

MARKET INTELLIGENCE & SALES ACTIVITY / OCTOBER 2026

Longwood Industrial Brief.

Longwood / Casselberry / Altamonte Springs industrial submarket

SUBMARKET VACANCY

6.1%

AVG. ASKING RENT (NNN)

\$14.88

AVG. SALE PRICE PER SF

\$167

FEATURED TRANSACTION



INSTITUTIONAL / JUN-2026

Longwood Commerce Park

Two properties

The masonry buildings were constructed in 1989 on 10.56 acres and configured for small-bay light distribution and service users.

SALE PRICE

\$15,500,000

PER SF

\$129.55/sf

119,644

SIZE (SF)

10.56

ACRES

1989

BUILT

— Institutional sales

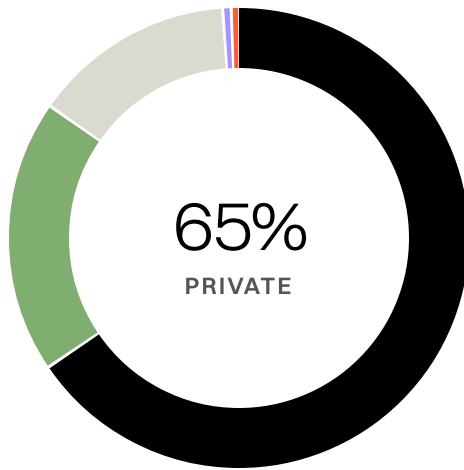
CORE ASSETS / TRAILING 24 MONTHS / NEWEST FIRST

#	PROPERTY ADDRESS	SALE PRICE	SIZE (SF)	\$/SF	CAP RATE	SALE DATE
01	Longwood Commerce Park	\$15,500,000	119,644	\$130	CTD	Jun-2026
02	Anchor Business Park & Lemon Lane	\$19,550,000	117,771	\$166	CTD	Feb-2026
03	American Industrial Center	\$125,000,000	819,588	\$153	CTD	Feb-2025

CTD = call to discuss.

Who owns

ASSET VALUE BY OWNER TYPE



■ Private	65%
■ Institutional	19%
■ User	14%
■ Private Equity	<1%
■ REIT / Public	<1%

WHAT DOES THIS MEAN FOR YOU?

Private owners hold **65%** of industrial asset value in this submarket.

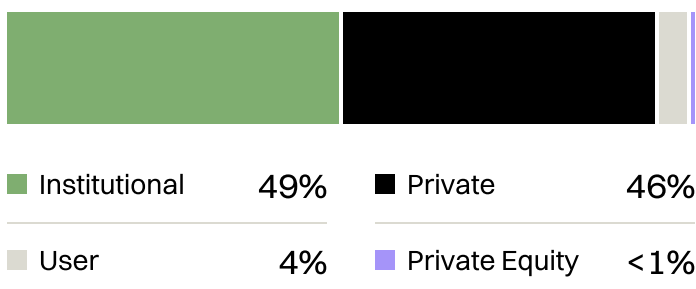
Private landlords often set rents for occupancy and relationships rather than yield, which can leave money on the table.

ACTION ITEM

Before your next lease renewal, compare your rent to what is trading today.

WHO IS BUYING / SALES VOLUME BY BUYER TYPE

95% of closed sales volume went to institutional and private buyers.



WHAT DOES THIS MEAN FOR YOU?

Institutional buyers took **49%** of closed sales volume and private buyers 46%.

Owner-users make up 4%, and private equity is under 1% of purchases.

ACTION ITEM

If you own a qualifying parcel, price it against both buyer pools before you list.

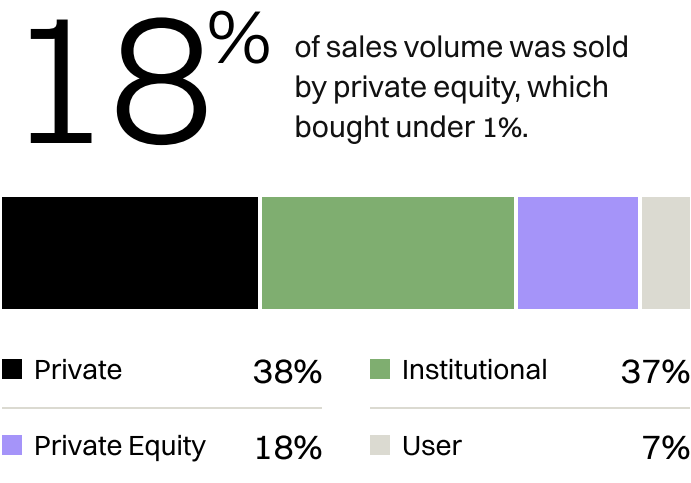
— Private capital sales

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

#	PROPERTY ADDRESS	CITY, STATE, ZIP	SALE PRICE	SIZE (SF)	\$/SF	SALE DATE
01	265 Hunt Park Cv	Longwood, FL 32750	\$1.65M	5,279	\$313	Jul-2026
02	740 Orange Ave	Altamonte Springs, FL 32714	\$3.25M	22,220	\$146	Jun-2026
03	280 E Palmetto Ave	Longwood, FL 32750	\$1.25M	8,400	\$149	Jun-2026
04	878 Waterway Pl	Longwood, FL 32750	\$2.09M	8,558	\$244	May-2026
05	704 Industry Road	Longwood, FL 32750	\$1.50M	8,000	\$188	Mar-2026
06	1086 Florida Cntrl. Pkwy.	Longwood, FL 32750	\$2.30M	19,750	\$116	Feb-2026
07	401 Commerce Way	Longwood, FL 32750	\$1.83M	11,688	\$156	Feb-2026
08	2000 Tree Fork Lane	Longwood, FL 32750	\$1.00M	7,200	\$139	Feb-2026
09	Live Oaks Center	Casselberry, FL 32707	\$13.30M	101,890	\$131	Dec-2025
10	448 Commerce Way	Longwood, FL 32750	\$4.00M	35,250	\$113	Dec-2025
11	245 Orange Avenue	Longwood, FL 32750	\$1.10M	1.53 acres	N/A	Dec-2025
12	769 Big Tree Drive	Longwood, FL 32750	\$1.37M	8,000	\$171	Oct-2025

245 Orange Avenue: size shown in acres.

WHO IS SELLING / SALES VOLUME BY SELLER TYPE



WHAT DOES THIS MEAN FOR YOU?

Private equity is a net seller here. Institutions sold 37% and bought 49%.

ACTION ITEM

Institutional demand is active. A valuation built the way those buyers underwrite shows where your property fits.

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.