

I-4
26 ± Miles



Longleaf Blvd



LAKE WALES INDUSTRIAL & TECHNOLOGY PARK CITY LOTS

0 Longleaf Blvd, Lake Wales, FL 33859

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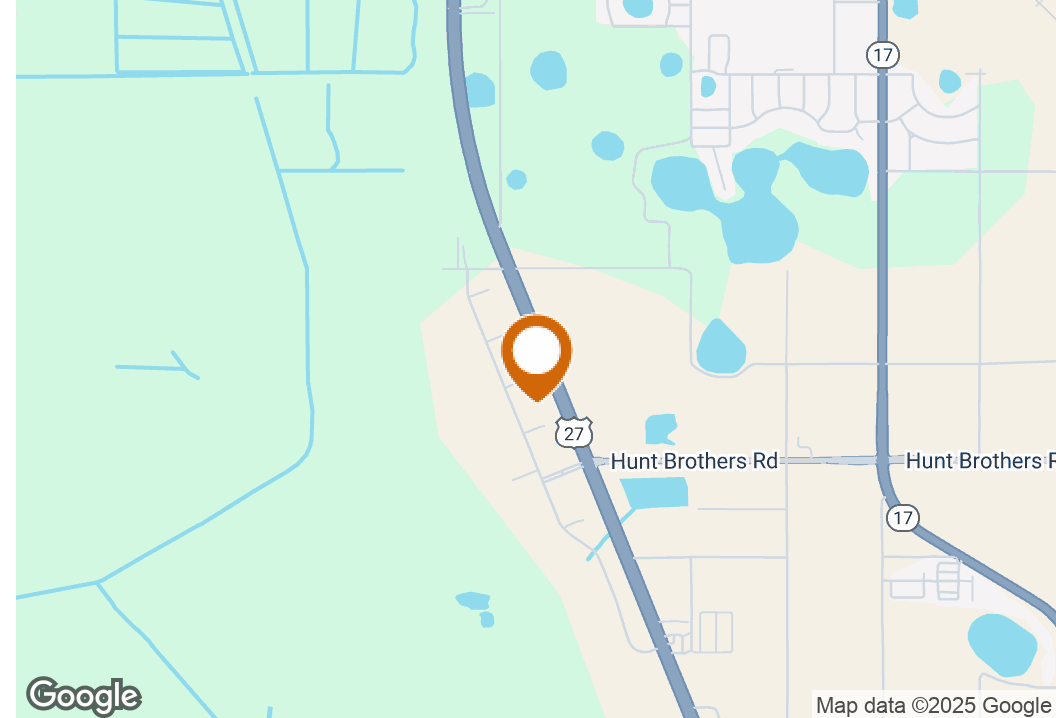
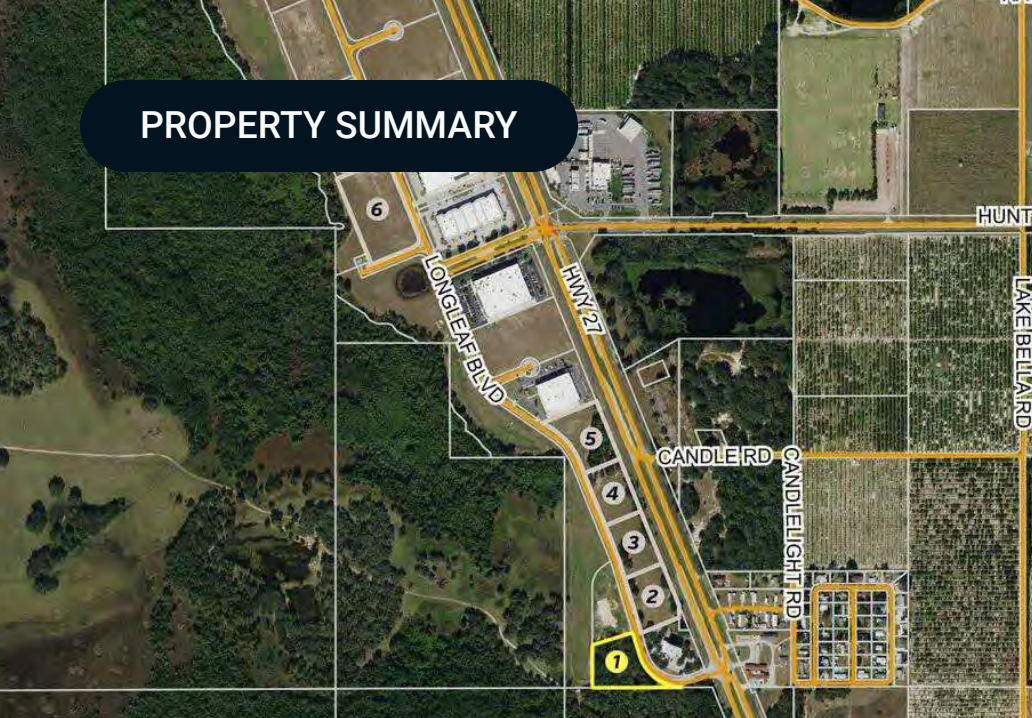
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PROPERTY SUMMARY



OFFERING SUMMARY

Sale Price:	See Page 6
Total Acreage Available:	2.02 ± Acres
Market:	Southeast Polk County
APN:	273014927041000020
Road Frontage:	450 ± FT (Longleaf Blvd)
Traffic Count:	22,602 Cars/Day (US 27)
Zoning:	Business Park (BP) (City of Lake Wales)

PROPERTY OVERVIEW

One lot available along with other parcels as needed. The lot is located within the City of Lake Wales, in prime condition for development. The current Business Park zoning allows for a variety of uses such as manufacturing, fabrication, and warehouse/distribution.

This property is also in the path of development as there are currently numerous residential and commercial developments underway. These developments will have a major economic impact in the area.

PROPERTY HIGHLIGHTS

- Multiple access points along US Hwy 27
- Exposure to US Hwy 27
- Proximity to Tampa and Orlando

LOCATION & ZONING DESCRIPTION



LOCATION DESCRIPTION

This property is located just 1.5 ± miles south of the intersection of State Road 60 and US Hwy 27. Both State Road 60 and Hwy 27 are major thoroughfares in the area that provide access to the entire State.

Hwy 27 has its southern terminus is at US 1 in Miami, Florida and its northern terminus is at Interstate 69 (I-69) in Fort Wayne, Indiana. State Road 60 runs east-west through Central Florida with its western terminus in Clearwater Beach and its eastern terminus at Vero Beach.

This prime location ensures efficient connectivity to key markets and cities, facilitated by proximity to I-75 and I-4. Orlando is only over an hour drive north and Tampa is only over an hour drive west of the site.

