



SW Lakeland Multifamily Land

Yates Rd, Lakeland, Florida 33803

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SECTION 1

Property Information

PROPERTY OVERVIEW



Offering Summary

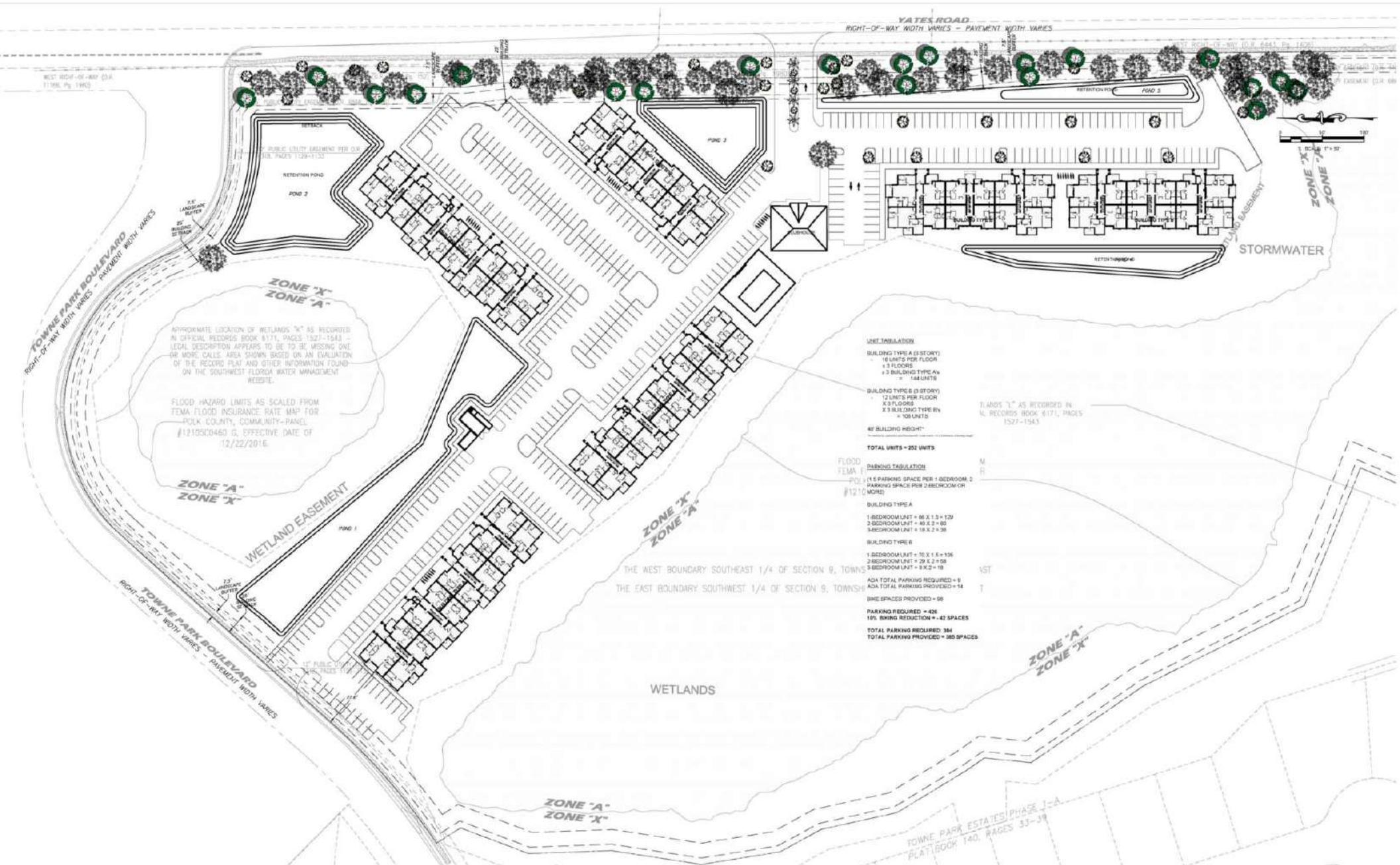
Sale Price:	\$3,780,000
Lot Size:	$29.72 \pm$ (gross) $13.25 \pm$ (usable)
Price / Usable Acre:	\$285,000
# of Units:	± 252
Price per Unit:	\$15,000
Zoning:	PUD 5958 (Lakeland).
FLU:	RM (Lakeland)
Utilities:	Water and Sewer at Site
City:	Lakeland
County:	Polk
PIN:	232909000000023110

Property Overview

This entitled, 252-unit multifamily site is located near the signalized intersection of West Pipkin and Yates Road in Southwest Lakeland. The property is fully zoned with utilities at the site, allowing for an accelerated development timeline. Residents will benefit from the recently completed West Pipkin Road expansion, which added lanes in both directions to significantly improve traffic flow and accessibility in this high-growth corridor.

Ideally positioned for professional renters, the site offers immediate proximity to Lakeland's premier employment hubs, including Publix, GEICO, the Amazon Air Cargo Hub, and Lakeland Linder International Airport. This is a rare opportunity to develop a high-density project at the epicenter of Lakeland's major infrastructure and economic growth.

