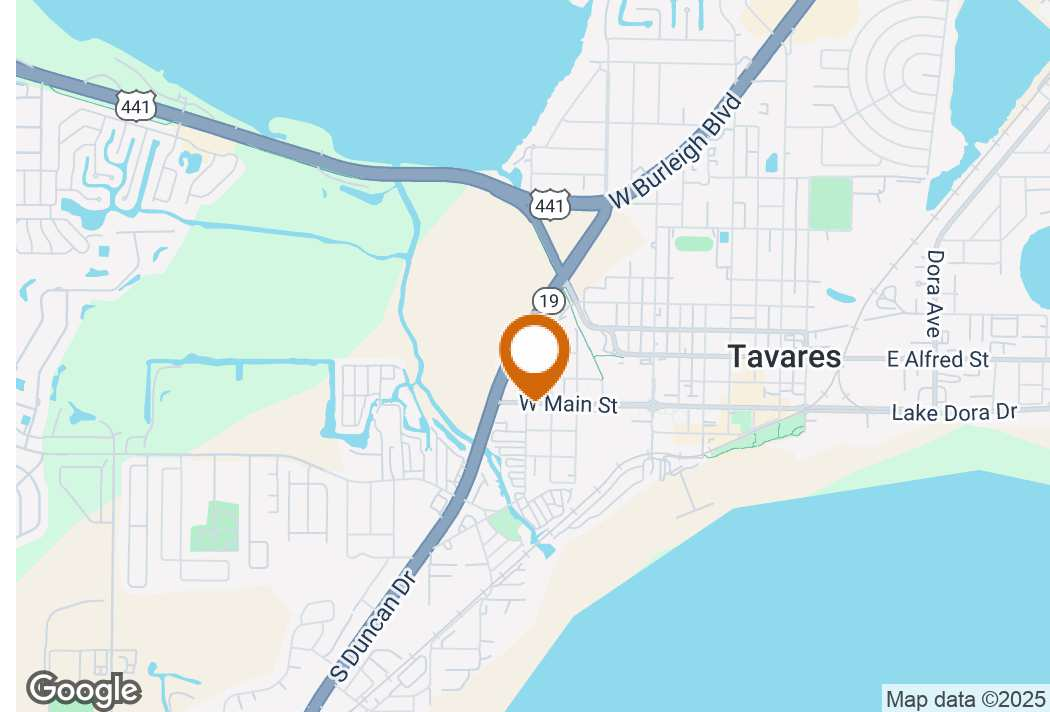


Downtown Tavares Commercial Development Site

819 W Main Street, Tavares, Florida 32778

Rafael Mendez, CCIM
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FL #BK3317523

PROPERTY SUMMARY



Offering Summary

Sale Price:	\$2,420,000
Price p/AC:	\$1,100,000
Price p/SF:	\$25.25
Aces	2.20 ± AC
Zoning	CD- Commercial Downtown
County	Lake County
Parcel ID:	29-19-26-0100-070-00A01 29-19-26-0100-070-00C00 29-19-26-0100-070-00H00 29-19-26-0100-070-00L00 29-19-26-0100-070-00M00 29-19-26-0100-070-00E00 29-19-26-0100-070-00A00
Traffic Count:	36,000 VPD (Hwy 19 & Main Street)

Property Overview

The Downtown Tavares Commercial Development Site presents a rare 7-parcel assemblage totaling ± 2.20 acres in the heart of Lake County's government and business hub. The property is zoned CD (Commercial Downtown), providing unmatched flexibility for multifamily, mixed-use, or commercial development. With allowable residential density of up to 40 dwelling units per acre (±88 units) and a non-residential FAR of 3.0, the site supports a variety of high-impact uses including townhomes, multifamily residences, professional offices, retail, hospitality, and food & beverage concepts.

The site is fully utility-ready with pre-existing water and sewer connections, electric service at the property line, and offsite stormwater retention through the City of Tavares. Development potential is further enhanced by generous building parameters, including maximum structure height of 84 feet and minimal setbacks, allowing for an efficient, urban-scale design. This rare downtown redevelopment opportunity combines scale, utility access, and zoning flexibility—ideal for an investor or developer seeking to capitalize on Central Florida's expanding growth corridor.