ZONING DESCRIPTION

The zoning that City of Lake Wales has for the lots is Business Park (BP). "This district is intended for discrete areas established and designed for a mixture of professional, light industrial, wholesale, and professional uses, including hotels and motels and car dealerships, and excluding retail, drive-up restaurants, service and other commercial uses catering directly to consumers except those accessory to a principal use."

PERMITTED USES

PERMITTED USES

- Warehouse/Distribution
- Manufacturing—Light
- Assembly and fabrication
- Hotel
- Animal hospital
- Veterinarian or small animal hospital
- Medical office (one practitioner)
- Health service
- Restaurants, eat-in 5, 7
- Mobile Food Vending/Mobile Food Dispensing Vehicles *
- Farming, crop 4 or nursery without retail sales
- Schools, training (other than athletic or music)
- Schools, athletic or music
- Cultural facilities
- Auto, truck, or motorcycle dealer
- Auto parking establishments (principal use)
- Indoor Shooting Ranges
- Artisan Production, small scale
- Artisan Production, large scale
- Bank
- Bank with drive-up window
- Construction support—Light
- Laboratory, research
- Mini-storage
- Office, professional (except medical)
- Public facilities and offices**



ALL LOTS AVAILABLE - PRICING

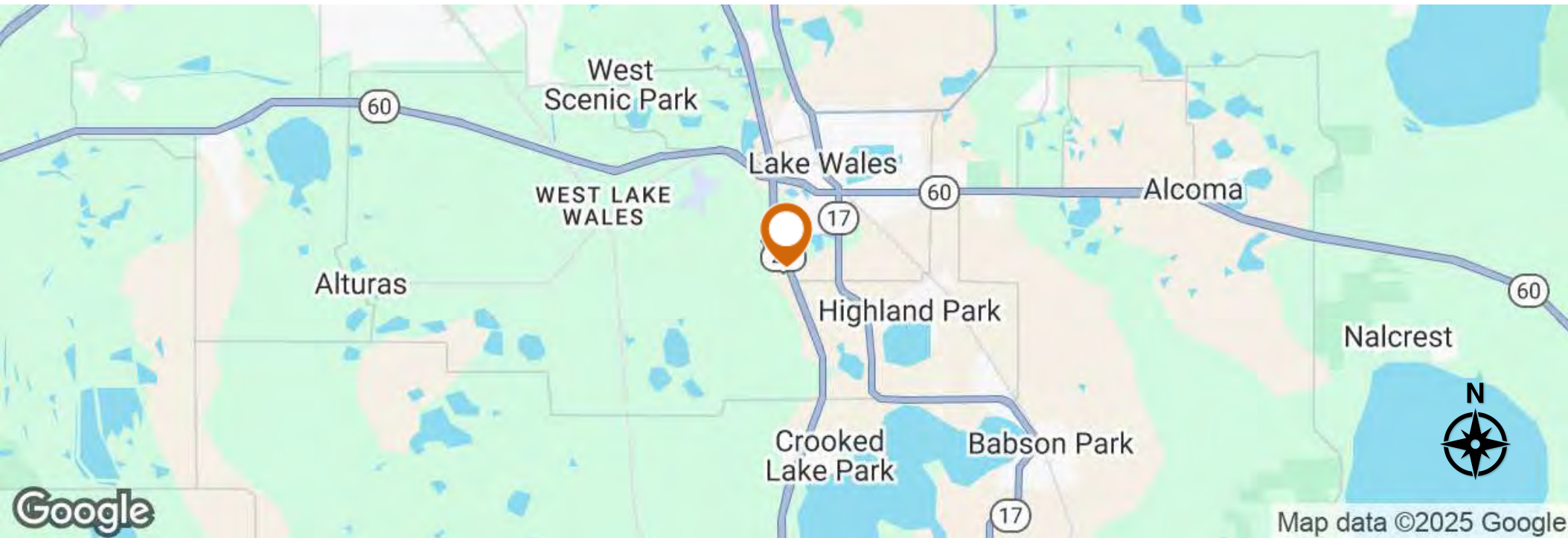


LOT #	ACREAGE	PRICE OR STATUS
Lot 1	2.02 ± Acres	\$191,900
Lot 2	1.83 ± Acres	PENDING
Lot 3	1.67 ± Acres	PENDING
Lot 4	1.66 ± Acres	PENDING
Lot 5	2.08 ± Acres	PENDING
Lot 6	3.85 ± Acres	PENDING
Lot 7	3.69 ± Acres	Negotiable
Lot 8	2.47 ± Acres	Negotiable
TOTAL	8.18 ± ACRES	

22,600 ±
Cars/Day



REGIONAL & LOCATION MAP



Lake Wales Development Map

Proposed

Approved

Under Construction

Delivered

- 1 South Pointe Elementary School delivered September 2023 ± 127,000 SF
- 2 Peace Creek Reserve - 120 Townhomes
- 3 Peace Creek Reserve Subdivision - 553 SFR Units
- 4 Peace Creek Village - 286 SFR Units & 38 Townhomes
- 5 Peace Crossing 6,100 SFR/Multifamily Units & 725,000 SF of Commercial Space
- 6 Harper Estates - 61 SFR Units
- 7 Tri Tower Storage - Expansion of Self Storage 17,600 SF
- 8 Ridgcrest 1,020 SFR Units & 9 Acres Commercial Dev
- 9 Belle Lago - 46 SFR Units
- 10 Steeple Chase - 250 SFR Units & 68 Townhomes
- 11 The Groves at Orchard Hills - 392 SFR Units & 2.07 Commercial Acres
- 12 Advance Drainage Systems Facility
- 13 Hunt Club Grove North 334 SFR Units
- 14 Taylor Groves Subdivision - 108 SFR Units
- 15 Robins Run - 156 SFR Units
- 16 Sunset Reserve - 349 SFR Units
- 17 Leighton Landing - 46 SFR Units
- 18 Iron Mountain - 42 SFR & 250 Townhome & 228 Multifamily Units
- 19 Tower Heights - 42 SFR Units

