

OFFERING MEMORANDUM
Sanford Development Site
±6.88 ACRES | SANFORD, FLORIDA

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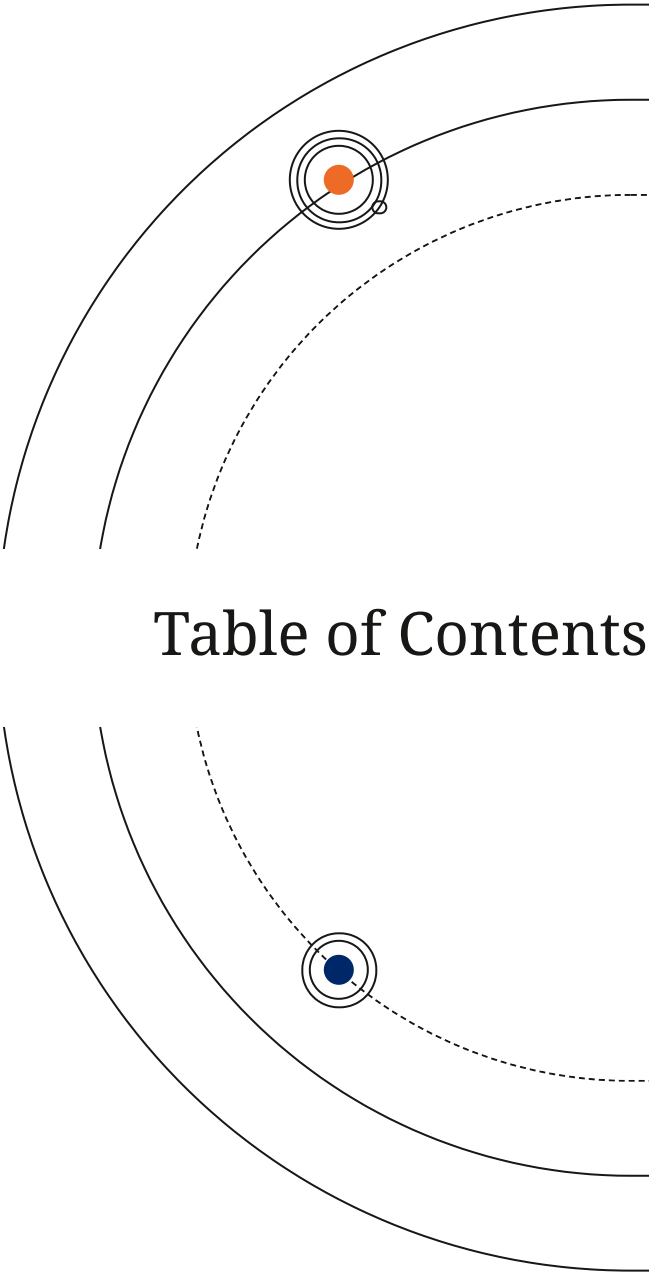


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DISCLAIMER

The material contained in this Proposal is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Proposal. If the person receiving these materials does not choose to pursue a purchase of the Property, this Proposal must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Proposal may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Proposal, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Proposal is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Proposal or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

An aerial photograph of a waterfront property. A large, irregularly shaped area of land is outlined in orange. This area contains dense trees and a small body of water. To the right of the orange-outlined area is a residential neighborhood with many houses. Below the orange-outlined area is a marina with several boat docks, each with a white canopy. In the foreground, there are more boat docks, some with white canopies, and a small building. The water is dark blue, and the sky is light blue.

