



7 SAN BARTOLA DR & 1-3 WILLARD DR OFFERING MEMORANDUM

SAINT AUGUSTINE, FL 32086

PREMIER INDUSTRIAL MULTI TENANT INVESTMENT OFFERING
± 37,110 Square Feet | St. Johns County

LOCAL MARKET EXPERT

Colby Sims
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VALUE-ADD SMALL BAY
INVESTMENT OPPORTUNITY

NEWMARK
PHOENIX REALTY GROUP

JANUARY 2026

This Offering Memorandum was prepared by Newmark Phoenix Realty Group. It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may desire. An opportunity to inspect the Property will be made available to qualified prospective purchasers. In this Offering Memorandum, certain documents are described in summary form and do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

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DISCLAIMER: The material contained in this Offering Memorandum is confidential, furnished solely for the purpose of considering the acquisition of the subject Property described herein and is not to be used for any other purpose or made available to any other person without the express written consent of Newmark Phoenix Realty Group. The material is based in part upon information obtained from the Seller and in part upon information obtained by Newmark Phoenix Realty Group from sources deemed to be reliable. Summaries contained herein of any legal documents are intended to be comprehensive statements of the terms of such documents, but rather only outline some of the principal provisions contained herein. Prospective purchasers should make their own investigations, projections, and conclusions. It is expected that prospective investors will conduct their own independent due diligence concerning the Property, including such inspections as deemed necessary to determine the condition of the Property and the existence or absence of any potentially hazardous material used in the construction or maintenance of the building or located at the land site. No representations expressed or implied are made as to the foregoing matters.

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PHOENIX REALTY GROUP

7 SAN BARTOLA DR & 1-3 WILLARD DR

SAINT AUGUSTINE, FL

1

EXECUTIVE SUMMARY

NEWMARK
PHOENIX REALTY GROUP

THE DEAL PROFILE

- The property is in an ideal location with great proximity to US-1 and I-95.
- Ideal suite sizes for St Johns county
- Stabilized, strong income-producing asset with diversified tenancy and staggered lease expirations. The business park has a proven long term occupancy history, demonstrating extreme stability through all real estate cycles
- High Barrier To Entry: With rising construction and land costs coupled with extended development construction timelines, the property offers investors instant cashflow in a growing market
- 2025 Capital Improvements: New roof, building shell, exterior paint, roll up doors, plumbing, electrical, lighting, tenant separation firewalls, landscaping, parking lot resurfacing and striping
- WALT: ±4 Years
- Due Diligence Materials: 2024 Survey, ESA phase I environmental report, and Building Inspection report available for review

SIZE:
±37,110 SF

TOTAL LAND:
±2.21 ACRES

CLEAR HEIGHT:
14' – 16'

