



5955 South Florida Avenue Development Land

5955 S Florida Ave, Lakeland, Florida 33813

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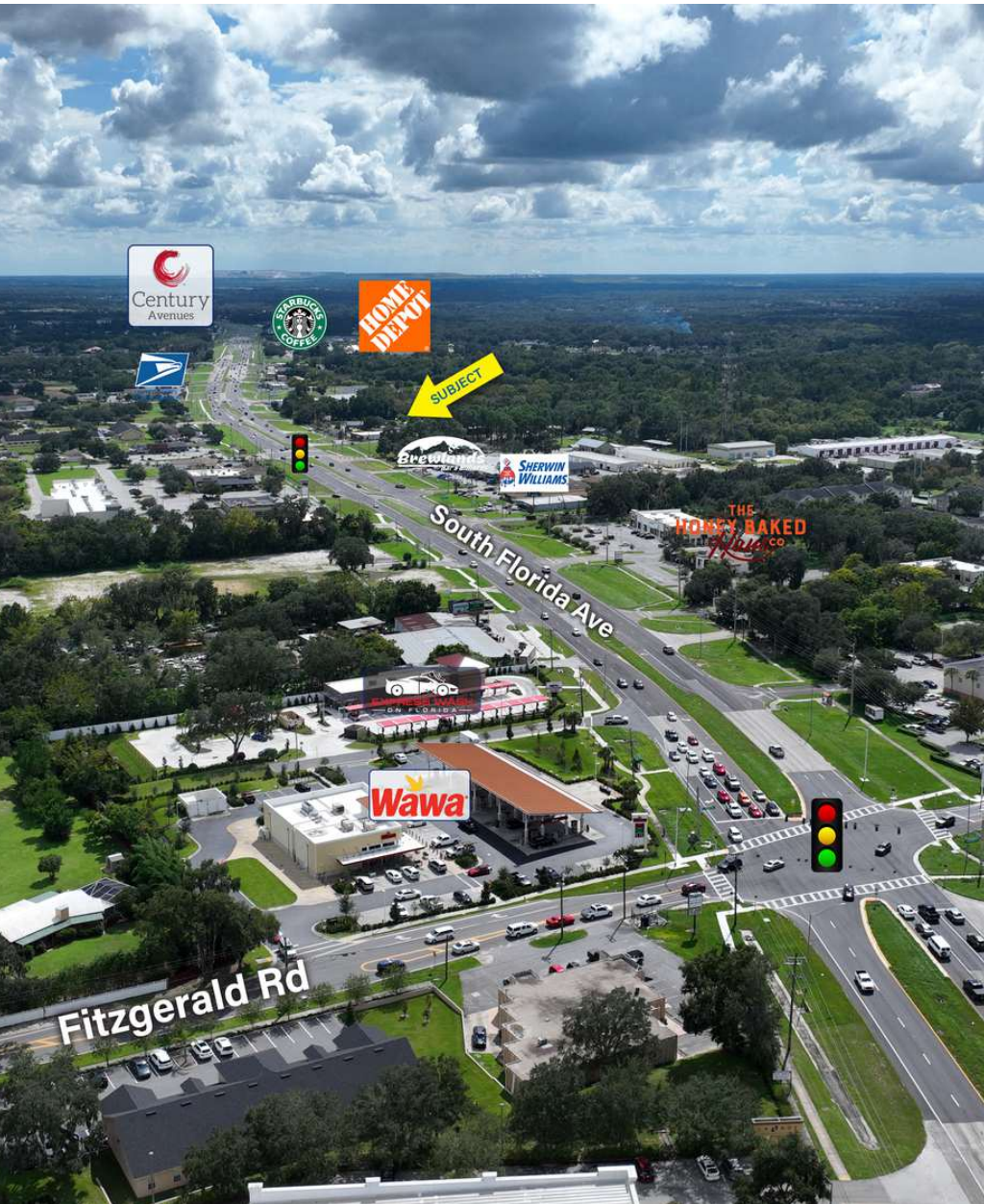
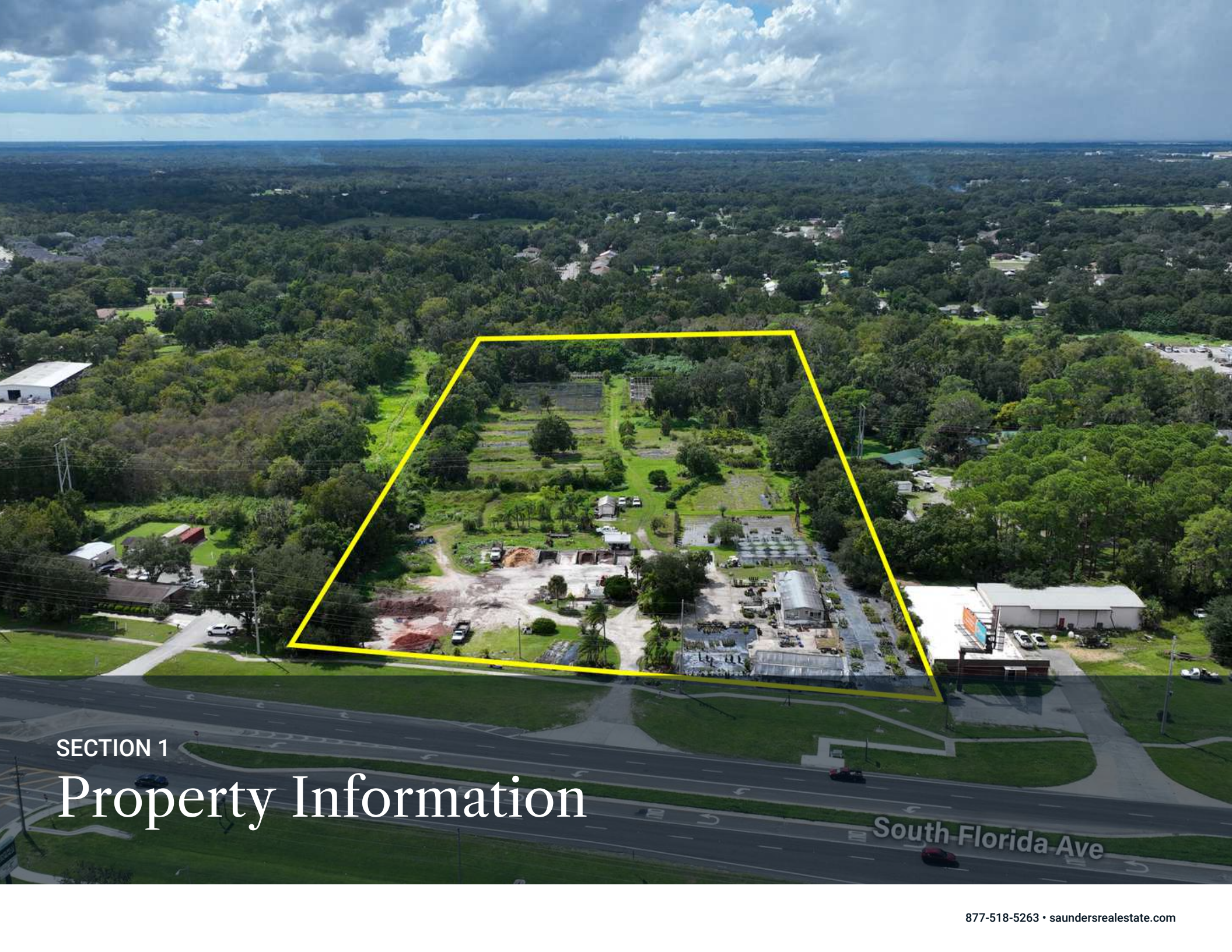


