

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

FLORIDA NETWORK  
REALTY



COMMERCIAL ADVISORS™

# The Raintree Restaurant 102 San Marco Avenue St. Augustine, Florida 32084

Exclusively Represented By:

**Joe Hatin**

VP, Commercial Division

O: 904 296 6400 // C: 904 669 5099

[joe.hatin@floridanetworkrealty.com](mailto:joe.hatin@floridanetworkrealty.com)

OFFERING MEMORANDUM

# Table Of Contents

FOR SALE

## Table Of Contents

EXECUTIVE SUMMARY	3
PROPERTY INFORMATION	4
PROPERTY SUMMARY	5
PROPERTY DESCRIPTION	6
COMPLETE HIGHLIGHTS	7
1ST FLOOR PLAN	8
2ND FLOOR PLAN	9
ADDITIONAL PHOTOS 1	10
ADDITIONAL PHOTOS	11
LOCATION INFORMATION	12
REGIONAL MAP	13
LOCATION MAP	14
AERIAL MAP	15
RESTAURANT SALES & LAND SALES	16
SALE COMPS	17
SALE COMPS MAP & SUMMARY	18
DEMOGRAPHICS	19
DEMOGRAPHICS MAP & REPORT	20
AREA ANALYTICS	21
LISTING BROKER	22
ADVISOR BIO	23

## Confidentiality & Disclaimer

All materials and information received or derived from Florida Network Realty its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Florida Network Realty its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Florida Network Realty will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Florida Network Realty makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Florida Network Realty does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

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 Florida Network Realty in compliance with all applicable fair housing and equal opportunity laws.

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

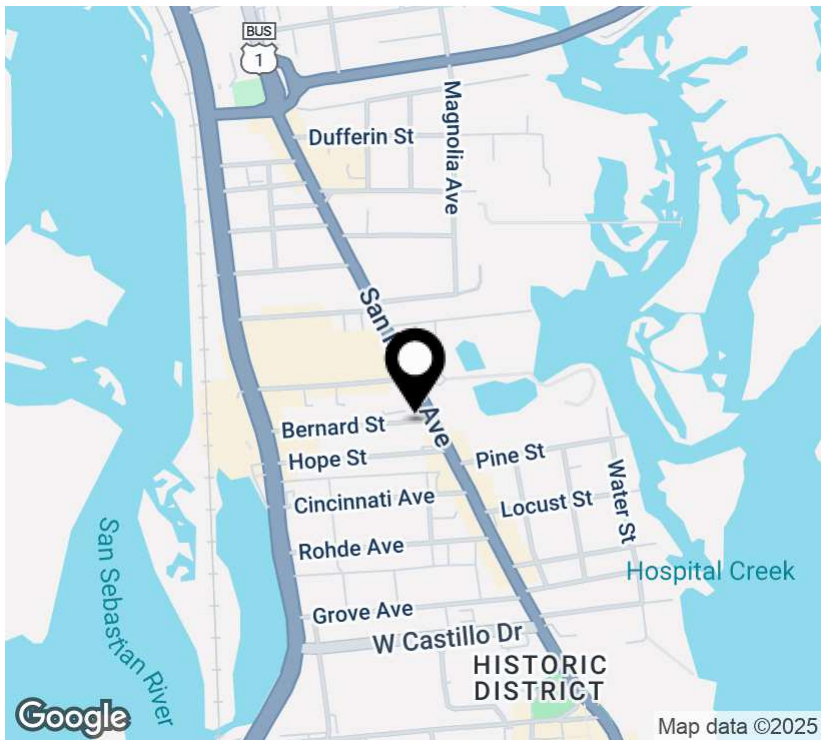
**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



# Executive Summary

FOR SALE



Sale Price	\$5,600,000
------------	-------------

## Offering Summary

Price/SF	\$949.15
Heated & Cooled	5,900 SF
Parking	On site
Year Built	1879
Seating Capacity	150 Seats
Site Size	0.44 Acres

## Property Highlights

- The Raintree Restaurant - In business for 45 years
- Furniture, Fixtures & Equipment Included
- Zoned CL-2 for retail/restaurant use
- High visibility on San Marco Avenue
- Spacious interior for flexible layout
- Ample parking for customers
- Strong potential for foot traffic
- Excellent accessibility in uptown St. Augustine

Demographics	1 Mile	3 Miles	5 Miles
Total Households	1,835	13,831	26,461
Total Population	4,355	31,999	61,458
Average HH Income	\$115,281	\$96,698	\$99,460

Joe Hatin  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

Florida Network Realty  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

BERKSHIRE  
HATHAWAY  
HOMESERVICES | FLORIDA NETWORK  
REALTY





# Property Information

## Section 1



# Property Summary

FOR SALE



## 360° VIRTUAL TOUR

### Property Description

Offered for sale is the landmark Raintree Restaurant, a celebrated dining destination with over 45 years of continued successful operation in historic, St. Augustine, Florida. Housed in a charming Victorian structure with lush outdoor garden spaces, the property offers a turnkey opportunity for a restaurateur or hospitality investor seeking an established location with a strong customer base and proven history. The restaurant's website [raintreerestaurant.com](http://raintreerestaurant.com) showcases its reputation for quality dining experiences in a distinctive setting, drawing both locals and tourists. With its excellent visibility, established brand recognition, and rare on-site parking, the Raintree is well-positioned for new ownership to continue and expand upon its legacy in one of Florida's most visited historic cities.

### Offering Summary

Listing Price:	\$5,600,000
Lot Size:	0.44 Acres
Building Size:	5,900 SF Heated & Cooled
Seating Capacity:	150 Seats
Furniture, Fixtures & Equipment	Included in Sale

Demographics	1 Mile	3 Miles	5 Miles
Total Households	1,835	13,831	26,461
Total Population	4,355	31,999	61,458
Average HH Income	\$115,281	\$96,698	\$99,460

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
[joe.hatin@floridanetworkrealty.com](mailto:joe.hatin@floridanetworkrealty.com)

