

Big Box Retail Space at Lakeland Square Mall

3800 US Highway 98 N, Lakeland, Florida 33809

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105,500 ±
Cars/Day

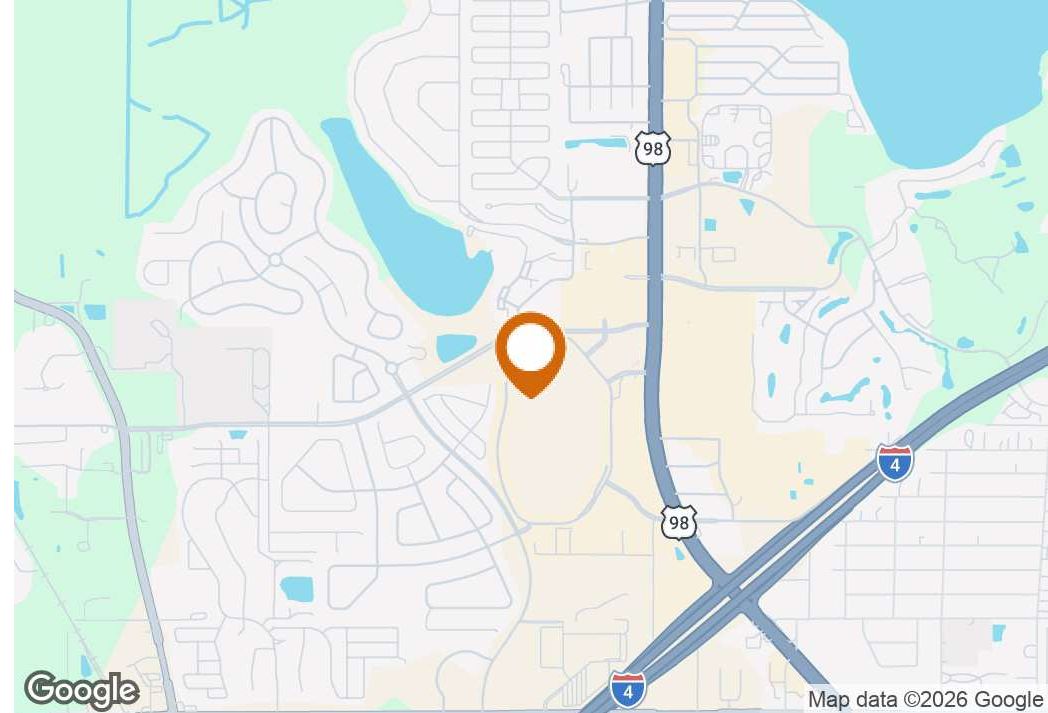


64,100 ±
Cars/Day



Mall Hill Dr

PROPERTY SUMMARY



Offering Summary

Sale Price/Lease Rate:	Negotiable
Building Size:	104,892 SF
Available SF:	50,000 - 104,892 SF
Lot Size:	7.61 Acres
Year Built:	1994
Zoning:	C-5
City:	Lakeland
County:	Polk
State:	Florida

