

**3.45 AC C-2 INFILL SITE | ±8,430 SF | NORTH PHOENIX**

**1939 WEST CACTUS ROAD, PHOENIX, AZ 85029**



**FOR SALE/LEASE**

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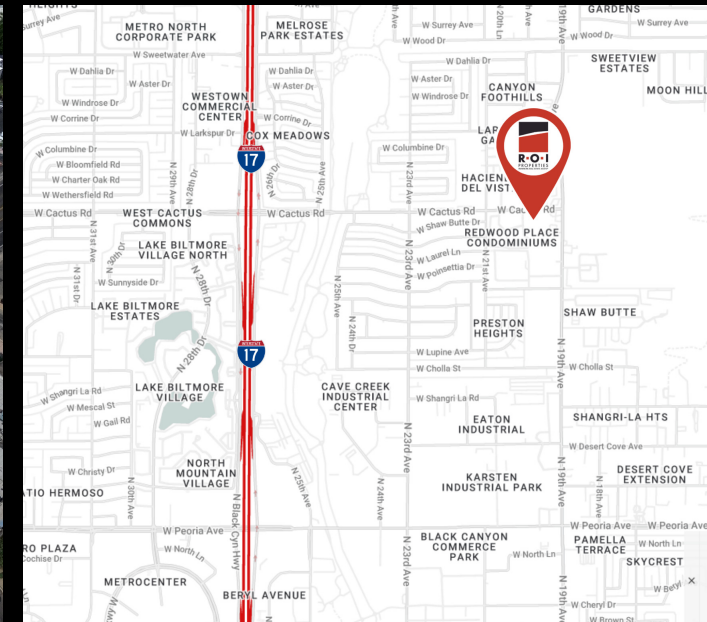
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# EXECUTIVE SUMMARY

ADDRESS:	1939 West Cactus Road
SALE PRICE:	\$3,700,000
LEASE PRICE:	\$30k/mo + NNN
ESTIMATED NNN:	~\$0.35/SF/mo
BUILDING SIZE (SF):	±8,430 SF (5,939 SF Office / 2,016 SF Warehouse / 475 SF Utility)
LOT SIZE:	150,431 SF   3.45 AC
ZONING:	C-2 (City of Phoenix)
APN:	149-05-005-A
YEAR BUILT:	1988
TRAFFIC COUNT (VPD):	18,485 VPD on W Cactus
2025 TAXES:	\$25,950.14
TENANCY:	Month-To-Month DO NOT DISTURB TENANT

3.45 acres of C-2 commercial infill along W Cactus Rd just west of N 19th Avenue, North Phoenix, offered at \$3,700,000 (\$1.07M/AC). The site delivers 178 striped, paved, and fenced parking spaces (21/1,000 SF), three masonry buildings totaling ±8,430 SF (1988), and 18,485 VPD on W Cactus. Existing C-2 zoning supports retail PAD, owner-user occupancy, vehicle-intensive operations, and ground-up redevelopment without rezoning. An established RV rental tenant occupies the property on a month-to-month basis, delivering optionality to maintain interim income through close or deliver vacant at the buyer's election.

Three actionable paths for ownership. (1) PAD or QSR developer takes advantage of by-right C-2 retail uses on a corridor already proven by Circle K and Anytime Car Wash adjacent and QT, In-N-Out, 7-Eleven, and Lowe's anchoring the broader W Cactus and I-17 trade area. (2) Owner-user occupies ±8,430 SF of office, warehouse, and utility improvements with 178 striped spaces. (3) Redevelopment group land-banks or scrapes for ground-up commercial. I-17 is immediately west; Loop 101 and the Deer Valley industrial corridor and airport are within ten to fifteen minutes.



