

LAKE HANCOCK



**53,500
CARS/DAY**



Lake Hancock Development Land (LH-1)

US Highway 98, Bartow, Florida 33830

David Hungerford, CCIM, SIOR
Senior Advisor
863-660-3138
david@saundersrealestate.com

Zeb Griffin, ALC
Senior Advisor
352-630-7547
zeb@saundersrealestate.com

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SECTION 1

Property Information

DOWNTOWN BARTOW

Bartow Regional
Medical Center
BayCare Health System

BARTOW FORD
INTEGRITY • TRUST • HONESTY

KELLEY
BUICK GMC

EXECUTIVE SUMMARY

TECO
AN EMERA COMPANY

98

Offering Summary

Sale Price:	\$7,500,000
Lot Size:	76.4 ± Acres
Uplands:	68.02 ± Acres
Price / Gross Acre:	\$98,168
Jurisdiction:	City of Bartow
Zoning:	Unassigned*
FLU:	Commercial, HDR, LDR
Utilities:	Water - At Site (Bartow) Sewer - Nearby (Bartow)
PIN:	24292500000011020, Portion of 25293000000031010

Property Overview

This 76.4± acre site represents a premier development opportunity in the heart of the high-growth North Bartow market. Boasting over 3,000 feet of frontage on the influential US Highway 98 (Bartow Road), the property serves as a high-visibility gateway between Lakeland and Bartow. While currently unzoned, the site's Future Land Use designations—comprising of Commercial, High-Density Residential, and Low-Density Residential—offer a versatile canvas for a master-planned, mixed-use project in one of Polk County's most strategic corridors.

The property is anchored by institutions like Bartow Ford and BayCare Bartow Regional Medical Center, with future stability secured by national retailers and Lakeland Regional Health's 100-acre development across US 98. With over 880 residential units recently developed immediately to the south, this site is perfectly positioned to capture the area's surging demand for retail, medical office space, and housing. Land investment opportunities of this size and caliber are unique and rarely hit the open market.

NEARBY DEVELOPMENTS

THE RETREAT AT STUART CROSSINGS
288 MF Units Recently Built

THE GROVE AT STUART CROSSINGS
595 SF Lots Under Construction

STUART CROSSINGS MONTESSORI SCHOOL
36,000 ±SF Under Construction

JAMES FARMS
148 SF Lots Under Construction

CORTA COMMONS AT STUART CROSSINGS
1.5 Million SF Proposed Retail Center

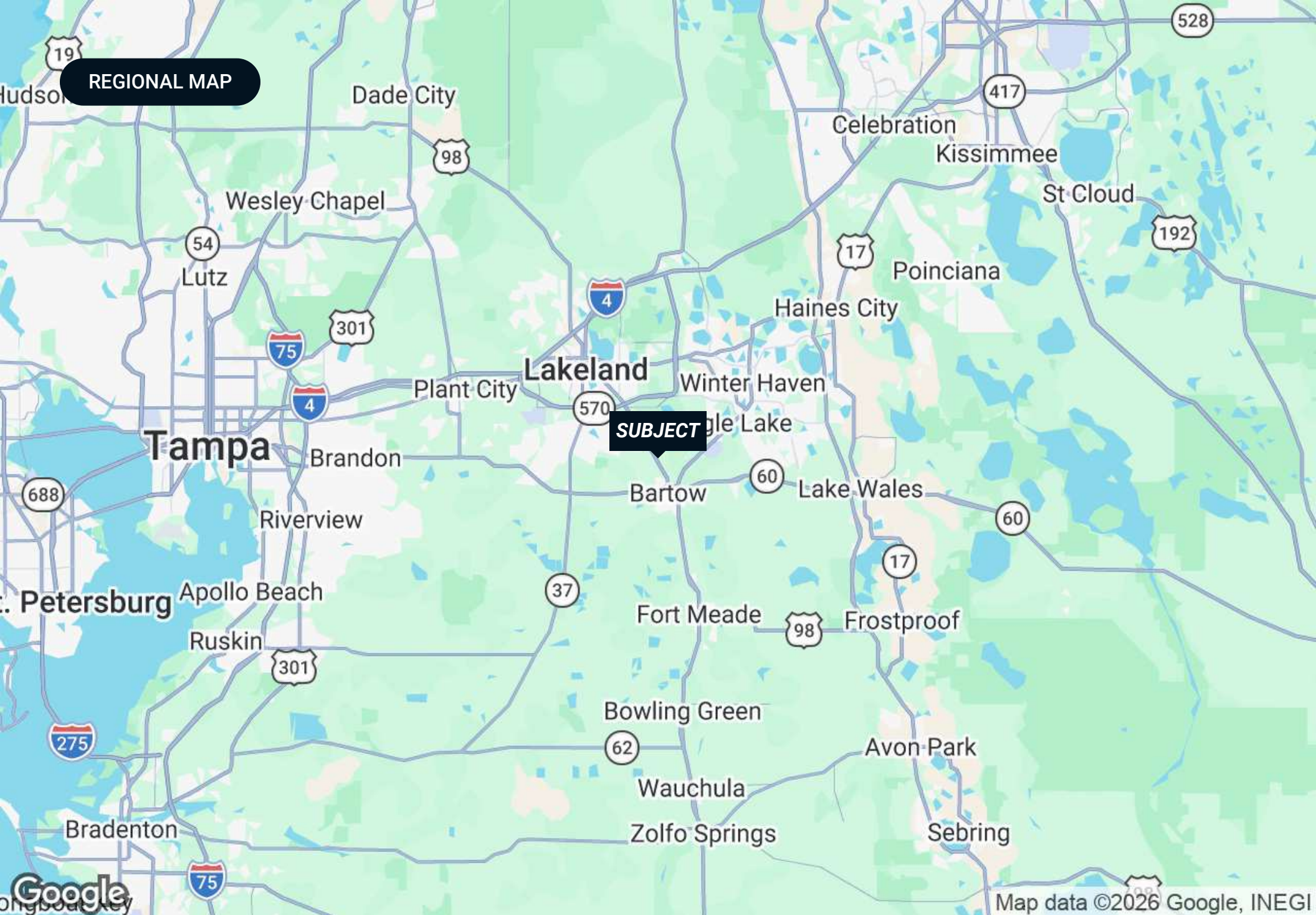
KELLEY
BUICK GMC
Overflow/Additional Sales Lot

