



LAND FOR SALE

16410 E El Lago Blvd, Fountain Hills, AZ 85268



EXCLUSIVE ADVISORS



Paul Borgesen, SIOR, REFAI

Senior Vice President
602.296.6377

paul.borgesen@transwestern.com



Dylan Sproul, SIOR, REFAI

Vice President
602.296.6376

dylan.sproul@transwestern.com



Royden Hudnall, CCIM, REFAI

Senior Associate
602.296.6384

royden.hudnall@transwestern.com

Transwestern (the “Agent”) has been exclusively engaged as the sales representative for the offering of **16410 E El Lago Boulevard** (the “Property”) on behalf of the Owner (the “Seller”). This Offering Memorandum is provided for information purposes only and does not represent that the operations or condition of the Property or Seller have remained unchanged since its preparation. It is the sole responsibility of prospective purchasers to independently verify and analyze all information contained herein.

Additional details and an opportunity to tour the Property will be made available to qualified and interested parties upon written request. Both the Seller and Agent expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and to terminate discussions with any party at any time, with or without notice. The Seller further reserves the right to modify the timing or procedures for this Offering at its sole discretion. No legal obligation shall arise on the part of the Seller or Agent unless and until a written purchase agreement has been fully negotiated, executed, and delivered by all required parties.

This Memorandum and its contents, except for information that is publicly available, are strictly confidential. By accepting this Memorandum, you agree to treat all information herein with the utmost confidentiality, refrain from reproducing or distributing it, and not disclose any of its contents to any other party except your advisors who need to review it for your potential interest in the Property—and who have agreed to maintain this same level of confidentiality. You further agree not to use this Memorandum or its contents in any manner that could be detrimental to the interests of the Seller or Agent, without prior written consent from either.

EXECUTIVE SUMMARY

Transwestern is pleased to exclusively present the opportunity to acquire the fee-simple interest in a ±14.13-acre parcel located at 16410 E El Lago Boulevard in the fast-growing Fountain Hills submarket of metro Phoenix.

The Property is undeveloped land in a tightly supply-constrained residential submarket, offering a rare opportunity for new housing development in a community where barriers to entry continue to limit future supply. Fountain Hills' surrounding topography and established development patterns significantly restrict available land, supporting long-term pricing power and value durability for well-executed residential projects.

The site is well positioned for for-sale residential housing or a low-density rental community, aligning with strong market demand for larger homes, privacy, and a suburban lifestyle with proximity to outdoor amenities. Surrounding uses are predominantly established single-family neighborhoods, reinforcing the residential character of the location and supporting attractive absorption and exit pricing.

The Property is currently zoned C-2; however, the Town of Fountain Hills has demonstrated support for land uses more closely aligned with expanding local housing supply. This posture presents a compelling opportunity for a buyer to pursue a rezoning or entitlement strategy that unlocks the site's highest and best residential use.

Given its scale, location, and scarcity value, the Property represents a highly compelling opportunity for developers and investors seeking exposure to one of the Phoenix metro's most land-constrained and desirable residential submarkets.



OFFERING DETAILS

SALE PRICE	Call For Pricing
LAND SIZE	±14.13 AC
PARCEL	176-24-648
ZONING	C-2
POWER	SRP
WATER	EPCOR
WASTE/SEWER	Fountain Hill's Sanitary Department

LAND HIGHLIGHTS

LOCATION:

Located in the heart of Fountain Hills, steps from Fountain Park and the Avenue of the Fountains, the Town's primary lifestyle and activity corridor. Surrounded by established residential neighborhoods and key civic amenities.

VISIBILITY & ACCESS:

Direct frontage along E El Lago Boulevard with partial visibility from N Fountain Hills Boulevard and E Avenue of the Fountains, providing strong exposure along

AMENITIES & LIFESTYLE:

Close proximity to dining, retail, daily-needs services, Fountain Park, and community recreation, supporting strong livability and premium residential appeal.

UTILITIES & INFRASTRUCTURE:

Water & Sewer: City of Fountain Hills, Electric: Salt River Project (SRP), Tele-com / Internet: CenturyLink and Cox





PISA PIZZA

DUTCH BROS
Coffee

Tap House
BAR AND GRILL

FOUNTAIN PARK

PAPAYA'S
Cakes & Juice Box

ZAB
THAI KITCHEN

Georgie's
DINER
Serving Breakfasts All Day Since 1969

OKA SUSHI

CVS
pharmacy

Bashas'

SUN DEVIL
AUTO

UNITED STATES
POSTAL SERVICE

Walgreens

ACE
Hardware

E AVE OF THE FOUNTAINS

SAFeway

±14.13 AC

E EL LAGO BLVD

Transwestern



AMENITIES MAP

EAGLES NEST

GOLDEN EAGLE ESTATES

FORT MCDOWELL



EPALISADES BLVD



FOUNTAIN PARK



HIDDEN HILLS



W FOUNTAIN HILLS BLVD



EAGLE MOUNTAIN

FIREROCK



87



Transwestern

N
9

FOUNTAIN HILLS SUBMARKET (5 MILE RADIUS)



36,773

POPULATION



2.0%

ANNUAL POPULATION GROWTH
2024-2029



\$656,516

MEDIAN HOME VALUE



59.5

MEDIAN AGE



\$135,251

HH INCOME



49%

RESIDENTS WITH
COLLEGE EDUCATION



16,820

HOUSEHOLDS

Fountain Hills, Arizona is a distinctive and highly desirable community within the northeast Phoenix metro area. Nestled against the McDowell Mountains just east of Scottsdale, Fountain Hills is known for its scenic desert landscape, iconic fountain, and exceptional quality of life. With a strong sense of community, low-density development, and proximity to major employment centers, Fountain Hills appeals to professionals, families, and retirees alike.

Thoughtful planning and long-term investment continue to shape the town's future. Fountain Hills has prioritized preserving open space and natural beauty while enhancing its commercial core and infrastructure. The downtown district around the fountain serves as a focal point for retail, dining, and community events, drawing both residents and visitors. Proximity to Scottsdale, Tempe, and the Loop 101 provides convenient access to regional job hubs while allowing the town to maintain its quieter, more residential character.

The local economy is stable and supported by sectors such as healthcare, professional services, and tourism, with many residents employed throughout Greater Phoenix. Fountain Hills is home to a well-educated population, with a high percentage of residents holding college degrees, making it attractive for professional and service-oriented businesses. Its strong housing market, high household incomes, and emphasis on lifestyle amenities continue to drive demand, positioning Fountain Hills as a premier residential community within the metro area.



±14.13 AC



Paul Borgesen, SIOR
Senior Vice President
602.296.6377
paul.borgesen@transwestern.com

Dylan Sproul, SIOR
Vice President
602.296.6376
dylan.sproul@transwestern.com

Royden Hudnall, CCIM
Senior Associate
602.296.6384
royden.hudnall@transwestern.com