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LOBATO  
FAMILY PRACTICE

LOBATO  
SALON



Franklin Street

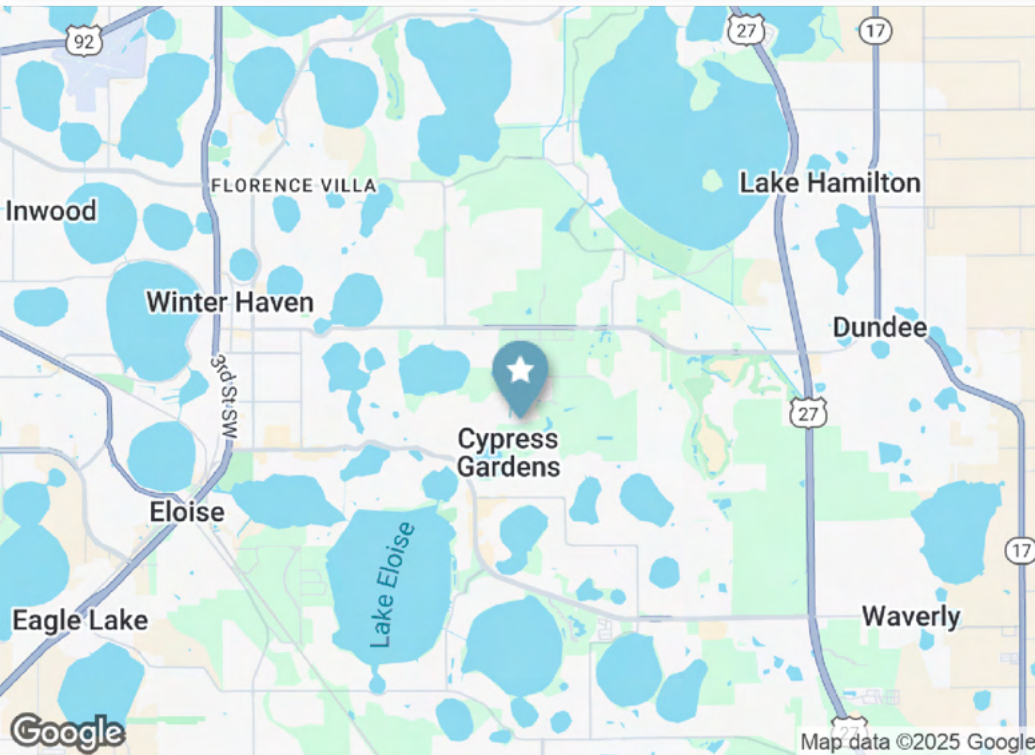
OFFERING MEMORANDUM

**101 OVERLOOK DR**

Winter Haven, FL 33884



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# PROPERTY INFORMATION

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**101 OVERLOOK DR**

Winter Haven, FL 33884

Retail



# OFFER SUMMARY

## 101 OVERLOOK DR

WINTER HAVEN, FL 33884

**SALE PRICE: \$1,825,000**

**SELLER FINANCING AVAILABLE**

Cap Rate	7.13%
NOI	\$130,040
Occupancy	100%
Square Feet	7,560 SF
Price Per SF	\$241.40
Lot Size	0.57 AC

## INVESTMENT DESCRIPTION

Franklin Street is pleased to present 101 Overlook Drive, a 7,560-square-foot mixed-use building in Winter Haven, Florida. The property features six residential units and four ground-floor commercial suites, and is currently 100% occupied.

Situated on 0.57 acres with 230 feet of frontage along Overlook Drive, the site offers excellent visibility and a large parking field with 29 spaces. The property is less than two miles from LEGOLAND Florida Resort and the Peppa Pig Theme Park, benefitting from strong year-round tourism drivers.

Offered for the first time in over 20 years, 101 Overlook Drive represents a rare opportunity to acquire a well-maintained mixed-use building in Polk County—Florida's fastest-growing county—with over 18% projected population growth in the immediate area over the next five years.