SECTION 1
Executive
Summary

EXECUTIVE SUMMARY



OFFERING SUMMARY

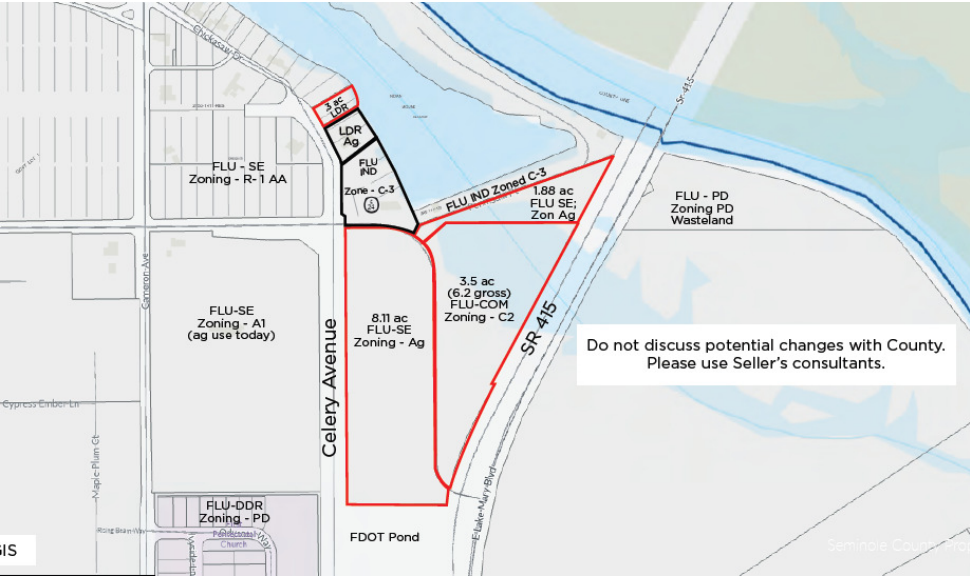
SALE PRICE	\$625,000
SIZE:	±11.61 AC (Usable), 14.31 AC (Gross)
ZONING:	C2, AG
FUTURE LAND USE:	Residential & Commercial
POTENTIAL DU'S:	±92 (22' x 45')
VESTING:	Fee Simple

PROPERTY DESCRIPTION

The **Sanford Development Site** represents a rare opportunity to acquire approximately **±14.31 acres** of strategically located land along the St. Johns River corridor in Sanford, Florida. Positioned at the entrance to Seminole County and immediately adjacent to Sanford Boat Works & Marina, the property offers exceptional visibility, accessibility, and development flexibility within one of Central Florida’s fastest-growing markets.

Located along the rapidly developing Celery Avenue corridor with convenient access to SR-415, Lake Monroe, Interstate 4, and Orlando Sanford International Airport, the site is surrounded by expanding residential communities, commercial growth, and ongoing infrastructure investment.

PROPERTY DETAILS & HIGHLIGHTS



PROPERTY SUMMARY

APN#	34-19-31-300-002D-0000	34-19-31-300-0010-0000
SIZE:	3.5 AC / 6.49 AC Gross (80,020 SF)	8.11 Acres (353,272 SF)
ZONING:	C-2, Retail Commercial	A-1, Agricultural-1Ac
FLU:	Commercial	SE-Suburban Estates
EST. DU'S	TBD	Est. Townhome DU's (22 x 45')

HIGHLIGHTS

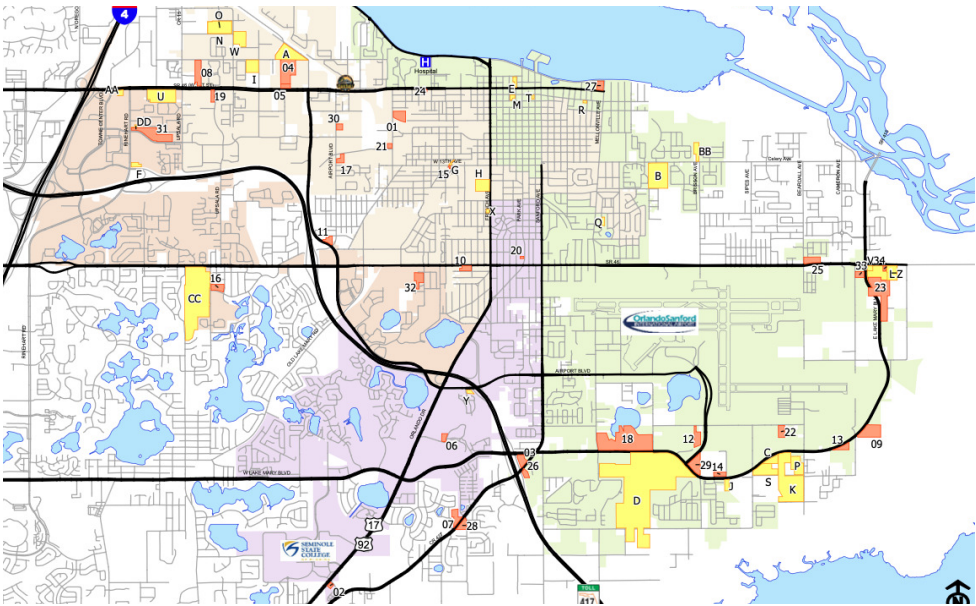
- ±11.61 Acres of Development Land Adjacent to Sanford Boat Works & Marina
- Strategic Frontage Along the Celery Avenue Corridor with Immediate Access to SR-415
- Located Within One of Central Florida's Fastest-Growing Residential and Commercial Markets
- Adjacent to Existing Marina Operations and Waterfront Amenities
- Access to Existing Infrastructure and Nearby Utility Services
- Strong Residential Growth Throughout Seminole County and the Greater Orlando MSA
- Approximately 3,552 Residential Units Currently in Development Throughout the City of Sanford
- Approximately 1.16 Million Square Feet of Industrial Development and 359,000+ Square Feet of Commercial Development Underway Citywide
- Adjacent to Planned 158-Lot Single-Family Residential Development
- Rare Large-Scale Development Opportunity Along the St. Johns River Corridor

An aerial photograph of a coastal area. A large, irregularly shaped area of land is outlined in orange, indicating a development site. This site is bordered by a road to the north and a body of water to the south. To the south of the highlighted area is a marina with several boat docks and a long building. Further south is a golf course. In the background, there is a residential neighborhood and a body of water.

