

±0.73 Acre Retail/Office Outparcel Opportunity

60 Harper Lane
St. Johns, FL 32259

FOR LEASE:

\$70,000 NNN

FOR SALE:

OPTION 1

\$1,100,000

(±0.73 acres Vacant Land)

OPTION 2

\$2,900,000

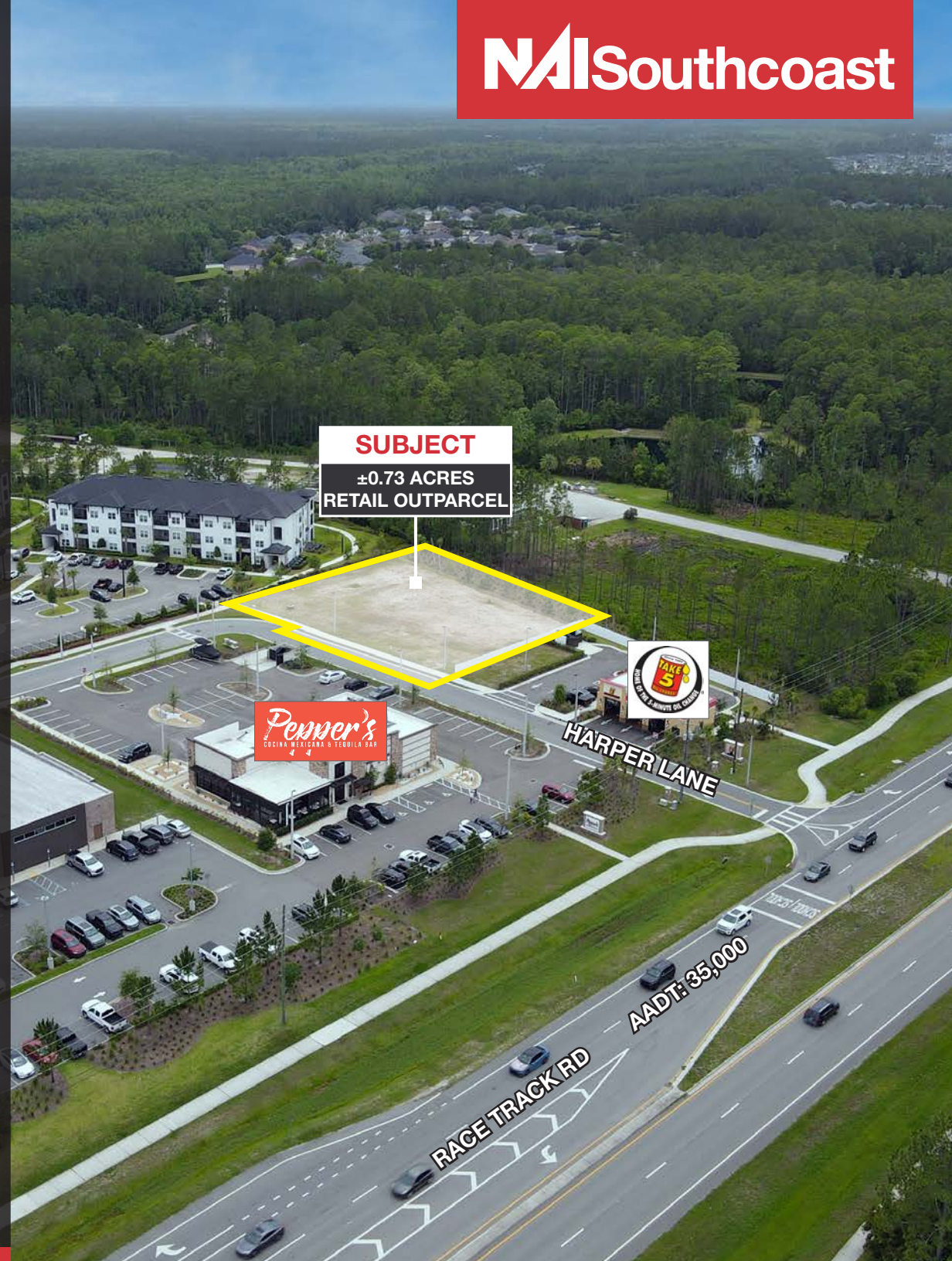
(±1.35 acres including Take 5 Oil Change)

