

# Contact Pointe

3210 LAKE EMMA RD, LAKE MARY, FL 32746

EXECUTIVE  
SUMMARY



REPOSITION VALUE-ADD OFFICE OR REDEVELOP

## OPPORTUNITY

Value-Add Office Building

Space Ready to Lease

Flexible Lease Terms for Redevelopment

## Alternative Use Opportunities:

- Industrial Redevelopment
- Retail Redevelopment
- Medical Office Conversion

SOUTHEAST  
INVESTMENT  
SALES TEAM



**T** TRANSWESTERN

# Contact Pointe: Investment Overview

3210 LAKE EMMA RD, LAKE MARY, FL 32746

## Executive Summary

Transwestern is exclusively offering for sale the Contact Pointe office building, located in the prestigious Northpoint corporate park in affluent Lake Mary.

**Reposition Office:** Floorplates offer flexibility to demise for both small & large tenancy, with corridors in place, and ready to lease suites.

**Covered Land Play:** Substantial cash flow with expiring or unoccupied tenancy providing optimal flexibility for new development.



### The Offering

<b>Land Area</b>	23.3 Acres Gross 11.25 Acres is Upland
<b>Building Size</b>	92,127 SF / Built 1996 (Renovated 2014-2017)
<b>In-Place NOI</b>	\$299,388 - 2 Tenants
<b>Current Occupancy</b>	Leased: 52% Leased (2 Tenants) Occupancy: 35% <b>Eagle American Insurance:</b> 15,946 SF or 17.3% of NRA paying rent / vacated. Marketing for sublease. Lease expires 4/2026. <b>Access Transport Services:</b> 32,108 SF or 35% of NRA. Lease expires 10/2025.

### Potential Uses for this Versatile Asset

**Zoning: M-1A  
Office  
Light Industrial**

**Office - Current Use / Corridors in Place**  
Design allows subdividing floors into smaller suites  
**Industrial / High Tech:** By Right Zoning  
**Conditional Uses:** Hotels / Hospitals

### Adapt Current Use or Redevelop Scenarios

Office Tenants



Corporate



Medical Office



Industrial / Manufacturing



Hotels



Distribution



### Ideal Demographics of Choice for a Variety of Uses

	POPULATION		AVERAGE HOUSEHOLD INCOME		
	2024	2029	2024	2029	% Growth Rate
<b>3-Mile</b>	54,481	54,897	\$147,309	\$167,176	13.5%
<b>5-Mile</b>	151,519	155,096	\$128,891	\$147,343	14.5%

# Development Site Opportunity

23.3 Gross / 11.25 Upland Acres

## Executive Summary



# Contact Pointe Demand Drivers

## Investment Highlights / Opportunity



### Prestigious Lake Mary - Orlando MSA

An established financial and high-tech employment hub, offering upscale residential executive housing, top rated schools, and an array of surrounding retail and lodging amenities that attract corporate and local office tenancy.



### Demographics of Affluence – Attracts Businesses

- **3 Mile Radius:** Average Household Income: \$147,309
- **3 Mile Radius:** Population 54,481
- Lake Mary is the most desirable submarket in Orlando, which leads the market in population growth and housing values, with affluent neighborhoods, executive housing and country clubs.



### Exceptional Surrounding Corporate Amenities

Top Golf, numerous restaurants, shopping and lodging options attracts employees.



### Efficient Floorplate Design - Flexible to Demise

Central core design and interior corridors in-place, allows a variety of tenant sizes.



### Differentiating Parking Superior to Competitors

6.5/1000 Ratio is a distinct competitive advantage.



### Building Generator

Highly attractive to tenants, 100% building redundancy eliminates business interruptions.



### Loading Dock Feature

Two overhead doors with a convenient truck well design, leading to freight elevator to service upper floors.





# Allowed Alternative Uses

## ZONING DETAILS

Land Area	23.2 Gross Acres / 11.25 Acres Upland
Zoning	M-1A Office & Light Industrial
Parcel ID	182030300007C0000
Floodplain	Zone X, defined as an area not subject to 100-year flood
Maximum Height	45 Feet
Minimum Setbacks	25 feet from the building line
Parking	Office: 1 Space per 250 SF



# Investment Highlights / Redevelop

## Expansive Site Area - Flexibility in Design

Excellent site access and market presence.

## Extraordinary Amenity Base

Abundance of major retailers, restaurants, and access to employment areas via expressway access.

## Surrounding Executive Housing

Lake Mary and Heathrow communities. Decision makers live close to the site.

## ALLOWED USES INCLUDE

Distribution	Warehouses
High Technology	Data Centers
Manufacturing	High Technology
Office Use	Medical Offices
Restaurants	Storage

## CONDITIONAL USES

Hotels, Pharmacies, Child Care Centers, Community Service facilities, Clinics, and Hospitals.