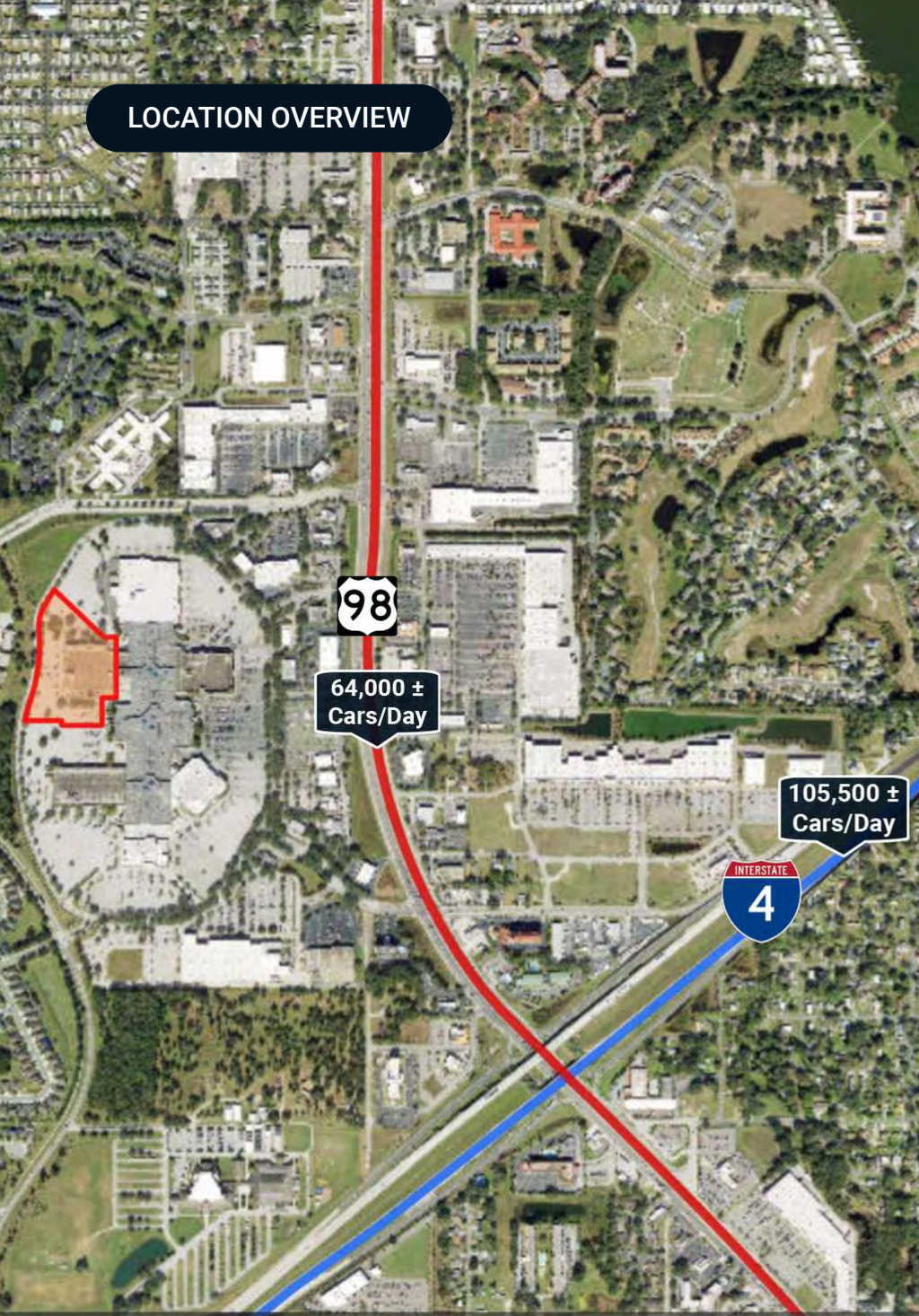
Property Overview

Introducing a premier opportunity at 3800 US Highway 98 N, Lakeland, FL 33809. This expansive property offers an array of outstanding features suited for a variety of retail concepts. With its spacious layout and modern design, the site provides an ideal canvas for businesses looking to establish or expand their presence in a dynamic and growing market. Boasting prominent visibility, versatile space for customization, and convenient access from US Highway 98 and Interstate 4, this property is well positioned to support a wide range of retail uses in one of Lakeland's key commercial corridors.

Property Highlights

- 104,892 SF building with ample retail space (50,000 SF Min. Divisible)
- Constructed in 1994 with modern infrastructure
- Zoned C-5 for diverse retail and commercial use
- Strategic location in the thriving Lakeland area
- Potential for retail and regional mall development
- Versatile space for customization
- Expansive layout

LOCATION OVERVIEW



Location Description

Lakeland Square Mall is the dominant regional shopping destination in Lakeland, FL, strategically positioned along U.S. Highway 98 with direct access to I-4, drawing from both the Lakeland and greater Polk County markets. The center benefits from strong daily traffic and a diverse tenant mix anchored by Dillard's, JCPenney, Cinemark Theatres, and Urban Air Trampoline Park complemented by national retailers such as Victoria's Secret, Bath & Body Works, Foot Locker, Champs Sports, and Kay Jewelers. Outparcels and nearby pads are occupied by high-profile brands including Rooms to Go, Red Lobster, Buffalo Wild Wings, and Chili's, further enhancing customer draw.

The property is well positioned to capture steady retail demand from surrounding residential growth and commuter traffic between Tampa and Orlando. Lakeland's expanding population, coupled with new residential and commercial developments, reinforces the Mall's role as the region's primary shopping, dining, and entertainment hub.