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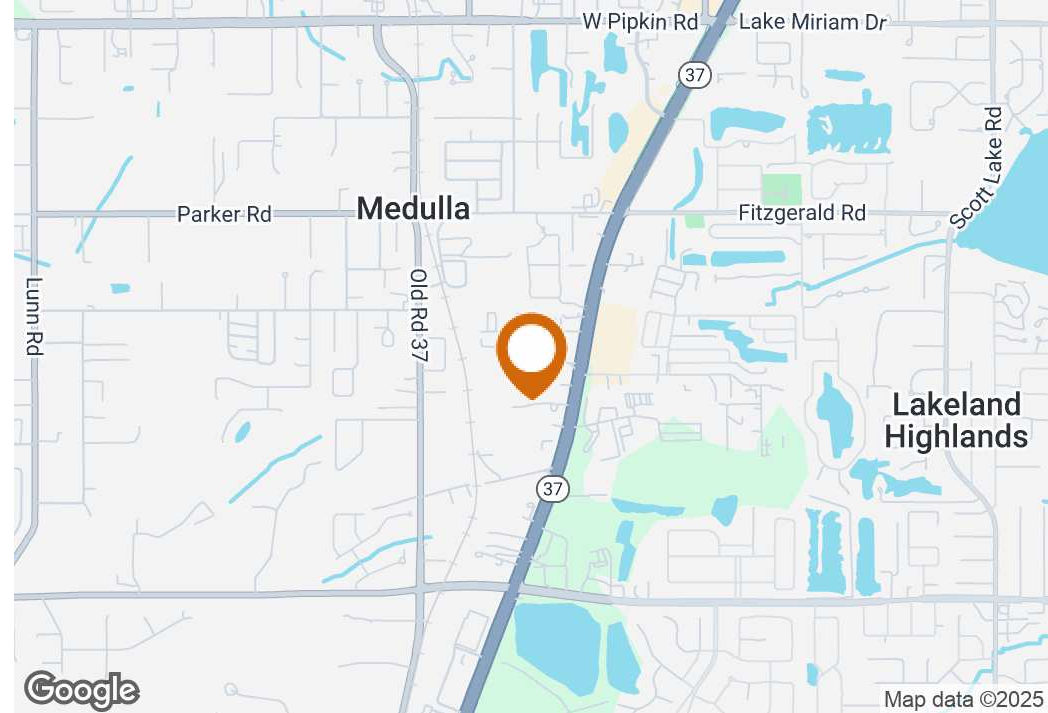
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SECTION 1

