



100 Cattlemen Dr



Table of Contents

An aerial photograph of a large industrial or commercial property. The central feature is a long, white-roofed building with a flat roof. To the right of the building is a large, paved parking lot with several cars parked. In the foreground, there is a large, irregularly shaped pond surrounded by green grass and some trees. A road with a few cars is visible in the lower-left corner. The background shows a dense residential or commercial area with many smaller buildings and trees under a blue sky with light clouds.

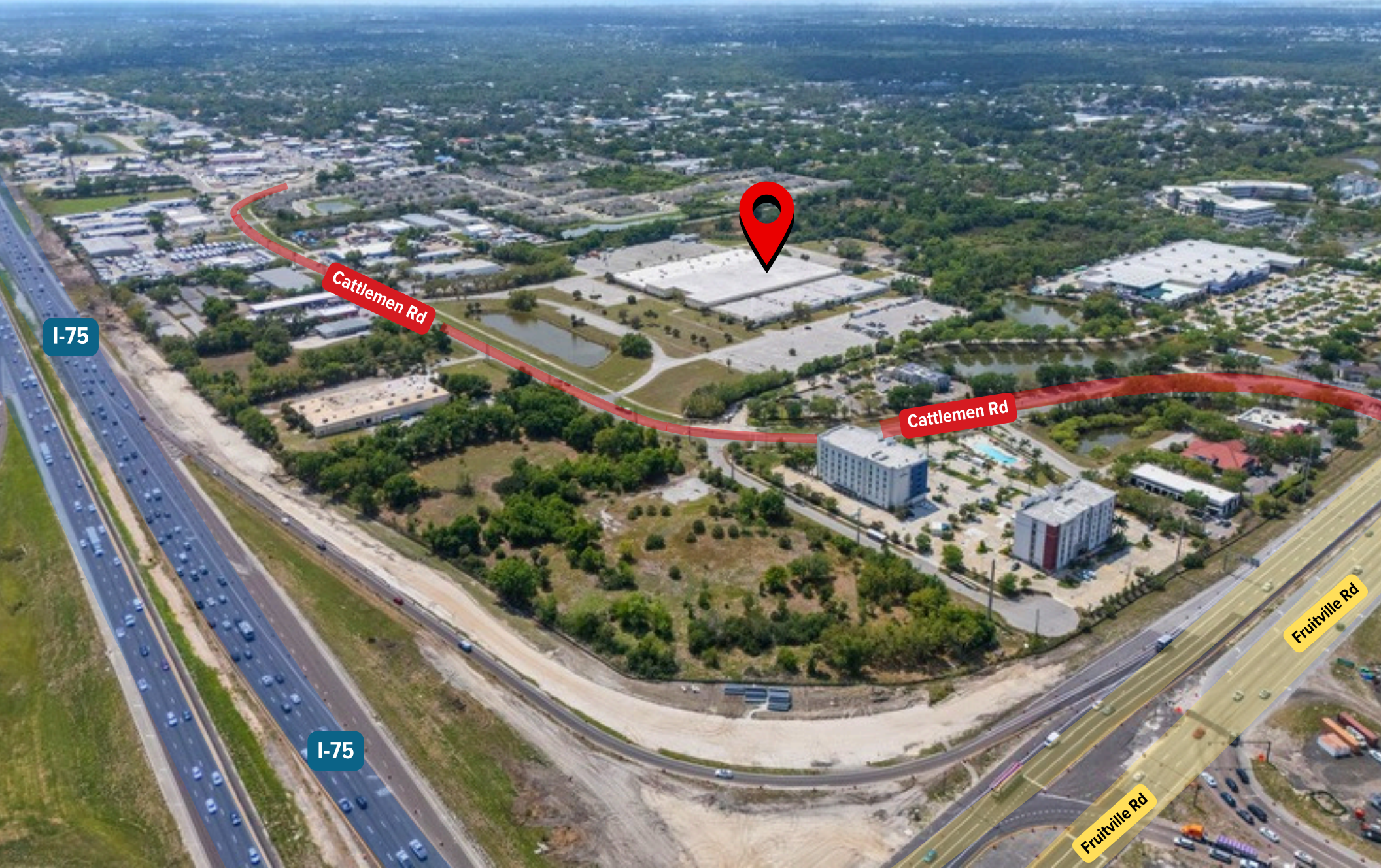
03. Property Overview

07. Executive Summaries

15. Area Overview

22. Agents & Conclusion

Property Overview



I-75

Cattlemen Rd

Cattlemen Rd

I-75

Fruitville Rd

Fruitville Rd



I-75

I-75

Fruitville Rd

Fruitville Rd

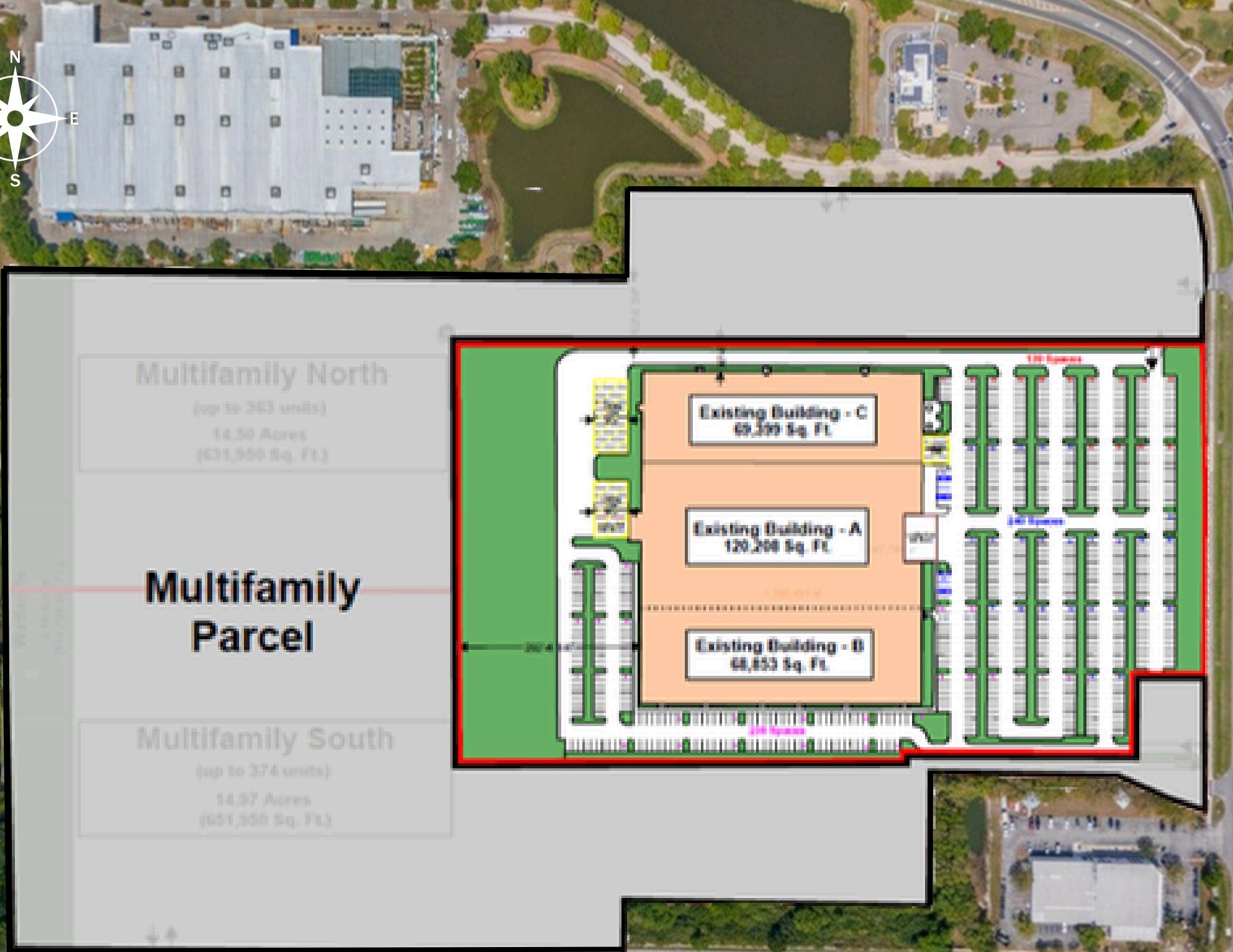
I-75

Cattlemen Rd

I-75

Cattlemen Rd





Multifamily North

(up to 263 units)
14.58 Acres
(631,300 Sq. Ft.)

