



THE ONLY SOURCE
FOR FLORIDA
LAND VALUES



LAY OF THE LAND

FLORIDA 2024 MARKET REPORT

PUBLISHED 2025

Welcome

Welcome to the 2024 Florida Lay of the Land Market Report, published and presented by Saunders Real Estate. This publication has been a staple of our firm for over fifteen years. Inside, you will find analysis of land sales from 2024 by land type, crop type, and region. These articles are written by Saunders Land advisors, which further demonstrates our team's knowledge and experience. Our team of seven research analysts held discussions with buyers, sellers, brokers, and appraisers to verify over 1,000 sales for this report. This report would not be possible without them and their hard work throughout the entire year.

One of the exciting new features in this year's report is a Land Value Trends article that analyzes Florida land values by category since 2013. Another exciting announcement is that Saunders Real Estate recently underwent a full rebrand, transitioning away from the SVN franchise to operate as an independent brokerage focused on large-acreage land across Florida and the Southeastern United States. Our firm now has over 100 advisors and teams in Alabama, Arkansas, Florida, and Georgia.

Our company's stated goal is to "be the most trusted and knowledgeable land experts in the markets we serve." Through this publication, we aim to provide not just data, but a clear perspective on the trends shaping Florida's land market. We hope our analysis reinforces your confidence in our expertise and serves as a valuable resource as you navigate your land investment decisions. We are committed to partnering with our clients, and we believe our firm's history and production speak for themselves:

- In 2024, Saunders Real Estate brokered 75,404 acres bringing our total to 984,917 acres brokered since 2014
- In 2024, Saunders Real Estate brokered \$819,000,000 in transactions, bringing our total to \$4,469,355,948 in transactions since 2014.

Thank you for your engagement with the Florida land market. We trust this report provides valuable insights into current market trends. Saunders Real Estate's extensive experience, evidenced by over \$6 billion in transactions since 1996, positions us as a leading resource for landowners, investors, and developers. To discuss your specific land objectives and explore how we can assist you, please contact us today. We look forward to connecting with you and hope you enjoy the 2024 Florida Lay of the Land Market Report.

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 YEAR IN REVIEW
2024

A Legacy of Excellence

\$819,000,000
in Transaction Volume



75,404 ± AC
Total Sales Volume



\$4.4B+
984,000 ± AC
Since 2014



Proudly Serving the Southeast

Leveraging over 30 years of experience, our expert advisors specialize in both land and commercial real estate, offering personalized services.

\$6B+
Transaction Volume
Since 1996



Introduction

Looking back on 2024, Florida’s land market once again proved its ability to attract wealth and long-term capital, even as overall sales volume dipped compared to previous years. Large-acreage transactions continued to dominate, reflecting a market that remains highly competitive despite economic fluctuations. While smaller investors largely stepped back due to higher interest rates and uncertainty, major players leaned in, consolidating land and prioritizing large-scale acquisitions. Florida’s business-friendly policies, lack of state income tax, and steady population growth have reinforced its appeal, keeping the state at the forefront of land investment.

One of the most striking shifts this year was the continued conversion of agricultural land into residential, solar, and commercial developments. Over 72,000 acres transitioned into these uses, highlighting the pace of Florida’s expansion. While this speaks to economic growth and rising land values, it also raises concerns about the mounting pressure on agricultural land. Farmers are struggling with rising costs and shrinking availability, making it harder to sustain operations. Looking ahead, this trend underscores the growing urgency for increased investment in conservation easements to protect what remains of Florida’s agricultural landscape before it’s lost to irreversible development.

Nowhere has this shift been more apparent than in the citrus industry. Once a pillar of Florida’s economy and culture, citrus acreage has steadily declined, hit hard by disease, hurricanes, and soaring land values. Many former groves have been converted into residential and solar developments, further shrinking the state’s agricultural footprint. While this transformation reflects Florida’s population-driven expansion, it also highlights a deeper challenge—the gradual erosion of industries that have historically defined the state. The question moving forward is how Florida can balance growth with the preservation of its agricultural heritage.

Despite these pressures, one constant remains: Florida’s land market continues to be one of the most sought-after investment opportunities in the country. Wealth continues pouring into the state, with institutional investors and high-net-worth buyers seeing land as a secure and appreciating asset. While individual investors have been more cautious in the face of political and economic uncertainty, larger players have doubled down, focusing on strategic, long-term acquisitions. Even where smaller sales have slowed, demand remains high—just concentrated among those with the capital to take advantage of shifting market dynamics.

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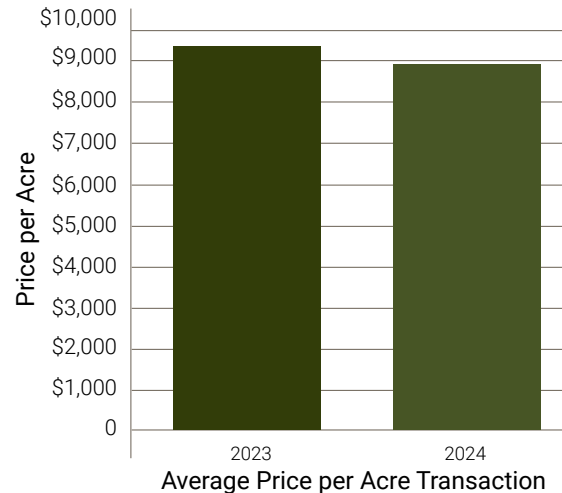
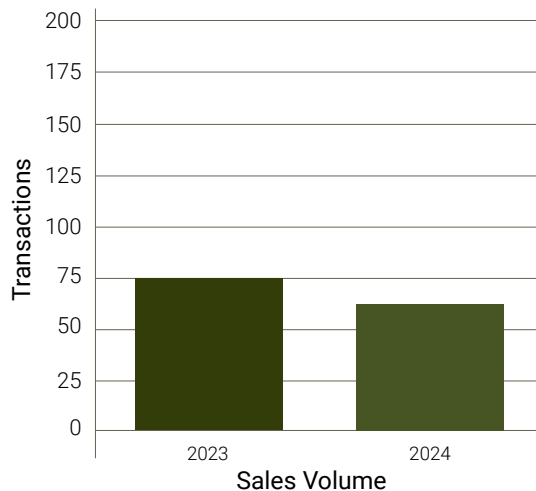
As 2025 approaches, Florida’s trajectory remains clear. The state’s pro-business environment, influx of new residents, and stabilizing interest rates all point to another strong year ahead. Yet, this year’s trends serve as a reminder that growth comes with challenges. The ongoing transition of agricultural land, the decline of citrus, and the need for preservation efforts all shape the future of Florida’s land market. Navigating these dynamics will be critical to ensuring that Florida remains not only a premier investment destination but also a place where both economic expansion and agricultural sustainability can coexist.



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Ranch & Recreation

50-500 Acre Sales and Acreage Volume



Land transactions consistently serve as a barometer for economic shifts, investment tendencies, and the changing needs of landowners and their agricultural operations. Analyzing the variance in sales data from 2024 in respect to 2023 allows us to gain a deeper understanding of the market's behavior and investor sentiment during this time. For the sake of observation, we have broken down the sales in two separate categories. Properties ranging from 50-500 acres and those exceeding 500 acres.

Transaction Volume

In 2024, the volume of transactions for properties between 50-500 acres declined from 75 in 2023 down to 65. This dip may suggest a tightening of the market or could possibly speak to the lack of available properties of this size for sale. For larger parcels over 500 acres, transactions decreased slightly from 26 in 2023 to 22 in 2024. This decline could indicate a trend toward consolidation among larger landholders or once again a lack of large tracts that are available for sale.

Total Acreage Transacted

Looking at the total acreage transacted provides additional context. For the 50-500 acre range, total land transacted dropped significantly from 16,652 acres in 2023 to 9,346 acres in 2024, which aligns with the decline in transactions. This 50-500 acreage range is where a lot of your recreational purchases occur, while 500+ acre tracts typically have a heavier agricultural component to them. Conversely, the 500+ acre category saw a notable surge, with total acreage sold almost doubling from 25,827 acres in 2023 to 49,508 acres in 2024. This shift could point to a continued buyer appetite for large swaths of land. These large tracts are known to stand the test of time from an investment standpoint in Florida.

Sales Volume & Price Per Acre Differences

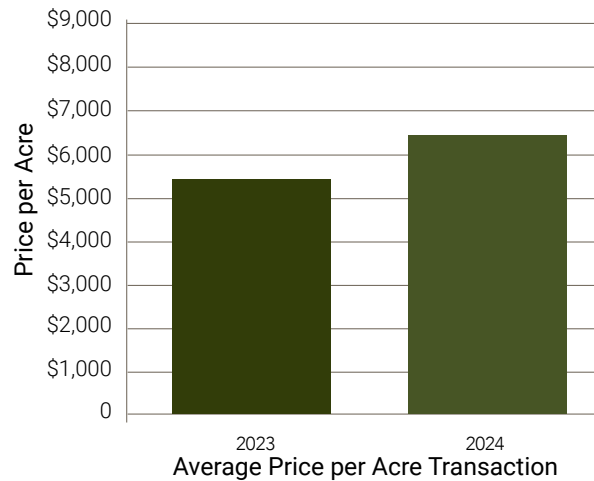
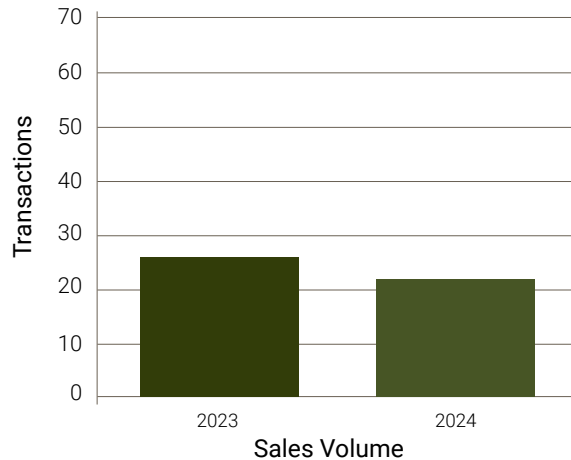
Analyzing the per acre value of these transactions really ties together the big picture in regards to market trends. For properties between 50-500 acres, the total value of land sold decreased from \$144,746,636 in 2023 to \$103,530,806 in 2024, following the pattern of fewer transactions and acres sold. Additionally, the average price per acre for these properties actually fell from \$9,440 to \$8,997, suggesting that while the sales volume was down, the properties that did sell also exhibited a slight decrease in per acre values. In contrast, the 500+ acre category experienced a different trend. While the number of transactions slightly decreased, the total acreage sold nearly doubled. Additionally, land value transacted rose sharply from \$138,360,625 in 2023 to \$231,356,953 in 2024. The average price per acre for these larger parcels rose from \$5,588 to \$6,489, indicating a stronger market for larger land opportunities likely due to the lack of availability.

Conclusion & Trends

The land sale data from 2023 to 2024 illustrates a slowly cooling market in the 50-500 acre range. In contrast, the 500+ acre tracts continue to attract increasing buyer interest as they become fewer and less common. As previously mentioned, the tracts north of 500 acres tend to have a much heavier agricultural component. Despite development and population increases, the cow-calf business is still a huge part of Florida's agricultural landscape. Cattle prices have been strong as we are enjoying the top end of the market cycle. While these prices are not necessarily what drives land purchases, it certainly gives producers excitement about expanding operations due to favorable commodity pricing.

On a separate note, there are a few sales that we earmarked this year as having some subtle transitional traits that are worth talking about. These properties were being used as ranch and recreational tracts by the sellers but are well positioned for future

500+ Acre Sales and Acreage Volume



growth. These have been purchased by patient land investment outfits that have no immediate intention of development. Many of the transactions occurred in high growth counties like Polk, Osceola, and Marion. They averaged a price per acre of \$30,916/acre and varied from 50 to 4,160 acres in size.

Aside from the sales data and values, I would like to speak to common trends and models that we have observed in the ranch and recreational tract market. More specifically when it comes to buyer and seller motives and objectives.

In regards to the large ranch sales north of 500+ acres a common trend remained true in 2024. 1031 tax deferred exchanges have typically always fueled the ranch and recreational tract market and this year was no exception. When you look beyond the data at who some of the buyers and sellers are you will notice a few common trends that are occurring across the state.

One being that many of the longtime ranching families in Central Florida are being displaced due to development pressure and growth. The area these families have called home for many years simply is not what it once was and the growth presents challenges to their agricultural operations. Many of these landowners have come to the realization that by relocating to more rural parts of the state they can not only avoid high growth areas but can largely increase their acreage via a tax deferred exchange. In some scenarios landowners have been able to double, triple, and even quadruple the size of their holdings by selling and rolling the capital back into another ranch. Many buyers have found opportunity in North Florida by purchasing timber tracts and converting land over time into improved pasture. This model not only expands the size of their operations but also ensures families that there is a path forward in agriculture for the generations to come. With the hope that future generations can one day do the same and continue to perpetuate this model and grow their operations from an acreage perspective.

Another common trend we observed was large landowners encumbering long-time owned family ranches with conservation easements and rolling the proceeds into adjoining acreage or other nearby land holdings. A slightly different

model than what is mentioned above but nonetheless has been instrumental in growing Florida agricultural operations across the state.

- 58,505 ± acres sold across 87 transactions.
- The average price per acre was \$8,998 for properties between 50-500 acres, and \$6,489 for properties over 500 acres.
- The percent change in price per acre displays a 4.7% decrease for properties between 50 and 500 acres, and 16.1% increase for properties over 500 acres.