## ALLOWED USES: LINK

[https://codelibrary.amlegal.com/codes/lakemary/latest/lakemary\\_fl/0-0-0-27727](https://codelibrary.amlegal.com/codes/lakemary/latest/lakemary_fl/0-0-0-27727)

## APPRAISER: MAPS & FLOORPLATES

<https://scpafl.org/search/parcels/details/?PID=182030300007C0000>

# Amenity-Rich Location

Attracts Office Tenants & Supports Numerous Alternative Uses

# Investment Highlights

The map displays a central area in Lake Mary, Florida, marked with a red star and labeled "CONTACT POINT". Surrounding this area are numerous amenities and businesses, including:

- Healthcare:** ORLANDO HEALTH NEW HOSPITAL UNDER CONSTRUCTION (2025 COMPLETION | 124 BEDS), SEMINOLE STATE COLLEGE OF FLORIDA, and Lake Mary Elementary School.
- Retail & Grocery:** SUBWAY, Winn/Dixie, FedEx, pure barre, Walgreens, Valley, THE HOME DEPOT, UPS, Publix, TARGET, Office DEPOT, Walgreens, PAPA JOHNS, Wendy's, Panera BREAD, Chick-fil-A, Jason's deli, chji's, MEMORIES OF INDIA ORLANDO Indian Cuisine, TACO BELL, Domino's Pizza, CHIPOTLE MEXICAN GRILL, MIKADO HIBACHI & SUSHI, Academy SPORTS+OUTDOORS, Planet Smoothie, McDonald's, KFC, Arby's, and CAVA.
- Food & Beverage:** Beth's BURGER BAR, Pizza Hut, Tijuana FLATS TEX-MEX FOR ALL, FLIPPERS PIZZERIA, FOURTH STREET TAPROOM & RESTAURANT, Roots RAW JUICE BAR, Lake Mary PUB, nice & easy, KRAZY GREEK KITCHEN, CITRUS CITY CRAFT Restaurant & Pizzeria, LATIN SISTERS CAFE, 7-ELEVEN, French cafe, and LUCKYHOUSE SEASON 10.
- Recreation & Services:** TOPGOLF, DUKE ENERGY, and PLANET OBSTACLE.
- Other:** crumbl, Winn/Dixie, and Pizza Hut.


Major roads shown include US Highway 4, W Lake Mary Blvd, W Club Blvd, W Lakeview Ave, W Wilbur Ave, W Lake Mary Blvd, Washington Ave, Van Buren Ave, Longwood Lake Mary Rd, and S Country Club Rd.

# Surrounding Executive Housing

## Decision Makers Tend to Locate Offices Near Their Homes

# Investment Highlights



 The affluent communities surrounding Contact Pointe have seen recent home sales upwards of \$2.4 million.

### AFFLUENT LAKE MARY & HEATHROW COMMUNITIES

Lake Mary and Heathrow are prestigious communities known for their affluence, featuring luxury homes and top-rated schools, making them ideal for families and professionals. The area is also a major job hub for corporate tenants congregating along Interstate 4.

### Population

Area	2010	2024	2029 (Projected)	2024 - 2029 Annual Growth
1-mile Radius	7,869	9,504	9,576	0.15%
3-mile Radius	47,011	54,481	54,897	0.15%
5-mile Radius	130,021	151,519	155,096	0.47%

### Average Household Income

Area	2024	% Over \$100k	2029 (Projected)	% Over \$100k	2024 - 2029 Annual Growth
1-mile Radius	\$105,792	38.2%	\$120,607	46.5%	2.8%
3-mile Radius	\$147,309	51.5%	\$167,176	59.6%	2.7%
5-mile Radius	\$128,891	44.2%	\$147,343	51.9%	2.9%

## TRANSWESTERN INVESTMENT SALES TEAM

**John F. Bell**  
Senior Managing Director  
John.Bell@Transwestern.com  
305-808-7820

**Kevin Markwordt**  
Senior Managing Director  
Kevin.Markwordt@Transwestern.com  
404-842-6508



### DISCLAIMER

The information contained herein has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guaranty, warranty or representation about it, nor does owner. It is the responsibility of each prospective purchaser to independently verify its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example purposes only and do not represent the current or future performance of the property. Each prospective purchaser is to rely upon its own investigations, evaluation and judgment as to the value and condition of the property, the information contained herein, and advisability of purchasing the property. This Offering may be rescinded or altered and the property may be sold, leased or withdrawn from the market without notice. Brokers are not authorized to make any representations or agreements on behalf of the property owner or bind the property owner to any agreement for sale of the property.