

16729 E PALISADES BLVD

— FOUNTAIN HILLS, AZ —



COMMERCIAL PROPERTIES INC.

Locally Owned. Globally Connected. CORFAC

INVESTMENT OR OWNER/USER OPPORTUNITY

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*±4,180 SF Retail Building Investment or Owner/User Opportunity
in the heart of Fountain Hills, AZ*



Executive Summary

Commercial Properties, Inc., is pleased to offer for sale 16729 E Palisades Blvd, a 4,180 SF, multi-tenant, retail building in Fountain Hills, AZ.

Built in 2012, this investment or owner/user opportunity has prominent street frontage in the heart of Fountain Hills' downtown shopping district.

Sale Price
\$995,000.00 (\$238.04 PSF)

Net Operating Income
\$46,378.76

Occupancy
100% Leased

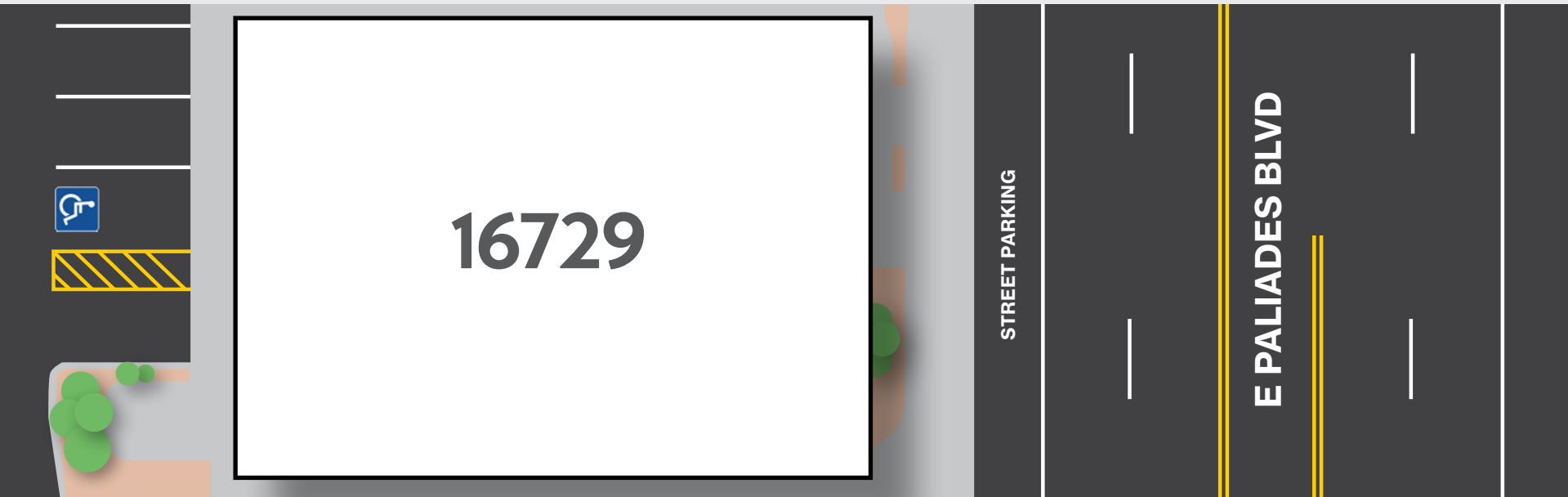
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Property Overview

Prime location in Fountain Hills, Arizona, just minutes from the Fountain Hills Town Center and the Fountain Hills Golf Club. Close proximity to a variety of restaurants, shops, and other amenities.

The property is a ±4,180 square foot retail space with high ceilings and large windows. The open floor plan makes it ideal for a variety of businesses, including retail stores, offices, and medical offices. The property also has ample parking for customers and employees.



