

REMAX COMMERCIAL | REMAX PREMIER GROUP

OFFERING MEMORANDUM

# 18843 N US Highway 41

Lutz, Florida 33549

VALUE-ADD COMMERCIAL INVESTMENT · OWNER-USER OPPORTUNITY

ASKING PRICE

**\$795,000**

BUILDING SF

**3,576 SF**

LAND AREA

**0.82 Acres**

PRICE / SF

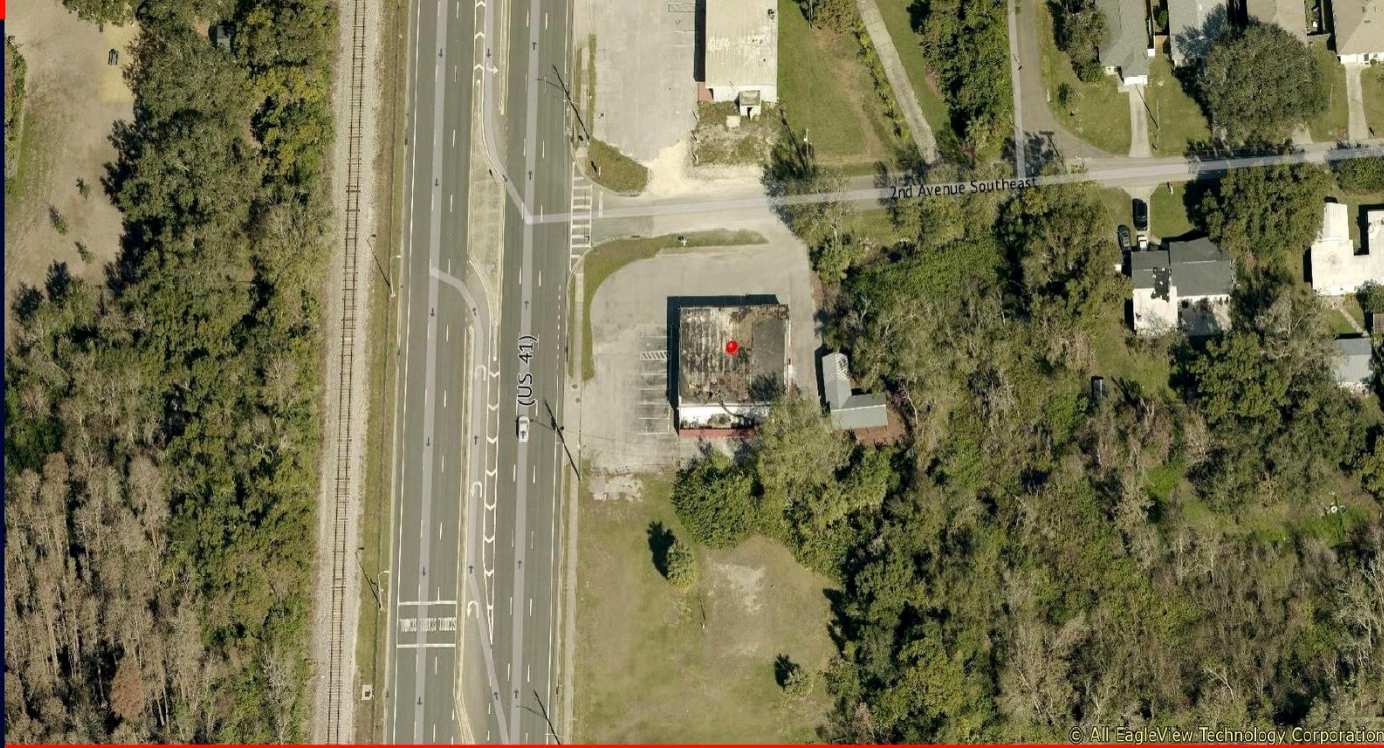
**\$222 /SF**

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# EXECUTIVE SUMMARY

REMAX Commercial presents the exclusive opportunity to acquire 18843 N US Highway 41 in Lutz, Florida — a 3,576 SF freestanding commercial building positioned on 0.82 acres along one of Tampa Bay's most traveled commercial arterials. Offered at \$795,000 (\$222/SF).

The property occupies a high-visibility location on US Highway 41 — directly along a corridor serving Lutz, Land O' Lakes, and Northwest Hillsborough County. Built in 1962 with concrete masonry block construction, the building is currently vacant and offered at a significant discount to replacement cost and comparable stabilized corridor assets.