98



SECTION 2

Location Information



REGIONAL MAP

SUBJECT

LOCATION MAP

Highland City

Barborough Ln

Crews Lake Dr

SUBJECT

EF Griffin Rd

Ernest Smith Blvd

Old Bartow Eagle Lake Rd



Map data ©2026 Google

BENCHMARK DEMOGRAPHICS

	3 Miles	5 Miles	10 Miles	10 Mins	20 Mins	30 Mins	Polk	FL	US
Population	22,314	56,214	267,945	49,363	271,012	542,093	822,142	23,027,836	339,887,819
Households	8,302	20,679	103,760	19,990	104,472	209,533	313,012	9,263,074	132,422,916
Families	6,062	15,369	68,657	13,461	69,294	140,166	215,849	6,004,732	84,464,295
Average Household Size	2.69	2.68	2.51	2.71	2.52	2.53	2.57	2.43	2.50
Owner Occupied Housing Units	5,985	15,714	70,268	13,511	71,100	143,335	224,755	6,222,143	85,052,805
Renter Occupied Housing Units	2,317	4,965	33,492	4,479	33,372	66,198	88,257	3,040,931	47,370,111
Median Age	38.5	39.8	39.6	39.5	39.6	40.7	41.3	43.6	39.6
Income									
Median Household Income	\$95,977	\$92,258	\$71,387	\$95,321	\$72,045	\$70,228	\$70,958	\$78,205	\$81,624
Average Household Income	\$115,050	\$117,272	\$95,007	\$117,963	\$95,469	\$92,122	\$91,650	\$111,382	\$116,179
Per Capita Income	\$42,439	\$43,028	\$36,867	\$42,862	\$36,935	\$35,748	\$34,967	\$44,891	\$45,360
Trends: 2025 - 2030 Annual Growth Rate									
Population	2.7%	2.3%	2.0%	2.3%	2.1%	2.1%	2.36%	1.08%	0.42%
Households	2.9%	2.5%	2.3%	2.5%	2.3%	2.3%	2.57%	1.28%	0.64%
Families	2.9%	2.5%	2.3%	2.5%	2.3%	2.3%	2.55%	1.30%	0.54%
Owner HHs	3.3%	3.0%	3.1%	3.0%	3.1%	3.1%	3.08%	1.83%	0.91%
Median Household Income	2.4%	2.5%	2.4%	2.3%	2.4%	2.5%	2.34%	2.85%	2.53%

