

MARKET INTELLIGENCE & SALES ACTIVITY / OCTOBER 2026

Sanford Industrial Brief.

SUBMARKET VACANCY	AVG. ASKING RENT (NNN)	AVG. SALE PRICE PER SF	MARKET CAP RATE
4.6%	\$14.93	\$154	7.2%

FEATURED TRANSACTION 		INSTITUTIONAL / MAR-2026 2901 W. Airport Boulevard Sanford, Florida 32771 Fee-simple sale with a 3-year sale-leaseback. Confidential sale details available on request.						
SALE PRICE \$9,750,000	PER ACRE \$995k/ac	<table> <tr> <td>44,950</td> <td>\$217†</td> <td>5.85%</td> </tr> <tr> <td>SIZE (SF)</td> <td>PER SF</td> <td>CAP RATE</td> </tr> </table>	44,950	\$217†	5.85%	SIZE (SF)	PER SF	CAP RATE
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SIZE (SF)	PER SF	CAP RATE						

— Institutional transactions

CORE ASSETS / TRAILING 12 MONTHS / NEWEST FIRST

#	PROPERTY ADDRESS	SALE PRICE	SIZE (SF)	\$/SF	CAP RATE	SALE DATE
01	300 Central Park Dr.	\$3,140,000	17,000	\$185*	CTD	Aug-2026
02	4200 St. Johns Pkwy.	\$2,964,900	20,000	\$148*	CTD	Apr-2026
03	2901 W. Airport Blvd.	\$9,750,000	44,950	\$217†	5.85%	Mar-2026
04	Monroe Commerce Center‡	\$20,410,000	116,180	\$176	7.0%	Dec-2025
05	535 N Elder Rd.	Included in portfolio purchase by EQT				

* Allocated portfolio price. † Excludes land value. CTD = call to discuss. ‡ Off-market sale to a 1031 exchange buyer.

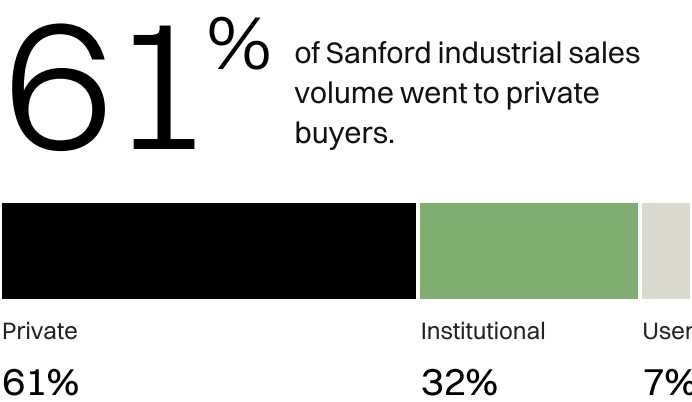
— Private capital sales

PRIVATE EQUITY & OWNER-USERS / TRAILING 12 MONTHS / NEWEST FIRST

#	PROPERTY ADDRESS	SALE PRICE	SIZE (SF)	\$/SF	CAP RATE	SALE DATE
01	5508 Benchmark Ln.	\$2,000,000	10,898	\$184	N/A	Sep-2026
02	34 Keyes Ct.	\$1,700,000	6,175	\$275	6.0% PF	Jul-2026
03	750 Wylly Ave.	\$1,700,000	9,314	\$183	8.0%	Jul-2026
04	400 Central Park Dr.	\$4,500,000	25,056	\$180	N/A	May-2026
05	801 Cornwall Rd.	\$1,500,000	11,000	\$136	N/A	Feb-2026
06	104 Challenger Ct.	\$3,348,000	17,000	\$197	N/A	Feb-2026
07	110 Tech Dr.	\$6,200,000	40,000	\$155	N/A	Dec-2025
08	1101 Central Park Dr.	\$1,450,000	6,250	\$232	3.4%	Dec-2025
09	1201 Upsala Rd.	\$4,275,000	18,360	\$233	N/A	Dec-2025
10	130 Tech Dr.	\$2,850,000	16,190	\$176	N/A	Dec-2025
11	1501 W. 1st St.	\$2,000,000	15,425	\$130	N/A	Nov-2025
12	1140 Albright Rd.	\$3,575,000	12,000	\$298	N/A	Oct-2025

PF = pro forma. N/A = not available.

CLOSED SALES BY BUYER TYPE



WHAT DOES THIS MEAN FOR YOU?