Property Features

- High Ceilings
- Large Windows
- Open Floor Plan
- Ample Parking
- Prime Location



±4,180 SF
Total Size



2012
Year Built



C
Building Class



176-05-179
Parcel Number



C-C
Zoning



8.37/1,000
Parking Ratio



1
Story



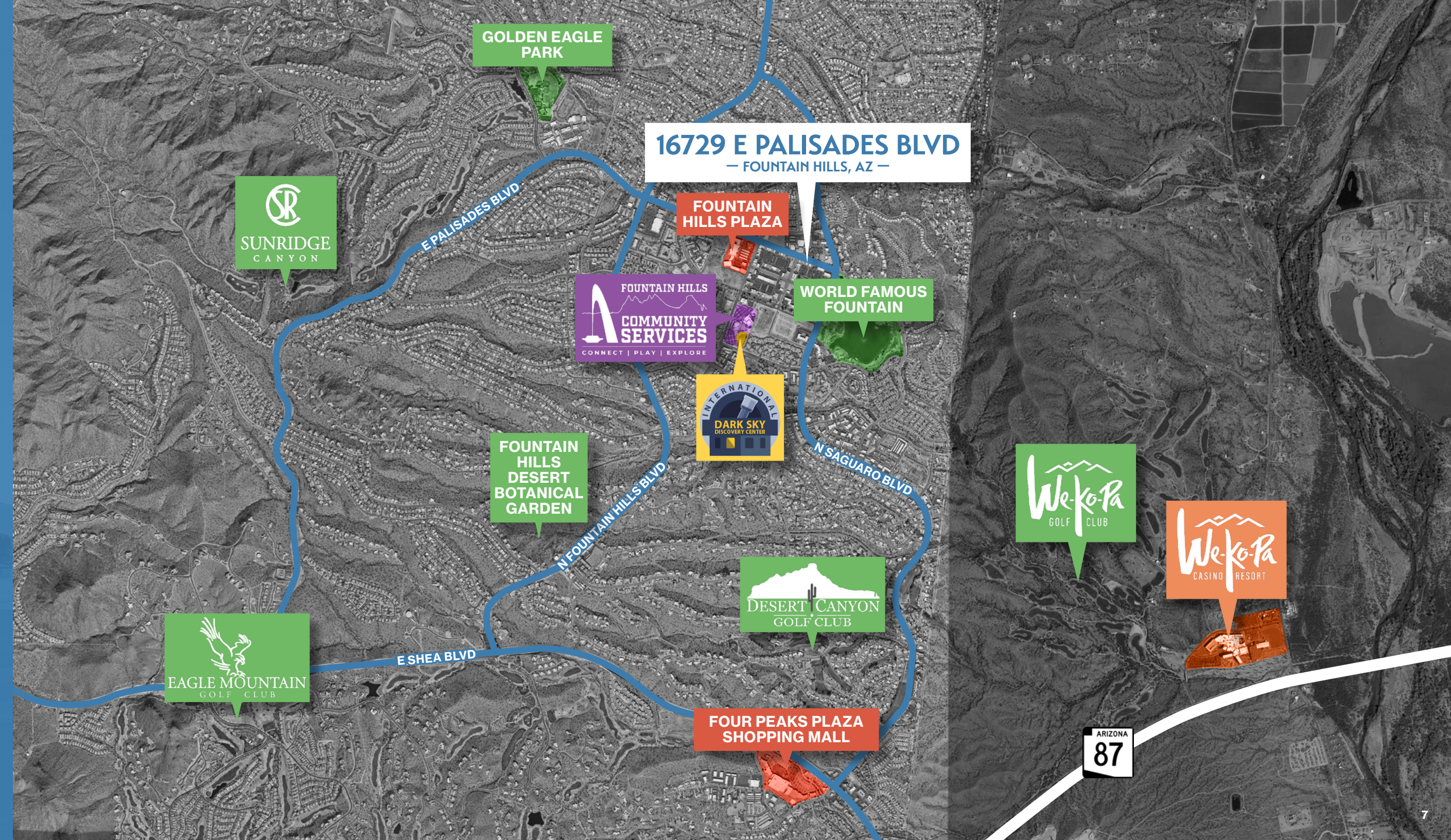
Area Overview

Fountain Hills

Located on 13,006 acres of land, Fountain Hills is surrounded by the 3,500-foot McDowell Mountains and Scottsdale on the west, the Fort McDowell Yavapai Nation on the east, the Salt River Pima Maricopa Indian Community on the south and the McDowell Mountain Regional Park on the north. The elevation is 1,520 feet at the fountain, 3,000 feet on Golden Eagle Boulevard, and is 500 feet above Phoenix and covers 24 square miles.

Incorporated in 1989, Fountain Hills is home to nearly 24,000 residents. Over the past twenty-four years Fountain Hills has grown from 10,190 residents to a Town of 23,820 in 2020, according to the U.S. Census. The Maricopa Association of Governments (MAG) estimates that the population of Fountain Hills will continue to grow to a build-out population of between 25,000 and 30,000. (Demographics) Residents in Fountain Hills enjoy an upscale lifestyle. Per capita income is among the highest in the state with a median household income of \$87,080, and there is no local property tax. The Town attracts residents who are building large custom homes to take advantage of the scenic vistas surrounding our mountain community.

The Town of Fountain Hills Land Use Analysis and Statistical report 2013 shows that the community consists primarily of 6,668 residential acres (51%); 3,940 acres (30%) of open space, golf-courses and parks; and 3,191 acres (25%) of remaining developable land. Fountain Hills has a total of 298 acres (.2%) that are zoned commercial, 212 acres of which are developed and 86 acres of which are undeveloped. The Town has a total of 40 acres (.3%) that is zoned industrial, 31 acres of which are developed and 8 acres of which are undeveloped.



Location Highlights



Stunning Scenery

Fountain Hills is known for its beautiful desert landscape, which includes towering cacti, saguaros, and palo verde trees. The city is also home to the World Famous Fountain, which is a must-see for any visitor.



Amenities

A variety of amenities to offer residents and visitors, including golf courses, shopping, dining, and entertainment. The city is also home to a number of parks and recreation areas, making it a great place to enjoy the outdoors.



