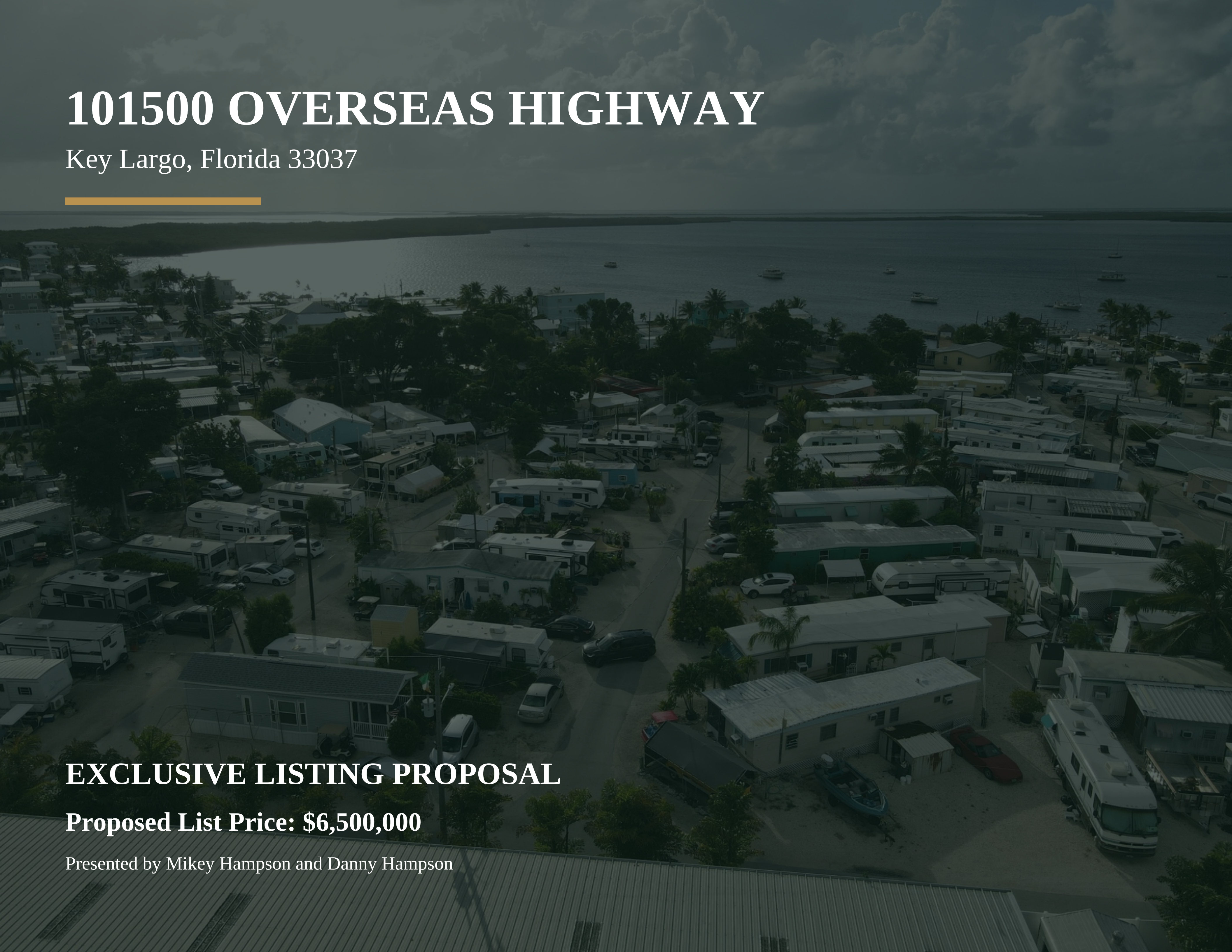


101500 OVERSEAS HIGHWAY

Key Largo, Florida 33037

EXCLUSIVE LISTING PROPOSAL

Proposed List Price: $6,500,000

Presented by Mikey Hampson and Danny Hampson

Executive Summary

Proposed list price: $6,500,000

A High-Exposure Upper Keys Commercial Opportunity

101500 Overseas Highway is a substantial 1.79-acre commercial site with approximately 745 feet of frontage along the primary roadway serving Key Largo and the Florida Keys. The property combines an existing service building, a large paved operating area, open yard capacity and strong roadside visibility in a supply-constrained island market.

- **Strategic frontage**
  Long US-1 exposure supports signage, branding and destination-oriented commercial uses.
- **Operating flexibility**
  Existing service improvements and low site coverage leave significant room for parking, outdoor storage and circulation.
- **Scarcity value**
  Large commercial parcels with broad highway frontage are difficult to replicate in the Upper Keys.
- **Pricing strategy**
  A $6.5 million launch positions the property below the strongest comparable price-per-acre indications while allowing room for negotiation.