SECTION 2
Development
Opportunities

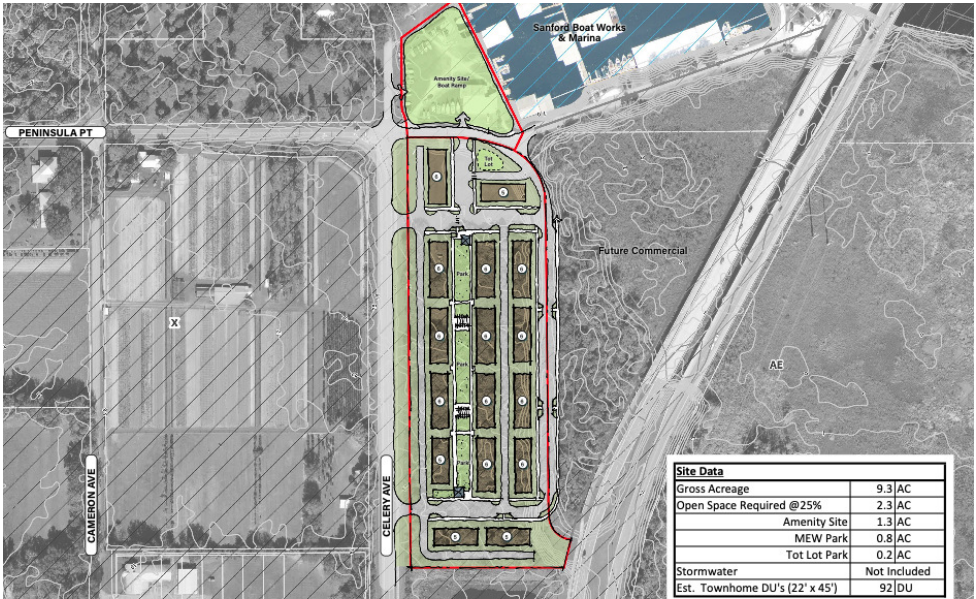
DEVELOPMENT POTENTIAL

The property offers meaningful future development potential beyond the existing marina operations, driven by its size, configuration, and location along the St. Johns River. Portions of the site could support a thoughtfully scaled residential component, potentially accommodating more than 90 townhome-style residences with internal roadways, green space, and neighborhood amenities such as small parks and recreational areas. A development concept of this nature would allow for the continued operation of the marina while activating underutilized land in a way that complements the riverfront setting and surrounding growth along the Celery Avenue and SR-415 corridors. While any future development would be subject to zoning, entitlement, and site planning approvals, prior feasibility analysis indicates the property has the physical characteristics and market support to accommodate a mixed-use approach that enhances overall land value without compromising the marina’s core operations.

