



PROPERTY FOR SALE

US 192 & FLORIDA TURNPIKE DEVELOPMENT LAND

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D·R·HORTON
America's Builder

Pulte
LENNAR



53,600
Cars/Day



EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

US 192 & FLORIDA TURNPIKE DEVELOPMENT LAND

The subject property consists of approximately 57.8 acres located within an opportunity zone in the Orlando-Kissimmee-Sanford MSA. Positioned between Kissimmee and St. Cloud, the market area has seen tremendous growth in commercial and residential development. We believe the highest and best use for this property would be a mixed used development consisting of commercial and high-density residential. This would require the developer to take the property through a comprehensive land use change with Osceola County.

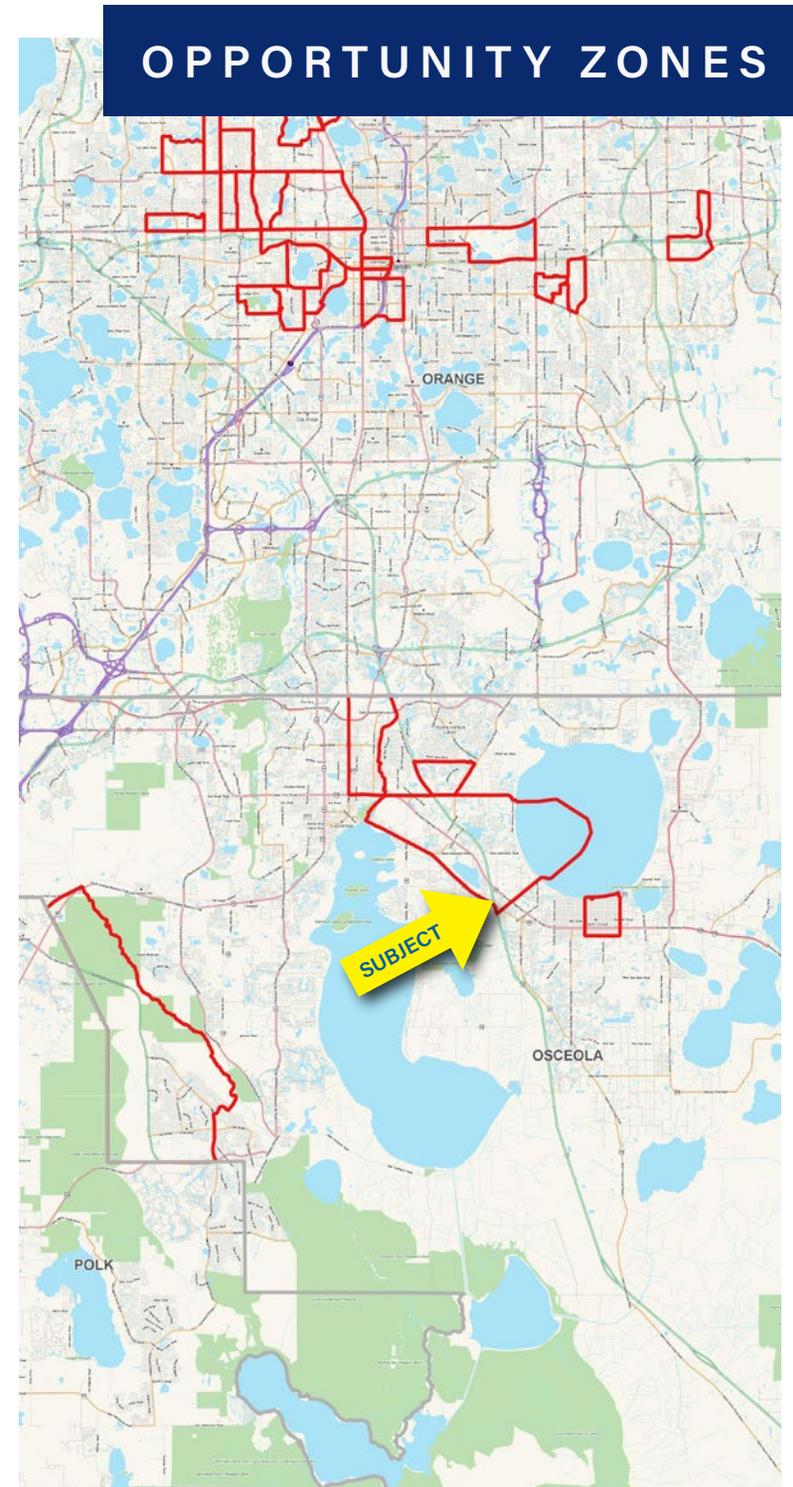
Site Address:	0 US Highway 192, Kissimmee, FL
County:	Osceola
PIN (Property Identification Number):	26-25-29-3140-0033-0010, 04-26-30-0000-0020-0000, 05-26-30-0000-0010-0000
Land Size:	57.8 ± Total Acres
Property Use:	Vacant Land
Utilities:	Available on US 192 and Neptune Rd
Current Zoning & FLU:	Agricultural
Proposed Zoning & FLU:	Commercial - MXD & MIX
Taxes:	\$182.51 (Agricultural Exemption)
Traffic Count:	53,600 cars/day on FL Turnpike 36,000 cars/day on US Highway 441
Asking Price:	\$16,500,000 (\$285,467 per acre)