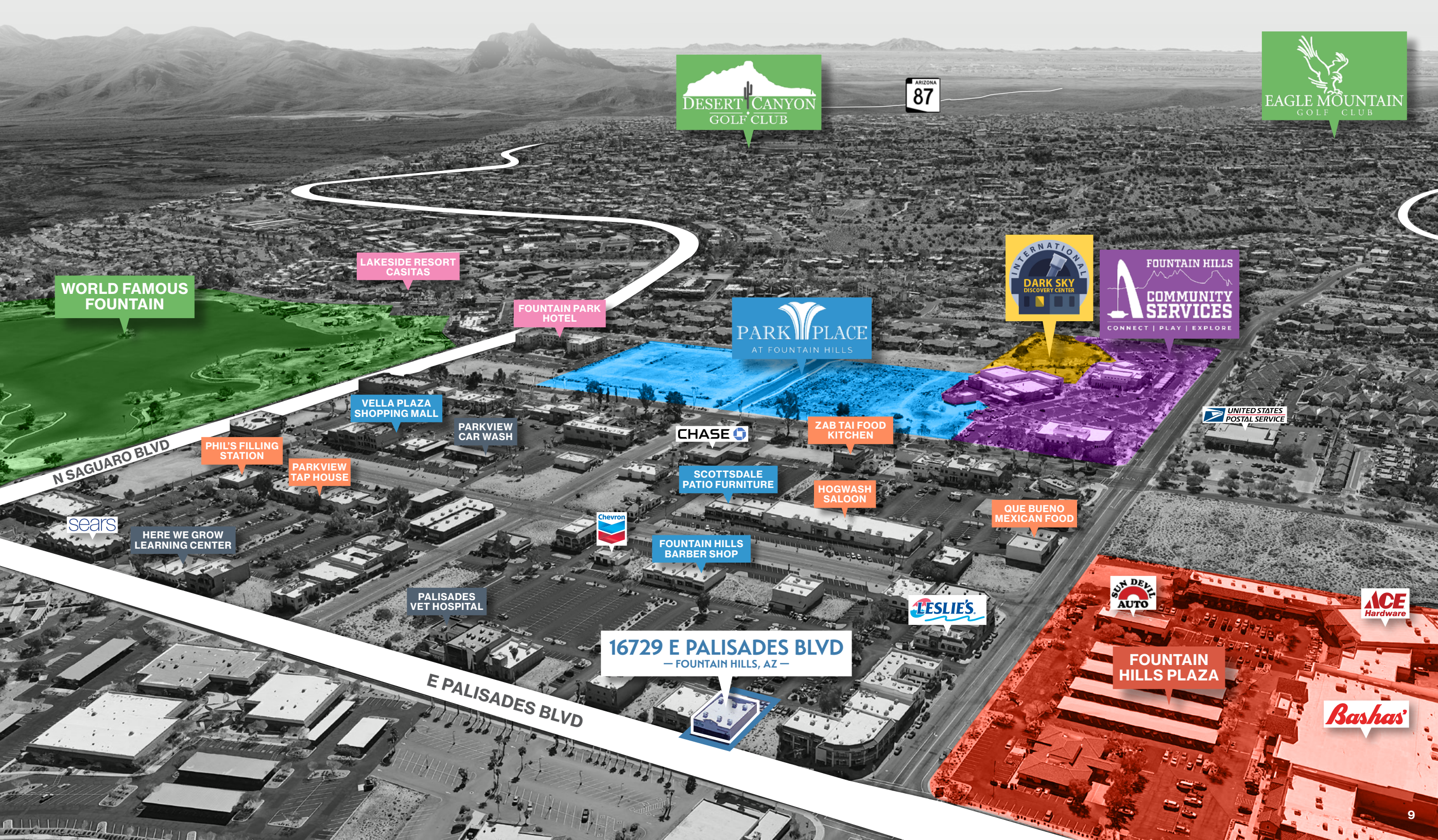
Accessibility

Located in the Phoenix metropolitan area, making it a convenient place to live, work, and play. The city is also close to a number of other popular destinations, including Scottsdale, Tempe, and Mesa.