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

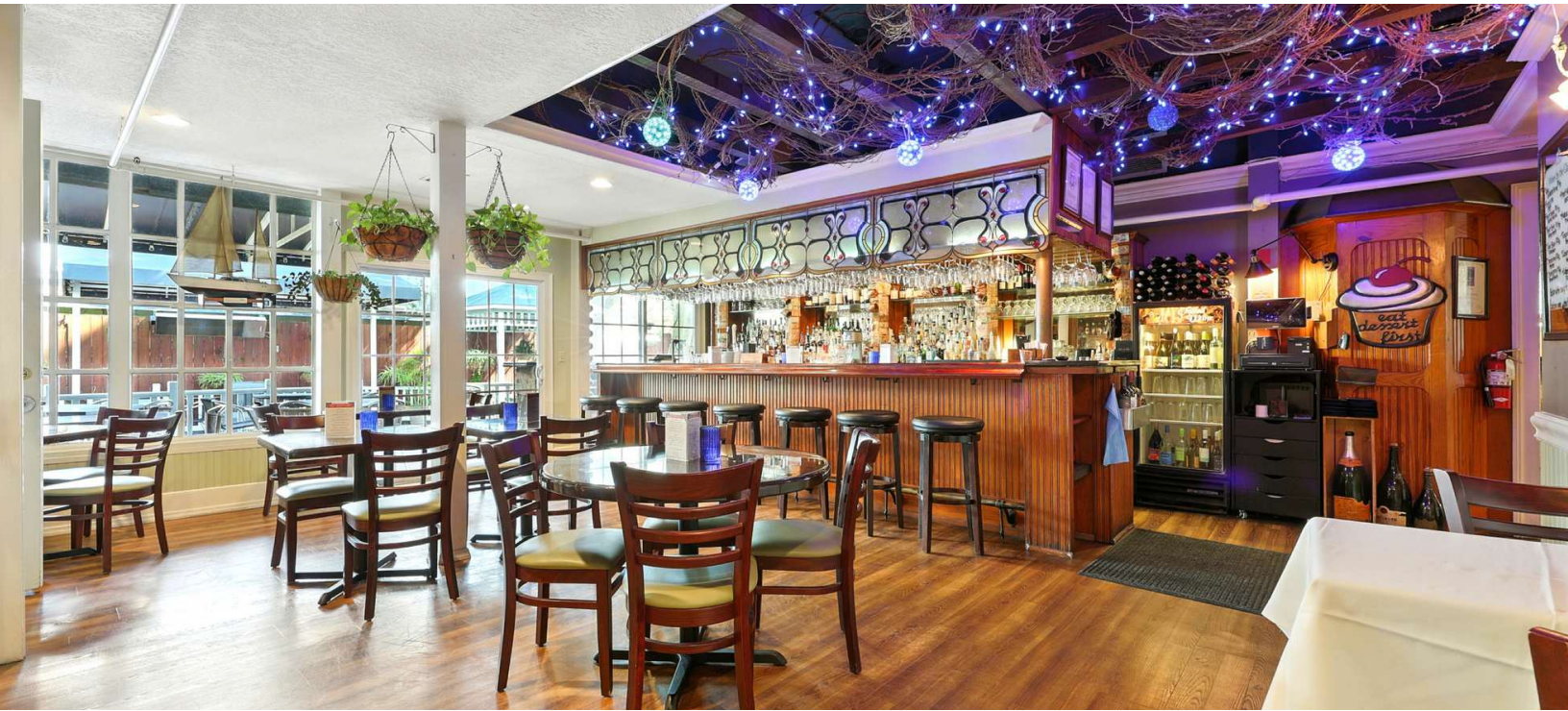
**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY





# Property Description

FOR SALE



## Property Description

Offered for sale is the landmark Raintree Restaurant, a celebrated dining destination with over 45 years of continued successful operation in St. Augustine. Housed in a charming Victorian structure with lush outdoor garden spaces, the property offers a turnkey opportunity for a restaurateur or hospitality investor seeking an established location with a strong customer base and proven history. The restaurant's website [raintreerestaurant.com](http://raintreerestaurant.com) showcases its reputation for quality dining experiences in a distinctive setting, drawing both locals and tourists. With its excellent visibility, established brand recognition, and rare on-site parking, the Raintree is well-positioned for new ownership to continue and expand upon its legacy in one of Florida's most visited historic cities. The existing business together with furniture, fixtures and equipment is included in sale.

## Location Description

Positioned on highly visible San Marco Avenue in the heart of historic St. Augustine, the Raintree offers exceptional exposure along one of the city's primary north-south corridors, connecting visitors directly to downtown bayfront and historic district. The property benefits from its strategic location near St. George Street, hotels, bed and breakfasts, and popular tourist destinations, ensuring consistent local and visitor traffic throughout the year. Ample on-site parking, a rarity in St. Augustine, further enhances customer accessibility and operational ease for continued restaurant or alternative hospitality uses.

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
[joe.hatin@floridanetworkrealty.com](mailto:joe.hatin@floridanetworkrealty.com)

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



# Complete Highlights

FOR SALE



## Property Highlights

- **Established Destination Restaurant**  
Recognized nationally and internationally as one of Florida's top destination restaurants since 1980.
- **Historic Victorian Building** Located in a beautifully restored Victorian home over a century old, offering a unique dining ambiance.
- **Prime St. Augustine Location** Situated on San Marco Avenue within St. Augustine's historic northern corridor, minutes from the Castillo de San Marcos and downtown attractions.
- **Award-Winning Culinary Experience**  
Features an intercontinental menu blending Mediterranean, American, and Asian cuisine with signature dishes like Beef Wellington and Chilean Sea Bass.
- **Rich Story and Legacy** Founded by the MacDonald family after sailing from England, with a replica of their yacht displayed in the restaurant, adding to its character and charm.
- **Indoor & Outdoor Dining Options**  
Welcoming atmosphere with a warm, timeless setting ideal for special occasions and destination dining.
- **Ample On-Site Parking** Provides customer convenience rare in historic St. Augustine locations.
- **Proximity to Major Tourist Traffic**  
Benefits from year-round visitor flow to St. Augustine, one of Florida's top historic tourism markets.

