

FOR SALE OR LEASE

INDUSTRIAL

WAREHOUSE/DISTRIBUTION

40,496 RSF ON 3.354 ACRES

+/- 1.1 ACRES OF IOS

*1227 & 1231 Hardin Avenue,  
Sarasota, FL 34243*





# PROPERTY SUMMARY



This offering features an industrial building totaling 40,496 RSF on 3.354 acres with gated, secured and enclosed outside storage in Sarasota, Florida. The property includes a mix of dock-high and grade-level loading, ample power, and flexible warehouse/manufacturing space.

Positioned in a prime industrial location with excellent transportation access and less than a mile from the Sarasota Bradenton International Airport, it is ideal for owner-users or investors seeking a functional, well-located asset in a growing Gulf Coast market.

**Property Sale Price:**  
**\$6,770,000**

**Property Lease Rate:**  
**\$12.50/PSF (NNN)**

*Property Address:*  
1227 & 1231 Hardin Avenue, Sarasota, FL 34243

*Property Type:*  
Light Manufacturing / Industrial with Outside Storage

*Stories:*  
Single-story

*Total Building Area:*  
44,596 SF (combined)

*Site Area:*  
3.354 acres (146,113 SF)



# PROPERTY OVERVIEW

## *Structural & Exterior*

- Foundation: Concrete slab-on-grade
- Structural Frame: Combination of concrete masonry units (CMU) and structural steel
- Exterior Walls: CMU with pre-finished metal panel siding
- Roof: Standing seam metal with elastomeric coating (coating applied within last 3 years)
- Windows/Doors: Aluminum-framed windows; metal service doors; multiple dock-high and grade-level overhead doors
- Building Dimensions: Concrete building - 200' x 78'; Back warehouse - 80' wide
- Clear Heights: 1227 Hardin - 15.9' at eave and 26.6' to roof truss supports  
1231 Hardin - 16' at eave, 24' to roof truss supports

## *Loading & Access:*

- 12 Overhead Doors
- Four (4) 14' x 14' doors, two grade-level ramp doors, One (1) 14' x 16';  
Four (4) 10' x 10' loading dock, Two (2) 10' x 12' loading dock, one is a double door
- Parking: 36 spaces, including 1 ADA-compliant
- Outside Storage: +/- 1.1 Acres of IOS
- Site Access: Direct frontage on Hardin Avenue; asphalt-paved drives and loading areas

