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COMMERCIAL DIVISIONSM

Laurel Point

80.40 Acres - Previously Proposed 175 SFR
Unit Development With 23,000 SF Of Mixed-Use
Commercial Space, Interstate 95/State Road 16, St. Augustine, FL 32092
List Price: \$6,000,000

Exclusively Represented By:

Joe Hatin

VP, Commercial Division

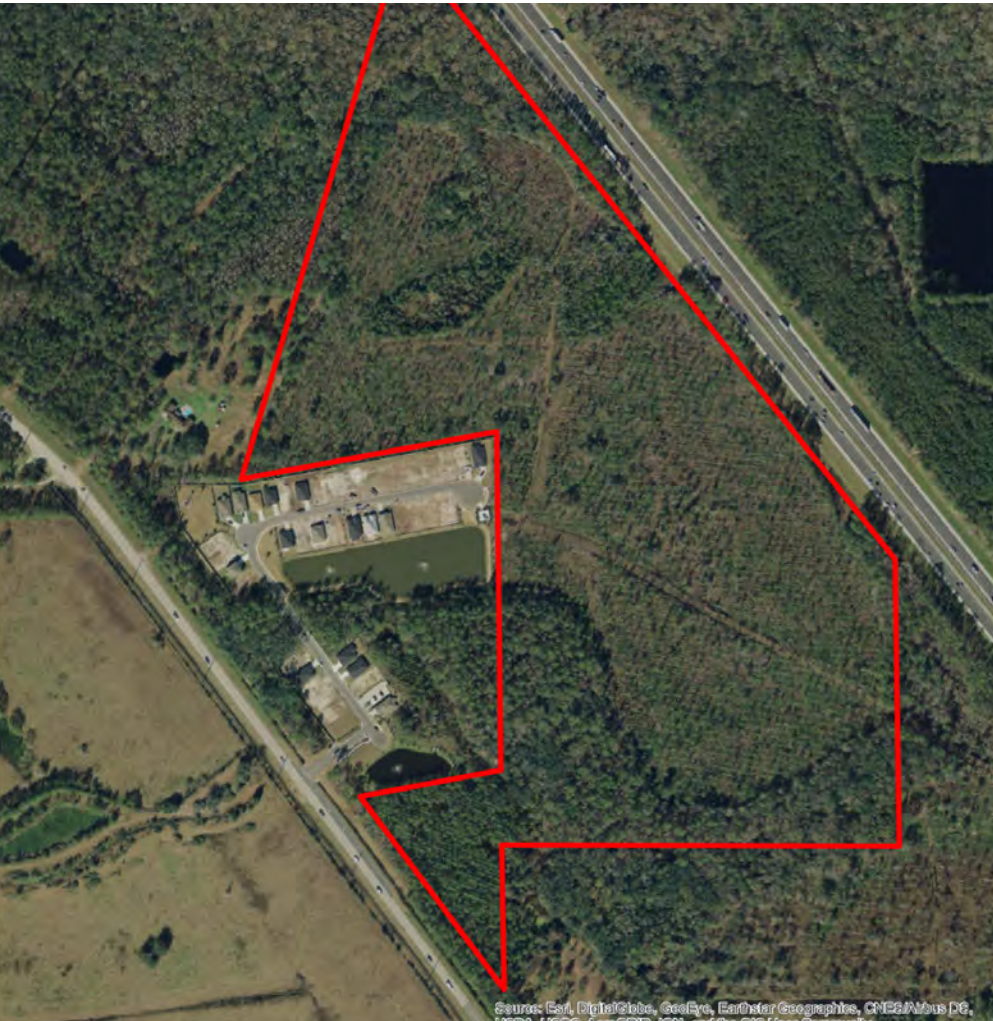
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OFFERING MEMORANDUM

Property Description - 80.40 Acres Raw Land For Development

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Location Description

St. Augustine is experiencing a notable upswing in economic and commercial activities. As a city famed for its rich history and vibrant tourism industry, recent trends indicate a diversification in economic drivers, including technology startups, retail sectors, and hospitality services. The demand for commercial spaces in burgeoning sectors has increased as local businesses and multinational companies seek strategic footholds within the region, taking advantage of its economic vibrancy and growth potential. The St. Johns County area, encompassing St. Augustine, is one of the fastest-growing counties in Florida. The expanding residential developments highlight a community-centric growth model, attracting families and professionals seeking enhanced quality of life. This transformation is underpinned by top-rated educational institutions, recreational amenities, and a blend of suburban and coastal lifestyles. As residential communities expand, they contribute to an increased patronage of local businesses, creating synergistic development opportunities for commercial investors. These impacts promise robust demand for retail, office, and service-oriented commercial facilities, aligning with consumer convenience and accessibility needs.

Site Description

The subject property contains a total of 80.40 acres and is strategically located on the north side of State Road 16, lying west of Interstate 95 in a mixed-use commercial and residential growth corridor. The property is ideally suited for mixed-use commercial, single and/or multi-family residential development. The property was previously known as Laurel Point, a proposed development consisting of 175 single family units and 23,000 square feet of commercial and office space, that was denied by the Board of County Commissioners in October, 2022.

