



TRiCORE
COMMERCIAL REAL ESTATE

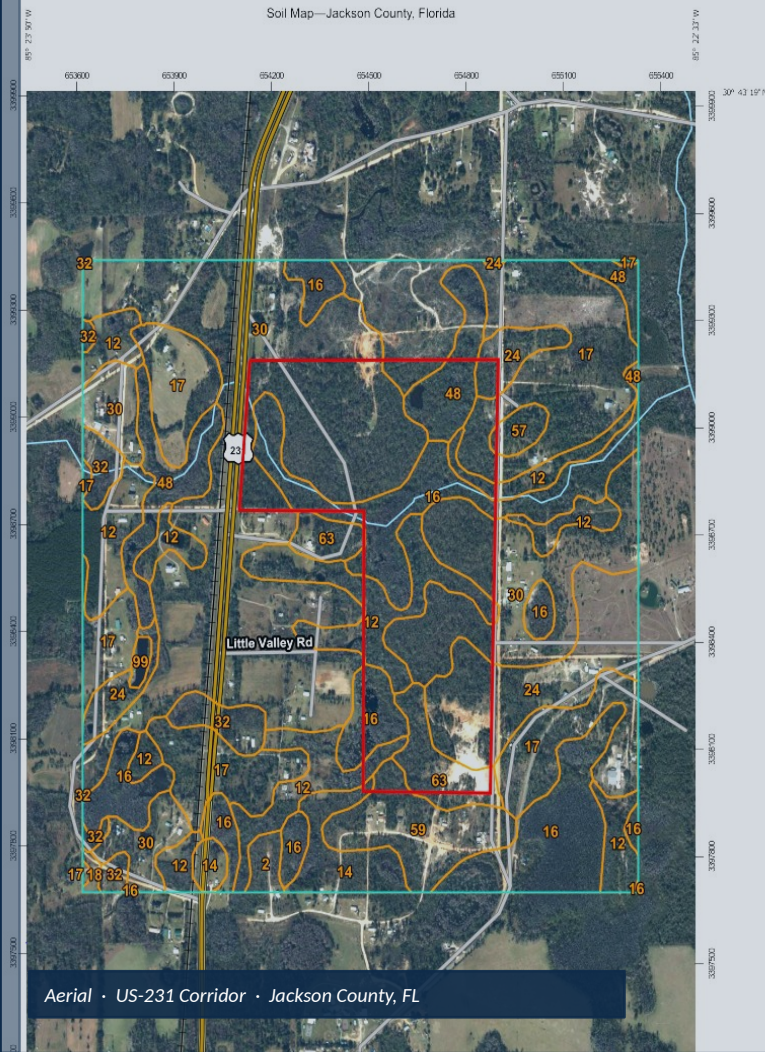
DEVELOPMENT LAND OFFERING

Highway 231 Alford, Florida

Jackson County · 159.11 Acres · ~430 Lots + 14-Acre Commercial Frontage

Parcels: 25-4N-12-0000-0020-0020 & 36-4N-12-0000-0210-0110

TRiCORE Commercial Real Estate | Confidential Marketing Package



EXECUTIVE SUMMARY

A rare mixed-use development opportunity in the Florida Panhandle — engineered, entitled, and positioned for immediate execution.



159.11

Total Acres



~430

Planned Lots



14 Ac.

Commercial Frontage



110

Lots Engineered

- ✓ Engineering complete for first 110 lots of ~425 total — project ready to move
- ✓ 14-acre US-231 commercial frontage ideal for grocery anchor + outparcels
- ✓ Century Complete (national builder) already active in Alford — validates the market
- ✓ Demand from Panama City commuters, Dothan workforce & Florida retirees
- ✓ New homes deliverable in the low-\$200Ks — limited competitive supply in Jackson County

INVESTMENT HIGHLIGHTS

Why Alford Park?



430+ Planned Residential Lots

One of the largest entitled residential opportunities in the Florida Panhandle.



14 Acres of Commercial Frontage

Ability to create the dominant retail node along US-231 in Jackson County.



Phase 1 Engineering Complete

Accelerated path to lot development and immediate builder takedown.



National Builder Validation

Century Complete — first national builder in Jackson County — already active in Alford.



Strategic Regional Location

Access to Panama City, Marianna, Dothan and Tallahassee employment markets.



Attainable Housing Market

New homes can be delivered well below major Florida metro pricing — from the low \$200Ks.