Location Highlights

- Dominant regional shopping destination in Lakeland, FL, with direct access to I-4 via U.S. Highway 98
- Anchored by Dillard's, JCPenney, Cinemark Theatres, and Urban Air Trampoline Park
- Features national retailers including Victoria's Secret, Bath & Body Works, Foot Locker, and Kay Jewelers
- Outparcels include major brands such as Rooms to Go, Red Lobster, Buffalo Wild Wings, and Chili's
- Benefits from strong daily traffic and expanding residential and commercial growth nearby
- Serves as the region's leading hub for shopping, dining, and entertainment

AERIAL



DICK'S
SPORTING GOODS

ROSS
DRESS FOR LESS

OLD NAVY

five
BELOW

SHOE STATION

PET SMART

105,500 ±
Cars/Day



LA QUINTA
BY WYNDHAM



Academy
SPORTS + OUTDOORS

LOWE'S

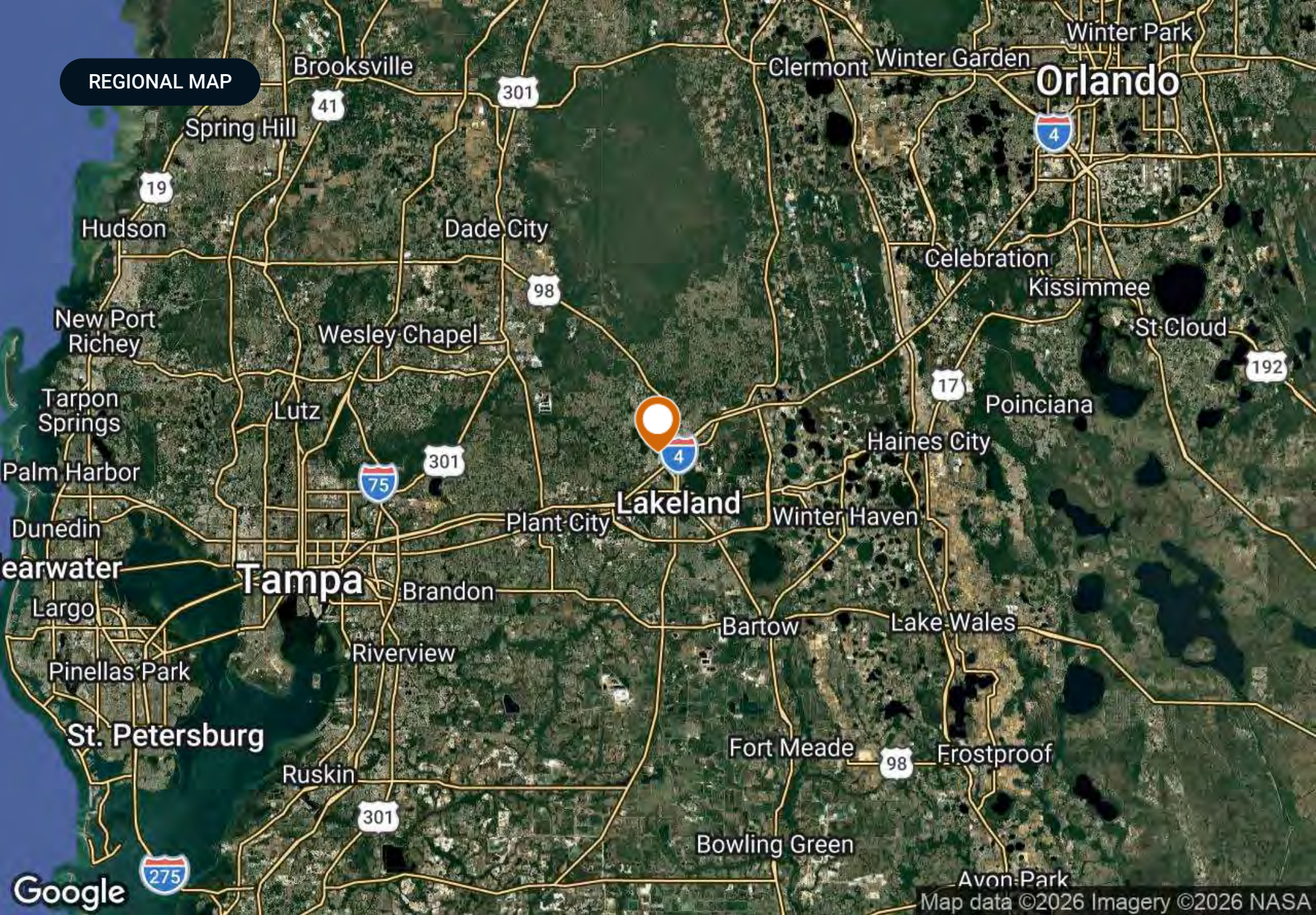


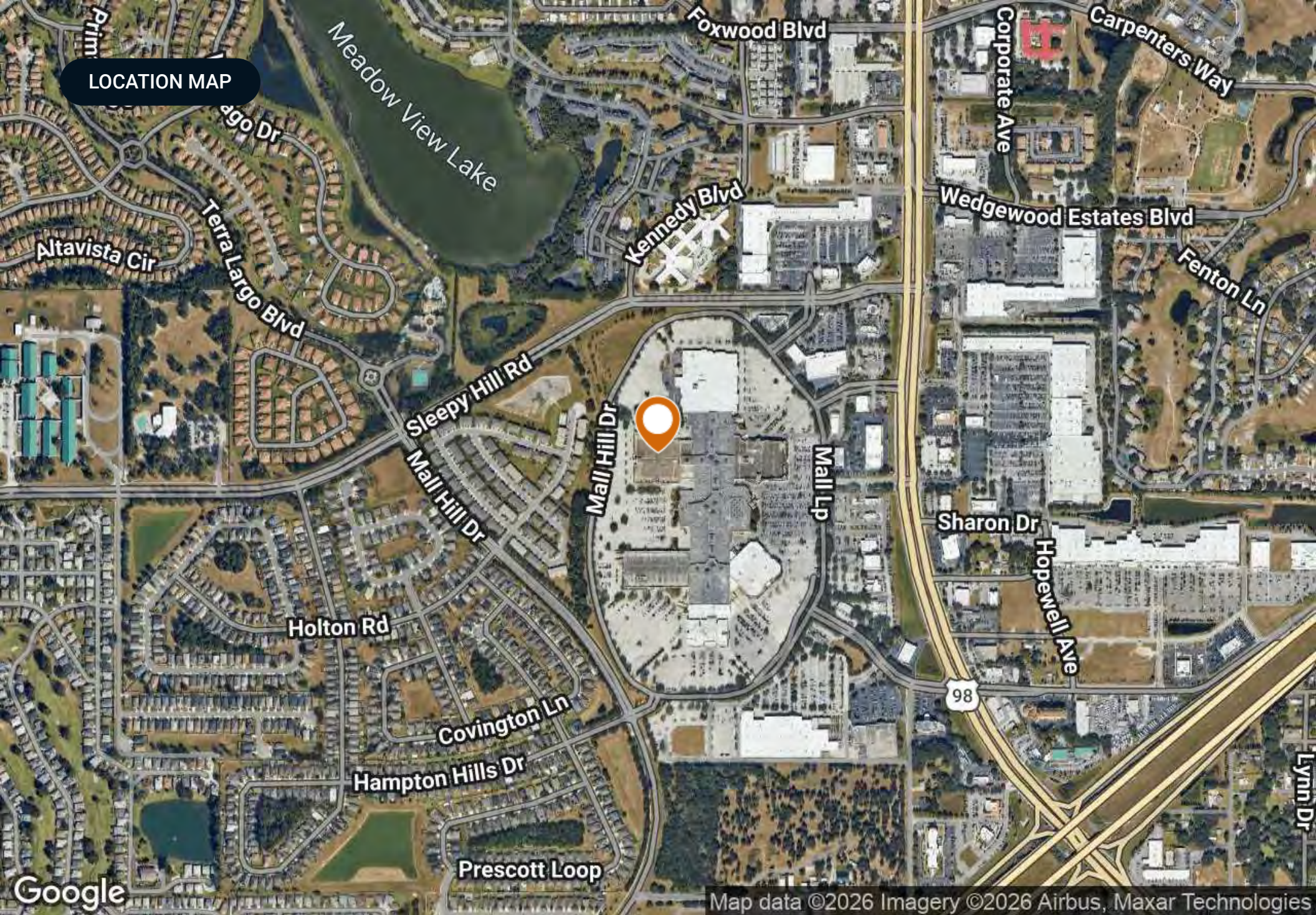
Dillard's
The Style of Your Life.