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

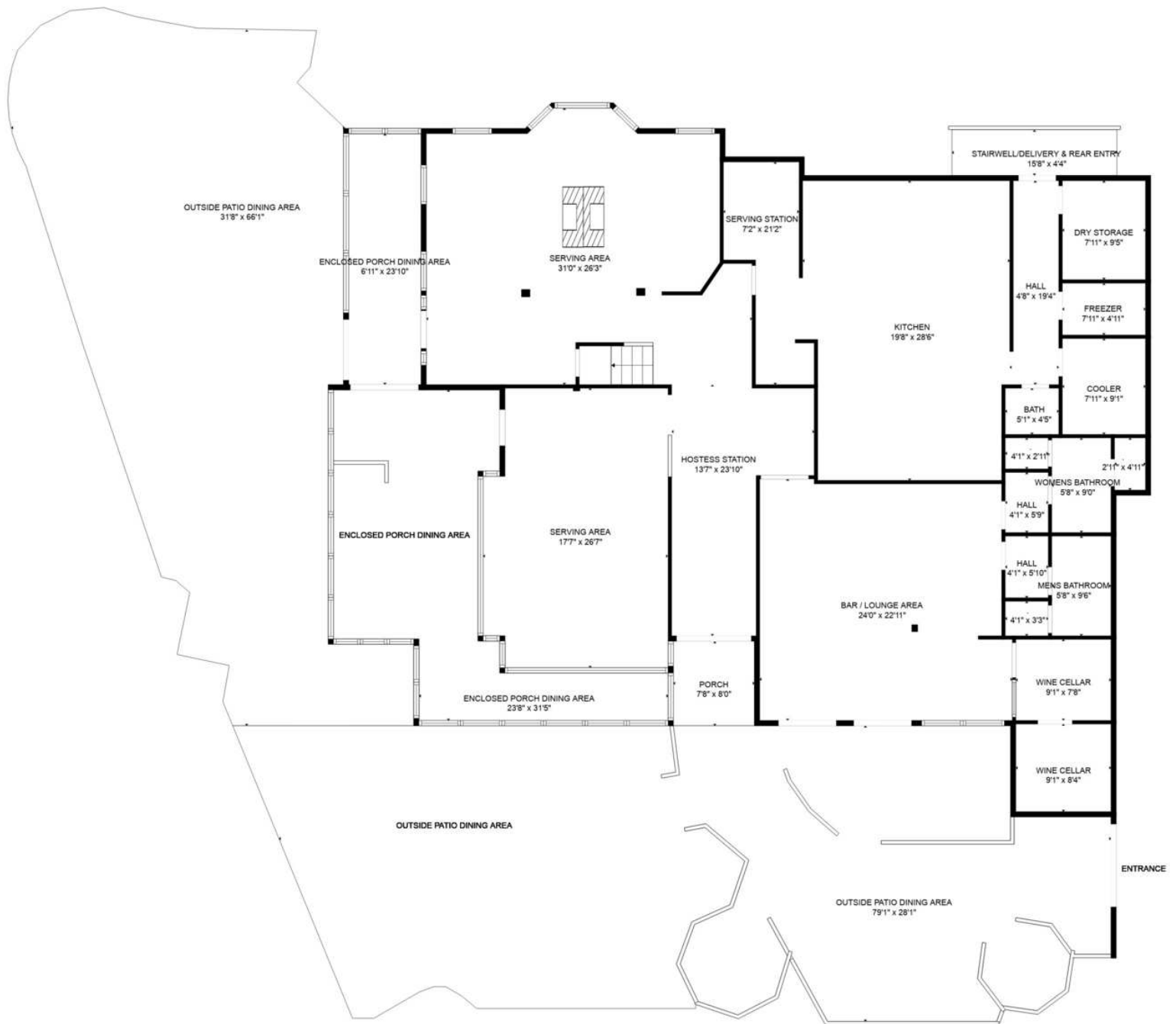
**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**

# 1st Floor Plan

FOR SALE



DISCLAIMER: SIZES AND DIMENSIONS ARE APPROXIMATE. ACTUAL MAY VARY.