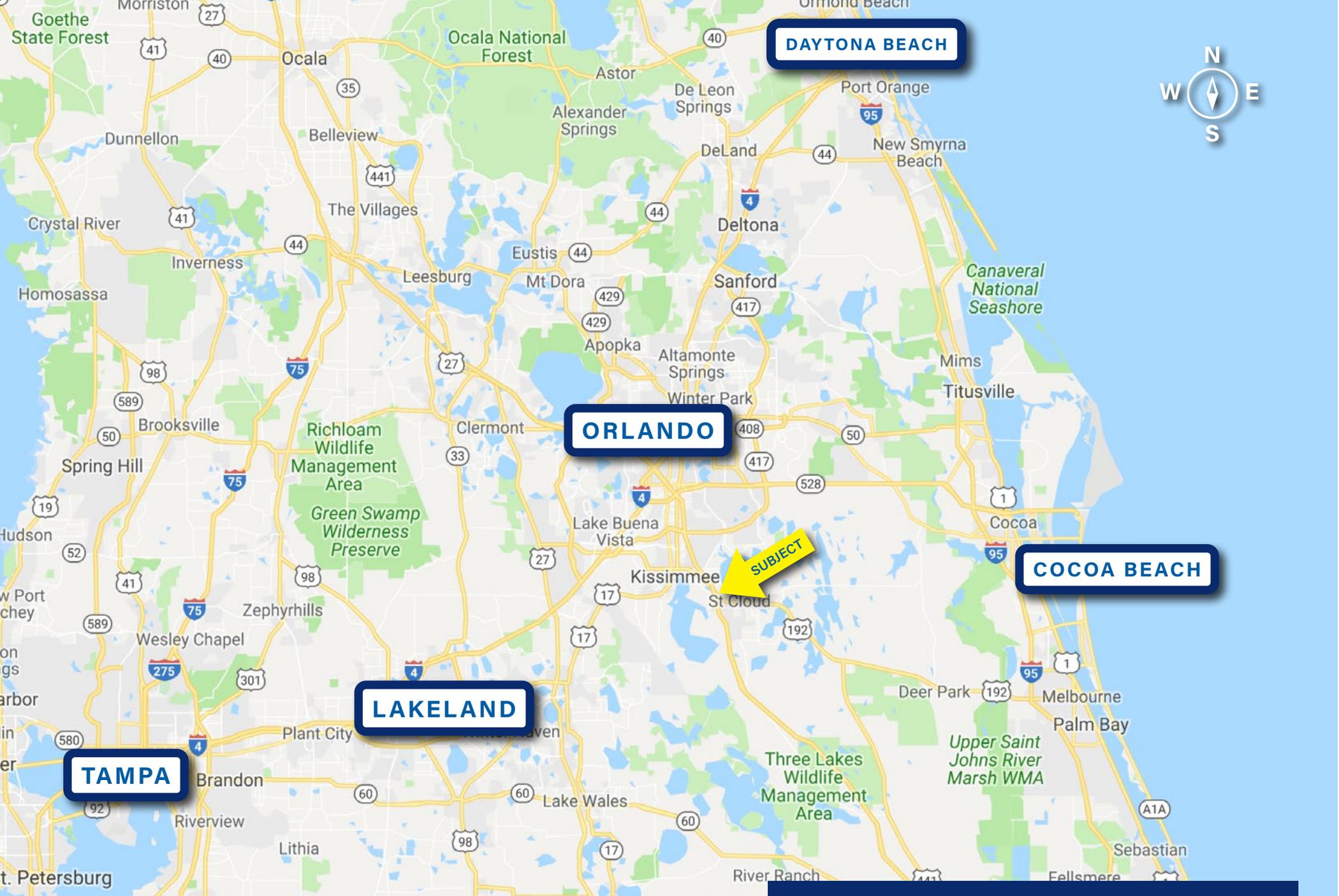
Opportunity Zone Summary

Census Tract #12097042900

The Opportunity Zone program provides the following tax incentives to buyers to use capital gains to fund the acquisition:

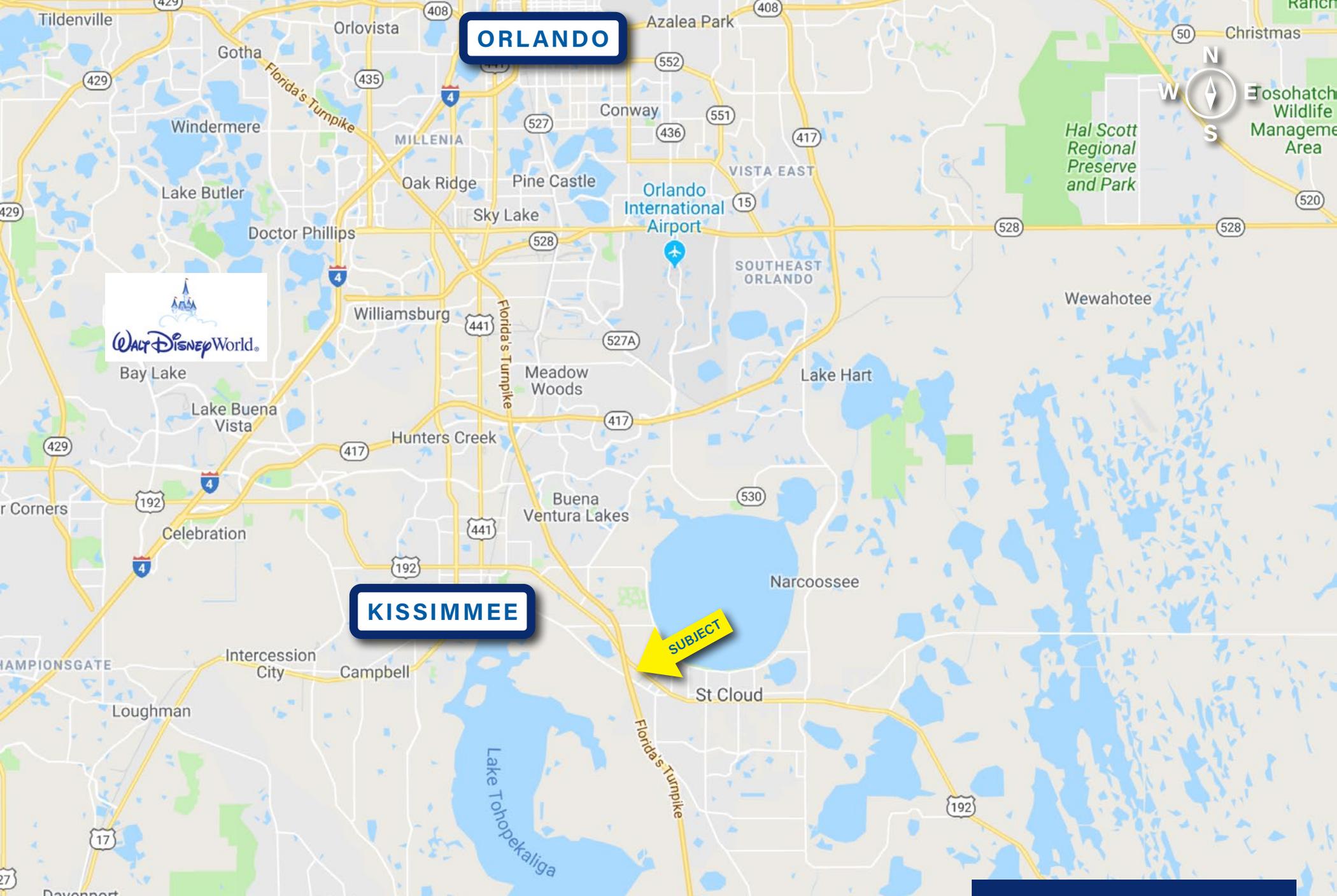
- Deferral of tax on the capital gains used to fund the acquisition until 12/31/2026
- Reduction of the tax paid on the capital gains used to fund the acquisition
- Tax-free appreciation of the investment if requirements are met and the investment is held for 10 years





Located in the Orlando-Kissimmee-Sanford MSA, in Central Florida.