CONCEPT SITE PLAN

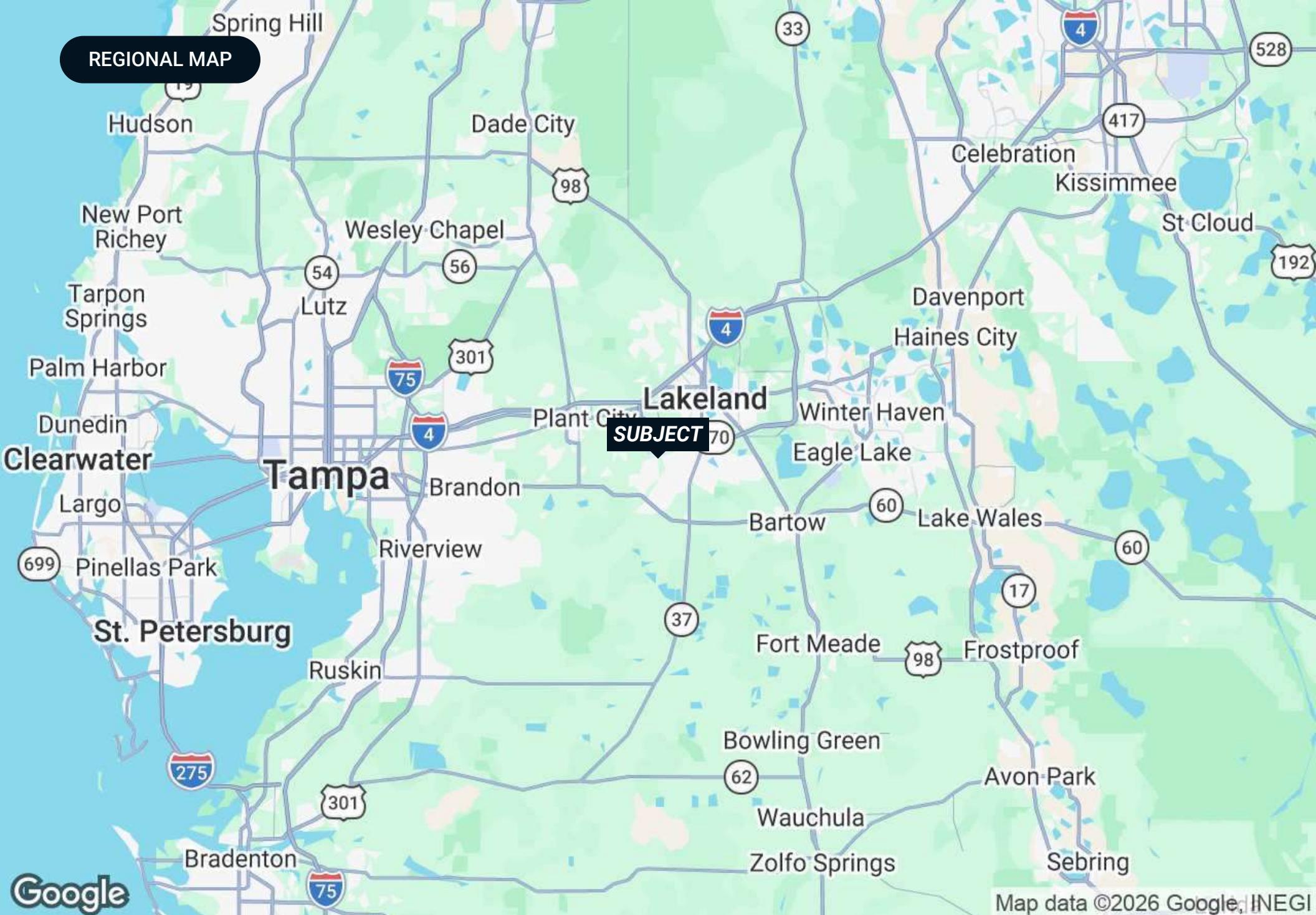




SECTION 2

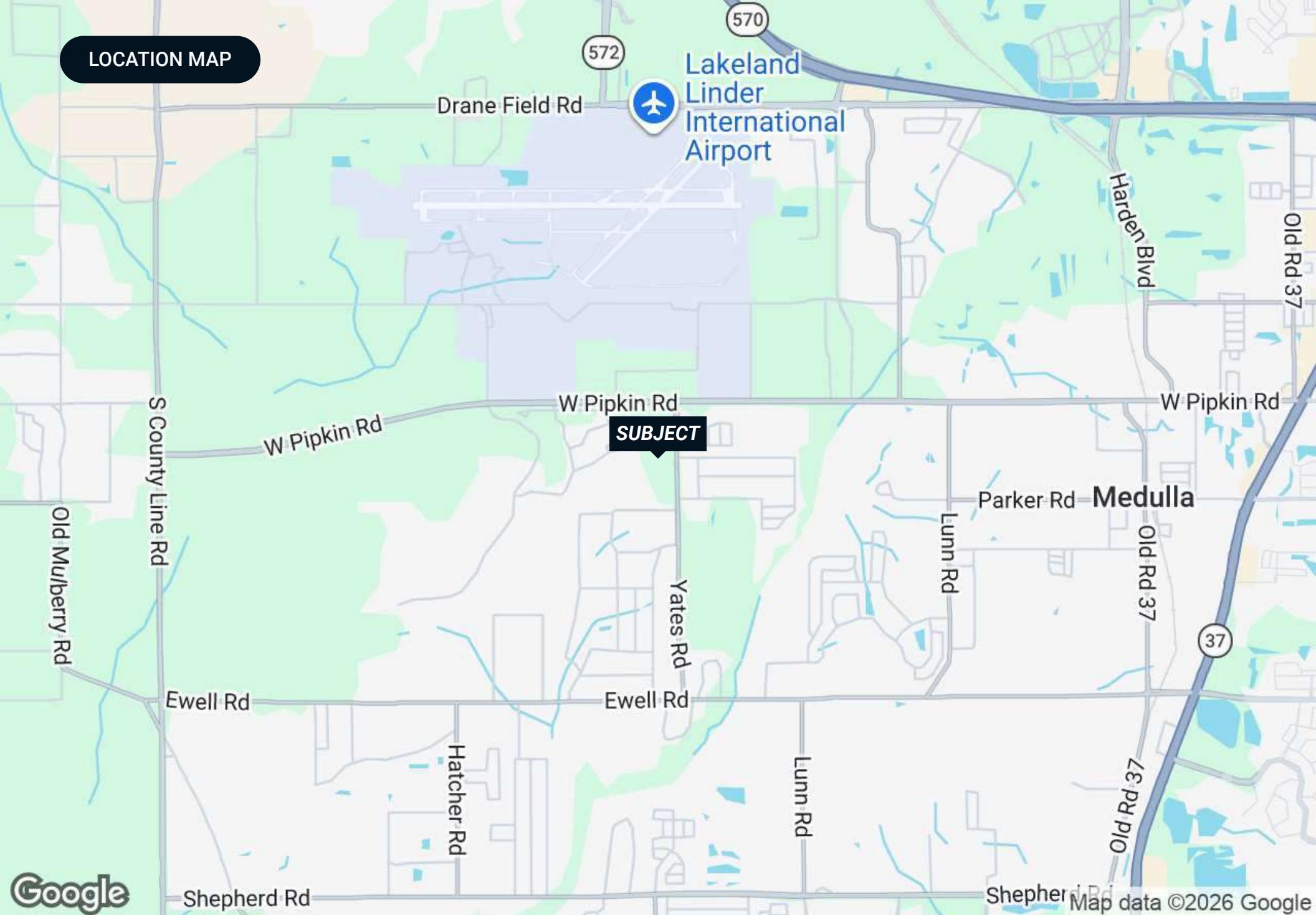
Location Information

REGIONAL MAP

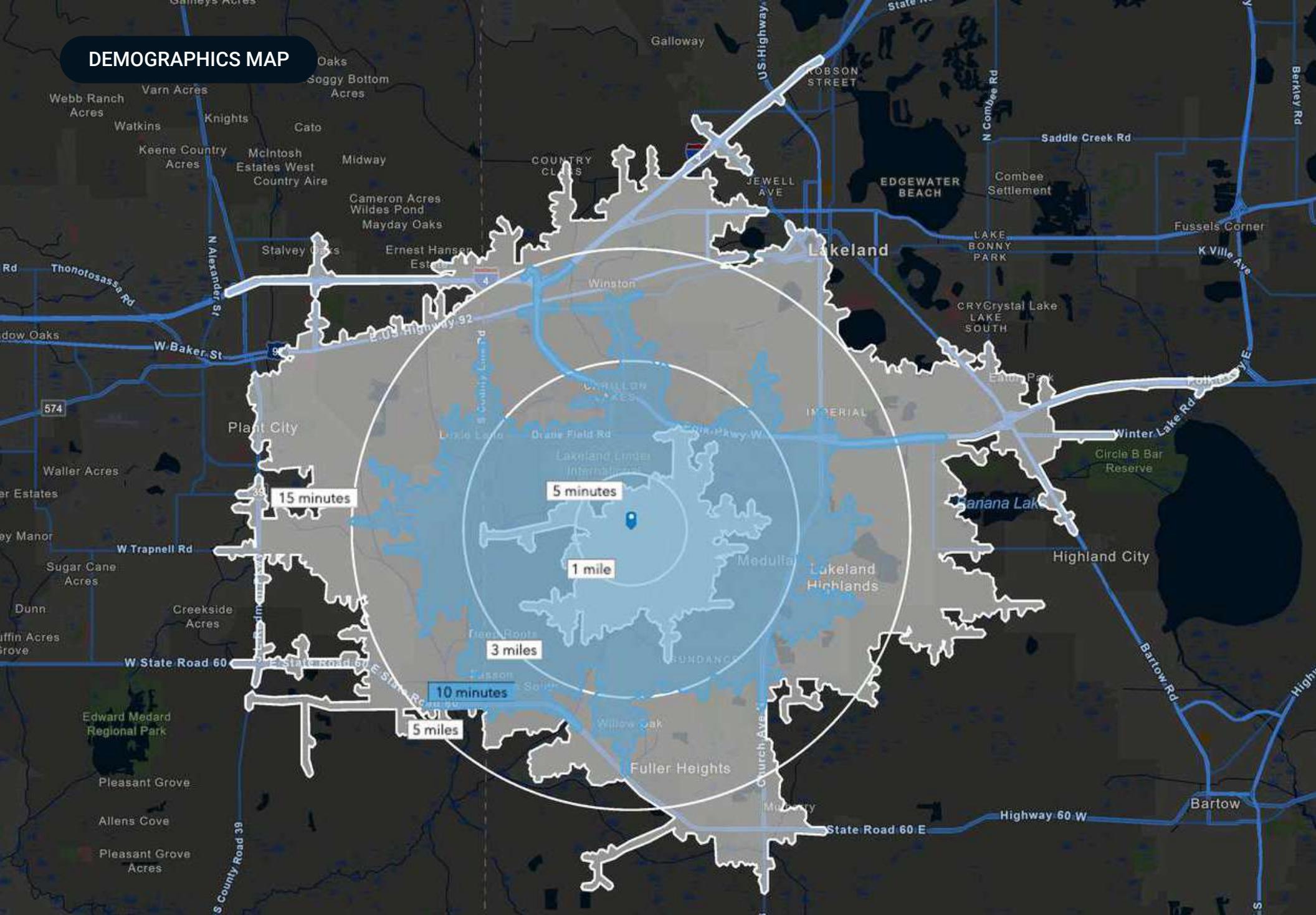


Map data ©2026 Google, INEGI

LOCATION MAP



DEMOGRAPHICS MAP



BENCHMARK DEMOGRAPHICS

	1 Mile	3 Miles	5 Miles	5 Mins	10 Mins	15 Mins	Polk	FL	US
Population	3,218	35,325	107,210	9,243	45,988	141,950	822,142	23,027,836	339,887,819
Households	1,176	13,645	42,497	3,591	17,569	55,298	313,012	9,263,074	132,422,916
Families	939	9,742	28,721	2,717	12,488	37,416	215,849	6,004,732	84,464,295
Average Household Size	2.74	2.59	2.51	2.57	2.61	2.55	2.57	2.43	2.50
Owner Occupied Housing Units	1,107	10,309	31,139	3,178	13,111	39,562	224,755	6,222,143	85,052,805