50,000 people within a 10-minute drive time of the subject property

Median Household Income in a 3-mile radius is 35% higher compared to Polk County

BENCHMARK DEMOGRAPHICS

3 Miles 5 Miles 10 Miles 10 Mins 20 Mins 30 Mins Polk FL US

Households by Income

Income Bracket	3 Miles	5 Miles	10 Miles	10 Mins	20 Mins	30 Mins	Polk	FL	US
<\$15,000	5.1%	5.4%	8.4%	5.6%	8.4%	8.2%	7.4%	8.0%	8.3%
\$15,000 - \$24,999	3.7%	4.0%	6.3%	3.9%	6.2%	6.7%	6.1%	5.8%	5.9%
\$25,000 - \$34,999	4.5%	5.9%	7.1%	5.7%	6.9%	7.3%	7.2%	6.7%	6.3%
\$35,000 - \$49,999	9.0%	9.4%	11.4%	9.0%	11.6%	11.9%	12.0%	10.5%	9.8%
\$50,000 - \$74,999	14.6%	14.9%	19.0%	14.3%	18.7%	19.0%	19.8%	16.9%	15.6%
\$75,000 - \$99,999	15.0%	14.0%	13.9%	13.7%	14.0%	13.9%	14.6%	12.9%	12.5%
\$100,000 - \$149,999	24.3%	22.2%	18.2%	23.5%	18.6%	18.4%	18.1%	18.4%	17.8%
\$150,000 - \$199,999	13.8%	12.7%	8.2%	12.9%	8.1%	7.9%	8.1%	8.7%	9.8%
\$200,000+	10.0%	11.5%	7.5%	11.5%	7.6%	6.8%	6.6%	12.1%	14.0%

Population by Age

Age Group	3 Miles	5 Miles	10 Miles	10 Mins	20 Mins	30 Mins	Polk	FL	US
0 - 4	5.9%	5.6%	5.5%	5.8%	5.7%	5.5%	5.3%	4.7%	5.4%
5 - 9	6.4%	6.1%	5.8%	6.6%	6.3%	5.8%	5.6%	5.0%	5.8%
10 - 14	6.7%	6.4%	6.1%	7.6%	6.7%	6.1%	6.0%	5.3%	6.0%
15 - 19	6.7%	6.8%	6.6%	7.5%	6.8%	6.4%	6.3%	5.8%	6.5%
20 - 24	6.6%	6.3%	7.2%	5.6%	7.0%	6.5%	6.2%	6.0%	6.7%
25 - 34	12.8%	12.3%	12.9%	12.0%	12.7%	12.6%	12.6%	12.4%	13.6%
35 - 44	14.1%	13.4%	12.8%	13.2%	11.9%	12.4%	12.6%	12.4%	13.2%
45 - 54	13.1%	12.9%	11.6%	13.2%	11.9%	11.4%	11.5%	11.9%	12.0%
55 - 64	11.8%	12.2%	12.0%	13.0%	13.0%	12.0%	12.1%	13.1%	12.1%
65 - 74	9.8%	10.5%	11.0%	9.8%	10.6%	11.6%	11.9%	12.4%	10.7%
75 - 84	4.9%	5.8%	6.7%	4.4%	5.6%	7.4%	7.7%	8.1%	6.1%
85+	1.2%	1.7%	2.1%	1.4%	1.9%	2.4%	2.2%	2.7%	2.0%

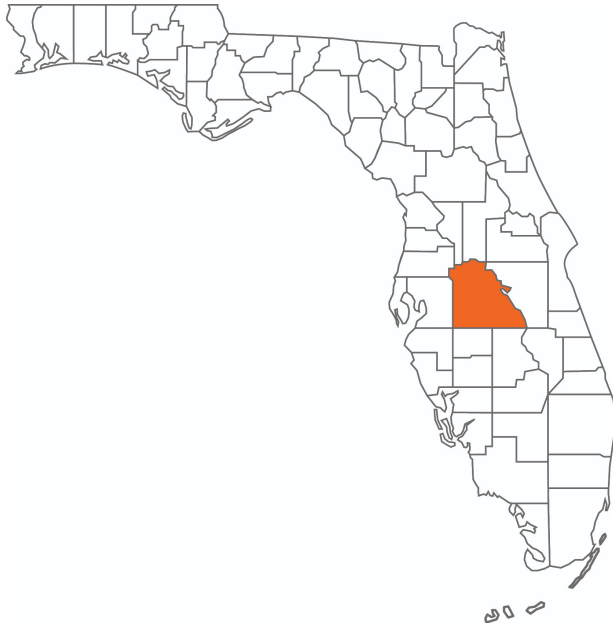
Race and Ethnicity

Race/Ethnicity	3 Miles	5 Miles	10 Miles	10 Mins	20 Mins	30 Mins	Polk	FL	US
White Alone	59.9%	61.7%	60.8%	61.3%	60.3%	58.9%	56.0%	56.3%	60.0%
Black Alone	15.6%	15.4%	14.3%	14.8%	14.6%	15.8%	15.3%	14.9%	12.5%
American Indian Alone	0.4%	0.4%	0.6%	0.4%	0.6%	0.7%	0.6%	0.5%	1.1%
Asian Alone	4.1%	4.5%	2.3%	4.7%	2.3%	2.1%	2.1%	3.3%	6.4%
Pacific Islander Alone Some	0.0%	0.0%	0.1%	0.0%	0.1%	0.1%	0.1%	0.1%	0.2%
Other Race Alone	6.6%	5.8%	8.6%	6.1%	8.7%	9.0%	10.9%	7.6%	8.8%
Two or More Races	13.4%	12.2%	13.2%	12.6%	13.4%	13.5%	15.0%	17.4%	10.8%
Hispanic Origin (Any Race)	21.4%	19.2%	24.8%	20.0%	25.0%	26.0%	30.6%	27.7%	19.7%