REGIONAL LOCATION MAP



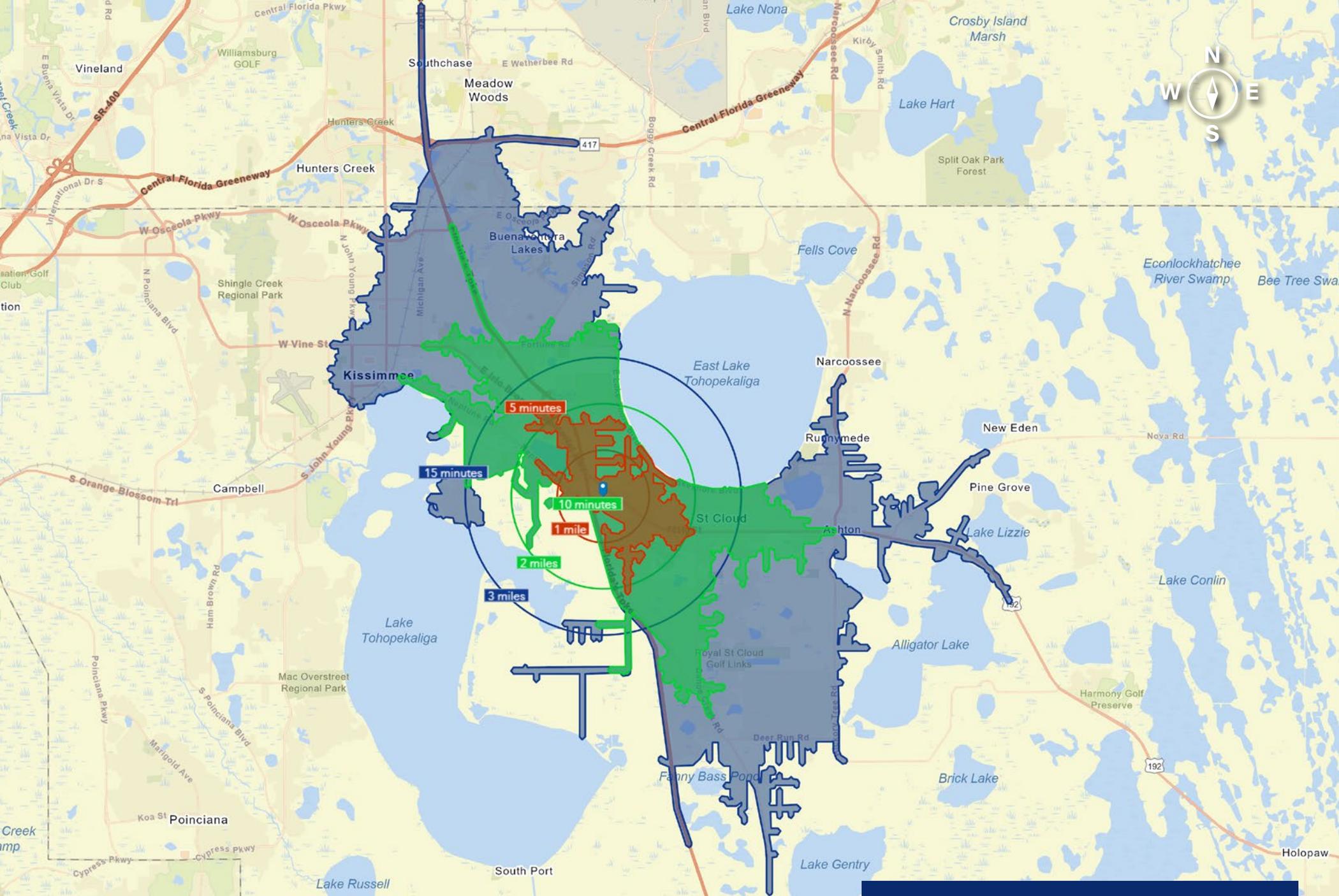
Located near the intersection of Florida's Turnpike and US Highway 192 - in Southeast Kissimmee

LOCATION MAP



Neptune Rd.

BENCHMARK DEMOGRAPHICS



1, 2, 3 mile radius
 5, 10, 15 minute drive time

DEMOGRAPHICS MAP

BENCHMARK DEMOGRAPHICS

	1 Mile	2 Miles	3 Miles	5 Mins	10 Mins	15 Mins	Osceola	MSA	FL	US
Population	4,563	17,199	43,915	9,298	61,400	156,786	374,510	2,638,858	21,587,015	333,793,107
Households	1,522	6,106	15,543	3,480	21,001	51,569	123,293	971,374	8,438,100	126,083,849
Families	1,051	4,241	11,165	2,335	15,294	39,005	92,655	647,644	5,454,945	82,747,156
Average Household Size	2.80	2.69	2.73	2.54	2.83	2.99	3.01	2.67	2.51	2.58
Owner Occupied Housing Units	867	3,886	9,889	2,128	13,871	35,223	82,270	589,455	5,459,375	80,135,109
Renter Occupied Housing Units	655	2,220	5,654	1,352	7,130	16,345	41,023	381,919	2,978,725	45,948,740
Median Age	38.4	39.1	36.7	39.7	36.4	36	36.4	37.5	42.5	38.5
<i>Income</i>										
Median Household Income	\$44,567	\$48,107	\$51,076	\$45,916	\$52,177	\$51,511	\$51,579	\$58,921	\$56,362	\$62,203
Average Household Income	\$61,003	\$65,674	\$67,483	\$63,136	\$68,883	\$67,902	\$70,624	\$82,905	\$81,549	\$90,054
Per Capita Income	\$21,266	\$23,300	\$23,171	\$22,970	\$23,307	\$22,238	\$23,273	\$30,638	\$31,970	\$34,136
<i>Trends: 2018 - 2023 Annual Growth Rate</i>										
Population	2.09%	3.18%	3.29%	2.23%	2.93%	2.85%	3.14%	1.96%	1.33%	0.72%
Households	2.03%	2.98%	3.10%	2.13%	2.75%	2.71%	2.97%	1.87%	1.27%	0.72%
Families	2.03%	3.10%	3.22%	2.11%	2.83%	2.70%	2.92%	1.83%	1.23%	0.64%
Owner HHs	1.61%	3.26%	3.53%	1.87%	3.00%	2.62%	2.93%	1.82%	1.22%	0.72%
Median Household Income	1.55%	1.35%	1.28%	1.30%	1.31%	1.27%	1.18%	1.49%	1.51%	1.60%