# PROPERTY HIGHLIGHTS



## PROPERTY HIGHLIGHTS

- 3.45 AC C-2 commercial infill on W Cactus Rd, North Phoenix
- W Cactus Rd frontage with 18,485 VPD and dual access points
- C-2 by-right uses include QSR, medical, dental, auto, childcare, self-storage, flex, and office
- 178 paved, striped, fenced parking spaces for fleet, RV, equipment, or vehicle-intensive use
- ±8,430 SF across three masonry buildings (office, warehouse, utility), built 1988
- Month-to-month RV rental tenant; deliver vacant or maintain income
- I-17 access under 2 minutes; Loop 101 and Deer Valley Airport within 15 minutes
- All utilities in place
- Suitable for retail PAD, QSR, owner-user, vehicle-intensive operations, or ground-up redevelopment

# RETAIL MAP



# SUBMARKET OVERVIEW










Located along the W Cactus Rd corridor just west of N 19th Avenue, the property is situated within a highly established North Phoenix commercial trade area characterized by strong traffic counts, mature residential density, and a diverse mix of retail, medical, automotive, and service-oriented businesses. The surrounding corridor is anchored by national retailers, quick-service restaurants, grocery centers, and medical office users that generate consistent daytime activity and consumer traffic throughout the area.

The property also benefits from excellent regional connectivity, with convenient access to both Interstate 17 and Loop 101, allowing efficient movement throughout the Phoenix metropolitan area. Major employment hubs including the Deer Valley industrial corridor and Deer Valley Airport are located within approximately fifteen minutes of the site, supporting continued demand from industrial, logistics, service, and office-related users. The surrounding residential neighborhoods provide a stable workforce base and long-term consumer demand, while ongoing commercial growth throughout North Phoenix continues to strengthen the corridor's investment appeal. The combination of infill location, accessibility, and surrounding commercial activity positions the property within one of the Valley's most active and functional commercial submarkets.



# PROPERTY USE MATRIX

Permitted uses under C-2 (Phoenix Zoning Ordinance Section 623)

USE	TYPICAL PAD	C-2 STATUS
Retail / storefront	0.5 to 2.0 AC	 By right
Restaurant (no drive-thru)	0.5 to 1.0 AC	 By right
Restaurant / QSR with drive-thru	0.5 to 1.5 AC	 Use permit
Medical / dental / urgent care	0.75 to 1.5 AC	 By right
Childcare / daycare	1.0 to 1.5 AC	 Use permit
Auto service / tire / oil	0.5 to 1.5 AC	 By right
Car wash	0.75 to 1.5 AC	 Use permit
Self-storage / mini-storage	2.0 to 4.0 AC	 Special permit
Flex / office / R&D	0.5 to 2.0 AC	 By right

Source: Phoenix Zoning Ordinance Sections 623 and 647. Pad sizes reflect typical tenant prototype requirements. Buyer to verify uses and entitlements with the City of Phoenix Planning and Development Department.

