

LEASE

RETAIL, RESTAURANT, OFFICE FOR LEASE

31 SAN MARCO AVENUE, ST. AUGUSTINE, FL 32080



Matthew Adams

REALTOR®, Leasing & Sales Agent

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PROPERTY DESCRIPTION

Step into history and bring your business to life at 31 San Marco, a beautifully restored 1885 building located in the heart of St. Augustine's vibrant downtown. This mixed-use property offers flexible leasing options (500 to 900 sq ft), perfect for retail, dining, or professional offices. The building's historic architecture, combined with modern upgrades, creates a unique and inviting space that seamlessly blends old-world charm with contemporary convenience.

The property features large windows that invite natural light, high ceilings, and timeless details, making it an ideal setting for any business looking to stand out. Positioned in a high-traffic area, directly across from the Old Town Trolley Welcome Center and just steps away from Castillo de San Marcos and St. George Street, this building offers exceptional visibility. Foot and vehicle traffic are unmatched, providing the exposure your business needs to thrive.

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Location Benefits

St. Augustine's appeal as a standalone tourist destination has never been stronger, with visitors generating over **\$3.79 billion** in total economic impact between July 2021 and June 2022. The city welcomes **over 3 million visitors annually**, with **2.86 million room nights** booked in paid accommodations. These figures reflect the area's growing popularity among both domestic and international tourists, who are staying longer and spending more.

Business Potential

Whether you're looking to open a retail shop, café, or professional office, 31 San Marco offers the perfect blend of historical charm and commercial opportunity. With a **net benefit of \$53.57 million** to the local economy from tourism, this property positions your business for success in a dynamic and growing market.

Key Highlights for Prospective Tenants:

- **Tourist Spending Power:** Visitors spent over \$2.47 billion directly in St. Johns County, on accommodations, dining, shopping, and entertainment, making it a lucrative location for retail, dining, and service-oriented businesses.
- **High Foot and Vehicle Traffic:** Located across from the Old Town Trolley Welcome Center, this property experiences high visibility with 50 pedestrians per hour and 1,500 vehicles per hour passing by—ensuring a steady flow of potential customers.
- **Demographic Advantage:** The typical visitor boasts a median household income of \$99,400, indicating a wealthy and engaged consumer base.
- **Proximity to Attractions:** Just steps from Castillo de San Marcos and St. George Street, this location is ideal for businesses looking to attract both tourists and locals exploring the historic downtown.

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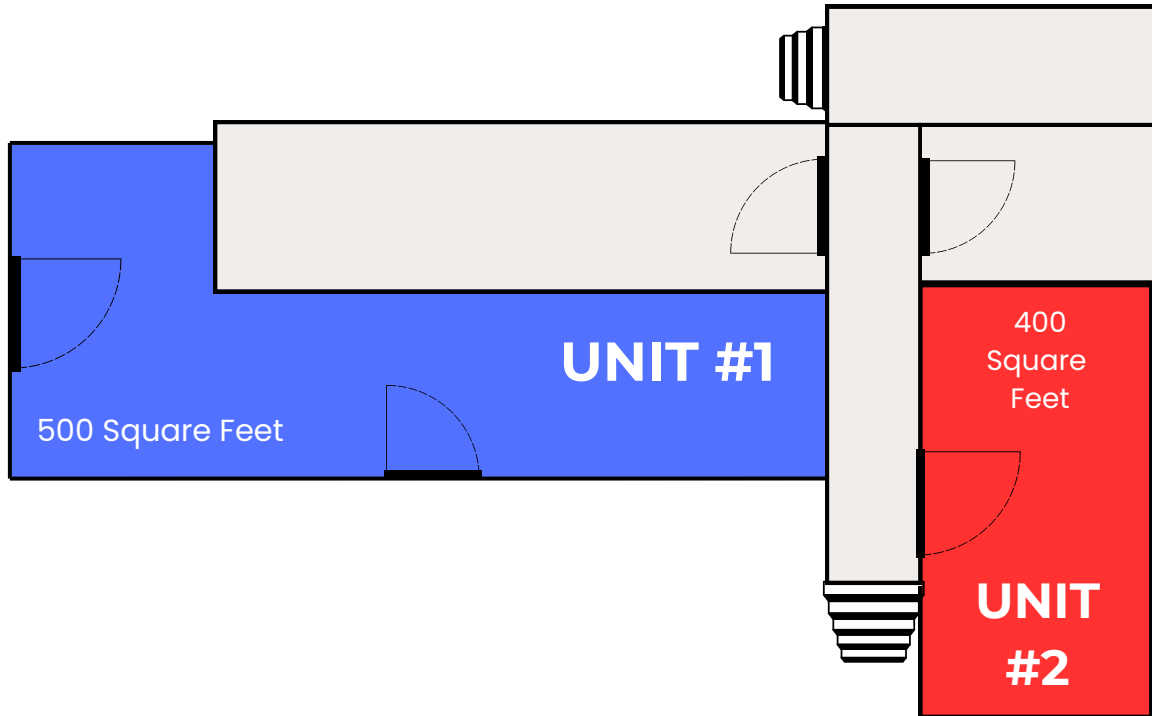
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OFFERING SUMMARY

Presenting a unique opportunity to lease flexible commercial spaces in one of St. Augustine's most desirable locations. Situated at the heart of the historic district, 31 San Marco Avenue offers high-visibility, prime real estate ideal for retail, office, or boutique business ventures. Whether you lease one unit or both, you'll benefit from unmatched visibility and vibrant surrounding community.