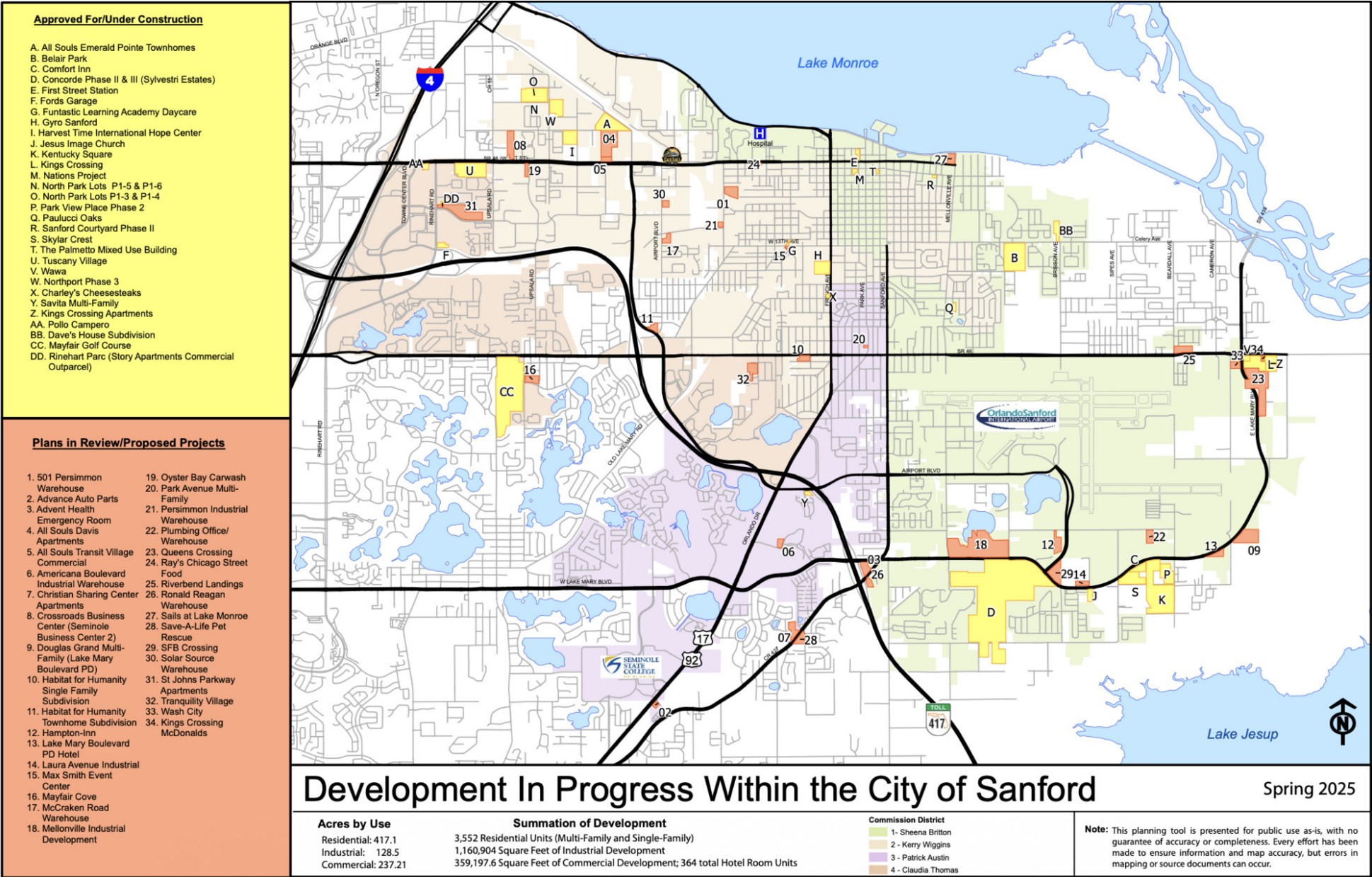


DEVELOPMENT HIGHLIGHTS

- The surplus property offers future development potential supported by nearby utilities and established rights to a stormwater retention pond, which may reduce entitlement and development costs.
- According to the City of Sanford, approximately **3,552 residential units** are currently in development progress citywide.
- Industrial expansion remains a major driver of economic growth, with roughly **1,160,904 square feet of industrial space** in development citywide as of spring 2025.
- Commercial development is also active, with approximately **359,157 square feet of commercial space** in development within the city limits as of spring 2025.
- Residential momentum is further underscored by a **158-lot single-family subdivision planned by a national homebuilder directly adjacent to the property along the Celery Avenue corridor.**



DEVELOPMENT MAP



An aerial photograph of a marina and surrounding residential area. The marina is filled with numerous boats, including yachts and smaller vessels, docked at various piers. Several large, white, rectangular structures, likely boat storage or maintenance buildings, are situated along the waterfront. The surrounding area includes a mix of greenery, trees, and residential housing. A road with some traffic is visible in the upper left. The sky is clear and blue.