7 SAN BARTOLA DR \$15.16 PSF

1 WILLARD DR \$11.50 PSF

3 WILLARD DR \$13.80 PSF

AVERAGE LEASE RATE

**INDUSTRIAL
WAREHOUSE (IW)**

ZONED

MULTI-TENANT

TENANCY

GRADE LEVEL

LOADING

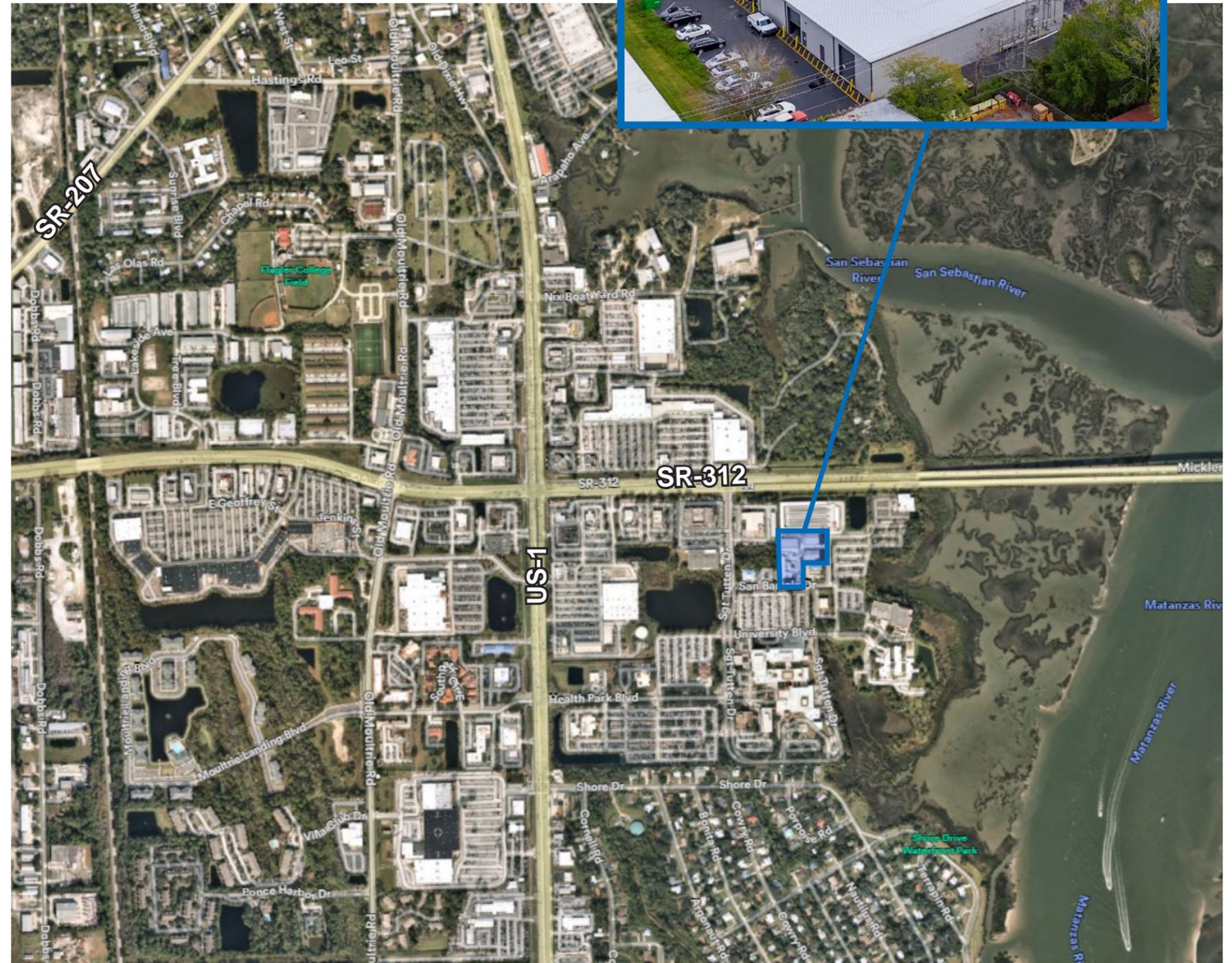
\$519,264.50

YEAR 1 NOI ANNUALIZED

ST JOHNS INDUSTRIAL

SUBMARKET LOCATION

STRATEGIC LOCATION



Point of Interest	Time	Miles
I-95	12 min	5.4
US-1	2 min	0.5
JAX International	60 min	57
North Florida Regional	17 min	6.9
Downtown St Augustine	11 min	3.0

- ✓ *St Johns warehouse location for regional and local operations*
- ✓ *Strategically located with easy access to easy access to SR-312, US-1 & I-95*
- ✓ *Strong Local Labor Base*

7 San Bartola Dr, And 1-3 Willard Dr are proximate to the region's major transportation infrastructure, providing direct access and serviceability to the St Johns and Duval metro and neighboring regions.

7 SAN BARTOLA DR & 1-3 WILLARD DR

SAINT AUGUSTINE, FL

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PROPERTY DESCRIPTION

SAN BARTOLA BUSINESS PARK

LOCATION

Addresses	7 San Bartola Dr, 1 – 3 Willard Dr
City, State	Saint Augustine, FL 32084
Parcel Number	1350790126, 1350790134
Product Type	Multi-tenant
Zoning	IW

SIZE AND FEATURES

Rentable Square Feet	± 37,110 SF
Year Built	1997, 1984
Year Renovated	2025
Number of Suites	11
Total Land Area	±2.21 Acres
Land Square Feet	±96,267 SF