Strong population density with almost 20,000 people within a 2 mile radius and more than 40,000 people within 3 miles.

The Annual Population Growth Rate is growing between 2x and 3x faster when compared to the State of Florida.

BENCHMARK DEMOGRAPHICS

1 Mile 2 Miles 3 Miles 5 Mins 10 Mins 15 Mins Osceola MSA FL US

Households by Income

<\$15,000	12.20%	11.50%	9.30%	13.00%	9.00%	9.70%	9.20%	9.00%	10.60%	10.30%
\$15,000 - \$24,999	10.80%	10.70%	9.90%	10.50%	9.70%	10.00%	10.20%	9.10%	9.80%	8.80%
\$25,000 - \$34,999	10.80%	10.00%	9.20%	9.90%	9.10%	10.50%	11.00%	10.10%	9.80%	8.70%
\$35,000 - \$49,999	22.40%	19.70%	20.40%	20.90%	20.00%	18.10%	17.80%	13.40%	13.60%	12.20%
\$50,000 - \$74,999	17.60%	17.90%	17.70%	17.90%	17.40%	18.80%	19.00%	18.50%	18.30%	17.30%
\$75,000 - \$99,999	11.90%	12.90%	13.80%	13.00%	13.80%	12.50%	11.30%	13.00%	12.30%	12.60%
\$100,000 - \$149,999	10.20%	11.90%	13.90%	9.80%	14.90%	14.30%	14.20%	15.30%	13.80%	15.30%
\$150,000 - \$199,999	1.30%	2.30%	3.30%	1.90%	3.50%	3.40%	3.70%	5.20%	5.50%	6.90%
\$200,000+	2.70%	3.10%	2.30%	3.10%	2.50%	2.60%	3.50%	6.40%	6.30%	7.90%

Population by Age

0 - 4	5.70%	5.70%	6.20%	5.70%	6.20%	6.20%	6.20%	5.70%	5.20%	6.00%
5 - 9	5.70%	5.70%	6.20%	5.70%	6.30%	6.30%	6.30%	5.90%	5.40%	6.10%
10 - 14	5.60%	5.80%	6.20%	5.70%	6.20%	6.20%	6.40%	5.90%	5.60%	6.30%
15 - 19	6.10%	6.10%	6.50%	5.90%	6.50%	6.20%	6.30%	6.10%	5.60%	6.30%
20 - 24	7.00%	6.70%	7.20%	6.40%	7.20%	6.90%	6.90%	7.20%	6.10%	6.70%
25 - 34	15.80%	15.00%	15.70%	14.90%	15.80%	16.40%	16.10%	15.70%	13.30%	14.00%
35 - 44	11.70%	11.70%	12.20%	11.70%	12.20%	12.20%	12.40%	12.90%	11.70%	12.60%
45 - 54	12.30%	12.20%	12.60%	11.90%	12.80%	12.80%	12.90%	12.60%	12.40%	12.40%
55 - 64	11.60%	12.20%	12.00%	12.00%	12.00%	12.40%	12.30%	12.40%	13.70%	13.00%
65 - 74	9.30%	9.70%	8.60%	9.90%	8.40%	8.70%	8.70%	9.20%	11.70%	9.80%
75 - 84	6.30%	6.40%	4.80%	6.90%	4.50%	4.20%	4.10%	4.60%	6.60%	4.80%
85+	2.90%	2.90%	1.90%	3.30%	1.80%	1.50%	1.30%	1.80%	2.80%	2.00%

