

The Natural Health Center

2180 A1A South, St. Augustine Beach, FL 32080

FOR SALE

Property Listing Summary



Property Description

Presenting a prime investment opportunity, this multi-tenant office/retail commercial property, built in 1982, occupies a coveted location in St. Augustine Beach, Florida, lying just north of the signalized intersection of SR A1A South and 16th Street. Zoned for commercial use by the City of St. Augustine Beach, it offers an ideal setting for an Office/Retail Building investment. With 100% occupancy, this property demonstrates its appeal to tenants and its potential for a strong return on investment. The well-maintained building and its strategic positioning make it an attractive choice for investors seeking a stable and profitable commercial real estate opportunity in the thriving St. Augustine Beach area.

Property Highlights

- Built in 1982
- Zoned Commercial
- Located in St. Augustine Beach City Limits
- 100% occupancy
- Concrete Block Construction

Offering Summary

| | |
|----------------|-------------|
| Listing Price: | \$1,275,000 |
| Lot Size: | 0.41 Acres |
| Building Size: | 3,904 SF |
| NOI: | \$94,003.96 |
| Cap Rate: | 7.37% |

| Demographics | 1 Mile | 3 Miles | 5 Miles |
|-------------------|-----------|-----------|-----------|
| Total Households | 3,749 | 12,421 | 29,080 |
| Total Population | 7,873 | 26,897 | 65,220 |
| Average HH Income | \$111,530 | \$115,682 | \$101,317 |

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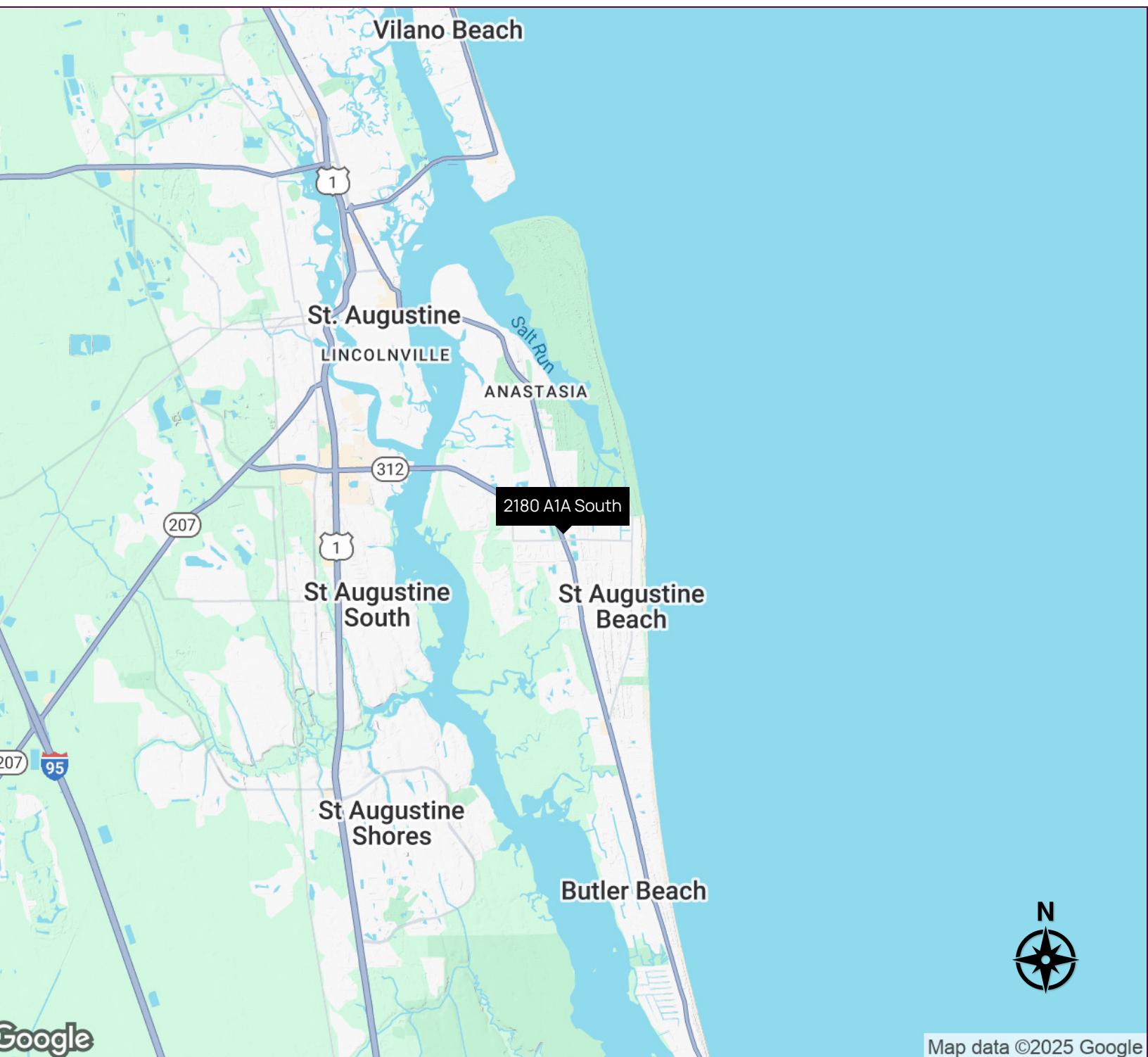


