



5% COMMISSION TO PROCURING BROKER



HARBERT
REALTY SERVICES

For Sale

PRIME COMMERCIAL SITE

Near Irondale Middle & Shades Valley High School

📍 6255 Old Leeds Rd, Birmingham, AL 35210

±6.78 ACRES OF IDEALLY LOCATED LAND FOR SALE
ADJACENT TO SHADES VALLEY HIGH SCHOOL

PRIME COMMERCIAL SITE

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*Looking For More
Detailed Information?*



CONTACT THE
BROKER



WEST HARRIS

Executive Vice President
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PRICING

\$650,000



LOCATION

OLD LEEDS ROAD & GRANTSWOOD ROAD

Ideally located adjacent to Shades Valley High School (1,100+ students) and Irondale Middle School (470+ students)



SIZE

LOT SIZE: ±6.78 ACRES



ZONING

C-1 COMMERCIAL
JEFFERSON COUNTY
TAX ID #: 24-00-20-1-000-001.000



TRAFFIC COUNTS

4,652 AADT ON OLD LEEDS RD
57,900 AADT ON I-20



IDEAL USE

COMMERCIAL DEVELOPMENT

Property Highlights

- **Excellent Connectivity:** Quick and easy access to major thoroughfares, including Interstate 20 and I-459, ensuring a swift commute to downtown Birmingham and surrounding employment hubs. The average commute time in Irondale is a favorable 23.6 minutes.
- **Prime Development Site:** The site is ideally positioned near Shades Valley High School and Irondale Middle School near a large potential client base.
- **High Demand Suburb:** Irondale is ranked as one of the “Best Suburbs for Young Professionals in Alabama” by Niche.com, indicating a robust target demographic for new commercial uses.
- **Strong Home Values:** The areas housing market shows strength, with a median property home value of \$321,328 within one mile of the site, which is 31.2% higher than the Alabama median home value.



DEMOGRAPHIC OVERVIEW AND NEARBY RETAIL



POPULATION	1 MILE	2 MILES	3 MILES
2025 Estimated Population	2,039	12,093	68,274
2030 Projected Population	1,928	11,901	66,422
2025 Median Age	37.9	39.6	38.4

HOUSEHOLDS	1 MILE	2 MILES	3 MILES
2025 Estimated Households	898	5,012	26,963
2030 Projected Households	795	4,931	26,247
Projected Annual Growth 2025 to 2030	0.6%	-0.3%	-0.5%

INCOME	1 MILE	2 MILES	3 MILES
2025 Estimated Average HH Income	\$102,422	\$106,628	\$115,284
2025 Estimated Median HH Income	\$85,750	\$82,629	\$82,318
2025 Estimated Per Capita Income	\$41,752	\$44,382	\$45,885

DOMINANT TAPESTRY SEGMENT



377 households are *Rural Versatility*
 42.0% of households are in this segment

Rural Versatility: *Community Connections* LifeMode

This segment is characterized by rural areas with car-dependent homeowners.

[Learn more about this segment...](#)

ABOUT THIS SEGMENT



Residents frequently shop at hardware and hobby stores, and they purchase groceries from both convenience stores and large department stores.



They tend to spend time working on their vehicles and homes, and they invest in automotive tools and maintenance essentials.



Radio, especially country music, is popular.



Most households have at least one pet.

ABOUT THIS AREA

Household Type:
 Single Family

Employment:
 Industrial, Sales/Admin, Svcs

Median Age:
 42.4

Median Household Income:
 \$86,591

Education:
 56.4% College degree (2+ years)