**Joe Hatin**

VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**

4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

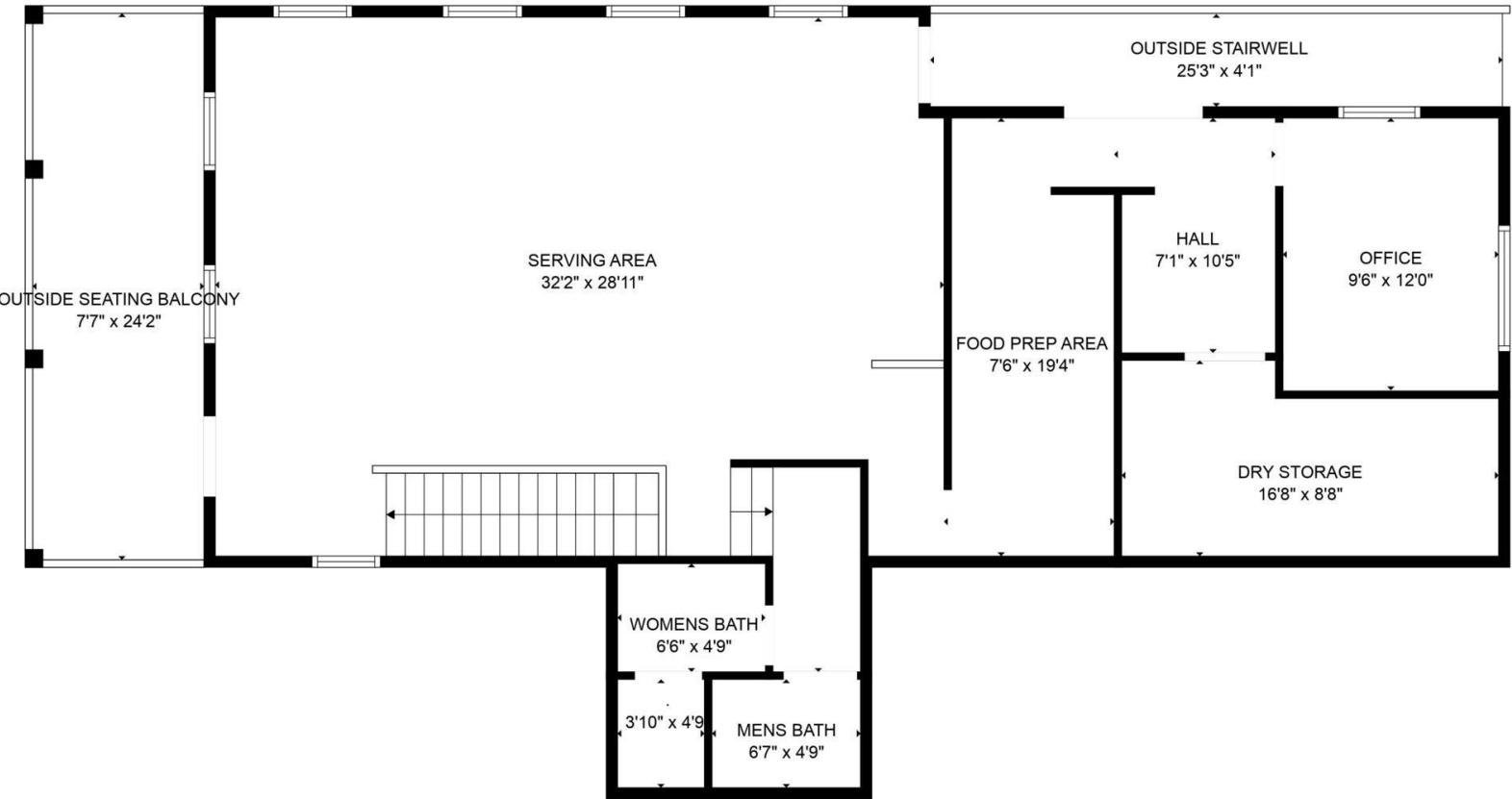
FLORIDA NETWORK  
REALTY

 **COMMERCIAL ADVISORS™**



# 2nd Floor Plan

FOR SALE



DISCLAIMER: SIZES AND DIMENSIONS ARE APPROXIMATE. ACTUAL MAY VARY.

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

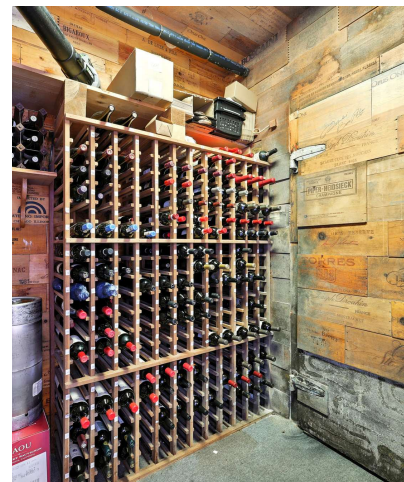
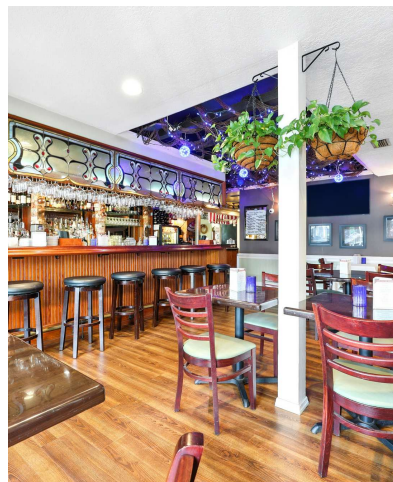
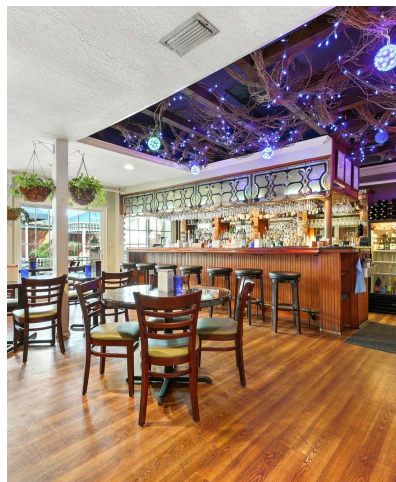
**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY





# Additional Photos 1

FOR SALE



**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



## Additional Photos 2

FOR SALE



**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



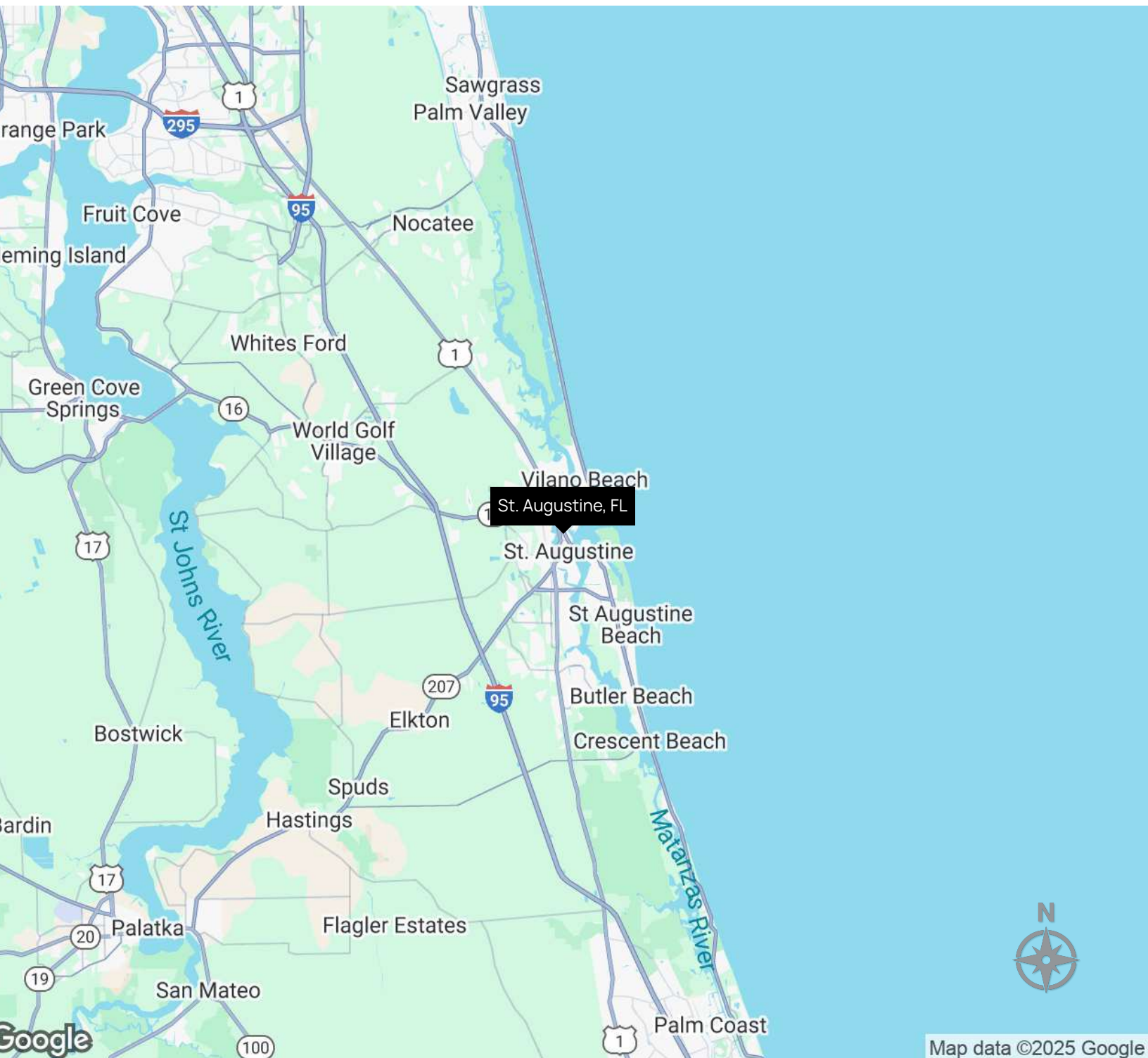
# Location Information

## Section 2



# Regional Map

FOR SALE



**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

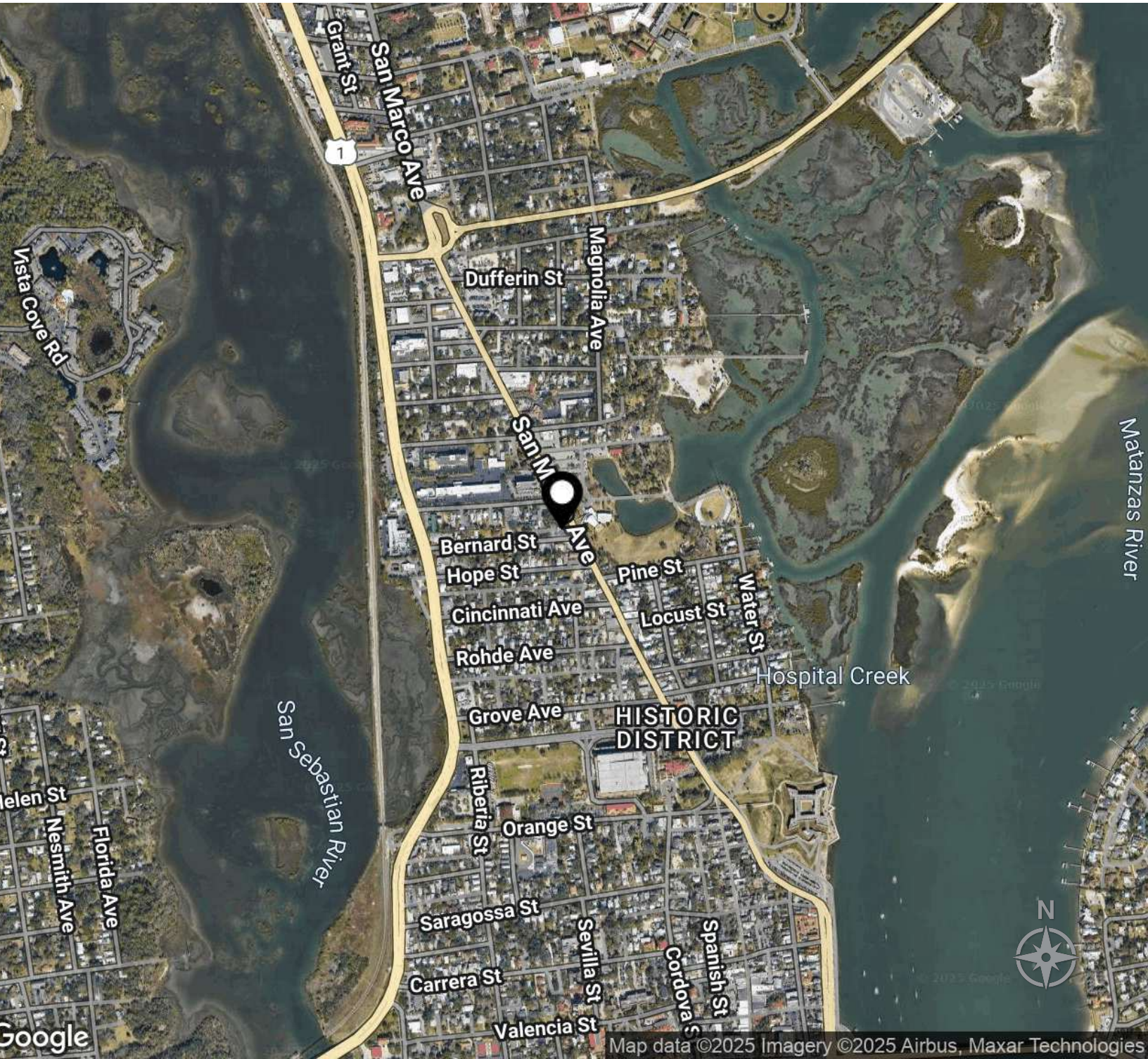
**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