PROPERTY DESCRIPTION



Property Highlights

- 7-Parcel Assemblage totaling 2.20± AC
- **Residential Density:** Not to exceed 40 DU/AC (**88 units**)
- **Non-Residential Density:** Not Exceed 3.0 FAR
- Flexible Zoning ideal for multifamily or commercial development
- Pre-Existing Water & Sewer Connections
- Electric Connections at Site
- Natural Gas Line Available Western boundary of property
- Offsite Retention within city of Tavares downtown
- **Setback from Main Street:**
- **Front:** 0 ft., **Internal Side:** 0 ft., **Street Side:** 7.5 ft., **Rear:** 10 ft.
- **Maximum Height of Structures:** 84 ft.
- **Allowable Uses:** Townhomes, Multifamily 3+ attached dwelling units, Ancillary Apartments, Adult Activity Center (**Full List of Permitted/Special Uses pg. 4**)

Location Description

Located at 819 W Main Street, the property sits within Tavares' vibrant downtown district, the county seat of Lake County. With direct frontage on Main Street and proximity to U.S. Highway 19, the site benefits from excellent visibility and accessibility, with a traffic count of approximately 36,000 vehicles per day.

Tavares is known as "America's Seaplane City" and serves as a hub for government, healthcare, and lifestyle amenities. The property is surrounded by established civic and cultural anchors, restaurants, retail, and entertainment venues. Demographics within a 5-mile radius reflect a population base of nearly 60,000 residents with average household incomes above \$75,000, underscoring strong demand for new residential and commercial offerings.

Positioned within 40 minutes of downtown Orlando and the region's international airports, the site offers an ideal balance of small-town charm with immediate access to one of the nation's fastest-growing metro areas.

Permitted Uses

Citrus Groves
Townhomes
Multi-family Dwelling (3 or more attached dwelling Units)
Ancillary Apartments
Adult Activity Center
Private Clubs & Lodges, Community Centers, Civic and Social Organizations facilities
General Cultural Uses
Health or Fitness Uses
Family/General Entertainment Uses
Business and Professional Office Uses
Convenience Store (not including gas/fuel sales)
Retail, General Business, or Personal Service
Medical/Dental/Optical Supplies Stores
Restaurant/Food Service/ Food Retail
Medical Marijuana Dispensary
Bar-Beer and Wine
Bar
Business and Technical Trade Schools
Pet Stores that may include retail, grooming services, and boarding of domestic animals
Laundromats/Dry Cleaning (self service)
Laundry/Dry Cleaners without drive-through pickup (no on-site processing, not self service)
Hotel, Motel, and Motor Court Accommodations