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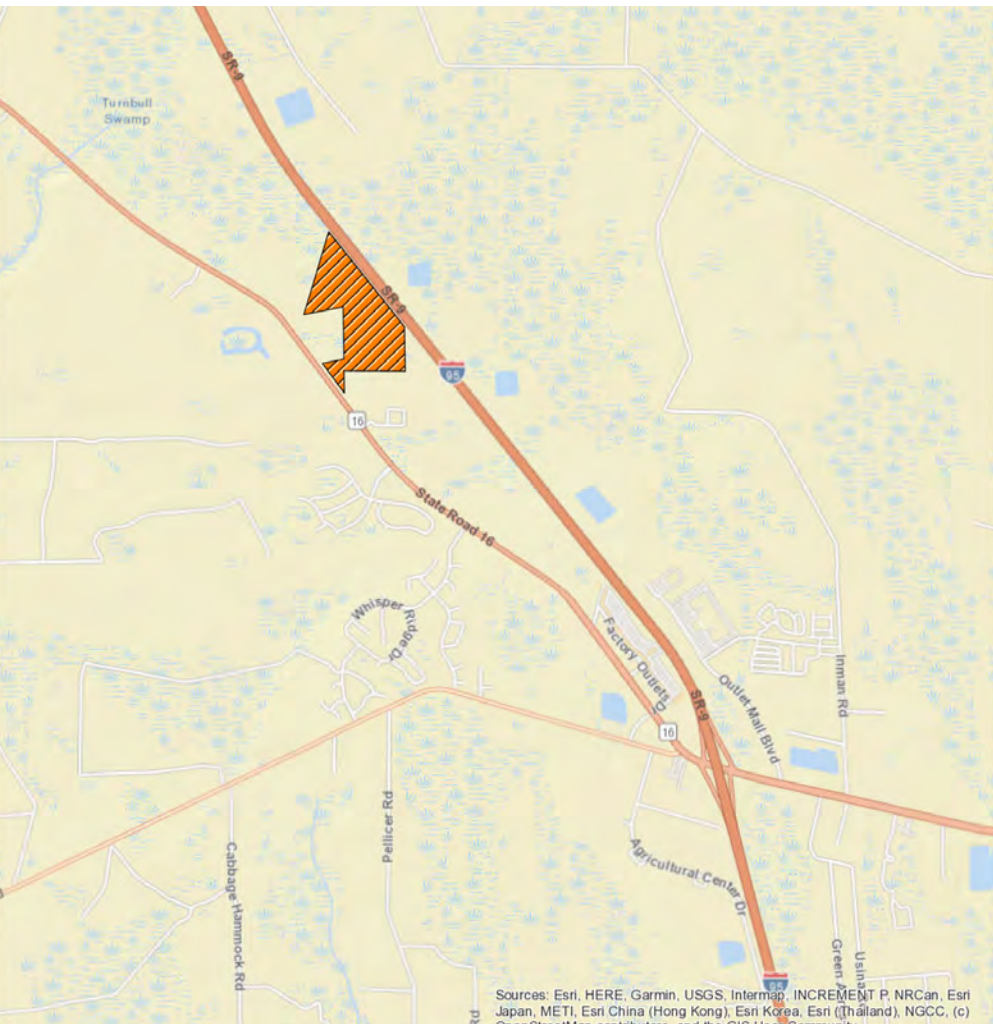
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Executive Property Summary & Highlights

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Property Highlights

- Zoned Open Rural
- Future Land Use - Rural Silviculture
- SJRWMD Conservation Easements released
- No longer subject to use restrictions
- Previous Proposed Development:
 - Laurel Point COMPAMD 2021-12, PUD 2022-10
 - (Denied 10/2022) Included:
 - Residential C- Maximum 6 DU/AC
 - Neighborhood and General Commercial Uses
 - Proposed 175 Single Family Units (3.1 DU/AC)
 - Proposed 23,000 SF Commercial and Office
- 80.40 Total Acres
- 23.85 Acres Wetland Preservation
- 6.42 Acres Maximum Wetland Impacts
- 2.22 AC Amenity Center
- Development and Scenic Edges
- Versatile investment opportunity
- Located in St. Johns County/St. Augustine
- Expansive tract of land

