



Industrial Capital Markets Report

Sarasota - FL (USA)

PREPARED BY



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Research & Marketing Director



INDUSTRIAL CAPITAL MARKETS REPORT - MARKET

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Capital Markets Overview

Sarasota Industrial

Asset Value

\$6.7B

12 Mo Sales Volume

\$236.2M

Market Cap Rate

8.6%

Mkt Sale Price/SF Chg (YOY)

3.0%

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	172	-	-
Sales Volume	\$244.8M	\$105K	\$21.9M
Properties Sold	149	-	-
Transacted SF	2.4M	1.2K	147.4K
Average SF	13.7K	1.2K	147.4K

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	6.8%	6.2%	8.0%	8.6%
Sale Price/SF	\$138	\$9	\$1.8K	\$120
Sale Price	\$1.9M	\$105K	\$21.9M	-
Sale vs Asking Price	-8.7%	-27.0%	28.6%	-
% Leased at Sale	91.4%	0%	100%	-

KEY PERFORMANCE INDICATORS



SUMMARY

Industrial investment activity has been steadily rising with roughly \$247 million trading here over the trailing 12-month period. Sarasota's industrial investment market has never been reliant on institutional capital, accounting for less than 15% of buyers over the past five years. Private investors have comprised 70% of all sales volume and nearly 80% of total industrial sales during the same period. Industrial investments are typically on the smaller side here, with an average sale price of \$1.8 million in 2023. In addition, the average price per SF,

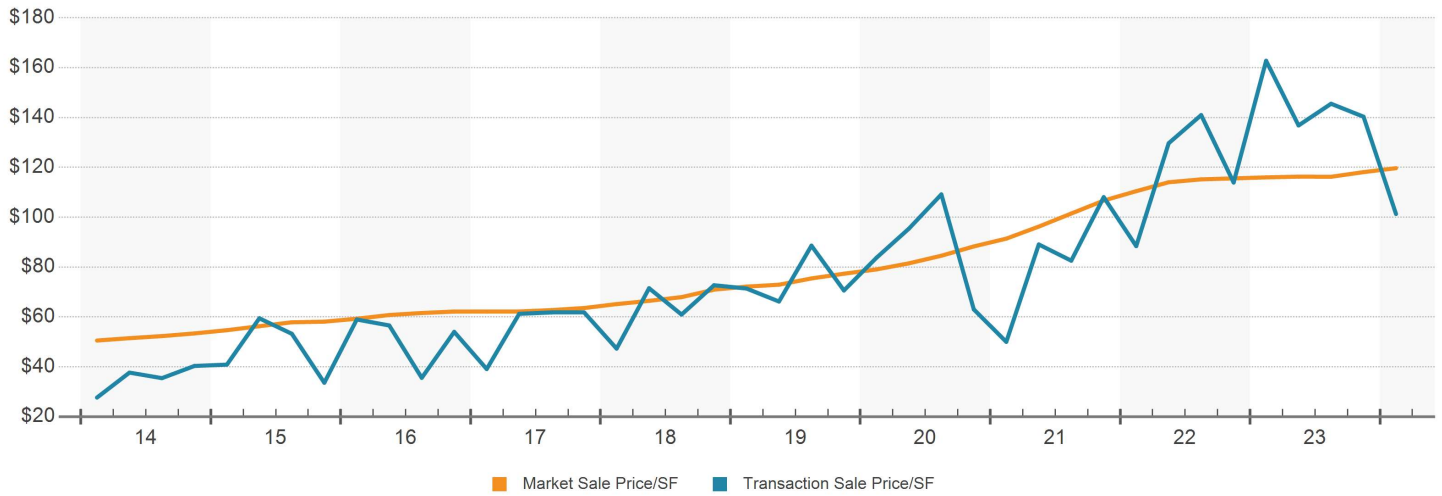
roughly \$120, makes Sarasota one of the more affordable markets along the Gulf Coast of Florida. The average sale price in the last year here was \$1.7 million, and there was a spread of about 8% between the asking price of a building and its eventual sale price.

The most significant single property sale in the last year took place in July 2023 when The Motorcoach Club purchased a 108,000 SF warehouse along 24th Street East for \$18.3 million (\$170/SF). The Motorcoach Store

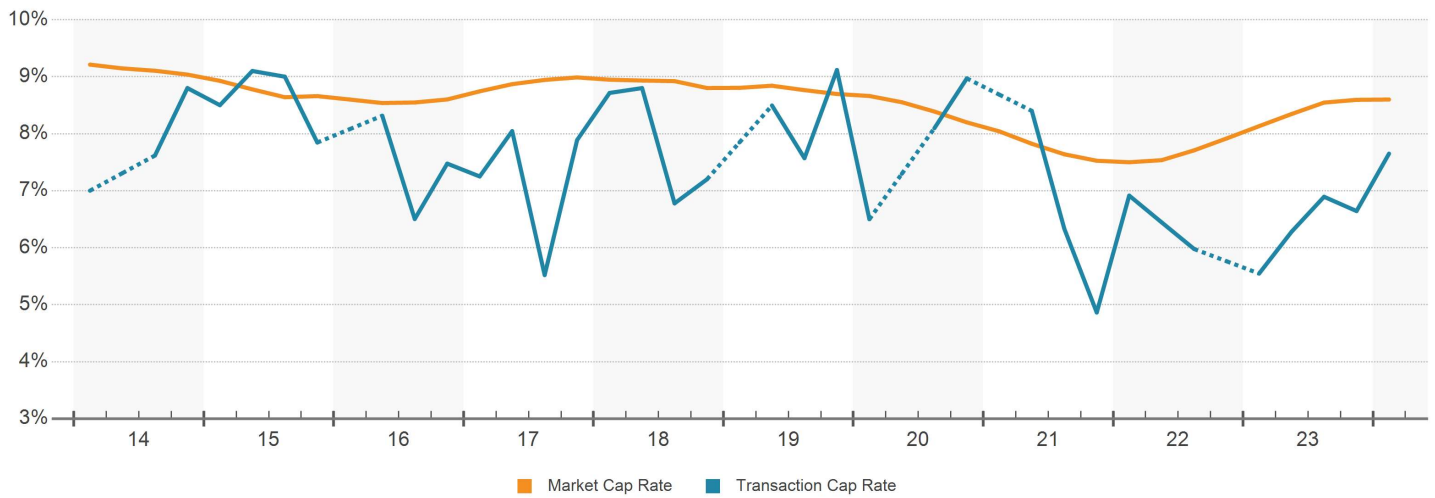
will complete a multi-million-dollar renovation to create a full-service luxury RV dealership. Also noteworthy was the August 2023 acquisition of a 120,000-SF warehouse building largely occupied by Tervis Tumbler by Israeli investment manager Buligo Capital Partners for \$15.35

million (\$128/SF). Tervis sold the building and will continue to lease 65% of it while the remainder will be available for lease. The acquisition marks the buyer's first purchase in Florida.

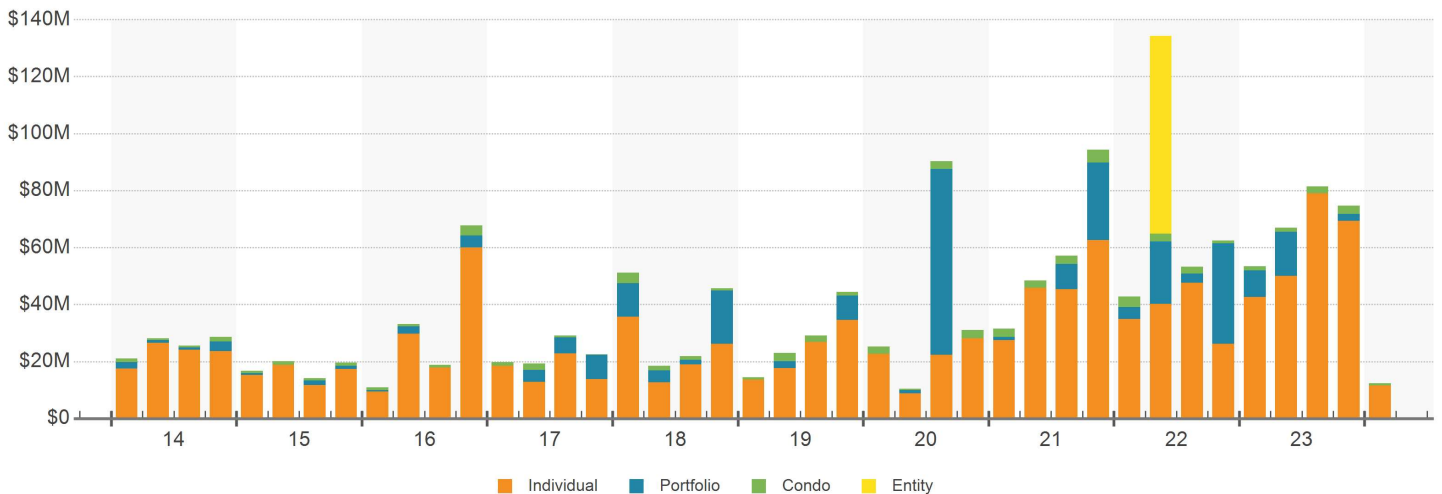
MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