Race and Ethnicity

White Alone	69.10%	72.80%	72.80%	72.20%	73.10%	68.60%	66.80%	65.90%	72.50%	69.40%
Black Alone	10.30%	9.40%	9.70%	9.30%	9.50%	11.70%	12.30%	17.20%	16.40%	13.00%
American Indian Alone	0.50%	0.40%	0.50%	0.40%	0.50%	0.60%	0.60%	0.40%	0.40%	1.00%
Asian Alone	1.90%	2.00%	2.10%	1.80%	2.00%	2.20%	2.60%	4.50%	2.90%	5.90%
Pacific Islander Alone	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.20%
Some Other Race Alone	12.60%	10.40%	10.20%	11.00%	10.10%	12.10%	12.90%	8.00%	4.60%	7.10%
Two or More Races	5.50%	4.70%	4.60%	5.10%	4.60%	4.80%	4.70%	4.00%	3.10%	3.60%
Hispanic Origin (Any Race)	59.50%	52.70%	52.80%	53.10%	52.30%	59.60%	57.80%	33.10%	27.20%	18.80%

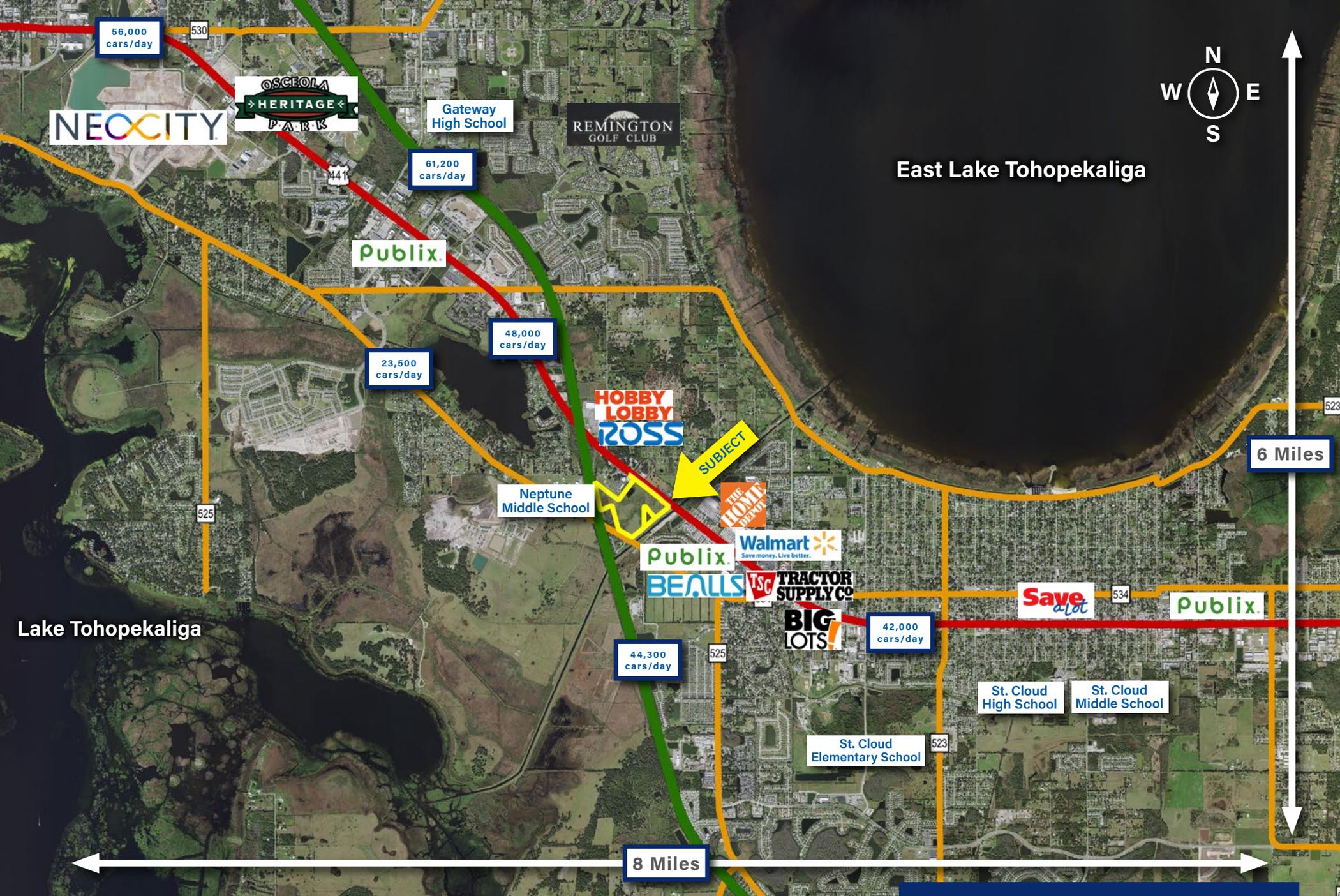


2,036 ± SF

36,000
Cars/Day



AERIAL VIEWS



MARKET AREA MAP

Primely positioned between the two rapidly growing market areas of Kissimmee and St. Cloud.



The property is bordered by two major roads; Florida's Turnpike and US Highway 192. The site is located just north of the Proposed Neptune Village Planned Development.