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Location Map



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Additional Photos



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Retailer Map



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Rent Roll

| Suite | Tenant Name | Size SF | Price / SF / Year | Market Rent | Market Rent / SF | Annual Rent | Lease Start | Lease End |
|----------|-------------|----------|-------------------|-------------|------------------|-------------|-------------|-----------|
| - | 100 | 1,253 SF | \$49.99 | - | - | \$62,640 | Owner | Owner |
| - | 100A | 117 SF | \$51.28 | - | - | \$6,000 | 5/1/25 | 4/30/27 |
| - | 100B | 100 SF | \$63.00 | - | - | \$6,300 | 11/1/25 | 10/31/27 |
| - | 100C | 110 SF | \$49.09 | - | - | \$5,400 | Vacant | Vacant |
| - | 101 | 130 SF | \$46.15 | - | - | \$6,000 | 5/1/25 | 4/30/28 |
| - | 102 | 144 SF | \$33.33 | - | - | \$4,800 | 5/1/25 | 4/30/28 |
| - | 103 | 124 SF | \$53.23 | - | - | \$6,600 | 5/1/25 | 4/30/26 |
| - | 104 | 200 SF | \$37.80 | - | - | \$7,560 | 8/1/25 | 7/31/27 |
| - | 201 | 254 SF | \$27.17 | - | - | \$6,900 | 7/1/24 | 6/30/27 |
| - | 202 | 116 SF | \$49.14 | - | - | \$5,700 | 5/1/25 | 4/30/28 |
| - | 203 | 210 SF | \$35.71 | - | - | \$7,500 | 11/1/25 | 10/31/27 |
| - | 204 | 147 SF | \$44.90 | - | - | \$6,600 | 4/1/25 | 3/31/28 |
| Totals | | 2,905 SF | \$540.79 | \$0 | \$0.00 | \$132,000 | | |
| Averages | | 242 SF | \$45.07 | | | \$11,000 | | |

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Financial Summary

Investment Overview

| | |
|----------------------------|-------------|
| Price | \$1,275,000 |
| Price per SF | \$327 |
| GRM | 9.66 |
| CAP Rate | 7.37% |
| Cash-on-Cash Return (yr 1) | 5.18% |
| Total Return (yr 1) | \$32,313 |
| Debt Coverage Ratio | 1.21 |

Operating Data

| | |
|------------------------|-----------|
| Gross Scheduled Income | \$132,000 |
| Vacancy Cost | \$6,600 |
| Gross Income | \$125,400 |
| Operating Expenses | \$31,396 |
| Net Operating Income | \$94,004 |
| Pre-Tax Cash Flow | \$16,524 |