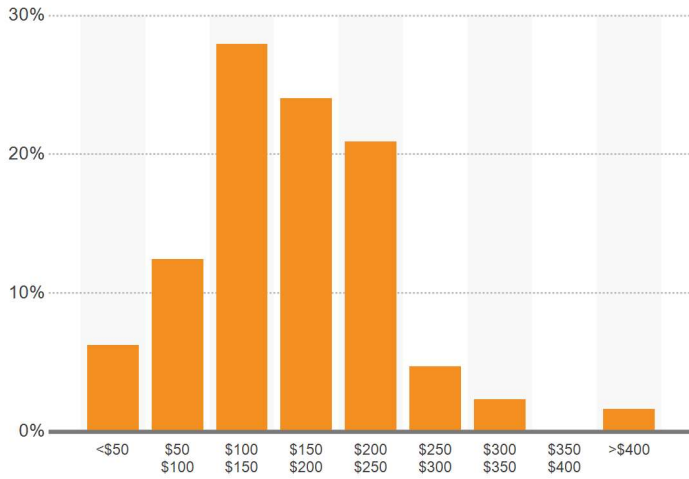
MARKET CAP RATE & TRANSACTION CAP RATE



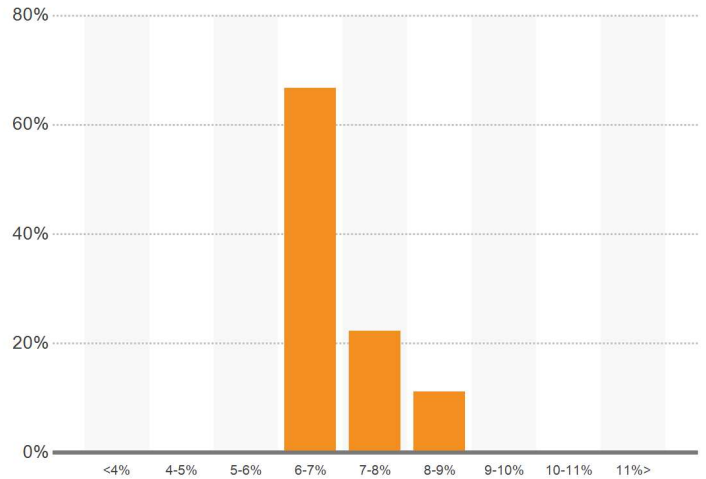
SALES VOLUME BY TRANSACTION TYPE



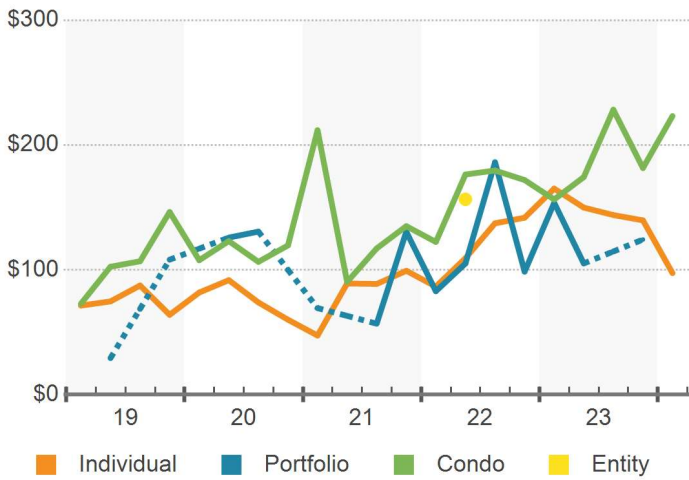
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



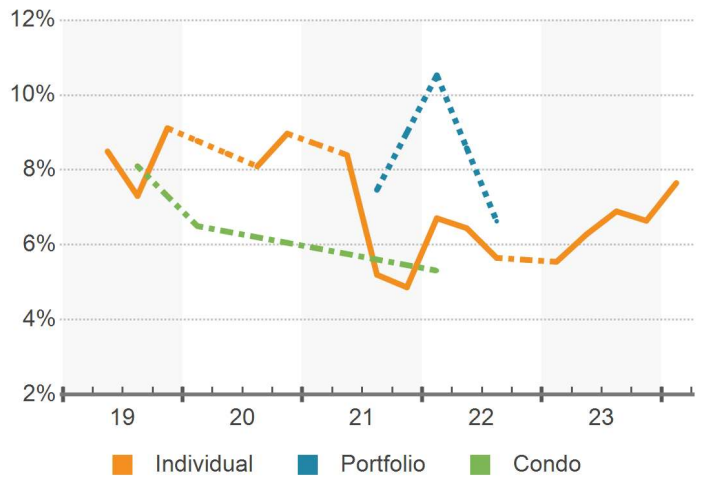
CAP RATE DISTRIBUTION PAST 12 MONTHS



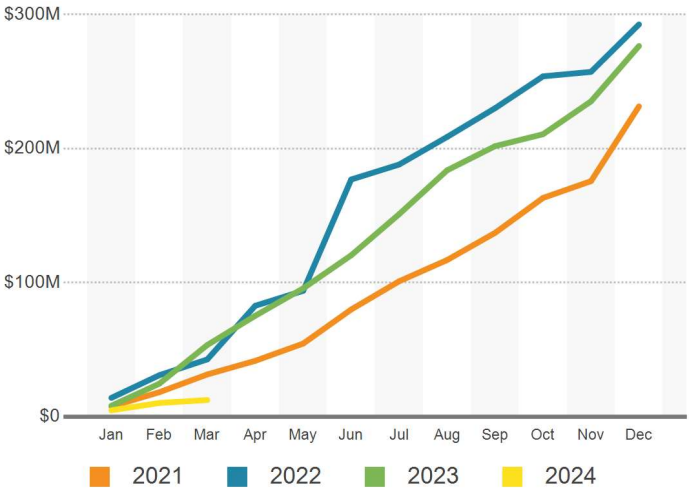
SALE PRICE PER SF BY TRANSACTION TYPE



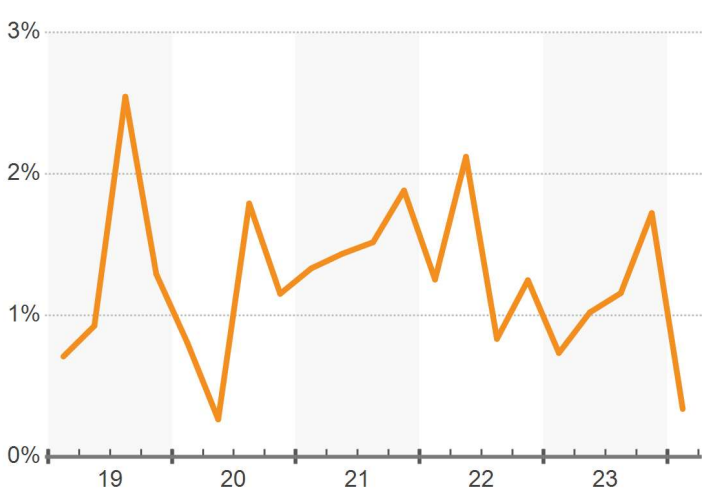
CAP RATE BY TRANSACTION TYPE



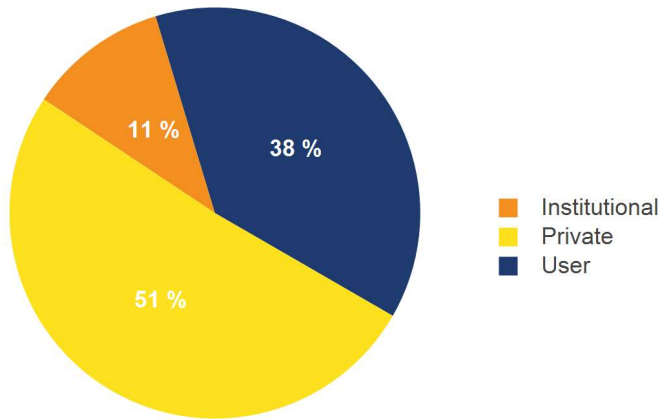
CUMULATIVE SALES VOLUME BY YEAR



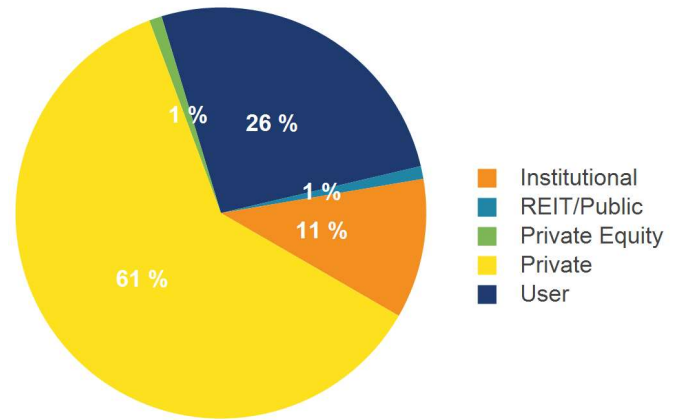
SOLD SF AS % OF TOTAL SF



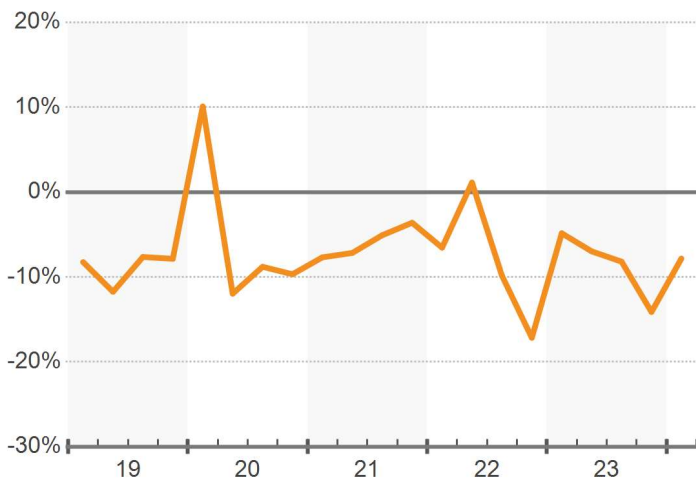
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