COUNTY

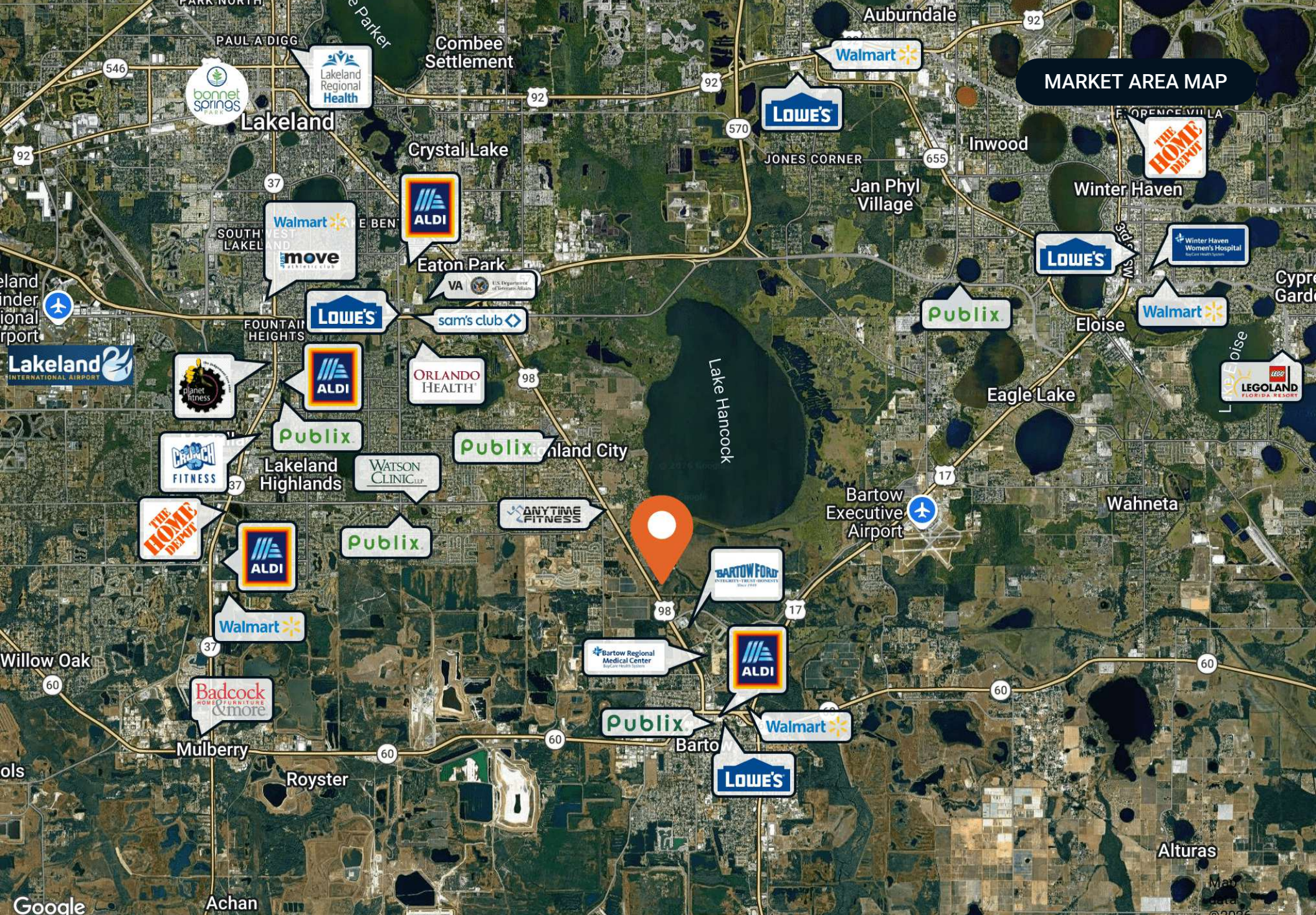


Polk County FLORIDA

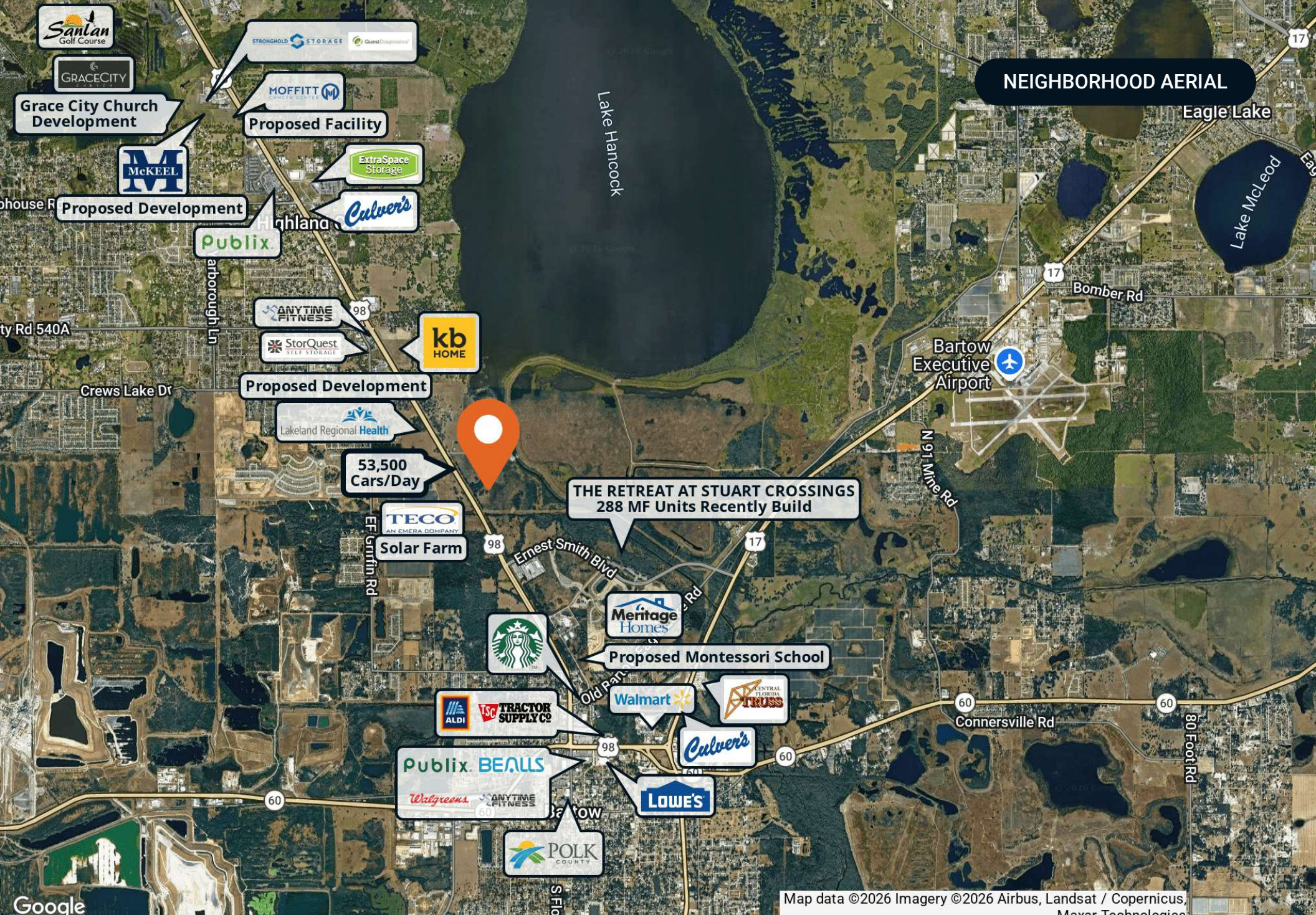


Founded	1861	Density	386.5 (2019)
County Seat	Bartow	Population	775,084 (2023)
Area	1,875 sq. mi.	Website	polk-county.net

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.