Reid Armor

Sales Associate

+1 772 631 4248

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SUBJECT

**±0.73 ACRES
RETAIL OUTPARCEL**



HARPER LANE

RACE TRACK RD

AADT: 35,000

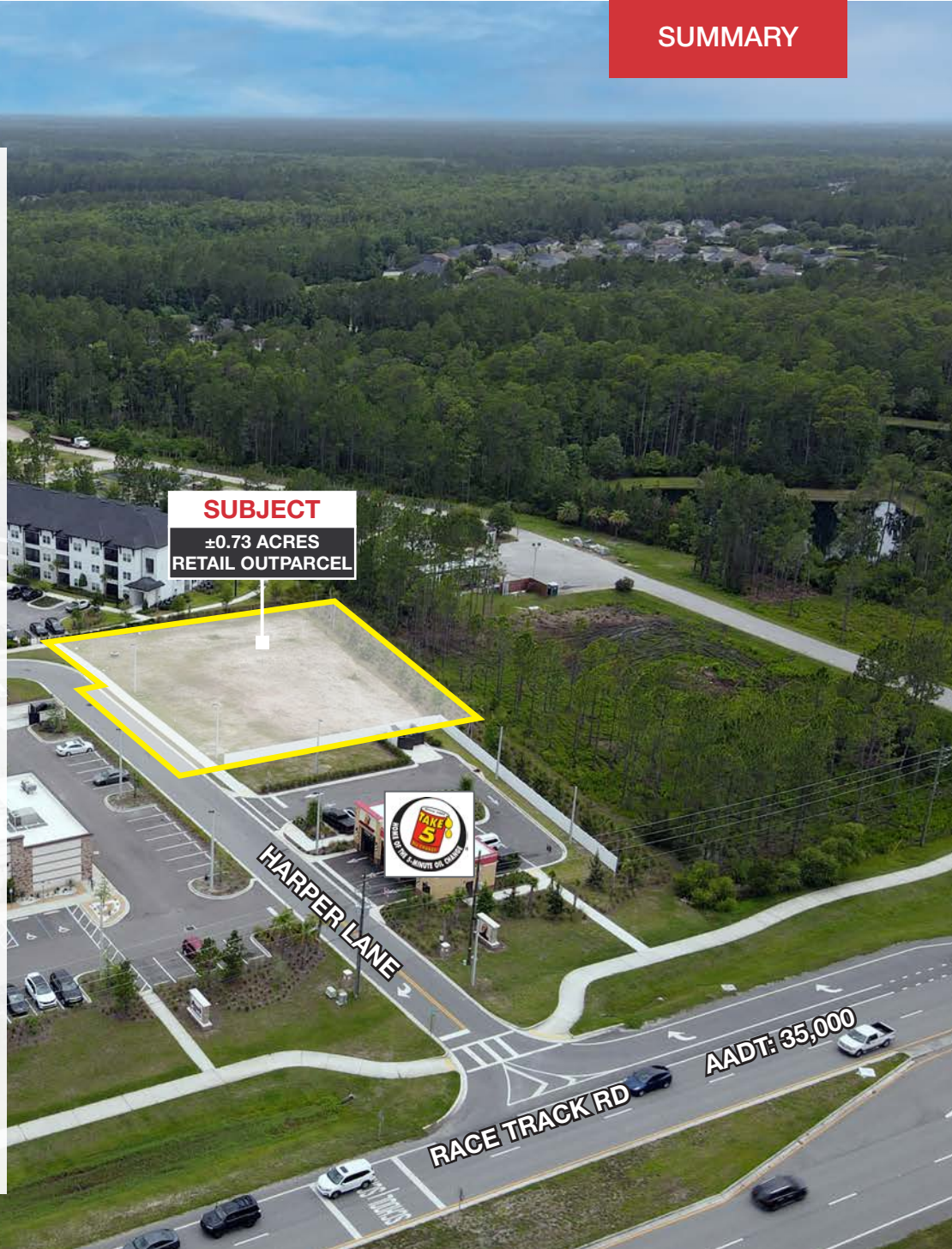
Property Details

- Address: 60 Harper Lane, St. Johns, FL 32259
- Lease Rate: \$70,000 NNN
- Sale Price: \$1,100,000 (± 0.73 acres Vacant Land)
\$2,900,000 (± 1.35 acres incl. Take 5 Oil Change)
- Lot Size: ± 0.73 Acres
- Zoning: PUD

Property Overview

This ± 0.73 -acre outparcel sits directly in front of Aria Durbin Creek, a new luxury apartment community, and offers a well-located opportunity within the fast-growing Durbin Creek Crossings development. With direct frontage on Race Track Road—a major east-west corridor with more than 35,000 cars passing daily—the site enjoys excellent visibility and easy access just west of St. Johns Parkway. The surrounding area is home to a strong mix of national brands, including Aldi, Starbucks, Take 5, Taco Bell, and Burger King, all drawing consistent traffic to this busy retail corridor.

Durbin Creek Crossings is seeing explosive growth as new housing, retail, and service businesses continue to move in to meet rising demand. The property benefits from convenient access points, a built-in customer base from surrounding neighborhoods, and strong local demographics. Zoned for retail use and part of a thriving mixed-use environment, this parcel is well positioned for businesses looking to establish a presence in one of St. Johns County's most active development zones.