## *Mechanical, Electrical & Plumbing (MEP):*

- HVAC: Multiple split-system units (2.5-4 tons each) serving office areas

## *Electrical:*

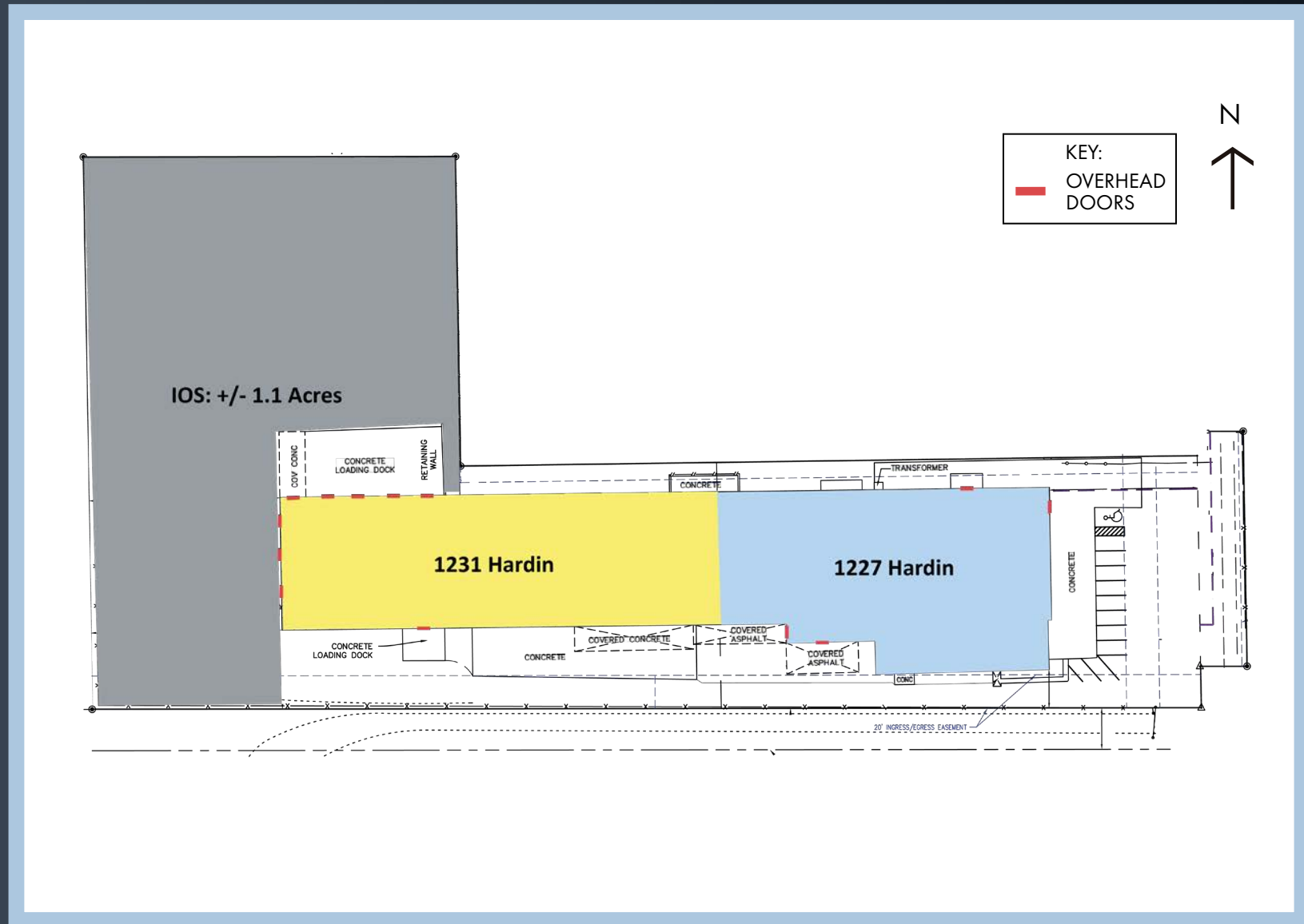
- Main electrical service rated at 400-amp to 800-amp, 120/240-volt power
- Northeast building: 225-amp breaker with two step-down converters
- Back warehouse: 400-amp main power with two separate step-down converters powering subpanels
- Plumbing: Copper and PVC piping; sanitary service via municipal sewer
- Fire Protection: Wet-pipe sprinkler system and monitored fire alarm

## *Zoning & Compliance:*

- Zoning: LM - Light Manufacturing (Manatee County)
- Flood Zone: Zone X (not in a flood hazard area)



