM (Per SF/YR)
★ Uptown Corner	241 E 20th Ave, Gulf Shores, AL 36542	Retail/Restaurant	1750 sf	\$ 35.00	currently not available
The Wharf	23101 Canal Rd, Orange Beach, AL 36561	Retail	1363 sf	\$ 40.00 (+3% increase every yesr)	\$10.00
New Retail Strip	919 N McKenzie St, Foley, AL 36535	Retail/Restaurant	1318 sf	\$ 28.00	\$ 3.65
SanRoc Cay Marina	27267 Perdido Beach Blvd, Orange Beach, AL 36561	Restaurant	2314 sf	\$ 45.64	\$ 15.56
Portico	557 Fairhope Ave, Fairhope, AL 36532	Retail/Restaurant	1693 sf	\$ 39.00	currently not available

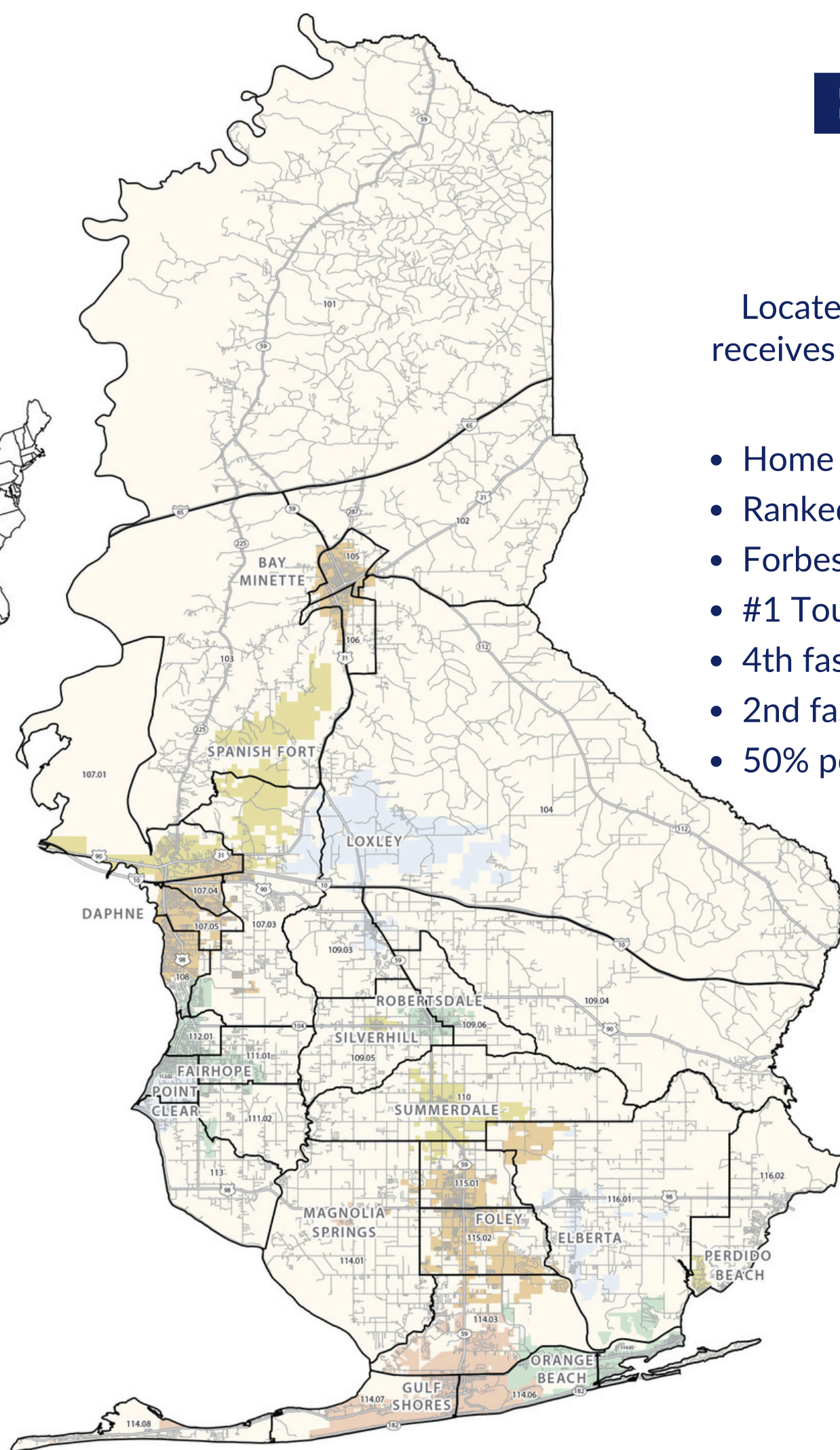


# BALDWIN COUNTY OVERVIEW

Located between Mobile, AL (to the West), and Pensacola, FL (to the East), Baldwin County receives more than **8 million visitors yearly**, largely due to beaches along Alabama's Gulf Coast.