BUILDING OVERVIEW

Ceiling Height	14' – 16'
Loading	17 Grade Level Doors
Lighting	LED
Class	B
Roof	Metal, New Roof 2025
Power	3 Phase, Separately Metered
Utilities	City Water & Sewer
Construction	Metal
Parking Spaces	±72

AERIAL PHOTOS



BUILDING PHOTOS



FLOOR PLAN

ADDRESS/SUITE	TENANT	SIZE
7 San Bartola Dr Suite 1	SolFit & Looks By Leah	4,760 SF
7 San Bartola Dr Suite 2	Weldmonger	1,350 SF
7 San Bartola Dr Suite 3	Bishop Boards	1,200 SF
7 San Bartola Dr Suite 7A	Yacht Rigger	3,250 SF
7 San Bartola Dr Suite 7B	Velocity Motorwerks	3,250 SF
7 San Bartola Dr Suite 7C	Velocity Motorwerks	4,000 SF
7 San Bartola Dr Suite 7D	Len Weeks Construction Design Development	2,500 SF
1 Willard Dr	Amp Gym	8,400 SF
3 Willard Dr Suite 3C	Amp Gym	3,150 SF
3 Willard Dr Suite 3B	Vacant	3,500 SF
3 Willard Dr Suite 3A	We Ship It	1,750 SF



7 SAN BARTOLA DR & 1-3 WILLARD DR

SAINT AUGUSTINE, FL

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TENANT
PROFILES

TENANT PROFILES



7 San Bartola Dr Suite 1

Tenant	SolFit & Looks By Leah
Total RSF	4,760 SF
Lease Start Date	12/1/25
Lease End Date	11/3/30
Rent PSF	\$17.19
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

7 San Bartola Dr Suite 2

Tenant	Weldmonger
Total RSF	1,350 SF
Lease Start Date	8/1/25
Lease End Date	8/31/27
Rent PSF	\$18.70
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Two (2) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

TENANT PROFILES

BISHOP BOARDS
STAND UP PADDLEBOARDS + GEAR



**The
Yacht
Rigger**

7 San Bartola Dr Suite 3

Tenant	Bishop Boards
Total RSF	1,200 SF
Lease Start Date	10/1/25
Lease End Date	9/30/27
Rent PSF	\$12.95
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Two (2) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

7 San Bartola Dr Suite 7A

Tenant	Yacht Rigger
Total RSF	3,250 SF
Lease Start Date	11/1/24
Lease End Date	12/31/28
Rent PSF	\$14.88
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Three (3) Year Renewal Option At 105% Of The Last Year Of The Initial Lease Term, 3% Escalations

TENANT PROFILES



7 San Bartola Dr Suite 7B

Tenant	Velocity Motorwerks
Total RSF	3,250 SF
Lease Start Date	1/1/26
Lease End Date	12/31/31
Rent PSF	\$13.22
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates



7 San Bartola Dr Suite 7C

Tenant	Velocity Motorwerks
Total RSF	4,000 SF
Lease Start Date	8/1/25
Lease End Date	7/31/30
Rent PSF	\$14.00
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

TENANT PROFILES

LEN WEEKS CONSTRUCTION DESIGN DEVELOPMENT

7 San Bartola Dr Suite 7D

Tenant	Len Weeks Construction Design Development
Total RSF	2,500 SF
Lease Start Date	3/1/26
Lease End Date	2/28/27
Rent PSF	\$15.20
Lease Structure	NNN
Rent Increases	N/A
Renewal Options	One (1) Option To Renew At A Mutually Agreeable Rental Rate In Line With Market Rates



1 Willard Dr

Tenant	Amp Gym
Total RSF	8,400 SF
Lease Start Date	3/1/25
Lease End Date	2/28/30
Rent PSF	\$11.50
Lease Structure	NNN
Rent Increases	5%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

TENANT PROFILES



3 Willard Dr Suite 3B

Tenant	Vacant
Total RSF	3,500 SF

3 Willard Dr Suite 3C

Tenant	Amp Gym
Total RSF	3,150 SF
Lease Start Date	3/1/25
Lease End Date	2/28/30
Rent PSF	\$11.50
Lease Structure	NNN
Rent Increases	3%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