# SITE PLAN





# 1227 HARDIN (EAST SECTION)



FRONT ENTRANCE



WAREHOUSE INTERIOR



PRIVATE OFFICES



OPEN-PLAN OFFICE

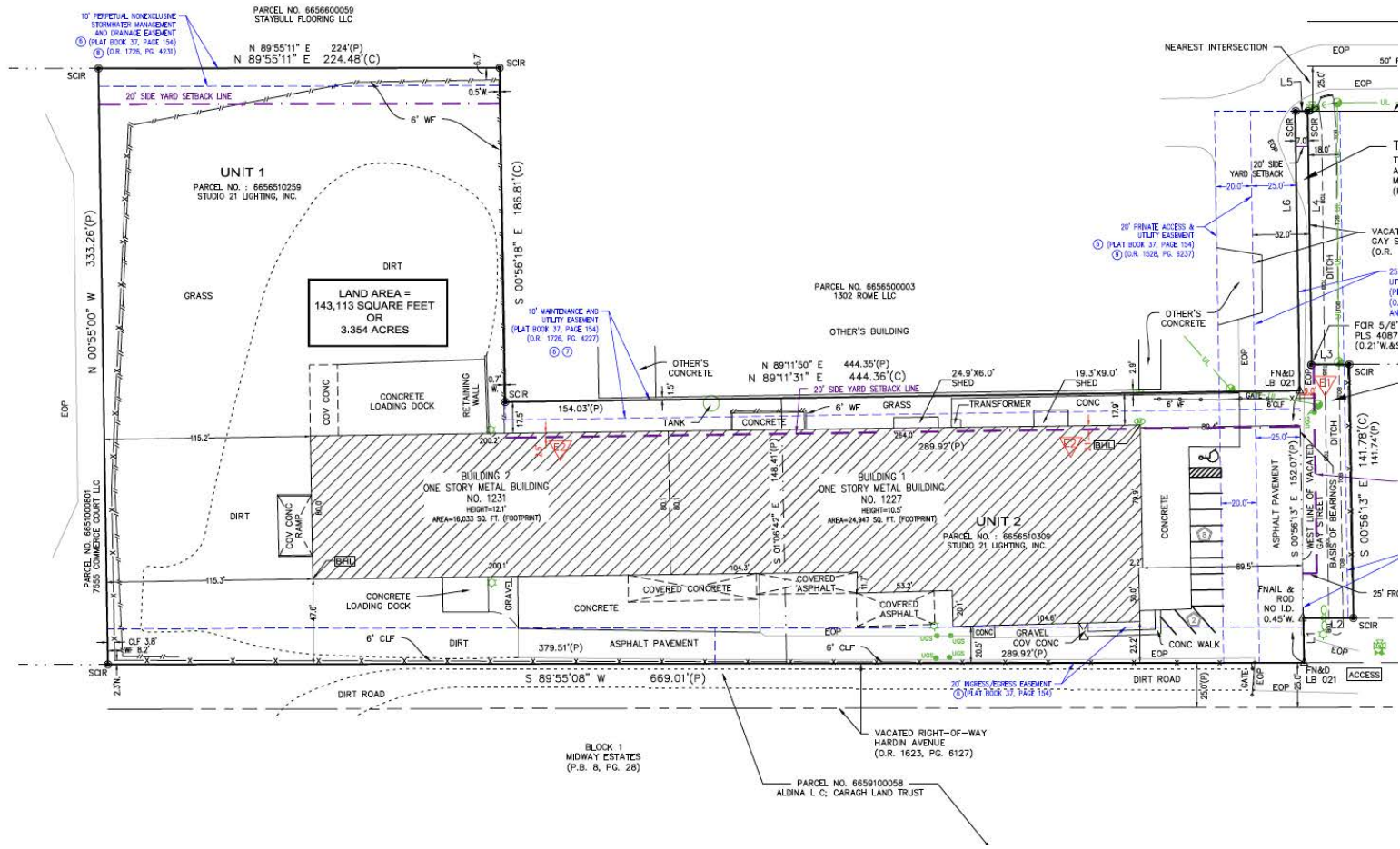


MAIN DOCK & DRIVE-IN AREA

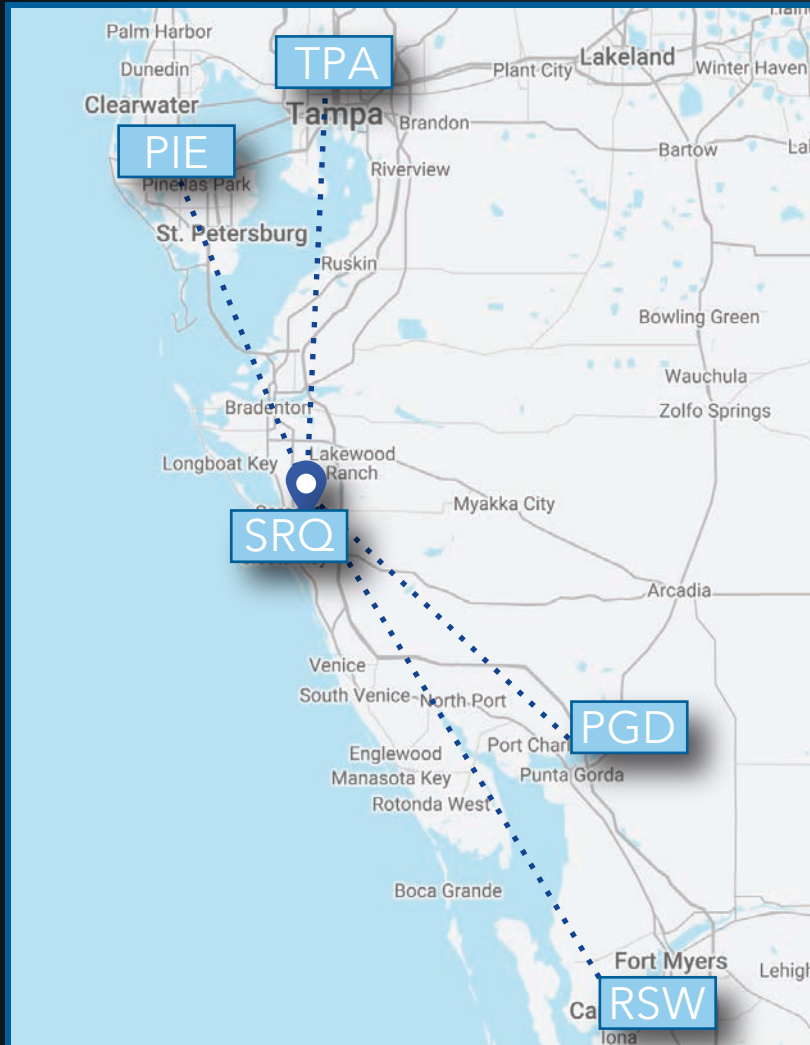
# 1231 HARDIN & IOS (WEST SECTION)







# AIR & PORT DISTANCE TO LOCATION



## Nearest Airports

- SRQ:** Sarasota-Bradenton Airport: < 1 Mile
- PIE:** St. Pete-Clearwater Airport: 42.4 Miles
- TPA:** Tampa International Airport: 48.6 Miles