This opportunity appeals equally to owner-users and investors. Owner-users benefit from corridor visibility, controlled occupancy costs, and SBA 504/7(a) financing eligibility — requiring as little as 10% down (~\$79,500). Investors can capitalize on value-add potential through lease-up at market rates.

The trade area reflects exceptional fundamentals: 2-mile median household income of \$130,215 and median home value of \$562,341. Population within 5 miles is projected to grow 10.0% through 2030 — underscoring sustained commercial demand in this submarket.

## PROPERTY AT A GLANCE

ASKING PRICE

**\$795,000**

PRICE / SF

**\$222 / SF**

BUILDING SIZE

**3,576 SF**

LAND AREA

**0.82 Acres**

YEAR BUILT

**1962**

ZONING

**CG — General Commercial**

PARCEL ID

**U-12-27-18-OJG-  
000026-00001.0**

OCCUPANCY

**Vacant**

CONSTRUCTION

**CMU / Masonry Stucco**

ANNUAL TAXES

**\$9,464 (2023)**

# INVESTMENT HIGHLIGHTS

## HIGH-VISIBILITY US HWY 41 CORRIDOR

Direct frontage with ±39,000 daily vehicle trips — delivering exceptional commercial exposure and brand identity for any operator or investor.

## FREESTANDING BUILDING ON 0.82 ACRES

Single-tenant asset with extensive surface parking, rear covered canopy, and multi-point access — versatile for a wide range of permitted commercial uses.

## PRICED BELOW REPLACEMENT COST

At \$222/SF, represents a meaningful discount to current masonry construction costs in Tampa Bay — a compelling cost basis for buyers.

## EXCEPTIONAL DEMOGRAPHIC FUNDAMENTALS

2-mile median household income: \$130,215 · Median home value: \$562,341 · 5-mile population growth projected at 10.0% through 2030.

## FLEXIBLE CG ZONING — BROAD USE PROFILE

General Commercial zoning supports medical/dental, professional office, financial services, retail, specialty commercial, and many other user types.

## SBA FINANCING — LOW ENTRY BARRIER

Qualifying owner-users may access SBA 504 or 7(a) with as little as 10% down (~\$79,500), converting rent to long-term equity.

## GROWING NORTHWEST HILLSBOROUGH

Lutz and Land O' Lakes rank among the fastest-growing residential submarkets in the Tampa MSA, driving sustained commercial demand along this corridor.

## IMMEDIATE VALUE-ADD POTENTIAL

Vacant building ready for owner-occupancy or lease-up at market rates. Signage + exterior refresh can rapidly increase stabilized value.

# PROPERTY OVERVIEW

PROPERTY DETAILS		FINANCIAL & SITE METRICS	
Property Address	18843 N US Highway 41, Lutz, FL 33549	Asking Price	\$795,000
Property Type	Freestanding Commercial / Office Building	Price Per SF	\$222 / SF
Building Size	3,576 SF (Hillsborough County Records)	Price Per Acre	\$969,512 / Acre
Land Area	0.82 Acres (±35,893 SF)	Occupancy	Vacant
Year Built	1962	Parking	±20+ Surface Spaces
Stories	One (1)	Covered Canopy	Rear Metal Canopy Structure Included
Construction	CMU / Masonry Stucco	Annual Taxes (2023)	\$9,464
Zoning	CG — General Commercial	Frontage	Direct US Hwy 41 Frontage
Parcel ID	U-12-27-18-OJG-000026-00001.0	Access	Multiple Ingress / Egress Points
County / Market	Hillsborough County / Tampa MSA	Traffic Count	±39,000 AADT (US Hwy 41)







# LOCATION OVERVIEW

## REGIONAL POSITIONING

Located on US Highway 41 (N Dale Mabry Extension) in Hillsborough County, approximately 12 miles north of downtown Tampa. The corridor connects growing communities of Lutz, Land O' Lakes, and Wesley Chapel to Tampa's employment core, driving sustained commercial activity along this route.

## CORRIDOR CHARACTERISTICS

The US Highway 41 commercial corridor through Lutz features national retail, service businesses, automotive services, medical and dental offices, and community-serving commercial uses — demonstrating broad demand across commercial sectors.