Renter Occupied Housing Units	69	3,336	11,358	413	4,458	15,736	88,257	3,040,931	47,370,111
Median Age	41.2	39.3	41.0	42.5	39.0	40.5	41.3	43.6	39.6
Income									
Median Household Income	\$106,447	\$85,688	\$80,226	\$94,990	\$85,287	\$78,105	\$70,958	\$78,205	\$81,624
Average Household Income	\$124,090	\$103,516	\$105,475	\$111,225	\$103,830	\$103,196	\$91,650	\$111,382	\$116,179
Per Capita Income	\$44,852	\$39,784	\$41,736	\$42,736	\$39,347	\$40,362	\$34,967	\$44,891	\$45,360
Trends: 2021 - 2026 Annual Growth Rate									
Population	3.31%	3.05%	1.94%	3.27%	2.67%	1.92%	2.36%	1.08%	0.42%
Households	3.49%	3.27%	2.15%	3.47%	2.93%	2.12%	2.57%	1.28%	0.64%
Families	3.46%	3.25%	2.13%	3.24%	2.89%	2.09%	2.55%	1.30%	0.54%
Owner HHs	3.74%	3.41%	2.68%	3.24%	3.16%	2.67%	3.08%	1.83%	0.91%
Median Household Income	1.89%	2.73%	2.37%	2.08%	2.69%	2.30%	2.34%	2.85%	2.53%

BENCHMARK DEMOGRAPHICS

1 Mile 3 Miles 5 Miles 5 Mins 10 Mins 15 Mins Polk FL US

Households by Income

<\$15,000	2.2%	4.6%	6.1%	3.2%	4.7%	6.1%	7.4%	8.0%	8.3%
\$24,999	1.4%	4.7%	5.2%	4.1%	4.7%	4.1%	6.1%	5.8%	5.9%
\$25,000 - \$34,999	2.5%	4.8%	5.6%	3.9%	4.9%	5.0%	7.2%	6.7%	6.3%
\$35,000 - \$49,999	5.4%	9.4%	10.3%	7.1%	9.5%	9.5%	12.0%	10.5%	9.8%
\$50,000 - \$74,999	15.3%	18.4%	19.0%	16.3%	18.7%	17.3%	19.8%	16.9%	15.6%
\$75,000 - \$99,999	17.9%	16.1%	14.4%	18.3%	15.4%	14.0%	14.6%	12.9%	12.5%
\$100,000 - \$149,999	28.3%	23.7%	21.3%	26.2%	24.1%	22.2%	18.1%	18.4%	17.8%
\$150,000 - \$199,999	16.3%	10.2%	9.1%	12.4%	9.9%	10.8%	8.1%	8.7%	9.8%
\$200,000+	10.6%	8.1%	9.0%	8.5%	8.1%	11.0%	6.6%	12.1%	14.0%