WE SHIP IT

3 Willard Dr Suite 3A

Tenant	We Ship It
Total RSF	1,750 SF
Lease Start Date	11/1/25
Lease End Date	10/31/30
Rent PSF	\$14.95
Lease Structure	NNN
Rent Increases	5%
Renewal Options	One (1) Five (5) Year Renewal Option At A Mutually Agreeable Rental Rate In Line With Market Rates

RENT ROLL

7 San Bartola Dr													
	Company	Deposit	Base Rent	Addtl Rent	CAM	Contract	Total Rents	Rent PSF	Term Start	Billing Start	Term Ending	Need	
7 San Bartola Dr Suite 1	Strong Assets/Solfit	\$ 7,950.67	\$ 5,930.17	\$ 890.00	\$ 1,130.50	\$ 5.00	\$ 477,040.00	\$ 17.19	12/1/2025	12/1/2025	11/30/2030	3% increase 12/1/26	
7 San Bartola Dr Suite 2	Weldmonger Enterprises	\$ 2,484.99	\$ 1,766.25	\$ 337.50	\$ 320.63	\$ 2.00	\$ 58,185.00	\$ 18.70	8/1/2025	9/1/2025	8/31/2027	3% increase 9/1/26	
Unit 7A	Yacht Rigger	\$ 4,663.75	\$ 4,030.00		\$ 771.88	\$ 3.00	\$ 172,867.50	\$ 14.88	11/1/2024	1/1/2025	12/31/2028	3% increase 1/1/27	
Unit 7B	Velocity Motorwerks	\$ 4,352.30	\$ 3,580.42		\$ 771.88	\$ 5.00	\$ 261,137.50	\$ 13.22	1/1/2026	1/1/2026	12/31/2031	3% increase /1/1/27	
Unit 7C	Velocity Motorwerks	\$ 12,115.51	\$ 4,666.67		\$ 950.00	\$ 5.00	\$ 337,000.00	\$ 14.00	5/1/2025	8/1/2025	7/31/2030	3% increase 8/1/26	
Unit 7D	Len Weeks Construction	\$ 3,107.03	\$ 3,166.67		\$ 593.75	\$ 1.00	\$ 45,125.00	\$ 15.20	3/1/2023	3/1/2025	2/28/2026	renewal 3/1/26	
7 San Bartola Dr Suite 3	Bishop Boards	\$ 1,877.00	\$ 1,295.00		\$ 285.00	\$ 2.00	\$ 37,920.00	\$ 12.95	10/1/2025	10/1/2025	9/30/2027	3% increase 10/1/26	
Total		\$36,551.25	\$24,435.17	\$1,227.50	\$4,823.63	\$ 3.29	\$1,389,275.00	\$15.16					

1 Willard Dr													
	Company	Deposit	Base Rent	Addtl Rent	CAM	Contract	Total Rents	Rent PSF	Term Start	Billing Start	Term Ending	Need	
1 Willard Dr	Amp Gym	\$ 13,614.57	\$ 8,050.00		\$ 1,995.00	\$ 5.00	\$ 602,700.00	\$ 11.50	3/1/2025	3/1/2025	2/28/2030	5% annual increase 3/1/27	
Total		\$ 13,614.57	\$ 8,050.00	\$ -	\$ 1,995.00	\$ 5.00	\$ 602,700.00	\$ 11.50					

3 Willard Dr													
	Company	Deposit	Base Rent	Addtl Rent	CAM	Contract	Total Rents	Rent PSF	Term Start	Billing Start	Term Ending	Need	
Unit 3A	We Ship It	\$ 2,595.84	\$ 2,180.21		\$ 415.63	\$ 5.00	\$ 31,150.00	\$ 14.95	11/1/2025	11/1/2025	10/31/2030	3% annual increase 11/1/26	
Unit 3B	Vacant	\$ -	\$ 4,360.42		\$ 831.25	\$ 5.00	\$ 311,500.00	\$ 14.95	7/1/2025	7/1/2025	6/30/2030		
Unit 3C	Amp Gym		\$ 3,018.75		\$ 748.13	\$ 5.00	\$ 226,012.50	\$ 11.50	3/1/2025	3/1/2025	2/28/2030	5% annual increase 3/1/27	
Total		\$ 2,595.84	\$ 9,559.38	\$ -	\$ 1,995.00	\$ 5.00	\$ 568,662.50	\$ 13.80					