REGIONAL GROWTH STORY

MARKET ACCESS • ALFORD, FL

~8 mi

Marianna, FL

County Seat • Employment Hub

~50 mi

Panama City, FL

Regional Metro • Beach Market

~55 mi

Dothan, AL

Regional Workforce Market

~70 mi

Tallahassee, FL

State Capital • University

~110 mi

Pensacola, FL

Major MSA • Coastal Market

WHY BUYERS MOVE HERE



Lower cost of living

Cost of living index 81 vs. U.S. average of 100



No state income tax

Florida's zero income tax advantage for residents



Larger lot sizes

Rural character — space and privacy unavailable in coastal markets



Gulf Coast employment access

Panama City / Dothan / Tallahassee job markets within 1 hr



Retiree migration

Median age 57 — established retiree draw to rural Panhandle



Remote worker migration

Low-cost living + Florida lifestyle attracts remote workforce

DEMOGRAPHICS & DEMAND

Source: U.S. Census Bureau, ACS 2024 5-Year Estimates • Demographics by Radius (Alford, FL)

RADIUS	POPULATION	MEDIAN HHI	OWNER OCC.	MEDIAN HOME
5-Mile Radius	3,200	\$52,211	68%	\$215K
10-Mile Radius	12,400	\$49,149	65%	\$198K
20-Mile Radius	48,600	\$47,327	63%	\$210K

Median HHI
(County)

