

# GAS STATION Business + RE

23050 AZ-89 | Paulden, AZ 86334

Business + Real Estate  
Investment Opportunity

Offering Memorandum



**MATTHEWS**™

# EXCLUSIVELY LISTED BY

## Point of Contact



**Nick Schmidt**

Associate

**(480) 764-3668**

[nick.schmidt@matthews.com](mailto:nick.schmidt@matthews.com)

License No. SA7177620000 (AZ)



**Ethan McAfee**

Associate Vice President

**(602) 946-4835**

[ethan.mcafee@matthews.com](mailto:ethan.mcafee@matthews.com)

License No. SA704683000 (AZ)



**Simon Assaf**

Senior VP & Director

**(949) 873-0275**

[simon.assaf@matthews.com](mailto:simon.assaf@matthews.com)

License No. BR663663000 (AZ)

**David Harrington**

Broker of Record

Broker Lic. No.: BR715518000 (AZ)

Firm Lic. No.: CO701910000 (AZ)

# MATTHEWS™



# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Unbranded Fuel Operations** - The station operates unbranded, giving a buyer the ability to secure a branded fuel agreement or continue with unbranded supply to maximize margins and negotiate favorable terms.
- **Strong In-Place Cash Flow & Fuel Volume** - The business benefits from solid fuel volumes and consistent convenience store performance, providing immediate, stable cash flow with upside through operational efficiencies.
- **Strategic Highway Location Near Prescott Growth Corridor** - Located along AZ-89 just north of Prescott, the property captures commuter, regional, and pass-through traffic between northern Arizona markets, supporting steady daily demand.
- **Large 2.27-Acre Parcel with Expansion Potential** - Situated on a sizable ±2.27-acre lot, the property offers room for expansion, redevelopment, or the addition of complementary uses such as truck parking, QSR, or other ancillary income streams.
- **Easy Access with Functional Ingress/Egress** - The site features efficient layout and convenient access points, allowing for smooth traffic flow for both passenger vehicles and larger trucks—enhancing customer experience and throughput.



Canopy With 3 Dispensers / 6 Fueling Points

(1) AST - 25,000 gallons split 4 compartments - Installed in 1993



**Paulden Transfer Station**  
Waste Transfer Station



**A Space Place Mini Storage**  
Storage Facility



**BNSF Railway Peavine Subdivision**  
Freight Trains Transportation



**Gilpin's RV Park**  
Mobile Home Park



Sweet Valley Rd

**Subject Property**

89

± 9,488 VPD

**Distance from Subject Property**

**30 Minutes**

Prescott

**1 Hour**

Flagstaff

**1.5 Hours**

Sedona

**2 Hours**

Phoenix

**23050 AZ-89**  
Paulden, AZ 86334

**±2,660 SF**  
GLA

**±2.27 AC**  
Lot Size

**1993**  
Year Built

**\$2,800,000**  
List Price



# PROPERTY PHOTOS



# PAULDEN, AZ

## Local Market Overview

Paulden, AZ is a growing community in Yavapai County located along State Route 89, providing direct connectivity between Prescott, Chino Valley, and northern Arizona destinations. The area has seen gradual population growth as residents seek more affordable housing options within commuting distance of Prescott, supporting a steady increase in the local population base and day-to-day service demand. This trend is consistent with broader migration patterns within Yavapai County, where growth has extended beyond core population centers into surrounding communities.

Its position along a primary north-south corridor drives consistent traffic from both local commuters and regional travelers heading toward Flagstaff, Ash Fork, and the Grand Canyon. With limited commercial services in the immediate area, existing businesses capture a concentrated share of fuel and convenience demand from both residents and pass-through drivers, supporting reliable and repeat usage. Traffic patterns are further supported by regional travel between northern Arizona destinations and the Phoenix metro, reinforcing steady baseline demand throughout the year.



## Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	169	4,478	5,891
Current Year Estimate	169	4,432	5,777
2020 Census	167	4,312	5,517
Growth Current Year-Five-Year	0.13%	1.04%	1.99%
Growth 2020-Current Year	1.40%	2.77%	4.71%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	67	1,661	2,227
Current Year Estimate	68	1,671	2,214
2020 Census	66	1,595	2,079
Growth Current Year-Five-Year	-1.21%	-0.60%	0.57%
Growth 2020-Current Year	3.13%	4.74%	6.50%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$100,758	\$95,649	\$99,196



# PRESCOTT, AZ

---

Prescott, AZ serves as a well-established regional economy with steady growth, supported by healthcare, retail, and professional services. The city has a population of about 48,000, with the broader Prescott metro area exceeding 240,000 residents. Median household income is roughly in the high-\$60K to low-\$70K range, and the area continues to attract in-migration, particularly retirees and second-home buyers. The labor market remains stable, with unemployment typically in the low-4% range. Compared to larger metros, Prescott offers a more service-oriented economic base with consistent demand tied to population growth and lifestyle-driven relocation.

Tourism and seasonal visitation are key contributors to economic activity. Prescott's elevation (around 5,300 feet) provides a cooler climate than Phoenix, making it a popular weekend destination, particularly during the summer. Located about a 1.5–2 hour drive from the Phoenix metro, the city benefits from frequent short-term travel that drives consistent weekend increases in retail, dining, and lodging activity. This steady flow of visitors supports local businesses and reinforces ongoing demand for second homes and short-term rental properties.



## Highway Corridor Demand Drivers

Arizona has a well-established drive-based travel pattern, supported by a large in-state population and a strong tourism economy. The Phoenix metro alone exceeds 5 million residents, creating a significant base of travelers who regularly take short trips within a 1–3 hour radius. Highway corridors connecting central and northern Arizona see consistent traffic from both residents and out-of-state visitors, with travel demand driven by outdoor recreation, seasonal climate differences, and access to major destinations.

Flagstaff, Prescott, and the Grand Canyon anchor much of this northern Arizona travel activity. Flagstaff functions as a year-round destination with demand tied to Northern Arizona University, winter sports, and summer outdoor recreation. Prescott attracts consistent visitation due to its mild climate and historic downtown, particularly from Phoenix residents seeking weekend trips. The Grand Canyon remains one of the most visited national parks in the country, drawing millions of visitors annually and generating steady vehicle traffic along key access routes throughout the region.

This pattern creates sustained demand along connecting highways, not just at destination endpoints. Travelers moving between Phoenix, Las Vegas, Flagstaff, Prescott, and the Grand Canyon rely on intermediate stops for fuel, food, and rest, particularly given the longer distances between full-service population centers. Traffic is further reinforced by a mix of local trips, tourism-related travel, and commercial vehicle movement, resulting in consistent year-round usage rather than purely seasonal spikes.

As a result, locations positioned along these travel corridors benefit from repeat pass-through demand. Even outside major population centers, roadside services capture a steady flow of drivers making regional trips, with peak volumes on weekends, holidays, and during the summer tourism season. This dynamic supports reliable baseline demand for convenience-oriented uses that serve both destination travelers and local traffic moving between northern and central Arizona.

# MATTHEWS™

## EXCLUSIVELY LISTED BY

### Point of Contact

#### Nick Schmidt

Associate

**(480) 764-3668**

**nick.schmidt@matthews.com**

License No. SA7177620000 (AZ)

#### Ethan McAfee

Associate Vice President

**(602) 946-4835**

**ethan.mcafee@matthews.com**

License No. SA704683000 (AZ)

#### Simon Assaf

Senior VP & Director

**(949) 873-0275**

**simon.assaf@matthews.com**

License No. BR663663000 (AZ)

#### David Harrington

Broker of Record Broker Lic. No.: BR715518000 (AZ) Firm Lic. No.: CO701910000 (AZ)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 23050 AZ-89, Paulden, AZ, 86334 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.