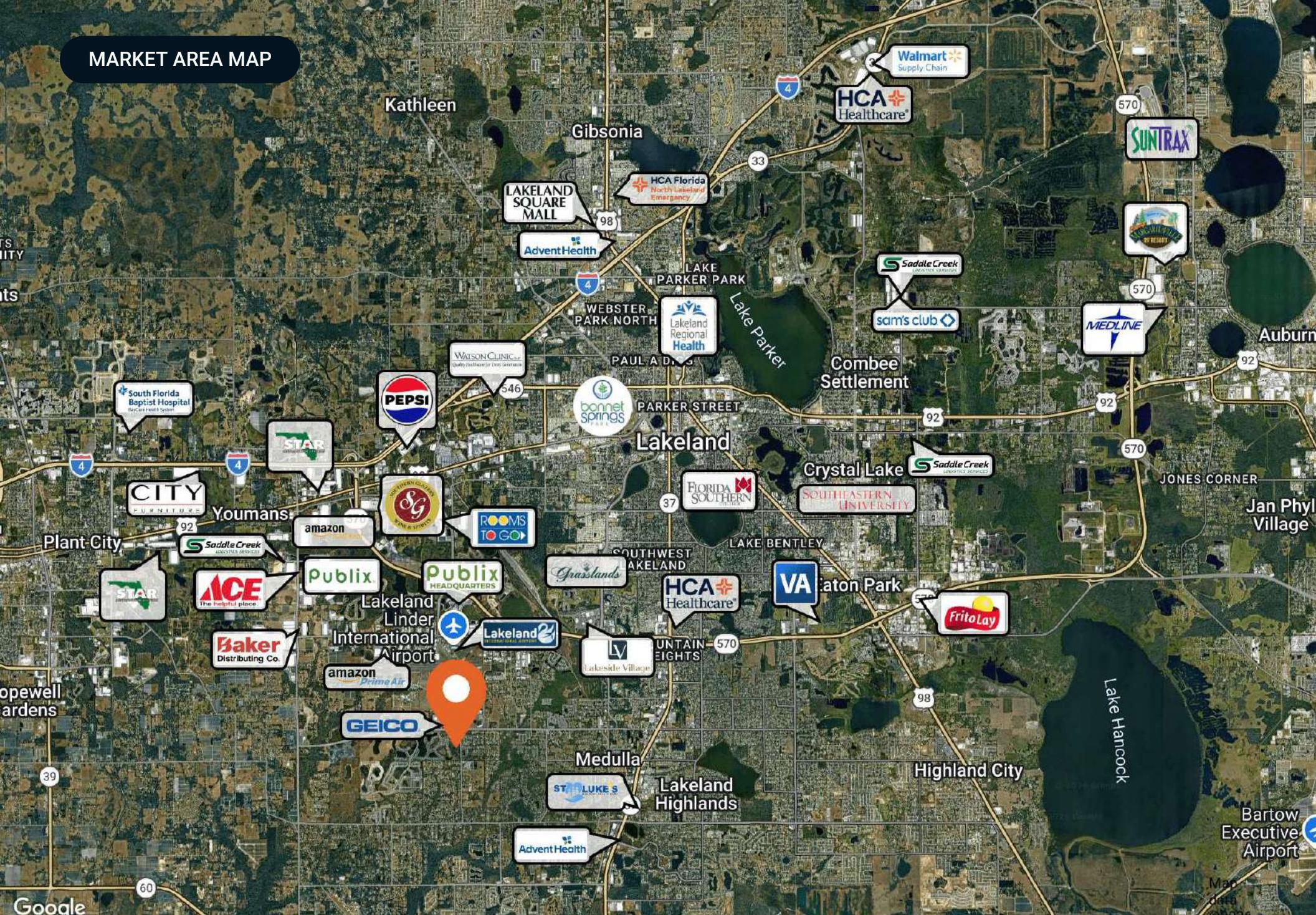
Population by Age

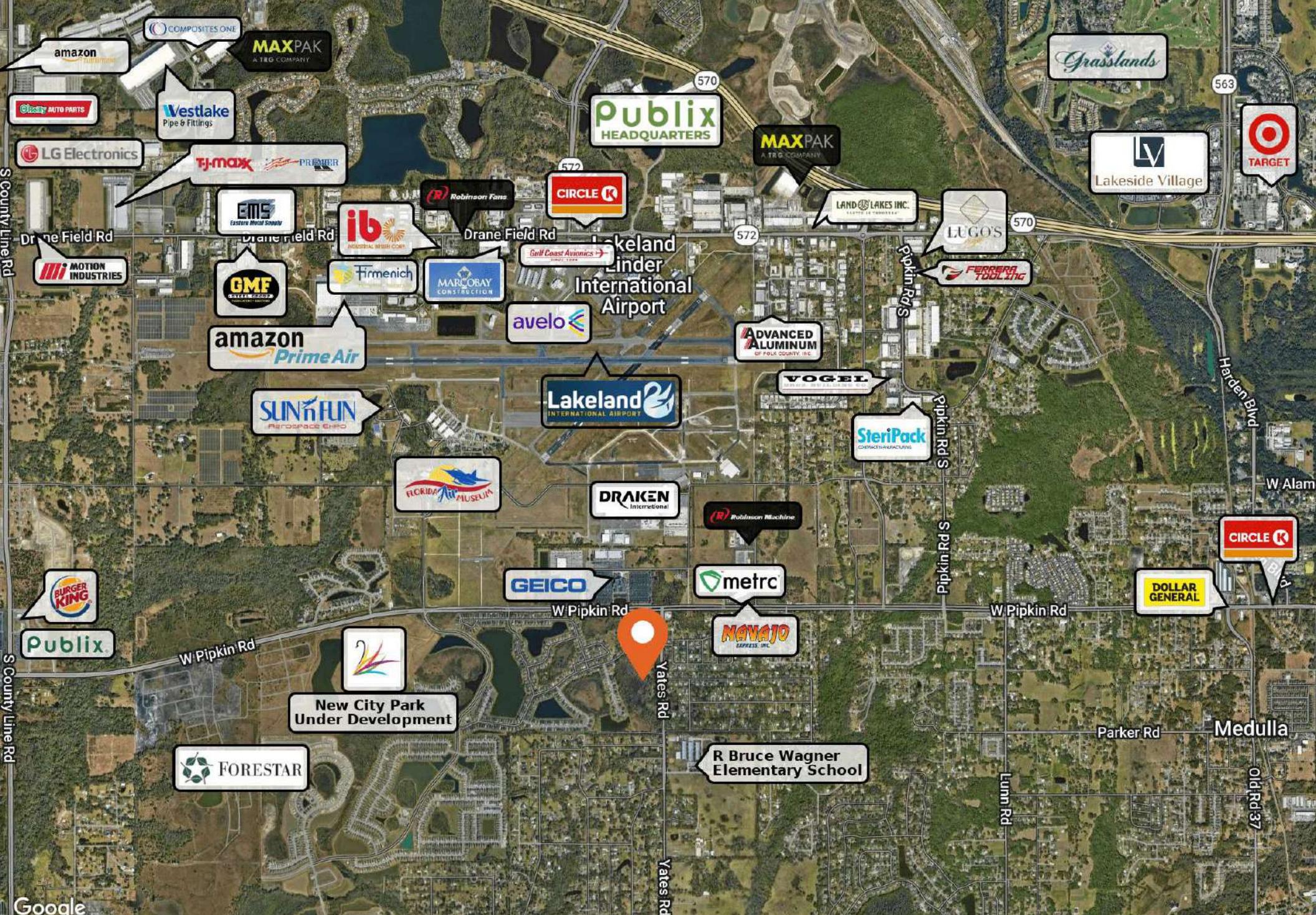
0 - 4	5.4%	5.7%	5.5%	5.3%	5.8%	5.7%	5.3%	4.7%	5.4%
5 - 9	5.9%	6.0%	5.8%	5.6%	6.1%	6.4%	5.6%	5.0%	5.8%
10 - 14	6.6%	6.5%	6.3%	6.1%	6.6%	6.9%	6.0%	5.3%	6.0%
15 - 19	5.8%	6.4%	6.3%	5.6%	6.6%	6.5%	6.3%	5.8%	6.5%
20 - 24	5.1%	5.7%	5.7%	5.2%	5.9%	5.7%	6.2%	6.0%	6.7%
25 - 34	12.1%	13.6%	12.5%	12.4%	13.4%	12.6%	12.6%	12.4%	13.6%
35 - 44	14.1%	13.8%	13.1%	13.1%	13.8%	12.1%	12.6%	12.4%	13.2%
45 - 54	13.6%	12.4%	11.8%	12.6%	12.2%	12.1%	11.5%	11.9%	12.0%
55 - 64	12.9%	12.1%	12.2%	13.0%	12.0%	13.1%	12.1%	13.1%	12.1%
65 - 74	11.1%	10.2%	11.3%	11.8%	9.9%	11.0%	11.9%	12.4%	10.7%
75 - 84	6.2%	6.1%	7.4%	7.6%	6.1%	5.9%	7.7%	8.1%	6.1%
85+	1.1%	1.5%	2.2%	1.7%	1.6%	2.0%	2.2%	2.7%	2.0%

