

LIQUOR & CONVENIENCE RETAIL | BUSINESS + REAL ESTATE

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REAL ESTATE

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— REALTOR —

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**85W** | **COMMERCIAL**  
REAL ESTATE | **LOUISVILLE, KY.**

Dhananjay "Jay" Arora is a real estate agent with 85W Real Estate, known for his finance-driven, client-focused approach. Originally from New Delhi, he brings a global perspective to his work.

Jay previously worked as a personal banker at J.P. Morgan Chase, where he built strong financial and advisory skills.

Outside of real estate, Jay enjoys fitness and travel and is fluent in Hindi and Punjabi. He works closely with buyers, sellers, and investors to deliver confident, well-informed results.

## ZONING & LICENSING

### Zoning: EZ-1

Allows for a broad mix of commercial uses including retail, lounge, and convenience operations.

### Financials

Full financial package provided upon execution of CA/NDA, including POS exports, Monthly/annual P&Ls, Bank deposits, Lottery reports.

## LICENSES INCLUDED

- Retail Package Liquor License (Liquor/Wine) - KY ABC
- Malt Beverage License (Beer) - KY ABC
- Louisville Metro ABC License
- State regulatory approvals (all current and transferable subject to ABC process).
- On-premise consumption/lounge license.
- Kentucky Lottery Retailer License.

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#### Property Showings

All showings are by **appointment only** and must be coordinated through:

**Jay Arora | 85W Commercial | (502) 619-3739 | Jay@85wrealestate.com**

## EXECUTIVE SUMMARY



## QUICK FACTS

- \* Address: 344 E Lee St.
- \* Offering: Business + Real Estate (feesimple)
- \* Building area: 4000 sq ft
- \* Site Size: 0.6 acres
- \* Year built: 1973
- \* Parking: ≥25 striped stalls
- \* Asking price: \$1,450,000
  
- \* Real Estate: \$900,000
- \* Business + Goodwill: \$275,000
- \* Inventory: Approx. \$270,000 (final count at closing)

**Prime Location:** High-visibility site at 344 E Lee Street near I-65 and the University of Louisville with strong traffic and dense surrounding population.

**Customer Base & Growth:** Attracts neighborhood and highway traffic, with upside from marketing, expanded products, and lounge amenities.

**Unique Opportunity:** Acquire an established liquor store and fee-simple real estate in a supply-constrained retail district.

# INVESTMENT HIGHLIGHTS



- Prime **I-65 adjacency** with immediate access to University Blvd, S Floyd St, and Central Louisville commuter routes.
- High-frequency categories: spirits, wine, beer, RTDs, tobacco, lottery, snacks.
- Rare **on-premise consumption license** enabling a lounge area—differentiates the store from typical off-premise-only liquor retailers.
- Dense population base due to proximity to: University of Louisville (**22,000+ students**).
- Significant operational upside: store is currently owner-operated; stronger merchandising, labor control, and customer engagement can meaningfully increase revenue.
- Corner-lot visibility with strong daily vehicle counts on E Lee St and S Floyd St



# INVESTMENT HIGHLIGHTS



Consistent traffic generated by commuters accessing I-65 both northbound and southbound.



Old Louisville multifamily and residential neighborhoods.



UofL Hospital & Medical District.



Downtown Louisville employment centers.

## PROPERTY SUMMARY



**Parcel ID:** 035A00990000

**Zoning:** EZ-1

**Utilities:** Electric, water, sewer, gas  
(Louisville Water Co. & LG&E)

**Walk-in Cooler:** 10 DOORS

**FF&E Included:** POS system, coolers, shelving, security system, signage, lounge furnishings, cigar room infrastructure, check cashing machine and POS

### **On-Premise Consumption Upside:**

The property holds a license allowing customers to sit inside, drink, and use the lounge, a rare permission among Louisville liquor retailers and a unique traffic generator. This creates potential for curated events, tastings, cigar pairings, and sports-viewing gatherings.