## INVESTMENT OPPORTUNITIES



### Well-Maintained Asset

- Consistently maintained with refreshed interiors
- First time on the market in almost 25 years
- 100% occupied with stable rent roll



### Prime Location & Visibility

- 230 feet of direct frontage on Overlook Drive
- Less than two miles from LEGOLAND and Peppa Pig Theme Park
- High visibility in a rapidly growing tourism corridor



### Parking & Site Features

- Situated on 0.57 acres
- Large parking field with 29 dedicated spaces
- Convenient access for both residential and commercial tenants



### Strong Market Fundamentals

- Polk County is the fastest-growing county in Florida
- 18%+ population growth projected within a 1-mile radius over the next 5 years
- Central Florida tourism and residential





**SUBJECT  
PROPERTY**

**Overlook Dr - 14,600 VPD**



# EXTERIOR PHOTOS





# APARTMENT **INTERIOR**





# RETAIL INTERIOR







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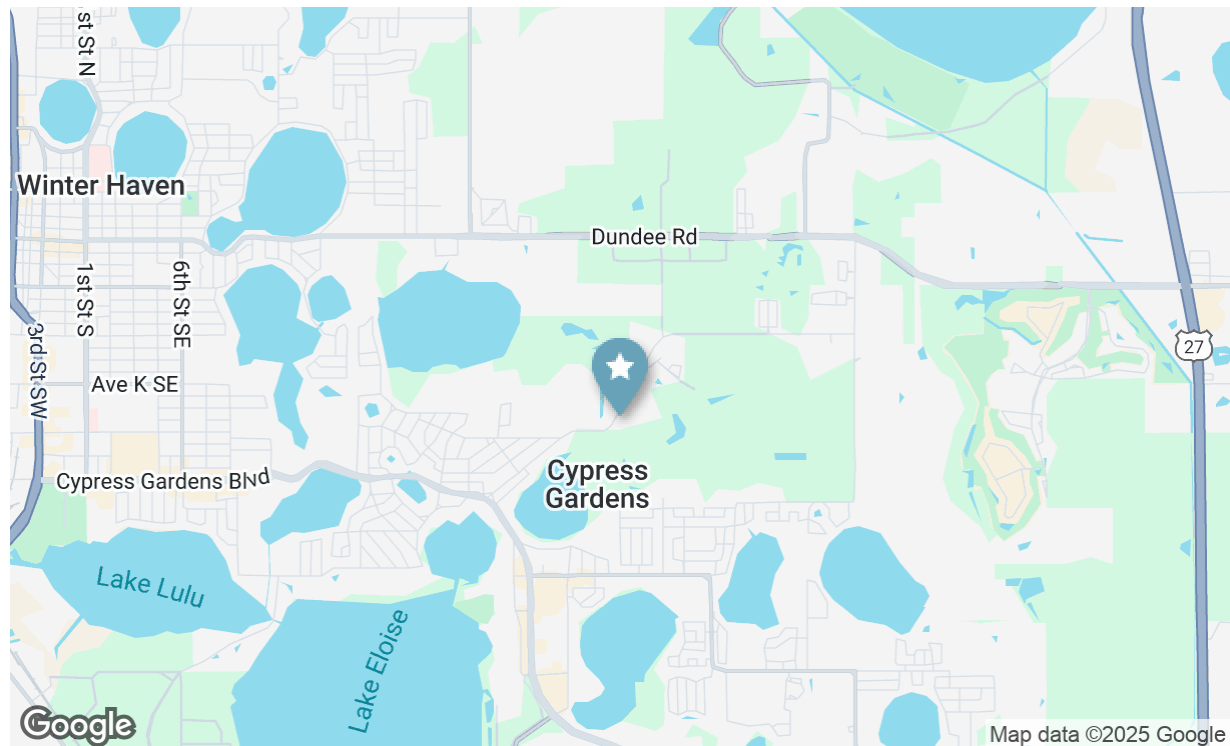


# LOCATION OVERVIEW

## ABOUT WINTER HAVEN

Located in the heart of Winter Haven, 101 Overlook Drive benefits from a prime position less than two miles from LEGOLAND Florida Resort, one of the region's most prominent attractions drawing over two million visitors annually. The property sits along Overlook Drive with convenient access to Cypress Gardens Boulevard, which sees more than 42,000 vehicles per day. This central location connects to major area thoroughfares and serves both local residents and steady tourist traffic throughout the year.

The surrounding area has strong demographics and growth trends, with more than 42,000 residents living within a three-mile radius. Average household incomes exceed \$100,000, and the community is characterized by well-established neighborhoods and an expanding base of families and professionals. This balance of stable local demand and tourism-driven exposure creates an ideal setting for retail and service-oriented businesses.