Top 3 Transactions

1. \$50,000,000
4,160 acres in Polk County
2. \$33,700,000
4,880 encumbered acres in Desoto County
3. \$21,973,194
8,491 acres in Taylor County



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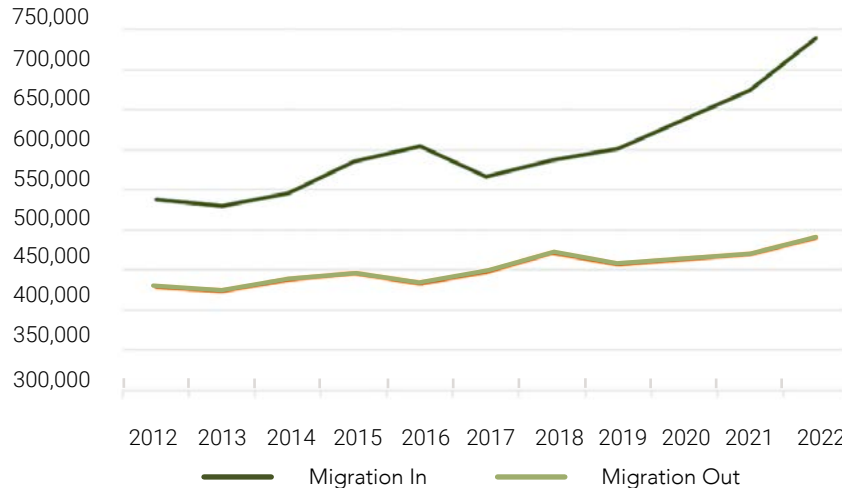
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Transitional Land

Migration Into vs. Migration Out of Florida



Overview

We are all aware that Florida's population is growing. Since the onset of the COVID-19 pandemic in 2020, net migration into the state has seen a sharp increase. According to the US Census, Florida's population grew at over 1,000 people per day in 2024, making us the fastest growing state in the country.

Such growth brings growing pains. Many residents are sick of new developments, often nostalgic of the groves and pastures of yesteryear. But growth is inevitable, and so local governments are faced with the challenge of determining which type of growth will likely occur, where this growth may happen, and how to provide services to these areas.

This is the challenging landscape of transitional land. Location is often the most important variable in determining a property's value, but there are other major factors including zoning/entitlements, access to services like water and sewer, road projects, or nearby anchors like a grocery store or school. Investors and developers observe these factors before determining what the highest and best use of the property is, and the resulting value of said property. Additionally, they will often need to battle local governments and nearby residents to get the entitlements they need to see the project to life.

A prime example of a transitional commercial property is a 2024 land acquisition by Johns Hopkins All Children's Hospital in Pasco County. They bought 106 acres for \$24 million at the intersection of I-75 and Overpass Road near Wesley Chapel.

Twenty years ago, the property was in citrus production, then more recently in timber production, only to become a hospital in the very near future. Sites like these only "unlock" as more jobs come to the area, which attracts new residents, and hopefully incentivizes the government to provide more infrastructure in the form of roads, utilities, etc. Johns Hopkins would not have bought this land (certainly not at that price) if there weren't enough people to use the hospital, the proper roads to get there, compatible zoning, and the government services needed to operate their business.

Conclusion

As we look ahead, there are reasons for cautious optimism. Florida's growth will unlock more transitional properties, while interest rates should moderate and tax policy may become more attractive to real estate investors. But there are looming threats on the horizon, mainly those of geopolitical variation. Still, as Americans and Floridians, we have much to be hopeful for and play the biggest role in our success. There's no time like the present to invest in Florida land.

- Florida's transitional land market remained strong in 2024, with rising per-acre prices reflecting continued demand across Florida, particularly in high-growth regions.
- Transitional land value is increasingly driven by zoning, infrastructure accessibility, and proximity to economic hubs, with high-demand areas seeing premium pricing for entitled land with utilities.

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Conservation

Florida's conservation landscape continues to evolve, driven by increasing demand for land preservation, new funding mechanisms, and shifting market trends. As development pressures mount, conservation sales play a critical role in safeguarding natural and agricultural resources while providing financial benefits to landowners.

Overview & Trends

In 2024, 159 conservation transactions were tracked totaling 125,588 acres for \$567,004,119. Several key trends emerged and shaped Florida's conservation efforts in 2024:

- **Increased Demand for Agricultural Easements:** With rising concerns over food security and urban sprawl, agricultural conservation easements are gaining traction among policymakers and landowners. In 2024, conservation easements covered nearly 80,000 acres, with 25 RFLP conservation easements accounting for half of this acreage.
- **Emphasis on Water Resource Protection:** Conservation projects that enhance water quality, aquifer recharge, and protect watersheds are receiving priority funding, particularly in areas affected by nutrient runoff and coastal erosion.
- **Expansion of County Programs:** Several counties have expanded or launched new conservation land acquisition programs in 2024, reflecting growing local support for land and water protection. Notable programs passed referendums in 2024 which include Clay, Lake, Martin, Osceola, Orange, and Seminole counties.
- **Climate Resilience and Land Preservation:** Conservation sales are increasingly linked to climate adaptation strategies, including carbon sequestration, ecosystem restoration, and wildfire mitigation. Strategic acquisitions in Florida's panhandle and along coastal wetlands underscore this growing focus.
- **Rising Per-Acre Prices:** While location and use restrictions continue to influence individual transactions, demand for conservation land remains strong. In 2023, the average fee simple purchase price was \$3,112 per acre, and by the end of 2024, this increased to \$7,186 per acre, marking a 130% rise and reflecting the broader upward trend in Florida's land market and the types of properties being protected.

higher return on investment for conservation funding. While conservation easements allow landowners to retain ownership of their land, fee simple acquisitions require full land ownership transfer to the government or a conservation entity.

In 2024, there were 53 conservation easement transactions protecting 79,925 acres, with total funding of nearly \$239 million. The average cost was approximately \$2,988 per acre, which was significantly lower than fee simple acquisitions.

We tracked 106 Fee Simple transactions in 2024 that secured a total of 45,663 acres, with total expenditures reaching over \$328 million. The average cost was approximately \$7,186 per acre.

By leveraging conservation easements, Florida has been able to protect more than twice as much land per dollar spent compared to fee simple purchases. While fee-simple acquisitions remain necessary for high-priority conservation lands, easements provide a cost-effective mechanism for conservation while keeping land in productive use.

Remainder Rights

A "remainder rights" sale refers to land encumbered by a conservation easement, where the value of the remaining rights is determined by the specific uses retained by the landowner. Evaluating these transactions can be complex, as many properties include both encumbered and unencumbered land. In this report, I estimated unencumbered land values using market data to determine an adjusted value for the remaining rights. Improvement values were sourced from local property appraiser data and adjusted by a factor of 1.25 to account for typically conservative appraisals.

In 2024, eight remainder rights transactions accounted for 16,549 acres, with total sales exceeding \$61 million. Per-acre values ranged from \$1,180 to \$7,524. The largest transaction took place in DeSoto and Charlotte counties, where 4,881 acres of ranch and farmland partially encumbered by a Wetland Reserve Program (WRP) conservation easement sold for \$33.7 million. The easement, held by the USDA Natural Resources Conservation Service (NRCS), allows for light recreation and cattle grazing while restricting development.

Conservation Easements vs. Fee Simple Acquisitions

In Florida's conservation efforts in 2024 reflect a strategic approach that prioritizes cost-effective land protection. Conservation easements continue to outpace fee simple acquisitions in terms of acreage preserved, offering a



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Conservation

As Florida's population grows and development pressures increase, remainder rights properties are gaining recognition as valuable long-term investments. The 2024 market demonstrated that buyers are not deterred by conservation easements but instead see these properties as unique opportunities that combine investment potential with land preservation.

2024 Funding

In 2024, Florida made significant strides in preserving its natural resources, committing substantial funds to critical conservation initiatives. These investments reflect the state's ongoing efforts to protect its land, water, and wildlife, ensuring the long-term sustainability of its ecosystems.

Key 2024 Conservation Investments

- Florida Forever Program: \$229.3 million for land acquisitions, with a focus on the Florida Wildlife Corridor to maintain wildlife movement across the state.
- Rural and Family Lands Protection Program (RFLPP): \$100 million allocated along with additional funding via Senate Bill 1638 to secure conservation easements on agricultural lands.
- Everglades Restoration: \$1.1 billion invested in Everglades restoration, bringing total investments since 2019 to over \$8 billion, focusing on water quality improvement, habitat restoration, and flood protection.
- Water Supply: \$80 million for water supply programs, with \$20 million allocated specifically for the Northwest Florida Water Supply Program.

- Coastal Protection: \$100 million for beach nourishment projects and \$261 million for infrastructure projects to strengthen shorelines against flooding and hurricanes.
- Conservation Innovation Grants (CIG) & Environmental Quality Incentives Program: Funding to support conservation practices on farms and ranches to improve water quality, soil health, and wildlife habitats.
- USDA Regional Conservation Partnership Program (RCPP): \$71.3 million to fund collaborative conservation projects addressing water quality, habitat preservation, and wildlife protection.

2025 Funding

Governor DeSantis' proposed 2025-26 budget continues its commitment to environmental conservation with significant investments in Everglades restoration, water quality improvements, land preservation, and coastal protection. These initiatives demonstrate the state's determination to protect its vital natural resources for future generations.

Key 2025 Conservation Investments

Everglades Restoration:

- \$805 million for Everglades restoration, bringing the total investment to \$8 billion since 2019.
- Supports the Comprehensive Everglades Restoration Plan, the EAA Reservoir, and the Northern Everglades and Estuaries Protection Plan.

Water Quality Improvement:

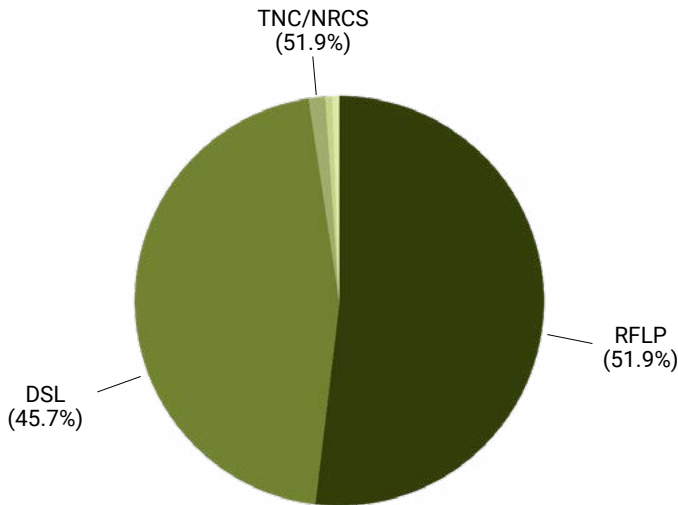
- \$600 million dedicated to water quality improvements, including nutrient reduction projects and efforts to address harmful algal blooms.
- \$80 million for the Lower Kissimmee Basin Stormwater Treatment Area Project.
- Funds for the Indian River Lagoon, Caloosahatchee River, and Biscayne Bay through the Seminole Gaming Compact.

Florida Forever Program:

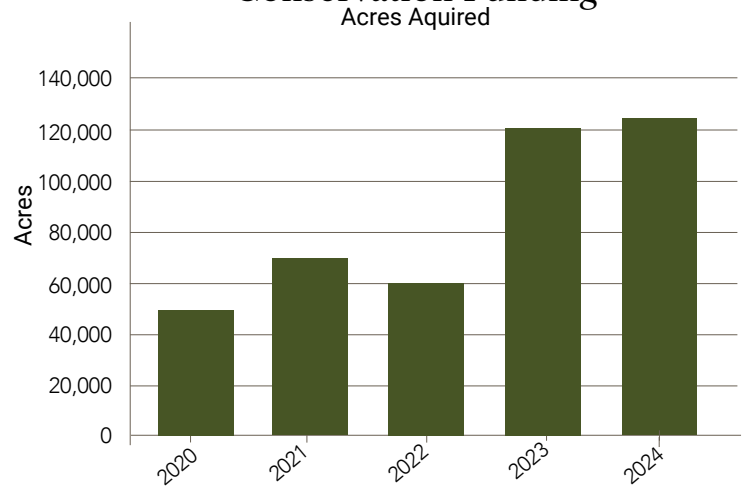
- \$132 million allocated for land acquisitions and recreational development.
- Continued support for Florida State Parks, with \$69 million for their 90th anniversary and broader preservation efforts.



Conservation Easements



Conservation Funding



Rural and Family Lands Protection Program:

- \$100 million to secure conservation easements on agricultural lands, preserving working farms and ranches while protecting vital habitats and water resources.

Coastal Protection:

- \$100 million for beach nourishment projects to protect Florida's coastline.
- \$261 million for coastal hardening projects, ensuring resilience against hurricanes and flooding.

Water Supply:

- \$80 million for water supply programs, with \$20 million allocated specifically for the Northwest Florida Water Supply Program.

Conclusion

Florida remains dedicated to conservation, prioritizing Everglades restoration, water quality improvements, land preservation for both natural and agricultural resources, and coastal resilience. The 2024 acquisitions, along with the proposed 2025 funding, reflect the state's strategic approach to protecting both natural and working lands while addressing challenges such as population growth and environmental sustainability. These investments position Florida to continue leading the nation in environmental stewardship, preserving its vital ecosystems, and ensuring the long-term sustainability of its communities.

- Florida allocated over \$567 million to land conservation, reflecting a strong commitment to preservation.
- Conservation easements secured more land than fee simple acquisitions—79,925 acres vs. 45,663 acres—at a lower cost per acre.
- Fee simple acquisition costs surged 130% from 2023 to 2024, reflecting rising land value and demand.
- Conservation easements cost approximately \$2,988 per acre in 2024, making them a more cost-effective option than fee simple acquisitions at \$7,186 per acre.
- Conservation easements support national security by preserving agricultural land, ensuring continued farming and ranching while preventing development.