- PGD:** Punta Gorda Airport: 60.2 Miles
- RSW:** Southwest International Airport: 95.3 Miles



## Nearest Ports

- Port Manatee: 18.3 Miles
- Port Tampa Bay: 47 Miles



# SARASOTA BRADENTON MSA

## *Optimal Industrial Location:*

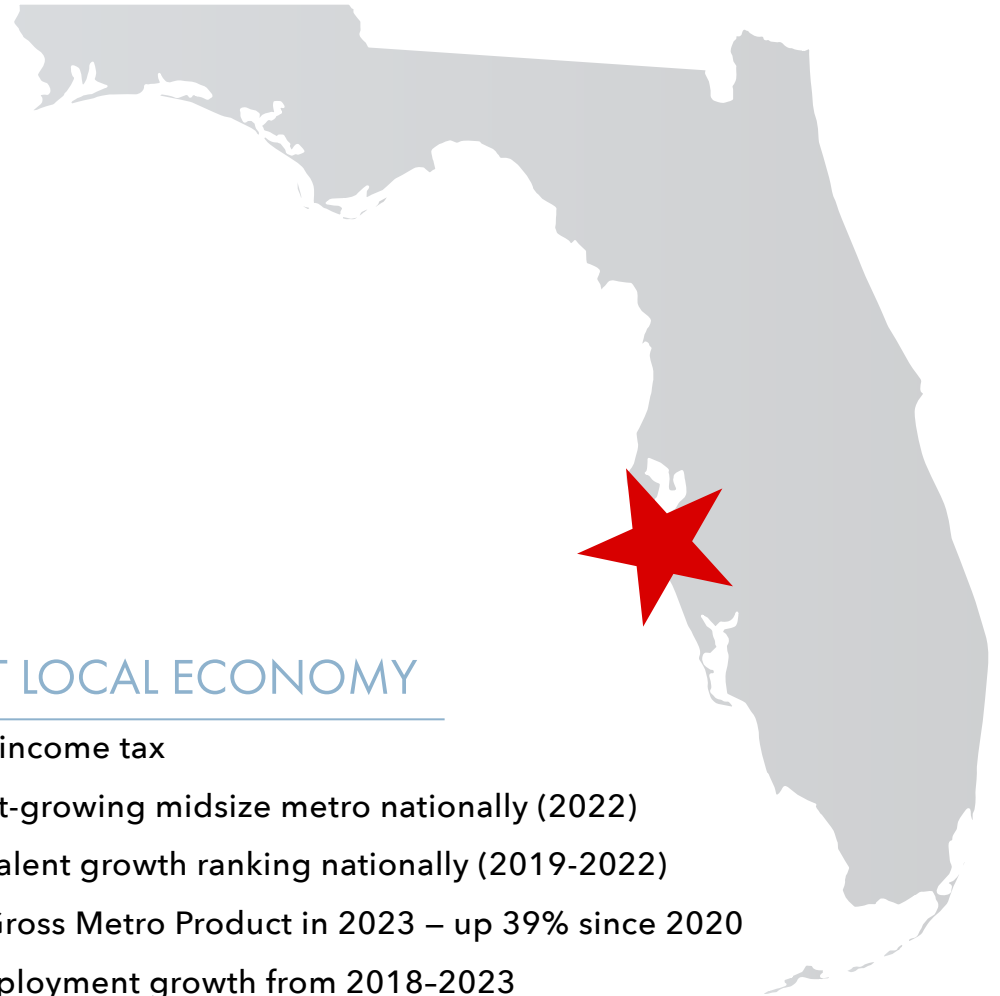
With more than **44 million SF of industrial space**, the combined Sarasota-Manatee industrial market **serves all of Florida's major population centers** and ports via the I-75 trucking corridor.