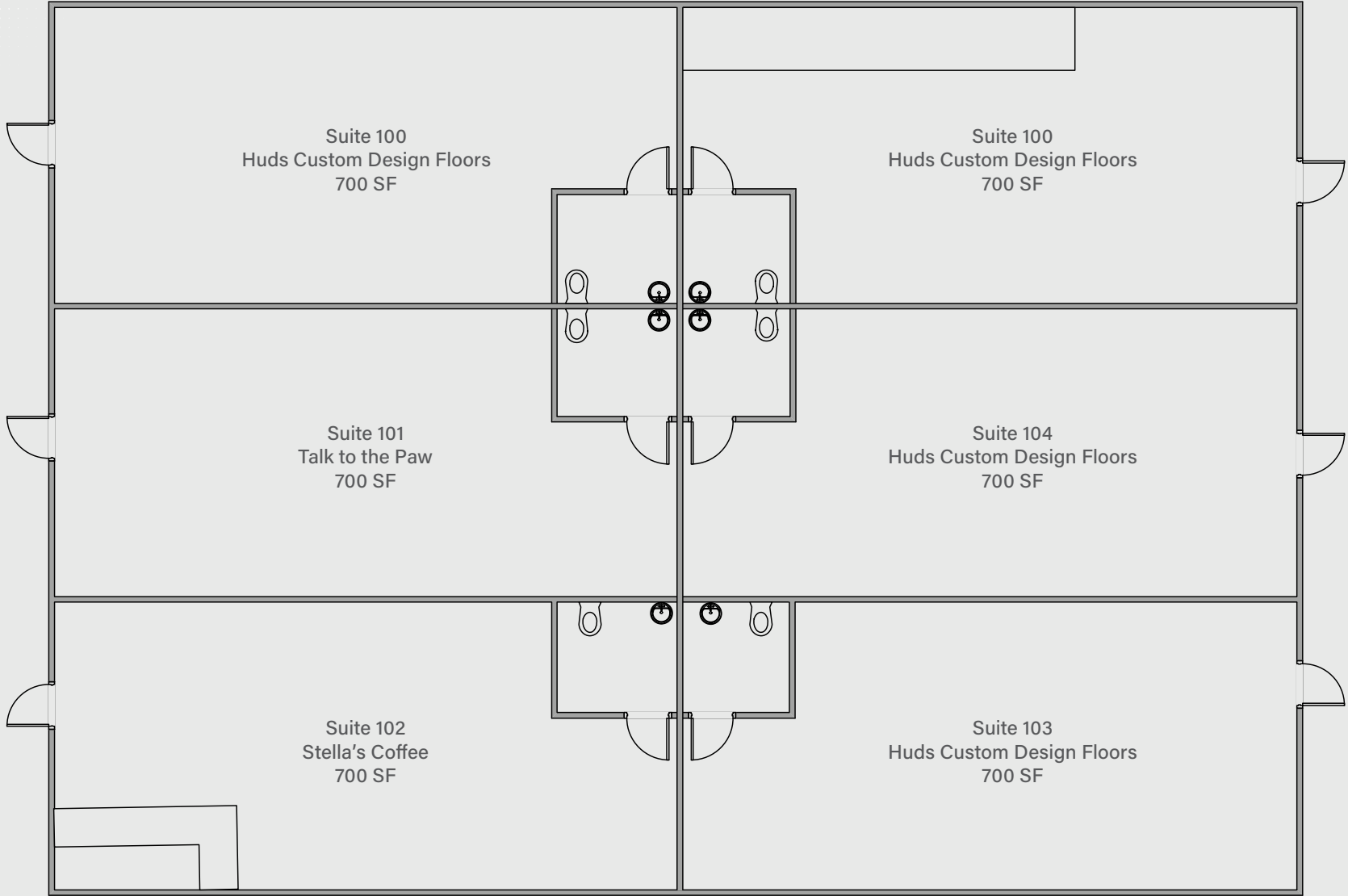


Community

Fountain Hills is a close-knit community with a strong sense of pride. Residents are known for being friendly and welcoming, and they are always willing to lend a helping hand.



Floor Plan



Tenant Overview



Talk to the Paw Unit 101

Talk to the Paw is a small, family-owned pet grooming salon located in Fountain Hills, Arizona. We offer a variety of services for dogs, including baths, haircuts, nail trims, and more. We are committed to providing our clients with the highest quality of care and service, and we are always happy to answer any questions you may have.

Huds Custom Design Floors Units 100/103/104

Huds Custom Design Floors is a full-service flooring retailer with over 30 years of experience. We specialize in providing the finest selection of flooring products at the most competitive rates in town. We offer a wide variety of flooring options, including hardwood, tile, carpet, laminate, vinyl, and more. We also offer a variety of installation services, so you can be sure that your new flooring will be installed correctly and professionally.

We are committed to providing our customers with the best possible service. We offer free estimates, and we will work with you to find the perfect flooring solution for your needs. We also offer a satisfaction guarantee, so you can be sure that you are making the right decision.

We are proud to be a part of the Fountain Hills community, and we are committed to providing our customers with the best possible flooring experience. We look forward to helping you choose the perfect flooring for your home or business.