SECTION 3
Location
Information

LOCATION OVERVIEW



SANFORD, FL

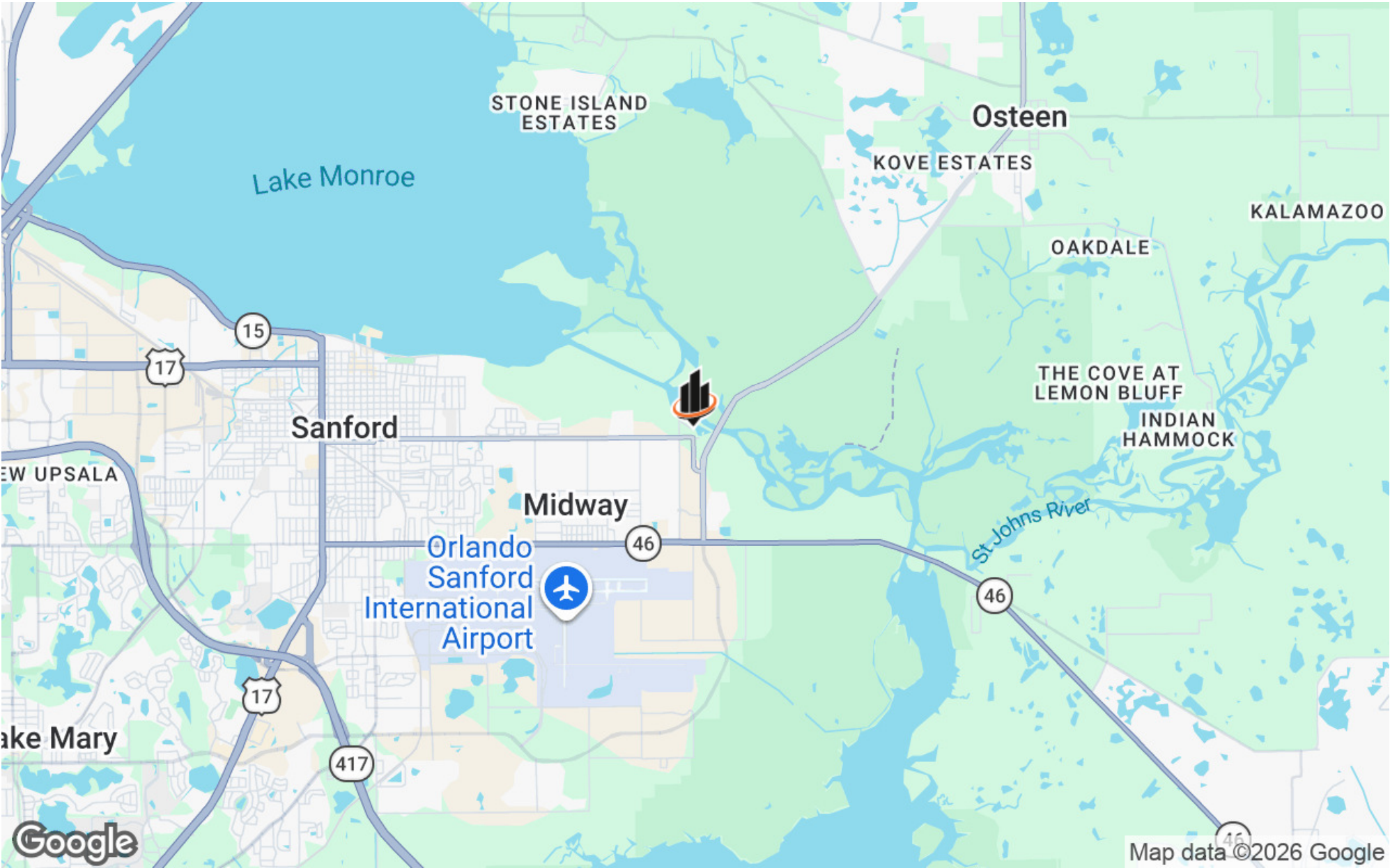
Sanford Boatworks and Marina is located along the southern shoreline of Lake Monroe, one of the largest lakes on the St. Johns River system, and sits less than a mile from historic downtown Sanford. The property benefits from direct access to the St. Johns River, providing boaters with a navigable route north through central Florida and connecting to a wide network of recreational waterways. The marina is positioned within a high-growth corridor of Seminole County and is surrounded by strong residential demand, expanding waterfront development, and a steady inflow of tourism driven by the city's riverwalk, restaurants, breweries, and year-round events.

The site is easily reached from State Road 46, U.S. Highway 17-92, and Interstate 4, allowing convenient access for both local boaters and customers trailering vessels from surrounding markets. The marina is also five minutes from the Orlando Sanford International Airport, which serves more than three million passengers annually and supports ongoing economic activity in the region.