NEIGHBORHOOD AERIAL



The property features 1,830 ± FT of frontage on US Highway 192, which has a traffic count of 36,000 cars/day.

SITE AERIAL



36,000 Cars per Day

192

MARKET DEVELOPMENTS



MARKET DEVELOPMENT ACTIVITY



The market areas of Kissimmee and St. Cloud have shown rapid growth in the past decade and show no signs of slowing down anytime soon. DR Horton purchased approximately 1,600 acres back in 2006 which is located less than 1.5 miles west of the subject property. On the opposite side of the map, Pineloch Management has a proposed mixed residential development that consists of more than 3,300 homes. As seen above, there are many other proposed developments that are located in between these two mega developments that are all in close proximity to the subject property - making this property ideal for a mixture of commercial and high density residential development.

EXECUTIVE SUMMARY

MASTER PLAN

- ① **Water Reclamation Pond /** Provides storm-water management and regional irrigation as part of a coordinated plan.
- ② **Neighborhood Parks /** Provide diverse outdoor activities networked together by trails.
- ③ **Greenway /** Provides stormwater management and opportunities for interaction with the natural landscape.
- ④ **Central Plaza /** Provides a focal location within the district for community and corporate events.



The NeoCity Master Plan is a game changer for Osceola County, creating an integrated walkable urban framework that actively engages with the natural context, the community, and the explosive potential of future Internet of Things technology.

—Stephen Coulston, Perkins+Will

NeoCity Illustrative Master Plan

- ⑤ **NeoCity Way /** The 'main street' of the district provides active street life through a linear park and complete street elements.
- ⑥ **Urban Farm /** provides a locally grown food source supporting farmers market and local restaurants.
- ⑦ **BRIDG Sensor Facility /** World class sensor research and development facility for both academic and commercial use.
- ⑧ **STEM High School /** On-site magnet high school with STEM based curriculum for up to 700 students.

NeoCity accommodates a wide variety of building types and uses within an urban grid and framework of public spaces, views, and trail connections.

PEOPLE + PLACE + PARTICIPATION.



- ⑨ **Active Ground Floor Uses /** Cafés, restaurants, and shops will front open space and primary streets with a focus on prominent corner locations supporting good visibility.
- ⑩ **Pavilion /** Pavilions create iconic focal points, gathering areas and hubs of activity that serve as public mixing points for the whole district.

AGENT INFORMATION

Dean Saunders

Owner and Broker

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Dean Saunders, ALC, CCIM is Founder, Managing Director & Senior Advisor at SVN | Saunders Ralston Dantzler Real Estate in Lakeland, Florida.

Since 1985, Dean has specialized in Florida land and conservation easements. He served in the US Senate as Agricultural Liaison, Special Assistant, and Director of External Affairs to US Senator Lawton Chiles, then Governor Chiles (D-FL).

From 1992 to 1996 he served in the Florida House of Representatives. Combining a passion for supporting landowner property rights while also conserving natural land in Florida, Dean proposed and became one of three main sponsors of Bert J. Harris Private Property Rights Protection Act. This legislation later evolved into Florida's conservation easements programs. The concept of state-owned conservation easements was truly revolutionary 25 years ago, but the success of this idea is recognized today as a tremendous positive impact on our state.

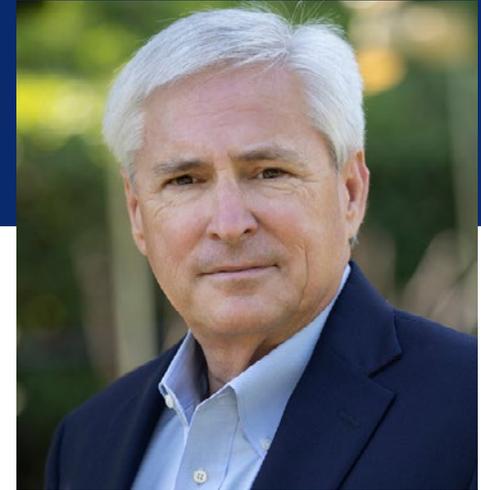
He comes from an eighth-generation Florida agricultural family, earned a BSA from the University of Florida in Fruit Crops, Food and Resource Economics, and is a recognized Florida land and conservation easement authority.

In 2019, Saunders Real Estate affiliated with the SVN Shared Value Network®, a globally recognized commercial real estate brand united by a shared vision of creating value with clients, colleagues, and communities. The brokerage also more fully integrated with its sister company, Saunders Ralston Dantzler Realty, a comprehensive commercial real estate brokerage, to become SVN | Saunders Ralston Dantzler Real Estate.

Dean is a member REALTOR® of the Lakeland Association of REALTORS®, among others, including the Central Florida Commercial Association of REALTORS® and the Florida Gulf Coast Commercial Association of REALTORS®.