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Residential Land & Lots

Residential land and platted lot sales were very active in 2024. This report covers our research along the I-4 corridor from the west coast to the east coast, which includes 18 counties in Central Florida.

Florida's population is growing rapidly, with demographic data tracking over 1,000 new residents arriving daily. This steady influx naturally drives demand by itself. With its nice weather allowing year-round outdoor activities, the state remains an attractive place to live, work, and retire.

There are always a lot of factors affecting the price with interest rates, inflation, supply chain, cost of materials and labor, just to name a few. Location is always the biggest influence on price.

From 2023 to 2024, land prices increased in 12 counties and lot prices also increased in 14 out of 18 total counties. Per usual, location and volume of the sales had a great effect on property values.

Properties that are priced at fair, or even on the upper edge of market values are getting attention as long as development makes sense in the near future. Buyers of residential land will usually close a deal once it's fully permitted and engineered with an approved site plan. Sometimes a buyer will close once a favorable zoning is obtained. Lots are usually sold quickly as long as the price make sense in relation to home prices. As a general rule of thumb, builders like to see finished lot prices at 20% of the sale price of the home.

Residential Land Values

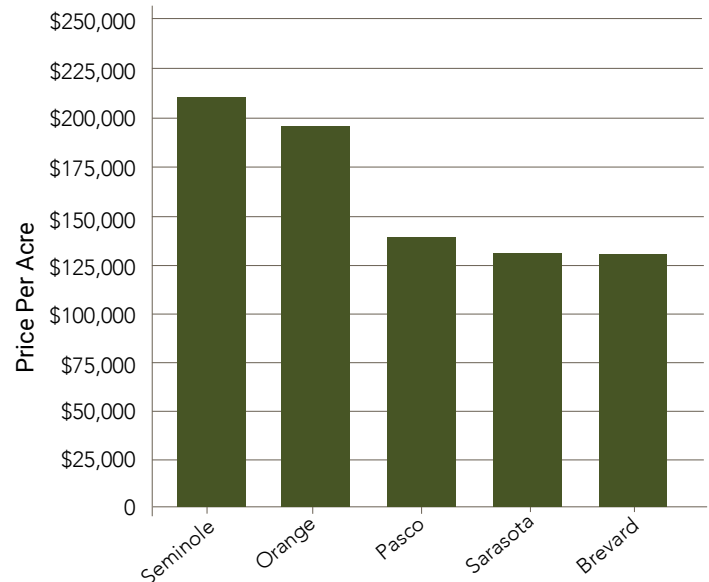
The verified land sales in this report were categorized by each transactions' future land use plans, residential zoning, and location on the path of growth.

For the 17 counties we studied, the price for residential land averaged \$97,136 per upland acre in 2024 compared to \$73,690 per upland acre in 2023. The top five counties, in terms of price per upland acre, were Seminole (\$211,850), Orange (\$189,168), Pasco (\$132,707), Sarasota (\$128,710), and Brevard (\$128,390). Regarding the number of upland acres sold, the top counties were Polk, Pasco, Lake, Manatee, and Sarasota. The verified sales data in this report did not cover every residential land sale from the past year, but it is a direct reflection of the amount of activity in each county.

Finished Lot Values

This study was on bulk sales of lots that were either

Average Price for Residential Land
Top 5 Counties



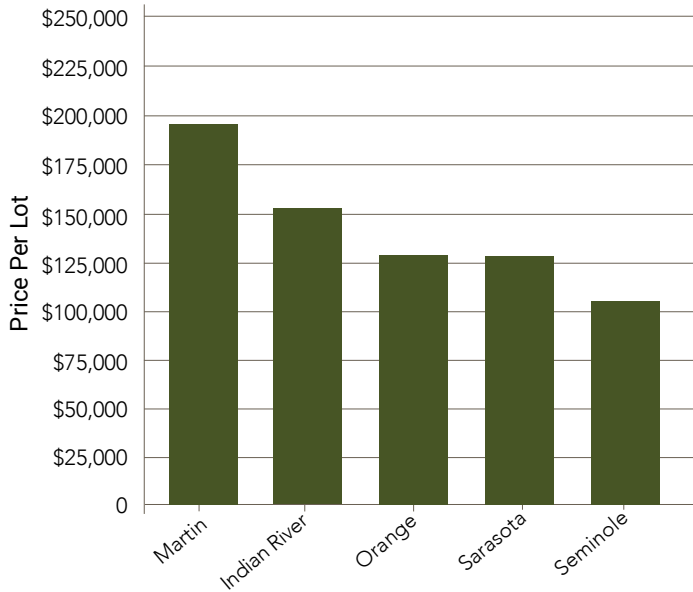
The average price for residential land purchases in 2024 was about **\$97,136** per upland acre, compared to **\$73,690** in 2023.

platted or finished—individual lot sales would most likely yield higher prices. The most popular size for builders is the 40–50-foot-wide lots.

In the 17 counties studied, the average price for a single-family lot was \$92,977 in 2024 compared to \$75,551 in 2023, marking a 23% annual increase. In 2024, our verified sales data revealed 15 bulk sales over 100 lots. Most other bulk purchases were in the 40-80 lot range.

The counties with the highest price per lot were Martin (\$188,616), Indian River (\$151,006), Orange (\$128,992), Sarasota (\$128,821), and Seminole (\$108,352). It's also worth noting that Martin and Seminole sold the least number of lots. The counties that sold the most lots in bulk were Polk, Pasco, Manatee, Osceola, and Sarasota. The lots studied in this report did not cover every sale, but they are a direct reflection of the amount of activity in that county.

Finished Lot Values Top 5 Counties



Market Trends

Florida's real estate market remains strong, particularly for residential land. The demand for new communities is as strong as ever, and current trends suggest it will remain that way. With zoning, permitting, and engineering processes typically taking 12 to 18 months before development can begin, landowners must have patience while their property is under contract.

However, this transformation—from former orange groves or cow pastures to developable land—adds significant value to these properties. For those considering selling, now is a favorable time to bring property to market.

Top 3 Transactions

1. \$32,419,000
166 acres in Manatee County
2. \$30,000,000
542 acres in Manatee County
3. \$28,749,999
324 acres in Brevard County

- 9,347 ± acres sold
- 128 transactions
- \$97,136 average price per acre



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Farmland

Recent analysis of verified farmland sales in Florida paints a compelling picture. Farms in the state vary widely in size and value, reflecting the diversity of agricultural operations. From vast citrus groves to specialty crop farms, Florida's agricultural real estate offers opportunities for both large-scale investors and niche farmers.

Data from the past five years (2019-2024) highlights an average farm size of approximately 501.24 acres, reflecting a trend toward larger agricultural properties being sold. This historical perspective complements the 2024 average of 397.64 acres, illustrating fluctuations influenced by market demand and land availability. Similarly, trends in average price per acre reveal consistent growth, underscoring strong investor interest and the intrinsic value of Florida farmland.

According to recent data:

- The average farm size sold in Florida in 2024 was 397.64 acres, showcasing the prevalence of mid-sized to large-scale agricultural properties.
- The average price per acre was \$10,403.56, reflecting strong demand for fertile land and prime locations.

The average farm size sold in
Florida in 2024 was 397.64 acres,
with the average price per acre
reaching \$10,403.56.

Market Drivers

Several factors influence the pricing and size of farms in Florida:

1. **Location:** Proximity to major cities, transportation hubs, and ports often drives up land value.
2. **Soil Quality and Water Access:** High-quality soil and reliable water sources are critical for agricultural success and significantly impact pricing.
3. **Crops and Yield Potential:** Properties suited for high-demand crops such as citrus, tomatoes, and specialty fruits command higher prices.

4. Economic and Environmental Policies:

Conservation easements and tax incentives for agricultural use can affect land availability and pricing dynamics.

Major Buyers

In today's farmland market, major buyers include Real Estate Investment Trusts (REITs), banks, and family offices. These institutional and private investors are acquiring farmland based on cap rates, which serve as a key metric for evaluating returns on investment. Currently, the average cap rate in the market is around 4%, reflecting the stability and long-term value of farmland investments.

This trend highlights a shift towards viewing farmland as a strategic asset class for wealth preservation and income generation. Family offices, in particular, are focusing on generational wealth, leveraging farmland's ability to provide consistent returns while supporting sustainable agricultural practices. Banks and REITs, on the other hand, are drawn to the reliability of farmland in diversifying their portfolios and mitigating risk.

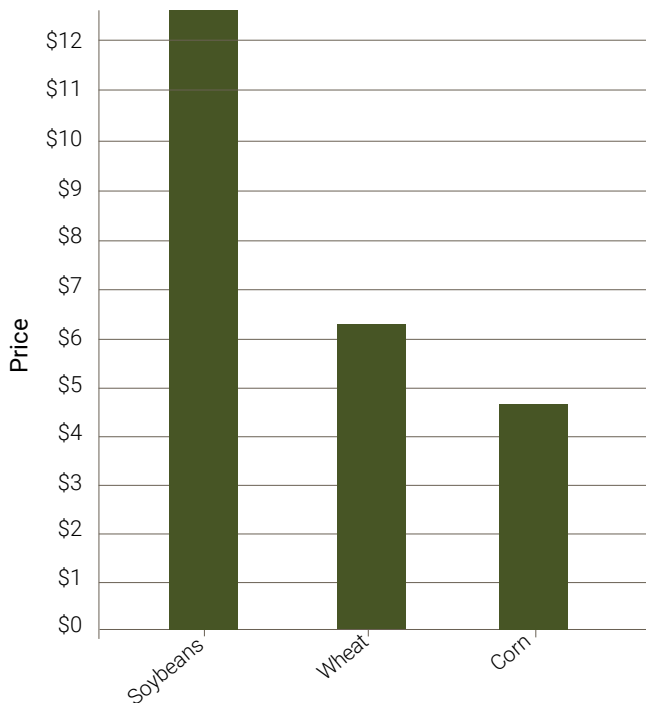
Commodity Prices and Market Corrections

Commodity prices for staples like corn, soybeans, and wheat have been on a downward trend for the past 3-5 years, significantly impacting farm revenues. In 2024, corn averaged approximately \$4.80 per bushel, soybeans around \$12.90 per bushel, and wheat at \$6.30 per bushel—all well below historical highs. These depressed prices have led to tighter margins for farmers, making it increasingly difficult to meet rent obligations and maintain profitability.

The impact of low commodity prices became especially evident in Q3 and Q4 of 2024, as many large farms faced lease renewals. Farmers, grappling with economic uncertainty and election-related volatility, have increasingly requested rent reductions. This has raised concerns about the sustainability of current rental rates and the broader implications for farmland values.

Historical data supports these concerns, as the average sale price of farmland from 2019-2024 rose significantly, alongside a steady increase in the average price per acre to \$15,276.57. This upward trend contrasts sharply with the challenges farmers now face, highlighting the growing disconnect between

Commodity Price Averages 2024



land values and the economic realities of farming. If rent rates remain high while commodity prices stay low, many farmers may be priced out of the market, leading to an inevitable correction in rental rates. This, in turn, could cause a decline in farmland values as the economic fundamentals of the market are called into question.

The question becomes whether the current farmland market can continue to sustain itself from a cap rate perspective. In my opinion, without a significant rise in commodity prices or government intervention providing relief, the next 3-5 years could see a small but notable correction in farmland values. The interplay between rent rates, commodity prices, and farmer profitability will be crucial in determining the market's trajectory.

Implications for Buyers and Sellers

For buyers, the market's average price per acre indicates that Florida farmland remains a significant but rewarding investment. With a focus on sustainability and agricultural innovation, buyers can capitalize on opportunities to enhance productivity while preserving the land's ecological value.

For sellers, the growing demand for farmland means it's an opportune time to list properties. Understanding the nuances of pricing—from market trends to the unique attributes of the land—can help sellers maximize returns. However, sellers must also remain mindful of the broader economic pressures that could influence land valuations in the coming years.

Investing in Florida Agriculture

The future of Florida's farmland market hinges on a delicate balance between economic pressures and opportunities for growth. While the current market remains robust, the challenges posed by low commodity prices and fluctuating rental rates underscore the need for strategic planning and adaptability. Investors, farmers, and landowners must work together to navigate these uncertainties, fostering a market that supports both profitability and sustainability. By addressing these challenges head-on and leveraging innovative solutions, Florida's agricultural sector can continue to thrive, preserving its legacy as a cornerstone of the state's identity and economy.

- 26,152 ± acres sold
- 145 transactions
- \$10,403 average price per acre
- 13% increase in price per acre compared to 2023

Top 3 Transactions

1. \$65,651,500
3,753 acres in Martin County
2. \$57,245,000
218 acres in Indian River County
3. \$40,000,000
1,930 acres in Martin County



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Citrus

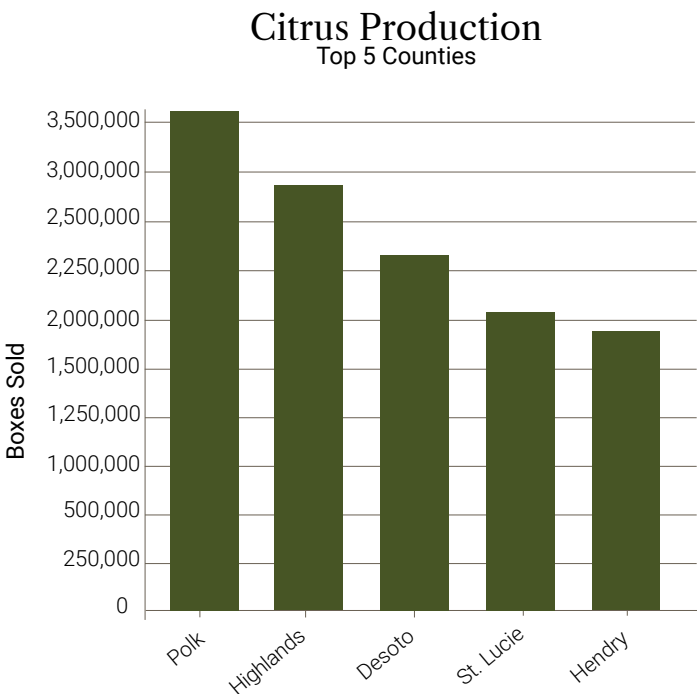
The citrus industry remains a vital part of Florida’s agricultural identity and a hot topic of discussion across the Sunshine State. Key questions frequently arise: What are the current production trends? Why are citrus groves increasingly being converted into residential or commercial developments? How are these changes impacting the real estate value of agricultural land?