Financing Data

| | |
|----------------------------|-----------|
| Down Payment | \$318,750 |
| Loan Amount | \$956,250 |
| Debt Service | \$77,480 |
| Debt Service Monthly | \$6,456 |
| Principal Reduction (yr 1) | \$15,789 |

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Income & Expenses

Income Summary

| | |
|--------------|-----------|
| Vacancy Cost | (\$6,600) |
| Gross Income | \$125,400 |

Expenses Summary

| | |
|-------------------------------------|----------|
| Real Estate Taxes-2025 | \$9,779 |
| Building Insurance-Actual | \$7,127 |
| Water, Electric, Maintenance-Actual | \$8,220 |
| Self-Managed (Estimated @ 5%) | \$6,270 |
| Operating Expenses | \$31,396 |
| Net Operating Income | \$94,004 |

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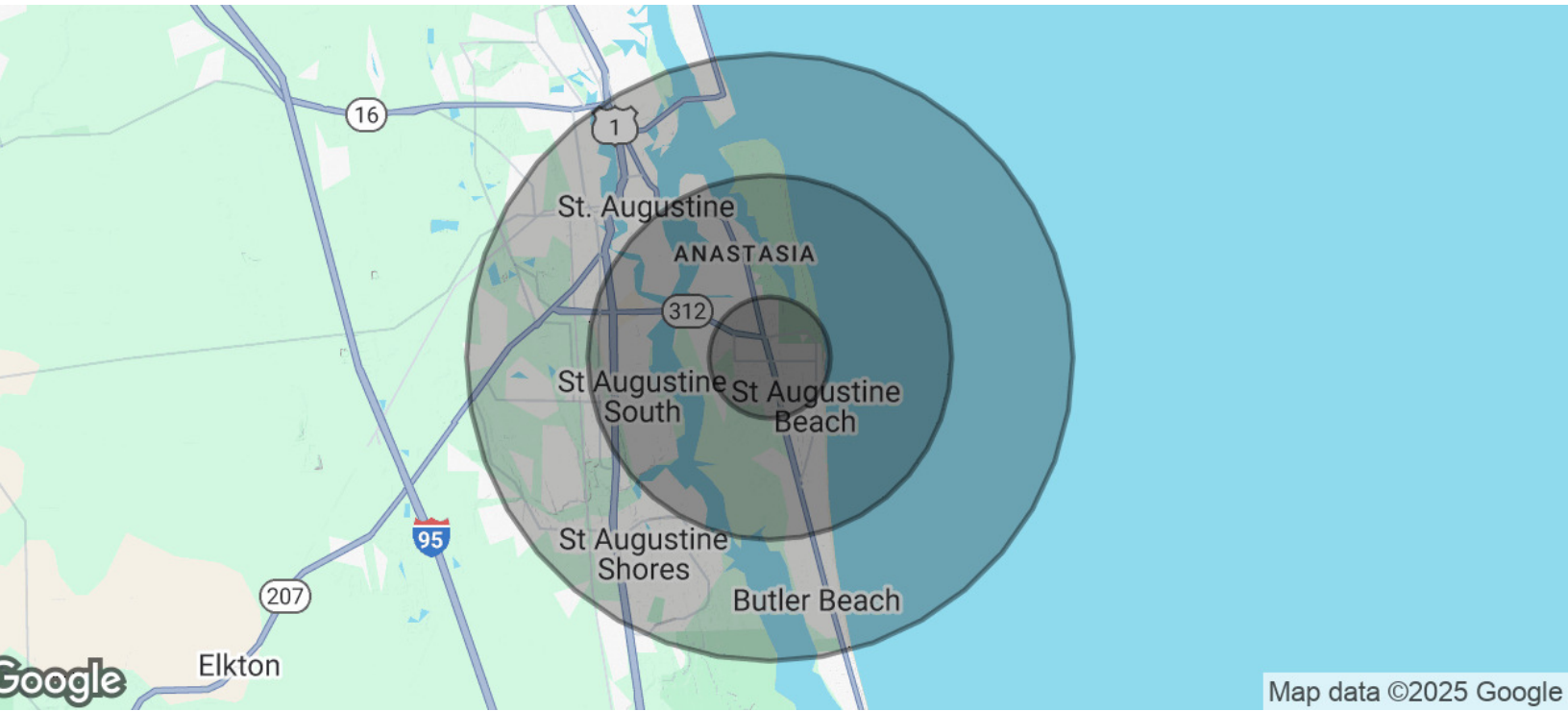
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Demographics Map & Report



