

Uptown Sedona Retail Property

321 N STATE ROUTE 89A
SEDONA, AZ 86336

UPTOWN SEDONA TROPHY PROPERTY
FOR SALE | \$7,950,000

Exclusively Offered By:

Mark T. Belsanti, CCIM
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da Vinci Realty 111 E. Aspen Ave., Suite 3, Flagstaff, AZ 86001 // davincirealty.com



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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by da Vinci Realty, LLC in compliance with all applicable fair housing and equal opportunity laws.



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Property Overview

Introducing a prime retail investment opportunity in the heart of Sedona, Arizona. This 8,212 SF free-standing building, constructed in 1958, consists of four units and boasts 100% occupancy with four seasoned and quality tenants. Strategically positioned on a high-visibility site in the Uptown Sedona area, this property benefits from its HC (Highway Commercial) zoning, ideal for attracting a diverse range of retail businesses. With ample parking, this property presents a compelling opportunity for investors seeking a foothold in Sedona's thriving retail market. Seller financing may be available.

Offering Summary

Sale Price:	\$7,950,000
Building Size:	8,212 SF
Lot Size:	0.36 Acres
Price / SF:	\$968.10
Cap Rate:	5.38%
NOI:	\$427,845
Year Built:	1958
Renovated:	2025
Zoning:	HC (Highway Commercial)



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Location Description

Discover an extraordinary investment opportunity in Uptown Sedona, AZ. Nestled amidst the stunning red rock landscape, this vibrant area is renowned for its captivating beauty and thriving retail scene. With a plethora of upscale boutiques, art galleries, and unique dining experiences, Uptown Sedona effortlessly attracts over three million visitors each year seeking a distinctive shopping and leisure destination. The property's prime location offers unparalleled visibility and accessibility, making it a coveted choice for a Retail / Free Standing Building investment. Envision the potential to become part of this dynamic community and capitalize on the allure of Uptown Sedona Real Estate.

Ideal location on State Route 89A. Around 3 million tourists visit Sedona each year — that's 8,219 visitors a day who use the two main roads, State Routes 89A and 179, to traverse the town of about 9,800 residents.

Exterior Description

Stick built with stucco

Interior Description

Restaurant on top floor and three retail spaces on street level

Parking Description

25 private parking spaces on the property in rear of the building plus public parking directly across the street on Apple Avenue

Utilities Description

Electric: Arizona Public Service (APS)

Gas: UniSource Energy Services



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Property Details & Highlights

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Building Name	Uptown Sedona Retail Property
Property Type	Retail
Property Subtype	Free Standing Building
Address	321 N Hwy 89A, Sedona, AZ 86336
Lot Size	0.36 Acres
Year Last Renovated	2025
Number of Floors	2
Parking Spaces	25
Roof	Mop

- Great 1031 exchange property!
- 8,212 SF free-standing building with 4 units
- Constructed in 1958, offering a touch of historic charm
- Zoned HC (Highway Commercial) for versatile retail opportunities
- Prime location in the heart of Sedona, AZ
- 100% occupied with four long-term established tenants
- High visibility site with ample parking for customers
- Ideal investment opportunity in a thriving retail market
- Seller financing potential available, subject to terms and conditions



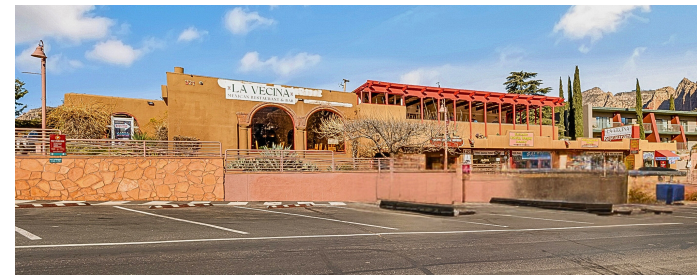
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Additional Photos

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Financial Summary

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Investment Overview

321 N State Route 89A

Price	\$7,950,000
Price per SF	\$968
CAP Rate	5.38%
Cash-on-Cash Return (yr 1)	5.38%
Total Return (yr 1)	\$427,845