The USDA’s August 2024 Citrus Summary reports that Florida’s total citrus production for the 2023-2024 season reached 20.2 million boxes, marking a 12% increase from the previous season. The preliminary on-tree value of the 2023-2024 citrus crop is estimated at \$221 million, a 6% rise from the revised \$208 million valuation for 2022-2023.

Meanwhile, data from the Florida Department of Agriculture and Consumer Services Citrus Statistics 2022-2023 highlights the top five citrus-producing counties:

- Polk - 3.52 Million Boxes
- Highlands - 2.78 Million Boxes
- DeSoto - 2.26 Million Boxes
- St. Lucie - 2.10 Million Boxes
- Hendry - 1.87 Million Boxes

Together, these counties accounted for 69% of Florida’s total citrus production, highlighting their continued dominance in the industry.



In the 2023-2024 citrus crop utilization, the price per box varies significantly depending on the citrus variety, ranging from \$9 per box for all oranges to \$44 per box for tangerines and tangelos.

Sales Activity

When comparing the volume of citrus land transactions between 2023 and 2024, the amount of transactions doubled. Of the 128 transactions, the majority took place in Polk and Hardee counties - two of Florida's most active regions for agricultural real estate. Polk County led the way with 34 transactions, followed closely by Hardee County with 27. These numbers indicate the growing interest for citrus acreage in these areas, likely driven by shifting land use trends and demand for agricultural properties.

When comparing the volume of citrus land transactions between 2023 and 2024, the amount of transactions doubled.

The pricing for these groves varies significantly, as each parcel comes with its own unique characteristics—factors like location, proximity to development, production potential, and disease pressure all play a role. From our verified sales data, the size of citrus groves sold in these counties ranged from 10 to 5,500 gross acres. The average grove size was 225 gross acres, with a midpoint of 2,760 gross acres. In total, over 28,700 gross acres sold with an average price per acre of approximately \$13,700. The total combined value for the 128 transactions totaled to just over \$411.6 million.

Notably, the largest citrus acreage transaction of 2024 occurred in Collier County, where approximately 5,500 acres traded hands for a staggering \$33.5 million—equating to roughly \$6,000 per acre. Saunders Real Estate represented the seller, and the property was purchased by an out-of-state investor from Colorado.

Development Land

A total of 19 recorded sales were designated for transitional or residential development. Among these transactions, the average price per acre surged to over \$60,500. The most significant sale in this category took

place in Lake County where approximately 120 acres sold for an impressive \$14.5 million, translating to nearly \$122,000 per acre.

Citrus groves are increasingly being converted into residential or commercial developments due to a combination of economic, agricultural, and demographic factors. Data provided by the US Census estimates Florida's population grew by 8.5% between 2020 and 2024, adding approximately 1.8 million residents in just four years.

Polk County, in particular, has been at the forefront of this growth, consistently ranking among the fastest-growing counties in the state. Between 2020 and 2023, its population increased by nearly 100,000 people. This rapid surge in residents has been a key driver in the conversion of citrus acreage.

Challenges

Despite Florida's rapid population growth, the citrus industry continues to face challenges, including citrus greening, freezes, and hurricanes—all of which threaten production and profitability. Citrus greening has been a major concern for the industry over the past two decades. The bacterial disease weakens trees, reduces fruit quality, and drastically cuts yields. Growers have implemented strategies such as improved nutrient management, enhanced pest control, and the development of more resistant citrus varieties, yet the disease continues to be an ongoing and expensive challenge. Devastating hurricanes and unexpected freezes have also damaged trees and reduced harvests. As these threats continue, growers must continuously adapt to maintain viable operations.

Overall, these changes in land use and production challenges have had a direct impact on real estate values for citrus acreage. The demand for development-ready land has pushed prices higher where transitional properties command a premium—especially in areas experiencing rapid population growth.

Conservation

While some citrus acreage is being converted for development, others are being preserved through conservation easements as landowners opt to protect their groves from future development. A conservation easement is a legally binding agreement between a landowner and a government agency or nonprofit land trust that restricts development while allowing the land to remain in agricultural use.

Of the 128 citrus land transactions, two properties were designated for conservation, totaling nearly 1,000 acres. This includes 856 acres of citrus groves in Hendry County and 100 acres in Highlands County. As development pressures continue to rise, conservation programs play a vital role in safeguarding Florida's agricultural heritage.

Conclusion

Ongoing research and innovation offer hope for the future of the citrus industry. The University of Florida IFAS and the USDA continue to develop and release high-quality fresh and processed citrus varieties including improved rootstocks with enhanced disease resistance, cold hardiness, and salinity tolerance. Early trials show promising rootstocks with significantly greater greening tolerance. When that breakthrough happens, previously undeveloped or abandoned areas may have the opportunity to return to production.

Regardless of the challenges facing Florida's citrus industry, well-managed citrus groves with strong production have maintained stable values, proving that landowners with efficient operations are better positioned to navigate these challenges. With strategic efforts, while the landscape of citrus production is evolving, the industry can continue to be a cornerstone of the state's agricultural economy.

-
- 28,700 ± acres sold
 - 128 transactions
 - \$13,700 average price per acre
 - 47% increase in price per acre compared to 2023
-

Top 3 Transactions

1. \$33,500,000
5,509 acres in Collier County
2. \$32,250,000
2,200 acres in Osceola County
3. \$25,875,787
3,711 acres in Hendry County



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Treasure Coast

Indian River, St. Lucie, Brevard, Martin, and Okeechobee

The year 2024 brought significant challenges on the national front, marked by high interest rates, low inventories of available lands, political polarization, and a contentious presidential election cycle. Many anticipated that these uncertainties would trigger a slowdown in both financial and real estate markets, potentially leading to a pullback in property values. Contrary to expectations, however, the S&P 500 saw a 23% increase, and Florida's land market remained healthy and stable. The state's attractive attributes—low taxes, favorable weather, solid governance, and a high quality of life—has drawn a continued influx of residents, although at a slightly slower pace than previous years.

While migration to Florida slowed marginally, the wealth accompanying it did not. According to the Florida Chamber of Commerce, Florida now leads the nation in net wealth migration, with an estimated \$36 billion in additional income flowing into the state annually. Related to that, the state also experienced significant international migration, with 411,322 international newcomers contributing the bulk of a total of 467,347 new residents in 2024.

Interest Rates & Land Prices

High interest rates, rising land prices, and limited inventory have impacted the market, particularly in residential development. Builders and developers are adopting a more cautious approach due to increased carry costs, tightened lending and a slowdown in demand for new homes. As the year progressed, home buying activity slowed nationwide, with inventories remaining longer on the market (12% more time) and selling at 6% lower median prices than at the beginning of the year.

Infrastructure & Land Availability

Florida's prolonged growth is beginning to strain its infrastructure and availability of suitable land. Many communities are responding to this pressure by imposing more regulations, halting permitting, or slowing approval processes. The result is a highly competitive market for entitled properties with available utilities, which are commanding premium prices. Developers are adjusting to these conditions by shifting to more accessible locations or absorbing higher development costs related to offsite improvements (e.g., extending roads and utilities).

Land Investment & Agricultural Trends

Investors, once active in the land market, are finding fewer suitable properties due to higher prices and a limited

availability of quality land. Additionally, utilities have slowed their land acquisitions for solar investments, after years of aggressive purchasing across the state. The citrus industry, a cornerstone of Florida's agricultural landscape, continues to decline due to ongoing disease challenges. While citrus prices remain strong, they are not sufficient to offset the drop in production. Consequently, vegetable and landscape crops now dominate Florida's agricultural acreage, with 176,000 acres of vegetables estimated in 2023, valued at \$1.93 billion—compared to citrus's \$221 million.

St. Lucie County has expanded its urban service area by over 31,000 acres in the southern region.

County-Level Land Use Plans

With entitled lands in short supply, many counties are revisiting their comprehensive land use plans to identify areas for future growth. Indian River County recently conducted a second study of its urban service area, but has yet to determine a direction or timetable for expansion. In contrast, St. Lucie County has expanded its urban service area by over 31,000 acres in the southern region, leading to a surge in land values in that area. The county is also considering further westward expansion in its northern and central regions. Martin County recently made some minor revisions to their land use plan which became a major election year issue resulting in two new "slow growth" County Commissioners.

2024 Notable Land Transactions

- West of Port St. Lucie: A syndicated investment group purchased 200 acres on Shinn Rd for \$5 million, brokered by Saunders Real Estate.
- Orange Avenue (St. Lucie County): 966 acres on Orange Ave zoned Ag-5, was purchased for \$15 million, as part of the area's growth trajectory.
- Western St. Lucie County: Sunshine Village LLC acquired 312 acres along Header Canal Rd for \$7.1 million, up from a 2019 purchase price of \$1.4 million—reflecting



significant appreciation.

- Okeechobee Rd (St. Lucie County): A 629-acre site was sold to P1 Motor Club for \$22.79 million (\$36,000 per acre).
- Midway Rd & I-95 (St. Lucie County): Tropicana sold 90 acres to the county for \$24.5 million (\$272,000 per acre) for a planned water plant. Additionally, a 30-acre parcel in the same area was sold for \$6.42 million.
- Port St. Lucie (St. Lucie County): The City of Port St. Lucie sold 192 acres to Costco for \$16.24 million (\$85,000 per acre).
- Martin County: A 1,930-acre parcel on Martin Highway (CR714) sold for \$40 million, with future development potential in the path of growth.
- South Martin County: A 3,753-acre farm was acquired by US Row Farmland LLC for \$65 million (\$17,319 per acre).
- South Indian River County: Pulte Homes purchased 83 acres for \$7 million to develop 175 homes along 43rd Ave.

- 8,155 ± acres sold
(from notable transactions listed)
- 10 major transactions
(ranging from 83 to (3,753 ± acres))

Top 3 Transactions

1. \$65,000,000
3,753 acres in South Martin County
2. \$40,000,000
1,930 acres in Martin County
3. \$22,790,000
629 acres in St. Lucie County

Conclusion

After years of steady appreciation in land values, many motivated landowners in the Treasure Coast have already sold their properties. Those remaining in the market are holding high expectations for their land, driven by substantial gains in recent years. However, as the market becomes more cautious and prices flatten, asking prices that outpace current sales trends may lead to slower transaction activity.

While growth is slowing in some areas, particularly in residential development, Florida's overall economic and migration trends remain strong. The challenge now is to balance the demand for growth with the state's ability to manage infrastructure, land use, and quality of life.



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Timberland

Sales Activity

After the peak of post-Covid market activity in the timberland segment in 2022, activity in 2023 seemed somewhat subdued by comparison, and 2024 activity was slightly down from 2023. Although there were buyers still actively seeking investment opportunities, enthusiasm for making large financial commitments seemed to be negatively affected by the uncertainty of the direction of the economy and outcome of the November national elections. In addition, strong Wall Street returns in 2022 and 2023 also may have softened interest from investors who previously were looking to diversify their holdings into hard assets such as land after the negative returns of 2022. Also, the relatively low number of desirable properties available for purchase proved to be somewhat of a constraint on sales activity in 2024. Buyer demand continues to be significantly driven by investors on the back end of 1031 exchanges, and by current timberland owners looking to expand their land base. As in recent years, there are a significant number of cash buyers in the market which mitigated the effect of relatively high interest rates experienced since early 2022. Overall, Florida continues to be a desirable place to invest in timberland due to its available timber markets, favorable climate with long growing seasons, and productive soils. However, competing land uses such as mitigation banking, government conservation purchases, investor land banking, and development have pushed up prices to the point that growing and managing timber, even on large timber tracts, is often seen by the investor as a secondary and/or a transitional use of the land.

From our verified sales data, we were able to locate and identify 366 Florida timber tracts that sold in 2024. These tracts ranged from 10 acres up to over 14,000 acres. Of these, we identified six investment grade transactions (i.e. tracts that were purchased with long-term timber management as the primary intended use), each over 1,000 acres. These sales ranged in size from 1,209 acres up to 14,298 acres, with gross sales prices ranging from \$1,500 to \$3,110 per acre, and an average sales price of \$2,658 per acre. By comparison, the average price per acre for timberland across the US South was \$2,218, according to Timber Mart South. Over 2024, the total number of Florida verified timberland sales and the average price per acre were both lower than 2023 levels (nine sales and \$2,867 per acre, respectively, in 2023). At the smaller end of the timberland transactions (i.e. 500 to 1,000 acres),



Statewide, we expect Florida
timberland prices to remain
relatively stable in 2025.