| Population | 1 Mile | 3 Miles | 5 Miles |
|----------------------|--------|---------|---------|
| Total Population | 7,873 | 26,897 | 65,220 |
| Average Age | 51 | 51 | 49 |
| Average Age (Male) | 49 | 50 | 47 |
| Average Age (Female) | 52 | 52 | 50 |

| Households & Income | 1 Mile | 3 Miles | 5 Miles |
|---------------------|-----------|-----------|-----------|
| Total Households | 3,749 | 12,421 | 29,080 |
| # of Persons per HH | 2.1 | 2.2 | 2.2 |
| Average HH Income | \$111,530 | \$115,682 | \$101,317 |
| Average House Value | \$605,331 | \$586,485 | \$474,210 |

Demographics data derived from AlphaMap

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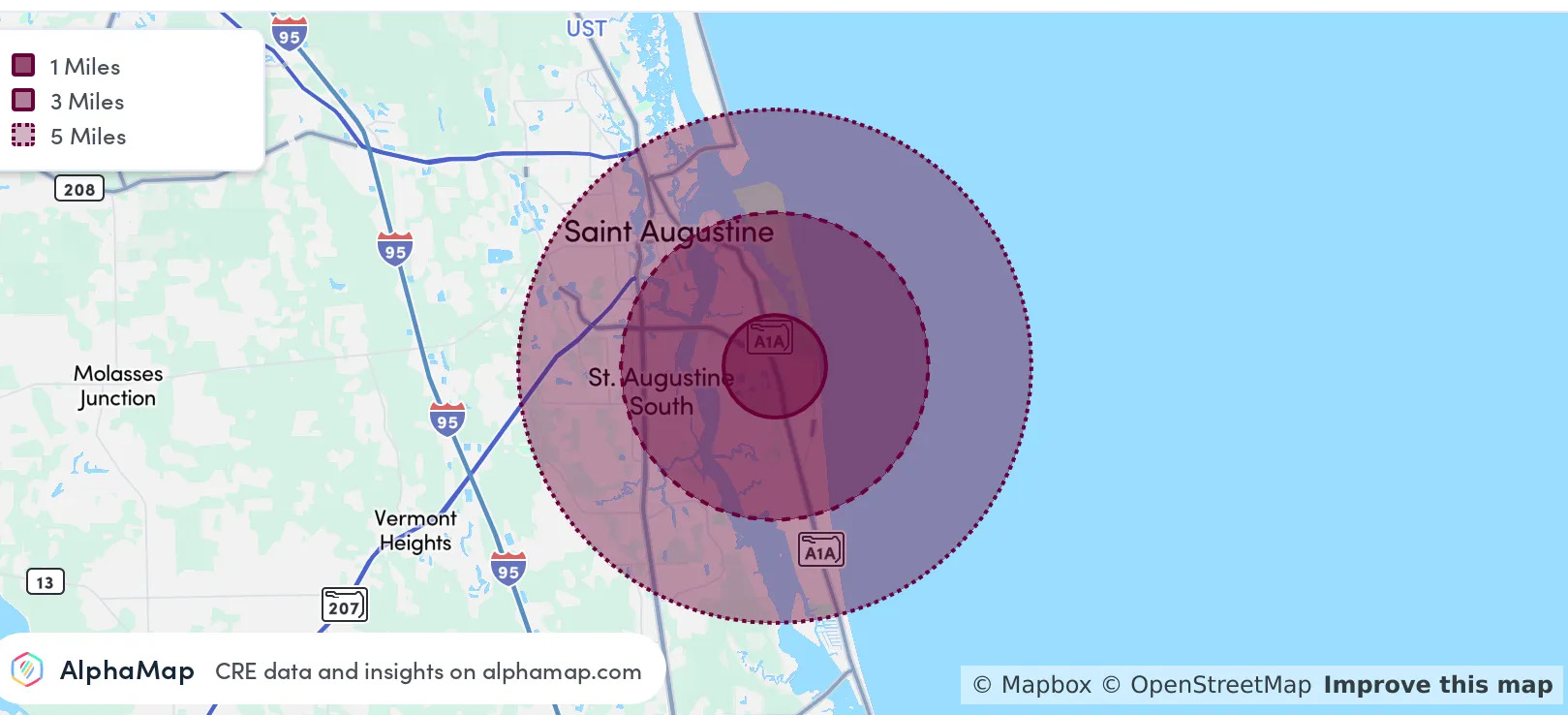
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Area Analytics