KEY FACTS

2,039

Population



Median Age



Average Household Size

\$86,591

Median Household Income

BUSINESS



64

Total Businesses



1,165

Total Employees

INCOME



\$86,591

Median Household Income



\$43,237

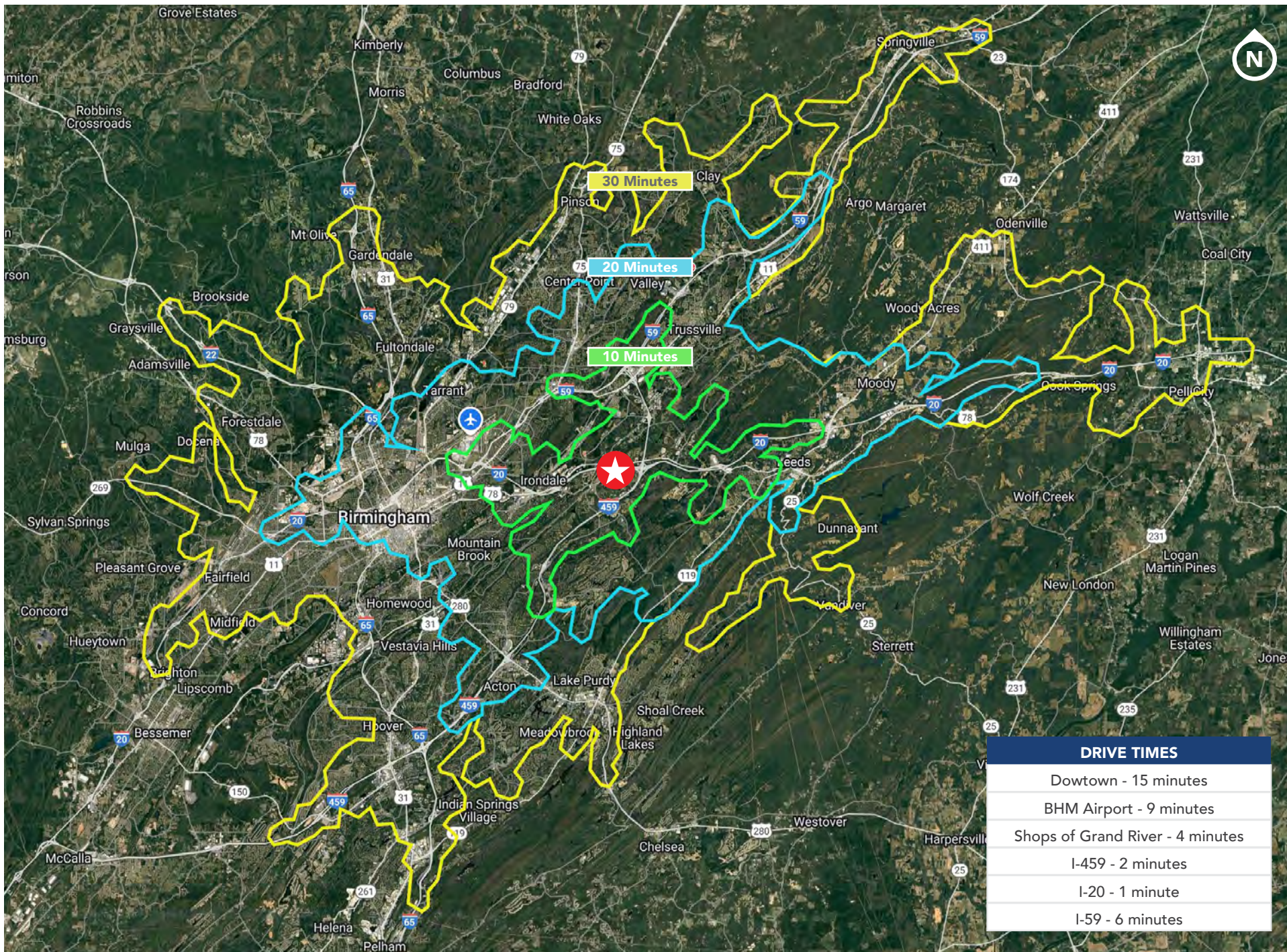
Per Capita Income



\$297,993

Median Net Worth

DRIVE TIMES



BIRMINGHAM, AL OVERVIEW

Birmingham remains the largest city in Alabama and one of the top 50 metropolitan areas in the United States. As of 2025, the **Birmingham-Hoover MSA has a population of 1,184,290**, with Jefferson and Shelby counties accounting for over 75% of the total.

A major financial center in the Southeast, Birmingham is home to the **headquarters of Regions Financial and Protective Life Corporation**, with PNC Bank also maintaining a significant presence. The financial activities sector employs approximately 44,000 people in the metro area.

The city is a regional healthcare powerhouse. **The University of Alabama at Birmingham (UAB) remains the largest employer in the region, with 28,000 employees and 1,207 hospital beds.** UAB has acquired St. Vincent's Health System, a move expected to further consolidate Birmingham's healthcare leadership. The education and health services sector **employs over 80,600 people as of May 2025.**

UAB also plays a critical role in education, with an enrollment of approximately **21,000 students.** Its annual economic impact in Alabama was reported at **\$12.1 billion in 2022**, and its influence continues to grow.

In terms of economic development, Birmingham saw **1,800 new multifamily housing units delivered in the past year, with 1,422 units currently under construction**, reflecting strong investor confidence. The business confidence index for the metro rose sharply to 60.6 in Q1 2025, the highest since 2021, signaling optimism in future economic conditions .

The unemployment rate in the Birmingham MSA stood at 2.6% as of May 2025, indicating a healthy labor market.