Baldwin County is also:

- Home to 4 “Top 10 Fastest Growing Cities in Alabama”
- Ranked #3 in the U.S. for Job Growth
- Forbes Top 50 for Business Growth
- #1 Tourist Destination in Alabama
- 4th fastest-growing Metropolitan Statistical Area (MSA) in the U.S.
- 2nd fastest-growing county in Alabama
- 50% population increase in past 20 years



**Population:** 260,420

**Area:** 2,027 sq mi

Land: 1,590 sq mi

Water: 437 sq mi

**Residents in the Region:** 1,433,522

**Median Property Value:** \$ 266,000

**Homeownership Rate:** 77.9 %

**Median Gross Rent:** \$1364

**Median Household Income:** \$ 71,039

**Number of Households:** 90.8k

**Median Age:** 43.7

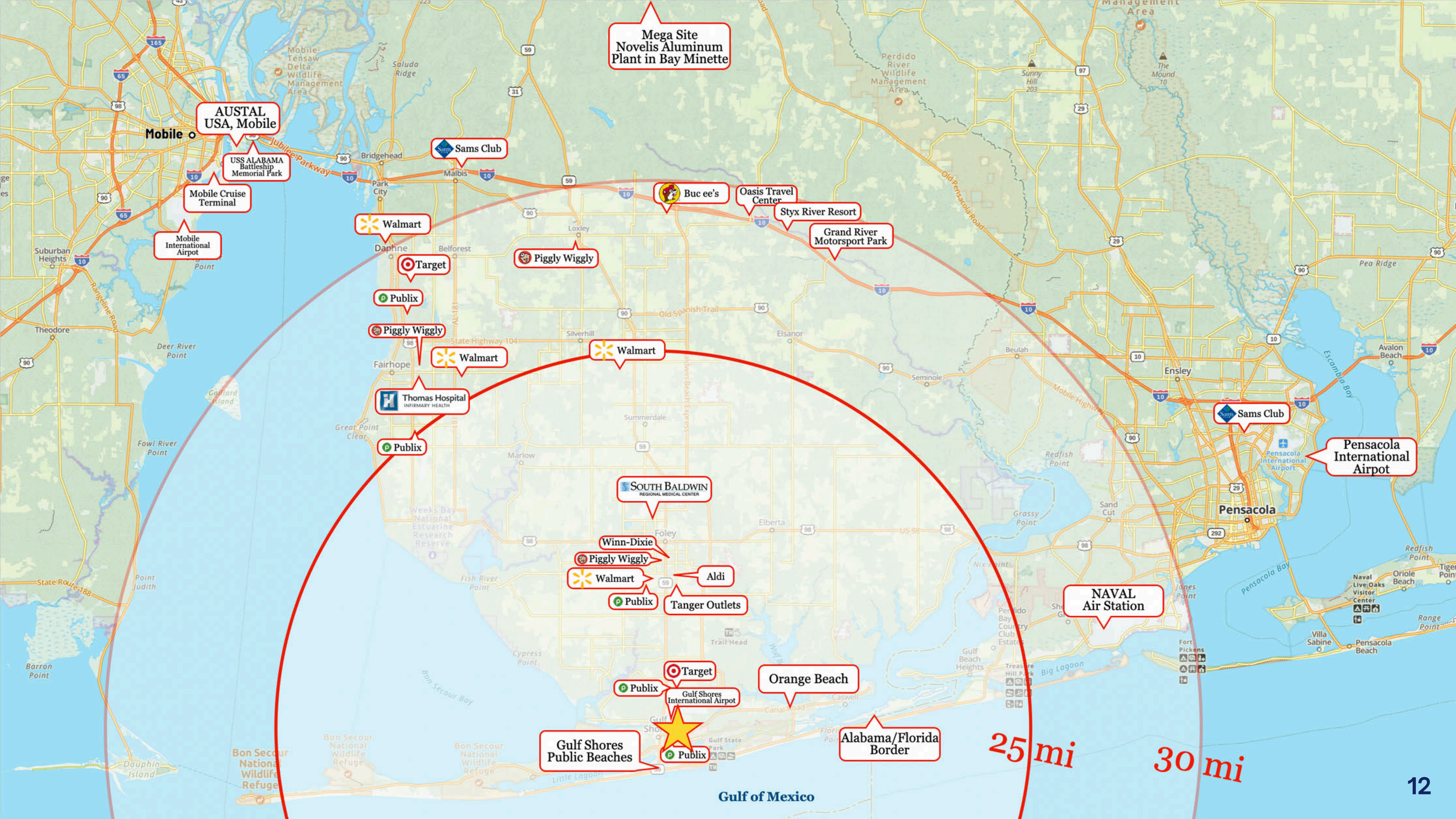
**Poverty Rate:** 9.7%

**Employed Population:** 107,254

**Unemployment rate:** 2.7%

**Average Commute Time:** 26.6 minutes





Mega Site  
Novelis Aluminum  
Plant in Bay Minette

AUSTAL  
USA, Mobile

USS ALABAMA  
Battleship  
Memorial Park

Mobile Cruise  
Terminal

Mobile  
International  
Airport

Sams Club

Walmart

Target

Publix

Piggly Wiggly

Walmart

Thomas Hospital  
INFIRMARY HEALTH

Publix

Walmart

Piggly Wiggly

Buc ee's

Oasis Travel  
Center

Styx River Resort

Grand River  
Motorsport Park

Sams Club

Pensacola  
International  
Airport

Pensacola

NAVAL  
Air Station

SOUTH BALDWIN  
REGIONAL MEDICAL CENTER

Winn-Dixie

Piggly Wiggly

Walmart

Publix

Aldi

Tanger Outlets

Target

Publix

Gulf Shores  
International Airport

Orange Beach

Gulf Shores  
Public Beaches

Publix

Alabama/Florida  
Border

25 mi

30 mi

Gulf of Mexico



Municipality	Estimated Population (2023)	Percentage Projected Growth (2023-2028)
Bay Minette	7,699	3.8%
Daphne	29,222	12.1%
Elberta	2,220	21.8%
Fairhope	22,824	17.9%
Foley	21,667	19.1%
Gulf Shores	20,039	18.4%
Loxely	3,854	13.7%
Magnolia Springs	797	30.2%
Orange Beach	12,698	7.7%
Perdido	596	31.0%
Robertsdale	6,625	11.7%
Silverhill	524	14.7%