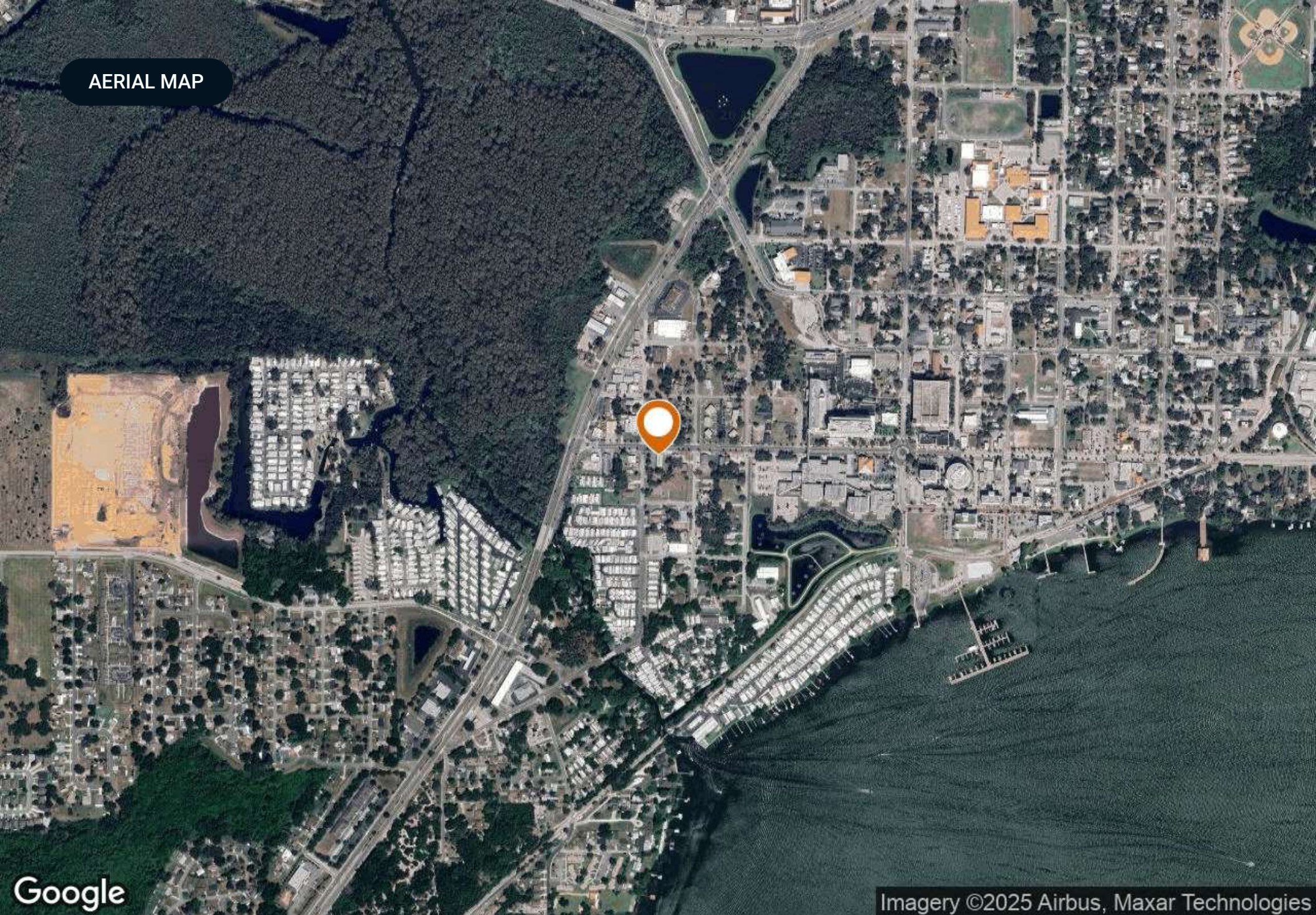
Special Uses

Public and Private Schools (Elementary through High School)
Community Colleges, Colleges, or Universities or College Annexes
Libraries
Community Centers
Community Shelters
Churches and other places of Worship, with attendant educational and recreational facilities
Private Docks and Boathouses
Park, play grounds, recreational areas and recreational or community structures owned and maintained by any private non-profit or for-profit association
Child Care Centers
Wireless Communications Towers, Antennas and Equipment Facilities
Public parking lots and parking garages, either rental or free parking