# Location Map

FOR SALE



**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

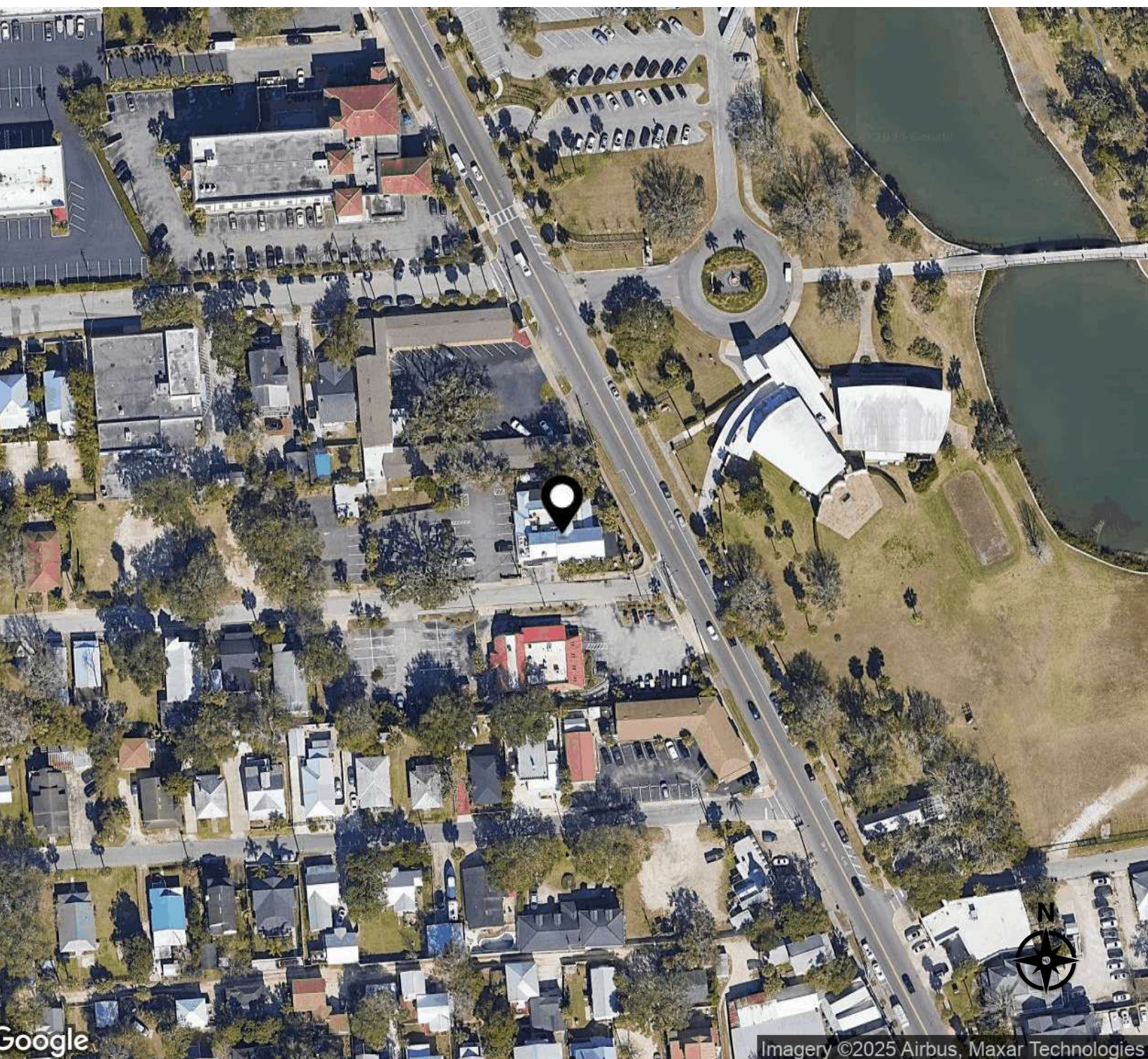
**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



# Aerial Map

FOR SALE



Imagery ©2025 Airbus, Maxar Technologies

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**



# Comparable Restaurant Sales

## Section 3



# Sale Comps

FOR SALE



## Scarlett O'Haras & Dos Gatos

70 Hypolita Street, St. Augustine, FL 32084

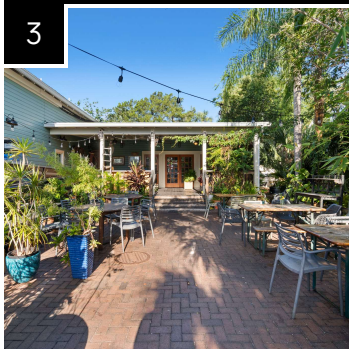
Price:	\$3,950,000	Bldg Size:	5,161 SF
Lot Size:	0.11 Acres	No. Units:	2
Year Built:	1910	Price/SF:	\$765.36



## Culinary Outfitters

173 Shipyard Way, St. Augustine, FL 32084

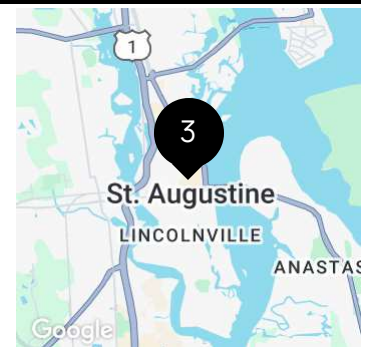
Price:	\$6,868,000	Bldg Size:	5,930 SF
Lot Size:	1.18 Acres	Year Built:	2020
Price/SF:	\$1,158.18		



## The Floridian

72 Spanish Street, St. Augustine, FL 32084

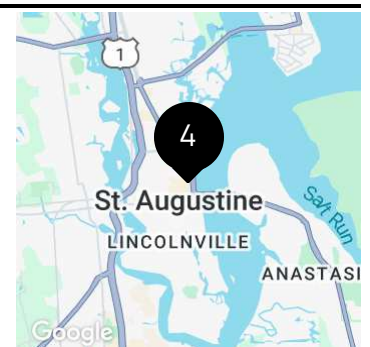
Price:	\$3,800,000	Bldg Size:	5,506 SF
Lot Size:	0.14 Acres	Year Built:	1930
Price/SF:	\$690.16		



## La Pentola

58 Charlotte Street, St. Augustine, FL 32084

Price:	\$3,490,000	Bldg Size:	3,590 SF
Lot Size:	0.21 Acres	Year Built:	1967
Price/SF:	\$972.14		