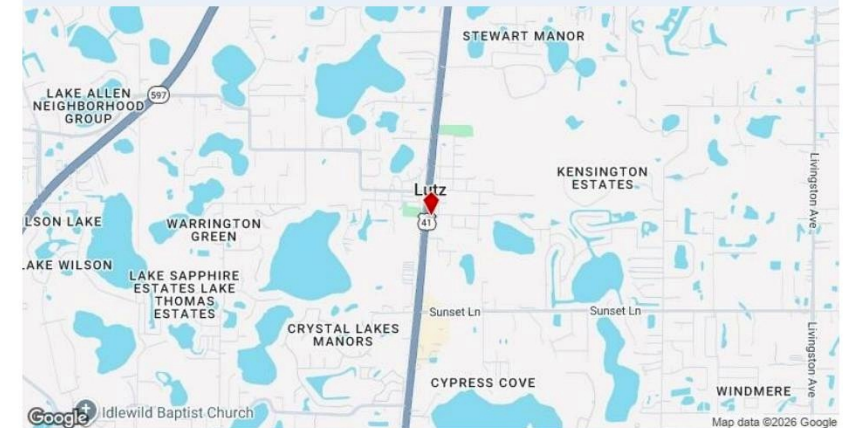
## ACCESSIBILITY & INFRASTRUCTURE

Multi-point vehicular access with proximity to SR-54 and Veterans Expressway. Strong daytime population concentrations driven by surrounding residential communities. Well-served by major arterial routes from all directions.

## SURROUNDING DEMAND DRIVERS

Within 3 miles: Publix-anchored retail centers, medical office clusters, financial services, national QSR brands, pharmacy nodes, and professional services. The trade area sustains consistent demand for a broad range of commercial uses.

## LOCATION MAP



18843 N US Hwy 41 · Lutz, FL 33549

# MARKET OVERVIEW

## TAMPA MSA — CONTINUED GROWTH

The Tampa–St. Petersburg–Clearwater MSA consistently ranks among the top-10 US markets for population growth, job creation, and commercial investment. Fortune 500 relocations, healthcare and financial services expansion, and a diversified economy sustain demand across all commercial asset classes.

## NORTHWEST HILLSBOROUGH SUBMARKET

Lutz, Land O' Lakes, and Wesley Chapel represent among the highest-growth residential submarkets in Tampa. New master-planned communities and executive housing have driven demand for neighborhood-serving commercial, medical, and professional uses — keeping commercial vacancy below market averages.

## US HWY 41 COMMERCIAL CORRIDOR

This corridor has historically attracted national retail, anchored centers, and service commercial uses. As residential growth continues northward, corridor assets with direct frontage and flexible CG zoning are increasingly sought by local operators, investors, and owner-users.

# #1

FL County  
Pop. Growth

# 39K

AADT on  
US Hwy 41

# 10%

5-Mile Pop.  
Growth 2030

# \$130K+

Median HH  
Income (2-Mi)

# DEMOGRAPHICS

Source: Esri 2026 — Forecasts for 2025 and 2030. U.S. Census Bureau 2020 decennial Census data.

METRIC	1 MILE	3 MILES	5 MILES
<b>Total Population (2025)</b>	2,211	34,613	131,903
Total Population (2030 Proj.)	2,273	36,788	141,348
Pop. Growth Rate 2025–2030 (Ann.)	<b>0.6%</b>	<b>1.2%</b>	<b>1.4%</b>
<b>Total Households (2025)</b>	836	13,114	51,043
HH Growth Rate 2025–2030 (Ann.)	<b>0.7%</b>	<b>1.4%</b>	<b>1.5%</b>
Average Household Size	2.64	2.62	2.55
<b>Median Household Income (2025)</b>	<b>\$149,201</b>	<b>\$127,693</b>	<b>\$101,534</b>
Average Household Income (2025)	<b>\$191,557</b>	<b>\$166,660</b>	<b>\$138,468</b>
Per Capita Income (2025)	<b>\$71,683</b>	<b>\$62,207</b>	<b>\$53,886</b>
<b>Median Net Worth (2025)</b>	<b>\$1,166,595</b>	<b>\$703,327</b>	<b>\$395,725</b>
Median Age	46.0	44.2	41.8
Daytime Population (2025)	2,095	32,557	113,728

**\$149,201**

Median HH Income  
1 Mile Radius

**\$127,693**

Median HH Income  
3 Mile Radius

**\$101,534**

Median HH Income  
5 Mile Radius

# FINANCIAL ANALYSIS

Preliminary snapshot — All figures are estimates. Buyer must verify independently.