He is the former chair of the Florida Real Estate Commission (FREC), which oversaw nearly 200,000 real estate licensees in 2001 and is past president of the Florida Chapter of REALTORS® Land Institute (RLI). Dean served as Chairman of the Legislative Committee for RLI and on the Board of Directors of RLI. He also served on the Board of Directors for Alico, Inc.

As an industry authority, Dean is published and quoted in a variety of respected journals, such as The Land Report, Florida Investor, Florida Trend, and Florida Forests. He authored the benchmark, award-winning consumer publication, "We Create Solutions: A Primer on Conservation Easements" and produces a real estate Florida land conference based upon his innovative work through the Lay of the Land Market Report. The report is the only source for verified Florida land sales and values for specific land property types.



Disciplines:

- Agricultural Land
- Legacy Ranches
- Ranchland, Recreational Land, Pastureland
- Timberland
- Citrus Groves
- Conservation Easements

AGENT INFORMATION

Dusty Calderon

Senior Advisor

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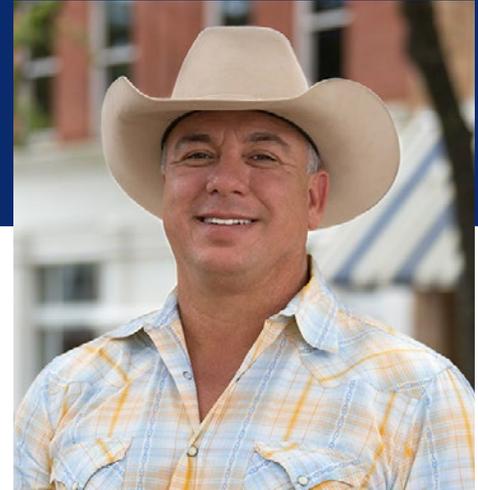
Dusty Calderon is a Senior Advisor at SVN | Saunders Ralston Dantzler Real Estate in Lakeland, Florida. Dusty grew up in the land, cattle and grove business working on ranches since the age of six, so he brings years of industry experience to his role in real estate. He has worked in ranch and grove management, development project management, land sales and acquisitions and entitlement processes.

Dusty's current listings include Green Island Ranch, a 5,977-acre family legacy property in Osceola County on the market for \$140,000,000. To learn more, visit SVNsaunders.com/greenisland. He is also brokering a \$1 million property in New Mexico, a 293-acre ranch in Oklahoma, and numerous other properties across Florida.

As a 6th-generation Floridian from a pioneering family in Osceola County, Dusty has a lifetime of solid networking throughout Florida. He also brokers properties from the Southwest to the Deep South, the Midwest, and South America, and continues to expand his client based beyond Florida. He has helped ranchers, farmers, timber companies, domestic and foreign investors, hedge funds, residential and commercial developers, tourism developers, hunters, conservationists, famous celebrities, family and friends sell or acquire every land of all types.

Dusty worked for a large waterfront developer with over \$1 billion in sales. He has helped Brazilian ranchers, farmers and developers sell their land in Brazil and buy and sell real estate here in America.

Dusty is a member of the Florida Cattlemen's Association, Silver Spurs Riding Club, Professional Rodeo Cowboys Association (PRCA) and National Audubon Society. He is a lifetime member of American Bucking Bull, Inc. (ABBI) and a Professional Bull Riders (PBR) stock contractor. Additionally, Dusty is a founding board member for the Harmony Pop Warner Youth Football and Cheer League, and a past member of Osceola County Lakes Advisory Committee.



Disciplines:

- Ranch Land
- Agricultural Land Management
- Farm Land
- Family Trust & Estate Lands
- Land Entitlement Processes

AGENT INFORMATION

Augie Schmidt, MBA

Advisor

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Augie Schmidt is a Senior Advisor at SVN | Saunders Ralston Dantzler Real Estate – the premier commercial services provider throughout Central Florida and the I-4 corridor.

Augie specializes in industrial sales, tailoring custom strategic plans to advise his clients through the acquisition, disposition, and evaluation of investment-grade commercial real estate. He formerly served as the firm's Director of Research and oversaw a team of research analysts that evaluated commercial assets and determined their value to maximize the client's returns.

Augie is a Southeastern University Alumni where he received his MBA and was also a founding member of the university's Football Program. He was a three-year team captain, leading the team to win three conference championships in four years.

Augie lives in Lakeland with his two children AJ and Baylin. They are proud members of The King's church. He is also a Member Associate of SIOR which represents today's most knowledgeable, experienced, and successful commercial real estate industrial brokerage specialists in the country.



Disciplines:

- Investment Properties
- Retail Properties
- Multi-Family Properties
- Opportunity Zones
- Real Estate Analytics



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