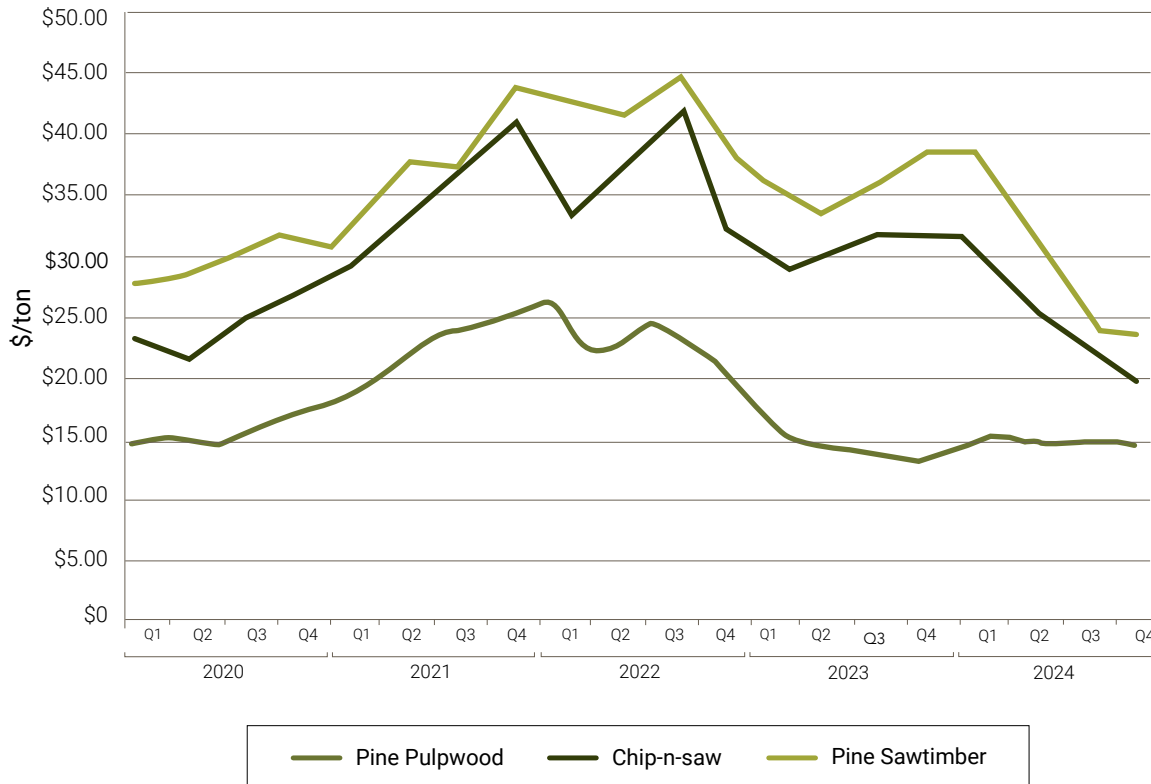
we verified continued strong interest from buyers with more of a recreational and/or speculative investment interest; prices for these properties were similar to 2023 levels.

Timberland Values

After the significant post-Covid run-up in timberland values in 2022, our verified sales data from 2024 seem to indicate a flattening of prices from the mid-to-upper \$2,000 per acre range seen in 2022 and 2023. This represents a significant jump from the mid-to-upper \$1,500 per acre range in the pre-Covid years of 2015 to 2019. Statewide, we expect Florida timberland prices to remain relatively stable in 2025. However, on a more local level, the closing of the Georgia-Pacific Pulp Mill (2023) and the West Fraser sawmill (2024) in Perry, FL have significantly affected timber stumpage prices and likely the underlying timberland values in the Big Bend region. Coupled with the fact that this region is experiencing much lower population growth and less development than the rest of Florida, large timberland tract values in this area will likely be somewhat depressed compared to the rest of the state. Statewide, however, we anticipate continued strong prices for timberland properties in 2025 and beyond.

North Florida Stumpage Trends 2020-2024

Source: Timber Mart South



Timber Stumpage Prices

After rising dramatically in late 2021 and remaining at near record levels through most of 2022, timber stumpage prices dropped sharply in 2023 and continued to drop in 2024. Solid wood products (e.g. sawtimber and chip-n-saw) experienced the steepest decline, ending in 2024 at levels well below the previous long term average price for these products. Pulpwood prices recovered slightly in 2024 to settle near the long-term average price. Looking ahead into 2025, we believe both sawtimber and chip-n-saw prices will likely recover somewhat while pulpwood prices will likely stay relatively flat.

- 76,167 ± acres sold
- 278 transactions
- \$2,658 average price per acre
- 7.6% decrease in price per acre compared to 2023

Top 3 Transactions

1. \$44,325,241
14,299 acres in Gilchrist County
2. \$18,256,700
5,871 acres in Flagler County
3. \$15,167,274
10,111 acres in Gulf County



Tony Wallace ^{CF}

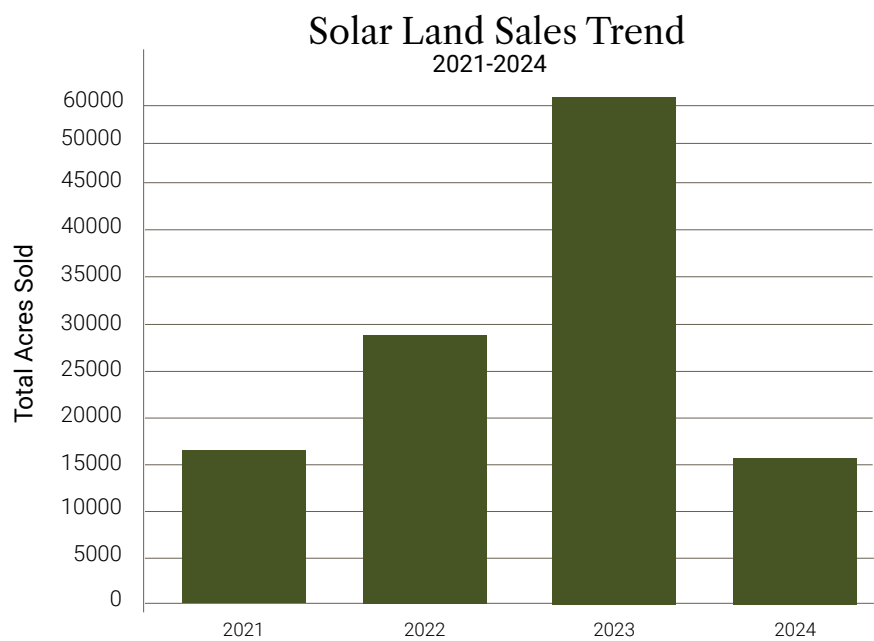
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STATE OF FLORIDA

Solar Power



Overview

With an average of over 230 days of sunshine annually, Florida continues to be a prime location for solar energy development. Over the past several years, the state has experienced significant growth in utility-scale solar projects, with increasing investments from major energy providers such as Florida Power & Light, Duke Energy, and Tampa Electric.

In 2024, solar-related transitional sales reflected a continuing trend of land acquisitions for renewable energy development. This year, our verified sales data recorded nine transactions totaling 15,240 gross acres dedicated to solar-powered projects, amounting to a total sale value of approximately \$107,264,848. Compared to previous years, this data suggests a shift in the types of properties being acquired and the regions being targeted for development.

Looking at past trends:

- In 2021, we observed 15,612 acres sold for solar development.
- In 2022, that number surged by 83% to 28,640 acres.
- In 2023, the growth continued with 60,996 acres transacted, marking a 113% increase from 2022 and a 291% increase from 2021.
- In contrast, 2024 has seen a decrease in total acreage, but a shift towards higher-value

properties with increased per-acre pricing, particularly in counties like Miami-Dade and Hillsborough.

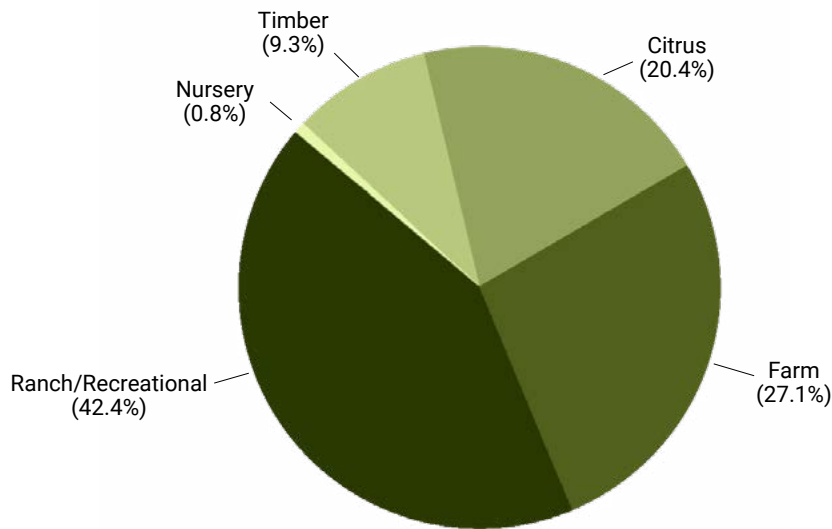
Osceola County, which led solar sales in 2023 with the landmark El Maximo Ranch transaction, saw no recorded solar sales. Meanwhile, high-value land sales in Miami-Dade and Hillsborough counties indicate a growing demand for smaller, more strategic acquisitions with premium pricing.

2024 Solar Sales			
County	Acerage	Sale Price	Current Land Use
Charlotte	2,583	\$19,961,800	Citrus
Charlotte	636	\$4,397,000	Citrus
Collier	5,509	\$33,500,000	Citrus
Columbia	3,669	\$16,143,248	Timber
Gadsden	1,018	\$5,800,000	Nursery
Hendry	1,374	\$10,991,500	Ranch/Recreation
Hillsborough	261	\$6,694,700	Farm
Miami-Dade	95	\$7,080,600	Ranch/Recreation
Polk	95	\$2,695,500	Ranch/Recreation

Land Use Transition Trends

Since 2021, we have monitored the transition of various land types to solar projects, reflecting a significant shift in land use across the state.

Florida Land Use Transitions to Solar Since 2021



The primary land types converted to solar include:

- Ranch/Recreational Land: 54,029 acres converted, totaling \$359,200,300 in sales.
- Farm Land: 34,532.30 acres transitioned, with a total sale price of \$313,586,742.
- Citrus Groves: 25,933 acres, totaling \$212,349,000 in transactions.
- Timber Land: 11,913 acres, amounting to \$70,535,748.
- Nurseries: 1,018 acres sold for \$5,800,000.

The trends observed in 2024 suggest that while the total acreage dedicated to solar projects may not be expanding at the rapid rate seen in 2023, investment is focusing on strategic, high-value properties with better suitability for solar infrastructure. Agricultural lands, particularly citrus groves and ranches, have become prime targets for solar developers due to their large contiguous tracts and proximity to transmission infrastructure. However, this transition comes with risks that need to be carefully considered.

Hendry (3,610 acres), Okeechobee (3,592 acres) and Calhoun (3,505 acres) counties.

Land Use Breakdown:

- 60% Ranch/Recreational Lands & Timberland
- 40% Farmland & Citrus Groves

Project Timelines:

- Many projects that began in 2024 are expected to be operational by 2025, reflecting the aggressive push to bring solar capacity online quickly.

With continued investment and Florida's abundant sunshine, the state is positioned for sustained growth in renewable energy. The increasing development of large-scale solar farms, combined with utility-led initiatives, signals a long-term commitment to reducing reliance on fossil fuels while meeting the state's growing energy needs.

As Florida expands its renewable energy footprint, balancing solar development with environmental preservation and agricultural sustainability remains essential.

Florida's Solar Expansion: The Next Decade

Total Land Listed for Solar Development:

- Florida Power & Light (FPL): 42,872 acres
- Duke Energy: 4,400 acres
- Tampa Electric Company (TECO): 4,370 acres

Major Project Locations:

- Some of the largest solar developments are in DeSoto (4,045 acres), Columbia (3,668 acres),



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Everglades Agricultural Area

Environmental Impacts

A large-scale project by the South Florida Water Management District (SFWMD) has been recently completed to establish storm water treatment areas (STAs) within the EAA. The project includes two major features: a 6,500-acre treatment wetland that will clean water and a reservoir that will store 240,000 acre-feet of excess water from Lake Okeechobee.

Additionally, farming operations within the EAA adhere to and implement specific Best Management Practices (BMPs) on their farms as a critical part of Everglades Restoration. As reported by SFWMD, farmers achieved a 46% annual reduction in phosphorus over the past year, which continues to vastly exceed the 25% reduction required under the Everglades Forever Act and brings the total annual average reductions to 57% since the program began in 1996.

Sales Activity/Land Values

Over 2024, our verified sales data only identified three notable agricultural sales, which is low, but consistent over the past years. This can be attributed to the exclusivity of this market and the historic ownership consolidation among the larger market participants who do not usually sell or transfer agricultural lands within the EAA. Another factor for the lack of sales is the ease of leasing agricultural lands with minimal owner oversight needed at high prices per acre when compared to other agricultural lands outside the EAA.

Located in the extreme southern portion of the EAA, the first transaction encompassed 1,626 acres for \$15,722,200 (\$9,669 per acre). The second transaction, located north of Pahokee, included 147 acres on several noncontiguous tracts for \$2,574,000 (\$17,510 per acre). The third transaction, purchased by the United States Sugar Corporation, covered 1,859 acres in the heart of the EAA for \$27,168,600 (\$14,614 per acre).

Market Trends

Demand for agricultural lands within the EAA has historically been strong, although available properties on the market remain tight; rarely are larger agricultural tracts within the EAA offered on the open market. Two of the three verified sales from 2024 were purchased by a large abutting landholding entity that proves the ever-consolidating nature of landholding in this market.

Generally agricultural lands within the EAA do not face development pressure with prices generally remaining consistent without the price spikes and valleys that typical upland transitional lands that are influenced by residential development in Florida. This can be attributed to the underlying organic muck soils and low-lying topography that are not suitable to support development along with their agricultural land use and zoning designations that are not likely to change in the foreseeable future.