Operating Data

321 N State Route 89A

Gross Scheduled Income	\$447,684
Other Income	\$3,876
Total Scheduled Income	\$451,560
Gross Income	\$451,560
Operating Expenses	\$23,715
Net Operating Income	\$427,845
Pre-Tax Cash Flow	\$427,845



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Income & Expenses

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Income Summary		321 N State Route 89A
Gross Rent		\$447,684
NNN Charges		\$3,876
Gross Income		\$451,560
Expenses Summary		321 N State Route 89A
Property Taxes		\$10,424
Property Insurance		\$9,391
Landscaping		\$2,400
Accounting/Legal		\$1,500
Operating Expenses		\$23,715
Net Operating Income		\$427,845



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Rent Roll

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Suite	Tenant Name	Size SF	Monthly Rent	% Of Building	Price / SF / Month	Lease End
-	La Vecina	6,764 SF	\$23,121	82.37%	\$3.42	12/31/35
-	Native American Traders	1,080 SF	\$8,887	13.15%	\$8.23	12/31/35
-	Resort Stay International	238 SF	\$3,864	2.90%	\$16.24	12/31/25
-	Gypsy Jenny's	130 SF	\$1,435	1.58%	\$11.04	12/31/25
Totals		8,212 SF	\$37,307	100.00%	\$38.92	



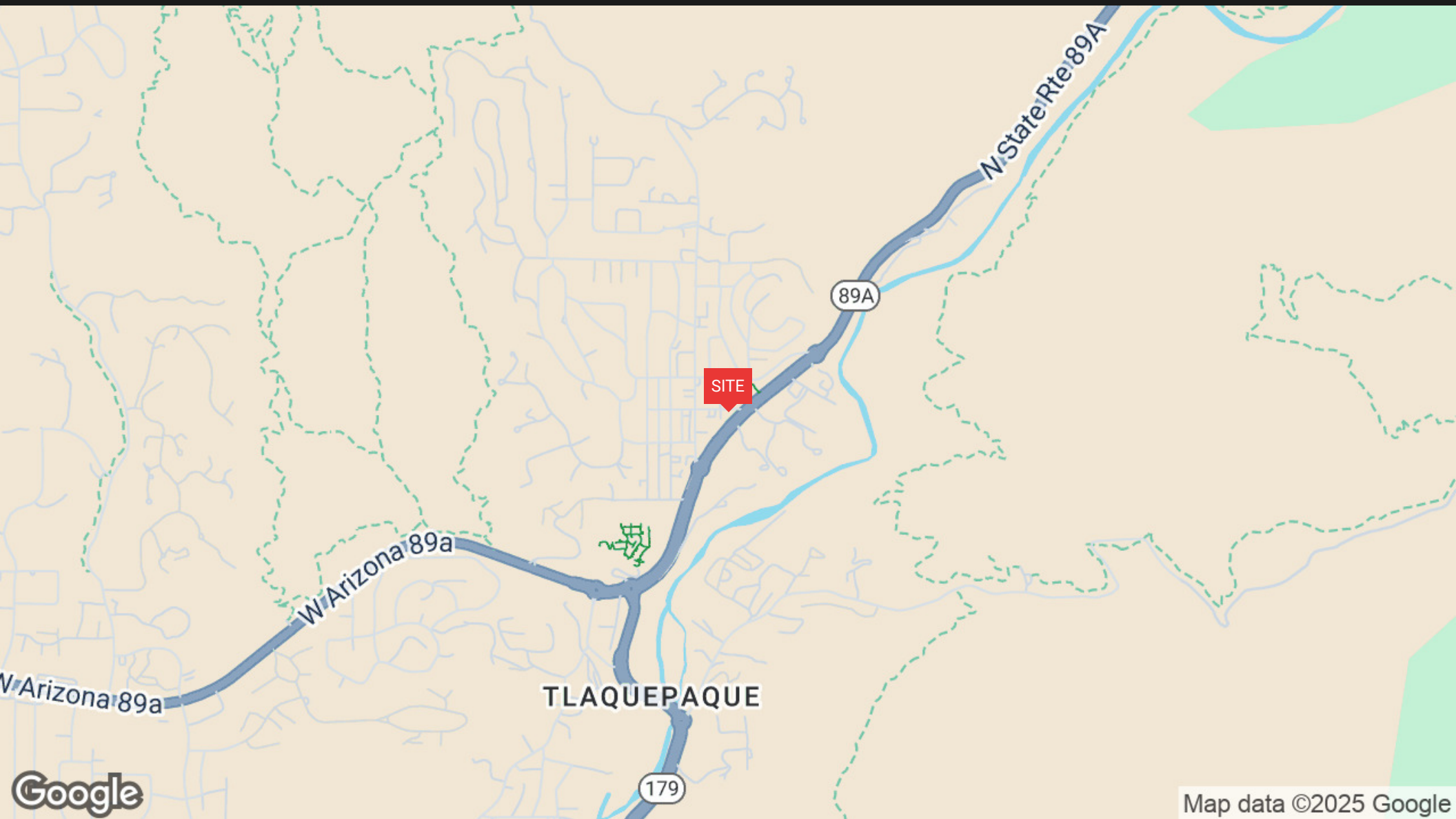
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Sedona Map