Property Information

South Florida Ave



Sale Price

\$3,750,000

Offering Summary

Total Acres:	11.82 ± Acres
Upland Acres:	10 ± Acres
Price / Upland Acre:	\$375,000
Zoning:	BPC-2
Utilities:	Water and Sewer
APN:	23-29-13-000000-032030
	Development Land

Property Overview

The last undeveloped large tract fronting South Florida Ave North of CR-540A and South of the Polk Parkway in the City of Lakeland. The future land use is BPC-2 which allows for a variety of commercial (C1, C2, C3) or business park uses, including self-storage, automobile sales, and leasing, as well as warehousing and light manufacturing, among others. In addition, the property is located less than 3,000 FT North of the highly active South Florida Ave and CR-540A intersection. The immediate market of South Lakeland delivers one of the most economically affluent demographics in the city, which has been a growth driver in recent years.

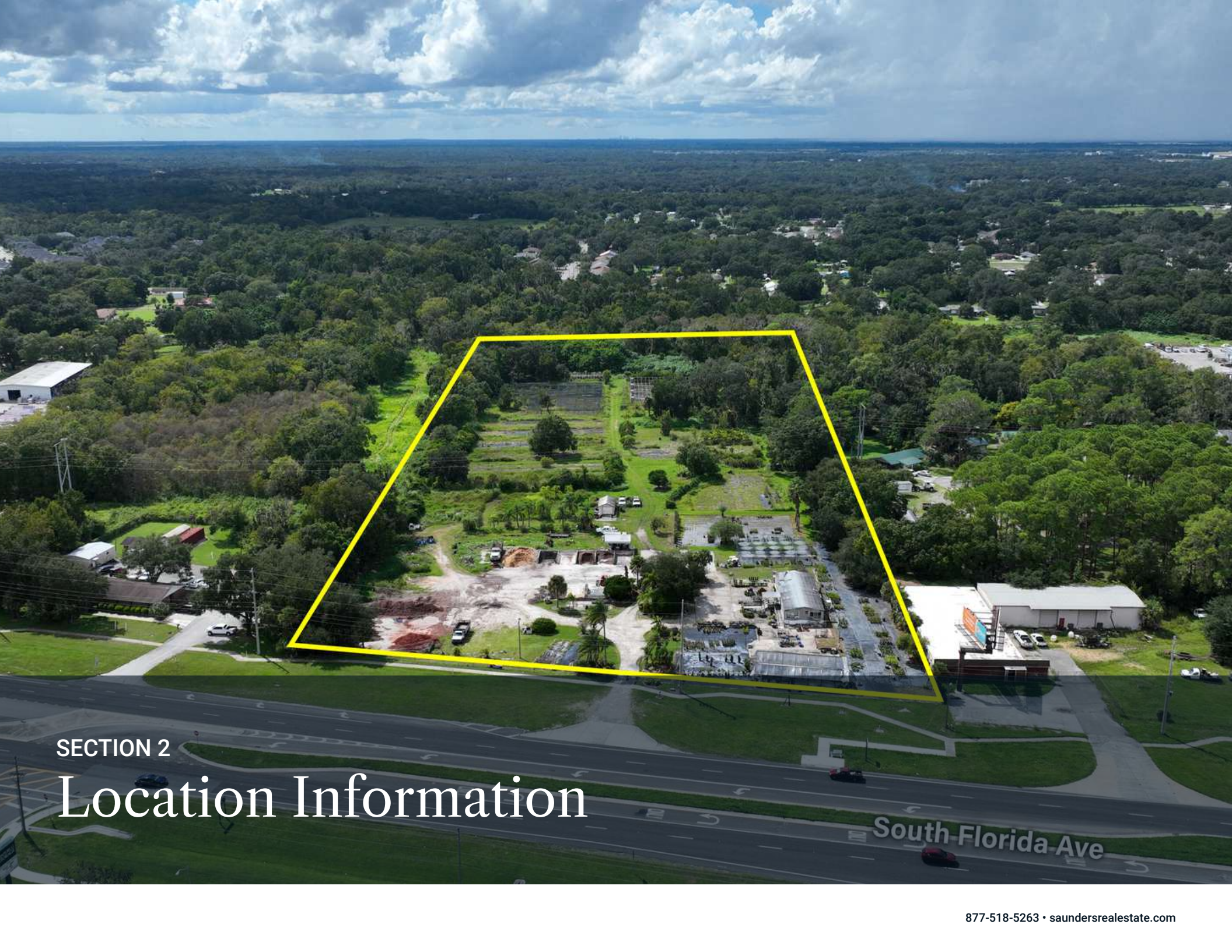
Construction of a new 12,000 ± SF BayCare Emergency Department will begin in 2025 at 5501 S. Florida Ave, just 0.3 ± miles north of the subject property. The new facility will focus on providing emergency care for children and will house 12 emergency care beds, plus three “fast-track” rooms for patients who require less-acute care.