Fueled by South Florida's robust housing market, the sod market has consistently been strong over the past few years. However, sugarcane is the dominant crop for agricultural lands within the EAA. The US sugar program uses domestic marketing allotments, tariff trade quotas, and high out-of-quota tariffs to restrict the amount of sugar available to the US market.

Long-term projections from the USDA report that sugarcane shows a strong market in pricing for domestic sugar. In recent years, general prices for sugar increased to historic highs of just under 45 cents in late-2023, considerably up from the relatively stable prices around 25 cents from 2017-2022. From the 2023 peak, sugar prices have declined to 35 cents in August 2024 and 38 cents in November 2024. Prices are anticipated to continue a slow decline back to more normal price levels moving forward. Overall, the EAA market is expected to remain stable as it relates to land sales and leasing prices with no dramatic changes foreseen.

- SFWMD completed a 6,500-acre stormwater wetland and a 240,000 acre-feet reservoir to improve Lake Okeechobee's water quality.
- EAA farmers reduced phosphorus by 46%, exceeding the 25% Everglades Forever Act requirement.
- The sod market continues to thrive alongside South Florida's housing boom. Sugar prices peaked at 45 cents (late 2023), falling to 35 cents (Aug 2024) and 38 cents (Nov 2024), with a gradual return to normal levels expected.

3 Major Agricultural Sales Occurred

1. \$27,170,000
1,859 acres to U.S. Sugar
2. \$15,720,000
1,626 acres in Southern EAA
3. \$2,750,000
147 acres near Pahokee

Homestead Area Farms

Sales Activity

Throughout 2024, several large and medium-sized agricultural-type land deals have occurred within the Homestead/Redland area. Our verified sales data consisted of agricultural land with sizes greater than 40 acres, comprising improved farmland and row cropland, tropical fruit groves, ornamental plant and palm tree nurseries, and improved greenhouse/shade house operations that were purchased for continued agricultural use and/or long-term investment.

There were only eight transactions of agricultural acreage exceeding 40 acres within the Homestead area for 2024, which is lower than the general sales volumes of years past. This can be attributed to the sharp increase in agricultural land prices, which has priced potential market participants out along with the increased mortgage rates. Due to the developmental pressure of this region, agricultural operators cannot compete at the prices typical developers are willing to pay for transitional-type future development land.

Over the past year, agricultural land sales of over 40 acres (both farmland and tropical fruit groves) have ranged from \$75,000 to over \$100,000 per acre. The majority of the sales occurred within the second half of 2024 with only one transaction in the first half. These broad prices per acre are similar to the previous year, indicating overall strong demand for agricultural properties in this market.

The respective locations, sizes, plantings, soil conditions, and land improvements of these properties all have varying effects on sales prices. In addition, proximity to development has a positive impact, with sales prices of these more transitional lands at the top of prices paid. It must be noted that the highest price per acre of this agricultural group was the FPL purchase of 248 acres of improved farmland at \$168,213 per acre located near other FPL landholdings in the northern portion of this market.

Additional notable sales on transitional and development lands far exceeded the typical prices paid for agricultural lands in the market. The ever-increasing production costs, including inflation, have only compounded this trend. During 2024, these "transitional" properties have sold at prices exceeding \$400,000 per acre per acre.

Market Trends

The Homestead area's agricultural industry faces several challenges, including high production costs, land and all inputs, and direct competition with Mexico and other Latin American countries. There is high import competition for many specialty crop commodities in the U.S., Florida, and Miami-Dade County. Imports of fruits, vegetables, and other specialty crops to the U.S. market have significantly increased, particularly from Mexico. Consolidation of retail supermarket chains has also exerted downward pressure on domestic prices for specialty crops.

Another challenge for the agricultural industry in the Homestead area is the high prices for farmland, with many properties in transitional/developing areas selling to developers at rates exceeding prices that could support agricultural use. This is especially evident in the current market, where demand and prices for development lands have been dramatically increasing year over year throughout all areas of South Florida, including Miami-Dade County. Urbanization, which leads to the loss of land for agricultural production, and the influx of new residents are also real challenges for vegetable farmers.

Overall, the general trend in the agricultural industry of the Homestead region has been a gradual decrease in cropland and groves with an increase in residential development. This is due to the robust real estate market of South Florida that has been ongoing for many years and will likely continue into the foreseeable future. However, the robust residential real estate market of South Florida has buoyed the ornamental landscape nurseries/greenhouses.

Despite all these threats, the agricultural sector in the Homestead area has evolved over the past century and will continue to evolve, with the agricultural market being valuable but increasingly vulnerable to development pressure.

- Eight sales over 40 acres occurred due to high land prices and mortgage rates. Sales ranged from \$75,000 to over \$100,000 per acre, with FPL's 248-acre purchase at \$168,213/acre being the highest. Some transitional lands exceeded \$400,000/acre.
- As developers outbid farmers, cropland and fruit groves are pushed toward nurseries and greenhouses, which benefit from South Florida's strong real estate market.



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Florida Panhandle

The Florida Panhandle region stretches from Pensacola to Tallahassee and was previously known for its quiet, beautiful beaches. Although the beaches are still beautiful, the quiet has given way to significant population growth and economic development, particularly in the core counties of Bay, Escambia, Okaloosa, Santa Rosa, and Walton. Strategic development along the coastline paired with Florida's favorable business climate and lack of state income tax has created an attractive location for businesses and consumers to relocate.

In addition to a favorable climate and outdoor lifestyle offered to residents and visitors alike, the core Panhandle counties are poised for industrial growth by leveraging deep-water ports with access to rail, interstate, and airports. These specific counties have an abundance of project ready land that has been positioned to facilitate the expansion of residential, commercial, and warehousing development. Growth matched with available land has created a strong real estate market that is accessible to the rapidly growing Southeastern United States.

Population Growth

The Panhandle's population has surged, with many new residents attracted by the area's high quality of life and affordability compared to other parts of Florida. According to recent census data, counties like Walton and Santa Rosa have seen double-digit percentage increases in population over the last decade. This influx has been fueled by a mix of retirees seeking coastal living, young families looking for a quieter lifestyle, and remote workers capitalizing on flexible work environments.

The military presence in Okaloosa and Escambia Counties, anchored by installations such as Eglin and Tyndall Air Force Bases and NAS Pensacola, has also contributed to population stability and growth. These bases attract both active-duty personnel and retirees who decide to settle in the region.

Economic Expansion

The Florida Panhandle's economy has diversified beyond its historical reliance on tourism. While the stunning beaches along the Emerald Coast remain a major draw, sectors like aerospace, defense, technology, and healthcare have seen substantial growth.

- **Aerospace and Defense:** Eglin Air Force Base and related industries have spurred innovation and created high-paying jobs in the aerospace and defense sectors. Companies providing services and products to the military have bolstered the local economy.
- **Tourism:** The region's sugar-white beaches and vibrant outdoor recreational opportunities continue to attract millions of visitors annually, supporting a robust hospitality and service industry.

- **Healthcare:** With the population growing and aging, healthcare facilities and services have expanded rapidly. New hospitals, clinics, and specialty care centers have emerged, offering more jobs and improving access to care.
- **Technology & Remote Work:** The rise of remote work has attracted professionals who are no longer tied to urban centers, bringing fresh talent and entrepreneurial energy to the Panhandle.

Infrastructure Investments

To accommodate this growth, local governments and private enterprises have invested heavily in infrastructure. Road expansions, improved public transportation, and broadband internet access projects are transforming the area into a modern, connected region. Notably, the construction of new bridges and highways has eased traffic congestion, making it easier for residents and tourists to navigate the Panhandle.

Walton County, for example, has prioritized infrastructure upgrades to support the influx of residents and visitors, particularly in the areas surrounding Destin and South Walton. Similarly, Bay County has focused on rebuilding and modernizing infrastructure after Hurricane Michael in 2018, turning adversity into an opportunity for renewal and growth.

Development Pressures & Housing Challenges

The Panhandle's housing market has been under significant pressure due to rapid population growth. Housing shortages, particularly in high-demand areas such as Walton and Okaloosa Counties, have created challenges for both residents and developers. With demand far outpacing supply, housing starts have increased by over 20% in some counties, but construction efforts have struggled to keep up with the influx of new residents.

This mismatch has driven up land prices, particularly for prime coastal and near-coastal properties, where values have seen year-over-year increases of 15-20%. These rising costs have made housing affordability a pressing concern, especially for middle-income families and first-time homebuyers. Additionally, the pressure to develop quickly has raised concerns about maintaining the region's environmental integrity and natural beauty.

Local governments are grappling with these challenges by exploring solutions such as zoning reforms, incentives for affordable housing development, and policies that encourage sustainable growth. Striking a balance between meeting housing demand and preserving the character of the Panhandle is a key focus for regional planners. Balancing growth with environmental stewardship will be critical in shaping the Panhandle's future.

Conservation Efforts: Florida Forever Project

To address the environmental challenges posed by rapid development, the state of Florida has made significant efforts to acquire and conserve land through the Florida Forever Project. Since its inception, the program has become one of the nation's leading conservation initiatives, dedicated to preserving natural landscapes and protecting critical ecosystems.

As of recent data, Florida Forever has spent over \$3 billion to acquire nearly 900,000 acres of land statewide, including significant tracts in the Panhandle. These acquisitions aim to conserve water resources, protect wildlife habitats, and provide recreational opportunities for residents and visitors. In Walton County, for example, the state has secured thousands of acres of environmentally sensitive land to protect the region's freshwater springs and coastal dune lakes.

The program underscores the importance of balancing growth with conservation. By safeguarding critical lands, Florida Forever helps to ensure that the Panhandle retains its natural beauty and ecological health amidst ongoing development.

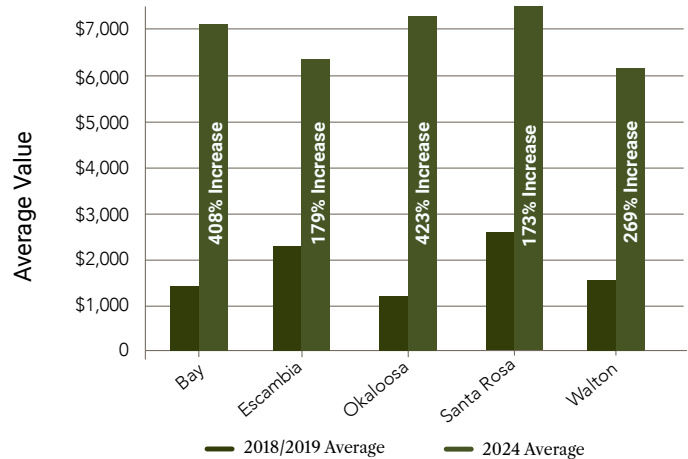
Land Value Pre-COVID to Present

While considering all of the growth factors impacting the core Panhandle counties, we should not be surprised that real estate in this region has experienced significant appreciation since 2019 due to stimuli related to the COVID-19 pandemic. To document the percentage increase in land value for rural landowners in the core Panhandle counties, we collected verified sales data for unimproved, unentitled timberland tracts 100 to 500 acres in size dating back to 2018 and 2019. We chose unimproved and unentitled timberland tracts as our subject of study to document the general increase in vacant land value across these key counties.

We included verified timberland sales from 2018 and 2019 into the same data set as an initial value because there were not enough sales in either of those years individually to paint an adequate picture. The land values in either of those years were entirely similar and thus combining them into one data set provided a sufficient breadth of data that was isolated from disruptions induced in 2020.

We averaged the timberland sale values from 2018 and 2019 county by county and then compared those averages with our 2024 land sales data to derive each county's percentage increase in value. As depicted by the charts provided, the percentage increases in value for Bay, Escambia, Okaloosa, Santa Rosa and Walton Counties range from 173% on the low end to 408% on the high end.

Increase In Property Values by County 2018/2019 & 2024 Averages



Conclusion

The Florida Panhandle is undergoing a dynamic transformation. With its booming population, diversified economy, and ongoing infrastructure improvements, the region is poised for a bright future. By addressing challenges thoughtfully and leveraging its unique strengths, the Panhandle can continue to thrive as a vibrant and attractive place to live, work, and visit. If you own real estate in this region, or would like to invest in this region, we are here to assist you.