Race and Ethnicity

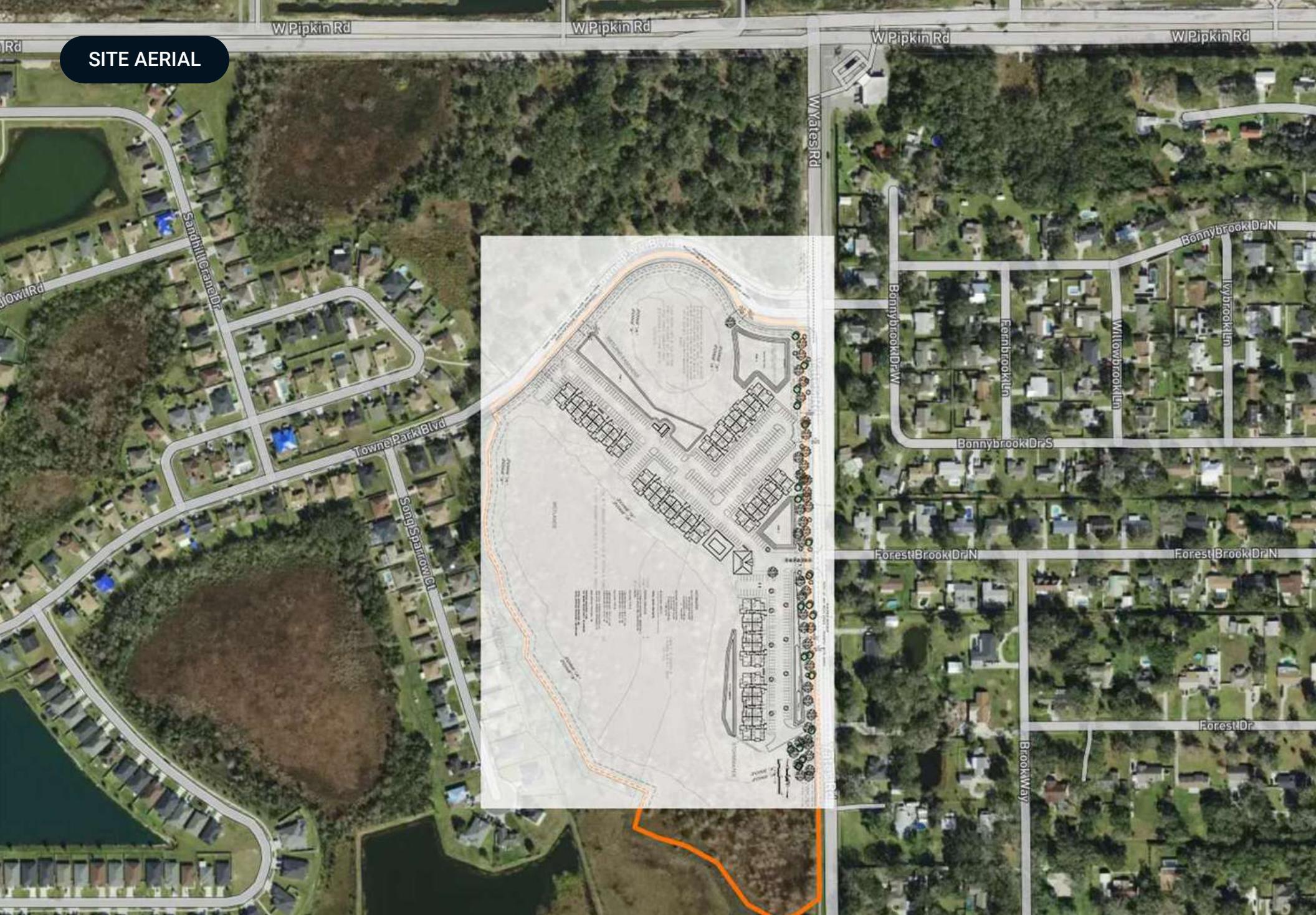
White Alone	74.0%	64.9%	64.0%	73.3%	63.8%	62.0%	56.0%	56.3%	60.0%
Black Alone	5.3%	10.0%	9.7%	6.6%	9.8%	11.7%	15.3%	14.9%	12.5%
American Indian Alone	0.2%	0.5%	0.6%	0.4%	0.5%	0.6%	0.6%	0.5%	1.1%
Asian Alone	1.6%	1.7%	2.0%	1.7%	1.8%	2.2%	2.1%	3.3%	6.4%
Pacific Islander Alone Some	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.1%	0.1%	0.2%
Other Race Alone	4.3%	7.9%	8.5%	4.6%	8.6%	8.6%	10.9%	7.6%	8.8%
Two or More Races	14.6%	15.0%	15.2%	13.5%	15.4%	14.9%	15.0%	17.4%	10.8%
Hispanic Origin (Any Race)	19.1%	25.0%	26.6%	18.4%	26.7%	26.4%	30.6%	27.7%	19.7%

MARKET AREA MAP





SITE AERIAL





Polk County

FLORIDA



Founded	1861	Density	386.5 (2019)
County Seat	Bartow	Population	775,084 (2023)
Area	1,875 sq. mi.	Website	polk-county.net

In Florida, Polk County is a leading contributor to the state's economy and politics. Concerning the local economy, industries like citrus, cattle, agriculture, and phosphate have all played extremely vital roles in Polk County. An increase in tourist revenue has also significantly contributed to the county's economic growth in recent years. As the heart of Central Florida, Polk County's location between the Tampa and Orlando Metropolitan Areas has aided in the development and growth of the area. Residents and visitors alike are drawn to the unique character of the county's numerous heritage sites, cultural venues, stunning natural landscapes, and plentiful outdoor activities.



Lakeland

POLK COUNTY

Founded	1885
Population	117,606 (2023)
Area	74.4 sq mi
Website	lakelandgov.net
Major Employers	Publix Supermarkets Saddle Creek Logistics Geico Insurance Amazon Rooms to Go Welldyne Advance Auto Parts

Conveniently located along the I-4 corridor, Lakeland is a vibrant community offering great access to both Tampa and Orlando. With a population of just under 120,000, the city limits cover an impressive 74.4 square miles. At the core of its community, Lakeland is also home to an abundance of lakes that provide scenic views as well as ample recreational opportunities for its residents. Much of Lakeland's culture and iconic neighborhoods are built around the 38 named lakes found within the city.

Just as vital to the community, Downtown Lakeland is a lively and enjoyable scene for residents and visitors alike. Dubbed 'Lakeland's living room,' Downtown Lakeland truly embodies the city's community spirit. This dynamic community boasts quaint shops, casual restaurants, pubs, craft breweries, and fine-dining experiences in and around the historic brick buildings surrounding the historic Munn Park town square.