- 20 Babson Court - 23 SFR Units
 - 21 Citrus Place - 79 SFR Units
 - 22 Caloosa Ridge - 36 SFR Units
 - 23 Bok Estates - 280 SFR Units
 - 24 Buckmoore Heights - 100 SFR Units
 - 25 Seasons at Mabel Place - 142 SFR Units
 - 26 Hunt Club Grove South (Phase 1) - 213 SFR Units
 - 27 Lake Wales Estates - 57 Townhomes & 7 SFR Units
 - 28 Oakridge - 276 Multifamily Units
 - 29 Leomas Landing - 336 SFR Units
 - 30 Robins Walk - 33 SFR Units
 - 31 Whispering Ridge Phase 2 - 129 SFR Units
 - 32 Hickory Ridge - 85 SFR Units
 - 33 Forest Lake - 62 Townhomes & 223 SFR Units
 - 34 Hunter's Glen - 480 Multifamily Units
 - 35 CF Kinney Road Development - 45 SFR Units
 - 36 Lake Alta Infill Project - 7 Two Story Cottage Units
 - 37 Valencia Hills - 654 MHP & 143 SFR Units
 - 38 Regis Lake Wales - 272 Multifamily Units
 - 39 Timberlane Development - 45 SFR Units
 - 40 Belleview Drive Subdivision - 155 SFR Units
 - 41 Panera Bread Restaurant
 - 42 Chipotle Restaurant
 - 43 Starbucks
 - 44 Harding Ave Mixed Use Development
 - 45 Lake Wales Commons - Commercial & Res Development
 - 46 Mammoth Grove Road Subdivision - 82 SFR Units
 - 47 Preserve at Lake Ashton North - 500 Multifamily Units & Commercial Development
- Created by: Maricruz Gutierrez 863.978.3751



ABOUT LONGLEAF PARK COMPANIES



MERLIN ENTERTAINMENTS GROUP FLORIDA LLC
Merlin Entertainments is a global leader in location-based, family entertainment. As one of the world's largest attraction operators, we create and deliver memorable, immersive brand experiences for our millions of guests. Legoland Florida Resort located in Winter Haven, Florida is part of the Merlin Entertainments Group.

SOVAL

Soval has been serving for over 50 years, Since 1971! One of the largest distributors and importer of valves, fittings and other flow control products to the plumbing, irrigation, waterworks, fire protection, agriculture and utility industries.

KEGEL

World-renowned training facility where all bowlers become their best. Over the past three decades Kegel has grown into a world-class organization with several product divisions, over 100 employees, and a specially designed 74,000 sq. ft. state-of-the-art facility located in Lake Wales, Florida.

PROGRAM A

QUALIFIED TARGET INDUSTRY

HIGH-WAGE JOB CREATION

Preapproved applicants who build a new facility, or expand a current facility and create qualified target sector industry high-wage jobs in the City of Lake Wales may receive, up to a 50% to 90% reduction of applicable impact fees.

Contact us for eligibility details.

Applicable to City impact fees.

NUMBER OF JOBS CREATED	REQUIRED % OF POLK COUNTY'S AVERAGE ANNUAL WAGE	CAPITAL INVESTMENT	MITIGATION AMOUNT*
10 - 50	115%	\$3 MILLION	50%
51 - 100	115%	\$3 MILLION	70%
101+	115%	\$3 MILLION	90%
MINIMUM OF 10	125%	\$3 MILLION	50%
MINIMUM OF 10	150%	\$3 MILLION	90%

* For eligible projects, 50% of the approved mitigation amount will be deducted from the amount due at the time the building permit is issued. The job creation requirements must be met within five (5) years of Certificate of Occupancy in order to qualify for the remaining 50% of the approved mitigation amount.

TYPES OF TARGET SECTOR BUSINESSES

- Advanced Manufacturing
- Argibusiness & Agritechnology
- Entertainment, Arts & Tourism
- Research & Technology
- Logistics, Supply Chain & Distribution
- Health Sciences

PROGRAM B

BUILDING INVENTORY DEVELOPMENT

Preapproved applicants who construct new commercial building inventory (spec building) of at least 20,000 square feet, to accommodate land development regulations permitted industrial uses, are eligible for a reduction of applicable impact fees. Mitigation may only be applied to a maximum of 400,000 square feet; square footage beyond that is subject to applicable impact fees.

Applicable to City impact fees.

NEW BUILDING INVENTORY SQUARE FOOTAGE	TOTAL MITIGATION AMOUNT
20,000 - 400,000	50%

Mitigation may only be applied to a maximum of 400,000 square feet; square footage beyond that is subject to applicable impact fees.

TYPES OF INVENTORY DEVELOPMENT

- Commercial Inventory Space
- Manufacturing
- Assembly & Fabrication
- Warehouse Distribution
- Research Technology
- Cultural Facilities

City of Lake Wales: Sara Irvine (863) 678 - 4182 ext. 1188 sirvine@lakewalesfl.gov

Lake Wales Economic Development Council: Skip Alford (863) 676 - 3445 skip@lakewaleschamber.com

POLK COUNTY AD VALOREM TAX EXEMPTION (AVTE)



Polk County Economic Development AD Valorem Tax Exemption (AVTE) Policy Guidelines

Determine percentage and duration of exemption by finding where your company fits into each category below and adding the AVTE percentage and years earned.

New or Expanding Polk County Qualified Business		
Capital Investment	AVTE Percentage Earned	Years Earned
\$10-\$24 Million*	10%	3
\$25-\$49 Million	20%	4
\$50-\$74 Million	25%	5
\$75-\$124 Million	30%	6
\$125 Million & Above	40%	6
New Jobs	AVTE Percentage Earned	Years Earned
10-49 Employees*	10%	1
50-99 Employees	20%	1
100-199 Employees	25%	2
200 Employees & Above	30%	3
Wage	AVTE Percentage Earned	Years Earned
115%-124% of County*	10%	1
125%-149% of County	20%	1
150%-199% of County	25%	2
200% of County & Above	30%	3

*Projects must meet the minimum requirement for each category. Maximum length of exemption allowed is 10 years regardless of the table shown above.

Example: A technology company locating their headquarters in Polk County commits to invest \$30 million in building and equipment. Adding 150 new jobs with average wages exceeding 200% of the County's average wage. Using the charts, we get the following results:

- The CapEx will earn the company a 20% exemption for a term of 4 years
- Additionally, 150 jobs would earn the company an additional 25% and 2 additional years.
- Lastly, 200% of the average wage would increase the AVTE percent by 30% and 3 additional years.

The result of the calculations yield a **75% AVTE for a term of 9 years.**

AVTE% ____ Years ____

+

AVTE% ____ Years ____

+

AVTE% ____ Years ____

=

Total eligible AVTE benefit:

AVTE% ____ Years ____

Project is in a Federally Designated Opportunity Zone (add 10% + 1 year to total AVTE)

POLK COUNTY AD VALOREM TAX EXEMPTION (AVTE)

The exemption was implemented to support economic growth and enhance the county's ability to be competitive. To be eligible, a company must be a qualified target industry, create a minimum of 10 new jobs and meet the programs wage requirement. Projects must invest a combined minimum of \$10 million in building and equipment (real and tangible property). The exemption must be approved by the Board of County Commissioners before any improvements to real property are made.

Example: A technology company locating their headquarters in Polk County commits to invest \$30 million in building and equipment. Adding 150 new jobs with average wages exceeding 200% of the County's average wage. Using the charts, we get the following results:

- The CapEx will earn the company a 20% exemption for a term of 4 years
- Additionally, 150 jobs would earn the company an additional 25% and 2 additional years.
- Lastly, 200% of the average wage would increase the AVTE percent by 30% and 3 additional years.