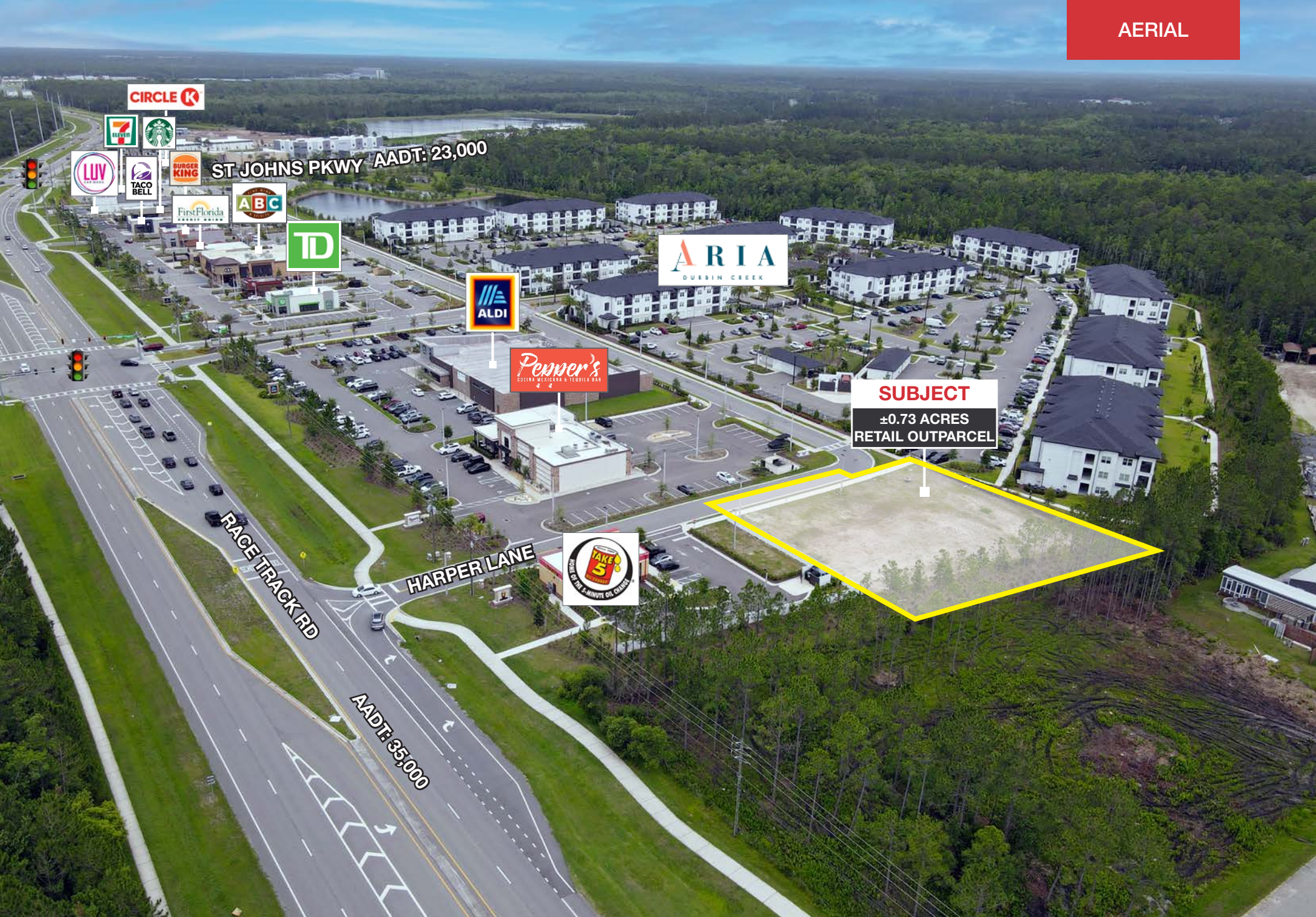


AADT: 35,000
RACE TRACK RD

Property Highlights

- Prime 0.73-acre pad located within **Durbin Creek Crossings**, a fast-growing 20-acre mixed-use development in Northern St. Johns County, featuring a high-quality tenant lineup including Aldi, Starbucks, Take 5 Oil Change, Taco Bell, Burger King, Luvs Car Wash, and Ellianos Coffee.
- Positioned along **Race Track Road**, a heavily trafficked east-west connector and key retail artery, offering excellent exposure to consistent daily commuter flow.
- One of the **last available development parcels** along Race Track Road within the Durbin Creek Crossings area, just west of St. Johns Parkway and surrounded by established national and regional retailers.
- Strategically located on the **“commute-to-work” side** of Race Track Road, offering convenient ingress/egress for drivers accessing Interstates 95, 295, and 9B toward key employment hubs in Jacksonville’s Beaches and Southside areas.
- Directly fronts **Aria Durbin Creek**, a luxury apartment community that supports strong nearby residential density and walkable traffic, reinforcing demand for daily-needs and quick-service retail.
- Surrounded by **affluent residential neighborhoods** and master-planned communities, contributing to a robust customer base and consistent retail demand in one of Florida’s fastest-growing counties.