\$47,327

ACS 2024

Median
Home Value

\$215K

Alford area avg

Owner
Occupancy

63–68%

5–20 mi radius

Cost of Living
Index

81.2

U.S. avg = 100

KEY DEMAND DRIVERS

~430 housing units needed

Undersupplied relative to demand signals

Remote work migration

Growing inflow from higher-cost FL metros

Retiree draw

Median age 57 — active retiree market

Sub-\$300K demand

Florida median ~\$420K — Alford is 50% of state avg

BUILDER ACTIVITY MAP

National Builders Are Already Deploying Capital Across The Florida Panhandle

Century Complete

IN MARKET

Compass Lake in the Hills, Alford FL

ACTIVE · GRAND OPENED APR 2025

Price: From low \$200s

Adams Homes

REGIONAL

Active across FL Panhandle — Pensacola, Crestview, Panama City

Panhandle-wide presence

Price: \$220K-\$300K

D.R. Horton

REGIONAL

America's largest builder — active across Northwest FL

Statewide deployment

Price: \$220K-\$400K+

Dream Finders

REGIONAL

Active in Tallahassee MSA and NW Florida corridors

Panhandle expansion

Price: \$250K-\$380K

Stanley Martin

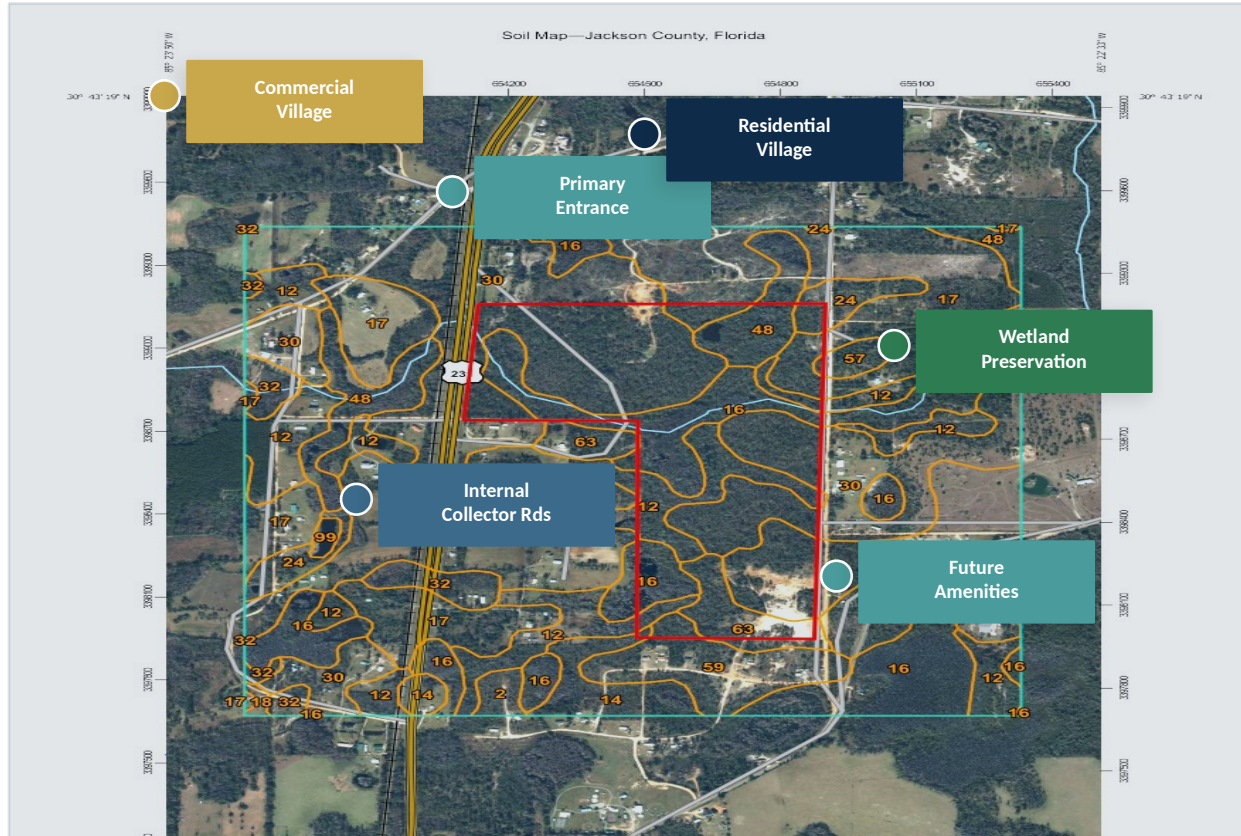
REGIONAL

Mid-Atlantic / Southeast expansion into FL Panhandle markets

Growing footprint

Price: \$300K+

SITE AERIAL



US-231 Frontage — Open Upland

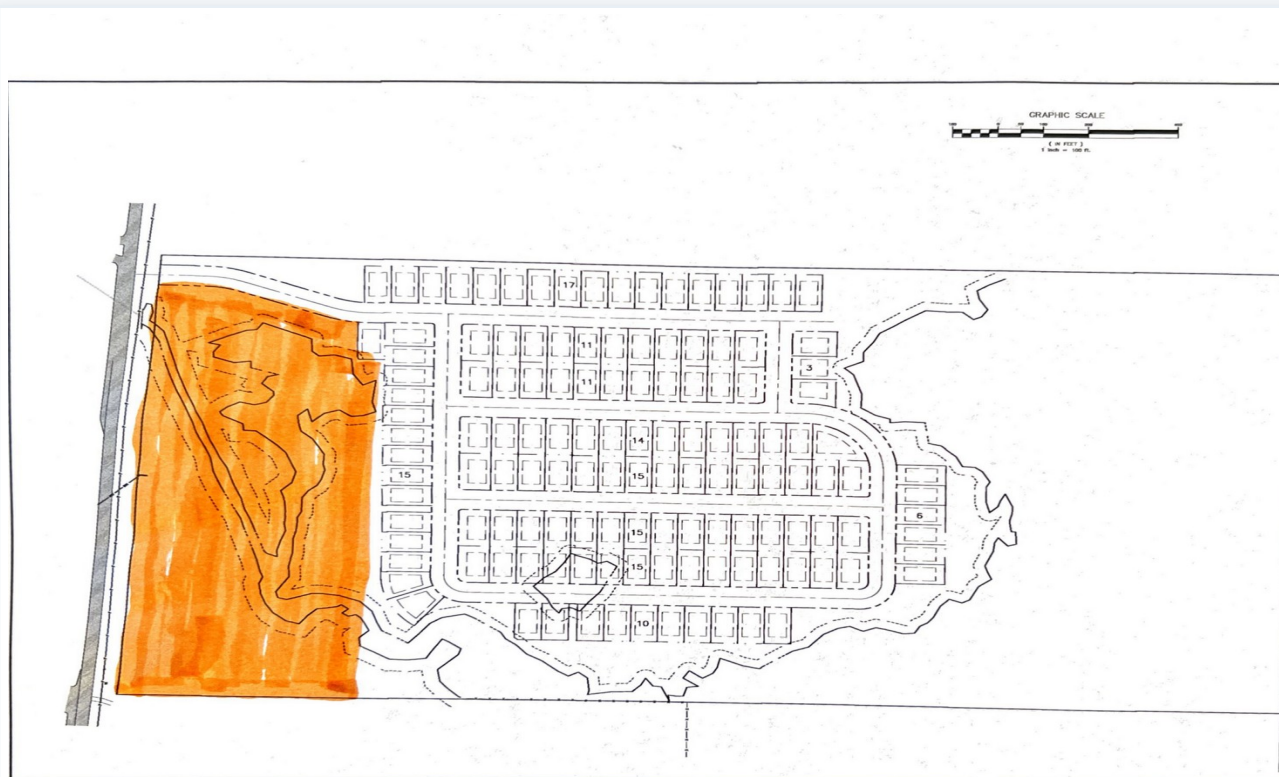


Interior Pine Forest — Typical Upland



Wetland Pond — Delineated & Preserved

MASTER PLAN — ALFORD PARK



COLOR CODE

-  Residential (Phase 1-3)
-  Commercial Frontage (14 Ac.)
-  Open Space / Wetland
-  Amenity / Common Areas

LOT PROGRAM

Phase 1 <i>Engineering Complete</i>	75-100
Phase 2 <i>Planned</i>	75-100
Phase 3 <i>Future</i>	230+
TOTAL <i>Single-Family Lots</i>	~425

DEVELOPMENT READINESS

Builders don't need to start from scratch — the hard work is done.



COMPLETE

- Phase 1 Engineering (110 lots)
- Preliminary Plat — Alford Park
- Wetland Delineation (Cypress Environmental)
- Boundary & Topographic Survey
- Phase 1 Environmental Site Assessment
- Site Planning & Layout



IN PROGRESS

- Utility Coordination (sewer grants secured)
- Final Construction Documents