The result of the calculations yield a 75% AVTE for a term of 9 years.

Polk County AVTE Policy Guidelines.
Last revised September 2023.

STATE & REGIONAL INCENTIVE PROGRAMS

STATE INCENTIVE PROGRAMS

Quick Response Training Grant (QRT)

The QRT grant is available to new or expanding businesses to help fund customized training for new employees. Reimbursable training expenses include instructors'/trainers' wages, curriculum development, and textbooks/manuals. Because this program is customized, flexible, and responsive to individual company needs, funds are determined on a case-by-case basis.

High Impact Performance Incentive Grant (HIPI)

The High Impact Performance Incentive is a negotiated grant available to companies with a headquarters relocation project or those operating in a high-impact sector of one of Florida's key industries, including clean energy, financial services, life sciences, semiconductors and transportation equipment manufacturing. In order to qualify, businesses must create 50 new full-time jobs (25 for Research & Development facilities) and make a cumulative investment of \$50 million (\$25 million if R&D) during a three-year period. If approved, 50 percent of the award is distributed at the beginning, followed by 50 percent once employment and investment goals are met.

Capital Investment Tax Credit (CITC)

Up to 20 years in corporate tax credits are available to companies with a headquarters relocation project or operating in the clean energy, financial services, life sciences, semiconductors or transportation equipment manufacturing sectors. In order to qualify, businesses must create 100 new full-time jobs in three years and make a total investment of a minimum of \$25 million.

REGIONAL INCENTIVE PROGRAMS

Duke Energy Economic Development Rider

Reduction of base rate demand and energy charges for companies that add 25 net new jobs and have an electrical demand of 500 kWh of which a minimum load factor of 50% must originate from a single point of delivery. Capex must exceed \$500,000.

TECO Energy Economic Development Rider Program

Reduction of base rate demand and energy charges for companies that add 25 full-time equivalent new jobs and have an electrical demand of 350 kWh from a single meter.

Florida Public Utilities Natural Gas Commercial Rebate

Rebates are available for new natural gas commercial appliances. Amounts vary by rebate category and customer class.

Foreign Trade Zone (FTZ 79)

International businesses can take advantage of added import flexibility on products for re-export and enjoy cash flow benefits and substantial savings on import fees.

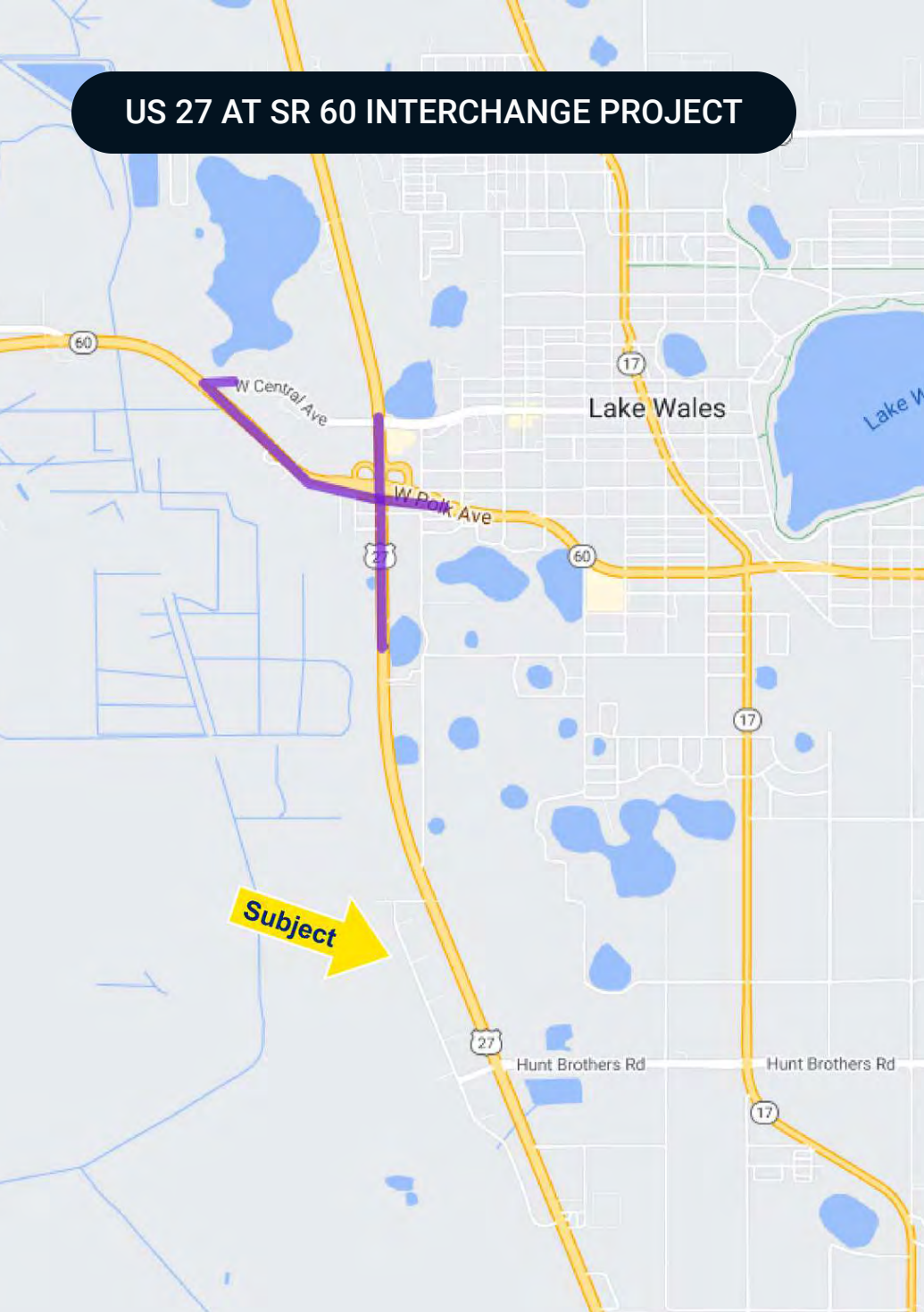
**All incentives are performance-based and require a completed application and must be approved by the Polk County Board of County Commissioners.*



KEGEL TRAINING CENTER
BUILT FOR BOWLING

 **SOVAL**™

US 27 AT SR 60 INTERCHANGE PROJECT



PROJECT DESCRIPTION

The Florida Department of Transportation's (FDOT) contractor, Prince Contracting, LLC, began construction in early September 2020 to reconstruct the interchange at US 27 and SR 60 in Polk County. US 27 and SR 60 have been widened from four to six lanes.