With its affordable tax climate, low cost of living, and charming Southern appeal, Birmingham continues to attract both residents and businesses. Expanding capital investment and job creation reflect growing confidence in the metro's economic future.

5 INTERSTATES

PROVIDE ACCESS TO OVER 80% OF THE U.S. POPULATION IN A TWO-DAY DRIVE

BIRMINGHAM RECOGNIZED AS A
**TOP MID-SIZED METROS
FOR BUSINESS CLIMATE**

ACCORDING TO *BUSINESS FACILITIES*

±10,000

PROSPECTIVE EMPLOYEES GRADUATE ANNUALLY FROM THE BIRMINGHAM MSA'S COLLEGES/UNIVERSITIES

\$2.5 BILLION

INVESTED IN DOWNTOWN REVITALIZATION SINCE 2010

BIRMINGHAM-SHUTTLESWORTH INTERNATIONAL AIRPORT SAW

3.24 M TOTAL PASSENGERS

IN 2024

ALABAMA IS HOME TO THE

2ND LOWEST

PROPERTY TAX BURDEN IN THE NATION

OVERALL COST OF LIVING IS

2.2% LOWER

THAN THE NATIONAL AVERAGE, ONE OF THE LOWEST AMONG SOUTHEAST METROS

LOW COST OF LIVING

Living in the Greater Birmingham Region offers a lifestyle where more is less – literally. The cost of living in the Birmingham-Hoover MSA is notably lower than the national average, making it an attractive place to live and do business. Here’s a breakdown of how it compares:

Cost of Living in Birmingham MSA (2025)

Overall Cost of Living: 2.2% lower than the national average.

Housing: 17.2% lower than the national average

Healthcare: 21.3% lower

Transportation: 13.7% lower

Food: 9.6% lower

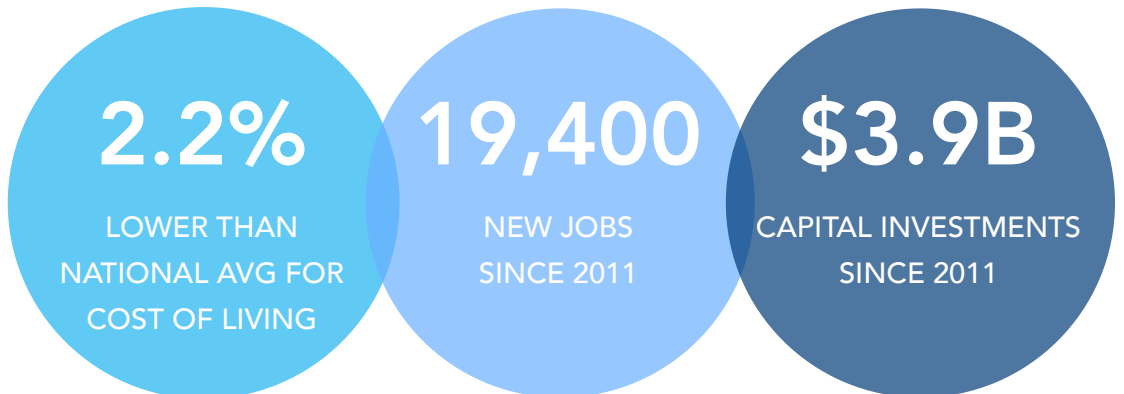
Energy: 7.0% lower

Statewide Index: Alabama’s overall cost of living index is 88.0 (with 100 being the national average), placing it among the top 5 most affordable states in the U.S.



VIBRANT ECONOMY

The Birmingham region’s legacy is built on iron and steel. Founded on a culture of entrepreneurship and resiliency, Birmingham is home to a diverse and dynamic range of companies and communities. From multi-national corporations manufacturing next-generation vehicles to start-ups developing ground-breaking technologies, today’s Birmingham continues to boast a diverse community of innovators. Since 2011, the Birmingham region has announced **over 19,400 new jobs and \$3.9 billion in capital investment.**




HEALTHCARE EPICENTER

Anchored by UAB, the healthcare industry in the **Birmingham metro drives the area economy and employs over 59,000 people**. Birmingham currently has the highest concentration of health care and technical jobs in any of the top 50 MSAs in the country. From groundbreaking research at the University of Alabama at Birmingham (UAB) and Southern Research to the Lakeshore Foundation’s commitment to developing novel approaches and technologies for people with chronic health conditions and physical disabilities, there’s no doubt that Birmingham’s commitment to health care is strong. Health Care in Birmingham includes the largest health care cluster in Alabama. Birmingham houses a world class research base, highly skilled workforce and strengths in emerging fields including gene editing and gamma delta t cell immunotherapy.