MARKET AREA MAP



NEIGHBORHOOD AERIAL

**THE RETREAT AT STUART CROSSINGS
288 MF Units Recently Build**

Proposed Development

Proposed Facility

**Grace City Church
Development**

**53,500
Cars/Day**

Proposed Montessori School

Solar Farm

Proposed Development

Publix BEALLS

Walmart

LOWE'S

Walgreens

ALDI TRACTOR SUPPLY CO

TRUSS

Starbucks

**Meritage
Homes**

**TECO
AN EMERA COMPANY**

Lakeland Regional Health

ANYTIME FITNESS

**StorQuest
SELF STORAGE**

**kb
HOME**

Publix

Culver's

**ExtraSpace
Storage**

MOFFITT

STRONGHOLD STORAGE

GRACECITY

**Sanlan
Golf Course**

**Bartow
Executive
Airport**

Crews Lake Dr

Harborough Ln

Ernest Smith Blvd

Old Pan Rd

N 91st Ave Rd

Connorsville Rd

80 Foot Rd


Google

Map data ©2026 Imagery ©2026 Airbus, Landsat / Copernicus, Maxar Technologies

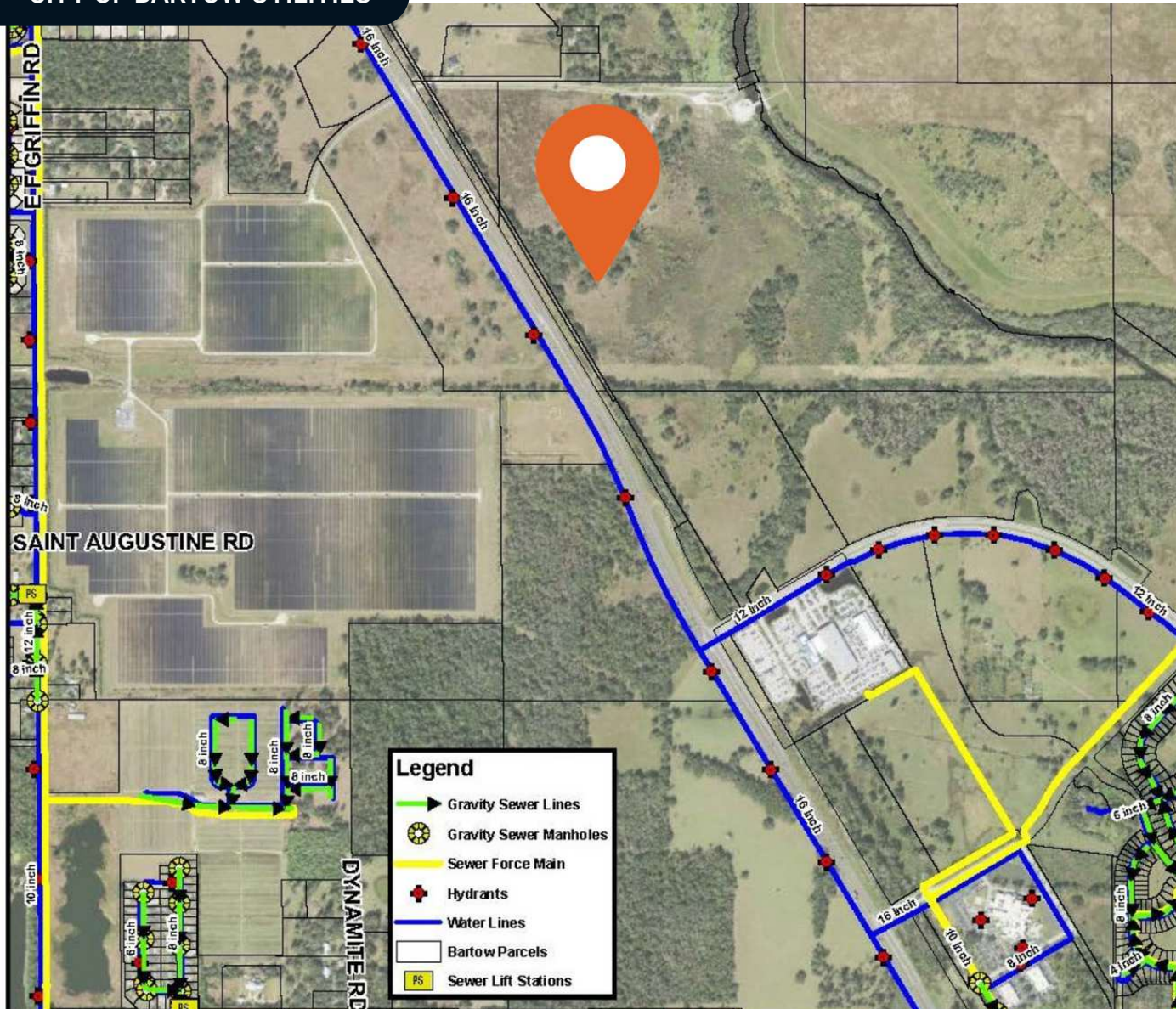
PROPOSED SITE OUTLINE



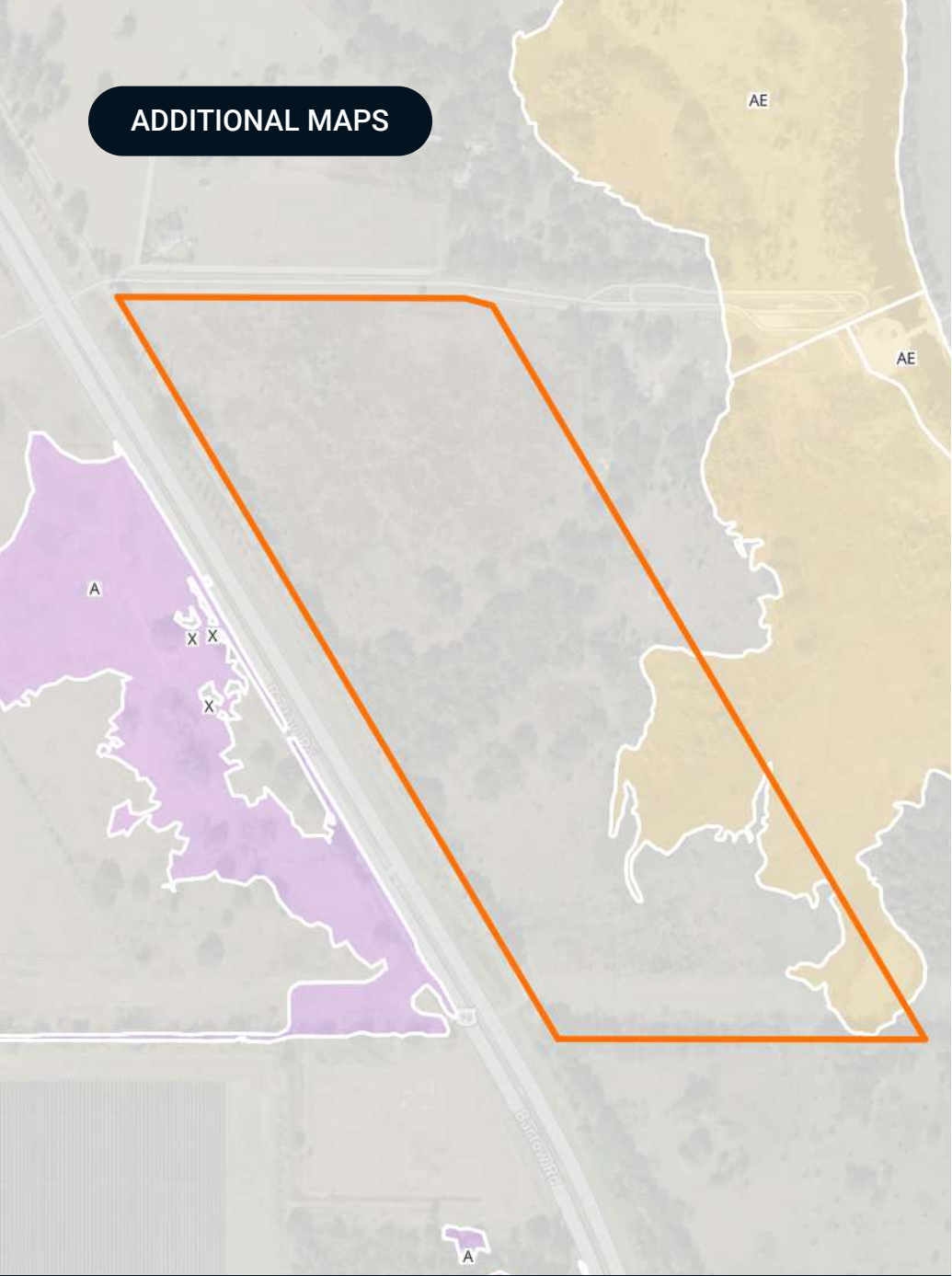
Legend

 Proposed Subject Property

UTILITIES MAP - CITY OF BARTOW UTILITIES



ADDITIONAL MAPS



FLOOD-PLAIN MAP



NWI WETLANDS MAP



SECTION 3

Agent And Company Info

ADVISOR BIO



David Hungerford, CCIM, SIOR

Senior Advisor

david@saundersrealestate.com

Direct: **877-518-5263 x347** | Cell: **863-660-3138**

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

ADVISOR BIO



Zeb Griffin, ALC

Senior Advisor

zeb@saundersrealestate.com

Direct: **877-518-5263 x379** | Cell: **352-630-7547**

Professional Background

Zeb Griffin is a Senior Advisor at Saunders Real Estate.

Zeb believes that to best serve our clients, we must first comprehensively understand the land and all operations that take place on it.