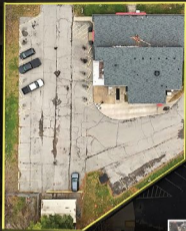
### **Storage, Operational Flexibility & Drive-Thru Advantage:**

The property offers generous back-of-house storage that supports deeper inventory levels, seasonal product expansion, and additional category growth. The existing drive-thru, a rare amenity for liquor retail in this corridor, provides added convenience for customers and creates an efficient secondary sales channel—ideal for capturing quick-stop traffic, students, and commuters accessing I-65.

# LOCATION OVERVIEW

Walkable to the University of Louisville and surrounded by dense student housing.

Minutes from Churchill Downs, UofL Hospital, Jim Patterson Stadium, Cardinal Stadium, and Old Louisville.



Strong neighboring anchors: Louisville Indoor Racquet Club, UofL residence halls, multifamily apartments, and established neighborhood businesses.



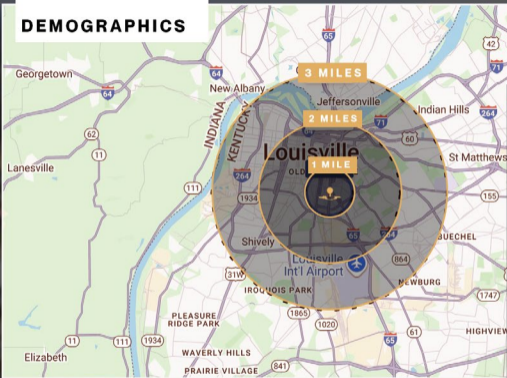
**PROPERTY  
PHOTOS** *(Outdoors)*



**PROPERTY  
PHOTOS** *(Indoors)*



# DEMOGRAPHICS



## KEY RING BREAK DOWN

### Population:

1-mi | 1,437  
3-mi | 2,611  
5-mi | 4,502

### Households:

1-mi | 604  
3-mi | 1,067  
5-mi | 1,797

### Median HH Income (MHI):

1-mi | \$48,333  
3-mi | \$54,764  
5-mi | \$61,624

# MARKET & GROWTH DRIVERS



## Downtown Louisville Growth

Downtown Louisville Growth  
Ongoing investment in downtown apartments, hotels, and mixed-use development continues to strengthen population density and foot traffic.

## University of Louisville Corridor

The store is located inside one of Louisville's most active commercial corridors—UofL, Old Louisville, and the Medical District—bringing constant demand from students, faculty, residents, game-day visitors, and medical professionals.

## Jim Patterson Stadium

Game-day and event demand significantly increases liquor and convenience purchases.

## Neighborhood Redevelopment

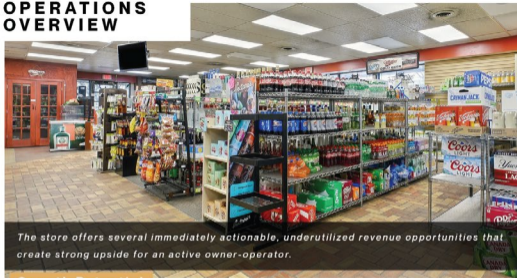
Old Louisville continues to undergo renovation, adaptive reuse, and multifamily development, improving resident demographics and retail spending power.



## Sports & Event Tourism

- Churchill Downs
- Louisville Slugger Field
- KFC Yum! Center

# OPERATIONS OVERVIEW



*The store offers several immediately actionable, underutilized revenue opportunities that create strong upside for an active owner-operator.*

## Growth Potential

**Skill/Casino Games:** Legal skill-game terminals could add a high-margin, high-frequency revenue stream common in comparable Louisville retail corridors.

**Check Cashing Income:** Check-cashing infrastructure is already in place and could be activated to generate steady, fee-based income and repeat traffic.

**Check Cashing Income:** Parking supports a food truck or concession partner, creating rental income while increasing dwell time and beverage sales.

### Hours:

Mon-Thursday: 10am - 10pm.

Friday and Saturday: 10am - 11pm.

Sunday: 1pm- 9pm.

### Staffing:

1 Full Time

3 Part Time

### Category Focus:

Tobacco & Spirits.

Wine, Beer & RTDs.

Lottery.

Check cashing.

Snacks.

Lounge service / cigars.