PRICING & PRO FORMA SUMMARY		CAP RATE SENSITIVITY — PRO FORMA NOI				
ACQUISITION METRICS		NOI	7.00%	8.00%	9.00%	10.00%
Asking Price	<b>\$795,000</b>	\$74,000	\$1.057M	\$925K	\$822K	\$740K
Price Per SF (3,576 SF)	<b>\$222 / SF</b>	\$79,000	\$1.129M	\$988K	\$878K	\$790K
Price Per Acre (0.82 AC)	<b>\$969,512 / Acre</b>	\$83,911 ★	\$1.199M	\$1.049M	\$932K	\$839K
Annual Taxes (2023)	<b>\$9,464</b>	\$89,000	\$1.271M	\$1.113M	\$989K	\$890K
PRO FORMA INCOME — STABILIZED (\$26.00/SF NNN)		\$94,000	\$1.343M	\$1.175M	\$1.044M	\$940K
Market Rent	<b>\$26.00 / SF / Yr (NNN)</b>					
Gross Potential Income	<b>\$92,976</b>					
Less: Vacancy (5%)	<b>(\$4,649)</b>					
Effective Gross Income	<b>\$88,327</b>					
Less: Mgmt Fee (5%)	<b>(\$4,416)</b>					
Net Operating Income	<b>\$83,911</b>					
Cap Rate at Asking Price	<b>10.55%</b>					

★ Based on \$26.00/SF NNN pro forma. Values shown at stabilized occupancy. Buyer to verify all assumptions independently.

## OWNER-USER SBA FINANCING — INCL. \$400K REHAB

Purchase \$795,000 + Est. Rehab \$400,000 = Total Project Cost \$1,195,000

<b>SBA 504 Structure:</b>	10% down · 50% bank · 40% CDC/SBA
<b>Down Payment (10%):</b>	\$119,500 (purchase + rehab basis)
<b>Monthly Payment:</b>	\$7,495 / Mo (bank + CDC combined)
<b>vs. Leasing ~\$26/SF:</b>	\$7,748 / Mo — \$253/mo LESS than leasing
<b>Owner Equity Built:</b>	Principal paydown + asset appreciation

# VALUE-ADD STRATEGY & BUYER PROFILES

## REPOSITIONING STRATEGIES

### Immediate Owner-User Occupancy

Vacant building allows qualified owner-users to take possession immediately after closing — reducing timeline versus new construction or leased space significantly.

### Lease-Up at Market Rate

Market to a qualified commercial tenant at current corridor lease rates to produce immediate income and stabilized valuation for the investment.

### Exterior & Signage Enhancement

Exterior refresh, monument sign installation, and parking striping would enhance corridor visibility and commercial identity — directly supporting leasing and owner-user marketing.

### Multi-Tenant Subdivision

Building footprint may support multi-tenant subdivision (subject to CG zoning review), expanding the potential tenant profile and allowing phased lease-up.

### Rear Canopy Activation

Existing rear metal canopy offers covered use potential for fleet parking, outdoor storage, or operational activity — adding functional utility to the site.

## TARGET BUYER PROFILES

- Owner-User (Medical, Dental, Professional)
- SBA 504 / 7(a) Financing Buyer
- Private Local / Regional Investor
- 1031 Exchange Buyer
- Value-Add Repositioning Investor
- Service Business Operator
- Non-Profit / Community Organization
- Financial Services / Insurance User
- Developer / Long-Term Redeveloper
- Family Office — Passive Income

# BROKER OPINION & POSITIONING

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18843 N US Highway 41 represents a strategically positioned commercial acquisition within one of the Tampa Bay area's most consistently active commercial corridors. The asset offers a compelling combination of direct arterial visibility, functional commercial building size, flexible CG-zoned land, and a generous site — all at \$795,000 (\$222/SF), a meaningful discount to replacement cost in a market where entitled commercial land on major corridors is increasingly scarce.

For owner-users, the property delivers control, permanence, and equity-building characteristics of ownership versus leasing — particularly relevant in a corridor where market rents have trended steadily upward. For investors, the building presents a lean, repositionable asset with the potential to deliver stabilized income through lease-up, with long-term appreciation supported by strong demographic and population dynamics in the surrounding trade area.

At the current offering basis, the property is competitively priced relative to market fundamentals and provides a clear entry point for disciplined commercial real estate investors and operators seeking durable, corridor-positioned assets in the growing Tampa Bay MSA.



EXCLUSIVE OFFERING

# 18843 N US Highway 41

Lutz, Florida 33549

- Tours available by appointment — contact the listing team to schedule.
- Qualified buyers may request an NDA to access confidential financial data.
- Offers to be submitted in writing to the listing team.
- Seller reserves the right to accept, reject, or counter any offer.



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