Multifamily Parcel

Multifamily South

(up to 374 units)
14.97 Acres
(651,950 Sq. Ft.)

Existing Building - C
69,399 Sq. Ft.

Existing Building - A
120,208 Sq. Ft.

Existing Building - B
68,853 Sq. Ft.

150 Spaces

126 Spaces

126 Spaces

Executive Summaries



Executive summary

100-106 Cattlemen is a three-building, 258,460 SF industrial campus offered for sale with complete transactional flexibility — each building is available individually, in any combination, or as a unified portfolio. The campus is anchored by Building A, a 120,208 SF single-story industrial facility originally purpose-built for L3 Harris Technologies, a top-six U.S. defense contractor, featuring 25-foot clear ceiling heights and dock and drive-in loading. Buildings B and C, at 68,853 and 69,399 SF respectively, are near-identical single-story industrial buildings that function equally well as standalone acquisitions, a matched-pair income portfolio, or owner-user facilities — a configuration that opens the door to the widest possible buyer pool within a single offering.

The campus is zoned ILW — Industrial Light and Warehousing — a designation that supports light manufacturing, warehousing, distribution, flex, R&D, and, under Sarasota County's expanded provisions, certain retail users. With 960-plus on-site parking spaces, dock and drive-in access across all three buildings, and a single-story campus format that accommodates large-footprint operations, this property is equipped for a broad range of industrial, commercial, and service uses without modification. Directly adjacent to the campus, a large-scale multifamily residential development is planned — introducing a concentrated incoming residential population that positions Buildings B and C, under ILW's expanded retail provisions, as a first-mover opportunity for retail and service tenants ahead of that demand.

The property is situated on Cattlemen Road, one of Sarasota County's most established and active commercial corridors, providing direct connectivity to Lakewood Ranch — home to over 70,000 residents, 2,120 businesses, and a median household income of \$122,925 — less than 10 minutes to the east. Fruitville Road, which intersects Cattlemen Road at the campus's doorstep, serves as the primary east-west connector between downtown Sarasota and the Lakewood Ranch corridor, feeding directly onto Interstate 75 and placing this property within reach of the full Gulf Coast market from Tampa to Naples.

Building : A



Executive summary

Building A is a 120,208 SF, single-story industrial facility originally purpose-built for L3 Harris Technologies, a top-six U.S. defense contractor. That origin defines the building's character: the construction quality, structural specification, and mechanical infrastructure were engineered to defense-sector standards and materially exceed what the commercial industrial market routinely delivers. The result is a building whose bones support demanding, long-term users — advanced manufacturers, aerospace components operations, medical device companies, pharmaceutical distributors, defense contractors, and high-value R&D tenants — the kinds of occupants who sign extended leases, invest in fit-out, and anchor the income stability of an asset for years.

At 120,208 SF with 25-foot clear ceiling heights and a single-story clear-span floor plate, the building accommodates large-footprint operations, high-bay racking, and production floor configurations without compromise. Dock and drive-in loading access supports full distribution and logistics use cases. The building's scale — the largest of the three on campus — makes it equally suited to a single-tenant owner-user seeking a headquarters-grade industrial facility and an investor seeking a premier single-asset acquisition in one of Florida's most supply-constrained industrial markets.

The building is positioned at the I-75 and Fruitville Road interchange, placing it within direct reach of Lakewood Ranch, downtown Sarasota, and the full Gulf Coast distribution corridor. Building A is available individually or as the anchor of the complete three-building portfolio.

Building : B



Executive summary

Building B is a 68,853 SF, single-story industrial building with dock and drive-in loading access, a clear-span floor plate, and ILW zoning covering light manufacturing, warehousing, distribution, flex use, and — under Sarasota County's expanded provisions — retail users. The building's size places it squarely in the most active acquisition price range in the Sarasota industrial market, accessible to owner-users, private investors, and 1031 exchange buyers without institutional equity requirements. For an investor, the clear-span configuration supports straightforward multi-tenant demising if an income strategy is preferred over single-tenant occupancy.