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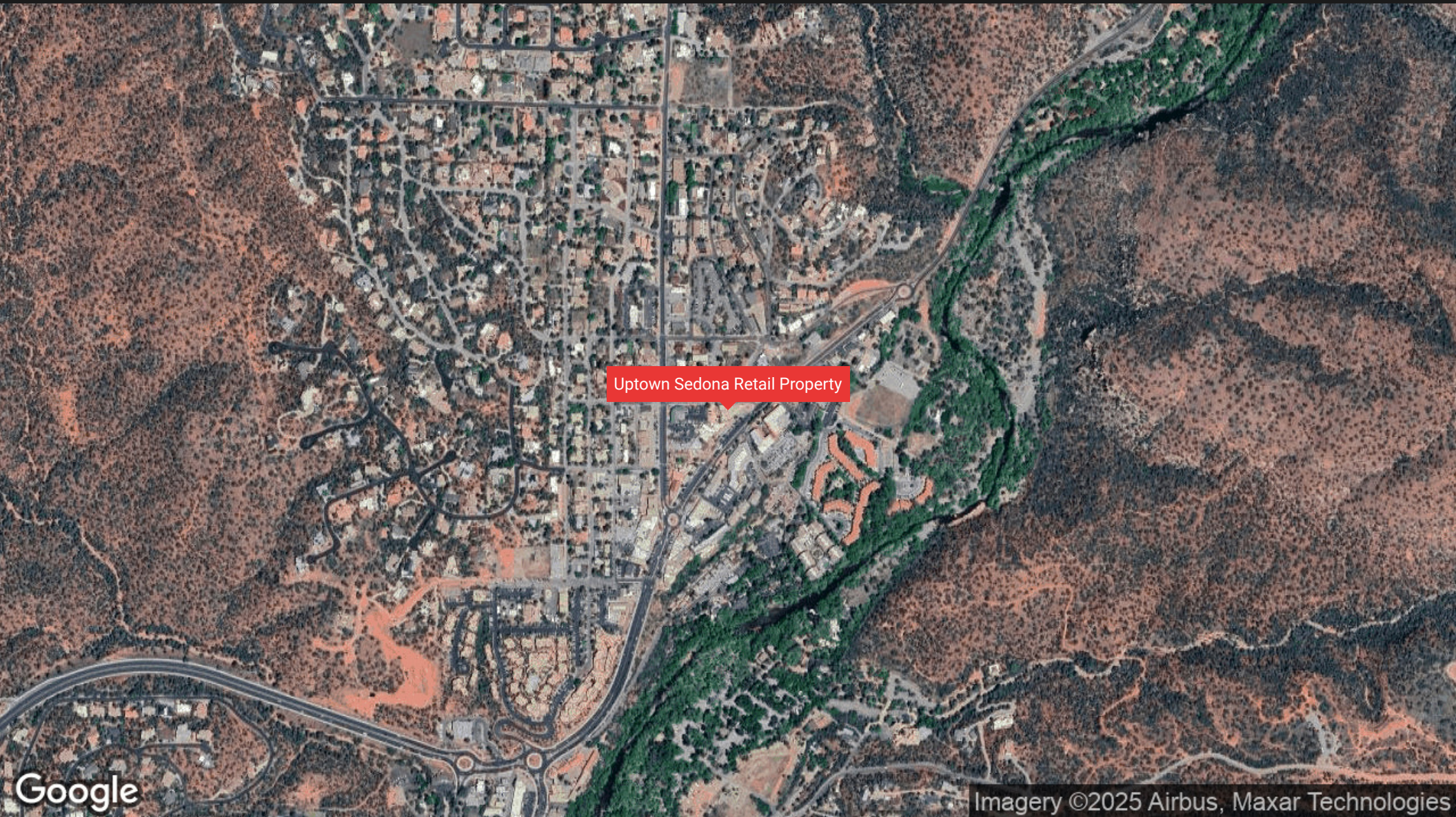
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Aerial Map