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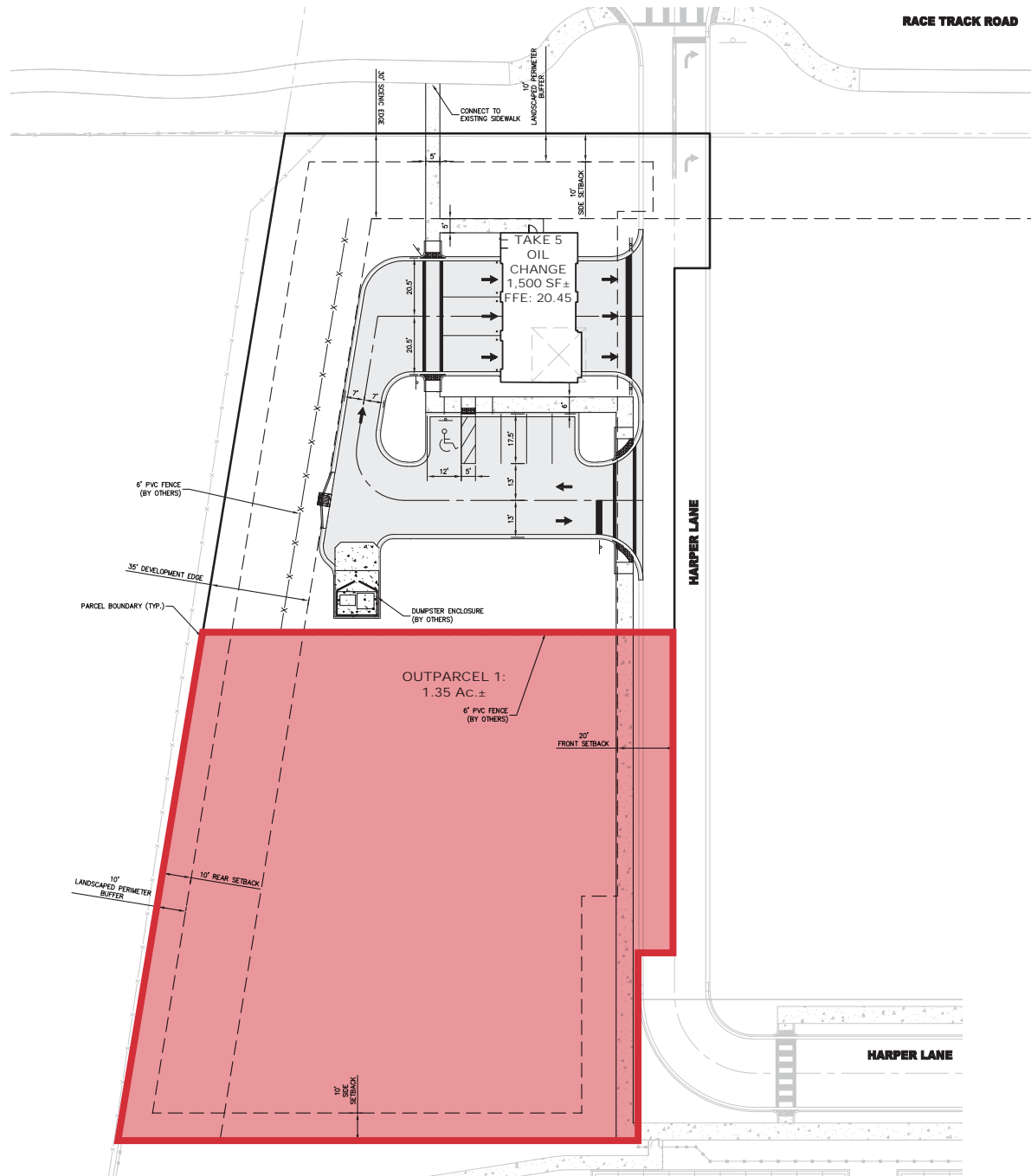
Pepper's
COCINA MEXICANA & TEQUILA BAR