With a \$8/sqft CAM rate, this leasing opportunity offers premium space with flexible terms in St. Augustine's bustling historic district. Take advantage of the building's excellent visibility and proximity to popular tourist attractions. Perfect for retail, office, or boutique businesses.

MARKET RENTAL RATES

Lease Rate: (UNIT #1)	\$96/sqft/yr	500 sqft	\$4,000/month
Lease Rate: (Unit #2)	\$75/sqft/yr	400 sqft	\$2,500/month
Lease Rate: (Combined)	\$86/sqft/yr	900 sqft	\$6,500/month

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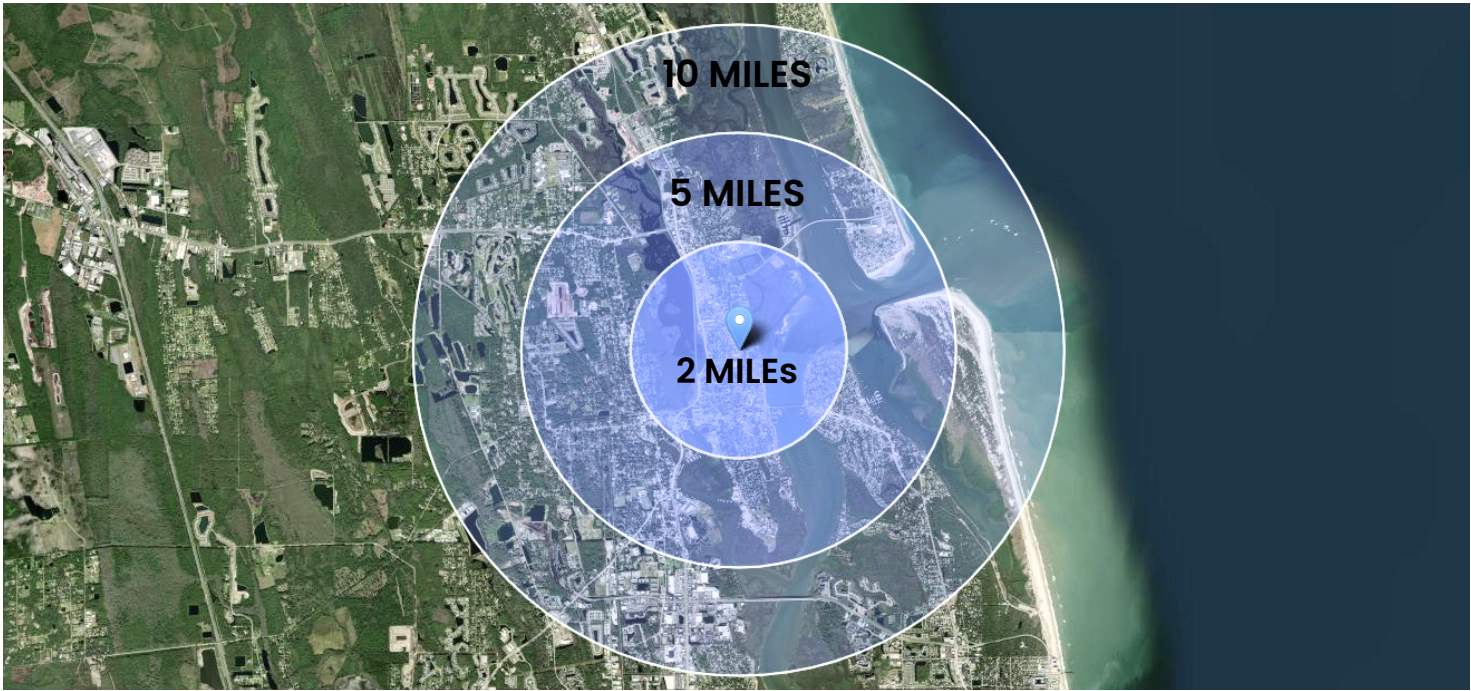
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POPULATION	2 MILES	5 MILES	10 MILES
Total Population	15,846	58,480	103,212
Average Age	45.2	47.2	49.9
2029 Population Projection	26,561	94,737	170,812
Bachelor's Degree or Higher	31%	32%	34%

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
2024 Households	8,657	30,524	55,167
Annual Growth 2024-2029	6.7%	6.6%	6.7%
Total Specified Consumer Spending (\$)	\$262.1 M	\$965.9 M	\$1.8 B
Average Household Income	\$93,469	\$95,345	\$97,694

2024 CoStar - Demographics Report

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PROFESSIONAL BACKGROUND

As a Commercial Real Estate Agent, I specialize in working with both tenants and landlords to facilitate leasing, acquisition, and development opportunities. I assist property owners in maximizing the value of their commercial assets, whether through tenant placement or by guiding acquisition strategies. My focus includes multifamily investment properties, retail spaces, and large-scale real estate development projects.

On the leasing side, I collaborate closely with tenants to identify spaces that meet their business needs while negotiating favorable lease terms on their behalf. I work with landlords to market their properties effectively, ensuring high occupancy and aligning tenant selection with their financial objectives. This approach helps maintain and grow the asset's value while fostering long-term tenant relationships.

On the acquisition and investment side, I apply my expertise in market analysis and financial modeling to evaluate potential investments, focusing on multifamily properties, Section 8 housing, and student housing projects. My background in real estate development allows me to guide clients through complex transactions, from due diligence to final closing, ensuring that both investors and developers achieve their goals in a competitive marketplace.

EDUCATION

M.S. in Real Estate Development from Nova Southeastern University, Fort Lauderdale, Florida

B.S. in History from Keene State College, Keene, New Hampshire

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