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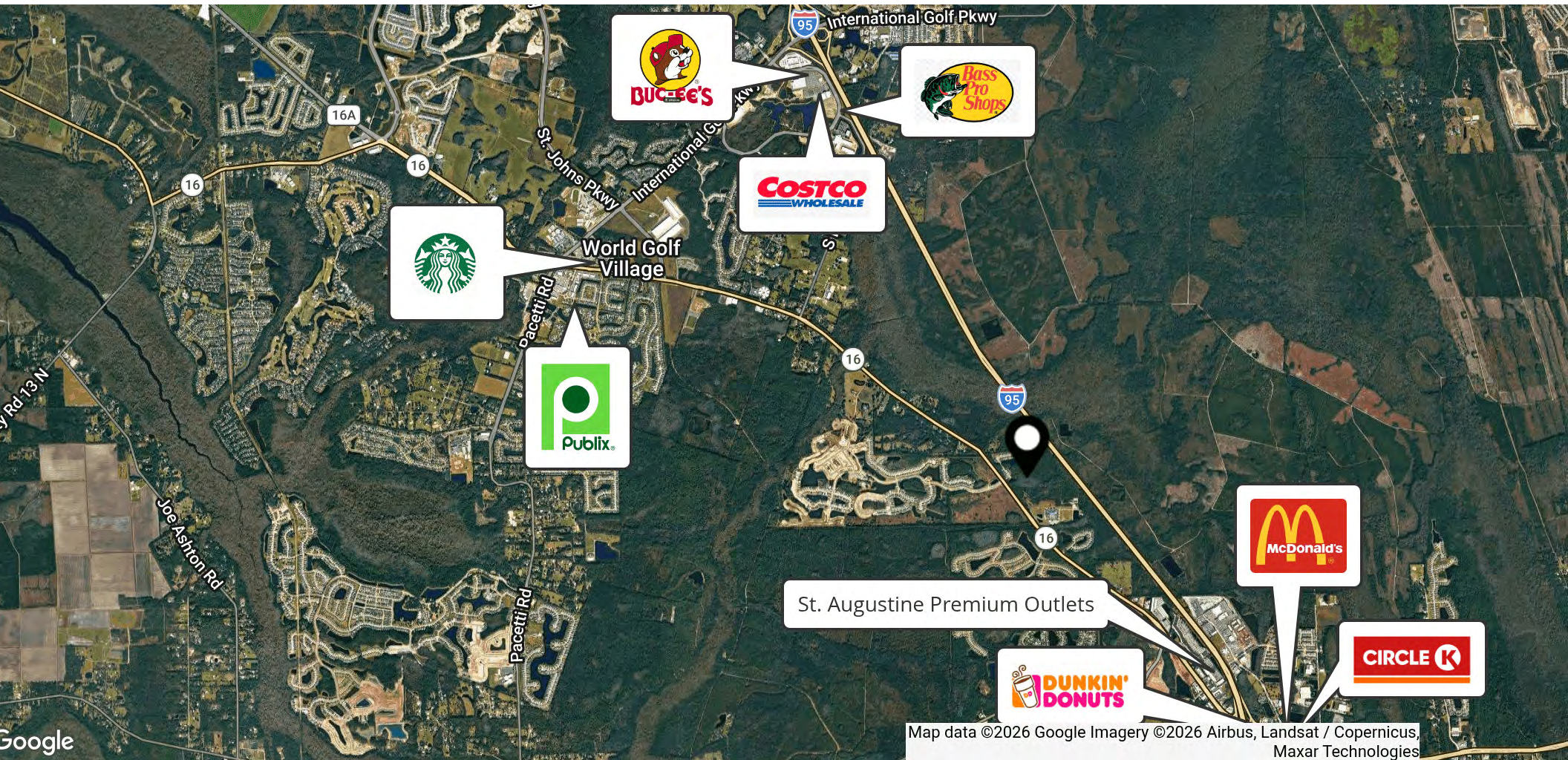
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Retailer Map

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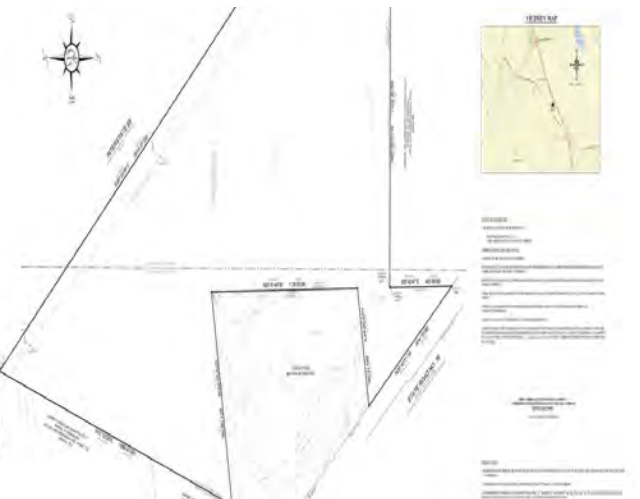
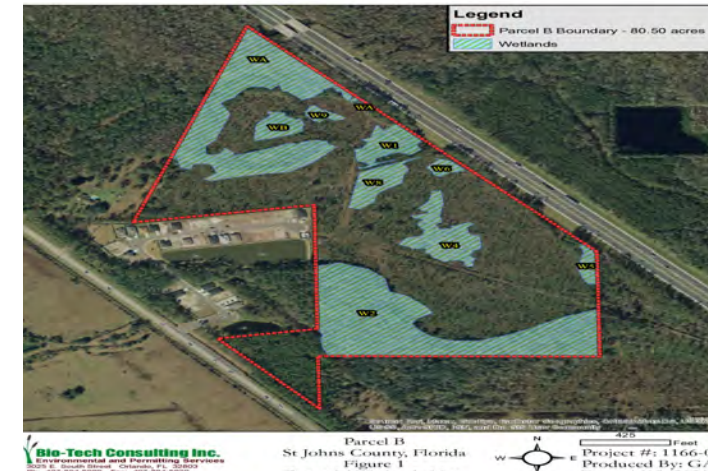
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Additional Maps, Survey, Topo, Aerial