Property Highlights

- Last large undeveloped tract on S. Florida Ave between CR-540A and the Polk Parkway
- 400 ± FT Frontage on S FL Ave
- 36,500 ± Cars/Day Traffic

AERIAL PHOTOS

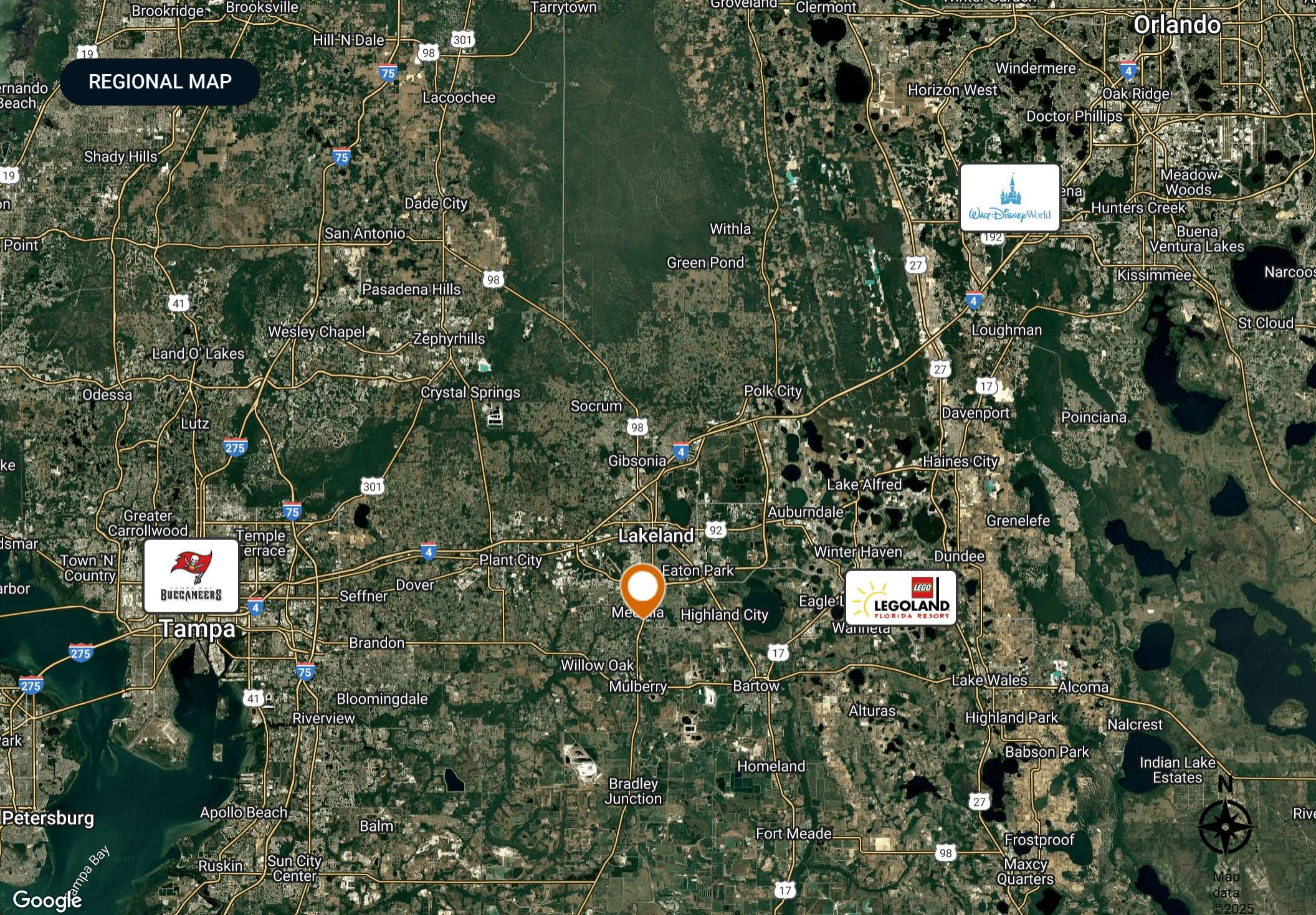




SECTION 2

Location Information

South Florida Ave

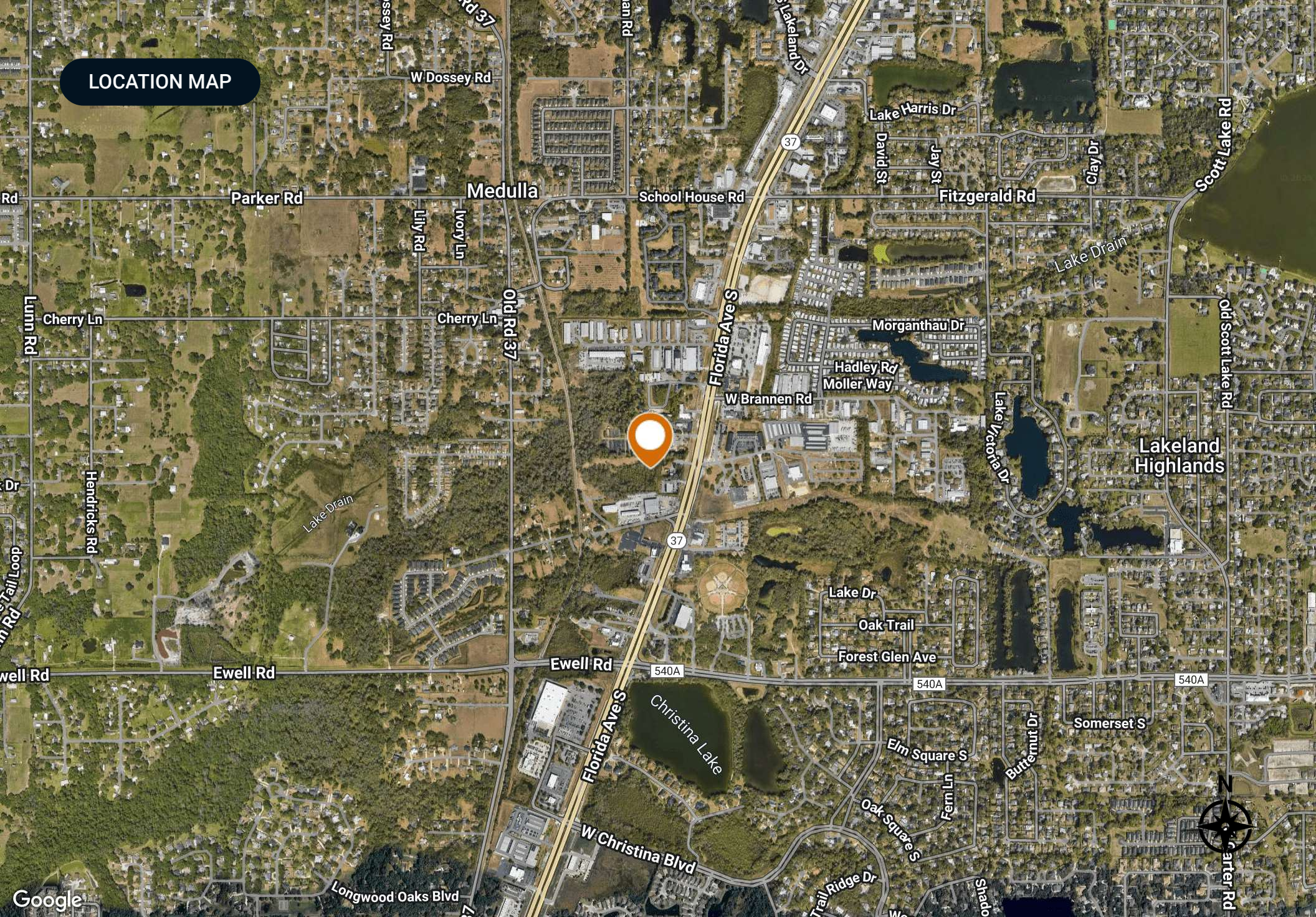


REGIONAL MAP

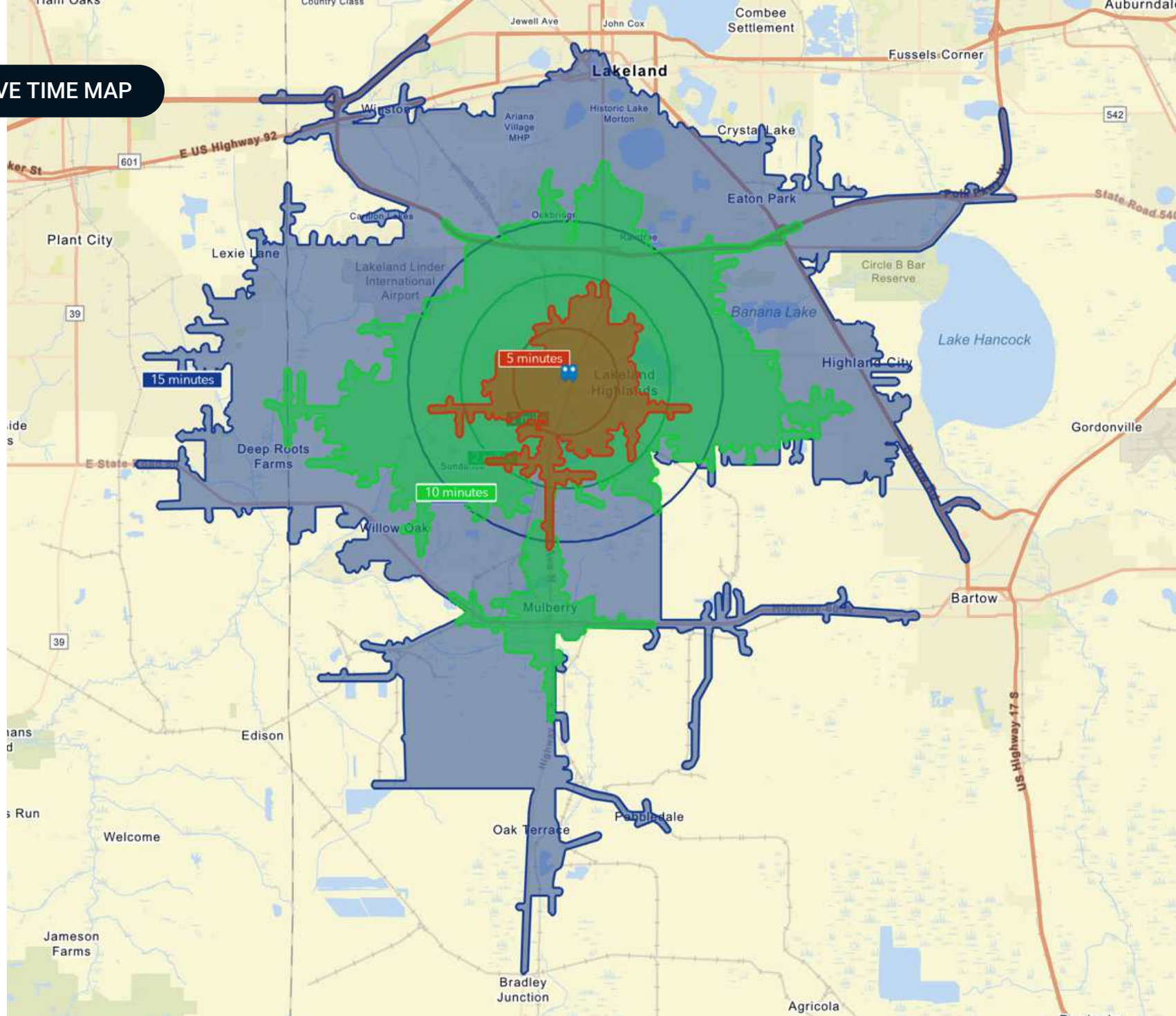


Map data
©2025

LOCATION MAP



DRIVE TIME MAP



BENCHMARK DEMOGRAPHICS

	1 MILE	2 MILES	3 MILES	5 MINS	10 MINS	15 MINS	ZIP CODE	LAKELAND	LAKELAND ZIPS	POLK COUNTY	FL	US
Population	5,900	25,371	50,752	12,153	72,614	154,206	37,629	120,565	279,366	822,142	23,027,836	339,887,819
Households	2,289	10,185	20,153	4,707	28,524	59,074	14,279	49,322	109,611	313,012	9,263,074	132,422,916