- 8,270 ± acres sold
- 35 transactions
- \$6,863 average price per acre

Top 3 Transactions

1. \$6,355,900
684 acres in Bay County
2. \$6,000,000
429 acres in Walton County
3. \$5,140,400
359 acres in Okaloosa County



Austin Fisher

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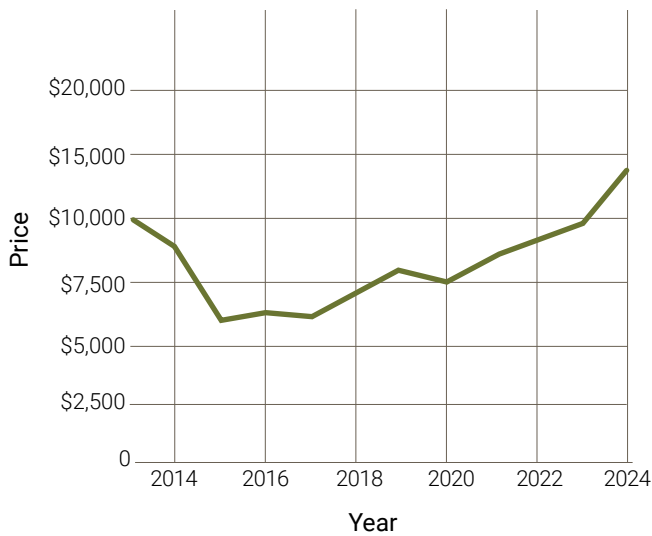
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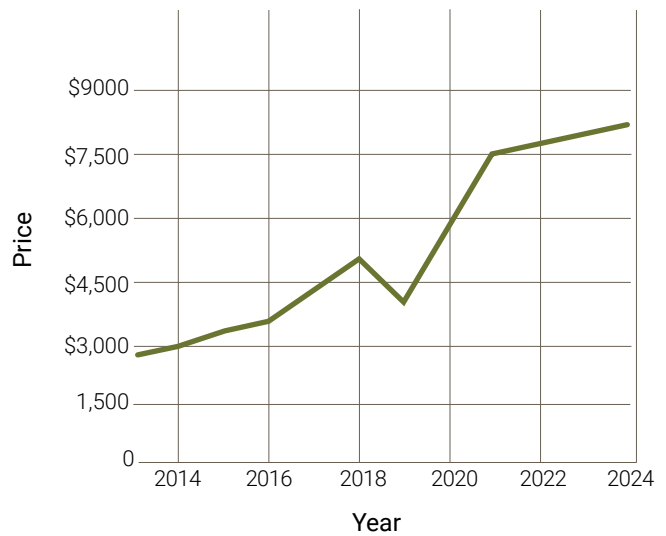
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Land Value Trends

Average Citrus \$/Acre
2013 - 2024



Average Ranch & Rec \$/Acre
2013 - 2024



Citrus

Over the past five years, grove sales have been on an upward trend, growing at an average annual rate of 9.7%. Since 2020, the average citrus grove sales price has increased by over \$3,200 per acre, primarily due to industry consolidation and the transition of some groves into other agricultural uses. In 2024, the average citrus grove price reached \$13,700 per acre, largely driven by investment interest as more citrus land is converted into residential development. However, when looking at sales over the past decade, the picture is much different. The 2024 average price remains just \$68 below the 2013 level (\$13,700 per acre in 2024 vs. \$13,768 in 2013), illustrating how challenges such as greening, hurricanes, and speculation on the industry as a whole have hindered long-term appreciation.

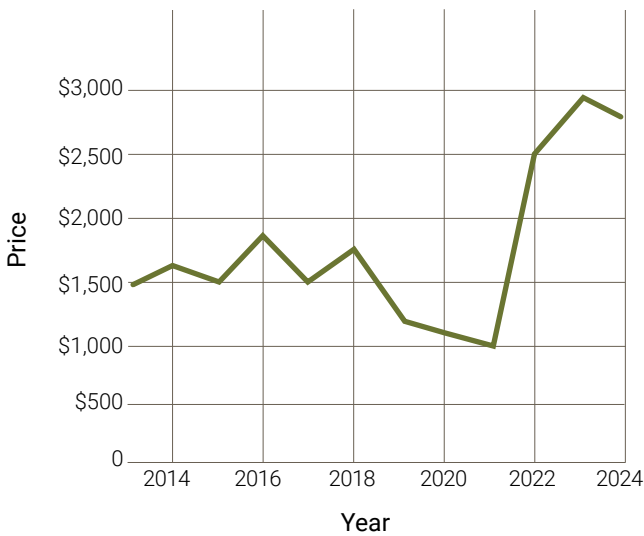
Ranch & Recreation

Ranch and Recreation has experienced a very steady increase in price per acre dating back to 2013. The average sales price per acre in 2013 was \$2,808 and in 2024, the average sales price was \$7,741 per acre - an average annual increase of 14.6%.

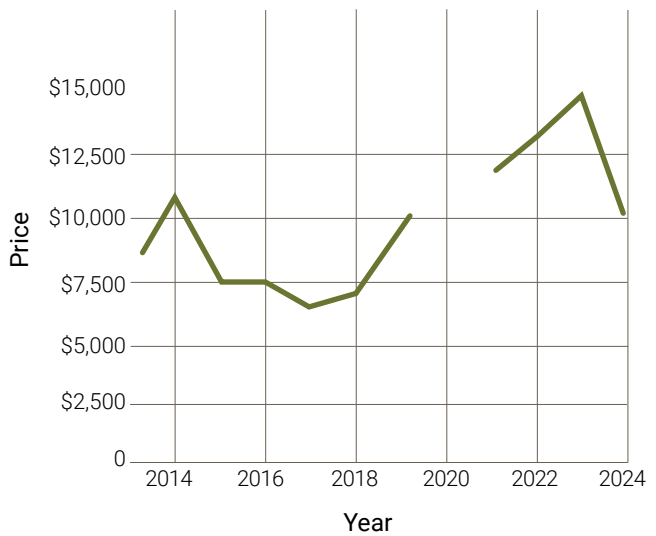
The increase in land values for Ranch and Recreation land in Florida are less the past five years - only 7.7% (2020-2024) compared to an increase of 12.8% for the five years prior (2016 - 2020). Ranch and Recreation land continues to be in high demand in Florida - as the population grows and wealth relocates to the state, people want to own properties that allow them to get outdoors and experience the Florida sunshine.

Citrus, Ranch & Recreation, Timberland, Farmland

Average Timber \$/Acre
2013 - 2024



Average Farm \$/Acre
2013 - 2024



Timberland

The Timber land prices follow a similar pattern to Ranch and Recreation - the average annual increase since 2013 is a solid 7.1%. However, in the last five years, the average price per timber acre has increased by 116%, or an average of 23% per year. Given the uncertainties of interest rates and traditional equity investments over the past five years, the market data suggests a strong appetite for timber as an alternative. The increase in value is also driven by the state's growth in population and wealth relocation - people want to own Florida land.

Farmland

Farm sales have remained fairly steady for the last five years or so - from 2019 to 2024, the average farm sales price is around \$10,400 per acre. However, there has been a significant decrease (31%) in farmland acreage price per acre from 2023 to 2024. As mentioned in the farmland article, this is primarily due to the low commodity prices and reduced rent rates in the market. Comparing 2013 average farmland prices per acre to 2024, we have documented an average price per acre increase of 2.7% per year.



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This market report was made possible by Saunders Real Estate land professionals and staff, and a professional network of real estate appraisers and consultants.



Dean Saunders, ALC, CCIM
Founder, Managing Director & Senior Advisor

Dean Saunders has produced land conferences based on actual verified sales data and not opinion on the land market since 2005 and is revealed in the annual Lay of the Land Market Reports. The land market analysis is founded on sound, accurate, and verified sales data for specific property types.

Dean receives significant recognition for exemplary sales performance from various national and regional industry organizations. In 2023, Dean received a Top Twenty National Producer Award for the seventh consecutive year and the 2023 Region 10 Broker of the Year in Agricultural Land and Ranch Sales. Based on his 2021 sales volume, he was awarded the 2021 APEX Top National Producer Award as the number one land broker in the country. He also won this award in 2020 and 2018. In 2022, 2021, 2020, Dean received the National Commercial Award from the National Association of REALTORS® (NAR) for exceptional service and

contributions to the commercial real estate industry. He also was named one of Florida Trend's Florida 500 in 2024-2019 for his work in the real estate industry. Under his leadership, the company has been listed in The Land Report as one of America's Top Brokerages every year since the recognition's inception a decade ago.



Jeff Cusson, CCIM
Senior Advisor

Jeff specializes in large tracts of agricultural and transitional lands primarily on the east coast of Florida. Prior to his real estate career, Jeff spent 23 years in the citrus business, including the role of president of an agricultural holding company. He is the recipient of a number of top sales awards.



Tyler Davis, ALC
President

Tyler Davis is the President of Saunders Real Estate, leading strategy, growth, and financial operations. A former CPA at PricewaterhouseCoopers, he holds a Master's in Tax Accounting from The University of Alabama and is active in the Lakeland community.



Austin Fisher
Regional Managing Director

Austin Fisher is a Regional Managing Director and Advisor at Saunders Real Estate in Thomasville, Georgia, specializing in land acquisition and development. A former U.S. Marine Corps attack helicopter pilot, he holds an MBA from the Acton School of Business and a Bachelor of Science from Florida State University.



Zeb Griffin, ALC
Senior Advisor

Zeb is an advisor that specializes in ranch land, hunting tracts, and agricultural properties. Nearly half of his sales volume has consisted of land encumbered by various types of conservation easements. Zeb also assists with land management efforts as a part of Saunders Property Management, LLC, a sister company.



Maricruz Gutierrez Mejia
Associate Advisor

Maricruz specializes in land brokerage deals, commercial property transactions, and site selection. A Lake Wales native, she grew up surrounded by citrus groves, giving her a deep-rooted understanding of Florida's landscape and market. Recognized for her leadership and industry expertise, she is dedicated to guiding clients through Florida's real estate market.



Tim Holden
State-Certified General Real Estate Appraiser

Tim specializes in agricultural, ranchland, recreational properties throughout Southern and Central Florida. He is a State-Certified General Real Estate Appraiser working in his family-owned real estate appraisal business, S.F. Holden, Inc. Appraisal work includes government acquisition of lands, environmentally-sensitive lands, and agricultural properties.



David Hungerford, CCIM, SIOR
Senior Advisor

David has over \$250 million in transactions across commercial properties and development land. A mapping and GIS specialist, he formerly served as the firm's Director of Research and excels in solving complex real estate challenges. A Florida State and Florida Southern graduate, he is a leader in CCIM and SIOR.

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Bryant Peace, ALC Senior Advisor

Bryant specializes in land brokerage across Florida, Georgia, and Alabama. With a deep passion for wildlife and natural resource management, he helps investors and landowners align properties with their objectives. His expertise spans acquisitions, land management, and complex

divestment strategies.



Trent Saunders, ALC Senior Advisor

Trent has a solid background in real estate, including GIS mapping, property research providing statistical data on land sales, and property project coordination. With over \$500 million in transactions, Trent has valuable experience specializing in agricultural land, ranchland, recreational land, and large acreage properties.



Clay Taylor, ALC Senior Advisor

Clay specializes in land development (lots, subdivisions, and entitled). Clay is a member of National RLI and has served as treasurer of the Florida RLI Chapter since 2008. He is also a member of the FAR, the NAR, the LAR, and the CID.



Clayton Taylor Associate Advisor

Clayton background includes leadership roles in Kappa Alpha Order and experience with a land management company, where he gained insight into landowner needs and property value enhancement. Mentored by expert land brokers, he now helps clients navigate the real estate process with diligence and expertise.



Jeremiah Thompson, ALC Senior Advisor

Jeremiah has been practicing Real Estate for nearly a decade and holds a Florida Real Estate Broker's License. He was a Senior Acquisition Agent at the Florida Division of State Lands and has negotiated many deals that placed thousands of acres of land in

conservation for the state of Florida. He participates in various conservation groups throughout the state focused on protecting Florida's natural resources.



Tony Wallace, CF Senior Advisor

Tony, a timberland specialist, is part of the brokerage's Forestry Group. He also is a partner and COO of Natural Resource Planning Services, Inc. Tony has extensive experience and expertise in timberland management and sales. In addition to being a SAF-certified (Society of American Foresters) forester, he is also a licensed real estate broker and state-certified general real estate appraiser.

2024 Verified Sales Data

Remainder Rights						
County	Sale Date	Agency	Property Type	Sale Price	Gross Acres	Price Per Gross Acre
Alachua	8/27/24	ALACHUA COUNTY	Dairy Farm	\$1,550,000	225	6,889
Charlotte	12/4/24	USDA WRP	Ranch/Rec	\$7,000,000	3,900	1,795
DeSoto/Charlotte	3/1/24	USDA WRP	Ranch/Rec	\$33,700,000	4,881	6,905
Hamilton	6/28/24	SRWMD	Timber/Rec	\$2,500,000	1,033	2,420
Highlands	4/18/24	USDA WRP	Ranch/Rec	\$4,900,000	4,154	1,180
Polk	4/26/24	DEP	Ranch/Rec	\$775,000	103	7,524
Polk	2/28/24	DEP	Ranch/Rec	\$5,754,300	1,045	5,507
Polk	6/28/24	DEP	Ranch/Rec	\$4,830,800	1,208	3,999

Solar Sales						
County	Sale Date	Acreage	Sale Price	Price Per Acre	Property Type	Provider
Charlotte	9/3/24	2,583	\$19,961,800	\$7,728	Citrus	FPL
Charlotte	10/30/24	636	\$4,397,000	\$6,914	Citrus	FPL
Collier	12/17/24	5,509	\$33,500,000	\$6,081	Citrus	FPL
Columbia	1/12/24	3,669	\$16,143,248	\$4,400	Timber	FPL
Gadsden	3/29/24	1,018	\$5,800,000	\$5,698	Nursery	FPL
Hendry	3/24/24	1,374	\$10,991,500	\$8,000	Ranch/Rec	FPL
Hillsborough	7/1/24	261	\$6,694,700	\$25,650	Farm	TECO
Miami-Dade	8/22/24	95	\$7,080,600	\$74,533	Ranch/Rec	FPL
Polk	10/17/24	95	\$2,695,500	\$28,374	Ranch/Rec	TECO

Small Sales in the Homestead Area				
County	Sale Date	Total Acres	Sale Amount	Price Per Gross Acre
Miami-Dade	1/5/24	28	\$3,000,000	\$105,042
Miami-Dade	1/9/24	20	\$9,000,000	\$450,000
Miami-Dade	1/10/24	30	\$3,058,100	\$101,937
Miami-Dade	1/18/24	15	\$2,300,000	\$152,217
Miami-Dade	1/28/24	19	\$2,500,000	\$131,648
Miami-Dade	2/20/24	15	\$8,400,000	\$560,000
Miami-Dade	3/19/24	20	\$19,600,000	\$980,000
Miami-Dade	4/29/24	23	\$2,197,400	\$96,082
Miami-Dade	5/23/24	20	\$1,850,000	\$93,671
Miami-Dade	7/29/24	32	\$28,000,000	\$875,000
Miami-Dade	7/31/24	21	\$4,000,000	\$195,027
Miami-Dade	8/14/24	15	\$5,200,000	\$344,143
Miami-Dade	8/22/24	20	\$950,000	\$47,500
Miami-Dade	9/20/24	31	\$3,500,000	\$114,529

Remainder Rights, Solar, Small Homestead, Large Homestead

Remainder Rights

Encumbered Acres	Unencumbered Acres	Unencumbered Value Per Acre	Value of Improvements	Adjusted Value of Remainder Right	Remainder Right Value Per Acre
225	-	-	\$290,356	\$1,259,644	\$5,598
3,462	438	\$6,374	\$74,973	\$6,925,028	\$1,776
1,992	2,889	\$8,712	\$836,241	\$32,863,759	\$6,733
730	303	\$3,872	\$51,043	\$2,448,958	\$2,371
4,154	-	-	-	\$4,900,000	\$1,180
103	-	-	-	\$775,000	\$7,524
1,045	-	-	\$128,973	\$5,625,328	\$5,383
1,208	-	-	-	\$4,830,800	\$3,999

Large Sales in the Homestead Area

County	Sale Date	Total Acres	Sale Amount	Price Per Gross Acre
Miami-Dade	1/5/24	48	\$4,842,000	\$100,875
Miami-Dade	6/17/24	41	\$3,600,000	\$87,805
Miami-Dade	6/24/24	97	\$65,000,000	\$671,488
Miami-Dade	7/22/24	766	\$56,000,000	\$73,107
Miami-Dade	7/10/24	163	\$13,200,000	\$80,982
Miami-Dade	8/22/24	95	\$7,080,000	\$74,526
Miami-Dade	10/8/24	248	\$41,716,700	\$168,213
Miami-Dade	10/29/24	38	\$16,775,000	\$441,447

Saunders Real Estate Research Team



Zane Mueller
Research Advisor

Zane Mueller has a strong background in agriculture, having worked in crop genetics, produce brokerage, and horticulture research. Holding a Bachelor's in Food and Resource Economics and a Master's in Real Estate from the University of Florida, he combines marketing expertise with deep knowledge of Florida's landscape to serve clients, specializing in North Central Florida and the Nature Coast.