Grandview Medical Center:

\$280M, 372 bed facility completed in the of fall 2015



UAB St. Vincent's:

5,100 employees / 409 beds / \$266M in community benefit and care of persons living in poverty in 2016



Children's of Alabama:

5,000 Employees / \$400M – 760K SF facility / 3rd largest pediatric facility in the country



Baptist Health Systems:

Largest healthcare network in AL / 77 outpatient offices / 1,300 doctors / 5,000 employees



1600+

ACTIVE CLINICAL RESEARCH TRIALS



75+

HEALTH CARE COMPANIES



59,000

HEALTH CARE WORKERS EMPLOYED IN BIRMINGHAM



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West has 30 years of experience as a commercial real estate professional in the areas of investment, development, brokerage, leasing and asset management. He has completed lease and brokerage transactions totaling over \$750 Million for office, retail and industrial properties. He has also been effective for his clients in transacting large land acquisitions for development and disposition of residential land. West is recognized as one of Birmingham's "Top Producer in Sales and Leasing" by the Commercial Million Dollar Sales Achievement Club. He is further recognized by the Birmingham Business Journal as "Who's Who in Commercial Real Estate" highlighting leaders in the Commercial Real Estate industry and a "Top 40 Under 40" business leader in Birmingham.

PRIOR EXPERIENCE

One of West's career highlights is co-founding, operating and growing Harris Tynes Realty Group from 2006 to 2013, prior to merging his company with Harbert Realty Services in November 2013. His primary focus at Harbert Realty is investment, brokerage and leasing services for high net worth and institutional clients. Prior to joining Harbert, West had the distinct pleasure of running the Birmingham offices for Atlanta based Taylor & Mathis and Carter & Associates where he gained invaluable experience working with exceptional people. Areas of Expertise Include: Lease Negotiation, General Brokerage, Asset Management, Investment Sales, Land Acquisition/Disposition and Development.

EDUCATION

West earned his Bachelor of Arts degree in English and History from the University of Alabama in 1996. He holds an Alabama Brokers License and is a Certified Commercial Investment Member (CCIM).

PROFESSIONAL AND CIVIC ORGANIZATIONS

Mr. Harris is Past President of the National Association of Industrial and Office Properties (NAIOP), Metropolitan Development Board Member and Horizon 280 Board Member. He is an active member of St. Luke's Episcopal Church and the Monday Morning Quarterback Club benefiting the Crippled Children Foundation. Mr. Harris has also served the American Heart Association and Muscular Dystrophy Association in their fundraising initiatives.



PROPERTY/ASSET MANAGEMENT

We have represented, managed or leased more than 10 million square feet of office, retail and industrial space for owners located across the United States.



LEASING & BROKERAGE

We have the expertise, team and process to implement a comprehensive and aggressive marketing program to maximize results and value.



DEVELOPMENT

We develop properties for our own account, which means our interest in each project's profitability is personal.



INVESTMENT SALES

We provide consulting, execution and investment management services to clients engaged in buying, selling, building, financing or investing in commercial real estate.



RETAIL SERVICES

We provide full service commercial retail services to our clients in a professional, timely manner.



MULTIFAMILY

We provide exclusive focus on apartment brokerage services throughout the Southeast as Harbert Multifamily Advisors.



HARBERT

REALTY SERVICES



Harbert Realty Services is one of the largest privately held, independent commercial real estate firms in the Southeast. HRS was founded with a main focus on bringing value to our clients. For 40 years, we have built a business around this focus and strive to achieve this in every transaction and opportunity.

Since its founding, HRS has developed an unparalleled reputation for expertise, integrity, and creativity in providing comprehensive and best-in-class, process driven commercial real estate services to our tenants, clients, and investors.

Commercial real estate is our only business. Every member of our firm is a specialist. As a result, we have developed a highly focused team of real estate professionals with tremendous knowledge and experience. We measure our success by the value of the results it produces for our clients. Our success is guided by our philosophy, values and culture.

**NEARLY 42 YEARS
OF SERVICE**

*as one of the leading full service
commercial real estate firms
in the Southeast*

**OVER
\$1.1 BILLION**

*in transaction volume
over the last 5 years*

LEASE & MANAGE

±5,100,000 SF

*across the Southeast and
Central Florida*

**DIVERSIFIED
COMPANY**

*Office, Retail, Multifamily,
Industrial and Medical*



78

78

INTERSTATE
20

INTERSTATE
20

OLD LEEDS ROAD

GRANTSWOOD ROAD

IRONDALE MIDDLE
SCHOOL

SHADES VALLEY
HIGH SCHOOL

OLD LEEDS ROAD

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