Families	1,602	7,209	14,372	3,398	20,290	40,330	10,851	29,075	73,078	215,849	6,004,732	84,464,295
Average Household Size	2.58	2.49	2.52	2.58	2.54	2.54	2.63	2.28	2.48	2.57	2.43	2.50
Owner Occupied Housing Units	1,530	7,677	15,439	3,416	21,894	42,607	11,809	28,624	74,189	224,755	6,222,143	85,052,805
Renter Occupied Housing Units	759	2,508	4,714	1,291	6,630	16,467	2,470	20,698	35,422	88,257	3,040,931	47,370,111
Median Age	40.1	42.3	42.0	40.7	41.9	39.8	42.8	40.3	40.9	41.3	43.6	39.6
INCOME												
Median Household Income	\$73,935	\$90,554	\$92,341	\$87,676	\$90,002	\$82,487	\$105,474	\$65,995	\$73,005	\$70,958	\$78,205	\$81,624
Average Household Income	\$100,239	\$115,889	\$121,504	\$116,953	\$116,703	\$108,156	\$139,078	\$88,637	\$95,824	\$91,650	\$111,382	\$116,179
Per Capita Income	\$39,241	\$46,476	\$48,037	\$45,420	\$45,771	\$41,560	\$52,784	\$36,452	\$37,676	\$34,967	\$44,891	\$45,360
TRENDS: 2025 - 2030 ANNUAL GROWTH RATE												
Population	1.84%	1.61%	2.02%	1.38%	2.05%	1.95%	1.98%	1.91%	1.94%	2.36%	1.08%	0.42%
Households	2.13%	1.89%	2.27%	1.63%	2.25%	2.19%	2.21%	2.18%	2.18%	2.57%	1.28%	0.64%
Families	2.13%	1.74%	2.20%	1.63%	2.21%	2.19%	2.13%	2.34%	2.18%	2.55%	1.30%	0.54%
Owner HHs	3.27%	2.11%	2.43%	2.44%	2.65%	2.81%	2.24%	2.97%	2.84%	3.08%	1.83%	0.91%
Median Household Income	2.54%	2.47%	2.30%	2.87%	2.47%	2.47%	1.77%	1.93%	2.23%	2.34%	2.85%	2.53%