JCPenney





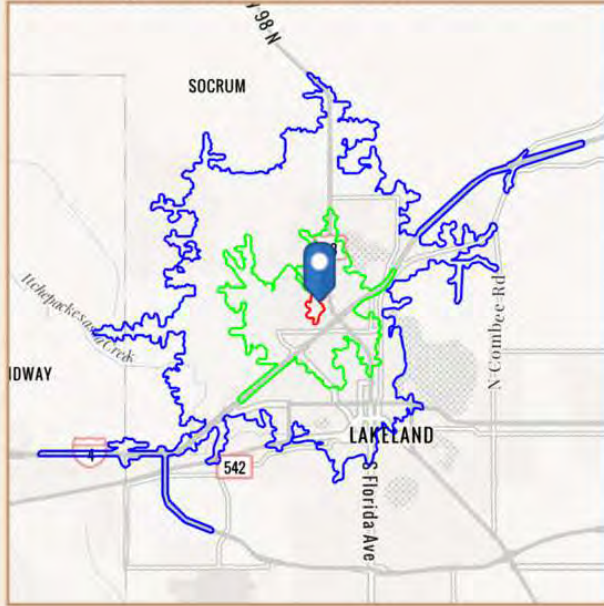


LOCATION MAP

BENCHMARK DEMOGRAPHICS

3800 US Highway 98 N, Lakeland, Florida, 33809

Drive time of 5 mins, 10 mins, & 15 mins



Based on ideas by Gary M. Ralston, CCIM, SIOR, CPM, CRE, CLS, CDP, CRX, FRICS

Source: This infographic contains data provided by Esri (2025, 2030), Esri-Data Axle (2025)

THE CCIM INSTITUTE



	DRIVE TIME			GEOGRAPHY			
	5 mins	10 mins	15 mins	Counties Polk County	CBSAs Lakeland-Winter Haven, FL Metropolitan Statistical Area	States Florida	USA
AGE SEGMENTS							
0 - 4	5.45%	5.84%	5.69%	5.30%	5.30%	4.69%	5.39%
5 - 9	5.68%	5.88%	5.77%	5.61%	5.61%	5.03%	5.75%
10 - 14	6.55%	6.03%	6.03%	6.00%	6.00%	5.34%	5.98%
15 - 19	6.34%	6.08%	6.26%	6.26%	6.26%	5.84%	6.47%
20 - 34	16.61%	19.06%	19.58%	18.85%	18.85%	18.43%	20.33%
35 - 54	24.66%	22.74%	23.22%	24.12%	24.12%	24.41%	25.20%
55 - 74	19.91%	21.54%	23.01%	23.96%	23.96%	25.55%	22.82%
75+	13.57%	12.84%	10.45%	9.91%	9.91%	10.74%	8.05%
HOUSEHOLD INCOME							
<\$15,000	2.5%	9.5%	9.5%	7.4%	7.4%	8.0%	8.3%
\$15,000-\$24,999	3.7%	7.0%	8.0%	6.1%	6.1%	5.8%	5.9%
\$25,000-\$34,999	5.5%	7.5%	8.1%	7.2%	7.2%	6.7%	6.3%
\$35,000-\$49,999	8.0%	10.7%	13.9%	12.0%	12.0%	10.5%	9.8%
\$50,000-\$74,999	24.5%	24.0%	20.2%	19.8%	19.8%	16.9%	15.6%
\$75,000-\$99,999	17.8%	12.8%	12.5%	14.6%	14.6%	12.9%	12.5%
\$100,000-\$149,999	23.3%	17.2%	16.9%	18.1%	18.1%	18.4%	17.8%
\$150,000-\$199,999	4.3%	5.8%	6.8%	8.1%	8.1%	8.7%	9.8%
\$200,000+	10.4%	5.6%	4.0%	6.6%	6.6%	12.1%	14.0%
KEY FACTS							
Population	457	23,306	80,440	822,142	822,142	23,027,836	339,887,819
Daytime Population	1,297	25,081	88,617	782,956	782,956	22,846,618	338,218,372
Employees	175	9,496	32,912	334,740	334,740	10,832,721	167,630,539
Households	163	9,292	31,709	313,012	313,012	9,263,074	132,422,916
Average HH Size	2.77	2.44	2.48	2.57	2.57	2.43	2.50
Median Age	42.4	41.0	40.4	41.3	41.3	43.6	39.6
HOUSING FACTS							
Median Home Value	316,197	301,547	288,950	319,676	319,676	416,969	370,578
Owner Occupied %	83.4%	54.0%	55.2%	71.8%	71.8%	67.2%	64.2%
Renter Occupied %	16.6%	46.0%	44.8%	28.2%	28.2%	32.8%	35.8%
Total Housing Units	173	9,986	34,447	361,112	361,112	10,635,372	146,800,552
INCOME FACTS							
Median HH Income	\$80,722	\$65,065	\$62,374	\$70,958	\$70,958	\$78,205	\$81,624
Per Capita Income	\$39,140	\$33,685	\$31,543	\$34,967	\$34,967	\$44,891	\$45,360
Median Net Worth	\$367,409	\$132,044	\$115,073	\$224,923	\$224,923	\$253,219	\$228,144



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.