# NORTH AERIAL





# SOUTH WEST AERIAL



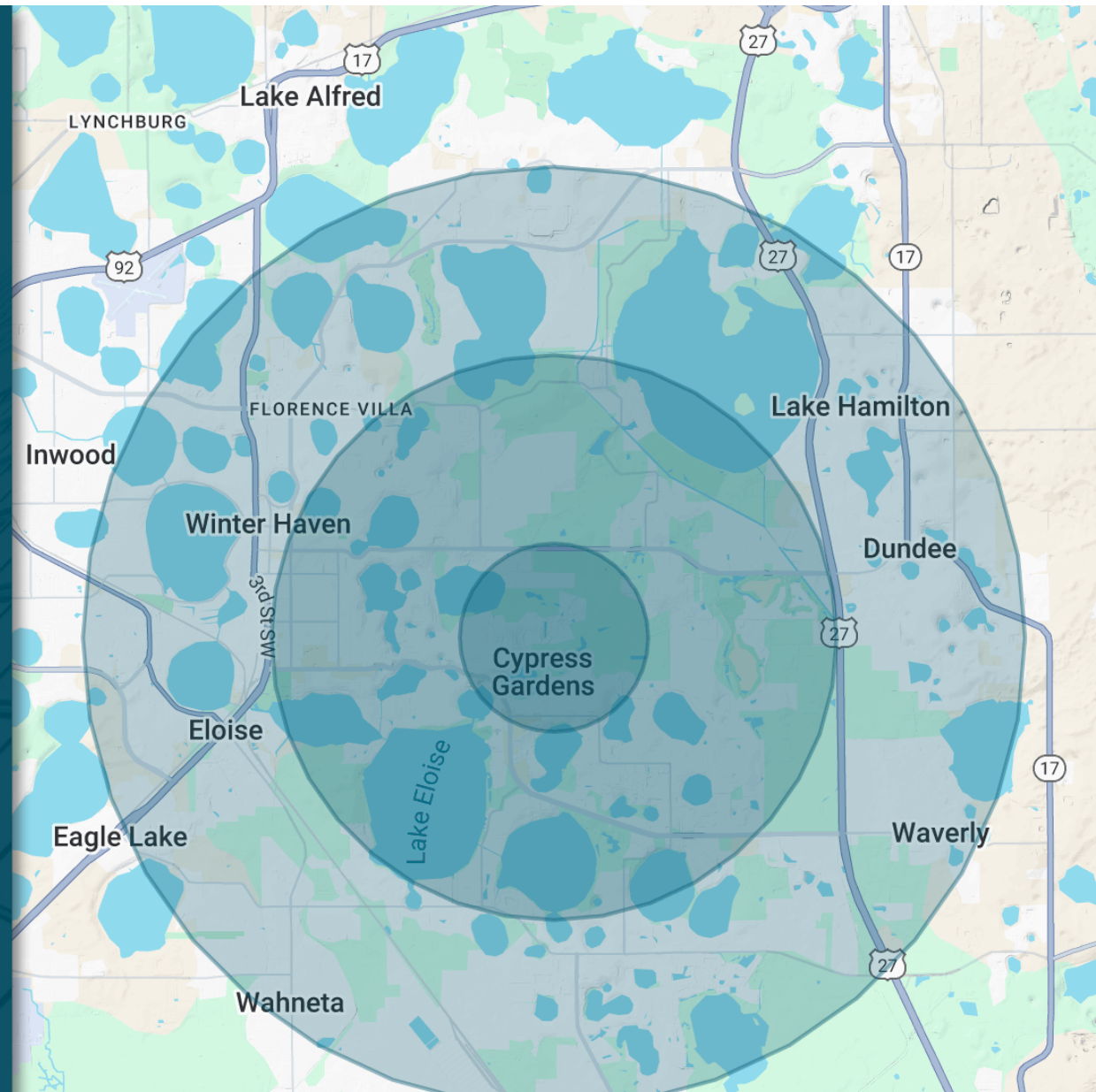


# AREA OVERVIEW

## DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>			
Total population	6,291	44,156	100,960
Median age	46	44	43
Median age (Male)	44	43	42
Median age (Female)	48	45	44
<b>HOUSEHOLDS &amp; INCOME</b>			
Total households	2,546	17,551	40,075
# of persons per HH	2.5	2.5	2.5
Average HH income	\$101,011	\$88,461	\$78,756
Average house value	\$305,969	\$309,096	\$291,744