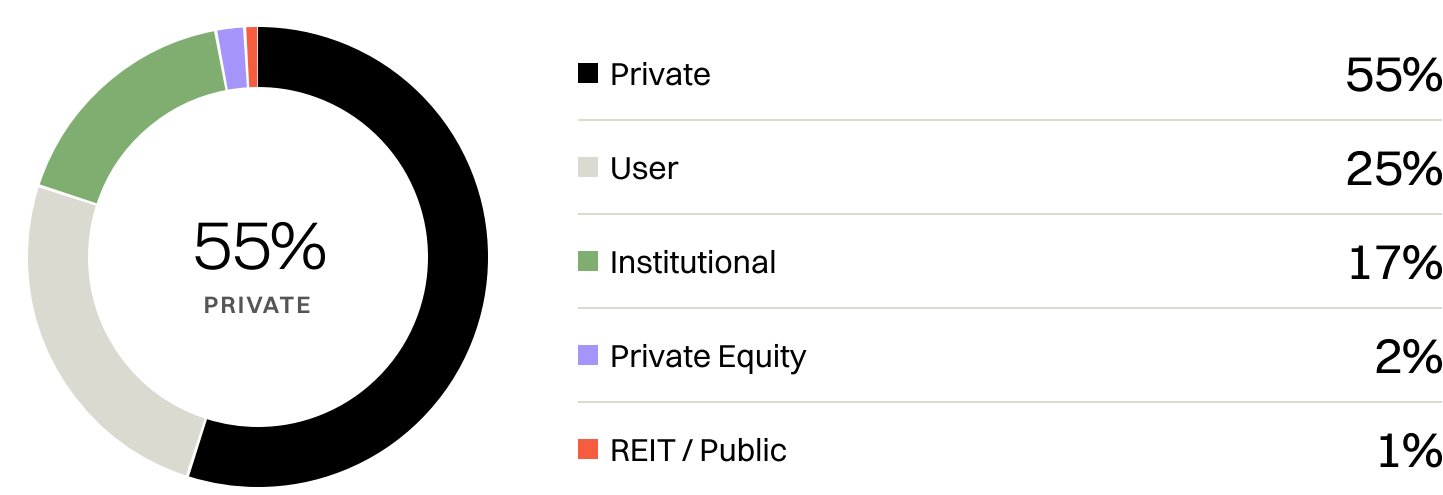
Institutional buyers now account for 32% of Sanford's industrial sales volume, second only to private buyers at 61%.
Strongest interest is concentrated on large industrial-zoned parcels.

ACTION ITEM

If you own industrial property in Sanford, get a current valuation before the cycle peaks. Institutional capital is actively repricing the Sanford market, and most private owners haven't seen an offer that reflects what their asset is worth today.

— Current Sanford ownership profile

ASSET VALUE BY OWNER TYPE



WHAT DOES THIS MEAN FOR YOU?

In a submarket where 55% of industrial asset value is privately owned, owners are likely leaving money on the table.

Private landlords historically underprice rents relative to market because they're optimizing for occupancy and relationships, not yield.

ACTION ITEM

Before your next lease renewal, it's worth a conversation to see how your rental rate stacks up against what's actually trading in the market right now.

WHAT IS YOUR SANFORD PROPERTY WORTH TODAY?

Get a free Broker Opinion of Value.

A written value grounded in the trades on these pages.

blacklinecre.com/valuation →

BLACKLINE

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Institutional Strategy. Private Owner Focus. Real Results.

Source: Blackline Research, blended market average from industry knowledge leaders. Information deemed reliable but not guaranteed.

CENTRAL FLORIDA INDUSTRIAL OWNERS

RESULTS, NOT PROMISES.

Every deal below was advised start to finish by a principal, for owners in Orlando, Tampa, and across Florida.

CLIENT SALE / 448 COMMERCE WAY, LONGWOOD, FL 32750



FEATURED RESULT / 2026

A private family estate exits a 35,250 SF small-bay flex property in 15 days.

Mixed month-to-month and long-term leases. At the seller's direction, Blackline sold it off-market to two private buyers it identified, on an expedited due diligence and closing timeline.

35,250 SF BUILDING	\$113/SF PRICE	3.96% CAP RATE
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CLOSED
\$4,000,000

CLOSED IN
15 DAYS

10+ transactions closed in the last 12 months	\$43.1M closed sales volume since 2024	6 days to contract at 1101 Central Park Dr.	\$475M+ career transaction experience
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_RECENT RESULTS

CLOSED 2024 TO DATE

CLOSED 2025



\$1.45M **\$232/SF**

1101 Central Park Dr.
Sanford / Small-bay industrial

Record submarket pricing. Under contract 6 days after launch, all cash.

CLOSED 2025



\$1.75M **\$254/SF**

659 Hickman Cir.
Sanford / Industrial flex

Single-tenant investment sale, 6.65% cap rate (Year 1).

CLOSED 2025



\$1.1M

245 Orange Ave.
Longwood / Industrial land

Buyer rep. Negotiated \$550,000 off the asking price.

CLOSED 2024



\$30.6M **\$156/SF**

975-1075 Fla. Central Pkwy.
Longwood / Industrial flex

Three properties for a family estate, sold off-market.

CLOSED 2024



\$4.2M

1748 33rd St.
Orlando / Office flex

1031 buyer sourced. 20-day due diligence, 10-day all-cash close.

_NOW ON MARKET

EXCLUSIVE LISTINGS / SEMINOLE COUNTY

FOR SALE



\$2.395M **\$165/SF**

223 Hickman Dr.
Sanford / 14,500 SF industrial flex

UNDER CONTRACT



\$2.295M **\$196/SF**

2290 W. Airport Blvd.
Sanford / Multi-suite flex

UNDER CONTRACT



\$1.895M **\$172/SF**

109 Commerce Way
Sanford / Air-conditioned warehouse

FOR SALE



\$1.8M **\$199/SF**

1969 Corporate Sq.
Longwood / Flex office HQ

WHAT IS YOUR BUILDING WORTH TODAY?

Free broker's price opinion and strategy session.

No cost, no obligation. A written value, today's active buyers, and your best window to sell.

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Institutional Strategy. Private Owner Focus. Real Results.
Transaction data as published at blacklinecre.com/transactions.