**Joe Hatin**  
VP, Commercial Division  
O: 904 296 6400 // C: 904 669 5099  
joe.hatin@floridanetworkrealty.com

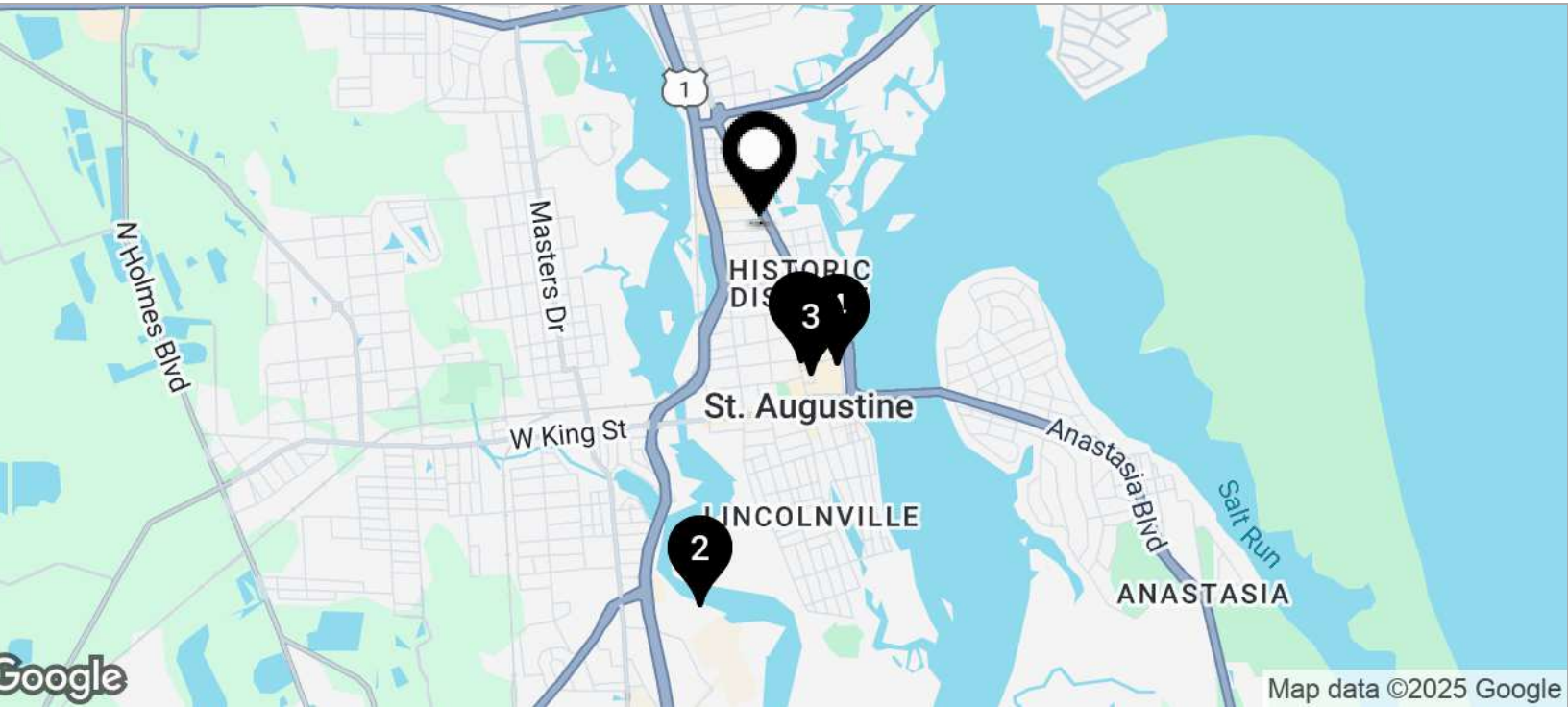
**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

**COMMERCIAL ADVISORS™**

# Sale Comps Map & Summary

FOR SALE



	Name/Address	Price	Deal Status	Price/SF	Bldg Size	Lot Size
★	<b>The Raintree Restaurant</b> 102 San Marco Avenue St. Augustine, FL	\$5,600,000	Subject Property	\$949.15	5,900 SF	0.44 Acres
1	<b>Scarlett O'Haras &amp; Dos Gatos</b> 70 Hypolita Street St. Augustine, FL	\$3,950,000	Sold 4/5/2023	\$765.36	5,161 SF	0.11 Acres
2	<b>Culinary Outfitters</b> 173 Shipyard Way St. Augustine, FL	\$6,868,000	Sold 5/15/2025	\$1,158.18	5,930 SF	1.18 Acres
3	<b>The Floridian</b> 72 Spanish Street St. Augustine, FL	\$3,800,000	Sold 2/6/2025	\$690.16	5,506 SF	0.14 Acres
4	<b>La Pentola</b> 58 Charlotte Street St. Augustine, FL	\$3,490,000	Sold 6/26/2024	\$972.14	3,590 SF	0.21 Acres
Averages		\$4,741,600		\$907.00	5,217 SF	0.42 Acres

**Joe Hatin**  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

FLORIDA NETWORK  
REALTY





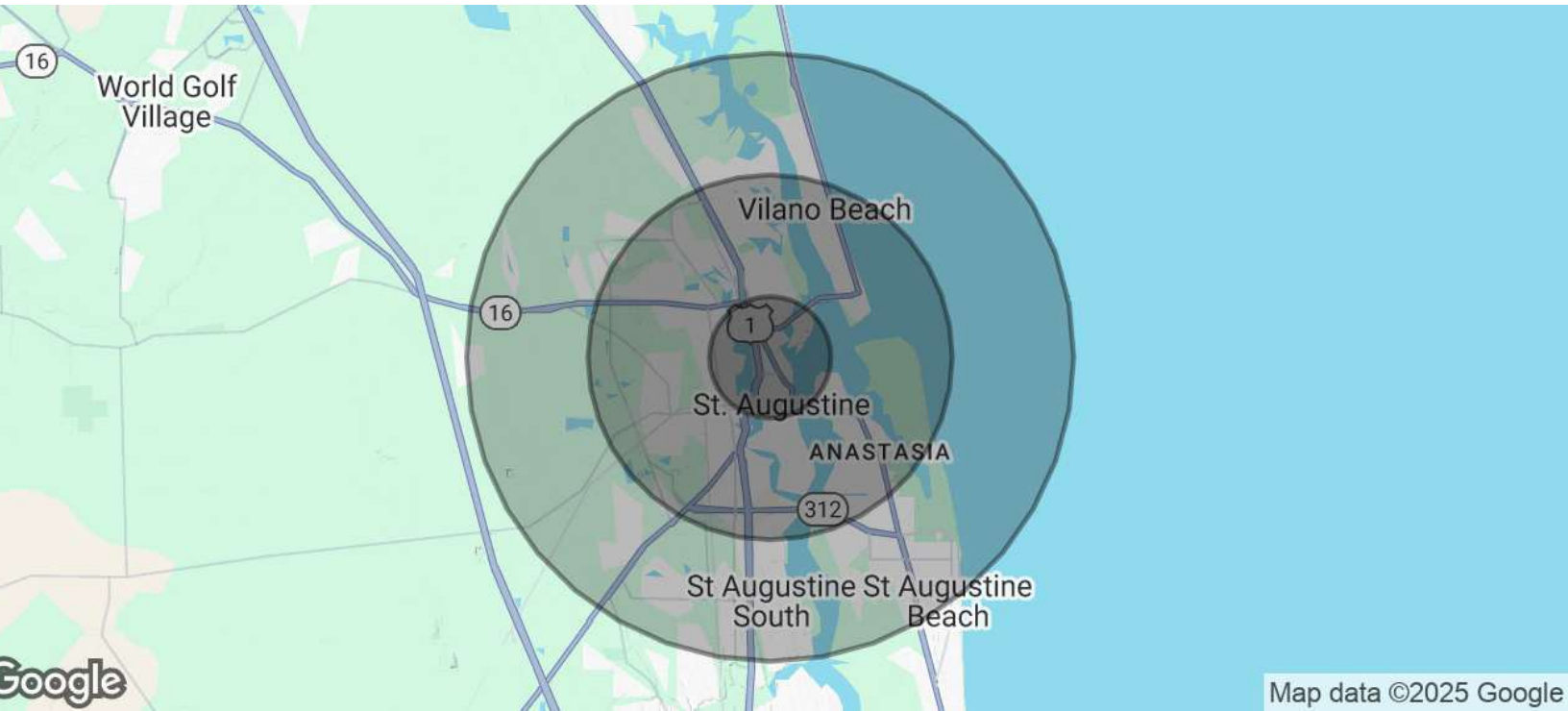


# Demographics

## Section 4

# Demographics Map & Report

FOR SALE



Population	1 Mile	3 Miles	5 Miles
Total Population	4,355	31,999	61,458
Average Age	44	45	46
Average Age (Male)	44	44	45
Average Age (Female)	44	46	47