Performance & Valuation				
	7 San Bartola Dr	1 Willard Dr	3 Willard Dr	Combined
Total Monthly Income	\$ 30,486.29	\$ 10,045.00	\$ 11,554.38	\$ 52,085.67
Total Annual Income	\$ 365,835.50	\$ 120,540.00	\$ 138,652.50	\$ 625,028.00
NOI	\$ 307,952.00	\$ 96,600.00	\$ 114,712.50	\$ 519,264.50

DISPOSITION PROCESS

Offering Price

\$7,975,000

Terms & Prorations

The property is being sold “as-is, where is” basis and transfer costs will be allocated at closing per local custom, and real estate taxes will be pro-rated.

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SAN BARTOLA BUSINESS PARK

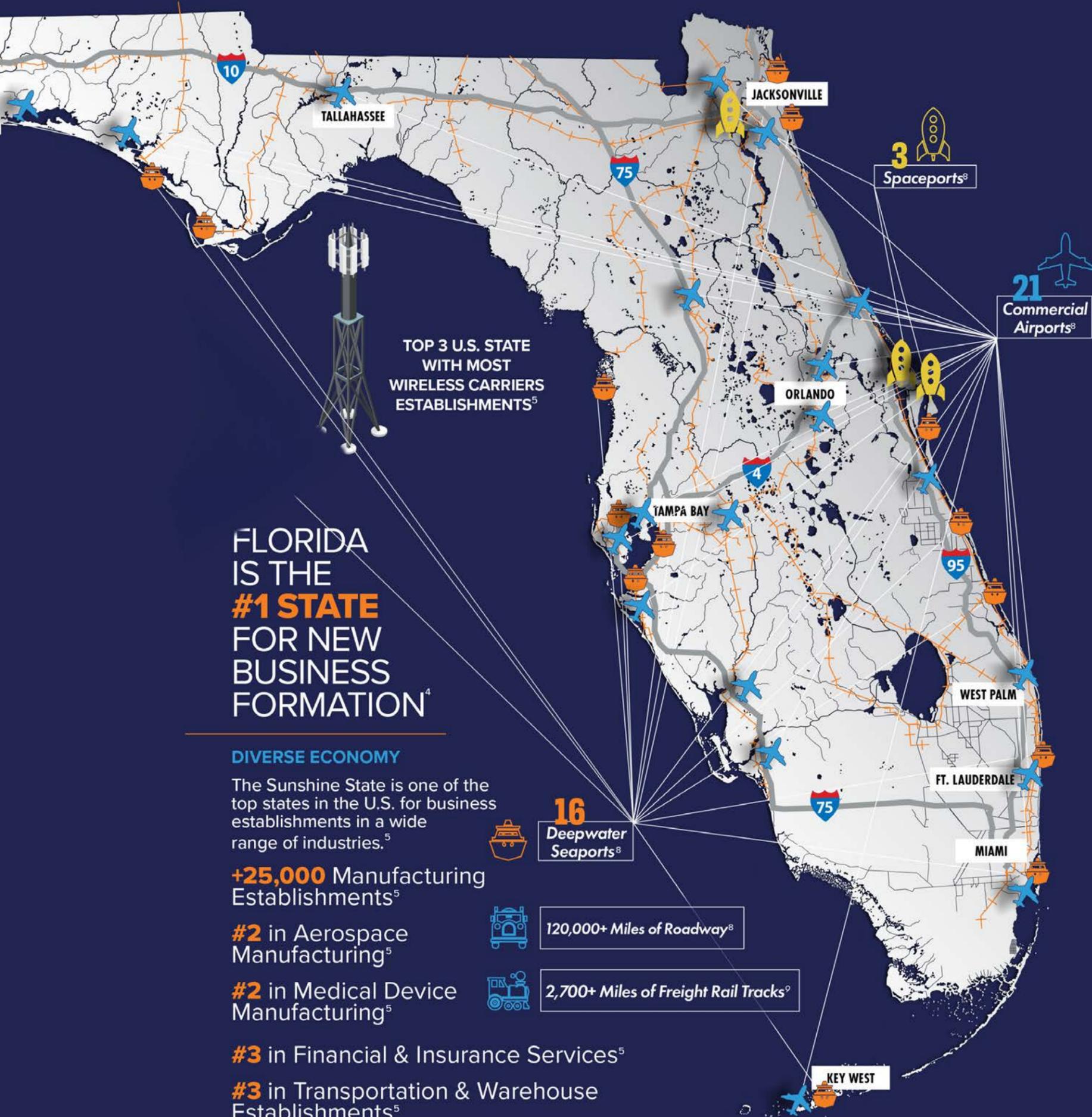
7 SAN BARTOLA DR & 1-3 WILLARD DR

SAINT AUGUSTINE, FL

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AREA & MARKET OVERVIEW

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WHY FLORIDA

Why Florida?

Florida's thriving economy continues to gain the attention of business leaders from all over the world. A large and talented workforce, 0% personal income tax and a streamlined regulatory environment provide a rich landscape for businesses to thrive. Florida has a proven record of success in these key industries, to name a few:

Corporate Headquarters

Corporate headquarters are naturally drawn to Florida for its highly favorable business climate, which includes a low corporate tax burden, no personal income tax and modern infrastructure. More than 300 international companies have established a presence here.

Logistics & Distribution

As a leading international trade center and home to an extensive multimodal transportation system, Florida excels at moving people, products and services anywhere fast. Most key global shipping lines and airline alliances (including specialized cargo operators), 3PLs and VALs have a presence in Florida.

Manufacturing

Florida's 20,000+ manufacturers produce a wide variety of goods, including aerospace products and parts, boats, batteries, communications equipment, food and beverages, plastics, pharmaceuticals, semiconductors and textiles.

*information via <https://www.jaxusa.com>

ST AUGUSTINE IS...



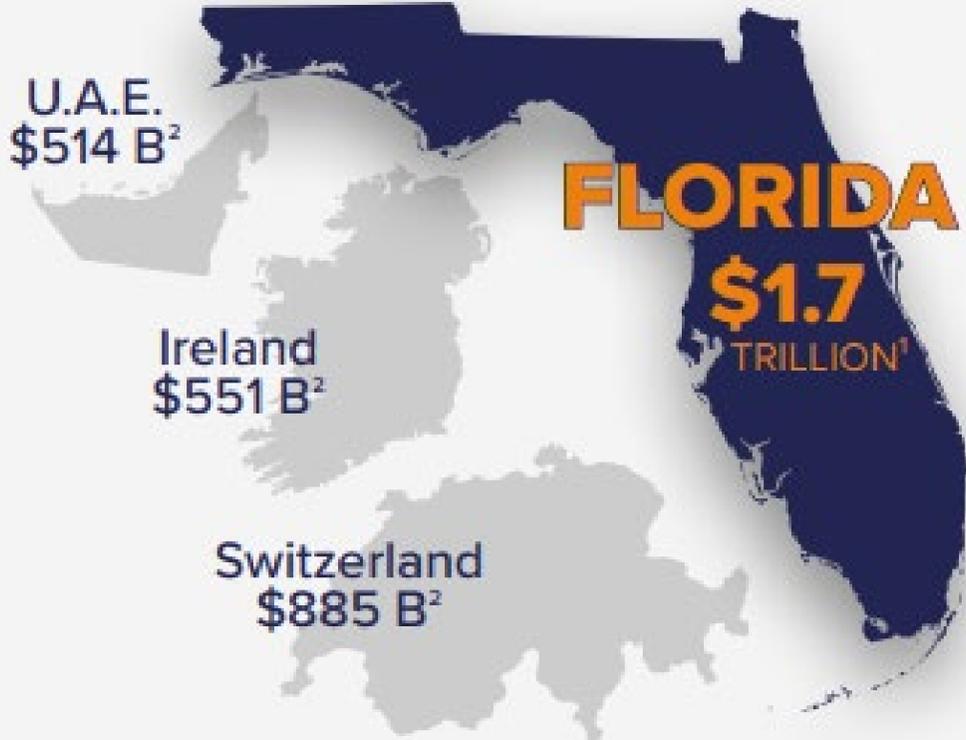
FLORIDA'S ECONOMIC SUCCESS

Florida's Business Advantages

From a pro-business climate to top infrastructure and a skilled workforce, it's no wonder why companies expand in Florida.