Embracing the City of Lakeland's rich history, tree-lined brick streets can be found winding through various historic neighborhoods of the community. The city is also home to several educational institutions, including Southeastern University, Florida Polytechnic University, Polk State College, and Florida Southern College, which hosts Frank Lloyd Wright's most extensive on-site collection of architecture.



SECTION 3

Agent And Company Info



David Hungerford, CCIM, SIOR

Senior Advisor

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Professional Background

David Hungerford, MBA, CCIM, SIOR is a Senior Advisor at Saunders Real Estate.

The firm serves as the premier commercial services provider of Central Florida. Throughout his career, David has closed on more than \$250 million across nearly all types of commercial properties and development land. David is a mapping and GIS specialist within the firm and formerly served as the firm's Director of Research. He prides himself on solving complex problems for his clients and stakeholders.

David graduated Cum Laude from Florida State University in Tallahassee, FL. He obtained a Bachelor of Science degree in real estate, a Bachelor of Science degree in finance, and a minor in Italian studies/language. While at FSU, he was an active member of the Florida State University Real Estate Society. David would later graduate with his Master's in Business Administration from Florida Southern College in Lakeland, FL where he was admitted into Beta Gamma Sigma and admitted as an adjunct real estate instructor.

David is an SIOR (Society of Industrial and Office Realtors) and a CCIM (Certified Commercial Investment Member) designee and has served in numerous leadership roles for the CCIM Florida West Coast District, including as President in 2024. He has experience as an expert witness in all subjects of property valuation and leasing.

David is a member of the Lakeland Association of Realtors® and has served on its Board of Directors and finance committee. He is also an active member of The International Council of Shopping Centers (ICSC). David is married and lives with his wife Aimee and children Eliana, Ezra, and Shepherd on a small farm in Lakeland, FL. They are proud members of Access Church.

David specializes in:

- Development Properties
- Industrial Properties
- Commercial Properties
- Real Estate Analytics



Richard Dempsey, ALC, CIPS

Senior Advisor

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Professional Background

Richard Dempsey, ALC, CIPS is a Senior Advisor at Saunders Real Estate.

Richard's real estate career began in 1984 as an appraiser for the Polk County Property Appraiser's Office. Later, he was a state certified general appraiser with an agricultural lender for thirteen years, appraising a wide variety of properties.

His experience includes a wide variety of property types from small residential tracts to up to 25,000-acre groves as well as various types of commercial properties all over the state. Having sales and appraisal experience throughout Florida. Richard is knowledgeable about the diverse aspects of today's real estate market.

Richard has served as the President of Lakeland Realtors® (LR) in 2010 and 2020. He served as the 2012 Florida Realtors® District 10 Vice President and served in that role again in 2021. Richard was inducted into the Florida Realtors® Honor Society in 2013 and he will serve as the National Association of Realtors® (NAR) liaison Federal Political Coordinator for U.S. Congressman Scott Franklin. He previously served in that role for U.S. Congressman Dennis Ross.

He was voted the Commercial Realtor® of the Year in 2017 and Realtor® of the Year in 2011 by Lakeland Realtors®. Richard has also served on numerous LR committees. In 2017, he served as the Vice-Chair of the Building Committee, helping to oversee the construction of the award-winning, state-of-the art new location of Lakeland Realtors®.

In addition to his service to Lakeland Realtors® and Florida Realtors®, he has served on the corporate Coldwell Banker Commercial technology council. Richard is proud to be a Lakeland native.

Richard specializes in:

- Agricultural Land
- Ranchland
- Citrus Groves
- Large-Acreage Tracts
- Hunting/Recreational Tracts
- Commercial/Development Land



Joey Hungerford, MiCP

Advisor

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Professional Background

Joey Hungerford, MiCP is an Advisor at Saunders Real Estate.

Joey has a background in communications and political affairs, having served in various roles within the U.S. government. His prior posts include serving as the Communications Director for a Congresswoman in the United States House of Representatives, as Communications Advisor and Digital Director to the Chairman of the House Judiciary Committee, and as a personal travel videographer for the President of the United States of America.

Prior to relocating to Washington, D.C., Joey was born and raised in Lakeland, where he earned a Bachelor of Science degree in Communications, with an emphasis in Broadcasting, and a minor in Theology, from Southeastern University. During his academic tenure, Joey was an active student leader on campus and concurrently began his professional career at Saunders Real Estate within the marketing department.

Joey is an active member of Lakeland REALTORS®, where he earned the 2025 Commercial Realtor of the Year award. He also serves as Co-Chair of the Public Policy Committee and is a graduate of the association's Leadership Academy. In addition, Joey is a member of the International Council of Shopping Centers (ICSC), Emerge Lakeland, and the CCIM Florida West Coast District, where he serves on the Membership Committee. He is currently a CCIM Candidate working toward his designation.

With his unique career experience and unmatched work ethic, Joey takes pride in his ability to build meaningful relationships while delivering exceptional service to his clients.

Joey and his wife, Hope, are proud parents of two boys, Levi and Hudson. They are members of Together Church in Lakeland, where Joey leads a connect group.

Joey specializes in:

- Industrial
- Commercial Leasing
- Office
- Site Identification



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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