\* Demographic data derived from 2020 ACS - US Census





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# FINANCIAL ANALYSIS

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# RENT ROLL

Suite	Tenant	Square Feet	GLA %	Lease Term		Dates	Rent Rates			Recovery Type
				Lease Start	Lease Expires		Monthly	Annual Rent	PSF	
100	Traditions Engineering	1,260 SF	16.67%	9/1/2024	8/31/2026	9/1/2025	\$2,400.00	\$28,800	\$22.86	Gross
101	Paradise Salon	630 SF	8.33%	6/1/2022	5/31/2030	6/1/2025	\$1,000.00	\$12,000	\$19.05	Gross
						6/1/2026	\$1,030.00	\$12,360	\$19.62	
						6/1/2027	\$1,060.90	\$12,731	\$20.21	
						6/1/2028	\$1,092.73	\$13,113	\$20.81	
						6/1/2029	\$1,125.51	\$13,506	\$21.44	
102	Transformations Weightloss and Aesthetics	630 SF	8.33%	9/1/2024	8/31/2026	9/1/2025	\$1,200.00	\$14,400	\$22.86	Gross
103	Falls Family Center	1,260 SF	16.67%	11/1/2024	10/31/2027	11/1/2025	\$2,400.00	\$28,800	\$22.86	Gross
						11/1/2026	\$2,472.00	\$29,664	\$23.54	
201	Apt: 1Bdr/1Bath	630 SF	8.33%	8/1/2025	7/31/2026	8/1/2025	\$1,200.00	\$14,400	\$22.86	Gross
203	Apt: 1Bdr/1Bath	630 SF	8.33%	10/1/2025	9/30/2026	10/1/2025	\$1,200.00	\$14,400	\$22.86	Gross
205	Apt: 1Bdr/1Bath	630 SF	8.33%	5/1/2025	4/30/2026	5/1/2025	\$1,200.00	\$14,400	\$22.86	Gross
207	Apt: 1Bdr/1Bath	630 SF	8.33%	10/1/2025	9/30/2026	10/1/2025	\$1,200.00	\$14,400	\$22.86	Gross
209	Apt: 1Bdr/1Bath	630 SF	8.33%	6/1/2025	5/31/2026	6/1/2025	\$1,100.00	\$13,200	\$20.95	Gross
211	Apt: 1Bdr/1Bath	630 SF	8.33%	6/1/2013	5/31/2026	6/1/2025	\$1,000.00	\$12,000	\$19.05	Gross
Occupied		7,560 SF	100%				\$13,900	\$166,800	\$22.06	
Totals / Avgs		7,560 SF	100%				\$13,900	\$166,800	\$22.06	