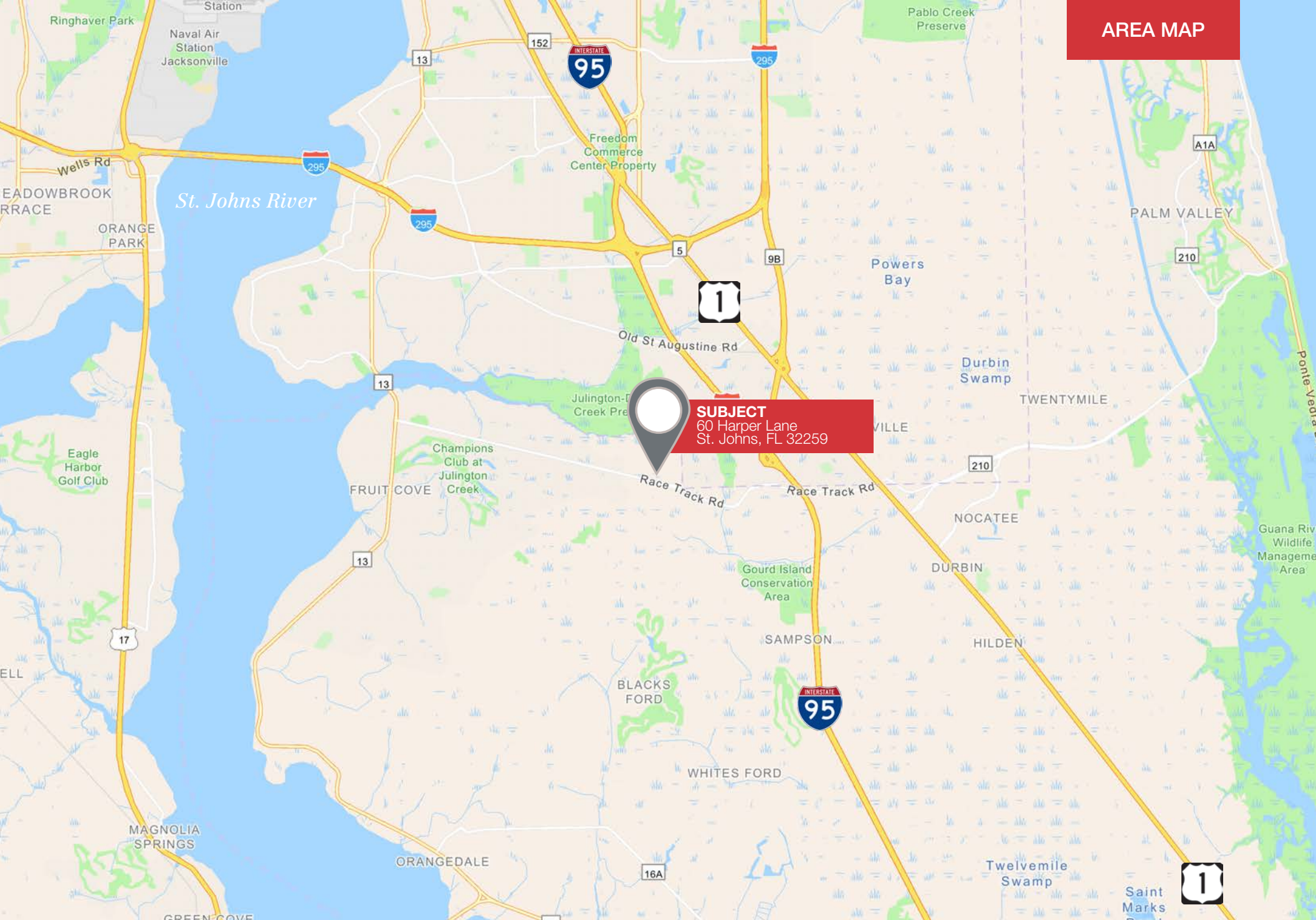
TAKE 5
HOW TO GET 5-MINUTE OIL CHANGES

**OPTION 2:**

±1.35 acres including Take 5 Oil Change
\$2,900,000

*Contact the listing agent for more information
regarding Take 5 Financials & Lease Summary.*





SUBJECT
60 Harper Lane
St. Johns, FL 32259

60 Harper Ln, Saint Johns, Florida, 32259 2
Ring: 1 mile radius



KEY SPENDING FACTS



NAISouthcoast
COMMERCIAL REAL ESTATE SERVICES

Source: This infographic contains data provided by Esri (2025, 2030), Esri-Data Axle (2025), Esri-U.S. BLS (2025).