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.

RETAILER MAP



Rural King
America's Farm & Home Store

HIBBETT SPORTS
BARGAIN PRICES ON QUALITY SPORTS EQUIPMENT

HOLLISTER

Dillard's
The Style of Your Life.

CHAMPS
SPORTS

AMPED
FITNESS

ZALES
THE DIAMOND STORE

Bath & Body Works

VICTORIA'S SECRET
PINK

TILLYS
CLOTHING • SHOES • ACCESSORIES

rue21

JCPenney

H&M

Chick-fil-®

RACK ROOM SHOES

URBAN 439
ADVENTURE PARK

CINEMARK

Chick-fil-®

chili's

PANDA EXPRESS
CHINESE KITCHEN

Olive Garden
ITALY'S FINEST ITALIAN CUISINE

TWIN PEAKS
EATS • DRINKS • SCENIC VIEWS

THE VITAMIN SHOPPE

Gordon
FOOD SERVICE

Advent Health

SONNY'S
BBQ

MD NOW
URGENT CARE
Affiliated with HCA Florida facilities

ROOMS TO GO

Krispy Kreme
DOUGHNUTS

Arby's

WALK-ON'S
SPORTS EQUIPMENT

BUFFALO WILD WINGS

RED LOBSTER
FRESH FISH-LIVE LOBSTER

MARKET AREA MAP



ADDITIONAL PHOTOS



ADVISOR BIOGRAPHY



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Professional Background

Lauren Ralston Smith, CCIM, CPM is a Senior Advisor at Saunders Real Estate.

Lauren brings over 20 years of experience in the real estate industry, specializing in helping clients build and protect their legacies through strategic real estate investment portfolios. As a Licensed Real Estate Broker, she takes a client-focused approach, meticulously evaluating each property's strengths and weaknesses to maximize efficiency, profitability, and long-term value.

Throughout her career, Lauren has excelled in key areas such as sales, leasing, property management, and development. She is a Certified Property Manager (CPM) through the Institute of Real Estate Management (IREM) and a member of the International Council of Shopping Centers (ICSC). In 2021, she further distinguished herself by earning the prestigious Certified Commercial Investment Member (CCIM) designation, a hallmark of expertise in commercial real estate.

Lauren's professional background extends beyond real estate, with significant experience in business development. She has successfully guided small businesses in accounting, marketing, human resources, and operations. Her academic foundation includes a Bachelor's degree in Business Administration with a concentration in Marketing from Florida Southern College.

With a focus on delivering exceptional results, Lauren is committed to empowering clients to grow and safeguard their wealth through real estate investments. Using her expertise in sales, leasing, property management, and development, she is able to tailor strategies to achieve both immediate goals and enduring financial success.

Lauren specializes in:

- Sales
- Leasing (Landlord & Tenant Representation)
- Site Selection
- Property Management
- Development

ADVISOR BIOGRAPHY



Carly Powell

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Professional Background

Carly Powell is an Advisor at Saunders Real Estate.

Carly is a 4th generation Floridian and has a deep love of the history and culture found in Central Florida. She grew up in Winter Haven and spent countless hours enjoying water sports on the Chain of Lakes and watching the ski show at Cypress Gardens.

While attending Florida Southern College, she grew to love Lakeland and knew it was a very special community in which to live and work. With a B.A. in Mass Communications specializing in advertising and public relations, Carly worked as a corporate communications manager in the vacation ownership industry for more than 10 years.

In 2013, Carly began a marketing company of her own, providing communications, marketing, and operational services to small local businesses. She then discovered a need for those businesses to have access to real estate services, which led her to enter the real estate industry as a Realtor® in 2018. Carly now specializes in commercial real estate sales and leasing, as well as high-end residential sales. She is currently a Certified Commercial Investment Member (CCIM) candidate working to obtain a CCIM designation.

Carly specializes in:

- Sales
- Leasing
- Development



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