What distinguishes Building B beyond its physical specification is its positioning relative to incoming demand. A large-scale multifamily residential development is planned for the immediately adjacent parcel, introducing a new residential population in a submarket where retail and service infrastructure has not yet formed to serve it. Under ILW's expanded retail provisions, Building B can accommodate the retail, fitness, medical, food and beverage, or service concepts that population will require — giving a tenant or owner-user who commits today an established presence before that demand is absorbed by competing product.

Building B sits within the campus at the I-75 and Fruitville Road interchange, with Lakewood Ranch and downtown Sarasota both within 10 miles. It is available individually, paired with Building C, or as part of the full portfolio.

Building : C



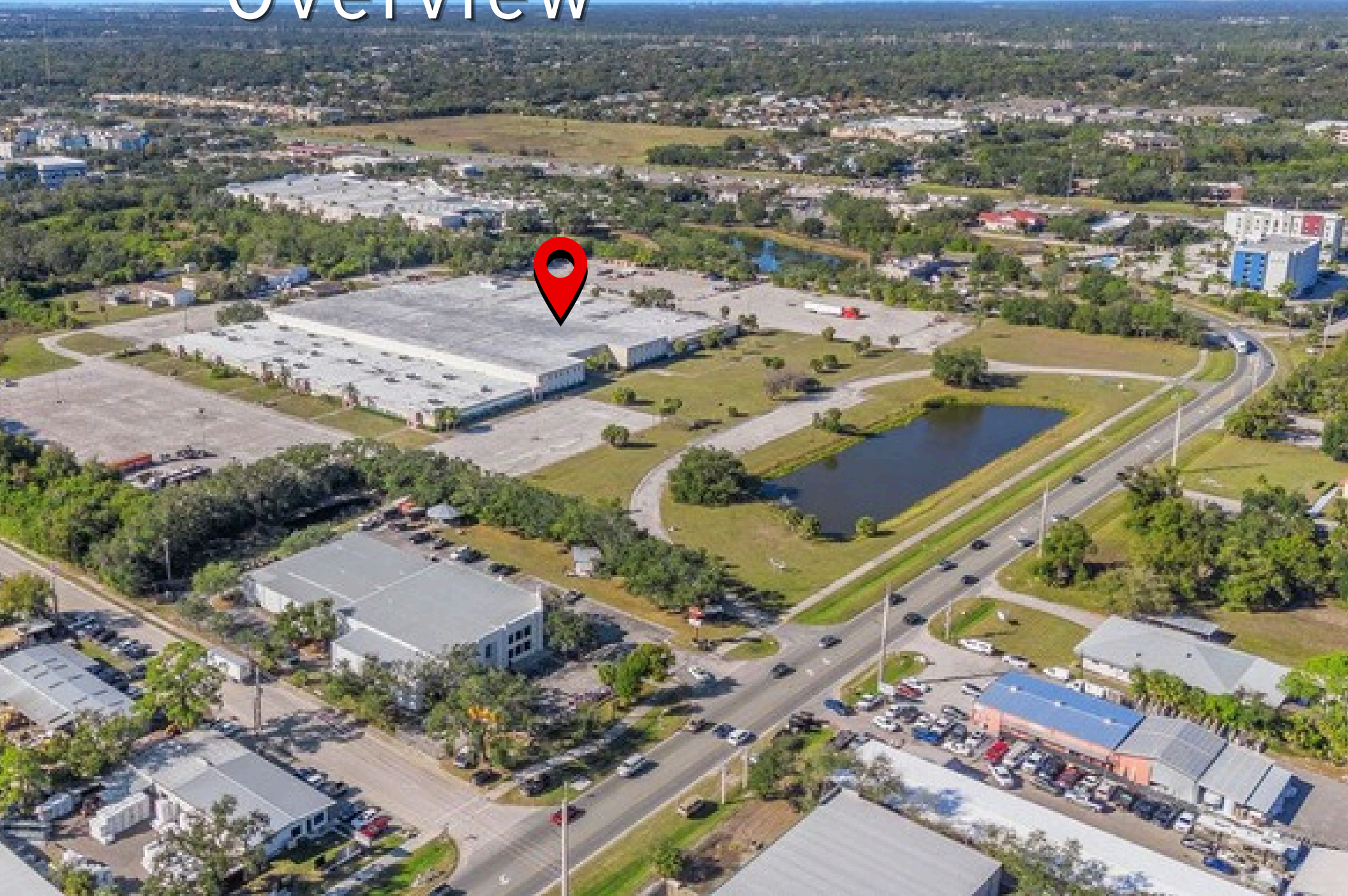
Executive summary

Building C is a 69,399 SF, single-story industrial building with dock and drive-in loading, a clear-span floor plate, and ILW zoning that supports the full range of light industrial, warehouse, distribution, and flex uses — including retail under Sarasota County's expanded provisions. At nearly identical in size to Building B, the two buildings together create a matched-pair mid-bay portfolio of approximately 138,252 SF on one campus. That symmetry is a structural advantage for investors: two buildings of comparable size and specification that can be leased independently, managed under a single ownership structure, or sold separately at any point — providing a level of portfolio flexibility that asymmetric industrial product cannot offer.

For an owner-user, Building C's 69,399 SF footprint and clear-span configuration support a wide range of operational uses — from regional distribution and light manufacturing to construction supply, healthcare logistics, and specialty retail. The ILW zoning's expanded retail provisions, combined with the large-scale multifamily residential development planned for the immediately adjacent parcel, make Building C a viable location for retail and service concepts targeting an incoming residential population that currently has limited service options in this submarket.

Building C is located within the campus at the I-75 and Fruitville Road interchange, with direct access to Lakewood Ranch and downtown Sarasota within 10 miles. It is available individually, paired with Building B, or as part of the complete three-building portfolio.

Property Overview



Scarcity Index