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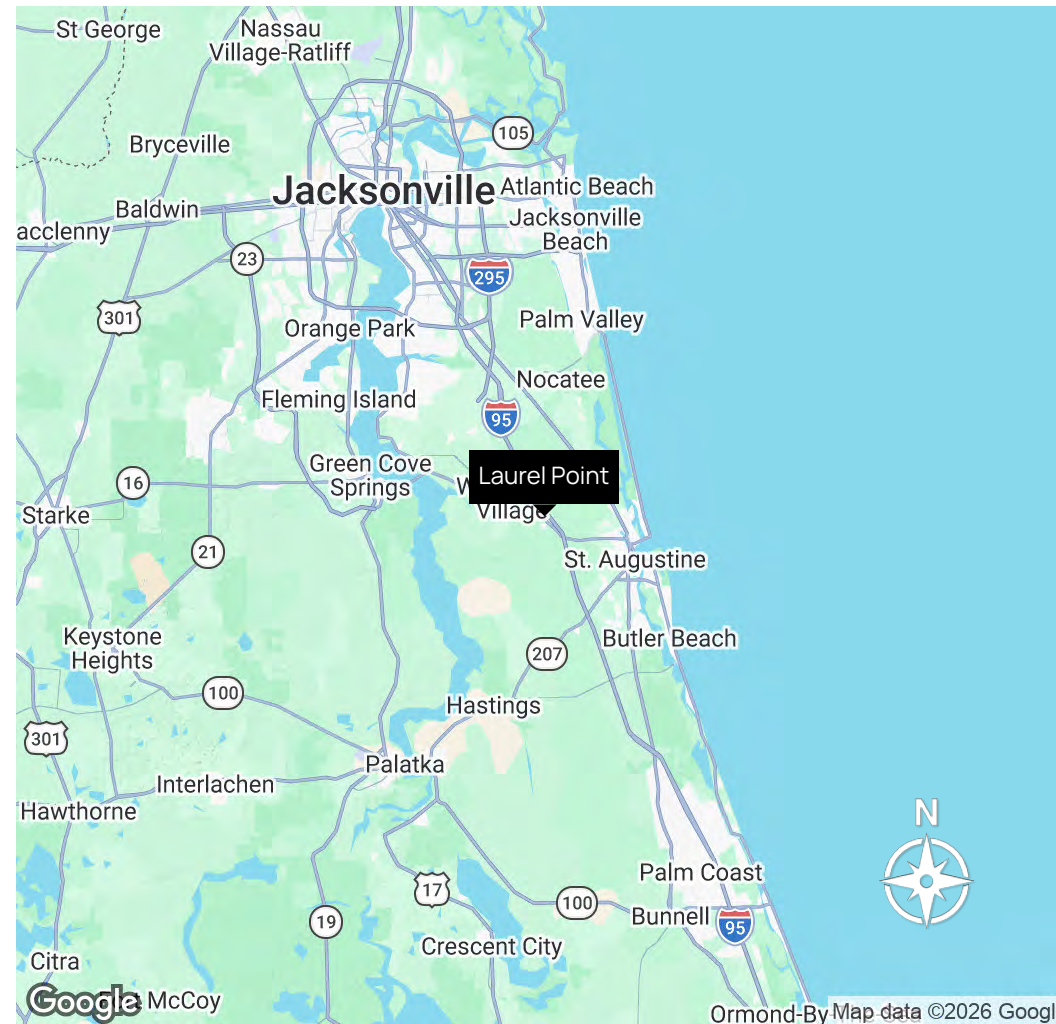
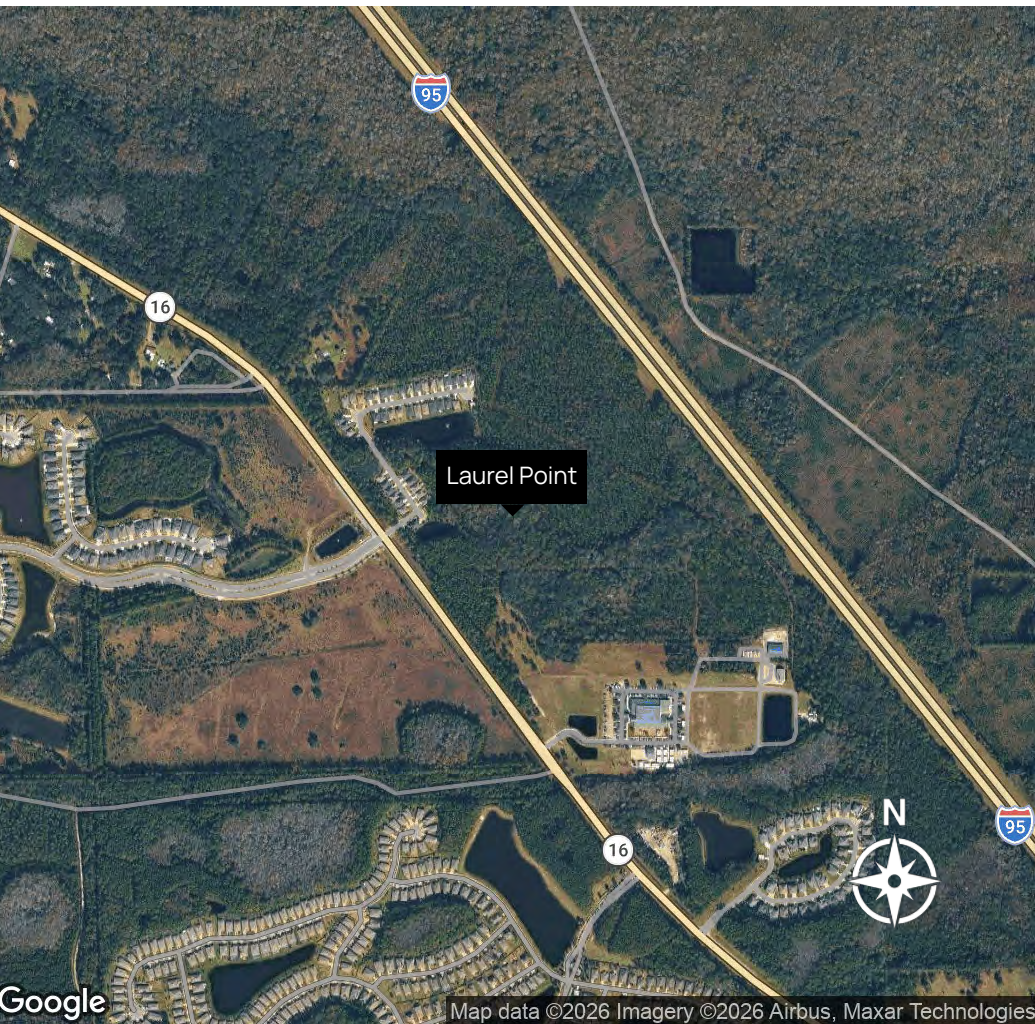
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Regional Maps