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Spending facts are average annual dollars per household

Population

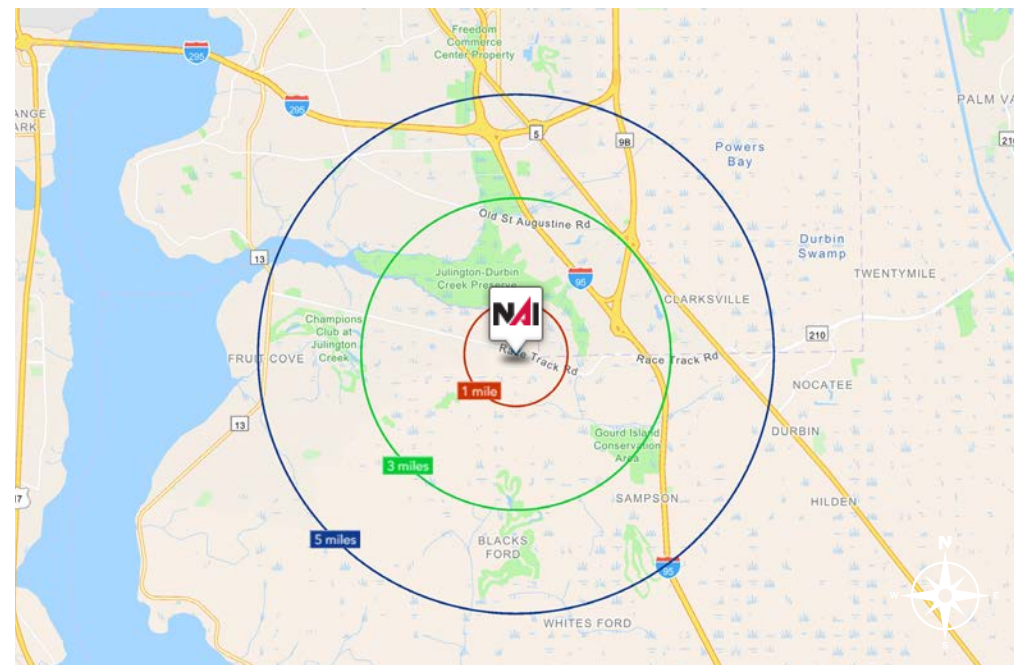
| | |
|---------|---------|
| 1 Mile: | 5,760 |
| 3 Mile: | 51,271 |
| 5 Mile: | 128,486 |