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Uptown Sedona Retail Property

Google Imagery ©2025 Airbus, Maxar Technologies



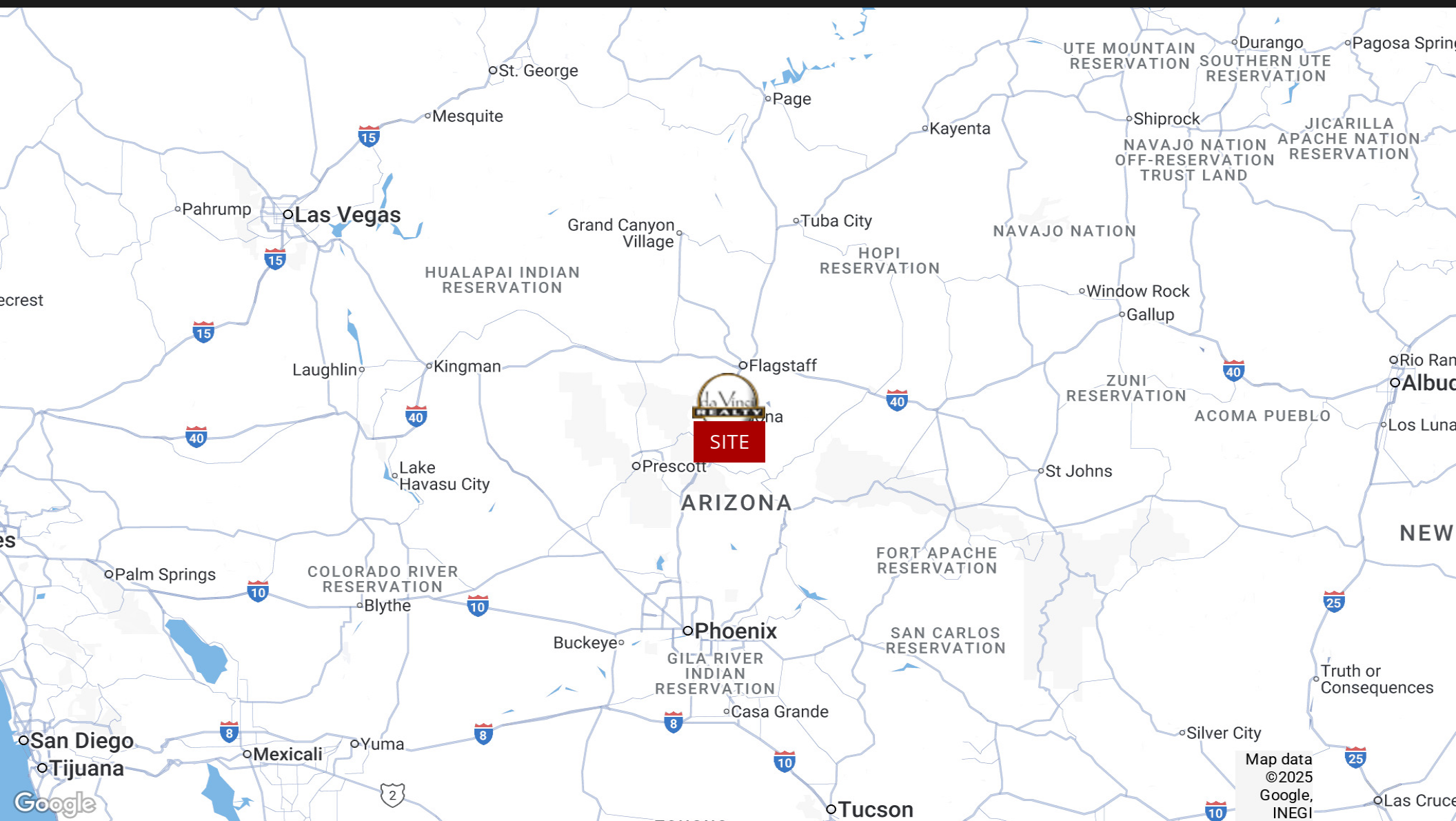
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Regional Map