Property at a Glance

Source data reviewed from the supplied broker analysis

SITE AREA	BUILDING AREA	US-1 FRONTAGE	REPORTED TRAFFIC
1.79 Acres	**3,950 SF**	**Approx. 745 FT**	**Approx. 32,000 VPD**
Approximately 77,972 square feet of land	Existing automotive/service-oriented improvements	Exceptional linear exposure along Overseas Highway	Traffic count reported in the supplied analysis

ZONING	YEAR BUILT	COVERAGE	PARCEL ID
III	**1953**	**5.07%**	**00492790-000000**
Permitted uses and redevelopment potential require verification	Condition and effective age should be confirmed	Low reported building coverage preserves yard utility	Monroe County parcel reference from source document

Location & Visibility

Overseas Highway - the commercial spine of the Florida Keys

Why the Location Matters

- **Single dominant corridor**
  US-1 is the principal north-south route linking Key Largo with mainland South Florida and the remainder of the Keys.
- **Daily visibility**
  The source analysis reports approximately 32,000 vehicles per day near the property.
- **Signal-adjacent position**
  The site sits near a major intersection, supporting recognition and potentially convenient access movements.
- **Commercial context**
  Nearby marine, automotive, service and tourism-related activity reinforces the site's owner-user appeal.
- **Regional reach**
  Key Largo provides access to local residents, contractors, marine businesses, visitors and South Florida customers.

Existing Site Utility

Immediate use potential plus long-term optionality

Current Physical Characteristics

- **Service-oriented building**
  Approximately 3,950 square feet with visible service-bay configuration and customer-facing frontage.
- **Large paved apron**
  Substantial paved area supports vehicle circulation, customer parking, staging and fleet operations.
- **Open storage capacity**
  The site's low reported coverage creates meaningful outdoor storage and operational flexibility.
- **Highway-facing identity**
  Existing building signage and direct visual exposure can support a strong branded presence.
- **Multiple business profiles**
  Potential buyer categories include automotive, marine, fleet, contractor, equipment, service-commercial and redevelopment users.

DUE-DILIGENCE PRIORITY

Confirm legal access, permitted uses, building condition, utilities, environmental status and any existing occupancy before final marketing.

$6.5 Million Pricing Position

List-price metrics

PROPOSED LIST PRICE

$6,500,000

Seller's selected market-entry price

PRICE PER ACRE

$3,631,285

Based on approximately 1.79 acres

PRICE PER LAND SF

$83.36

Based on approximately 77,972 land SF

PRICE PER BUILDING SF

$1,646

Shown for context; land value is the primary driver

PREMIUM TO PROBABLE

15.6%

Compared with the source's $5.625M probable scenario

PREMIUM TO PRIOR TARGET

11.1%

Compared with the source's $5.85M list scenario

Pricing Conclusion

The $6.5 million list price is aggressive relative to the original broker's probable value, but it remains supportable as a marketing position because the resulting price of roughly $3,631,285 per acre is below the two strongest comparable price-per-acre indications shown in the supplied analysis. The strategy depends on professional exposure, a clear scarcity narrative and disciplined review of buyer feedback.

Comparable-Sale Analysis

Reframed from the supplied sales-comparable table

Property	Acres	Sale / List Price	Price / Acre	Price / Land SF
Subject - $6.5M strategy	**1.79**	**$6,500,000**	**$3,631,285**	**$83.36**
95295 Overseas Hwy, Key Largo	1.96	$7,310,875	$3,730,038	$85.63
24356 Overseas Hwy, Summerland Key	0.56	$2,150,000	$3,839,286	$88.14
98468 Overseas Hwy, Key Largo	1.15	$1,900,000	$1,652,174	$37.93
4000 Overseas Hwy, Marathon	0.87	$1,500,000	$1,724,138	$39.58
101851 Overseas Hwy, Key Largo	0.68	$2,100,000	$3,088,235	$70.90

Interpretation

At $6.5 million, the subject would be positioned at approximately $3.63 million per acre: below the two highest indications in the source table, above the smaller 101851 Overseas Highway sale, and materially above the lower-priced Key Largo and Marathon examples. Differences in size, improvements, location, access, timing and permitted use must be considered.

Rationale for the $6.5 Million Launch

- **Frontage premium**
  Approximately 745 feet of frontage creates unusually broad visibility and multiple points of visual exposure.
- **Parcel-size premium**
  A 1.79-acre commercial assemblage offers greater operating and redevelopment flexibility than many smaller Keys sites.
- **Signal and traffic exposure**
  High reported traffic volume and intersection proximity strengthen advertising and customer-capture potential.
- **Usable existing improvements**
  The building and paved areas allow an owner-user to establish operations without starting from raw land.
- **Scarcity and replacement difficulty**
  Island geography, limited commercial land and regulatory constraints can make comparable sites difficult to reproduce.
- **Negotiation room**
  A $6.5 million launch allows the seller to test upper-market demand while preserving flexibility around terms and contingencies.

Target Buyer Profiles

Who should receive the offering

1 Automotive & Tire

Existing service-bay configuration and highway visibility.

2 Marine Services

Boat, trailer, equipment, repair and vessel-support demand.

3 Fleet & Contractors

Parking, staging, equipment storage and service operations.