Spanish Fort	10,188	13.6%
Summerdale	1,343	22.6%

# BALDWIN COUNTY GROWTH & DEVELOPMNET

- **Tourism** remains Baldwin County’s leading economic driver, with a record 8.4 million visitors in 2023. Visitor spending reached \$6.7 billion, fueling strong growth in lodging and retail, with lodging revenue hitting \$476 million by mid-2024 and retail sales projected to surpass \$1 billion.
- **Novelis Aluminum Mill in Bay Minette (\$2.5 Billion):** a \$2.5 billion aluminum mill in Bay Minette, AL. This facility, the first of its kind in the U.S. in 40 years, will create approximately 1,000 jobs and be powered primarily by renewable energy, using recycled water and operating as a zero-waste facility. More info: [novelis.com](https://www.novelis.com)
- **South Baldwin Regional Medical Center Expansion (\$250 Million):** the hospital recently completed a \$250 million expansion, adding a 185,000-square-foot facility, new surgical centers, an expanded ICU, a dedicated women’s and children’s unit, and additional inpatient beds, strengthening the region’s healthcare infrastructure.
- **Port of Alabama Development in Loxley:** a 904-acre industrial complex is under development near Highways 59 and 90, just south of I-10. This 12-million-square-foot facility will support industrial expansion near the Port of Mobile, creating new job opportunities and boosting economic growth.
- **Gulf Shores International Airport** is undergoing major development, including the construction of a 17,500-square-foot terminal expected to be completed by fall 2025. Allegiant Air has announced plans to begin commercial flights from the airport in May 2025, improving regional connectivity and tourism.
- **\$85 Million Infrastructure Upgrades in Foley:** Foley has allocated over \$85 million for capital projects to support rapid growth, including the widening of the Foley Beach Express and other essential infrastructure improvements.



