

DEVELOPMENT OPPORTUNITY

3940 State Road 16 St Augustine, FL 32092 | \$2,990,000



26.13 +/- ACRES



AADT - 21,000

Courtney Smith
(786) 587-8702
Courtney@welchteam.com

Ryan Cleary
(352) 270-4132
Ryan@welchteam.com

Scan to view online



301 Kingsley Lake Dr. Suite #502 St. Augustine, FL 32092
904-712-3304 | Commercial@welchteam.com

PROPERTY OVERVIEW

3940 State Road 16 St Augustine, FL 32092

- Total Acreage: 26.13+/-
- Buildable: 7.57 acres
- Wetlands: 18.56 acres
- Frontage: ~523 feet
- Zoned: CI/ CHT



CI (Commercial Intensive) zoning in St. Johns County is intended for higher-impact commercial and service uses that generate significant traffic and require larger sites. Permitted uses typically include large-scale retail, supermarkets, wholesale and warehouse operations, auto-oriented businesses, hotels, and entertainment or recreational facilities. This zoning supports intensive commercial development along major corridors, accommodating regional demand while providing performance standards to manage impacts on surrounding areas.

CHT (Commercial Highway Tourist) zoning in St. Johns County is intended to accommodate commercial uses that serve highway traffic, tourists, and the traveling public. Permitted uses typically include hotels and motels, restaurants, retail, entertainment, service-oriented businesses, and related commercial uses with higher visibility and access needs. This zoning allows moderate- to high-intensity commercial development and is commonly located along major corridors, supporting regional commerce while encouraging cohesive, well-designed commercial nodes.

PROPERTY OVERVIEW

3940 State Road 16 St Augustine, FL 32092



This ± 26.13 acre offering located at 3940 State Road 16 in St. Augustine, Florida presents an excellent opportunity for commercial or mixed-use development in one of the area's fastest-growing corridors. Approximately 7.57 acres of uplands are situated along State Road 16, offering roughly 523 feet of frontage, strong visibility, and easy access. The buildable portion features split zoning of Commercial Intensive and Commercial Highway Tourist, allowing for a wide range of uses. The remaining ± 18.69 acres consist of RMH-zoned wetlands, providing a natural buffer extending toward Interstate 95. The property is ideally located near the rapidly growing World Golf Village area and the St. Augustine Premium Outlets, both of which drive strong traffic and continued development. State Road 16 is quickly emerging as a key retail corridor, making this a highly attractive investment opportunity. Existing improvements include a recently renovated ± 812 square foot office building with a $\pm 1,020$ square foot front canopy and an additional ± 232 square foot rear canopy for covered storage, along with a pole barn on a concrete slab, a smaller pole barn with a dirt floor, and a detached wooden shed.

PROPERTY OVERVIEW

3940 State Road 16 St Augustine, FL 32092

State Road 16 is undergoing significant roadway improvements between International Golf Parkway and the St. Augustine Outlet Mall to accommodate continued growth and improve traffic flow. The project includes widening portions of SR 16 from two lanes to a four-lane divided roadway, adding enhanced turn lanes and improved intersection configurations, along with upgraded traffic signals, improved drainage infrastructure, public utility enhancements, and pedestrian and bicycle accommodations. These upgrades are designed to reduce congestion, increase roadway capacity, improve safety, and provide smoother connectivity between Interstate 95, International Golf Parkway, and the outlet mall area, while supporting long-term economic development in one of St. Johns County's fastest-growing corridors.



PROPERTY OVERVIEW

3940 State Road 16 St Augustine, FL 32092

The SR 16 corridor has experienced substantial growth in recent years, evolving into a major regional commercial and residential hub. High-profile developments such as Buc-ee's, the Bass Pro Shops Outpost, Costco, and the continued expansion of the St. Augustine Outlets have driven increased traffic and regional draw, while large-scale residential communities, hotels, and supporting retail continue to be delivered throughout the area. This concentration of destination retail and ongoing development underscores the strong economic momentum and long-term growth trajectory along the SR 16 and International Golf Parkway corridor.