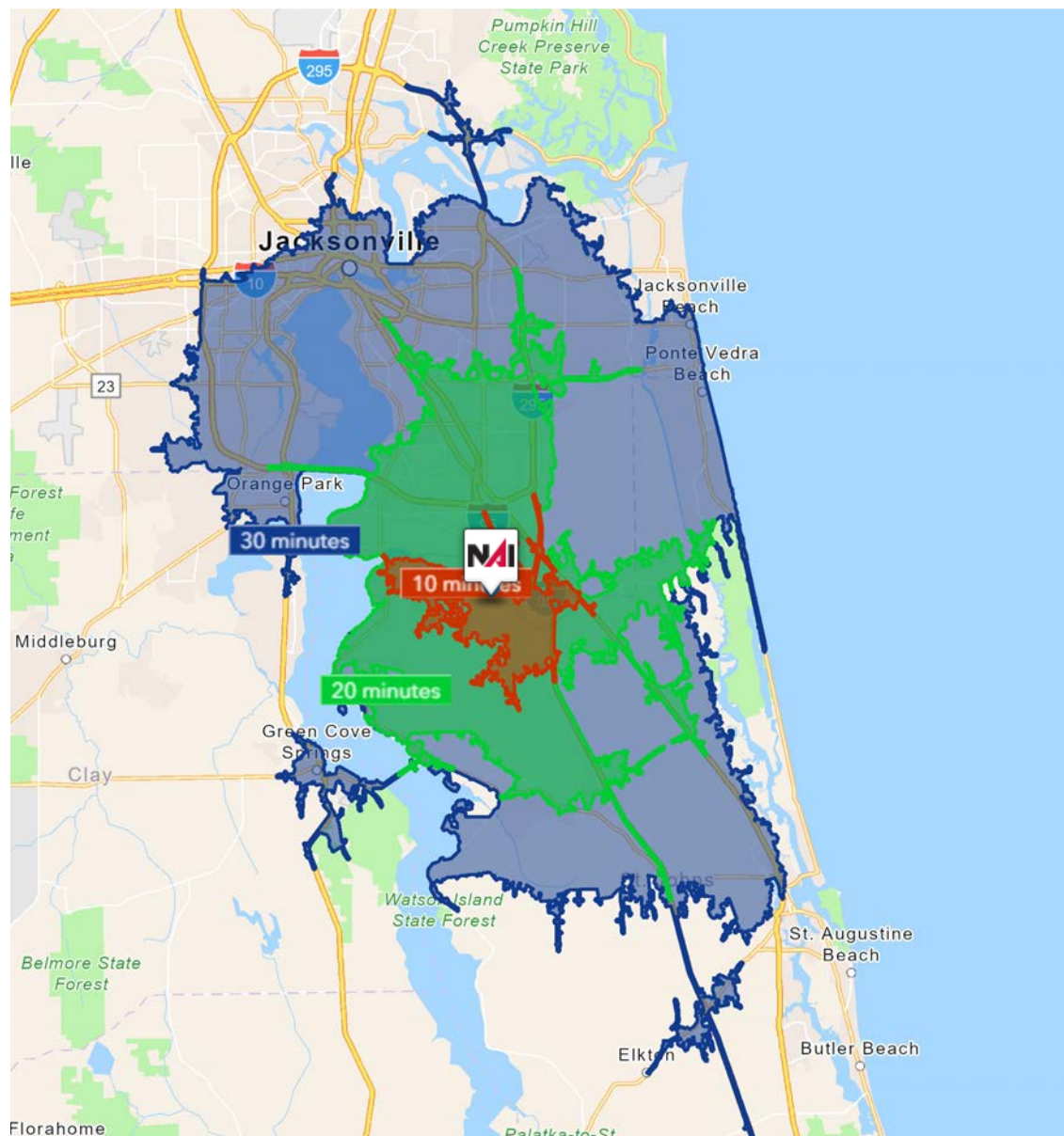
Average Household Income

| | |
|---------|-----------|
| 1 Mile: | \$186,231 |
| 3 Mile: | \$154,175 |
| 5 Mile: | \$158,444 |

Median Age

| | |
|---------|------|
| 1 Mile: | 36.4 |
| 3 Mile: | 37.1 |
| 5 Mile: | 39.3 |





| 10 Minutes | 20 Minutes | 30 Minutes |
|---|---|---|
| 22,598 2010 Population | 188,717 2010 Population | 713,572 2010 Population |
| 42,621 2025 Population | 328,352 2025 Population | 966,135 2025 Population |
| 2.15% 2025-2030 (Annual) Est. Population Growth | 2.27% 2025-2030 (Annual) Est. Population Growth | 1.41% 2025-2030 (Annual) Est. Population Growth |
| 38.4 2025 Median Age | 39.7 2025 Median Age | 39.5 2025 Median Age |
| \$171,384 Average Household Income | \$141,685 Average Household Income | \$118,668 Average Household Income |
| 66.0% Percentage with Associates Degree or Better | 63.8% Percentage with Associates Degree or Better | 54.2% Percentage with Associates Degree or Better |
| 79.3% Percentage in White Collar Profession | 74.3% Percentage in White Collar Profession | 67.0% Percentage in White Collar Profession |

City of St. Johns, Florida

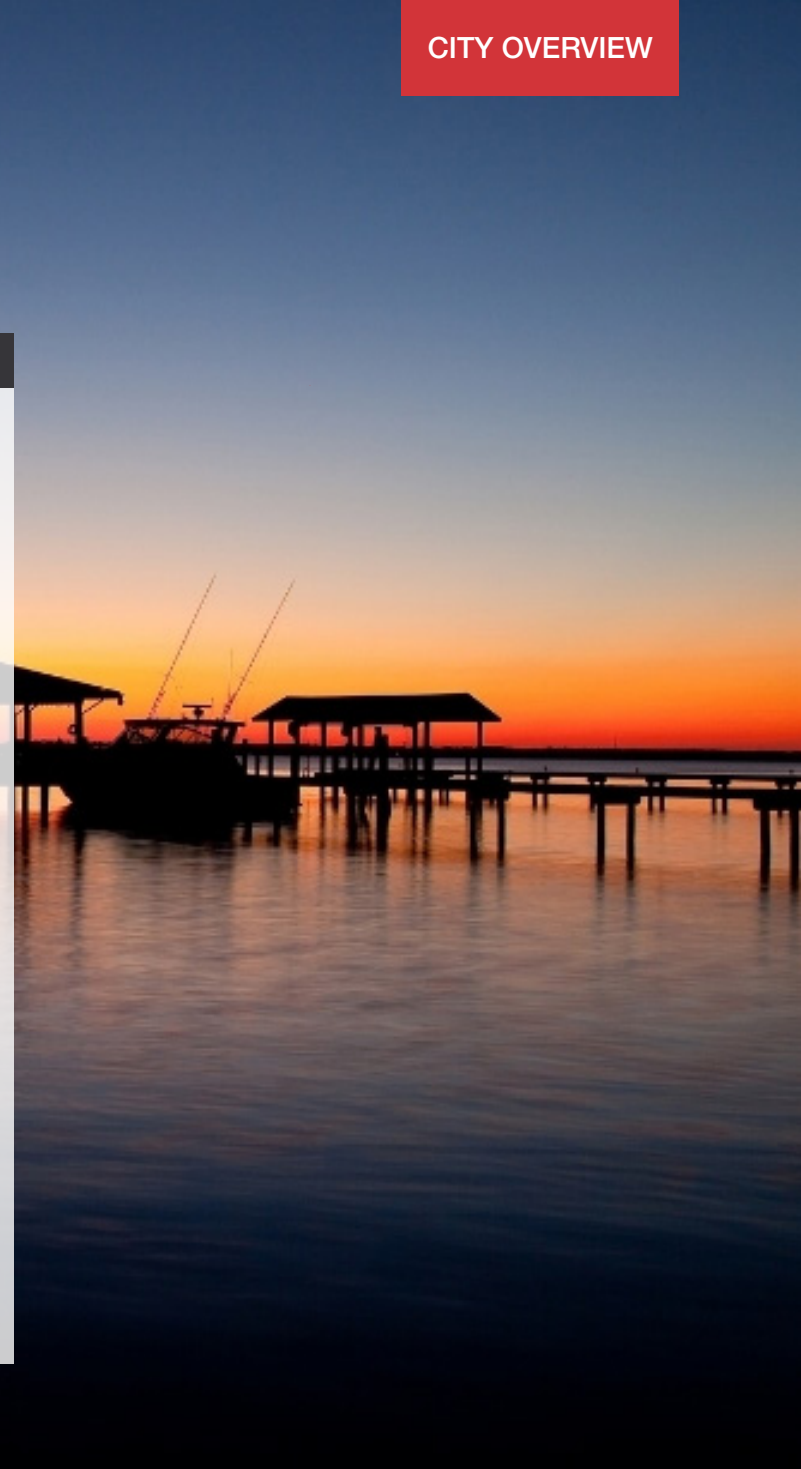
St. Johns, Florida is a thriving, high-growth community located in the northwestern region of St. Johns County—one of the fastest-growing and most affluent counties in Florida and the nation. Situated just south of Jacksonville and strategically positioned between Jacksonville and historic St. Augustine, the area offers exceptional regional connectivity via major highways including I-95 and US-1. This prime location ensures consistent consumer traffic and strong demographic fundamentals, making it ideal for retail investment.

