



MHG Commercial
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1702 E McNair Drive
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±77.5 Acre Former Golf Course Redevelopment Opportunity

Overgaard, AZ Navajo County

MHG Commercial is pleased to present a rare and compelling redevelopment opportunity: a ±77.5-acre former golf course located in Overgaard, Arizona. This expansive site offers a unique combination of existing infrastructure, multiple parcels, and flexible zoning, making it highly attractive for developers seeking a scalable, phased project.

Unlike typical raw land offerings, this property is development-ready with key utilities already in place, including an on-site well and a fully permitted wastewater treatment facility—a significant cost and timeline advantage. The property's blend of residential (R1-10) and special development (SD) zoning creates a wide range of potential uses, from residential subdivisions to resort-style or mixed-use concepts.

\$3,200,000



David Pierce

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PROPERTY OVERVIEW

Property Detail	Information
Total Acreage	±77.54 Acres
Parcel Count	Multiple (see breakdown below)
Zoning Breakdown	±42.83 Acres – R1-10 (Residential)
	±34.71 Acres – SD (Special Development)
Existing Improvements	±7,405 SF total across site
Asking Price	\$3,200,000



INFRASTRUCTURE & UTILITIES



Wastewater Treatment Facility

- ADEQ permitted facility on-site
- Permitted flow rate: 48,300 gallons/day
- Designed for long-term operational use (not temporary infrastructure)
- Significant cost savings vs. new system installation

Water

- Private well on-site
- Reduces dependency on municipal expansion

Power

- Existing power available to site



Overgaard represents one of Arizona's most compelling high-country lifestyle markets. Where tourism, second-home demand, and limited developable land converge to create a unique opportunity for large-scale, destination-oriented development.



LOCAL AREA OVERVIEW

OVERGAARD / HEBER-OVERGAARD, AZ



Market Positioning

- Located in Navajo County, Arizona, part of the White Mountains / Mogollon Rim region
- Elevation: ~6,500+ feet → cooler climate vs. Phoenix
- Functions as a high-country escape market for metro Phoenix

Not a primary employment hub – it's a destination + lifestyle market

Population & Demographics

- Population: ~3,200–3,600 residents
- Median age: ~48 years (older demographic)
- Median household income: ~\$56K–\$58K
- Strong homeownership rate: ~87%
- Older, stable, homeowner-heavy population
- Strong presence of retirees and second-home owners

Tourism & Demand Drivers

- Approx. 40,000 annual visitors
- Proximity to:
 - Mogollon Rim (major scenic destination)
 - National forest land
 - Lakes (Woods Canyon, Willow Springs, etc.)

Popular Activities:

- Hiking, camping, fishing, hunting
- Summer escape from Phoenix heat
- Winter recreation (seasonal snow)

PARCEL BREAKDOWN

Parcel Description	Size
Primary open land (former course area)	±38.84 Acres
Additional land parcel	±13.50 Acres
Additional land parcel	±13.00 Acres
Infill land parcel	±6.52 Acres
Lodge structure (~4,717 SF)	±2.16 Acres
Office building (~768 SF)	±2.04 Acres
Total	±77.5 Acres

Zoning & Development Potential

R1-10 (Residential)

- Traditional single-family residential development

Ideal for:

- Subdivision
- Build-to-rent communities
- Cabin-style developments (highly desirable in this market)

SD (Special Development)

- Flexible zoning allowing for creative site planning

Potential uses:

- Mixed-use or master-planned community
- Resort / hospitality concepts
- RV park or outdoor recreation destination
- Wellness retreat or retreat-style housing
- Senior housing or assisted living campus

DEVELOPMENT SCENARIOS

Residential Subdivision

Utilize R1-10 zoning
Phase development across parcels
Sell finished lots or build homes

Build-to-Rent Community

Capitalize on demand for rental housing
Larger lot layouts with amenities

Resort / Hospitality Concept

Repurpose lodge + open land
Add cabins, RV sites, or retreat spaces

Mixed-Use Master Plan

Blend residential + recreation + hospitality
Leverage SD zoning flexibility











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MHG Commercial is based in Phoenix, Arizona, and is dedicated to providing unparalleled service to its clients. MHG Commercial is a division of My Home Group, the fastest-growing real estate brokerage in Arizona.

MHG Commercial builds strong partnerships based on trust and integrity. They prioritize relationships with their residential agent partnerships, community leaders, clients, and referrals. Their commitment to these relationships allows them to expand their knowledge and make a positive impact on the local community.

Overall, MHG Commercial is known for its experienced professionals, transparent and informed approach, and dedication to client satisfaction. Their diverse expertise, collaborative experience, and commitment to building relationships make them a reliable partner for commercial real estate needs in Arizona.

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