Population

| | 1 Mile | 3 Miles | 5 Miles |
|----------------------|--------|---------|---------|
| Total Population | 7,873 | 26,897 | 65,220 |
| Average Age | 51 | 51 | 49 |
| Average Age (Male) | 49 | 50 | 47 |
| Average Age (Female) | 52 | 52 | 50 |

Household & Income

| | 1 Mile | 3 Miles | 5 Miles |
|---------------------|-----------|-----------|-----------|
| Total Households | 3,749 | 12,421 | 29,080 |
| Persons per HH | 2.1 | 2.2 | 2.2 |
| Average HH Income | \$111,530 | \$115,682 | \$101,317 |
| Average House Value | \$605,331 | \$586,485 | \$474,210 |
| Per Capita Income | \$53,109 | \$52,582 | \$46,053 |

Map and demographics data derived from AlphaMap

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Professional Background

I lead our company's commercial real estate division and oversee the education, training, and coaching programs for all our agents. With over 25 years of real estate experience, I started out in the appraisal field, earning my state certification as a general appraiser before becoming a licensed Broker. My work has spanned both residential and commercial properties, giving me the opportunity to focus on property re-sales, purchases, and investments. Throughout my career, I've built a reputation for being an innovator and leader in the industry. I've also owned and operated my own appraisal business and brokerage. My background as a Broker, manager, developer, appraiser, and entrepreneur has been key to the success of my real estate business.

I hold a bachelor's degree from the University of Florida. I'm passionate about advanced career education, committed to community and charitable initiatives, and actively involved in various industry and community organizations.

Education

University of Florida, 1991

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Professional Background

Matthew Adams is a Senior Commercial Real Estate Advisor specializing in acquisitions, investment sales, development, and leasing across Northeast Florida. With a Master of Science in Real Estate Development (MSRED), Matthew offers advanced expertise in financial modeling, investment pro forma analysis, and strategic positioning, enabling clients to maximize returns and asset value. His experience spans multifamily investments, land development, short-term and long-term investments, and site selection, allowing him to support a wide range of investor and business needs. Matthew's approach is deeply analytical and hands-on—he assists clients with: Conducting detailed site selection and financial analysis, Preparing cash flow models and evaluating cap rates, Marketing properties for disposition with strategic positioning, Coordinating lease negotiations and tenant placements, Navigating development and permitting processes with local municipalities. With a background in real estate development, he is also adept at supporting ground-up projects—from zoning and entitlement review to construction coordination. Whether assisting with the sale of an income-producing property, identifying redevelopment opportunities, or leading site selection for a new tenant, Matthew is known for his professionalism, problem-solving ability, and dedication to results.

Education

M.S. in Real Estate Development from Nova Southeastern University

B.A. in History from Keene State College

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