# Baldwin County is experiencing significant educational growth to meet the demands of its rapidly increasing population.

- **Baldwin County Public Schools:** over \$300 million total investment in new school constructions and facility expansions, in order to accommodate the rapidly growing student population, expected to surpass 40,000 by 2030.
- **Private and Public Investments in Education:** private companies are also heavily involved in educational projects like Baldwin Preparatory Academy, which bridges workforce and education.
- **Auburn University** Gulf Coast Engineering Research Station is to be built in Orange Beach.



## New Educational Developments in Baldwin County:

- New Loxley Elementary School
- New Elberta Middle School
- New Belforest Are New School
- New Stonebridge Elementary School
- New Spanish Fort Elementary School
- South Baldwin Christian Academy (Pre-K to 12th Grade) expanding with a new high school building featuring seven classrooms, a sports practice field, and additional facilities
- New Gulf Shores High School - \$131 million investment
- Orange Beach High School - \$40+ million expansion
- Daphne Elementary School Expansion
- Fairhope East Elementary Expansion
- Central Baldwin Middle School Expansion





# WHAT'S HAPPENING IN BALDWIN COUNTY?

Baldwin County is a host to **major sporting events**, contributing over \$100 million in economic impact annually, including:

- NCAA Beach Volleyball Championship
- Sun Belt Women's Soccer Championship
- USA Archery Collegiate Championship
- U.S. National Grappling & BJJ Championship.

From nationally recognized golf courses to state-of-the-art sports complexes, there are:

**65+ Tennis courts**

**33+ Pickleball courts**

**8+ Major sport complexes**

available throughout Baldwin County.

The **Hugh S. Branyon Backcountry Trail** was Voted “**Best Recreational Trail**” in **USA Today’s 2023 Readers’ Choice awards**. Baldwin County offers: 32 miles of beaches, 12+ rivers, 11+ hiking and walking trails.





### Arts & Music:

- 40,000+ people attend Hangout Music Festival. Headlines filled with names like Red Hot Chili Peppers, Post Malone, Billie Eilish and others
- 10,000+ seats at The Wharf Amphitheater, with names like Morgan Wallen, Imagine Dragons, Teddy Swims
- By the end of 2022, there were 125 Arts, Entertainment, and Recreation establishments in Baldwin County

**Baldwin County's coast-to-countryside culture have made our cities premier event destinations:** Hot Air Balloon Festival, Mardi Grass, Annual National Shrimp Festival.







# Gulf Shores, Alabama

Population: 15,178

Median Household Income: \$ 62,061

Population Density: 529.35 people per square mile      Average Household Income: \$ 71,674