Growing up, Zeb was actively involved in his family's cow/calf operation on leased and family land in both Lake and Sumter Counties. He holds a Bachelor of Science degree in Diversified Agriculture with a minor in Ag Business from Abraham Baldwin Agricultural College (ABAC). During his years at college, Zeb worked at a hay and cattle operation and a chemical and fertilizer company in South Georgia. At ABAC, he was very active and held leadership positions in Alpha Gamma Rho professional agricultural fraternity and regularly attended the Collegiate Cattleman's Association. Zeb also did summer internships on commercial and purebred cattle operations back home in Florida during his summers in college.

In his time at Saunders Real Estate, Zeb has successfully transacted thousands of acres. The bulk of that acreage has been hunting, agricultural, and ranch land with roughly half of which being encumbered by various types of conservation easements. Many of these transactions also included cattle and equipment. Zeb understands that each parcel is unique and enjoys working through challenges to ultimately accomplish his clients' goals. Zeb has advised and walked private landowners through access issues, outstanding mineral rights, discrepancies with adjoining landowners, and conservation easements in order to accomplish their objectives.

On the contrary, Zeb has also represented governmental entities on land dealings as well. Zeb has done numerous deals for SWFWMD (Southwest Florida Water Management District) All of the transactions involved placing surplus district held parcels back in the hands of private individuals. All of these transactions had conservation easements recorded simultaneously with the closing of the property. These transactions have many moving parts and unique timelines. Zeb has successfully been able to bridge the gap between the private and public sector to be able to get these deals done.