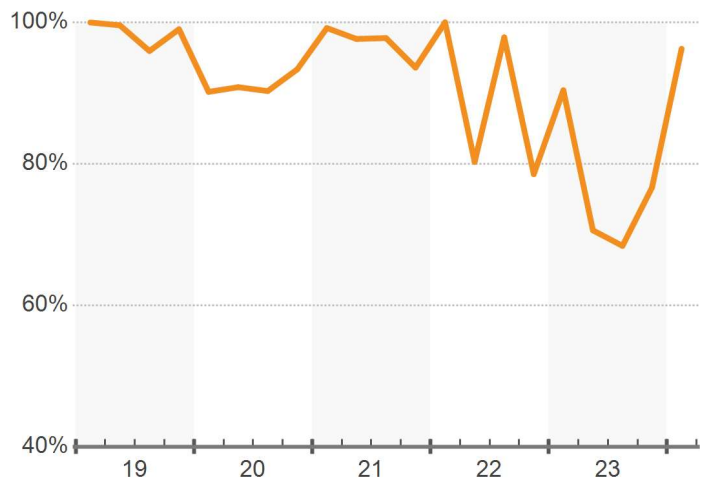
ASSET VALUE BY OWNER TYPE



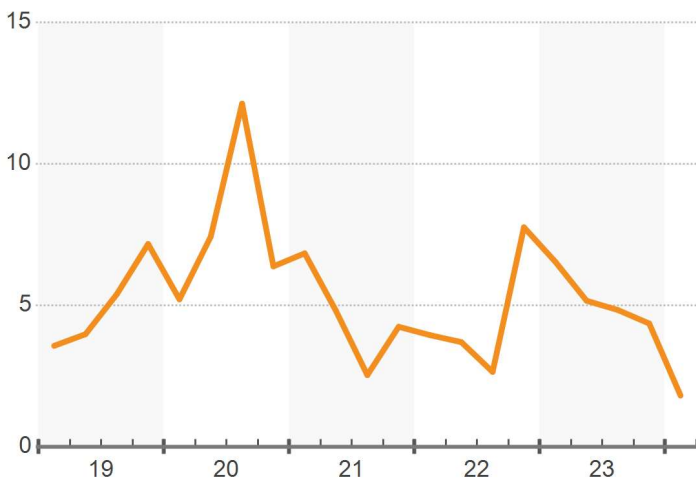
SALE TO ASKING PRICE DIFFERENTIAL



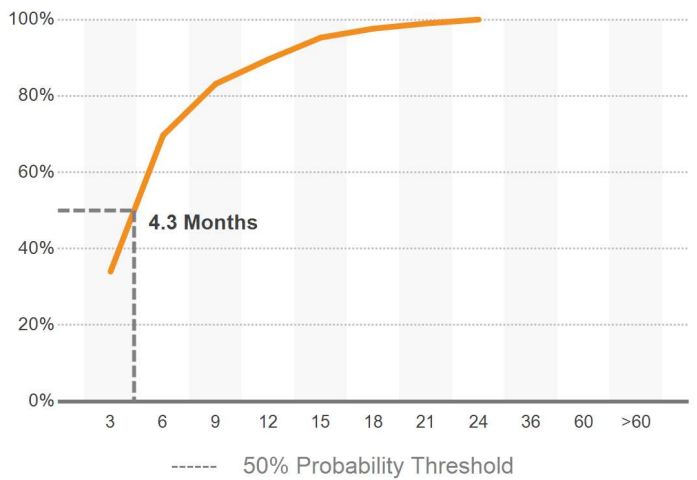
OCCUPANCY AT SALE



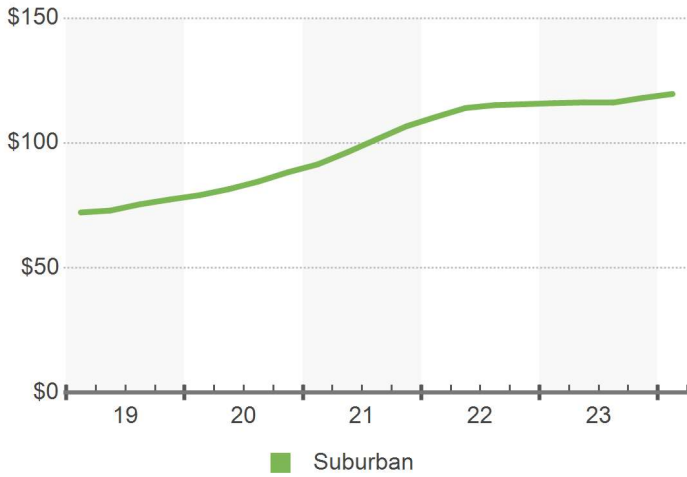
MONTHS TO SALE



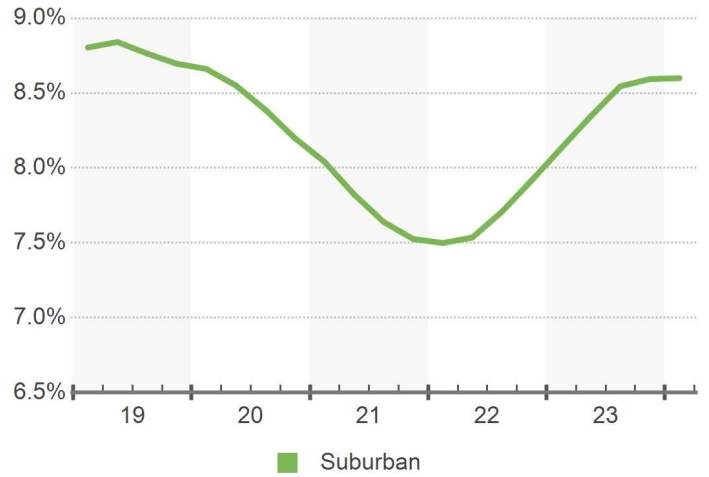
PROBABILITY OF SELLING IN MONTHS



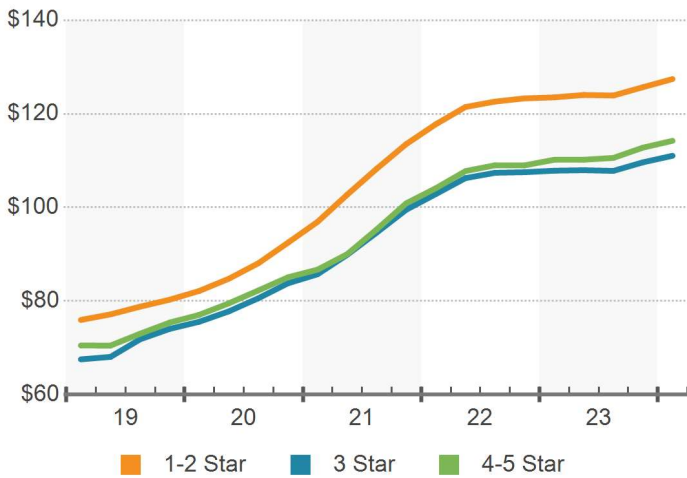
MARKET SALE PRICE PER SF BY LOCATION TYPE