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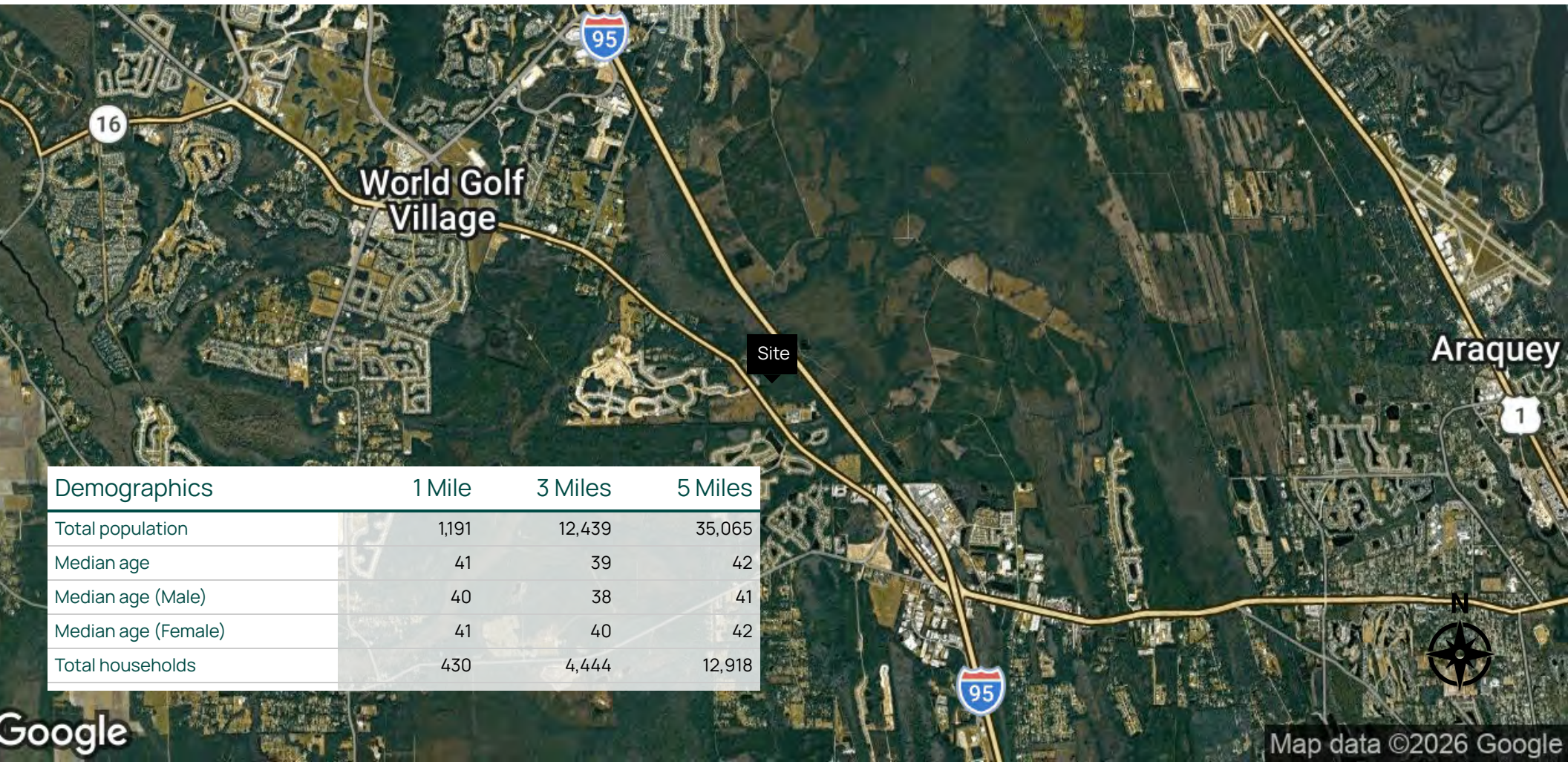
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Location Map