## *Rapid Population Growth:*

The population of the North Port Sarasota-Bradenton, FL MSA was **939,400 in 2024, a 14% increase from 2019**, and is projected to grow an additional 5% over 2025-2027.

## ROBUST LOCAL ECONOMY

- No state income tax
- #1 fastest-growing midsize metro nationally (2022)
- #4 tech talent growth ranking nationally (2019-2022)
- \$56.6B Gross Metro Product in 2023 – up 39% since 2020
- 9.1% employment growth from 2018-2023
- 31,000+ new jobs projected by 2030
- 10% population growth in the past five years
- Nearly half of adults hold an associate degree or higher – a skilled workforce ready to support business expansion



# BIOGRAPHY | MICHELE FULLER



**MICHELE FULLER**

PARTNER

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## PROFESSIONAL BACKGROUND

Michele Fuller joined Ian Black Real Estate in 2009 bringing her extensive expertise and market savvy to one of the most reputable commercial real estate firms in Florida. In 2016 Michele was invited to become a partner of the firm. Her commercial real estate career began in 1999 with Coldwell Banker Commercial where she quickly became one of the most successful commercial agents. Her real estate experience encompasses office, retail, industrial and land sectors of the commercial market. Michele is involved in a variety of development and investment transactions and exhibits the market knowledge and tenacity required to guide challenging transactions to successful closure.

Michele is a CCIM Candidate and a member of ICSC. She is a Founding Board Member of CREW Sarasota Manatee- a chapter of the global Commercial Real Estate Women's Network. She's a graduate of Leadership Sarasota, a Chamber of Commerce program and devotes time to a variety of community activities.

Michele grew up in Asia and later moved to the United States. She lived on Martha's Vineyard where she owned and operate a boutique hotel on Martha's Vineyard for eight years. In 2000, drawn by the area's dynamic community and natural beauty she relocated to Sarasota and established her career in commercial real estate. Michele has two children and enjoys traveling, skiing, and engaging in the city's diverse cultural and artistic offerings.



# BIOGRAPHY | NICK DEVITO II, SIOR



**NICK DEVITO II, SIOR**  
PARTNER

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## **PROFESSIONAL BACKGROUND**

Nick DeVito II, SIOR, a 6th generation Floridian, grew up in Sarasota as did his parents, Nick Menard DeVito and Nancy Alday, so his Sarasota roots run deep. After graduating from Riverview High School, Nick attended the University of Florida and received a B.A. at the College of Business, focusing on Finance, Marketing, and Real Estate. Nick joined Ian Black Real Estate in 2010 and was named a partner of the firm in 2016.