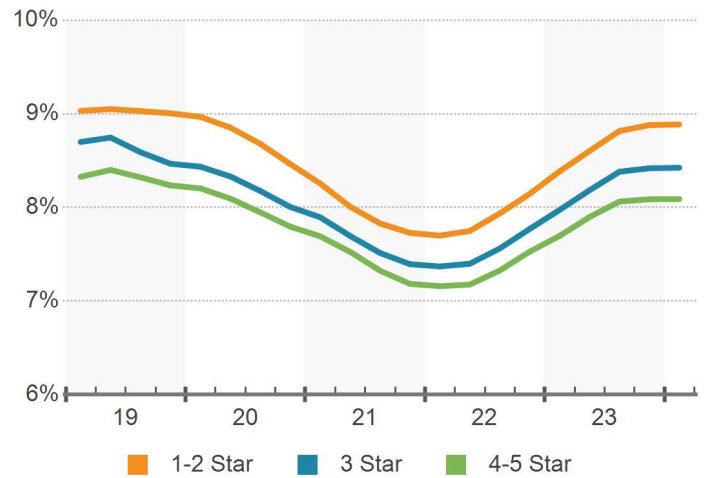
MARKET CAP RATE BY LOCATION TYPE



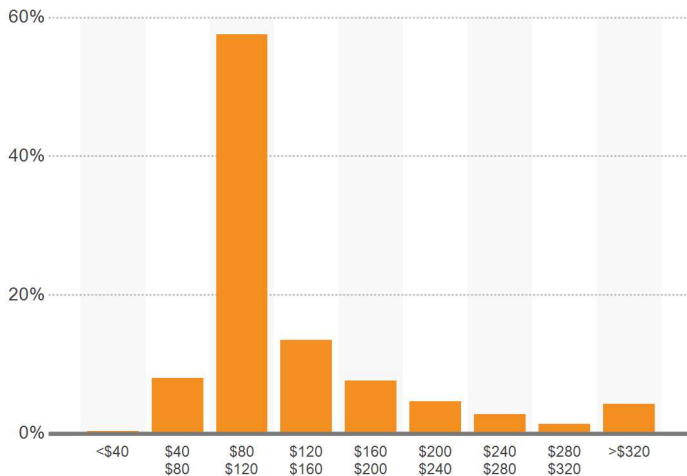
MARKET SALE PRICE PER SF BY STAR RATING



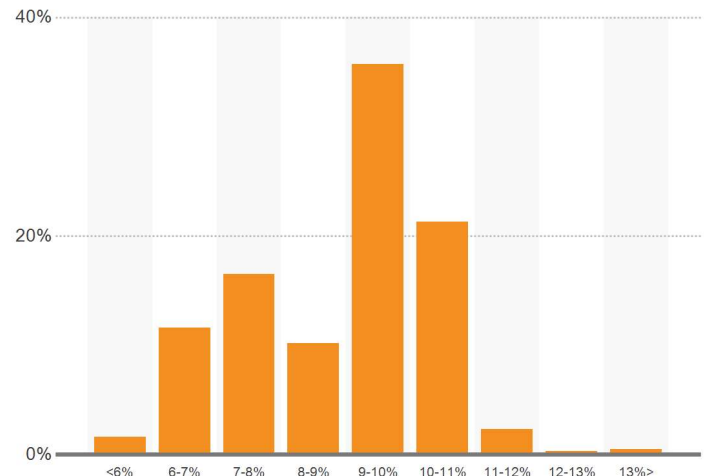
MARKET CAP RATE BY STAR RATING



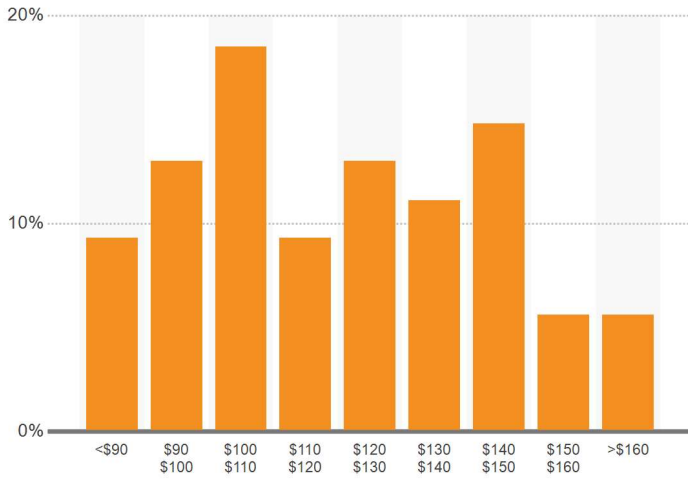
MARKET SALE PRICE PER SF DISTRIBUTION



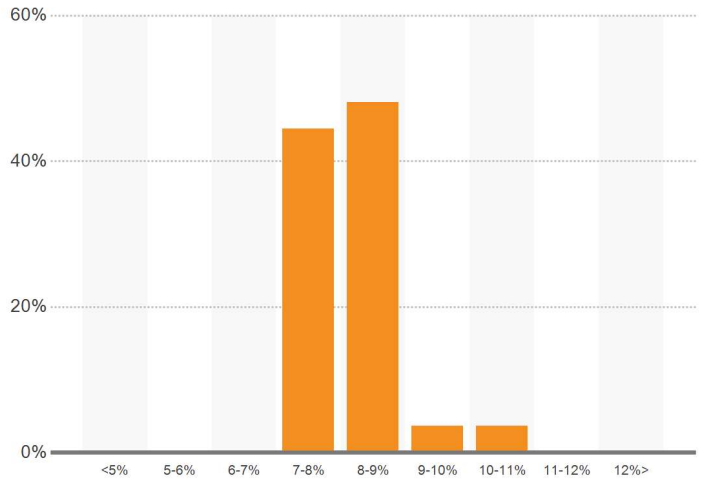
MARKET CAP RATE DISTRIBUTION



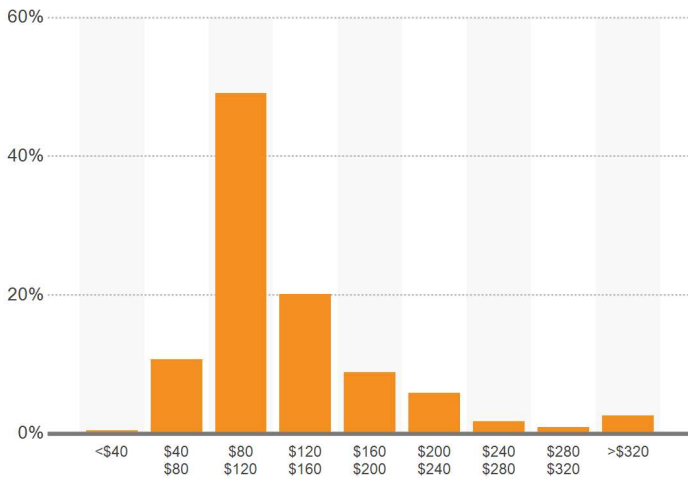
4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



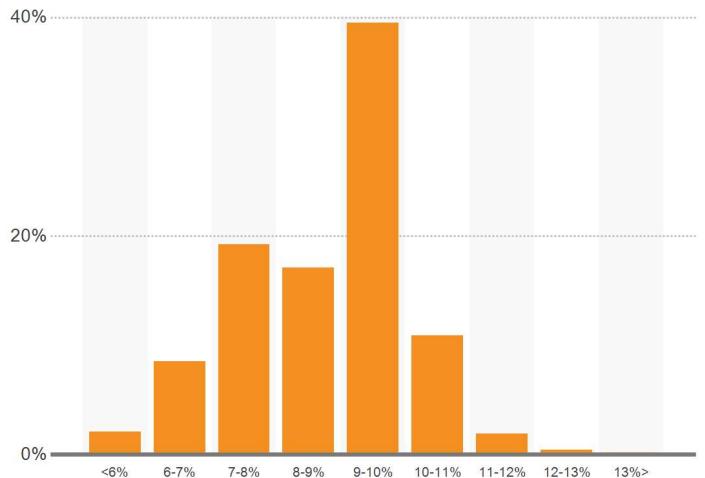
4-5 STAR MARKET CAP RATE DISTRIBUTION



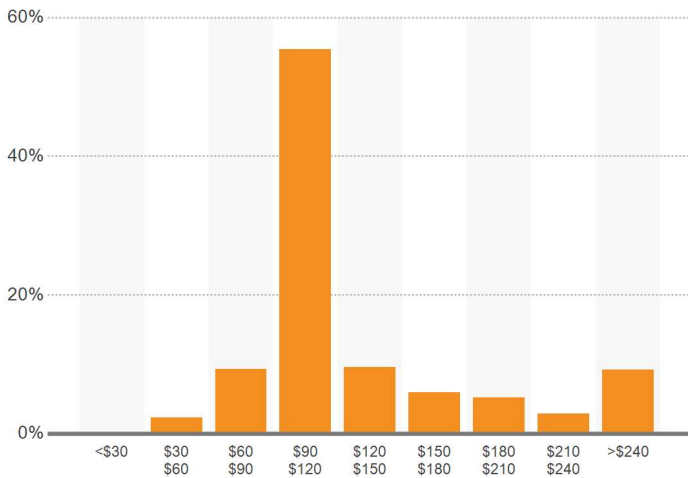
3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



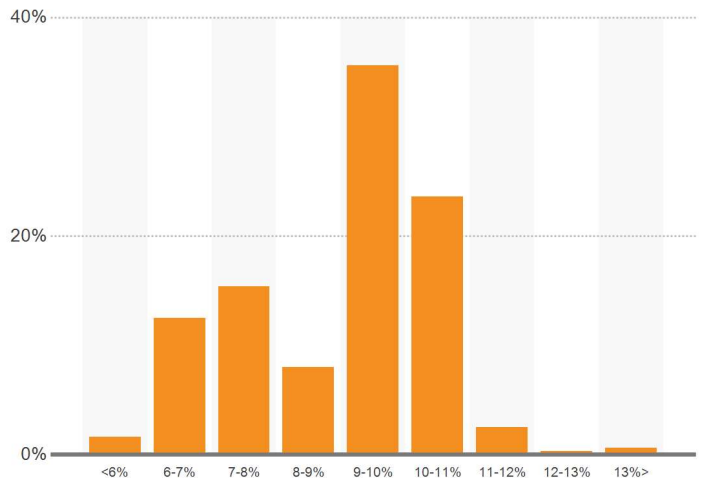
3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION

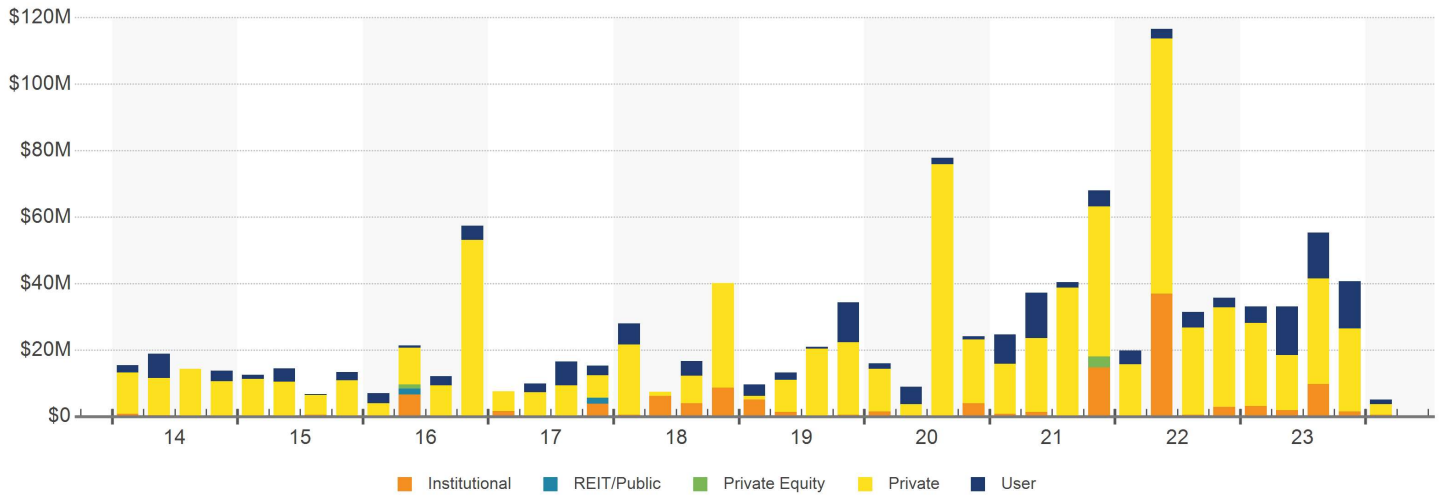


1-2 STAR MARKET CAP RATE DISTRIBUTION

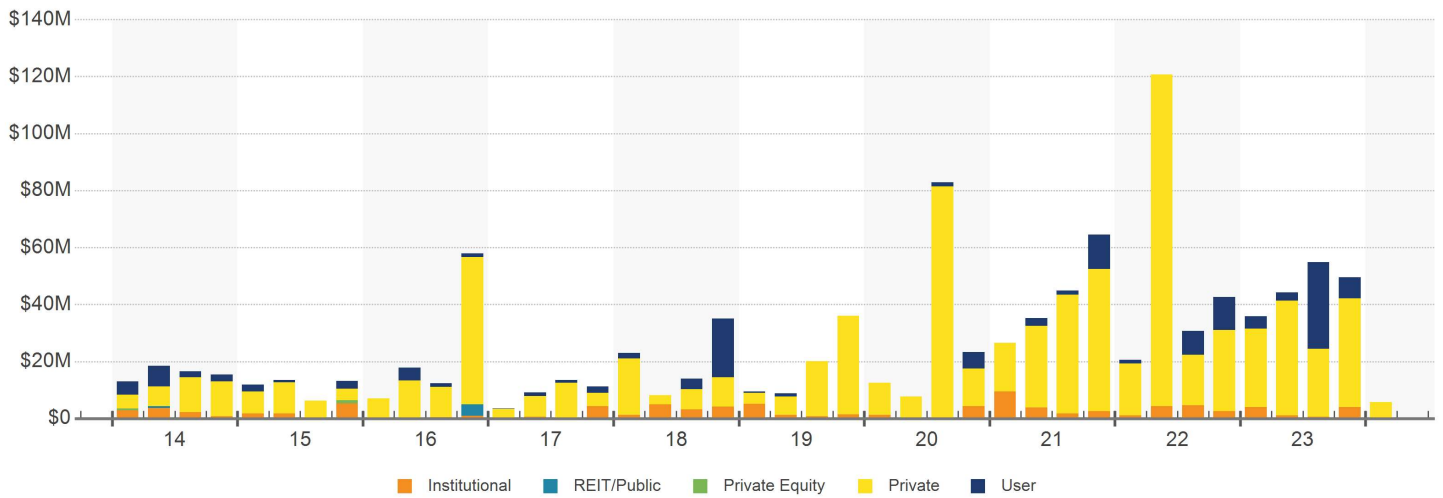


Buying & Selling By Owner Type

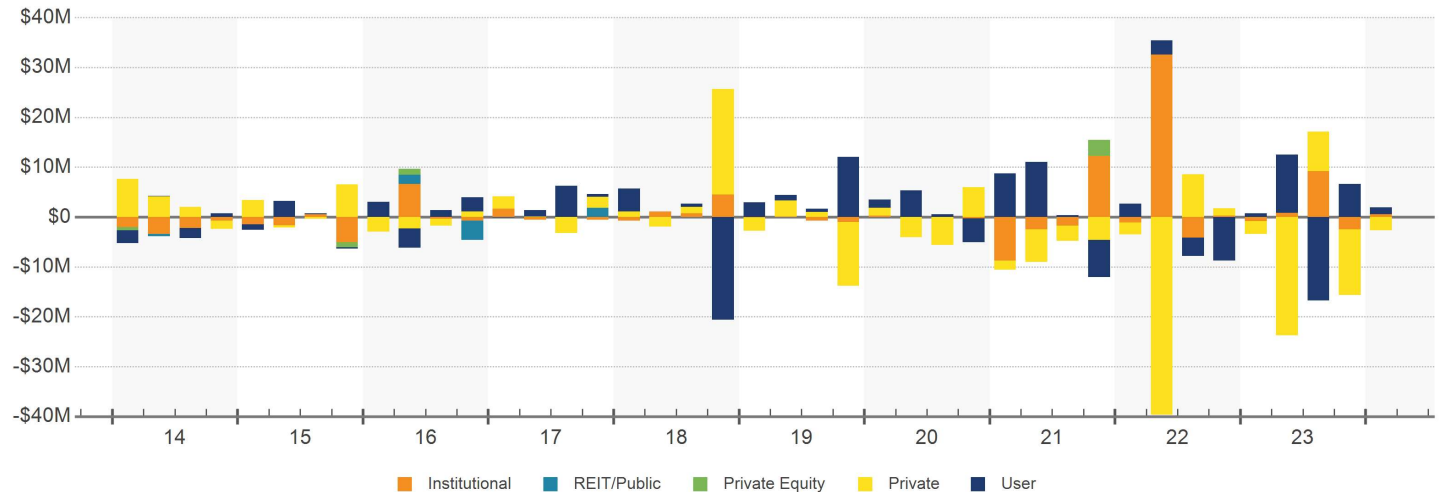
SALES VOLUME BY BUYER TYPE



SALES VOLUME BY SELLER TYPE

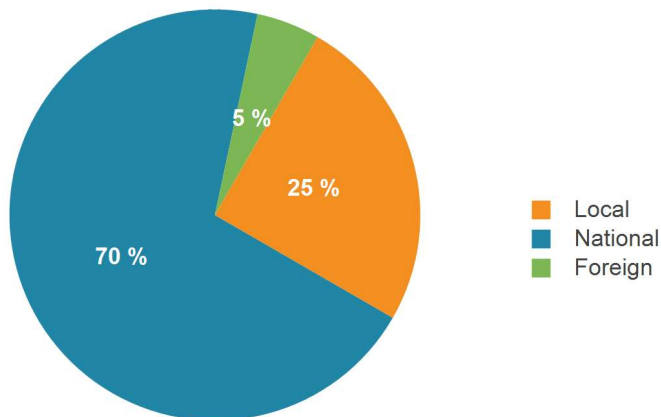


NET BUYING & SELLING BY OWNER TYPE

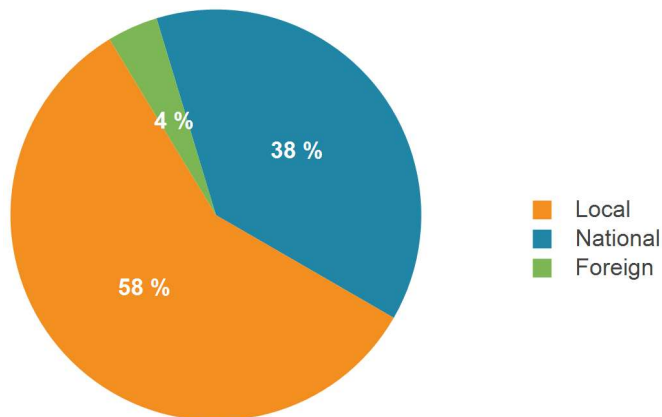


Investment Trends By Buyer & Seller Origin

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



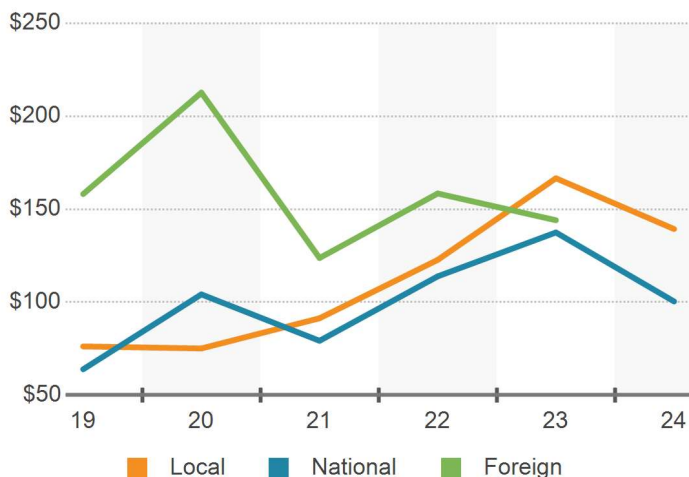
ASSET VALUE BY OWNER ORIGIN



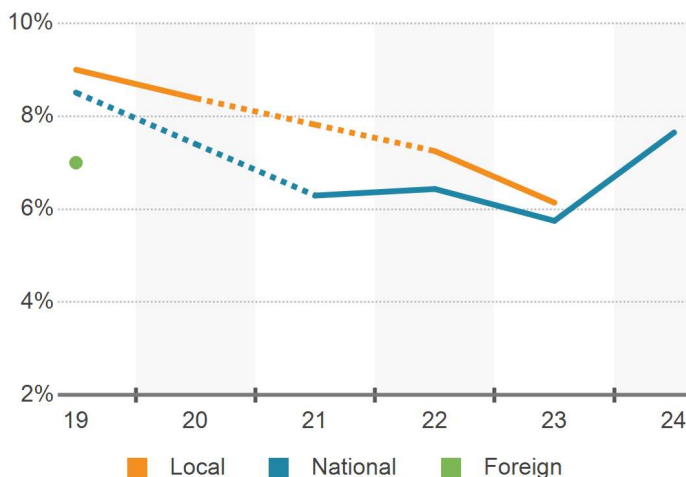
SALES VOLUME BY OWNER ORIGIN

Year	Total				Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	\$12.4M	\$850K	\$6.1M	-\$5.3M	\$9.2M	\$5.2M	\$4M	-	-	-	-	-	-
2023	\$276.5M	\$67.7M	\$133M	-\$65.4M	\$192.2M	\$141.3M	\$50.9M	\$12.3M	\$197.5K	\$12.1M			
2022	\$292.6M	\$42.1M	\$90M	-\$47.9M	\$211.7M	\$193.1M	\$18.7M	\$36.4M	\$8M	\$28.5M			
2021	\$231.5M	\$88.5M	\$89.3M	-\$801.1K	\$130.3M	\$137.9M	-\$7.6M	\$6.3M	\$185K	\$6.1M			
2020	\$156.9M	\$61.8M	\$58.3M	\$3.5M	\$88M	\$95.4M	-\$7.4M	\$1.7M	-	\$1.7M			
2019	\$110.9M	\$49.6M	\$46.4M	\$3.2M	\$48.4M	\$61.1M	-\$12.7M	\$9.5M	\$0	\$9.5M			
2018	\$137.3M	\$56.8M	\$53.7M	\$3.1M	\$71.1M	\$74.4M	-\$3.2M	-	-	-			
2017	\$90.7M	\$42.9M	\$36.7M	\$6.3M	\$38.4M	\$49.8M	-\$11.4M	\$3.3M	\$2.8M	\$507.3K			
2016	\$130.6M	\$47.4M	\$35M	\$12.5M	\$28.6M	\$91.3M	-\$62.7M	\$52.1M	\$3.7M	\$48.4M			
2015	\$70.5M	\$47.6M	\$29.5M	\$18.1M	\$20.8M	\$40.9M	-\$20.1M	\$1.8M	\$93.3K	\$1.7M			
2014	\$103.4M	\$56.5M	\$39.7M	\$16.8M	\$45.9M	\$57.8M	-\$12M	\$940K	\$5.6M	-\$4.7M			

SALE PRICE PER SF BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN



Submarket Sales Trends

SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Manatee	\$120,114,663	59	1,251,011	21,204	8.6%	\$110
Sarasota	\$72,066,538	58	602,391	10,386	8.6%	\$129
Sarasota Outlying	\$38,186,545	42	402,655	9,587	8.5%	\$129
Manatee Outlying	\$14,400,000	13	103,084	7,930	8.6%	\$140