Households & Income	1 Mile	3 Miles	5 Miles
Total Households	1,835	13,831	26,461
# of Persons per HH	2.4	2.3	2.3
Average HH Income	\$115,281	\$96,698	\$99,460
Average House Value	\$531,550	\$430,989	\$448,378

Demographics data derived from AlphaMap

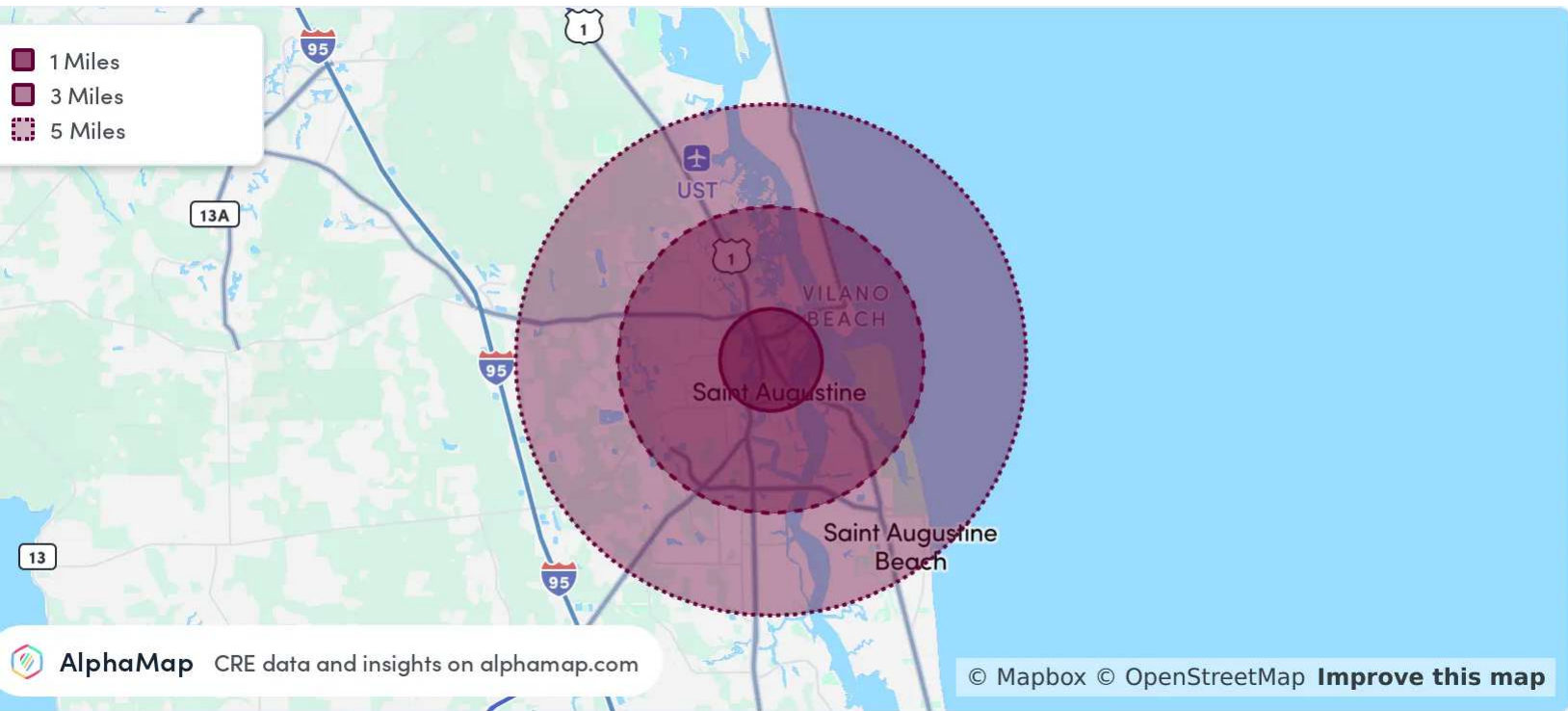
**Joe Hatin**  
VP, Commercial Division  
O: 904 296 6400 // C: 904 669 5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY







Population	1 Mile	3 Miles	5 Miles
Total Population	4,355	31,999	61,458
Average Age	44	45	46
Average Age (Male)	44	44	45
Average Age (Female)	44	46	47

Household & Income	1 Mile	3 Miles	5 Miles
Total Households	1,835	13,831	26,461
Persons per HH	2.4	2.3	2.3
Average HH Income	\$115,281	\$96,698	\$99,460
Average House Value	\$531,550	\$430,989	\$448,378
Per Capita Income	\$48,033	\$42,042	\$43,243

Map and demographics data derived from AlphaMap

Joe Hatin  
VP, Commercial Division  
O: 904.296.6400 // C: 904.669.5099  
joe.hatin@floridanetworkrealty.com

Florida Network Realty  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network-realty>

BERKSHIRE HATHAWAY HOMESERVICES | FLORIDA NETWORK REALTY

COMMERCIAL ADVISORS™

# Advisor Bio

## Section 5





Joe Hatin

VP, Commercial Division

joe.hatin@floridanetworkrealty.com

Direct: 904.296.6400 | Cell: 904.669.5099

## 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

Florida Network Realty  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400

**Joe Hatin**  
VP, Commercial Division  
O: 904 296 6400 // C: 904 669 5099  
joe.hatin@floridanetworkrealty.com

**Florida Network Realty**  
4190 Belfort Rd. Ste. 475  
Jacksonville, FL 32216  
904.296.6400  
<https://www.bhhs.com/florida-network...>

**BERKSHIRE  
HATHAWAY** | FLORIDA NETWORK  
HOMESERVICES REALTY

 **COMMERCIAL ADVISORS™**