Florida can propel your company's growth in today's competitive global market. Florida stands ready to welcome companies with the talented workforce, top-ranked infrastructure, global connectivity and quality of life your company needs. These are just a few reasons why global players, established companies and blossoming startups have chosen to expand in Florida. Explore more of Florida's business advantages below.

16TH LARGEST GLOBAL ECONOMY, IF FLORIDA WERE A COUNTRY^{1,2}



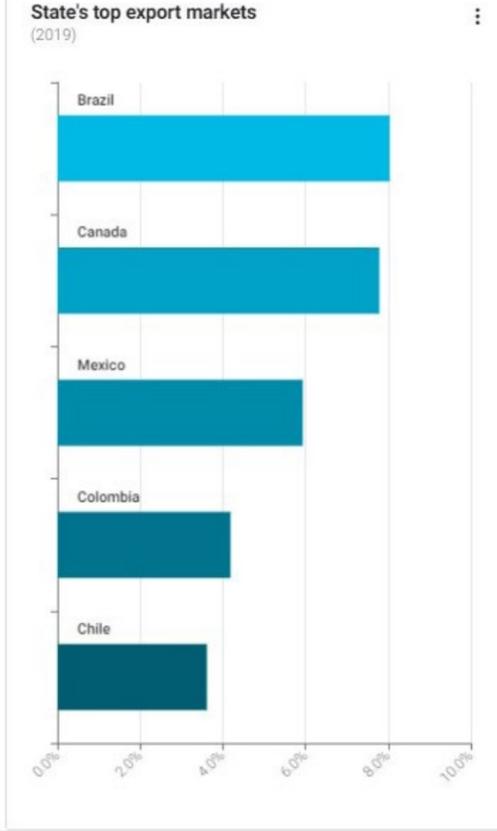
Pro-Business Climate

Florida's huge market and pro-business climate help companies reach growth and expansion goals with ease.

Florida consistently ranks among the best states for business, thanks to its pro-business state tax policies, competitive cost of doing business and streamlined regulatory environment. Government and economic development leaders work together to ensure that the state's business climate remains favorable to companies of all sizes, including some of the nation's leading corporations.

Beyond that, Florida offers a cost-efficient alternative to high-tech states with more affordable land, labor and capital than its competitors. The state's regulatory agencies and local governments provide quicker, less costly and more predictable permitting processes for significant economic development projects without reducing environmental standards.

*information via <https://www.enterpriseflorida.com>



FLORIDA'S ECONOMIC SUCCESS

Florida's Workforce Supplies Business Talent

A diverse market alongside strong training and education facilities creates one of the nation's most attractive workforces for businesses in Florida.

Florida's talent pipeline is consistently ranked among the best in the nation. Much credit for the excellent skills of the Florida workforce can be given to the state's educational institutions and unique workforce training programs. Florida is home to the nation's 3rd largest workforce, totaling more than 10 million. The state's 12 public universities, 6 major medical schools and numerous private colleges and universities work closely with the business community to build programs that reflect the needs of Florida's industries.



Success Today Requires Global Access

From moving people to moving data, Florida has built what it takes to be an economic powerhouse.

Florida's transportation infrastructure is one of the world's most extensive multi-modal systems, featuring international airports, deep-water seaports, extensive highway and rail networks and multiple hubs that allow for high-speed data transmission from around the U.S. to Europe, Latin America and Africa.

Florida is connected to the world in every possible way. From strong cultural and trade connections with Latin America to unmatched global reach via its modern ports and airports and its leadership in the commercial space industry, Florida is a true global hub for business.

The state is also recognized as one of the top five telecom hubs in the world. The Network Access Point (NAP) in Miami serves as a major switching station for Internet traffic coming to and from Latin America, while other high-speed networks, such as the Florida LambdaRail and LA Grid, facilitate R&D efforts. In addition, Florida has some of the fastest and most widely available wireless networks.

*information via <https://www.enterprise-florida.com>

WHY ST AUGUSTINE

St Johns County is one of Florida's fastest growing regions, blending rich history with modern amenities and thriving economic development. Known for its high quality of life, top rated schools, and strategic location in Northeast Florida. St Johns County is among the top counties in Florida for population growth, becoming an attractive destination for both families and business alike.