BENCHMARK DEMOGRAPHICS

	1 MILE	2 MILES	3 MILES	5 MINS	10 MINS	15 MINS	ZIP CODE	LAKELAND	LAKELAND ZIPS	POLK COUNTY	FL	US
HOUSEHOLDS BY INCOME												
<\$15,000	6.80%	5.30%	4.20%	5.20%	4.60%	6.20%	4.60%	9.10%	7.30%	7.40%	8.00%	8.30%
\$15,000 - \$24,999	5.10%	4.10%	4.00%	5.00%	3.90%	4.80%	2.80%	6.60%	5.90%	6.10%	5.80%	5.90%
\$25,000 - \$34,999	6.20%	5.10%	9.10%	5.20%	4.20%	5.70%	3.90%	7.90%	6.90%	7.20%	6.70%	6.30%
\$35,000 - \$49,999	11.20%	9.10%	17.90%	9.40%	9.50%	10.00%	7.10%	12.40%	11.70%	12.00%	10.50%	9.80%
\$50,000 - \$74,999	21.50%	17.20%	14.20%	17.20%	18.30%	18.10%	13.80%	20.60%	19.40%	19.80%	16.90%	15.60%
\$75,000 - \$99,999	14.60%	13.50%	21.90%	13.90%	14.30%	14.40%	13.90%	13.40%	13.80%	14.60%	12.90%	12.50%
\$100,000 - \$149,999	14.90%	22.70%	12.20%	19.80%	22.70%	21.30%	22.50%	17.20%	19.00%	18.10%	18.40%	17.80%
\$150,000 - \$199,999	10.20%	11.70%	12.30%	11.90%	11.40%	10.10%	15.20%	6.80%	8.70%	8.10%	8.70%	9.80%
\$200,000+	9.50%	11.30%	0.00%	12.50%	11.10%	9.50%	16.20%	6.10%	7.30%	6.60%	12.10%	14.00%
POPULATION BY AGE												
0 - 4	5.40%	5.00%	5.10%	5.30%	5.10%	5.30%	4.90%	5.00%	5.20%	5.30%	4.70%	5.40%
5 - 9	5.70%	5.40%	5.60%	5.70%	5.50%	5.60%	5.60%	5.20%	5.50%	5.60%	5.00%	5.80%
10 - 14	6.90%	6.30%	6.40%	6.80%	6.30%	6.10%	6.70%	5.50%	5.90%	6.00%	5.30%	6.00%
15 - 19	7.10%	6.40%	6.30%	6.80%	6.30%	6.50%	6.70%	6.30%	6.40%	6.30%	5.80%	6.50%
20 - 24	6.10%	5.40%	5.40%	5.70%	5.50%	7.40%	5.40%	8.40%	6.90%	6.20%	6.00%	6.70%
25 - 34	12.00%	11.80%	11.80%	12.00%	12.20%	12.60%	10.30%	13.20%	12.70%	12.60%	12.40%	13.60%
35 - 44	13.30%	13.40%	13.60%	13.50%	13.30%	13.00%	13.50%	11.80%	12.30%	12.60%	12.40%	13.20%
45 - 54	12.30%	12.20%	12.40%	12.30%	12.50%	11.90%	13.00%	10.50%	11.50%	11.50%	11.90%	12.00%
55 - 64	12.60%	12.90%	12.40%	12.90%	12.60%	12.00%	12.80%	11.40%	12.20%	12.10%	13.10%	12.10%
65 - 74	10.50%	11.70%	11.50%	11.00%	11.40%	10.70%	11.60%	11.50%	11.60%	11.90%	12.40%	10.70%
75 - 84	6.30%	7.50%	7.50%	6.40%	7.20%	6.70%	7.30%	8.10%	7.40%	7.70%	8.10%	6.10%
85+	1.80%	2.00%	2.10%	1.80%	2.00%	2.10%	2.00%	3.10%	2.40%	2.20%	2.70%	2.00%
RACE AND ETHNICITY												
White Alone	59.60%	68.10%	68.70%	65.10%	68.40%	64.30%	70.60%	56.20%	60.90%	56.00%	56.30%	60.00%
Black Alone	14.20%	9.80%	8.80%	11.00%	8.90%	10.20%	7.30%	19.40%	14.70%	15.30%	14.90%	12.50%
American Indian Alone	0.50%	0.30%	0.30%	0.40%	0.40%	0.60%	0.30%	0.60%	0.60%	0.60%	0.50%	1.10%
Asian Alone	1.40%	2.40%	3.00%	2.00%	3.50%	2.80%	4.20%	2.30%	2.60%	2.10%	3.30%	6.40%
Pacific Islander Alone	0.00%	0.00%	0.00%	0.00%	0.10%	0.10%	0.00%	0.10%	0.10%	0.10%	0.10%	0.20%
Some Other Race Alone	8.70%	5.70%	5.30%	6.70%	5.30%	7.80%	4.10%	8.30%	7.80%	10.90%	7.60%	8.80%
Two or More Races	15.70%	13.70%	13.90%	14.80%	13.50%	14.20%	13.40%	13.20%	13.50%	15.00%	17.40%	10.80%
Hispanic Origin (Any Race)	27.50%	20.50%	19.70%	23.30%	19.60%	24.00%	17.50%	23.80%	23.60%	30.60%	27.70%	19.70%