# SBA LOAN PITCH: SAMPLE TERMS

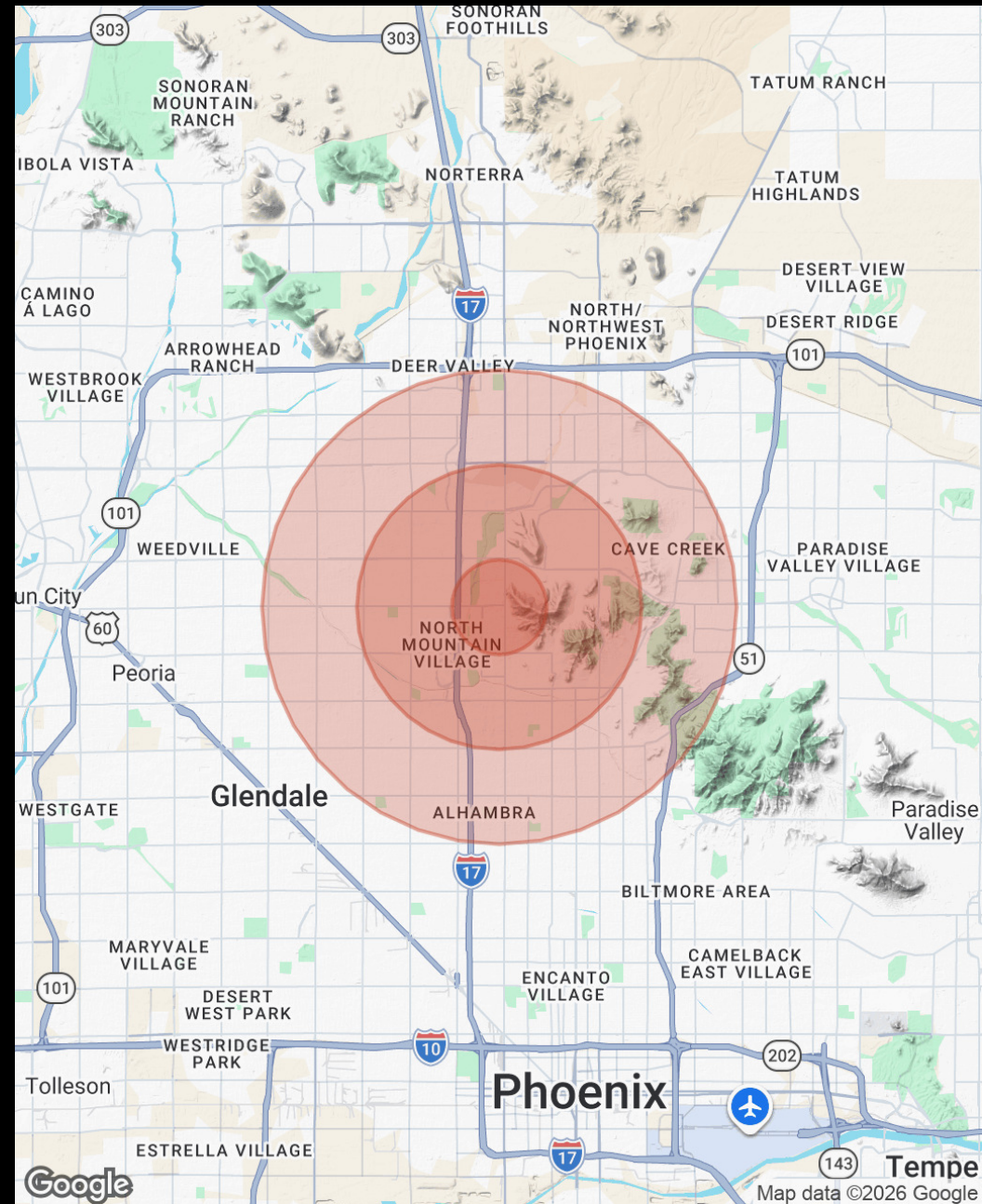
LENDER NUMBER	LENDER TYPE	RECOURSE	LOAN AMOUNT	MAX LTV	LOAN PROGRAM	TODAY'S RATE	MONTHLY PAYMENT	TOTAL POINTS*	LENDER FEES	TIME TO CLOSE	PREPAYMENT PENALTY
1991	SBA	Yes	\$3,700,000	100%	Quarterly Adjustable - 25 Years Amortized 25 Years Maturity	8.25%	\$29,173	1.00%	\$2,200	8 Weeks	3 Years
1152	SBA	Yes	\$3,330,000	90%	5/25 10 Years Maturity	6.907%	\$23,339	2.00%	\$750	8 Weeks	5 Years
778	Credit Union	Yes	\$2,960,000	80%	5/30 10 Years Maturity	6.93%	\$19,554	1.50%	\$0	8 Weeks	3 Years
213	Bank	Yes	\$2,960,000	80%	5/20 20 Years Maturity	7.27%	\$23,431	1.50%	\$600	8 Weeks	5 Years
817	Bank	Yes	\$2,775,000	75%	5/25 10 Years Maturity	6.3%	\$18,392	1.25%	\$2,500	6 Weeks	3 Years
101	Credit Union	Yes	\$2,775,000	75%	5/25 10 Years Maturity	6.65%	\$18,998	1.15%	\$750	5 Weeks	No

\*Rates subject to change, data from 6/1/26, courtesy of Fred Owens at CommLoans

# DEMOGRAPHIC REPORT

POPULATION	1 MILE	3 MILES	5 MILES
Total Population	17,521	139,441	414,944
Average Age	36.1	37.4	38.4
Average Age (Male)	33.3	36.1	37.2
Average Age (Female)	38.1	38.5	39.7
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total Households	6,572	55,130	166,933
# of Persons per HH	2.7	2.5	2.5
Average HH Income	\$74,797	\$88,294	\$93,027
Average House Value	\$326,230	\$365,080	\$381,234

2023 American Community Survey (ACS)





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FOR MORE INFORMATION VISIT  
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