- There are currently 58 industrial properties listed for sale across the entire Sarasota market on Loopnet. The average size of those available assets is approximately 12,969 SF, and the single largest available for purchase is 105,752 SF. There is currently no other multi-building industrial campus of 50,000 SF or greater available for sale in Sarasota County. 100-106 Cattlemen — offering three buildings individually at 120,208 SF, 68,853 SF, and 69,399 SF — occupies a segment of the market where the for-sale supply is, for all practical purposes, zero. (Source: LoopNet, April 2026)
- More than 4.6 million SF of industrial product has been delivered in the Sarasota market over the past three years. The overwhelming majority of that new supply consists of properties under 25,000 SF. The construction pipeline is producing small-bay, multi-tenant flex product — not single-tenant, large-bay campus assets in the 50,000–120,000 SF range. Source: CoStar Group, Q3 2025)
- Sarasota industrial investment volume reached \$391 million over the trailing 12 months as of Q3 2025 — far above pre-pandemic norms — with the average sale price holding at \$140 per square foot. Small-bay rents in the Sarasota market have climbed 81% over the past five years, with the segment carrying a vacancy rate of just 2.7%. Recently an out of country investor paid \$27.4 million for a 186,650 SF shallow-bay portfolio in Sarasota in August 2025, confirming that institutional and international capital remains actively deployed in this market at scale.


This package arrives at a moment when large-bay industrial product of this caliber is simply not available elsewhere in Sarasota County — and with no comparable supply in the construction pipeline, that is unlikely to change. For buyers seeking scale, location, and institutional quality in one of Florida's strongest growth markets, this offering stands alone.

SARASOTA OVERVIEW

Population & Workforce


- 487,640 permanent residents, peaks 570,000 in winter (Florida BBER 2025)
- 197,854 employed workers, 3.4% unemployment (FL LMI 2024)
- Over the past five years the metro experienced 4.1% growth in Professional, Scientific and Technical Services (avg. wages \$94,197) and 4.8% growth in Management of Companies and Enterprises (avg. wages \$120,052) [SRQ Magazine](#)
- 83,287 workers commute into Sarasota County daily from Manatee, Charlotte, and Hillsborough counties [Labormarketinfo](#)

Industry & Employers



Major industrial and commercial employers already operating in the county: Sarasota Memorial Hospital (10,597 employees), School Board of Sarasota County, PGT Innovations, Sun Hydraulics/Helios Technologies, Tervis, FCCI Insurance, Publix distribution operations. Health care and social assistance leads with 37,286 jobs; retail trade follows at 35,979 both sectors that generate industrial demand for distribution, last-mile, and medical supply logistics.