The project has been recently completed and it will have a positive impact on nearby properties as well as improve transportation needs in the area.

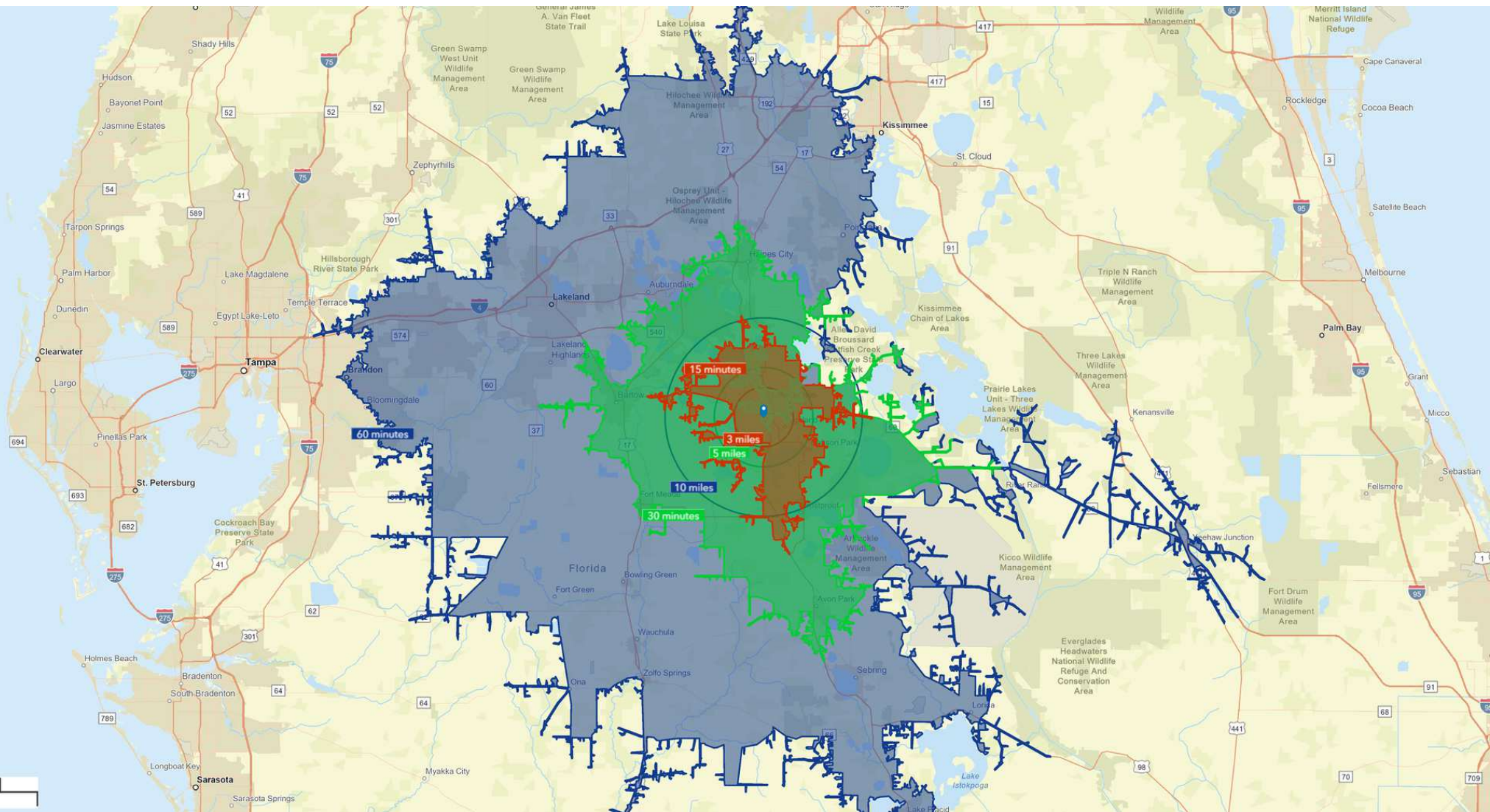
US 27 IMPROVEMENTS INCLUDED:

- Widen roadway from four lanes to six 11-foot lanes
- Paved shoulders with the outside shoulder designated as a buffered bicycle lane
- Curb and gutter along the inside and outside
- Install a closed drainage system
- Six-foot sidewalks

SR 60 IMPROVEMENTS INCLUDED:

- Construct a new bridge over US 27
- Widen roadway from four to six 11-foot lanes
- Install a seven-foot bicycle lane
- Curb and gutter along the inside and outside
- Closed drainage system
- Six-foot sidewalks

DRIVE TIMES & MILE RADIUS



Benchmark Demographics



	3 Mile	5 Miles	10 Miles	15 Mins	30 Mins	60 Mins	City of Lake Wales	Polk County	FL	US
Population	14,369	25,942	93,881	56,998	301,105	1,309,841	17,233	812,640	22,779,514	338,440,954
Households	5,535	9,983	37,050	22,559	114,676	484,624	6,979	303,601	9,084,882	130,716,571
Families	3,569	6,528	24,870	14,968	77,047	334,266	4,554	207,373	5,826,884	83,629,781
Average Household Size	2.55	2.55	2.51	2.48	2.58	2.66	2.43	2.62	2.45	2.53
Owner Occupied Housing Units	3,150	6,474	26,972	15,577	81,975	341,055	4,253	216,091	6,029,935	84,133,084
Renter Occupied Housing Units	2,385	3,509	10,078	6,982	32,701	143,569	2,726	87,510	3,054,947	46,583,487
Median Age	38.7	41.4	44.4	45.2	42.5	40.9	44.2	41.2	43.5	39.3
Income										
Median Household Income	\$46,365	\$50,829	\$56,636	\$54,193	\$56,385	\$65,986	\$52,681	\$63,515	\$74,715	\$79,068
Average Household Income	\$66,122	\$69,646	\$75,705	\$72,481	\$76,656	\$88,511	\$69,412	\$83,346	\$105,305	\$113,185
Per Capita Income	\$25,235	\$27,294	\$29,809	\$29,026	\$29,311	\$32,774	\$28,141	\$31,188	\$42,078	\$43,829

- Over 301,000 people with a median age of 42.5 within a 30-minute drive from the property.
- Median household income of over \$56,000 within a 10-mile radius from the property.