- DEP / Army Corps Permitting
- Commercial Site Planning



BUYER OPPORTUNITY

- Accelerate Phase 1 lot takedown
- Design commercial pad program
- Negotiate grocery anchor lease
- Brand the community identity
- Control Phase 2 & 3 options

Buyer can accelerate takedown and lot delivery — Phase 1 engineering eliminates months of pre-development time.

HOUSING MARKET DATA

Source: Redfin / Realtor.com / U.S. Census Bureau · Jackson County, FL · Data as of 2024-2025

Median Sale Price

\$238K

Jackson County 2024

New Home Range

\$200-\$280K

Alford / Marianna area

Avg Days on Market

92 Days

Jackson County 2024

FL Median Home Price

\$420K

State average vs. \$238K local

MARKET	MEDIAN PRICE	PRICE/SQFT	DAYS ON MARKET	VS. ALFORD PARK
Alford Park (Proj.)	\$200-\$220K	~\$110	New construction	✓ Best Value
Jackson County (Resale)	\$172-\$238K	\$125	92 days	Comparable
Marianna (New)	\$240-\$280K	\$140	60-75 days	Above Alford Park
Panama City (New)	\$290-\$380K	\$175	45-60 days	45-70% premium
Destin / PCB (New)	\$450K-\$750K+	\$300+	30-45 days	100-200% premium

Significant Demand Exists For New Homes Under \$300,000 · Alford Park is Positioned to Be the Most Affordable New Community in the Region

COMMERCIAL VILLAGE — 14 ACRES



GROCERY ANCHOR

The grocery anchor becomes the primary retail destination for the surrounding rural trade area — creating daily traffic that lifts residential absorption and outparcel demand.

WHY COMMERCIAL DRIVES VALUE

-  Daily traffic raises lot absorption rates
-  Convenience amenity increases home values
-  Outparcels generate additional revenue
-  Rural shoppers travel significant distances

CONCEPTUAL RETAIL VILLAGE • POTENTIAL TENANTS

Grocery Anchor

Anchor

Dollar General

Discount

Family Dollar

Discount

Tractor Supply

Specialty

Ace Hardware

Specialty

Dunkin'

QSR

Coffee Shop

QSR

Medical / Urgent Care

Medical

Fuel Station / C-Store

Fuel

Pharmacy

Medical

Banking

Service

Drive-Thru QSR

QSR

COMPETING COMMUNITIES

Alford Park is positioned as the most attainable new-construction option in the region.