4 Tourism Support

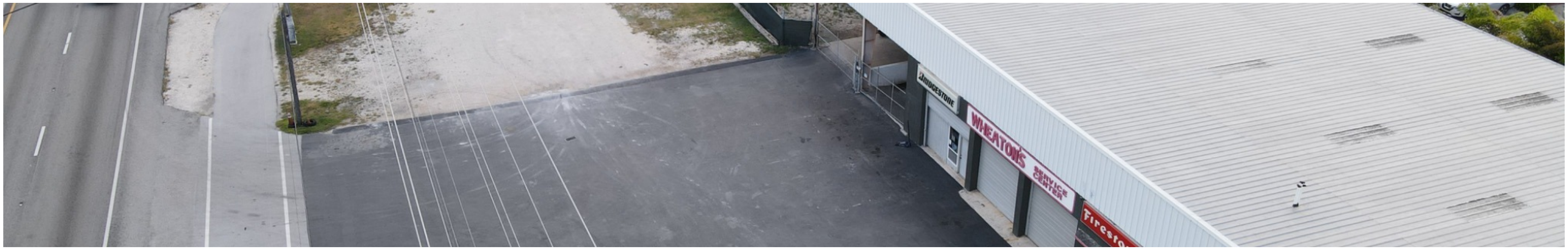
Laundry, food, beverage, maintenance and hospitality vendors.

5 Investor / 1031 Buyer

Scarce commercial land with owner-user and repositioning potential.

6 Developer / Repositioning Buyer

Long-term redevelopment or higher-intensity commercial strategy, subject to approvals.



Marketing & Exposure Plan

Original Hampson Brothers campaign

01

Due-diligence package

Survey, title, zoning, permitted use, environmental records, tax data, building facts, utilities and occupancy.

02

Premium offering materials

Professional photography, drone imagery, executive summary, property facts, pricing analysis and buyer-use narrative.

03

Direct buyer outreach

Local and regional owner-users, marine and automotive operators, contractors, fleet users, investors and developers.

04

Commercial platform launch

Publish the listing on appropriate commercial real-estate platforms and brokerage channels.

05

On-site visibility

Professional signage and controlled property tours designed around operational convenience and safety.

06

Offer management

Centralized buyer log, feedback tracking, proof of funds, term comparison and disciplined counteroffer process.

Suggested Transaction Strategy

Protect price while improving certainty

Launch at $6,500,000

Present the price confidently and support it with frontage, parcel scale, traffic exposure and comparable price-per-acre evidence.

Set review milestones

Evaluate inquiries, tours and written feedback at 14, 30 and 45 days rather than reacting to isolated comments.

Compare full economics

Review price together with deposit, financing, due-diligence period, closing timeline, assignment rights and requested credits.

Require buyer qualification

Request proof of funds or lender support before extensive diligence or repeated site access.

Control information flow

Use one approved offering package and a documented response process so all buyers receive accurate, consistent information.

Maintain alternatives

Continue targeted outreach until contingencies are removed and the buyer has demonstrated the ability to close.

Information Required Before Launch

Items that materially affect value and marketability

PROPERTY & LEGAL

- Current rent roll, leases and any month-to-month occupancy
- Property tax, insurance, utilities and operating expenses
- Survey, legal description, title exceptions and access documents
- Zoning confirmation and list of legally permitted uses
- Building permits, certificates of occupancy and code status

PHYSICAL & TRANSACTION

- Environmental reports and history of automotive-related use
- Roof, structure, electrical, plumbing and HVAC condition
- Utility capacity, sewer/septic and stormwater information
- Flood-zone, elevation and insurance documentation
- Seller's preferred timing, exclusions and transaction terms

WHY THIS MATTERS

The $6.5 million asking price should be supported by a complete due-diligence package. Missing or inconsistent information can reduce buyer confidence, lengthen contingencies and create retrades late in the transaction.

Presented by the Hampson Brothers

Local perspective and hands-on representation

Mikey Hampson

Danny Hampson

A direct, locally focused listing approach built around property knowledge, high-quality presentation, targeted buyer outreach and disciplined transaction management.

PROPOSED LIST PRICE

$6,500,000

Contact and license details to be inserted before public distribution.

Important Disclosures

Broker Opinion and Marketing Document

This document is a preliminary marketing and pricing proposal prepared from information supplied by the client and the referenced broker analysis. It is not an appraisal and has not been prepared under the Uniform Standards of Professional Appraisal Practice. All dimensions, traffic counts, zoning, permitted uses, building data, sale comparables, dates and financial figures must be independently verified before public distribution or reliance.

Pricing Limitations

The $6,500,000 proposed list price is a seller-selected marketing position. It is above the probable and list scenarios contained in the supplied analysis. Actual market value and final sale price may differ based on property condition, legal use, environmental matters, financing conditions, buyer demand, transaction terms and market conditions at the time of sale.

Source Review

The source package included corporate background, team biographies, marketing claims, property facts, valuation scenarios, comparable sales and market-overview material. This proposal intentionally uses an original structure and wording and does not reproduce the source firm's branding, proprietary database claims or agent credentials.