AERIAL MAP



Google

Imagery ©2025 Airbus, Maxar Technologies

RETAILER MAP



Lake County Government Offices

Tavares Police Department

Lake County Schools

Lake County Courthouse

Lake County Administration Building

Lake County Sheriff's Office



DEMOGRAPHICS MAP & REPORT

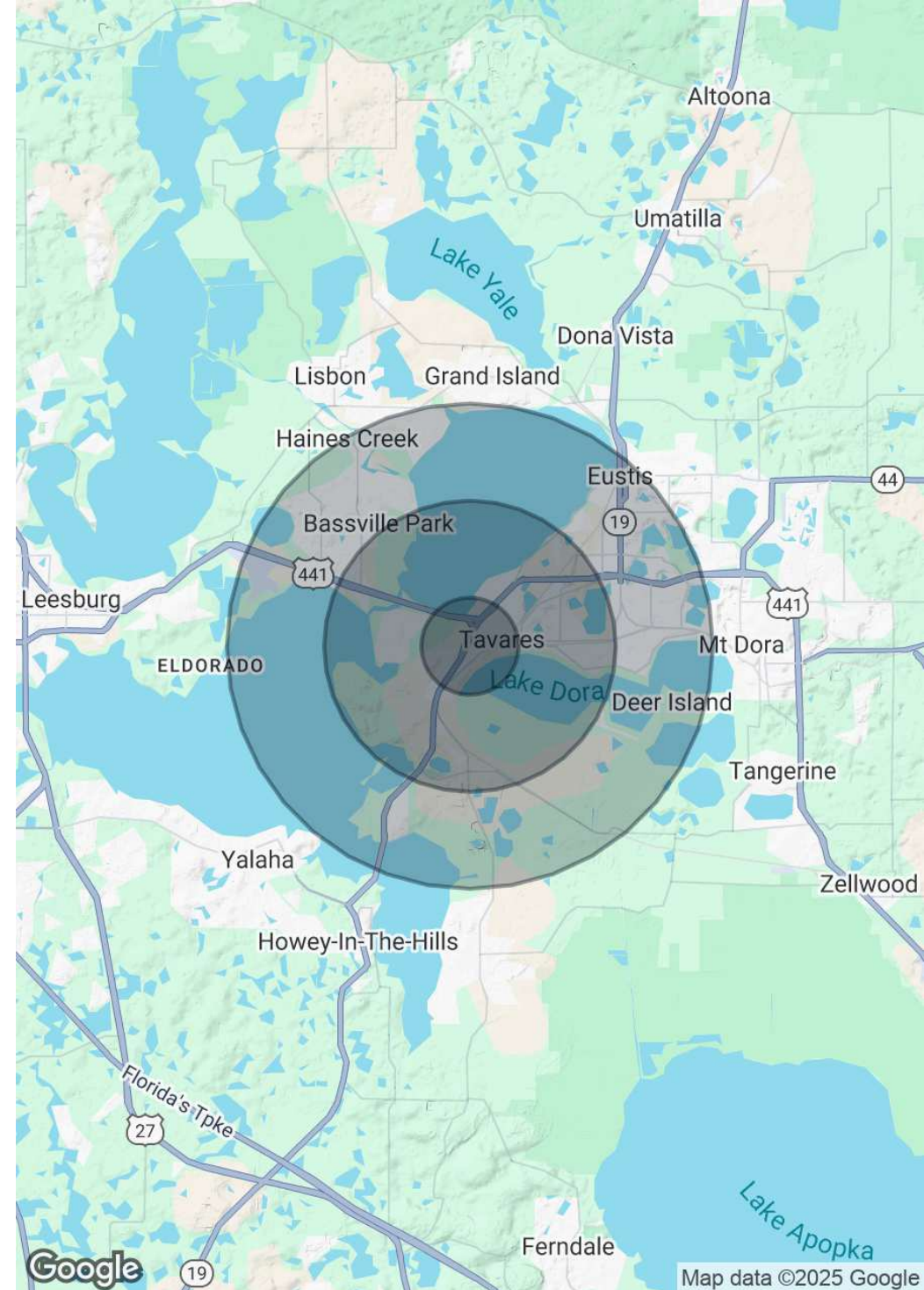
Population

	1 Mile	3 Miles	5 Miles
Total Population	5,440	25,326	59,751
Average Age	48	50	48
Average Age (Male)	46	48	47
Average Age (Female)	50	51	49

Households & Income

	1 Mile	3 Miles	5 Miles
Total Households	2,226	11,227	25,970
# of Persons per HH	2.4	2.3	2.3
Average HH Income	\$73,337	\$77,097	\$75,164
Average House Value	\$237,011	\$241,856	\$267,861

Demographics data derived from AlphaMap



ADVISOR BIOGRAPHY



Rafael Mendez, CCIM

Regional Managing Director

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Direct: **407-813-1984** | Cell: **407-748-8970**

FL #BK3317523

Professional Background

Rafael Mendez, CCIM is the Regional Managing Director and Advisor at Saunders Real Estate in Orlando, Florida.

Rafael specializes in mid-market acquisition and disposition of industrial and office properties throughout the state of Florida. His success derives from assisting his clients with identifying optimal opportunities in the market and executing them efficiently to achieve their intended results.

Beginning his career in real estate in 2015, Rafael assisted investors in residential real estate and later transitioned into commercial real estate. Rafael brings a global perspective with a national presence, local market expertise, and a forward-thinking "client-centric" mindset built on setting clear expectations with constant communication. Through this, he has not only catapulted his own success and growth but also his client's success and growth throughout the years.

Rafael lives in Altamonte Springs, FL, and is married to his high school sweetheart Andrea with three children. Additionally, he is involved in his community and volunteers with Habitat for Humanity Building Homes and Special Olympics. Rafael also serves on the board of directors for Commonsense Childbirth, a non-profit organization.

Rafael specializes in:

- Industrial
- Office
- Special-use Properties
- Investment Sales
- Investment Properties

Education

- Keiser University, AS Health Science, 4.0 GPA
- CCIM Graduate
- CCIM CI 101-104 - Commercial Investment + Financial Analysis

Memberships

- CCIM Designee
- CFCAR Immediate Past President 2025
- CFCAR President 2024
- CFCAR Board of Directors - Secretary 2023
- CFCAR President-Elect & Secretary 2023
- Florida CCIM Chapter Membership Chair, 2023
- Florida CCIM Chapter Central District Board Member, 2022, 2023, 2024
- Florida CCIM Chapter Central District Mentorship Chair, 2022, 2023, 2024
- Florida CCIM Chapter State Level Young Professional Network, 2022
- Urban Land Institute (ULI) Member
- NAIOP Member
- Central Florida Commercial Association of Realtors® (CFCAR)
- National Association of REALTORS®
- Florida Association of REALTORS®



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