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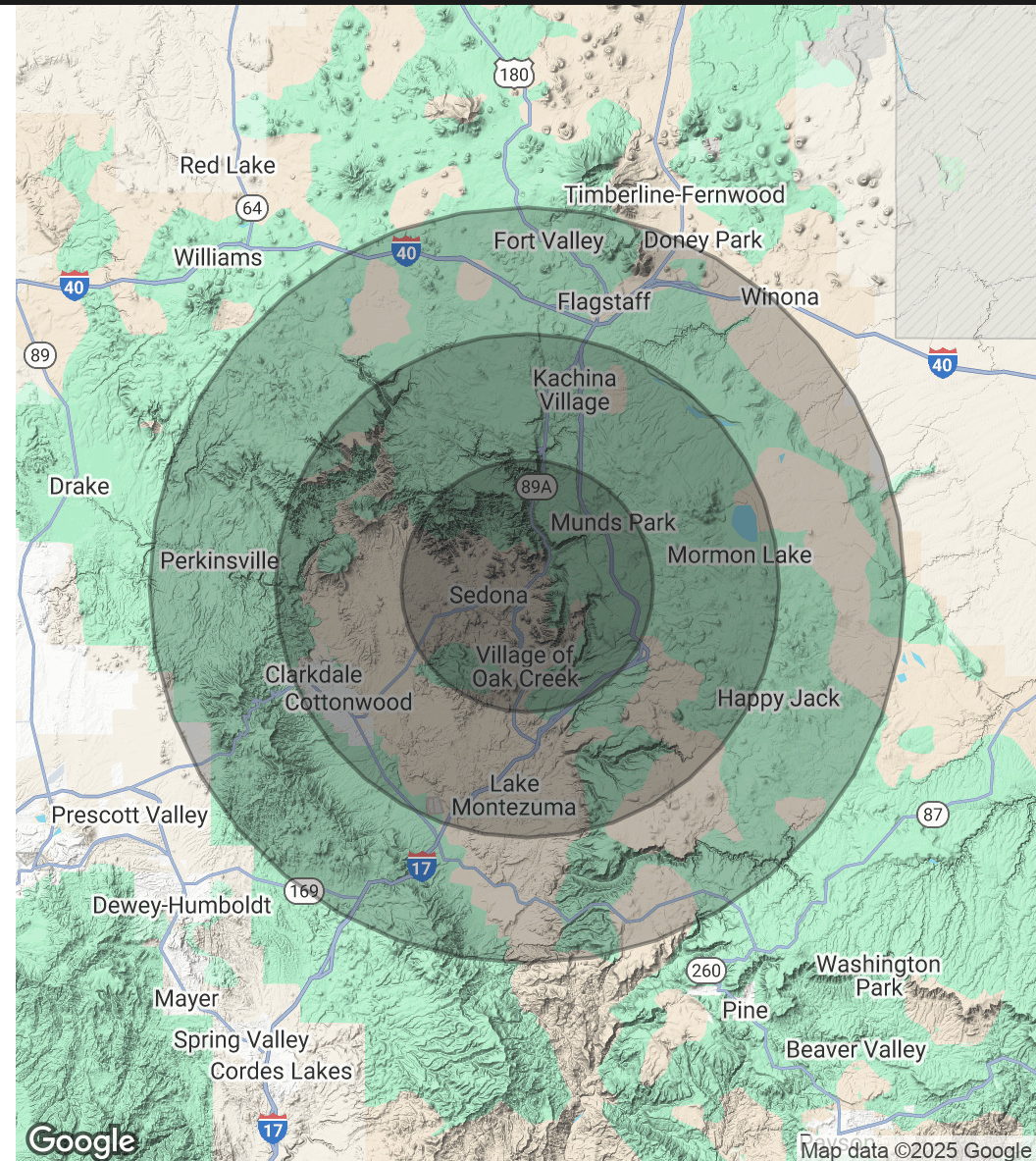
Demographics Map & Report