The local population has surged in recent years, driven by the success of nearby master-planned communities such as Nocatee and Durbin Park. This rapid residential expansion has fueled a parallel rise in commercial development, with new retail centers, restaurants, and service-based businesses entering the market to meet increasing demand. Anchored retail destinations like Durbin Park Town Center—one of Northeast Florida's largest mixed-use developments—have become key economic drivers and traffic generators for the area.

St. Johns is particularly attractive to national retailers and quick-service restaurants due to its favorable income levels, population growth, and limited retail saturation. The area's highly ranked public school system draws a stable, family-oriented demographic, creating strong daytime and evening foot traffic—ideal for retail tenants seeking long-term viability.

Retail ground lease properties in this market benefit from sustained low vacancy rates, increasing consumer spending, and ongoing infrastructure investment. With new rooftops driving demand and limited land availability for commercial development, retail pad sites in St. Johns are highly coveted for their long-term ground lease potential.

Backed by strong demographics, strategic location, and continued residential and commercial expansion, St. Johns represents one of Northeast Florida's most compelling markets for ground lease retail investment.



St. Johns County, Florida

St. Johns County, located in Northeast Florida within the Jacksonville metropolitan area, is one of the oldest counties in the state and has become one of the fastest-growing. Spanning over 800 square miles, including more than 40 miles of coastline, the county has experienced significant population growth in recent years. The population increased from around 273,000 in 2020 to more than 320,000 by 2023, with the St. Johns community alone accounting for over 100,000 residents. This growth has been supported by new residential developments, high-quality schools, and convenient access to Jacksonville.

Tourism plays a central role in the county's economy, anchored by attractions in historic St. Augustine and destinations such as the World Golf Village and TPC Sawgrass in Ponte Vedra Beach. Beyond tourism, the area supports a mix of industries including aerospace, biomedical manufacturing, and logistics. Its business-friendly environment—with low taxes, modern infrastructure, and a strategic location near major transportation routes—continues to attract investment and corporate relocations.

The county's public school system is consistently ranked among the best in Florida, and new campuses are being added to support the growing number of families moving into the area. Community amenities, planned developments, and expanding commercial centers are helping to meet rising demand for services, retail, and healthcare while contributing to overall livability and sustained growth.

Local attractions add to the region's appeal and support a strong tourism sector. St. Augustine features preserved historic landmarks such as Castillo de San Marcos and the Lincolnville Historic District. Outdoor destinations like Anastasia State Park, coquina quarries, and Ponte Vedra Beach offer abundant recreation opportunities. Cultural venues, including the Ponte Vedra Concert Hall and various seasonal events, help make St. Johns County a vibrant and desirable place to live and visit.





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