In 2022, Zeb received his "ALC" or Accredited Land Consultant designation. This designation requires individuals to have a land portfolio of \$10 million or more in sales volume. The designation holders are also required to take 56 hours of land related courses. He looks forward to using this education to further assist his clients in their land needs.

Zeb is a native Floridian who has a passion for the wildlife, agriculture, and native landscapes of old Florida. At a young age, he had a deep reverence for land and land ownership instilled in him. He feels this has carried over to his professional career. Zeb's family has had a history of land ownership and other real estate investments. He understands the generational sweat equity that is often put into these farms, ranches, and investments. He also understands the emotional and sentimental value that owners can have for their land. When representing a landowner, Zeb strives to treat the property and the deal as if it was his own.

Zeb currently lives on and manages several hundred acres of native and ranch land in Lake County. He also assists with land management efforts as a part of Saunders Property Management, LLC, a sister company. Saunders Property Management currently manages roughly 27,000 acres of citrus, cattle, sod, native, and timber land.

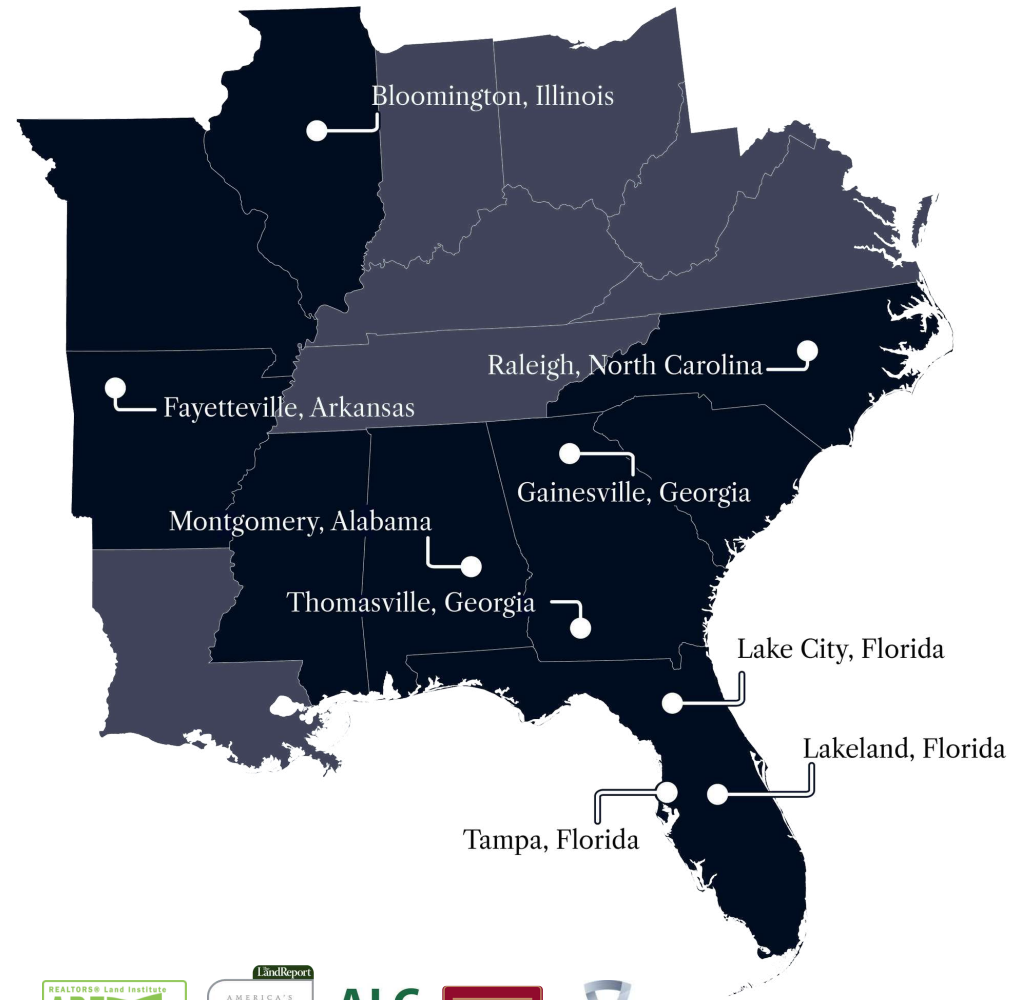
When he is not working on land deals, you can find Zeb in the woods. He is an avid deer, duck, and turkey hunter and loves to hunt in the state of Florida. As Zeb has grown older, he has found enjoyment in managing land for wildlife just as much as hunting itself.

Zeb specializes in:

- Ranch Land
- Hunting and Recreational Properties
- Agricultural Properties
- Less Than Fee Transactions



At Saunders Real Estate, we deliver full-service real estate solutions, built on more than 30 years of trusted experience. Our dedicated teams 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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