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Population	10 Miles	20 Miles	30 Miles
Total Population	19,320	64,853	173,145
Average Age	60	51	43
Average Age (Male)	59	50	42
Average Age (Female)	60	51	43

Households & Income	10 Miles	20 Miles	30 Miles
Total Households	10,058	29,600	69,545
# of Persons per HH	1.9	2.2	2.5
Average HH Income	\$101,797	\$88,420	\$91,912
Average House Value	\$772,569	\$517,042	\$541,399

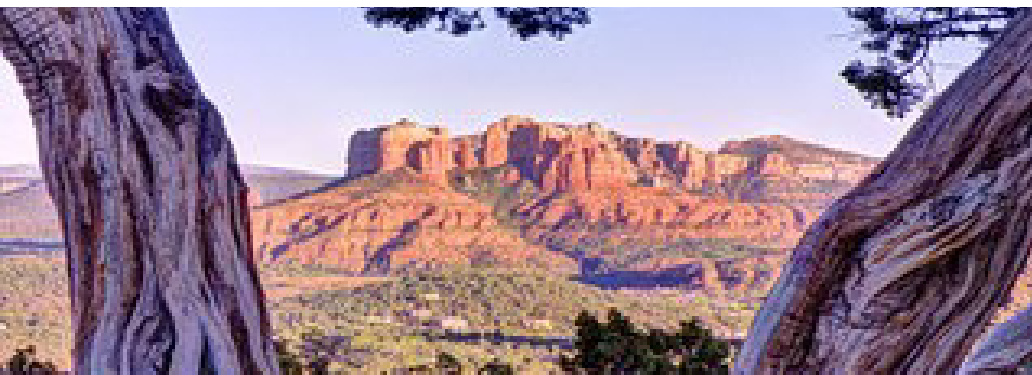
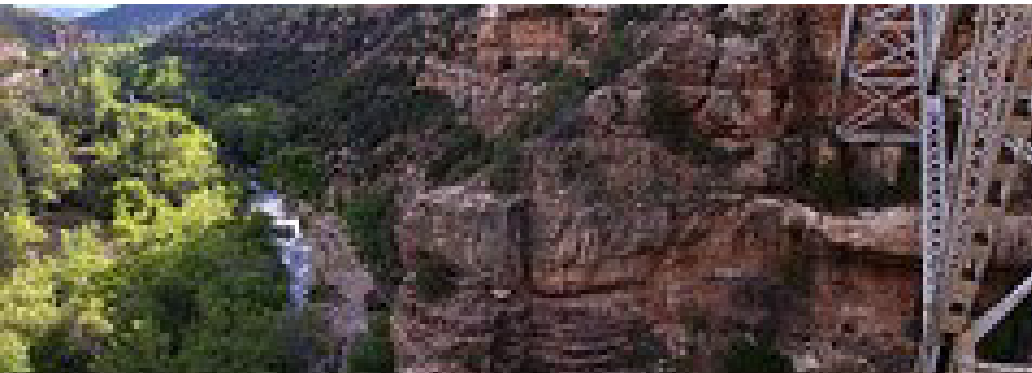
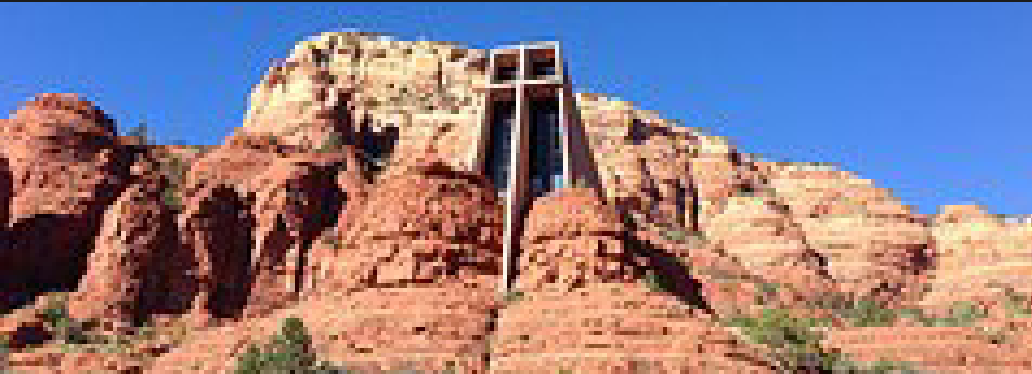
Demographics data derived from AlphaMap