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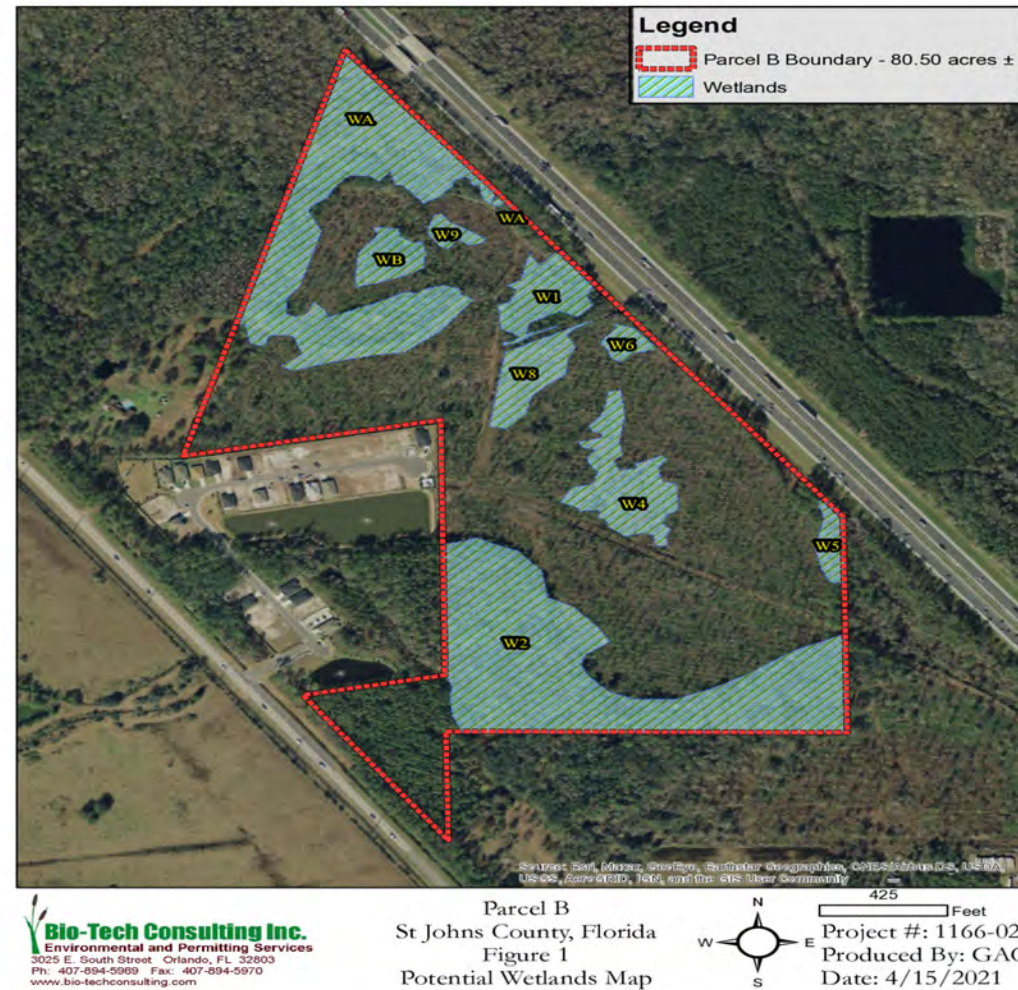
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Zoning And Wetland Maps

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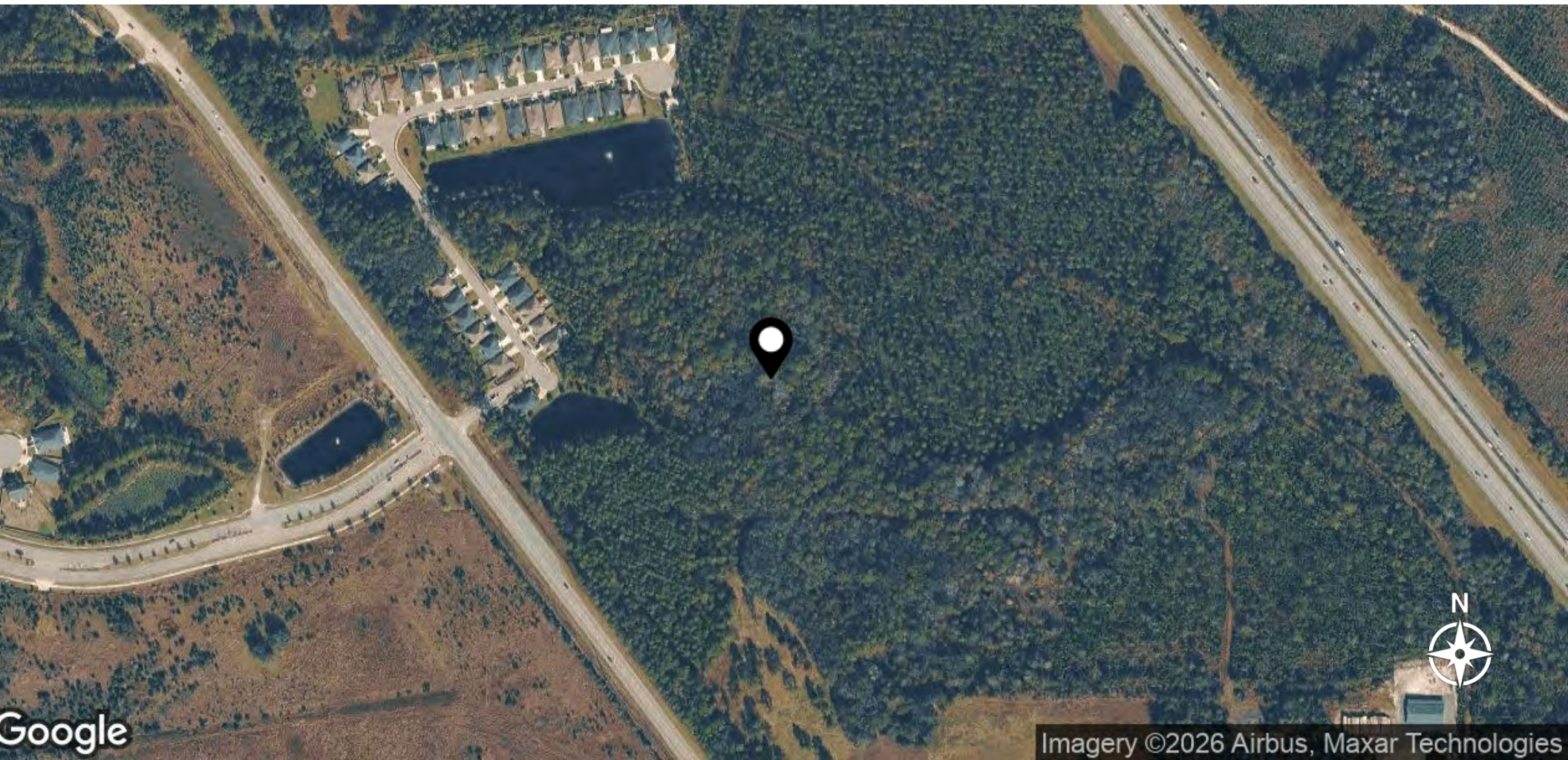
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Aerial Map