SECTION 3

Maps And Photos

South Florida Ave





TRADE AREA MAP

SUNSHINE ZONE
SELF STORAGE AND
BUSINESS CENTERS

Citizens Bank

MILLER'S
ALE-HOUSE

SONNY'S
BBQ

CENTURY
STORAGE

Palm
MEDICAL CENTERS

US Social Security Administration

ST. LUKE'S
The Salt Room

TAKE 5
OIL CHANGE

MIDFLORIDA

Badcock
HOME FURNITURE
& more

THE HOME
DEPOT

36,500
Cars/Day

Lakeland Regional ER
(24,500 SF)

Map data ©2025 Imagery ©2025 Airbus,
Maxar Technologies



RETAILER MAP

1,343 ± FT
1,230 ± FT
402 ± FT
406 ± FT

DEVELOPMENTS MAP

BayCare Emergency Department
(12,000 ± SF)

Ethos Coffee
(2,140 ± SF)

Lakeland Regional ER
(24,500 ± SF)

Map data ©2025 Imagery ©2025 Airbus,
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SECTION 4

Agent And Company Info

South Florida Ave

ADVISOR BIOGRAPHY



David Goffe, CCIM

Senior Advisor

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Professional Background

David A. Goffe, CCIM is a Senior Advisor at Saunders Real Estate.

David is a Florida native with a rich legacy in Florida real estate. His family was one of the earliest settlers in the Englewood Florida area in the 1800s and his father established HT Goffe Realty in Palm Beach Florida in the 1960s.

David has been active in the local real estate market for over 29 years and is a Certified Commercial Investment Member designee (CCIM). He also holds the Short Sale Resource certification (SFR) and the Certified Distressed Property Expert (CDPE) professional designations.

His broad range of experience includes sales and leasing for retail and industrial properties, single family investment portfolios, property development, and medical office and single tenant sales and leasing.

David uses computer-based models and mapping tools in combination with his years of experience in real estate to identify locations where businesses will succeed.

This level of detailed property knowledge allows David to excel both in “user seeking site” (site selection) as well as “site seeking use” (lease marketing for property owners/landlords) transactions. He is particularly talented in matching tenants with available space and/or sites for development.

David specializes in:

- Retail Properties
- Commercial Properties
- Industrial Properties
- Tenant Site Selection

ADVISOR BIOGRAPHY



Gary Ralston, CCIM, SIOR, CRE, CPM, CRRP, FRICS

Managing Director, Senior Advisor

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Professional Background

Gary M. Ralston, CCIM, SIOR, SRS, CPM, CRE, CLS, CDP, CRX, CRRP, FRICS is a Partner and Senior Advisor at Saunders Real Estate.

Gary is a recognized subject matter expert on retail and commercial properties, a successful real estate developer, investor, and group investment sponsor.

From the early 1990s through 2004, Gary was the president and member of the board of directors at Commercial Net Lease Realty, Inc. (NYSE:NNN) - the industry leader in single-tenant, net-leased, corporate real estate. During that time, he guided the company's growth from less than \$15 million in real estate assets to over \$1.5 billion.

Gary holds many designations including the Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Specialist in Real Estate Securities (SRS), Certified Property Manager (CPM), Counselor of Real Estate (CRE), Certified Leasing Specialist (CLS), Certified Development, Design, and Construction Professional (CDP), Certified Retail Property Executive (CRX), Certified Retail Real Estate Professional (CRRP) and Fellow of the Royal Institute of Chartered Surveyors (FRICS). He is also a Florida licensed real estate broker and certified building contractor.

Gary is a senior instructor for the CCIM Institute and a member of the board of directors of CCIM Technology. He is also a member of the Urban Land Institute (ULI), the International Council of Shopping Centers (ICSC), and the Commercial Real Estate Development Association (NAIOP).

Gary holds a Master's in Real Estate and Construction Management from the University of Denver. He is also an adjunct faculty member at Florida Southern College and the University of Florida. Gary was inducted as a Hoyt Fellow (<http://hoytgroup.org/hoyt-fellows/>) in 2001. Gary is a member of the Business Panel of the Federal Reserve Bank of Atlanta.

Gary is recognized as the most accredited commercial real estate practicing professional in the nation.

Gary specializes in:

- Commercial Real Estate
- Leasing and Tenant Representation
- Certified Building Contractor
- Development
- Group Investment Programs
- Instructor, Adjunct Faculty



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Serving the Southeast

At Saunders Real Estate, we deliver full-service real estate solutions across the Southeast, built on more than 30 years of trusted experience. Our dedicated teams—experts in both land and commercial real estate—offer tailored guidance backed by deep regional insight and a proven track record. We believe that successful outcomes start with strong relationships built on trust and a shared commitment to your goals.



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