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Sedona:

Located two hours north of Phoenix, and 30 miles south of Flagstaff, at 4,350 feet, Sedona's mild four-season climate and high desert terrain assure good year-round weather for retirees, vacationers and outdoor enthusiasts. Part of Sedona includes Oak Creek Canyon, a spectacular 16-mile gorge with streams and waterfalls between sheer rock walls, beckons hikers, campers and fishermen. It has been termed as one of the eight most scenic drives in America that many visit on their way to the Grand Canyon; 113 miles to the north. The famous old ghost town of Jerome is 28 miles to the west and the excitement of Las Vegas is a four hour drive away.

Sedona has approximately four million tourists per year; drawn by the magnificent scenery of Sedona and the outdoor activities available. Tourism is the largest sector of Sedona's economy.

Since the turn of the millennium, the Verde Valley has seen the birth of five vineyards and wineries in the bucolic communities of Page Springs and Cornville; located just west of Sedona by less than 15 miles. These wineries are producing handcrafted, limited production wines in both white and red varietals as well as library wines and multi-grape bottlings. Several have been applauded by wine critics and have won national awards. In Sedona, plans are under way to develop the vineyard community of Bella Terra on Oak Creek on Upper Red Rock Loop Rd.

Sedona has almost 19 square miles, 51% of which are owned by private land owners, while the rest of Sedona is surrounded by 1.8 million acres of national forest land. Residents and visitors have instant access to recreational activities. Trails for hiking and biking, along with a number of jeep tracks, weave among the bristling forest of red rock pinnacles, spires, buttes and domes.

The art and mystical beauty of Sedona are prominent; while the near "perfect" weather make Sedona an attractive place to visit or reside by many.

travelandleisure.com

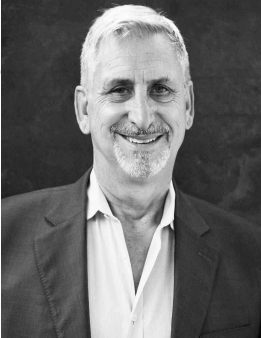
Please visit sedonaaz.gov to learn more about the City of Sedona.



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Professional Background

Mark has been an active commercial real estate agent for over twenty-five years. He has enjoyed much success through those years; transacting commercial real estate in Flagstaff, Sedona, the Verde Valley, and Scottsdale, Arizona.

In 1999, he attained the Certified Commercial Investment Member (CCIM) certification. This certification is one which separates a commercial real estate agent from the general real estate agent. A CCIM is a recognized expert in the commercial and investment real estate industry and a CCIM is part of a global commercial real estate network with members across North America and more than 30 countries. This professional network has enabled CCIM members to close thousands of transactions annually, representing more than \$200 billion in value. As a result, the experts who possess the CCIM designation are an invaluable resource for commercial real estate owners, investors, and users.

As well, Mark served as a Planning and Zoning Commissioner for the City of Sedona for three years in order to familiarize himself with city development codes and act as a liaison between his clients and municipalities.

In 2003, Mark and his wife Leslie, moved to Flagstaff and opened da Vinci Realty which is a full service commercial real estate company offering brokerage, leasing, property management, and development opportunities.

Education

CCIM Institute - Commercial Real Estate's Global Standard for Professional Achievement

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