Recent Significant Sales

Sarasota Industrial



4424 24th St E • Building 100 [↻](#)

★★★★★

AXIAL 301 Manatee • Manatee Submarket • Bradenton, FL 34203

Sale Date	Dec 2023	Buyer	Furniture Warehouse (USA)
Sale Price	\$21.9M (\$148/SF)	Seller	Crescent Communities LLC (USA)
Leased	92%	Broker	Newmark
Hold Period	1 Month	Sale Type	Owner User
RBA	147,357 SF		
Year Built	2023		



5821 24th St E • The Motorcoach Club [↻](#)

★★★★★

Manatee Submarket • Bradenton, FL 34203

Sale Date	Jul 2023	Buyer	Motorcoach Store (USA)
Sale Price	\$18.3M (\$169/SF)	Broker	Ian Black Real Estate
Leased	23%	Seller	Avon Cabinet Corp. (USA)
Hold Period	20+ Years	Broker	Ian Black Real Estate
RBA	108,000 SF	Sale Type	Owner User
Year Built	2000		



201 Triple Diamond Blvd [↻](#)

★★★★★

Sarasota Outlying Submarket • North Venice, FL 34275

Sale Date	Aug 2023	Buyer	Buligo Capital Partners (USA)
Sale Price	\$15.4M (\$128/SF)	Seller	Tervis Tumbler (USA)
Leased	65%	Sale Type	Investment
Hold Period	223 Months		
RBA	119,789 SF		
Year Built	2005 (Renov 2009)		



43175 State Road 70 E [↻](#)

★★★★★

Manatee Outlying Submarket • Myakka City, FL 34251

Sale Date	Apr 2023	Buyer	Menards Inc (USA)
Sale Price	\$10.3M (\$147/SF)	Seller	Brian Turner (USA)
Leased	100%	Broker	Wagner Realty
Hold Period	135 Months	Sale Type	Owner User
RBA	70,000 SF		
Year Built	2012 (Renov 2014)		



4500 Carmichael Ave [↻](#)

★★★★★

Sarasota Industrial Park • Sarasota Submarket • Sarasota, FL 34234

Sale Date	Aug 2023	Buyer	Weissman Corp (USA)
Sale Price	\$8.4M (\$107/SF)	Broker	Wagner Realty
Leased	41%	Seller	West Florida Distributors Inc (USA)
Hold Period	76 Months	Broker	Ian Black Real Estate
RBA	78,450 SF	Sale Type	Investment
Year Built	1970		

Recent Significant Sales

Sarasota Industrial



7110 21st St E



Manatee Submarket • Sarasota, FL 34243

Sale Date	Jun 2023	Buyer	Builders FirstSource, Inc. (USA)
Sale Price	\$7.5M (\$88/SF)	Seller	Dessberg Rodney (USA) +1
Leased	0%	Broker	Classic Group Keller Williams
Hold Period	96 Months	Sale Type	Owner User
RBA	85,438 SF		
Year Built	1968 (Renov 2019)		



7110 21st St E



Sarasota, FL 34243

Sale Date	Jun 2023	Buyer	Builders FirstSource, Inc. (USA)
Sale Price	\$6.2M (\$137/SF)	Seller	Dessberg Rodney (USA) +1
Leased	0%	Broker	Classic Group Keller Williams
Hold Period	81 Months	Sale Type	Owner User
RBA	45,439 SF		
Year Built	2006		



1500 N Washington Blvd



Sarasota Submarket • Sarasota, FL 34236

Sale Date	Sep 2023	Buyer	Xu Zhou (USA)
Sale Price	\$5.1M (\$204/SF)	Broker	RE/MAX Alliance Group
Leased	100%	Seller	Serbin Printing Inc (USA)
Hold Period	20+ Years	Broker	RE/MAX Alliance Group
RBA	25,000 SF	Sale Type	Owner User
Year Built	1975		



2231 Whitfield Park Loop



Whitfield Business Park • Manatee Submarket • Sarasota, FL 34243

Sale Date	Nov 2023	Buyer	Weissman Corp (USA)
Sale Price	\$4.7M (\$102/SF)	Broker	Wagner Realty
Leased	100%	Seller	Robson Corporation (USA)
Hold Period	20+ Years	Sale Type	Investment
RBA	45,500 SF	Sale Cond	Sale Leaseback
Year Built	1977		



1920 Whitfield Ave



Manatee Submarket • Sarasota, FL 34243

Sale Date	Mar 2023	Buyer	NNN Investment Advisors (USA)
Sale Price	\$4.3M (\$105/SF)	Broker	NNN Investment Advisors
Leased	100%	Seller	CM Industrial Shredders (USA)
Hold Period	51 Months	Broker	Colliers
RBA	40,353 SF	Sale Type	Investment
Year Built	1970	Sale Cond	Sale Leaseback

Recent Significant Sales

Sarasota Industrial



6111 Porter Way



Garden Industrial Park • Sarasota Submarket • Sarasota, FL 34232

Sale Date	Dec 2023	Buyer	The Mas Group of Compa... (USA)
Sale Price	\$3.9M (\$242/SF)	Seller	Epic Development (USA)
Cap Rate	6.3% (Actual)	Sale Type	Investment
Leased	100%		
Hold Period	32 Months		
RBA	15,881 SF		
Year Built	1975		



6425 15th St E



Manatee Submarket • Sarasota, FL 34243

Sale Date	Apr 2023	Buyer	Donatas Filipavicius (USA)
Sale Price	\$3.7M (\$174/SF)	Broker	Horizon Realty International Inc
Leased	100%	Seller	Donald L. Valk (USA)
Hold Period	20+ Years	Broker	Hembree & Associates, Inc.
RBA	21,524 SF	Sale Type	Owner User
Year Built	1997		



1208 N Orange Ave



Sarasota Submarket • Sarasota, FL 34236

Sale Date	May 2023	Buyer	Vincent Winoski (USA)
Sale Price	\$3.5M (\$185/SF)	Seller	Marker Marine (USA)
Leased	100%	Sale Type	Investment
Hold Period	55 Months		
RBA	18,966 SF		
Year Built	1940		



1926 72nd Dr E



SRS Distribution, Inc. • Manatee Submarket • Sarasota, FL 34243

Sale Date	Nov 2023	Buyer	Ultimate Realty (USA)
Sale Price	\$3.5M (\$95/SF)	Seller	Ward Development & Inve... (USA)
Cap Rate	6.5% (Actual)	Broker	Kassin Sabbagh Realty
Leased	100%	Sale Type	Investment
Hold Period	78 Months		
RBA	37,020 SF		
Year Built	2006 (Renov 2014)		



2151 Whitfield Industrial Way



Manatee Submarket • Sarasota, FL 34243

Sale Date	Nov 2023	Buyer	Ackerman Plumbing Inc (USA)
Sale Price	\$3.5M (\$77/SF)	Seller	Hoveround (USA)
Leased	0%	Broker	Ian Black Real Estate
Hold Period	20+ Years	Sale Type	Owner User
RBA	44,585 SF	Sale Cond	High Vacancy Property
Year Built	1982		

Recent Significant Sales

Sarasota Industrial



885 Tallevast Rd [↻](#)



University Park of Commer • Manatee Submarket • Sarasota, FL 34243

Sale Date	Oct 2023	Buyer	Tally Ho Bar And Grille (USA)
Sale Price	\$3.1M (\$156/SF)	Seller	Gary Green (USA)
Leased	69%	Broker	SVN Commercial Advisory Group
Hold Period	75 Months	Sale Type	Investment
RBA	19,920 SF		
Year Built	1999		



4900-4954 N Chamberlain Blvd • Port 75 Commons [↻](#)



Port 75 Commons • Sarasota Outlying Submarket • North Port, FL 34286

Sale Date	Dec 2023	Buyer	Darren Piggins (USA)
Sale Price	\$3.1M (\$207/SF)	Seller	Leonard & Stacey Zedeck (USA)
Leased	100%	Broker	Transworld Realty Services Inc
Hold Period	180 Months	Sale Type	Owner User
RBA	15,000 SF	Sale Cond	Expansion
Year Built	2008		



719 Cattlemen Rd [↻](#)



Sarasota Submarket • Sarasota, FL 34232

Sale Date	Dec 2023	Buyer	Integral Property Solution... (USA)
Sale Price	\$3M (\$169/SF)	Seller	Noah Weiler (USA)
Leased	100%	Sale Type	Owner User
Hold Period	90 Months		
RBA	17,734 SF		
Year Built	1978		



7675-7685 Matoaka Rd [↻](#)



Tallevast Industrial Park • Manatee Submarket • Sarasota, FL 34243

Sale Date	Feb 2024	Buyer	The Stow Company Inc. (USA)
Sale Price	\$2.8M (\$156/SF)	Seller	Esprux Technologies (USA)
Leased	100%	Broker	Preferred Shore Commercial
Hold Period	79 Months	Sale Type	Investment
RBA	18,150 SF		
Year Built	1985		



4234 Solutions Ln [↻](#)



Manatee Outlying Submarket • Bradenton, FL 34211

Sale Date	Sep 2023	Buyer	Entheos Commercial Real... (USA)
Sale Price	\$2.8M (\$308/SF)	Broker	Entheos Commercial Realty LLC
Leased	0%	Seller	Sarasota Italian Prop Llc (USA)
Hold Period	44 Months	Sale Type	Investment
RBA	9,100 SF	Sale Cond	High Vacancy Property
Year Built	2020		

TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Benderson Development Company, Inc.	2,334,349	24	97,265	-	-	-
PepsiCo, Inc.	1,536,518	4	384,130	-	-	-
Bealls, Inc.	1,016,499	2	508,250	-	-	-
Rester Management	907,237	1	907,237	-	-	-
MDH Partners, LLC	651,780	8	81,473	-	-	-
PGT Innovations	634,341	7	90,620	-	-	-
Ninigret Group, L.C.	578,658	11	52,605	-	-	-
Feld Entertainment	575,000	1	575,000	-	-	-
GIC Private Limited	469,646	7	67,092	-	-	-
The High Companies	398,845	16	24,928	-	-	-
Publix Super Markets Inc.	390,111	2	195,056	-	-	-
Sysco Corporation	384,283	1	384,283	-	-	-
Solomon Construction & Development	359,468	25	14,379	-	-	-
CBRE Investment Management	331,241	1	331,241	-	-	-
Famiglio & Associates	325,687	5	65,137	-	-	-
Oshkosh Corporation	300,000	1	300,000	-	-	-
Corrado Ruscica	280,000	1	280,000	-	-	-
Air Products and Chemicals, Inc.	277,287	1	277,287	-	-	-
The Pugliese Company	275,025	1	275,025	-	-	-
Anderson Enterprises Inc	256,698	5	51,340	-	-	-
Forest Products Supply, Inc.	218,890	2	109,445	-	-	-
Waeber Property Group	211,472	1	211,472	-	-	-
2lobsters Llc	209,241	1	209,241	-	-	-
Mountain Manor, Inc.	204,683	13	15,745	-	-	-
Falkner Financial Corporation	198,000	2	99,000	-	-	-
Manatee County Port Authority	194,277	2	97,139	-	-	-
The Northwind Group, LLC	186,439	8	23,305	-	-	-
Diventi, Inc.	184,496	6	30,749	\$8,276,700	-	\$8,276,700
Genet Property Group	181,983	5	36,397	-	-	-
Paver Development	181,623	5	36,325	-	-	-
Jamie C Walkup	180,325	1	180,325	-	-	-
The Starling Group	177,108	3	59,036	-	-	-
Portsmouth Corporate Financial Servi...	170,361	7	24,337	-	-	-
Flowers Foods	159,163	2	79,582	-	-	-
Port Authority Manatee County	154,940	1	154,940	-	-	-
Whitefield Office Llc	152,789	2	76,395	-	-	-
Builders FirstSource, Inc.	152,549	3	50,850	\$13,750,000	-	\$13,750,000
Smurfit-Stone Container Enterprises,...	150,647	1	150,647	-	-	-
Innovation Marine Corp	148,612	2	74,306	-	-	-
Furniture Warehouse	147,357	1	147,357	\$21,850,200	-	\$21,850,200
ASO LLC	146,176	1	146,176	-	-	-
Shumaker	144,000	2	72,000	-	-	-

TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Furniture Warehouse	\$21,850,200	1	147,357	147,357	-	\$148
Motorcoach Store	\$18,300,000	1	108,000	108,000	-	\$169
Buligo Capital Partners	\$15,350,000	1	119,789	119,789	-	\$128
Builders FirstSource, Inc.	\$13,750,000	2	130,877	65,439	-	\$105
Weissman Corp	\$13,050,000	2	123,950	61,975	-	\$105
Menards Inc	\$10,300,000	1	70,000	70,000	-	\$147
Xu Zhou	\$5,100,000	1	25,000	25,000	-	\$204
The Boyd Group, Inc.	\$4,660,000	2	25,724	12,862	-	\$181
Richard Grondin	\$4,250,000	1	40,353	40,353	-	\$105
Entheos Commercial Realty LLC	\$3,900,000	3	23,245	7,748	-	\$168
AJP Ventures, Corp.	\$3,850,000	1	15,881	15,881	6.3%	\$242
Donatas Filipavicius	\$3,735,500	1	21,524	21,524	-	\$174
Ultimate Realty	\$3,500,000	1	37,020	37,020	6.5%	\$95
Vincent Winoski	\$3,500,000	1	18,966	18,966	-	\$185
Ackerman Plumbing Inc	\$3,450,000	1	44,585	44,585	-	\$77
Tally Ho Bar And Grille	\$3,102,500	1	19,920	19,920	-	\$156
Darren Piggins	\$3,100,000	1	15,000	15,000	-	\$207
Integral Property Solutions, Inc.	\$3,000,000	1	17,734	17,734	-	\$169
The Stow Company Inc.	\$2,825,000	1	18,150	18,150	-	\$156
Premier Performance Interiors	\$2,800,000	1	20,291	20,291	-	\$138
Serbin Properties	\$2,750,000	1	17,522	17,522	8.0%	\$157
Weiler Construction, Inc	\$2,750,000	1	1,500	1,500	-	\$1,833
Lee C Hodge	\$2,605,500	1	41,495	41,495	-	\$63
Curtiss Archambeau	\$2,525,000	2	12,300	6,150	-	\$205
Rodger & Kerri Dowdell	\$2,500,000	3	20,120	6,707	-	\$124
McNulty Group Inc.	\$2,499,900	1	10,300	10,300	-	\$243
John W McDowell	\$2,400,000	1	5,364	5,364	-	\$447
Sarasota County Government	\$2,400,000	1	12,960	12,960	-	\$185
Strategic Real Estate Advisors	\$2,400,000	1	11,828	11,828	6.5%	\$203
Handcrafted Iron Doors	\$2,300,000	1	14,000	14,000	-	\$164
Steven Pullon	\$2,200,000	1	18,300	18,300	6.3%	\$120
Bailey Family Foundation, Inc.	\$2,150,000	1	17,196	17,196	-	\$125
Mark D Cooper	\$2,100,000	1	10,000	10,000	-	\$210
See Grins	\$2,100,000	1	14,997	14,997	7.7%	\$140
Statewide Turf Equipment Inc	\$2,100,000	1	18,174	18,174	-	\$116
Stephen Vickar	\$2,067,000	1	13,070	13,070	-	\$158
Luv Tile	\$2,015,000	1	14,400	14,400	-	\$140
Emilio J & Linda L Sadez	\$1,900,000	1	11,497	11,497	-	\$165
Thiago Lima	\$1,700,000	1	12,200	12,200	-	\$139
Pro Audio Svc Inc	\$1,600,000	1	6,000	6,000	6.2%	\$267
Brandan M Adams	\$1,575,000	1	7,000	7,000	-	\$225
Chad Haydar	\$1,430,000	1	6,250	6,250	6.8%	\$229

TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Crescent Communities LLC	\$21,850,200	2	294,714	147,357	-	\$74
Avon Cabinet Corp.	\$18,300,000	1	108,000	108,000	-	\$169
Tervis Tumbler	\$15,350,000	1	119,789	119,789	-	\$128
Brian Turner	\$10,300,000	1	70,000	70,000	-	\$147
West Florida Distributors Inc	\$8,400,000	1	78,450	78,450	-	\$107
Dessberg Rodney	\$6,875,000	2	65,438	32,719	-	\$105
Rodney Dessberg	\$6,875,000	2	65,438	32,719	-	\$105
Serbin Printing Inc	\$5,100,000	1	25,000	25,000	-	\$204
Robson Corporation	\$4,650,000	1	45,500	45,500	-	\$102
Bengal Machine	\$4,250,000	1	40,353	40,353	-	\$105
Epic Development	\$3,850,000	1	15,881	15,881	6.3%	\$242
Donald L. Valk	\$3,735,500	1	21,524	21,524	-	\$174
Marker Marine	\$3,500,000	1	18,966	18,966	-	\$185
Ward Development & Investment Co	\$3,500,000	1	37,020	37,020	6.5%	\$95
Hoveround	\$3,450,000	1	44,585	44,585	-	\$77
Gary Green	\$3,102,500	1	19,920	19,920	-	\$156
Leonard & Stacey Zedeck	\$3,100,000	1	15,000	15,000	-	\$207
Noah Weiler	\$3,000,000	1	17,734	17,734	-	\$169
Esprit Technologies	\$2,825,000	1	18,150	18,150	-	\$156
Gap Properties Of Florida-1	\$2,800,000	1	20,291	20,291	-	\$138
Sarasota Italian Prop Llc	\$2,800,000	1	9,100	9,100	-	\$308
Mike Marshall	\$2,750,000	1	17,522	17,522	8.0%	\$157
Miller Brothers Contractors, Inc	\$2,750,000	1	1,500	1,500	-	\$1,833
Euro-Wall	\$2,605,500	1	41,495	41,495	-	\$63
Service Minds Llc	\$2,500,000	3	20,120	6,707	-	\$124
Timothy O Huffstutler	\$2,499,900	1	10,300	10,300	-	\$243
Franchise Group, Inc.	\$2,400,000	1	16,000	16,000	-	\$150
N & M Cooling And Heating, Inc.	\$2,400,000	1	12,960	12,960	-	\$185
Nickolas Dee Draganov	\$2,400,000	1	5,364	5,364	-	\$447
Rankin Development	\$2,400,000	1	11,828	11,828	6.5%	\$203
Cambridge Management Services, Inc.	\$2,300,000	1	14,000	14,000	-	\$164
North Port Auto Body	\$2,260,000	1	9,724	9,724	-	\$232
Tim Samuel	\$2,200,000	1	18,300	18,300	6.3%	\$120
Gries Investments Funds	\$2,150,000	1	17,196	17,196	-	\$125
Badger Bobs Services	\$2,100,000	1	14,997	14,997	7.7%	\$140
Smith, Earl	\$2,100,000	1	18,174	18,174	-	\$116
Tromble Management Company	\$2,100,000	1	10,000	10,000	-	\$210
Ackerman Plumbing Inc	\$2,067,000	1	13,070	13,070	-	\$158
Seevers, Lary	\$2,015,000	1	14,400	14,400	-	\$140
North Shore Imports, L.L.C.	\$1,900,000	1	11,497	11,497	-	\$165
Nicole Shahida	\$1,700,000	1	12,200	12,200	-	\$139
Environmental Biotech International LLC	\$1,600,000	1	12,402	12,402	-	\$129

TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Ian Black Real Estate	\$56,612,000	12	410,679	34,223	7.7%	\$138
Wagner Realty	\$25,630,000	5	206,970	41,394	-	\$124
Newmark	\$21,850,200	2	294,714	147,357	-	\$74
American Property Group of Sarasota, Inc.	\$14,644,800	11	110,264	10,024	-	\$133
Harry E. Robbins Associates, Inc.	\$13,250,000	9	137,087	15,232	5.5%	\$97
Re/Max Alliance Group	\$12,950,000	3	67,522	22,507	8.0%	\$192
Michael Saunders & Company	\$8,375,000	6	46,105	7,684	-	\$182
Richardson Kleiber Walter Kleiber Button Inc.	\$7,025,000	6	44,149	7,358	-	\$159
Keller Williams Realty, Inc	\$6,875,000	2	65,438	32,719	-	\$105
Marcus & Millichap	\$6,830,000	5	56,070	11,214	4.7%	\$122
SVN International Corp	\$5,652,500	3	31,520	10,507	-	\$179
Cushman & Wakefield	\$5,525,000	3	43,109	14,370	-	\$128
Hembree & Associates, Inc.	\$5,035,500	3	27,964	9,321	7.0%	\$180
Richard Grondin	\$4,250,000	1	40,353	40,353	-	\$105
Anywhere Real Estate Inc.	\$4,180,000	2	23,772	11,886	7.4%	\$176
Loyd Robbins & Co	\$3,880,000	4	19,135	4,784	-	\$203
Horizon Realty International Inc	\$3,735,500	1	21,524	21,524	-	\$174
Kassin Sabbagh Realty	\$3,500,000	1	37,020	37,020	6.5%	\$95
Barclay's Real Estate Group	\$3,200,000	2	12,000	6,000	6.2%	\$267
Transworld Realty Services Inc	\$3,100,000	1	15,000	15,000	-	\$207
Preferred Shore Real Estate	\$2,825,000	1	18,150	18,150	-	\$156
Entheos Commercial Realty LLC	\$2,800,000	1	9,100	9,100	-	\$308
Miller Brothers Contractors, Inc	\$2,750,000	1	1,500	1,500	-	\$1,833
B. Riley Financial	\$2,400,000	1	16,000	16,000	-	\$150
MCGREGOR INTERNATIONAL REAL EST...	\$2,400,000	1	11,828	11,828	6.5%	\$203
LandQwest Commercial	\$2,260,000	1	9,724	9,724	-	\$232
Colliers	\$2,125,000	1	20,176	20,176	-	\$105
Lasbury Tracy Realty	\$2,009,890	3	19,050	6,350	-	\$106
LSI Companies, Inc.	\$1,948,256	2	14,254	7,127	-	\$137
Apple Real Estate LLC	\$1,350,000	1	7,519	7,519	-	\$180
Frank Hill Realty Of Florida And Michigan	\$1,350,000	1	12,567	12,567	-	\$107
Gulf Coast Commercial Group	\$1,350,000	1	10,620	10,620	-	\$127
Horizon Properties of Sarasota	\$1,350,000	1	20,138	20,138	-	\$67
Sam Erb Realty, LLC	\$1,350,000	1	7,519	7,519	-	\$180
Marina Solo Real Estate	\$1,300,000	1	6,045	6,045	-	\$215
Realty Hub	\$1,230,000	1	9,820	9,820	-	\$125
MDG & ASSOCIATES REAL ESTATE, LLC	\$900,000	1	4,690	4,690	7.0%	\$192
Plaice Properties Llc	\$600,000	1	3,750	3,750	-	\$160
Forever Florida Real Estate	\$465,000	1	5,173	5,173	-	\$90
Prime Commercial	\$400,000	1	1,896	1,896	-	\$211
Merritt Realty Corporation	\$365,000	1	2,300	2,300	-	\$159
BES Management LLC	\$275,000	1	1,225	1,225	-	\$224

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$158.80	315	8.2%
2027	-	-	-	-	-	-	\$147.47	292	8.4%
2026	-	-	-	-	-	-	\$135.81	269	8.7%
2025	-	-	-	-	-	-	\$123.43	244	9.0%
2024	-	-	-	-	-	-	\$117.82	233	9.0%
YTD	22	\$12.4M	0.3%	\$1,242,700	\$101.29	7.7%	\$119.65	237	8.6%
2023	186	\$276.5M	4.6%	\$1,868,387	\$144.78	6.4%	\$118.07	234	8.6%
2022	202	\$292.6M	5.4%	\$1,721,467	\$119.71	6.5%	\$115.56	229	7.9%
2021	298	\$231.5M	6.2%	\$1,163,335	\$85.10	6.3%	\$106.67	211	7.5%
2020	177	\$156.9M	4.0%	\$1,216,482	\$90.71	7.6%	\$88.28	175	8.2%
2019	165	\$110.9M	5.4%	\$866,370	\$73.61	8.4%	\$77.33	153	8.7%
2018	222	\$137.3M	5.7%	\$885,849	\$58.97	7.7%	\$70.94	141	8.8%
2017	191	\$90.7M	5.3%	\$824,625	\$54.78	7.7%	\$63.58	126	9.0%
2016	159	\$130.6M	6.0%	\$1,028,423	\$51.15	7.3%	\$62.16	123	8.6%
2015	183	\$70.5M	4.7%	\$507,402	\$44.22	8.7%	\$58.11	115	8.7%
2014	228	\$103.4M	6.9%	\$584,381	\$35.19	7.9%	\$53.39	106	9.0%
2013	181	\$50.2M	3.6%	\$398,475	\$41.24	8.7%	\$49.65	98	9.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$153.79	328	7.8%
2027	-	-	-	-	-	-	\$142.68	304	8.0%
2026	-	-	-	-	-	-	\$131.30	280	8.3%
2025	-	-	-	-	-	-	\$119.21	254	8.6%
2024	-	-	-	-	-	-	\$113.84	243	8.5%
YTD	2	\$1.7M	0.4%	\$1,700,000	\$139.34	-	\$115.92	247	8.2%
2023	29	\$73.3M	7.6%	\$3,857,864	\$153.76	6.0%	\$114.43	244	8.2%
2022	22	\$30.4M	2.7%	\$1,597,750	\$111.10	6.1%	\$111.99	239	7.6%
2021	23	\$40.8M	3.5%	\$2,265,827	\$119.03	-	\$102.94	219	7.2%
2020	20	\$11.5M	2.2%	\$956,801	\$61.16	-	\$87.06	185	7.8%
2019	23	\$31.9M	4.0%	\$1,873,804	\$98.38	8.2%	\$76.33	163	8.3%
2018	29	\$32M	7.1%	\$1,883,371	\$47.10	7.0%	\$68.83	147	8.4%
2017	24	\$20.1M	3.9%	\$1,544,610	\$74.78	7.8%	\$60.73	129	8.7%
2016	23	\$22M	3.2%	\$1,098,121	\$73.58	7.3%	\$59.20	126	8.4%
2015	13	\$10.9M	3.2%	\$995,007	\$45.45	8.0%	\$54.37	116	8.5%
2014	48	\$33.6M	11.7%	\$1,084,648	\$28.64	9.0%	\$49.43	105	8.9%
2013	14	\$4.7M	1.4%	\$467,975	\$79.57	-	\$46.14	98	9.1%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$157	312	8.3%
2027	-	-	-	-	-	-	\$145.84	290	8.6%
2026	-	-	-	-	-	-	\$134.33	267	8.8%
2025	-	-	-	-	-	-	\$122.11	243	9.1%
2024	-	-	-	-	-	-	\$116.57	232	9.1%
YTD	17	\$9.9M	0.3%	\$1,408,857	\$92.50	7.7%	\$118.34	236	8.7%
2023	139	\$184.5M	3.9%	\$1,618,500	\$140.38	6.5%	\$116.76	232	8.7%
2022	162	\$249.8M	6.5%	\$1,836,913	\$119.71	6.5%	\$114.11	227	8.0%
2021	204	\$180.9M	7.0%	\$1,070,677	\$78.76	6.3%	\$105.31	210	7.6%
2020	128	\$135.9M	4.6%	\$1,386,445	\$93.49	7.6%	\$86.62	172	8.3%
2019	117	\$61.6M	5.7%	\$635,296	\$60.89	8.5%	\$75.81	151	8.8%
2018	163	\$93.2M	5.0%	\$764,323	\$62.97	7.8%	\$69.80	139	8.9%
2017	147	\$62.6M	5.7%	\$728,033	\$50.85	7.6%	\$62.65	125	9.1%
2016	114	\$101.5M	6.8%	\$1,103,780	\$48.91	7.3%	\$61.26	122	8.7%
2015	155	\$53.5M	5.0%	\$460,987	\$42.38	8.8%	\$57.45	114	8.7%
2014	158	\$61.2M	5.7%	\$493,188	\$38.87	8.7%	\$53.04	106	9.1%
2013	135	\$41.5M	4.0%	\$403,165	\$38.83	8.9%	\$49.27	98	9.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$188.66	303	8.3%
2027	-	-	-	-	-	-	\$175.27	282	8.5%
2026	-	-	-	-	-	-	\$161.48	260	8.8%
2025	-	-	-	-	-	-	\$146.81	236	9.1%
2024	-	-	-	-	-	-	\$139.97	225	9.0%
YTD	3	\$865K	0.1%	\$432,500	\$223.23	-	\$141.72	228	8.7%
2023	18	\$18.7M	3.1%	\$1,247,525	\$157.36	-	\$139.90	225	8.7%
2022	18	\$12.5M	2.5%	\$831,467	\$147.51	7.0%	\$138.38	222	7.9%
2021	71	\$9.8M	5.1%	\$814,525	\$121.75	-	\$129.09	208	7.5%
2020	29	\$9.6M	3.0%	\$503,842	\$107.53	-	\$106.67	171	8.2%
2019	25	\$17.4M	6.1%	\$1,244,068	\$102.08	-	\$93.98	151	8.7%
2018	30	\$12M	8.2%	\$752,616	\$71.82	8.1%	\$87.01	140	8.7%
2017	20	\$8M	5.5%	\$728,909	\$51.42	8.0%	\$79.71	128	8.8%
2016	22	\$7.1M	6.2%	\$473,300	\$39.72	-	\$78.36	126	8.4%
2015	15	\$6.1M	5.4%	\$509,110	\$66.08	-	\$74.21	119	8.4%
2014	22	\$8.7M	5.3%	\$393,455	\$45.09	7.0%	\$67.16	108	8.9%
2013	32	\$4M	5.3%	\$307,854	\$44.81	8.5%	\$62.48	100	9.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.