# 5 YEAR CASH FLOW

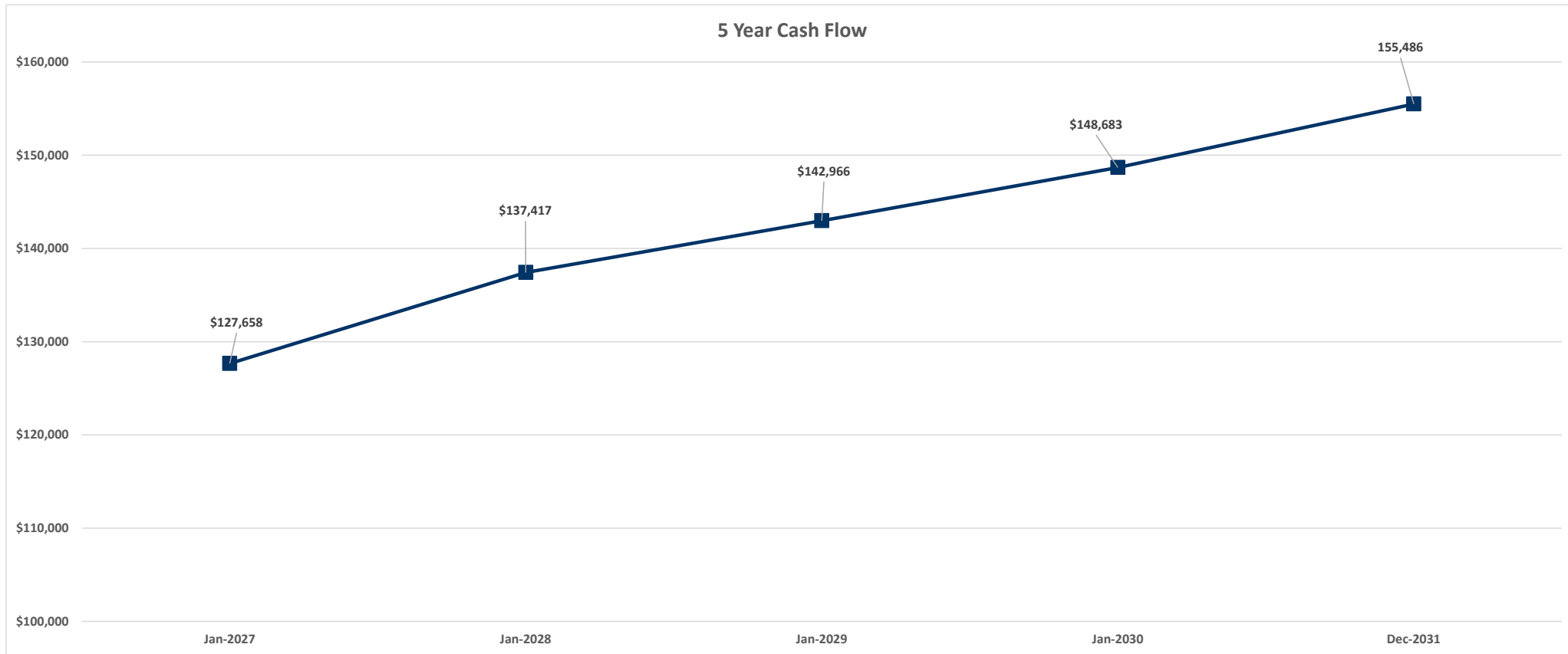
		Current	Year 1	Year 2	Year 3	Year 4	Year 5	
For the Years Ending		<u>Jan-2026</u>	<u>Jan-2027</u>	<u>Jan-2028</u>	<u>Jan-2029</u>	<u>Jan-2030</u>	<u>Jan-2031</u>	<u>Total</u>
	\$/SF 2026							
<b>Rental Revenue</b>								
Potential Base Rent	\$22.06	\$166,800	\$174,233	\$185,701	\$192,773	\$200,060	\$208,527	\$961,294
Potential Gross Revenue	\$22.06	\$166,800	\$174,233	\$185,701	\$192,773	\$200,060	\$208,527	\$961,294
<b>Vacancy &amp; Credit Loss</b>								
Vacancy Allowance	\$0.00	\$0	-\$8,712	-\$9,285	-\$9,639	-\$10,003	\$(10,426)	-\$48,065
Total Vacancy & Credit Loss	\$0.00	\$0	-\$8,712	-\$9,285	-\$9,639	-\$10,003	\$(10,426)	-\$48,065
Effective Gross Revenue	\$22.06	\$166,800	\$165,521	\$176,415	\$183,134	\$190,057	\$198,101	\$913,228
<b>Operating Expenses</b>								
RE Taxes	\$2.36	\$17,860	\$18,396	\$18,948	\$19,516	\$20,102	\$20,705	\$97,667
Insurance	\$1.28	\$9,700	\$9,991	\$10,291	\$10,599	\$10,917	\$11,245	\$53,043
Utilities	\$0.75	\$5,700	\$5,871	\$6,047	\$6,229	\$6,415	\$6,608	\$31,170
Landscaping	\$0.26	\$2,000	\$2,060	\$2,122	\$2,185	\$2,251	\$2,319	\$10,937
Trash	\$0.20	\$1,500	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739	\$8,202
Total Operating Expenses	\$4.86	\$36,760	\$37,863	\$38,999	\$40,169	\$41,374	\$42,615	\$201,020
Net Operating Income	\$17.20	\$130,040	\$127,658	\$137,417	\$142,966	\$148,683	\$155,486	\$712,210
Cash Flow Before Debt Service	\$17.20	\$130,040	\$127,658	\$137,417	\$142,966	\$148,683	\$155,486	\$712,210

## Tenant Occupancy Summary

Occupied Area	7,560	7,560	7,560	7,560	7,560	7,560
Leased Area	7,560	7,560	7,560	7,560	7,560	7,560
Building Area	7,560	7,560	7,560	7,560	7,560	7,560
Average Occupancy Percentage	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%



# ASSUMPTIONS



## Market Leasing Assumptions

New Leasing Assumptions	Retail Units	Residential Units
Term Length	3 Years	1 Year
Renewal Probability	75.00%	75.00%
Months Vacant	0.00 months	0.00 months
Market Base Rent (New)	\$25.00/SF/Year	\$1,300/Month

## WALE (as of PV/IRR Date)

WALE (Area)	1 Year 8 Months 10 Days
WALE (Income)	1 Year 7 Months 28 Days

## Expense Ratio Analysis

Expense Ratio YR 1	22%
Total Analysis Expense Ratio	22%

## Timing & Inflation

General Inflation (Year 2)	3.0%
Market Inflation (Year 2)	3.0%
Expense Inflation (Year 2)	3.0%
CPI Inflation (Year 2)	3.0%

## Notes:

Analysis starts with projected close date of January 1st, 2026

RE Taxes have been reassessed in YR 1 - based on Polk County property appraiser site

Expenses are based on owners current monthly expenses

Vacancy factor is applied in YR 2 2028 of the proforma analysis



# 101 OVERLOOK DR

Winter Haven, FL 33884

Contact a Team Member

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