Why Industrial Demand Is Structural



The EDC of Sarasota County reported it has had to turn away companies due to a lack of properly zoned industrial sites — "We have unfortunately had to turn away new companies because we just don't have the type of site they need." The Sarasota EDC President confirmed that a facility around 100,000 SF "doesn't exist in Sarasota County, except for North Port Business Park." The EDC's supported companies in 2024 created \$5.2 million in new annual payroll and generated over \$20 million in economic impact.

Economy



In addition to manufacturers, other major employers in the metro include SMH Healthcare, Venice HMA, Doctors Hospital of Sarasota, Florida Resource Management, Ritz-Carlton and FCCI Insurance Group.



Some of the top export products that the metro produces are fabricated metal products, computer and electronic products, and transportation equipment.



The Baltimore Orioles and the Pittsburgh Pirates conduct spring training in the metro, contributing to a robust and expanding tourism sector. Other sporting events include polo, powerboat racing and BMX.



The many museums and cultural activities such as the Ringling Museum of Art and the Sarasota Orchestra enhance the metro's quality of life.

100 Cattlemen - Proximity and Projections

Zip 34232 - Immediate Area

\$104,654
Average Household Income
U.S Census ACS 2023

\$359,900
Median Home Value
U.S Census ACS 2024

47.0 Yrs
Median Age
U.S Census ACS 2023

9.6%
Households earning 200k+
U.S Census ACS 2023

Sarasota County - Regional Context

487,640
County Population (2025 est) Peaks 570,0000 in Winter
Florida BBER 2025

\$124,273
Average Household Income
U.S Census ACS 2023

Lakewood Ranch - 8-10 Miles East

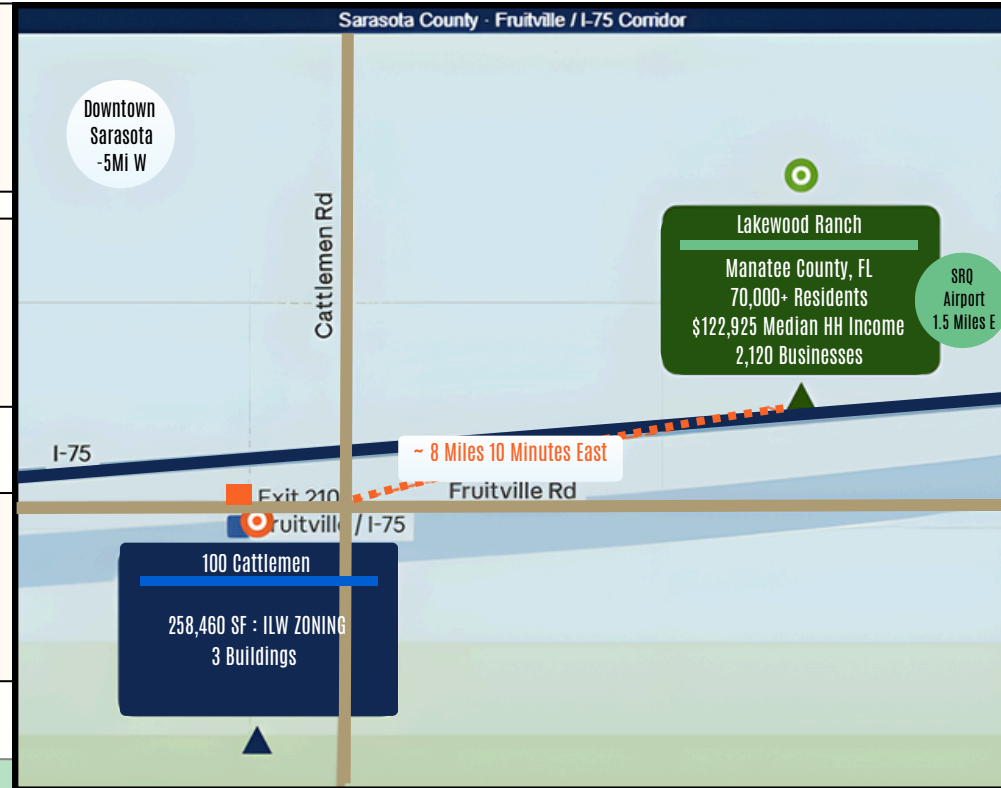
Lakewood Ranch

+ 6.67 % Annual Growth

70,000+ Estimated Residents (2023)	\$122,925 Median HH Income	\$157,592 Average HH Income	75% Adults College Educated
18,246 Employees	2,120 Business	6M SF Commercial Space	

Sarasota County Population Projections

2025	2030	2040	2050
487,640	525,776	578,428	610,979



ACCESSIBILITY AND CONNECTIVITY

Exploring Transportation and Flights in the Sarasota Metro Area
Situating in the southeastern part of the United States, Sarasota is bordered to the east by Interstate 75, a significant highway stretching 1,786 miles from Sault Ste. Marie at the Canada/U.S. border to Miami. Downtown Sarasota is easily accessible via the Fruitville Rd exit, while the historic Tamiami Trail (US-41) has connected Tampa and Miami since the 1920s. The Sarasota-Bradenton International Airport is a major hub for various airlines, including U.S. Airways, American Airlines, Delta, JetBlue, United, and Air Canada. In 2025, the airport welcomed nearly 4.5 million passengers, both from domestic and international flights.

CITY	FLIGHT TIME
ATLANTA	1 Hour 30 Minutes
CHARLOTTE	1 Hour 45 Minutes
WASHINGTON, D.C.	2 Hours 15 Minutes
NEW YORK CITY	2 Hours 50 Minutes

CITY	DRIVE TIME
TAMPA	1 Hour
ORLANDO	2 Hours 30 Minutes
MIAMI	3 Hours 30 Minutes
JACKSONVILLE	4 Hours 30 Minutes



SARASOTA
#1

Beach in the
U.S.
(Tripadvisor's 2025 Awards)