Additional details about our services:

- Free estimates
- Satisfaction guarantee
- Installation services
- Wide selection of flooring options
- Experienced and knowledgeable staff

High-quality brands:

- Shaw
- Mohawk
- Merillat
- Kohler
- and much more



Stella's Coffee Unit 102

Stella's Coffee is a cozy, inviting coffee shop located in the heart of Fountain Hills, Arizona. We offer a wide variety of coffee drinks, pastries, and light fare, as well as a comfortable atmosphere where you can relax and enjoy your time. Our coffee is roasted fresh daily, and we offer a variety of blends and single-origin coffees to choose from. We also have a full espresso bar, where you can order your favorite espresso drinks, like lattes, cappuccinos, and macchiatos.

Nearby Developments



Build-to-rent Havenly Community Sells For \$68.3 Million

The Fountain Hills Times - Apr 20, 2023

The first build-to-rent (BTR) community approved in town, Pillar at Fountain Hills, previously known as The Havenly Fountain Hills, sold in February for \$68.3 million with the intention of freeing up resources to build similar projects around Arizona and beyond.



Discovery Center Site Plan Approved

The Fountain Hills Times - Oct 12, 2022

Town Council approved the site plan and design elements for the proposed International Dark Sky Discovery Center (IDSDC) planned for Fountain Hills, which is to include a dark sky observatory with a 24-inch telescope, the largest in the Phoenix area, a planetarium, inspiration theater, exhibit hall and emersion zone. A new component has been added with the Einstein Exploration station for the study of the physics of light.



Park Place Development Resumes

The Fountain Hills Times - Jan 4, 2023

The Town Council and the developer of the proposed Park Place Phase II and Phase III developments for downtown Fountain Hills were at odds this past year, ultimately reaching an agreement with construction on the project expected to begin in 2023. Phase II for the development is primarily residential apartments with commercial on the ground floor along Avenue of the Fountains. The site plan included 8,000 square feet of commercial space.



Balloons Returning to Fountain Festival

The Fountain Hills Times - Feb 9, 2023

The Fountain Hills Chamber of Commerce will host the 48th year of the Fountain Festival of Fine Arts & Crafts Feb. 24-26 in downtown Fountain Hills, with hot air balloons returning to the festivities the morning of Feb. 26.

The festival is one of the largest arts and crafts events in the Southwest and, according to organizers, it “has gained status as one the most important and prestigious shows for artists in this region.” The Fountain Festival is three days of hundreds of global artists and artisans exhibiting work in every medium. Over 200,000 people attend each year.

Submarket Overview

Fountain Hills’s vacancy rate of 4.0% compares to the submarket’s five-year average of 6.0% and the 10-year average of 7.7%. As of the first quarter of 2025, there is no retail space under construction in Fountain Hills. Nothing has been under construction in the submarket for the past 10 years.

Market rents in Fountain Hills are \$23.00/SF. Rents have changed by 5.7% year over year in Fountain Hills, compared to a change of 5.3% across the wider Phoenix market. Annual rent growth of 5.7% in Fountain Hills compares to the submarket’s five-year average of 6.2% and its 10-year average of 4.3%.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	0	-	-	-	0	0	0
Power Center	0	-	-	-	0	0	0
Neighborhood Center	249,294	5.7%	\$28.72	5.7%	(53)	0	0
Strip Center	135,830	1.5%	\$19.33	3.1%	960	0	0
General Retail	380,403	3.7%	\$19.66	5.7%	0	0	0
Other	0	-	-	-	0	0	0
Submarket	765,527	4.0%	\$22.55	5.2%	907	0	0

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-0.1% (YOY)	9.5%	4.2%	15.1%	2012 Q3	2.2%	2023 Q1
Net Absorption SF	464	6,993	3,005	57,568	2015 Q2	(28,580)	2011 Q3
Deliveries SF	0	4,802	5,211	37,143	2007 Q4	0	2024 Q4
Market Asking Rent Growth	5.7%	0.9%	3.8%	8.7%	2024 Q1	-8.1%	2009 Q4
Sales Volume	\$31.3M	\$8.1M	N/A	\$30.3M	2024 Q4	\$498K	2011 Q4