Annual Visitors : 8M tourists

Median Age: 50.4

Population Growth (10-year) within

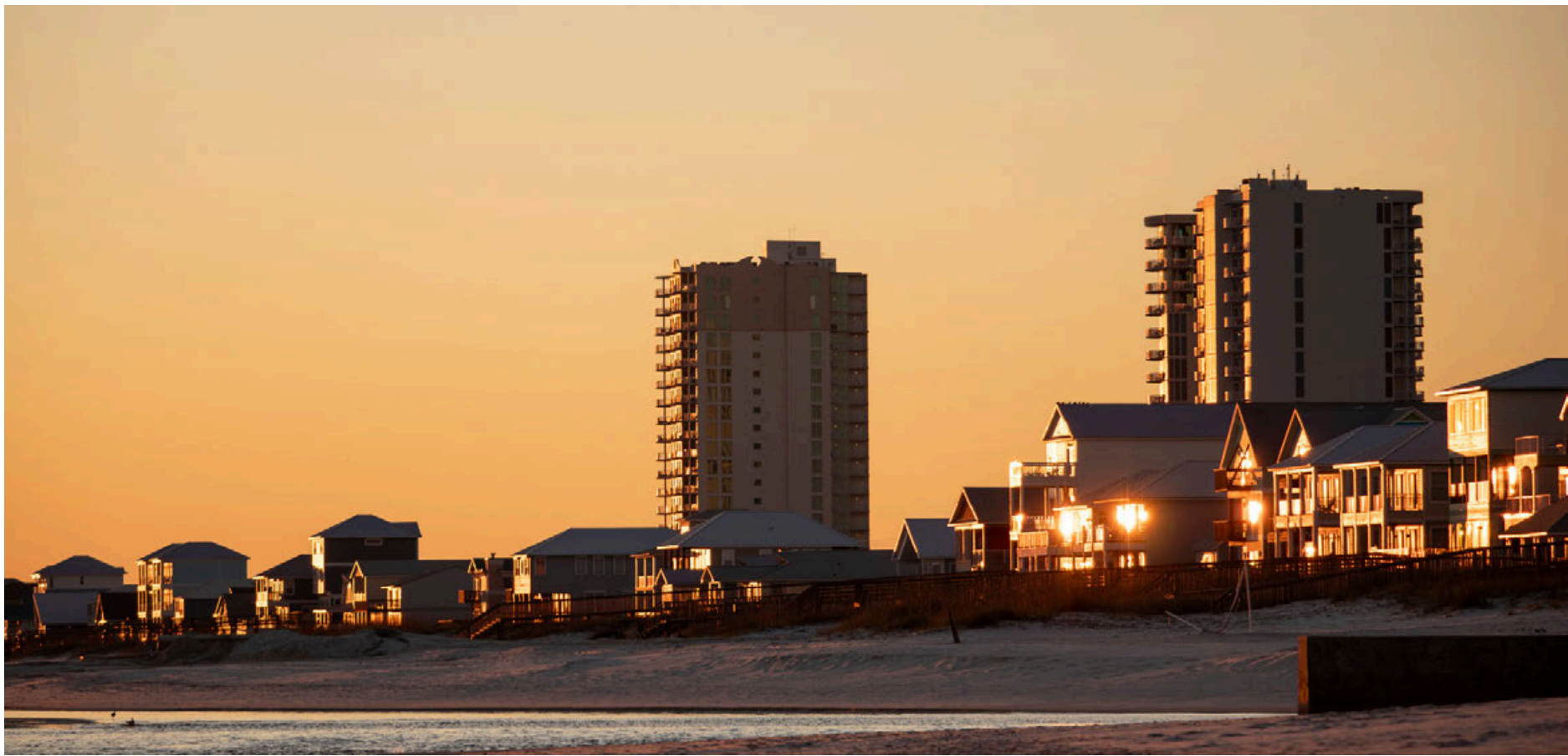
1-mile radius: 20%

3-mile radius: 28%

5-mile radius: 29%

- In 2022, the Gulf Shores, Orange Beach, and Fort Morgan area welcomed 8 million visitors who collectively spent approximately **\$6.6 billion**, making tourism a vital economic driver for this coastal destination.
- The area is renowned for its pristine white sand beaches and a variety of outdoor adventures. Gulf Shores and Orange Beach offer an unparalleled escape with a mix of unique attractions, such as the iconic Flora-Bama beach bar and OWA Park—a 520-acre family entertainment complex. The State of Alabama recently allocated \$140 million for the renovation of the Alabama Lodge at Gulf State Park, enhancing this full-service resort destination.
- Year-round festivities further enrich the community's appeal, with events like the Gulf Shores Annual Shrimp Festival, the Hangout Music Festival, and the Native American Ballyhoo Festival, celebrating local culture and entertainment. The future holds even more excitement, with the upcoming Jimmy Buffett's Margaritaville Resort - set to break ground in the summer of 2025, with a grand opening scheduled for spring 2029.









# UPTOWN CORNER

241 E 20th Ave, Gulf Shores, AL 36542

## Key Leasing Terms:

- **Lease Rate:** \$35.00 per sf, per year + CAM
- **Units Size:** 1750 Square Feet (30' x 59')
- **Lease Term:** Long-term, Negotiable
- **Lease Type:** NNN (Triple Net Lease)
- **Availability:** Targeting completion - Fall 2025
- **Drive-Through Unit:** One unit available with drive-through capability.
- **Tenant Improvement Allowance:** Negotiable, based on lease term and tenant requirements.
- **Allowed Uses:** Retail, restaurant, service businesses (subject to zoning regulations).
- **Utilities:** City of Gulf Shores utilities, Baldwin EMC, republic services, spire - fiber internet.





# CONTACT INFORMATION

For inquiries or to schedule a property tour,  
please contact:

**Alla Nikitina**

**Ryals Realty Services, LLC**



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