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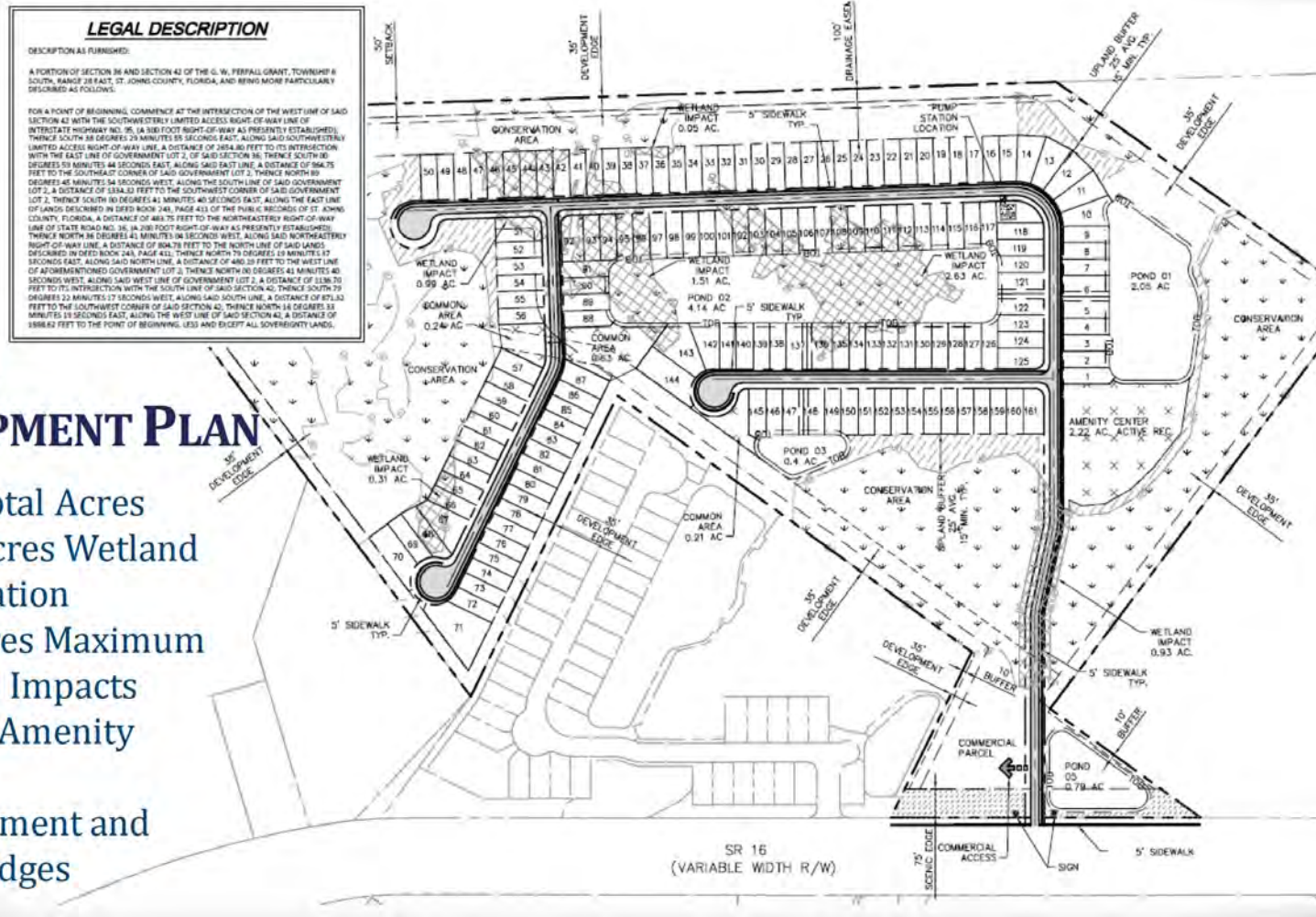
Previous Site Plan - 175 Single Family Units + 23,000 SF Commercial