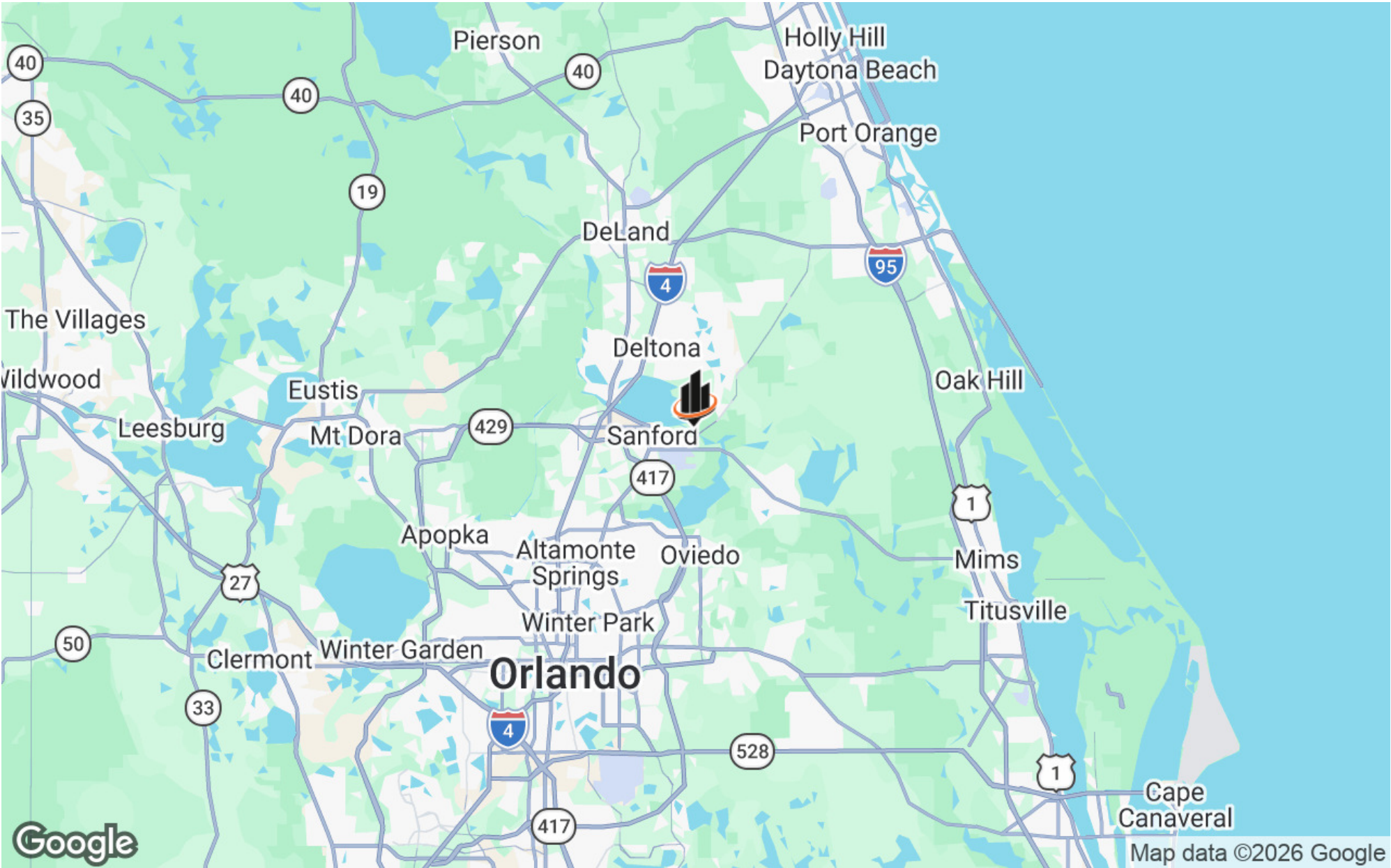


The immediate area combines historic charm with modern amenities. Sanford's revitalized downtown features dining, retail, entertainment venues, and a growing residential base, all within walking distance of the waterfront. Lake Monroe Park, the Sanford Riverwalk, and multiple public boat ramps reinforce the city's identity as a regional hub for outdoor recreation. This combination of waterfront access, transportation connectivity, and surrounding lifestyle amenities supports strong long-term demand for wet slips, dry storage, service operations, and marine-related commercial uses.

LOCATION MAP



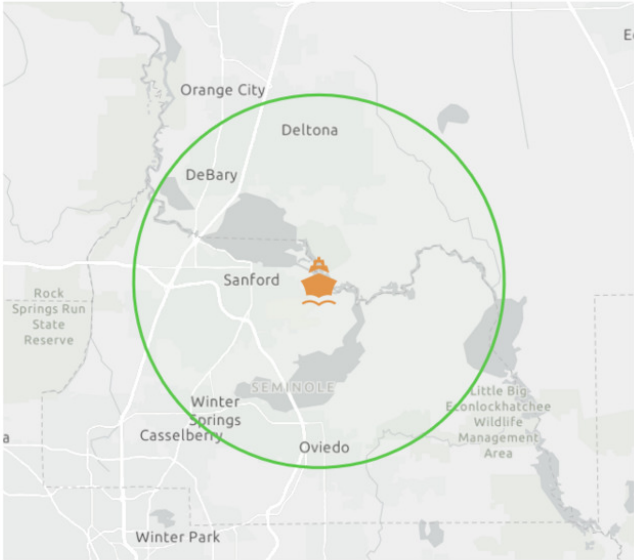
REGIONAL MAP



An aerial photograph of a marina and surrounding residential area. The marina is filled with numerous boats docked at various piers. Several large, white, rectangular buildings are situated along the waterfront, likely serving as storage or maintenance facilities. In the background, a dense residential neighborhood with many houses is visible, separated from the marina by a line of trees and a road. The sky is clear and blue, and the water reflects the surrounding landscape.