COMMUNITY	BUILDER	PRICE RANGE	TYPE
Compass Lake — Alford	Century Complete	Low \$200s	SFR · New · National Builder
Marianna Area	Adams Homes	\$240–\$280K	SFR · Regional Builder
Graceville / Cottondale	Local Builders	\$220–\$260K	SFR · Custom / Semi-custom
Crestview, FL	D.R. Horton / Adams	\$270–\$360K	SFR · Suburban growth market
Panama City (inland)	Multiple Builders	\$290–\$380K	SFR · Higher cost basis
Alford Park (Projected)	Open to All Builders	\$200–\$240K	SFR · 430 Lots · Commercial

Alford Park Represents the Best Builder Basis in the Panhandle

ALFORD PARK COMPETITIVE ADVANTAGE

- ✓ Largest scale in the submarket (~430 lots)
- ✓ Commercial component (14 acres)
- ✓ Phase 1 engineering complete
- ✓ Phased growth — lower capital risk
- ✓ Lowest price point in region
- ✓ Builder flexibility — open to all
- ✓ Grocery anchor creates community
- ✓ No competing commercial node nearby

BUILDER ECONOMICS

All figures are illustrative estimates for underwriting reference only. Buyers must conduct independent feasibility analysis.

LOT VALUE SCENARIOS • 425 LOTS

LOT PRICE	TOTAL REVENUE	PREMIUM OVER \$60K	
\$60,000	\$25.5M	— (floor / offered)	
\$70,000	\$29.8M	+\$4.3M	
\$80,000	\$34.0M	+\$8.5M	BASE
\$90,000	\$38.3M	+\$12.8M	
\$100,000	\$42.5M	+\$17.0M	

BUILDER MARGIN EXAMPLE • \$200–\$220K HOME

At \$200K–\$220K sale price

Lot Cost (est.)	\$75,000
Home Construction	\$95,000
Financing & Carry	\$8,000
S&M / Overhead	\$12,000
Sale Price	\$210,000
Gross Margin	~\$20,000
Gross Margin %	~9–10%

A master planner delivering 425 finished, grocery-anchored lots commands meaningfully more per lot than the current \$60K floor.

INVESTMENT THESIS

"A master-planned mixed-use community in the Florida Panhandle — 400+ single-family homes and 14 acres of commercial frontage along US-231. Anchored by a grocery store, the project creates a regional retail and residential hub in a market with limited housing supply, affordable land costs, and proven builder demand."

01

Scarcity

No competing institutional residential development in Jackson County

02

Affordability

Homes from low \$200Ks — 50% below Florida's state median of \$420K

03

Infrastructure

Phase 1 engineering complete — fastest path to revenue in the submarket

04

Commercial Upside

14-acre grocery-anchored retail node drives absorption and outparcel yield

05

Builder Validation

Century Complete's Alford launch confirms institutional confidence in market

DUE DILIGENCE SUMMARY

The following documents are available in the data room upon execution of a Confidentiality Agreement.

Survey & Boundary

- ✓ Map of Boundary & Topographic Survey
- ✓ Parcel Identification & Legal Description

Environmental

- ✓ Phase 1 Environmental Site Assessment
- ✓ Wetland Delineation Map (Cypress Environmental)
- ✓ DEP & Army Corps Coordination

Engineering & Planning

- ✓ Preliminary Plat — Alford Park (Henderson Engineering)
- ✓ Phase 1 Engineering Plans (110 Lots)
- ✓ Site Plan & Layout

Zoning & Entitlements

- ✓ Existing Zoning Documentation
- ✓ Grant Documents (CDBG-DR, DEP)
- ✓ Commercial District Code

Utility Information

- ✓ \$9.6M DEP Wastewater Grant (WG047)
- ✓ \$3.75M Septic-to-Sewer Grant (WG129)
- ✓ \$13.4M CDBG-DR Infrastructure Agreement

Title & Ownership

- ✓ Preliminary Title Report
- ✓ Parcel Records: 25-4N-12-0000-0020-0020 & 36-4N-12-0000-0210-0110

NEXT STEPS

Let's Discuss This Opportunity

- 1 Request Data Room Access
- 2 Schedule a Site Visit
- 3 Submit a Letter of Intent (LOI)
- 4 Contact Any Broker Below



Jim Ramseur

Vice President

Ramseur Realty

📞 404-372-6419

✉️ jramseur@ramseurrealty.com



Ryan Ramseur

Vice President

TriCORE Commercial Real Estate

📞 404-626-7052

✉️ rramseur@tricorecre.com



Paul Schaaf

Vice President

TriCORE Commercial Real Estate

📞 404-368-0747

✉️ pschaaf@tricorecre.com