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(Not to Scale)

MASTER DEVELOPMENT PLAN

- 80.44 Total Acres
- 23.85 Acres Wetland Preservation
- 6.42 Acres Maximum Wetland Impacts
- 2.22 AC Amenity Center
- Development and Scenic Edges



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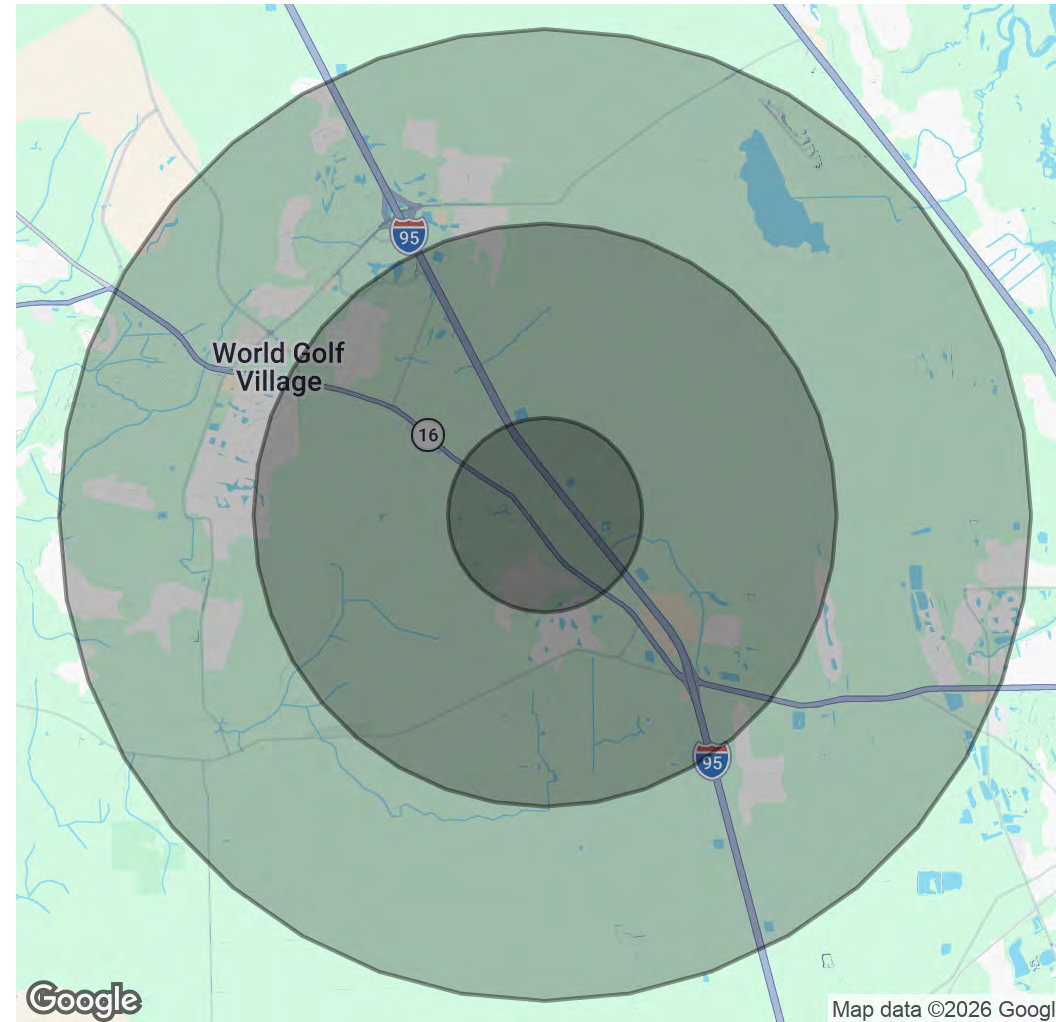
Demographics Map & Report

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Population	1 Mile	3 Miles	5 Miles
Total Population	1,191	12,439	35,065
Average Age	41	39	42
Average Age (Male)	40	38	41
Average Age (Female)	41	40	42

Households & Income	1 Mile	3 Miles	5 Miles
Total Households	430	4,444	12,918
# of Persons per HH	2.8	2.8	2.7
Average HH Income	\$128,008	\$126,957	\$120,770
Average House Value	\$448,708	\$431,726	\$427,795

2020 American Community Survey (ACS)



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Commercial Advisor

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Professional Background

I lead our company's commercial real estate division and oversee the education, training, and coaching programs for all our agents. With over 25 years of real estate experience, I started out in the appraisal field, earning my state certification as a general appraiser before becoming a licensed Broker. My work has spanned both residential and commercial properties, giving me the opportunity to focus on property re-sales, purchases, and investments. Throughout my career, I've built a reputation for being an innovator and leader in the industry. I've also owned and operated my own appraisal business and brokerage. My background as a Broker, manager, developer, appraiser, and entrepreneur has been key to the success of my real estate business.

I hold a bachelor's degree from the University of Florida. I'm passionate about advanced career education, committed to community and charitable initiatives, and actively involved in various industry and community organizations.

Education

University of Florida, 1991

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