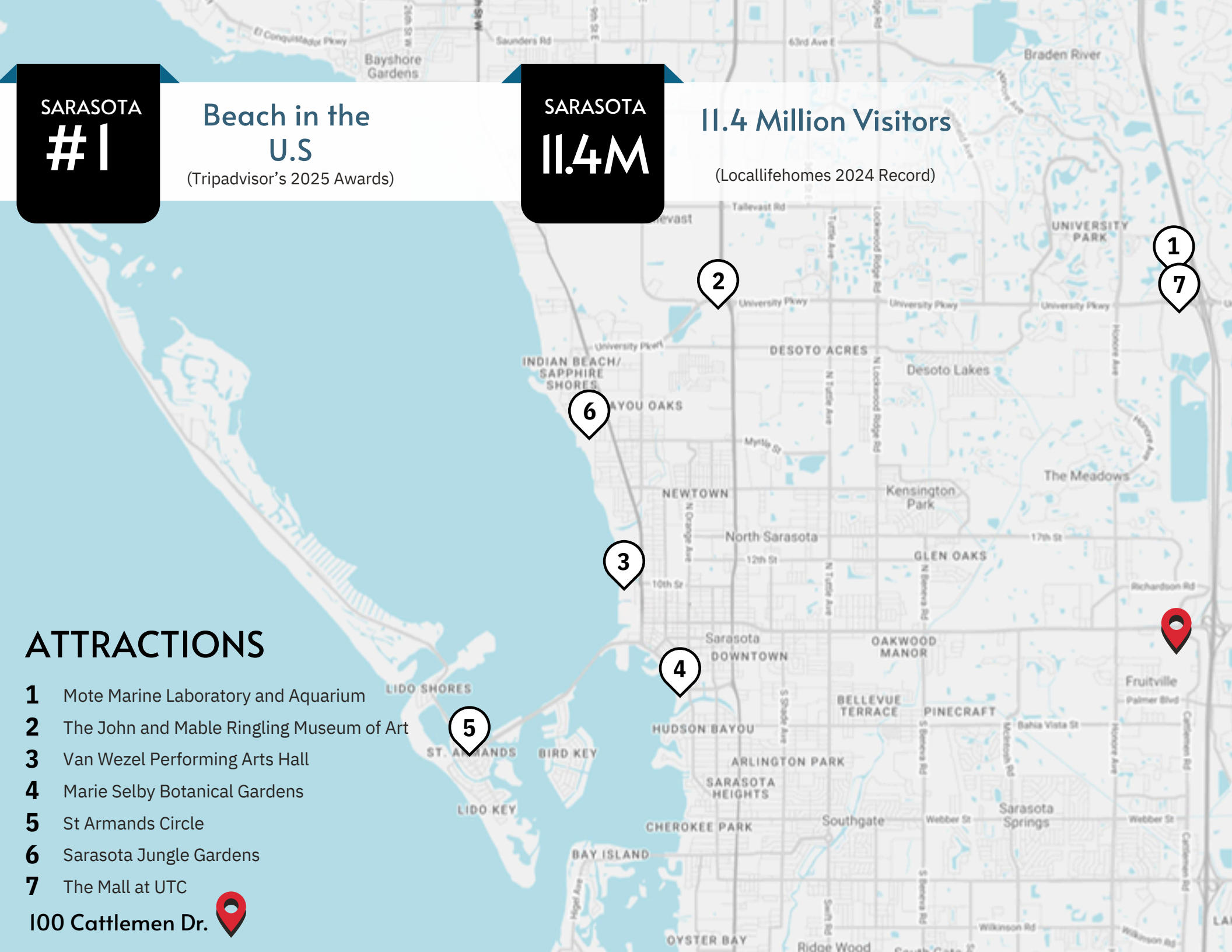
SARASOTA
11.4M

11.4 Million Visitors
(Locallifehomes 2024 Record)

ATTRACTIONS

- 1 Mote Marine Laboratory and Aquarium
- 2 The John and Mable Ringling Museum of Art
- 3 Van Wezel Performing Arts Hall
- 4 Marie Selby Botanical Gardens
- 5 St Armands Circle
- 6 Sarasota Jungle Gardens
- 7 The Mall at UTC

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Experienced Real Estate Professional

Kevin L. Robbins is President of Robbins Commercial and a licensed commercial real estate professional with over two decades of experience in the southwest Florida market. He joined Harry E. Robbins Associates Inc. in 2002 and graduated from the University of Central Florida in 2005, where he served as President of the LEAD Scholars Program and a member of the President's Leadership Council. That foundation of leadership has defined his approach to business ever since.

Kevin represents business owners, investors, tenants, landlords, and financial institutions across a broad range of commercial transactions. His deep relationships with developers and key market players throughout southwest Florida make him an indispensable partner for complex deals. Notable projects include the Aster & Links at 1991 Main Street in Sarasota, developed in collaboration with some of the region's most prominent names in real estate.

Kevin's impact on the profession was recognized when Gulf Coast Business Review named him one of its 40 Under 40 honorees. He is the founder of City Commit, a board member of Mission of Hope Haiti, and a trustee of Refresh Church in Boise, Idaho — commitments that reflect the same drive and accountability he brings to every client relationship.





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Experienced Real Estate Professional

Troy Robbins is a licensed commercial real estate broker with more than 18 years of experience in the Sarasota market. A second-generation native and lifelong member of the community, Troy joined Harry E. Robbins Associates Inc. in 2006 and earned his Brokerage License in 2016. His deep local knowledge and long tenure give clients a distinct advantage — whether they are buying, selling, leasing, or investing.

Troy represents buyers, sellers, landlords, and tenants across a wide range of commercial transactions. He works closely with investors to identify income-producing properties and structure deals that generate reliable net returns. His ability to guide clients through every stage of a transaction — backed by firsthand knowledge of multiple market cycles in the same region — makes him a trusted resource for both first-time buyers and seasoned investors alike.

Troy's roots run deep in Sarasota. He has spent over two decades serving the community through organizations including Sertoma, City Commit, and Mission of Hope — a cause he has supported for more than 20 years. His commitment to the people and place he calls home is not just a personal value; it is what drives the way he does business.





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