SECTION 4 Demographics

DEMOGRAPHIC GROWTH



Population Trends and Key Indicators

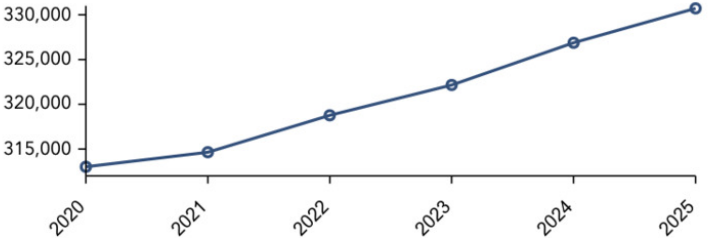
Peninsula Pt
Ring: 10 mile radius

330,711	127,600	2.57	40.8	\$82,170	\$392,997	93	77	78
Population	Households	Avg Size Household	Median Age	Median Household Income	Median Home Value	Wealth Index	Housing Affordability	Diversity Index

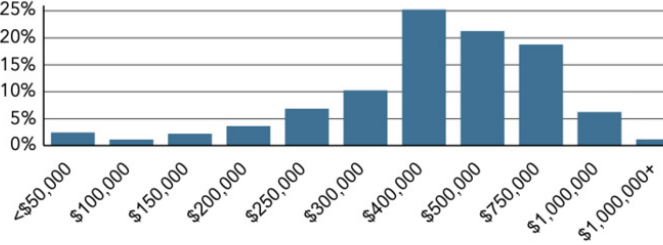
MORTGAGE INDICATORS



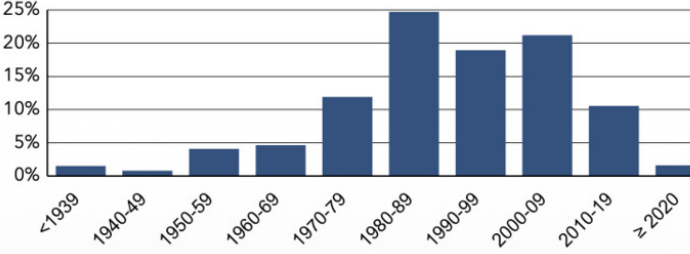
Historical Trends: Population



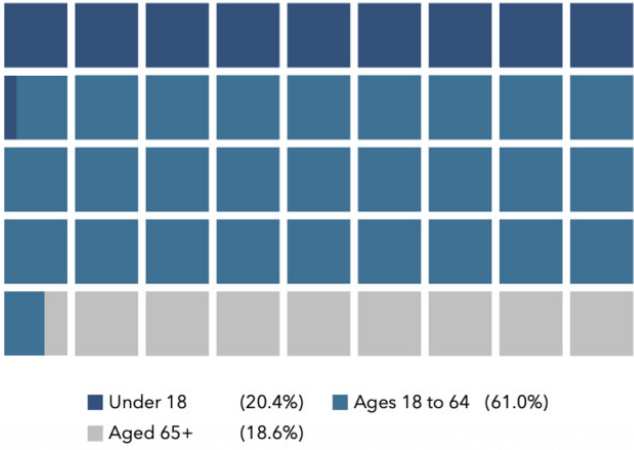
Home Value



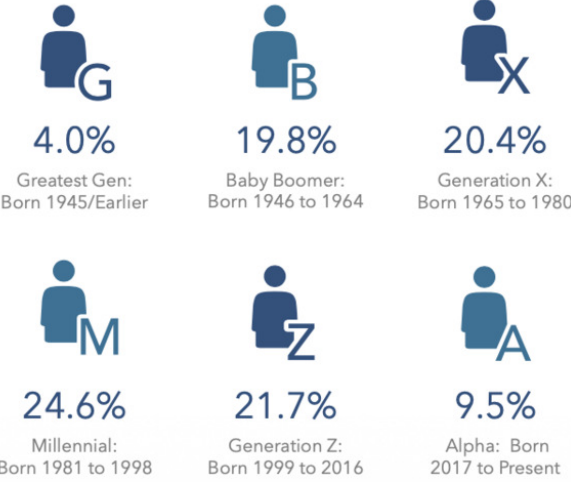
Housing: Year Built



POPULATION BY AGE



POPULATION BY GENERATION



Source: This infographic contains data provided by Esri (2025, 2030), Esri-U.S. BLS (2025), ACS (2019-2023). © 2025 Esri