St. Augustine, located within St. Johns County, is America's oldest city, blending 450 years of history with a modern, vibrant economy. This unique city offers a wealth of opportunities for residents, businesses, and visitors alike. ***Here's why St. Augustine stands out:***



Rich Historical Significance

Founded in 1565, St. Augustine is steeped in history, drawing millions of visitors each year to its cobblestone streets, historical landmarks, and attractions like Castillo de San Marcos, the Fountain of Youth, and Flagler College. This historical backdrop creates a unique atmosphere, enriching the community and supporting a thriving tourism history.

Growing Population and Thriving Tourism

As one of Florida's top tourism destinations, St. Augustine benefits from a steady influx of visitors, fueling the local economy and creating opportunities in retail, hospitality, and service sectors. Additionally, the city's attractive lifestyle has led to a growing population, driving demand for residential and commercial developments.

Quality of Life

St. Augustine offers a high quality of life with scenic coastal views, beautiful beaches, and a warm, year-round climate. Residents enjoy outdoor activities like boating, fishing, and golfing, along with a bustling downtown filled with restaurants, art galleries, and boutiques. Its close-knit community and small-town feel make it an attractive place to call home.

Access to Key Markets

St. Augustine's strategic location near Jacksonville and other major Florida markets makes it an excellent base for businesses. With easy access to I-95, US-1, and proximity to JAXPORT, Jacksonville International Airport, and three major rail lines, companies can efficiently manage logistics, transportation, and distribution.

Educational Opportunities

St. Augustine is home to Flagler College, a highly regarded liberal arts college that attracts students from across the country. Additionally, the nearby University of North Florida and Jacksonville University provide ample educational resources and a skilled workforce for local businesses.

RECENT ST JOHNS SALES COMPARABLES

ADDRESS	2475 Dobbs Rd	3780 Deerpark Blvd	2205 Dobbs Rd	10 Charles St	43 Hudson Way	3845 Deerpark Blvd
MARKET	St Johns	St Johns	St Johns	St Johns	St Johns	St Johns
YEAR BUILT	1997	2023	1984	2000	2014	2021
SF	6,640 SF	13,600 SF	4,300 SF	7,167 SF	9,048 SF	20,720 SF
OCCUPANCY	100%	100%	0%	100%	0%	0%
TENANTS	Multi-Tenant	Single-Tenant	Owner-User	Multi-Tenant	Owner-User	Owner-User
CAP RATE	9.88%	5.87%	N/A	N/A	N/A	N/A
SALE PRICE	\$1,700,000	\$5,150,000	\$1,300,000	\$3,480,000	\$2,500,000	\$3,975,000
\$/SF	\$256.02	\$378.68	\$302.33	\$485.56	\$276.30	\$178.57
DATE CLOSED	Q1 2025	Q4 2024	Q3 2024	Q3 2025	Q1 2024	Q2 2024
SELLER	Taylor Family Trust	PRG Deerpark	Florida Investment Holdings	Henry P Green	Jax Gymnastics	Flagler Red Estate Services
BUYER	Hao C Li	Robert Baker	Serv Pro	Saltwater Buildings	Aquafin	Tibbetts Lumber

RECENT ST JOHNS LEASE COMPARABLES

	Address	Tenant/Landlord	SF Leased	Type	Start Date /Term	Starting Rent
	1525 Northwood Dr	Green Family Investments Ltd	3,250	New Direct	Sep 2025 2 Years	13.00
	6236 US Highway 1 N	Mary & Michael Lesher	1,610	New Direct	Jun 2025	20.00
	200 Waler Way	American Coventry LLC or Assigns	2,400	New Direct	May 2025 1 Year	14.00
	6236 US-1 North	Mary & Michael Lesher	1,500	New Direct	Apr 2025	19.07
	120 Commercial Dr	Jason and Lisa Rangnow 5 Nickel Construction	4,800	New Direct	Feb 2025 2 Years	14.23
	1627 Dobbs Rd	Johnston Isaac W East Coast Pools and Spas, Inc	1,250	New Direct	Feb 2025 3 Years	16.68

MARKET EXPERTS

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