Over the past 12 years, Nick has achieved \$310,000,000+ in sales and leasing volume which represents more than 3,150,000 square feet of commercial property, making him a true market leader.

He has successfully assisted clients with sales, leasing, and tenant representation for industrial, office, and retail locations. Nick also specializes in the acquisition and disposition of investment properties, owner-user CRE, as well as evaluating assets owned by lending institutions and Trusts. Notable companies that Nick has served include Northern Trust, Gorman Plumbing, Berlin Patten Ebling, Lennox, ASO, Roofing Supply Group, Wentzel's Heating and Air, Allied Building Products, HD Supply, Custom Air & Plumbing, Massey Services, Clark & Washington, Tidewell Hospice (Empath), Microtron Inc., The Starling Group, Willis Smith Construction, Linksters, and Paddywagon. In 2017, Nick worked with the Sarasota County Sheriff's Department to procure a 70,000 square foot office facility.

Nick holds the prestigious designation as a member of the Society of Industrial and Office Realtors (SIOR). He is the 2023 Vice President and incoming 2024 President of the Florida Chapter of SIOR. SIOR is the leading global professional office and real estate association which represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. He is also a member of the International Council of Shopping Centers (ICSC), a member of the Realtor Association of Sarasota and Manatee (RASM), a member of the Commercial Investment Division (CID) of RASM, and a Certified Commercial Investment Member (CCIM) member, actively pursuing the CCIM designation.

Married to Susan Kerstan, the couple has 5 children. Nick & Susan attend 360 Church. They enjoy traveling together and spending time with their children. Nick enjoys spending his spare time on the golf course. He currently gives back to the community by serving on the Board of The First Tee of Sarasota/Manatee. He is a past President and has been committed to serving the organization at some capacity since 2010. Nick is also a current Board Member of Seaport Manatee.

# BIOGRAPHY | BRIE TULP, RPA, SIOR



**BRIE TULP, RPA, SIOR**

SALES ASSOCIATE

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## PROFESSIONAL BACKGROUND

Brie Tulp, RPA®, SIOR has quickly emerged as a standout figure in the commercial real estate industry in SWFL. With a strong professional background and her tenure at SL Green Realty Corp., she joined Ian Black Real Estate over 3 years ago, bringing a wealth of experience and expertise to the table. She is a recent Business Observer 40 Under 40 Award Winner which recognizes top young entrepreneurs and professionals across every industry from Tampa Bay to Naples.

Brie relocated from New York City in early 2021 where she worked for the largest office landlord and fully integrated REIT. Her experience spanned Property Management, Building Services, and Underwriting. During her tenure at SL Green, she evaluated investment opportunities for the firm which included asset repositioning, base building efficiencies, direct acquisitions, structured finance, and dispositions for mixed-use properties. She was critical for the approval and acceptance of liability for ~50M square feet of redevelopment, development, repositioning, and conversion opportunities as well as ~\$3B in acquisition targets. Her astute judgment and analytical skills were instrumental in identifying and assessing potential ventures.

Since joining Ian Black Real Estate, Brie has been involved in 165+ transactions totaling over ~\$260M. She consistently brings a new level of service to her roles, elevating procedures, and setting high standards of excellence. Moreover, her exceptional interpersonal skills have allowed her to quickly foster and maintain excellent relationships with tenants and vendors, enhancing client satisfaction, and cultivating a positive reputation for the firm.

Brie holds a Bachelor of Arts degree from Northeastern University. She also holds a valid Real Property Administrator (RPA®) designation and a Florida Sales Associate license. Brie is a Founding Board Member of Commercial Real Estate Women's Network Sarasota/Manatee (CREW) and holds the prestigious designation as a member of the Society of Industrial and Office Realtors (SIOR). She is also a graduate of the Leadership Sarasota program.

When she is not working on deals to benefit her clients, Brie enjoys traveling, golfing, scuba diving, boating, fishing and all things water-related with her husband and children.