Benchmark Demographics



3 Mile 5 Miles 10 Miles 15 Mins 30 Mins 60 Mins City of Lake Wales Polk County FL US

Households by Income

<\$15,000	18.50%	15.10%	10.70%	12.00%	11.10%	8.90%	17.00%	9.30%	8.40%	8.60%
\$15,000 - \$24,999	11.10%	10.50%	8.50%	8.40%	9.20%	7.30%	9.50%	8.00%	6.60%	6.30%
\$25,000 - \$34,999	9.60%	10.80%	11.10%	11.20%	11.10%	9.50%	9.00%	10.30%	7.40%	6.70%
\$35,000 - \$49,999	13.50%	12.90%	14.40%	14.60%	13.30%	12.70%	12.50%	12.90%	11.00%	10.10%
\$50,000 - \$74,999	12.80%	14.20%	15.60%	16.30%	16.00%	16.30%	13.90%	15.20%	16.90%	15.70%
\$75,000 - \$99,999	12.80%	14.00%	13.90%	14.20%	13.60%	13.80%	16.40%	14.20%	13.60%	12.80%
\$100,000 - \$149,999	14.70%	14.90%	17.10%	15.80%	16.40%	18.20%	14.90%	18.70%	17.20%	17.60%
\$150,000 - \$199,999	4.80%	4.80%	5.50%	4.60%	5.50%	7.20%	4.10%	6.70%	8.60%	9.50%
\$200,000+	2.30%	2.80%	3.20%	2.90%	3.90%	6.20%	2.70%	4.60%	10.40%	12.60%

Population by Age

0 - 4	6.40%	5.70%	5.10%	5.00%	5.40%	5.30%	5.50%	5.40%	4.70%	5.50%
5 - 9	6.60%	6.00%	5.50%	5.40%	5.80%	5.70%	5.70%	5.70%	5.10%	5.80%
10 - 14	6.90%	6.40%	6.00%	5.80%	6.20%	6.20%	6.20%	6.20%	5.40%	6.00%
15 - 19	6.80%	6.70%	6.20%	6.10%	6.30%	6.40%	5.90%	6.30%	5.80%	6.40%
20 - 24	6.50%	6.20%	5.70%	5.70%	5.90%	6.40%	5.50%	6.30%	6.10%	6.80%
25 - 34	12.20%	11.50%	10.80%	10.60%	11.60%	12.60%	11.10%	12.40%	12.30%	13.50%
35 - 44	12.40%	11.50%	11.40%	11.10%	11.90%	12.50%	11.00%	12.40%	12.50%	13.30%
45 - 54	10.60%	10.20%	11.10%	10.30%	11.20%	11.90%	9.40%	11.60%	12.10%	12.10%
55 - 64	11.50%	11.80%	12.70%	12.30%	12.40%	12.20%	11.60%	12.30%	13.30%	12.30%
65 - 74	10.90%	12.80%	13.80%	14.60%	12.70%	11.50%	15.00%	11.90%	12.30%	10.40%
75 - 84	6.50%	8.40%	9.20%	10.20%	8.30%	7.20%	10.20%	7.40%	7.70%	5.70%
85+	2.70%	2.80%	2.60%	2.70%	2.60%	2.20%	3.00%	2.20%	2.70%	2.00%

Race and Ethnicity

White Alone	48.50%	56.60%	62.30%	61.70%	55.60%	55.70%	53.90%	57.00%	56.50%	60.30%
Black Alone	28.80%	21.80%	13.80%	15.90%	17.90%	13.50%	23.60%	15.00%	15.00%	12.50%
American Indian Alone	0.60%	0.60%	0.50%	0.50%	0.60%	0.60%	0.60%	0.60%	0.50%	1.10%
Asian Alone	0.90%	0.80%	2.00%	1.60%	1.80%	2.50%	1.10%	2.00%	3.20%	6.40%
Pacific Islander Alone	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.00%	0.10%	0.10%	0.20%
Some Other Race Alone	10.20%	9.40%	9.30%	9.20%	10.70%	11.50%	9.90%	10.70%	7.60%	8.80%
Two or More Races	10.90%	10.70%	12.00%	11.10%	13.30%	16.20%	10.90%	14.60%	17.20%	10.70%
Hispanic Origin (Any Race)	27.20%	25.50%	25.60%	24.80%	29.40%	32.30%	26.20%	29.80%	27.60%	19.60%