DAVID KENDALL



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PROFESSIONAL BACKGROUND

David Kendall is a seasoned commercial real estate professional with a focus on the sale, development, and acquisition of marine facilities and businesses. With over 25 years of experience in real estate brokerage and finance, David brings a wealth of knowledge to every transaction. A Florida State University graduate with a Bachelor of Science in Finance, David is a licensed Florida Real Estate Broker and earned his prestigious CCIM designation in 2022, establishing him as a recognized expert in commercial and investment real estate.

David’s extensive experience spans valuation, financial analysis, leasing, portfolio investment management, sales, and marketing. He has navigated multiple economic cycles, continuously evolving his strategies to benefit his clients. Trusted by both institutional and private investors, David has facilitated acquisitions and divestitures of marine properties and businesses across varying market conditions.

As part of SVN, the only national commercial real estate firm with a specialized marina and marine advisory practice, David has access to an extensive network of experts. SVN Marinas was strategically created by seasoned marine specialists, with co-locations in Palm Beach County, FL, and Cape Cod, MA, allowing for efficient, nationwide service across the U.S. and the Caribbean. SVN’s 200+ offices and 1,600 advisors reinforce its reputation as a leading national real estate firm.

David’s expertise in large marina transactions combines technical skill with a powerful network of qualified acquirers. Known for his deep knowledge of the commercial waterfront, he is a trusted advisor to marina owners, operators, private equity firms, institutional investors, and developers. Whether you’re looking for insights into an existing marina, considering a new development, or seeking fresh perspective from a dedicated marina specialist, David’s commitment, experience, and industry knowledge provide a unique advantage.

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JOSH SHEPPARD



JOSH SHEPPARD

Senior Advisor

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PROFESSIONAL BACKGROUND

Josh Sheppard is a commercial real estate senior advisor specializing in marina sales, acquisitions, and waterfront investment properties across the United States. He works closely with buyers, sellers, and investors seeking marinas for sale, marine businesses, and income-producing waterfront assets, bringing a strong understanding of marina operations, dockage revenue, and asset performance.

As a member of the SVN Marinas team, Josh leverages a national platform and a targeted network of qualified marina buyers, private equity groups, and operators actively pursuing marina acquisitions and coastal investment opportunities. His experience includes advising on marina brokerage transactions, waterfront development projects, and valuation of marine-related assets, helping clients position their properties effectively in a competitive market.

Josh provides strategic guidance on pricing, marketing, and disposition of marina assets, with a focus on maximizing exposure and return on investment. Whether representing a marina for sale, evaluating a waterfront investment opportunity, or consulting on repositioning strategies, he delivers data-driven insights backed by real-time market intelligence.

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PROFESSIONAL BACKGROUND

Carl W. Lentz IV, MBA, CCIM is the Managing Director at SVN | Alliance with 20+ years of experience in the commercial real estate industry. He manages operations at the areas largest commercial real estate brokerage firm covering Volusia and Flagler Counties as well as the Greater Jacksonville market. He has a long history of success in assisting clients in the sale, lease or acquisition of commercial real estate across Central and North Florida. For the past 20+ years, he has represented local, regional and national clients for their retail, office, industrial and investment needs.

Carl is actively involved in the local community and is a former Daytona Beach City Commissioner, former member of the Daytona Beach Economic Development Advisory Board, Past President of the SMA Healthcare Foundation, Crime Stoppers of Northeast Florida, Tiger Bay of Volusia County and and is an active member of the Civic League of Volusia County.

The SVN organization is comprised of over 1,600 Advisors and staff in more offices in the United States than any other commercial real estate firm and continues to expand across the globe. Geographic coverage and amplified outreach to traditional, cross-market, and emerging buyers and tenants is the only way to achieve maximum value for our clients. This is why we proactively promote properties and share fees with the entire industry. This is our unique Shared Value Network and just one of the many ways that SVN Advisors create amazing value with our clients, colleagues and communities.

SVN | Alliance is located in Ormond Beach, FL and provides sales, leasing, tenant representation and corporate real estate services in the Greater Daytona Beach Area. SVN advisors represent clients in billions of dollars annually in auction, distressed assets, golf and resorts, hospitality, industrial, institutional capital markets, land and development, medical office, multifamily, office, restaurant, retail self storage, single family rental portfolios and single tenant investments. All SVN offices are

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