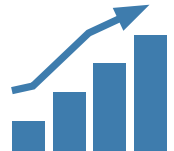
0
12 Mo
Deliveries in SF



4.0%
Vacancy Rate



464
12 Mo Net
Absorption in SF



5.7%
12 Mo Rent
Growth

Sales

Over the past year, 10 retail properties traded in Fountain Hills, accounting for 160,000 SF of inventory turnover. Retail sales volume in Fountain Hills has totaled \$31.9 million over the past year. Average annual sales volume over the past five years is \$10.4 million and \$8.4 million over the past 10 years.

Estimated retail market pricing in Fountain Hills is \$263/SF compared to the market average of \$256/SF. The estimated market cap rate for Fountain Hills retail is 6.4% compared to the market average of 6.7%.



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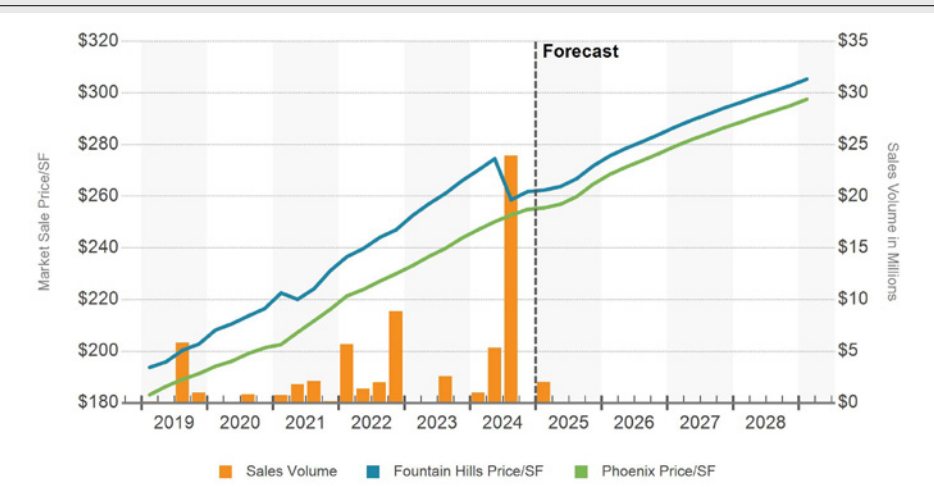


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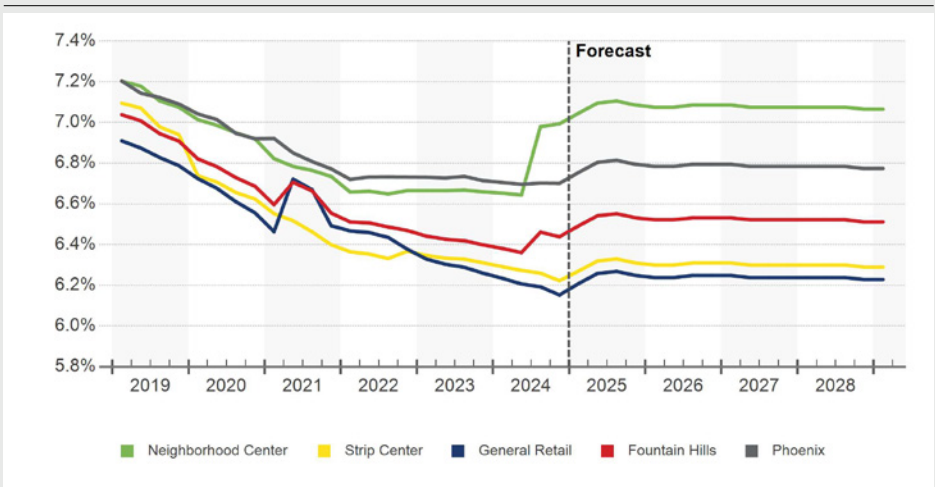
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SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



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