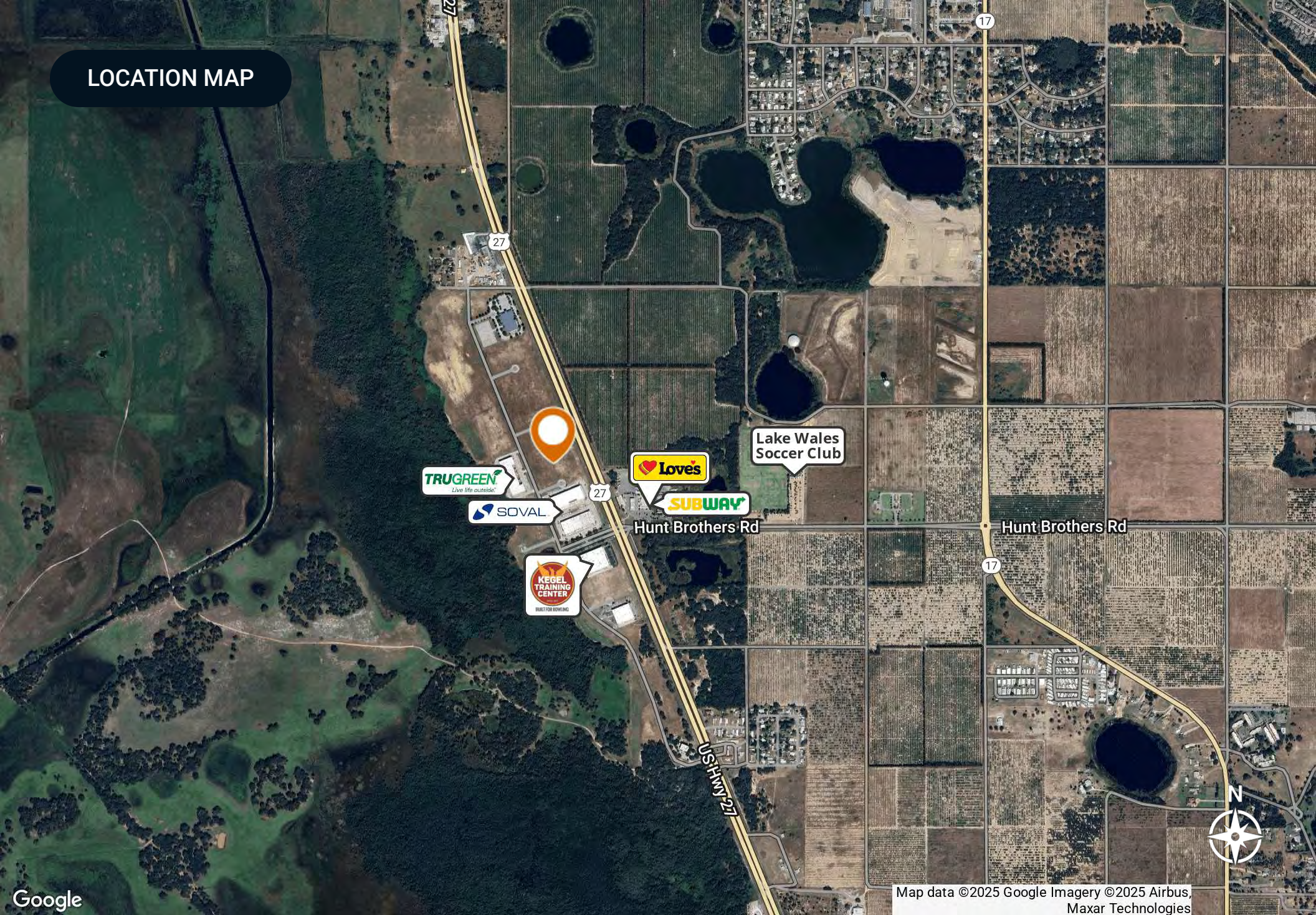


POLK COUNTY FLORIDA

FOUNDED	1861	DENSITY	413.4 people/sq. mi.
COUNTY SEAT	Bartow	POPULATION	775,084 [2023]
AREA	1,875 sq. mi.	WEBSITE	polk-county.net

Polk County is a leading contributor to the state's economy and politics. Citrus, cattle, agriculture, and the phosphate industry still play vital roles in the local economy, along with an increase in tourist revenue in recent years. The county's location between both the Tampa and Orlando metropolitan areas has aided in the development and growth of the area. Residents and visitors alike are drawn to the unique character of the county's numerous heritage sites and cultural venues, stunning natural landscapes, and many outdoor activities, making Polk the heart of central Florida.

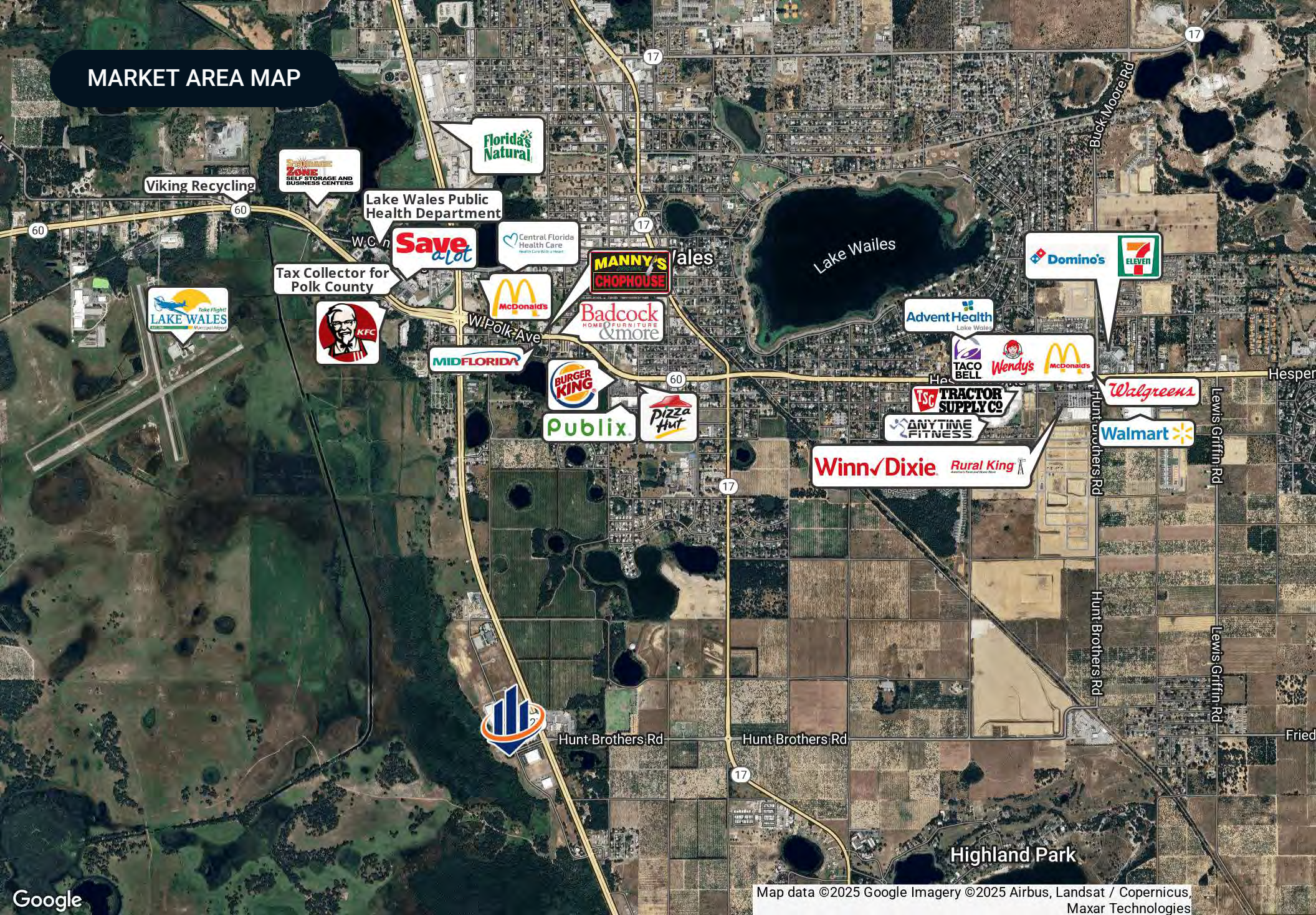
LOCATION MAP



Google

Map data ©2025 Google Imagery ©2025 Airbus, Maxar Technologies

MARKET AREA MAP



Viking Recycling

SELF STORAGE AND BUSINESS CENTERS

Lake Wales Public Health Department

Florida's Natural

Save a Lot

Central Florida Health Care

MANNY'S CHOPHOUSE

Badcock HOME FURNITURE & more

Tax Collector for Polk County



MIDFLORIDA



Publix

Advent Health

Domino's



Walgreens

ANY TIME FITNESS

Winn-Dixie Rural King

Walmart



Hunt Brothers Rd

Hunt Brothers Rd

Highland Park

Map data ©2025 Google Imagery ©2025 Airbus, Landsat / Copernicus, Maxar Technologies

Google

ADVISOR BIOGRAPHY



GARY RALSTON, CCIM, SIOR, CRE, CPM, CRRP, FRICS

Managing Director/ Senior Advisor

gary.ralston@saundersrealestate.com

Direct: 877.518.5263 x400 | Cell: 863.738.2246

PROFESSIONAL BACKGROUND

Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, CLS, CDP, CRX, CRRP, FRICS is a Partner and Senior Advisor of SVN Saunders Ralston Dantzler Real Estate in Lakeland, FL – the premier commercial services provider in Central Florida.