PROPERTY PHOTOS

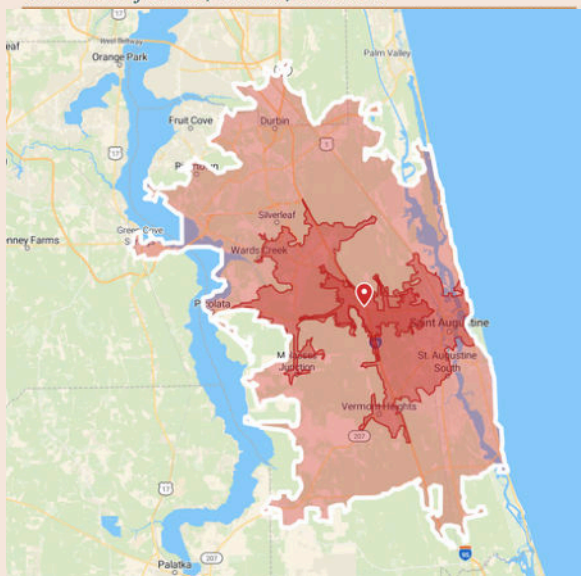
3940 State Road 16 St Augustine, FL 32092



BENCHMARK DEMOGRAPHICS

3094 State Road 16, Saint Augustine, Florida, 32092

Drive time of 5 mins, 10 mins, & 15 mins



Based on ideas by Gary M. Ralston, CCIM, SIOR, CPM, CRE, CLS, CDP, CRX, FRICS

Source: This infographic contains data provided by Esri (2025, 2030), Esri-Data Axle (2025)

THE CCIM INSTITUTE



AGE SEGMENTS	DRIVE TIME			GEOGRAPHY		States Florida	USA
	5 mins	10 mins	15 mins	Counties St. Johns County	CBSAs Jacksonville, FL Metropolitan Statistical Area		
0 - 4	5.83%	5.56%	5.04%	4.87%	5.44%	4.69%	5.39%
5 - 9	6.86%	6.29%	5.53%	5.77%	5.86%	5.03%	5.75%
10 - 14	7.21%	7.07%	6.19%	6.71%	6.04%	5.34%	5.98%
15 - 19	6.51%	6.93%	6.50%	6.59%	6.22%	5.84%	6.47%
20 - 34	15.28%	16.32%	17.13%	14.86%	19.22%	18.43%	20.33%
35 - 54	28.43%	27.64%	25.64%	25.83%	25.63%	24.41%	25.20%
55 - 74	21.66%	21.69%	24.28%	25.36%	23.50%	25.55%	22.82%
75+	8.35%	8.51%	9.68%	10.03%	8.09%	10.74%	8.05%
HOUSEHOLD INCOME							
<\$15,000	2.3%	4.1%	6.4%	5.3%	8.1%	8.0%	8.3%
\$15,000-\$24,999	0.8%	2.5%	5.6%	3.9%	5.0%	5.8%	5.9%
\$25,000-\$34,999	0.8%	2.1%	4.7%	3.6%	5.8%	6.7%	6.3%
\$35,000-\$49,999	7.3%	8.5%	7.5%	6.0%	9.8%	10.5%	9.8%
\$50,000-\$74,999	13.3%	16.7%	16.9%	13.8%	16.5%	16.9%	15.6%
\$75,000-\$99,999	11.0%	13.7%	13.8%	11.1%	12.8%	12.9%	12.5%
\$100,000-\$149,999	19.1%	23.1%	21.0%	19.9%	19.6%	18.4%	17.8%
\$150,000-\$199,999	23.5%	15.6%	11.5%	12.7%	9.3%	8.7%	9.8%
\$200,000+	21.9%	13.7%	12.5%	23.7%	13.0%	12.1%	14.0%
KEY FACTS							
Population	1,151	21,847	71,555	343,516	1,764,628	23,027,836	339,887,819
Daytime Population	774	20,943	67,541	321,145	1,765,462	22,846,618	338,218,372
Employees	576	9,410	30,436	145,992	841,514	10,832,721	167,630,539
Households	383	8,079	27,225	129,722	699,626	9,263,074	132,422,916
Average HH Size	2.96	2.69	2.59	2.62	2.47	2.43	2.50
Median Age	40.7	41.0	42.6	44.1	40.4	43.6	39.6
HOUSING FACTS							
Median Home Value	493,956	474,514	464,873	574,865	395,594	416,969	370,578
Owner Occupied %	79.1%	79.3%	76.7%	82.5%	66.7%	67.2%	64.2%
Renter Occupied %	20.9%	20.7%	23.3%	17.5%	33.3%	32.8%	35.8%
Total Housing Units	391	8,684	30,681	147,070	767,323	10,635,372	146,800,552
INCOME FACTS							
Median HH Income	\$135,637	\$103,879	\$89,348	\$114,612	\$82,649	\$78,205	\$81,624
Per Capita Income	\$53,029	\$45,842	\$44,818	\$58,652	\$45,252	\$44,891	\$45,360
Median Net Worth	\$597,247	\$421,866	\$334,946	\$601,619	\$249,654	\$253,219	\$228,144

LOCATION OVERVIEW

3940 State Road 16 St Augustine, FL 32092



Courtney Smith
(786) 587-8702
Courtney@welchteam.com

Ryan Cleary
(352) 270-4132
Ryan@welchteam.com