Gary is a recognized subject matter expert on retail and commercial properties, a successful real estate developer, investor, and group investment sponsor. From the early 1990s through 2004, Gary was the president and member of the board of directors at Commercial Net Lease Realty, Inc. (NYSE:NNN) - the industry leader in single-tenant, net-leased, corporate real estate. During that time, he guided the company's growth from less than \$15 million in real estate assets to over \$1.5 billion.

Gary holds many designations including the Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Specialist in Real Estate Securities (SRS), Certified Property Manager (CPM), Counselor of Real Estate (CRE), Certified Leasing Specialist (CLS), Certified Development, Design, and Construction Professional (CDP), Certified Retail Property Executive (CRX), Certified Retail Real Estate Professional (CRRP) and Fellow of the Royal Institute of Chartered Surveyors (FRICS) . He is also a Florida licensed real estate broker and certified building contractor.

Gary is a senior instructor for the CCIM Institute and a member of the board of directors of CCIM Technology. He is also a member of the Urban Land Institute (ULI), the International Council of Shopping Centers (ICSC), and the Commercial Real Estate Development Association (NAIOP).

Gary holds a Master's in Real Estate and Construction Management from the University of Denver. He is also an adjunct faculty member at Florida Southern College and the University of Florida. Gary was inducted as a Hoyt Fellow (<http://hoytgroup.org/hoyt-fellows/>) in 2001. Gary is a member of the Business Panel of the Federal Reserve Bank of Atlanta.

Gary is recognized as the most accredited commercial real estate practicing professional in the nation.

Gary specializes in:

- Commercial Real Estate
- Leasing and Tenant Representation
- Certified Building Contractor
- Development
- Group Investment Programs
- Instructor, Adjunct Faculty

ADVISOR BIOGRAPHY



SID BHATT, CCIM, SIOR

Senior Advisor

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PROFESSIONAL BACKGROUND

Sid Bhatt, CCIM, SIOR is a Senior Advisor at Saunders Real Estate.

An expert in his field, Sid primarily focuses on managing investment sales, leasing, and property management in the Tampa Bay area. He specializes in critical industrial real estate assets with a focus on 3rd party logistics, cold storage, life science, and sale leasebacks. With over 15 years of commercial real estate experience, Sid has achieved a career sales volume close to \$100 million, fostering client relationships with Lightstone, EB5 United, L&M Development, Switzenbaum & Associates, Crossharbor Capital, CanAM, Big River Steel, Strand Capital, Dollar General & CleanAF Operations, Inc.

In 2008, Sid began his commercial brokerage career in the Carolinas with Coldwell Banker and later with NNet Advisors, Marcus & Millichap, and eventually the SVN Commercial Advisory Group. Now, Sid has seamlessly transitioned his expertise and deep market insights by joining SVN | Saunders Ralston Dantzler Real Estate.

Since the start, Sid has proven to be an effective deal manager who has strategically penetrated key markets in single & multi-tenant assets through his relationships with developers, private client capital, and overseas investors. He has a strong history of working in investment banking with private placement transactions for accredited investors in structured real estate bonds.

Prior to becoming a commercial broker, Sid worked for over 20 years in sales and marketing management with Hewlett Packard/Agilent Technologies. He was instrumental in implementing several corporate real estate projects, namely the Centers of Excellence in CA, DE, and across the US and Canada. Sid also holds an MBA from Fordham University, NY, and a Certificate of Professional Development from the University of Pennsylvania – The Wharton School.

Sid was awarded the coveted CCIM (Certified Commercial Investment Member) designation in 2010 and the SIOR (Society of Industrial & Office Realtors) in 2022. He is involved in the following charities : DNS Relief Fund, Samaritan's Purse and Gideons International.

Sid Bhatt specializes in:

- Industrial
- Retail
- Office

ADVISOR BIOGRAPHY



MARICRUZ GUTIERREZ MEJIA

Associate Advisor

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PROFESSIONAL BACKGROUND

Maricruz Gutierrez Mejia is an advisor at Saunders Real Estate in Lakeland, Florida. As a Lake Wales native, Maricruz possesses a unique understanding of Florida's multifaceted commercial real estate market. In her role as an advisor, Maricruz's depth of expertise spans across a variety of commercial property types, specializing in investment sales and site selection.

Maricruz's real estate journey began at the University of Central Florida where she would earn her Bachelor of Science degree in real estate in 2022. During her time at UCF, she not only excelled academically, but she also actively contributed to the real estate community as a proud member of the UCF Real Estate Society.

Maricruz is also an active member of CREW Orlando, Central Florida's premier business organization for women in commercial real estate and its related fields. CREW Orlando is dedicated to driving transformation within the commercial real estate industry by advancing women and other underrepresented groups. Her excellence and ambition were further recognized when she was awarded the prestigious 2022 CREW Orlando Scholarship. Maricruz is also a member of the UCREW Committee whose mission is to introduce college students to the diverse opportunities in commercial real estate.

As a graduate of the LEDC Summer Leadership Class, along with her numerous other accomplishments, Maricruz continually builds upon her leadership skills and industry expertise. Each of her experiences have equipped Maricruz with the tools necessary to excel in commercial real estate, allowing her to provide clients with the highest level of service and guidance.

Maricruz specializes in:

- Commercial Properties
- Investment Sales
- Site Selection

MEMBERSHIPS

- CREW Orlando
- UCREW Committee

ADVISOR BIOGRAPHY



TRACE LINDER

Associate Advisor

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PROFESSIONAL BACKGROUND

Trace Linder is an Associate Advisor at Saunders Real Estate.

Trace is a licensed real estate sales associate based in Tampa, FL. As a fourth-generation Floridian raised in the Lakeland area, Trace has strong ties to the heart of Florida's cattle and citrus country. He is an avid outdoorsman with a passion for wildlife, conservation, and most importantly the land.

Trace earned his Bachelor of Science degree from the University of Florida's Agricultural Operations Management program before embarking on a twelve-year career in construction equipment sales for one of the leading Caterpillar machinery dealerships in the United States. His sales and management experience later led him to become the North American General Manager for an international construction equipment manufacturer. Throughout his career in sales and customer relations, Trace has always prioritized the needs of his clients.

In addition to his professional accomplishments, Trace is a Caterpillar Six Sigma Black Belt and an active member of several organizations dedicated to wildlife conservation, including Ducks Unlimited, The National Wild Turkey Federation, and Captains for Clean Water. He is also the Chairman of Conservation Florida's Central Florida Advisory Board.

Trace Specializes in:

- Recreational & Hunting Land
- Ranch & Agricultural Land
- Commercial & Industrial



For more information visit www.saundersrealestate.com

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