Richard "Mac" Bayless
Research Advisor

Richard "Mac" Bayless specializes in medical office and industrial real estate. With a background in finance from Colorado Mesa University and experience in investment portfolio management and market research, he provides strategic real estate solutions and thorough due diligence for his clients.



Luke Dierlam
Research Advisor

Luke graduated from Florida State University with a Bachelor of Science in Real Estate and was an active member of the Real Estate Society. With a background in college basketball and a strong work ethic, he specializes in vacant commercial and industrial land, office and retail buildings, and single-family rentals in the Tampa Bay area, leveraging his research and analytical skills to keep clients ahead of market trends.

Research Analysts

- Hayden Welsh
- Dawson Wagner
- Kennon Jones
- Ramon Balbin

2024 Verified Sales Data

Conservation Easements					
County	Sale Date	Acreage	Sale Price	Price Per Acre	Agency
Alachua	1/18/24	613	\$3,278,482	\$5,341	Alachua County
Alachua	11/19/24	39	\$148,388	\$3,750	Alachua County
Alachua	9/6/24	39	\$146,756	\$3,750	Alachua County
Alachua	7/17/24	262	\$690,000	\$2,634	Alachua Conservation Trust
Baker	1/17/24	245	\$1,008,000	\$4,112	RFLP
Baker	7/9/24	2,393	\$4,999,000	\$2,089	RFLP
Citrus	12/11/24	817	\$3,392,000	\$4,152	RFLP
Clay	5/24/24	226	\$515,000	\$2,270	DSL
Columbia	8/26/24	1,474	\$1,475,000	\$1,000	DSL
DeSoto	4/24/24	324	\$1,323,000	\$4,082	DSL
DeSoto	4/25/24	1,515	\$5,586,000	\$3,685	DSL
DeSoto	12/3/24	5,698	\$16,587,000	\$2,911	DSL
Dixie	4/26/24	156	\$329,300	\$2,102	RFLP
Gilchrist	7/30/24	1,449	\$4,783,400	\$3,300	RFLP
Gilchrist	1/19/24	555	\$1,540,000	\$2,771	RFLP
Gilchrist	11/22/24	540	\$1,200,000	\$2,220	DSL
Glades	5/30/24	836	\$4,214,000	\$5,039	DSL
Glades	5/30/24	1,130	\$4,753,000	\$4,204	DSL
Glades	2/9/24	10,461	\$20,750,000	\$1,983	DSL
Glades/Highlands	6/14/24	2,101	\$8,195,000	\$3,900	RFLP
Hardee	5/21/24	472	\$2,837,000	\$6,001	RFLP
Hardee	9/20/24	195	\$873,000	\$4,470	DSL
Hardee	11/25/24	2,646	\$9,848,900	\$3,722	DSL
Hendry	11/8/24	754	\$4,145,000	\$5,496	RFLP
Hendry	3/19/24	856	\$3,900,000	\$4,556	The Nature Conservancy/USDA NRCS
Hendry	5/30/24	1,428	\$5,243,000	\$3,671	DSL
Highlands	9/20/24	226	\$1,067,000	\$4,701	DSL
Highlands	9/4/24	467	\$2,050,000	\$4,388	DSL
Highlands	12/3/24	1,131	\$4,519,000	\$3,996	RFLP
Highlands	10/30/24	1,987	\$7,938,000	\$3,995	DSL
Highlands	1/24/24	1,600	\$4,800,000	\$2,999	RFLP
Highlands	3/14/24	4,487	\$10,096,000	\$2,250	RFLP
Holmes/Walton	12/11/24	842	\$1,122,100	\$1,332	RFLP
Jefferson	12/20/24	114	\$366,000	\$3,205	DSL
Leon	2/13/24	4,777	\$8,250,000	\$1,727	DSL
Levy	8/8/24	691	\$700,500	\$1,013	RFLP
Manatee	4/24/24	402	\$1,740,000	\$4,324	DSL
Marion	9/17/24	5,253	\$12,602,000	\$2,399	RFLP
Okeechobee	9/18/24	647	\$3,877,800	\$5,991	DSL
Okeechobee	6/26/24	385	\$1,875,000	\$4,867	DSL
Okeechobee	10/25/24	1,801	\$6,475,000	\$3,593	RFLP
Okeechobee	10/18/24	748	\$2,675,000	\$3,573	RFLP
Osceola	8/28/24	386	\$2,600,000	\$6,727	RFLP
Osceola	9/20/24	3,080	\$12,650,000	\$4,107	RFLP
Osceola	3/13/24	8,861	\$26,650,000	\$3,007	RFLP
Polk	2/7/24	525	\$4,000,000	\$7,615	RFLP
Polk	2/2/24	707	\$3,200,000	\$4,523	RFLP
Putnam	5/16/24	855	\$2,100,000	\$2,455	DSL
Putnam	2/8/24	998	\$1,798,000	\$1,800	RFLP
St. Lucie	8/13/24	490	\$2,070,000	\$4,217	RFLP
Union	8/2/24	201	\$260,000	\$1,288	DSL
Volusia	12/2/24	123	\$455,000	\$3,699	Volusia County

All transactions recorded are 100 acres and above

Conservation Easements, Conservation Land Fee Simple

Conservation Land Fee Simple					
County	Sale Date	Acreage	Sale Price	Price Per Acre	Agency
Alachua	12/16/24	237	\$1,780,268	\$7,500	Alachua County
Alachua	8/30/24	156	\$1,453,347	\$9,313	Alachua County
Alachua	2/30/24	148	\$408,779	\$2,745	Alachua County
Alachua	9/27/24	119	\$317,256	\$2,647	Alachua County
Alachua	2/2/24	39	\$316,736	\$8,000	Alachua County
Alachua	8/14/24	41	\$74,281	\$1,800	Alachua County
Alachua	3/29/24	44	\$35,200	\$791	SRWMD
Bay	9/12/24	9	\$211,000	\$22,048	DSL
Bay	9/12/24	9	\$211,000	\$22,048	FWCC
Brevard	11/26/24	7	\$394,000	\$55,028	DSL
Brevard	3/13/24	156	\$335,100	\$2,148	SJRWMD
Brevard	3/19/24	146	\$335,087	\$2,295	SJRWMD
Charlotte	10/29/24	7	\$2,140,000	\$298,050	DSL
Charlotte	11/12/24	35	\$225,000	\$6,410	DSL
Charlotte	8/26/24	14	\$32,000	\$2,192	DSL
Collier	3/12/24	57	\$56,925	\$990	DSL
Collier	7/18/24	2	\$2,475	\$990	DSL
Collier	3/7/24	2	\$2,475	\$990	DSL
Collier, Hendry	11/18/24	24,962	\$122,000,000	\$4,887	DSL
Duval	1/31/24	1,048	\$630,000	\$601	DSL
Duval	1/25/24	1,049	\$630,000	\$601	North Florida Land Trust
Escambia	12/5/24	6	\$530,000	\$79,341	DSL
Flagler	5/6/24	2	\$2,415,000	\$989,754	DSL
Flagler	3/26/24	24	\$700,000	\$28,571	SJRWMD
Gadsden	12/27/24	701	\$2,250,000	\$3,209	DSL
Gulf	8/5/24	10,112	\$15,167,247	\$1,500	The Conservation Fund
Hamilton; Suwannee	1/5/24	266	\$870,000	\$3,269	SRWMD
Highlands	12/19/24	100	\$865,000	\$8,650	DSL
Highlands	1/3/24	1	\$13,430	\$13,039	DSL
Highlands	8/28/24	0.32	\$10,447	\$32,647	DSL
Highlands	5/23/24	1	\$9,338	\$8,809	DSL
Highlands	3/27/24	1	\$9,336	\$8,808	DSL
Highlands	7/22/24	0.46	\$8,500	\$18,478	DSL
Highlands	9/3/24	0.59	\$7,599	\$12,880	DSL
Highlands	4/11/24	0.52	\$4,518	\$8,688	DSL
Highlands	3/25/24	0.52	\$4,518	\$8,688	DSL
Highlands	5/30/24	0.23	\$4,000	\$17,391	DSL
Highlands	4/5/24	0.36	\$3,120	\$8,667	DSL
Highlands	6/14/24	0.26	\$2,273	\$8,742	DSL
Highlands	5/23/24	0.26	\$2,245	\$8,635	DSL
Highlands	7/19/24	0.23	\$1,800	\$7,826	DSL
Highlands	4/30/24	0.23	\$1,800	\$7,826	DSL
Highlands	6/3/24	0.26	\$904	\$3,477	DSL
Highlands	6/12/24	0.23	\$900	\$3,913	DSL
Jackson	12/2/24	49	\$297,550	\$5,969	DSL
Lake	4/10/24	31	\$170,000	\$5,346	DSL
Lake	1/29/24	9	\$60,000	\$6,186	DSL
Lee	4/25/24	0.47	\$140,000	\$297,872	DSL
Lee	11/22/24	0.48	\$106,000	\$220,833	DSL
Lee	7/26/24	0.34	\$95,000	\$279,412	DSL
Lee	6/13/24	1	\$90,000	\$81,081	DSL
Lee	6/25/24	0.56	\$80,000	\$142,857	DSL
Lee	5/7/24	0.23	\$70,000	\$304,348	DSL
Lee	6/25/24	0.30	\$70,000	\$233,333	DSL
Lee	4/23/24	0.17	\$65,000	\$382,353	DSL
Lee	9/9/24	0.30	\$45,000	\$150,000	DSL
Lee	11/19/24	0.15	\$35,000	\$233,333	DSL

2024 Verified Sales Data

Conservation Land Fee Simple					
County	Sale Date	Acreage	Sale Price	Price Per Acre	Agency
Lee	9/23/24	0.06	\$20,000	\$333,333	DSL
Leon	5/30/24	0.21	\$585,000	\$2,785,714	DSL
Leon	6/27/24	0.26	\$558,000	\$2,146,154	DSL
Levy	4/18/24	293	\$1,700,000	\$5,807	DSL
Levy	1/31/24	288	\$1,537,000	\$5,325	DSL
Madison	11/15/24	43	\$274,600	\$6,399	DSL
Manatee	2/12/24	68	\$11,200,000	\$165,192	Manatee County
Martin	10/1/24	21	\$2,550,000	\$121,429	The Conservation Fund
Miami-Dade	11/5/24	0.19	\$1,785,000	\$9,394,737	DSL
Miami-Dade, Monroe	3/15/24	7	\$300,000	\$40,761	DSL
Monroe	12/9/24	1	\$1,000,000	\$1,010,101	DSL
Monroe	12/19/24	13	\$600,000	\$44,944	DSL
Monroe	9/6/24	10	\$320,000	\$32,520	DSL
Monroe	6/26/24	12	\$200,000	\$16,708	DSL
Monroe	9/12/24	2	\$125,000	\$50,000	DSL
Monroe	7/24/24	1	\$80,000	\$76,923	DSL
Monroe	7/24/24	1	\$67,200	\$66,535	DSL
Monroe	1/25/24	1	\$67,200	\$66,535	DSL
Monroe	3/4/24	0.34	\$57,000	\$167,647	DSL
Monroe	6/26/24	0.12	\$55,000	\$458,333	DSL
Monroe	3/19/24	0.95	\$55,000	\$57,895	DSL
Monroe	10/28/24	0.09	\$50,000	\$555,556	DSL
Monroe	2/8/24	0.11	\$50,000	\$454,545	DSL
Monroe	10/8/24	0.12	\$50,000	\$416,667	DSL
Monroe	1/16/24	0.14	\$50,000	\$357,143	DSL
Monroe	2/8/24	0.11	\$25,000	\$227,273	DSL
Monroe	11/21/24	0.34	\$20,000	\$58,824	DSL
Monroe	6/12/24	0.14	\$19,000	\$135,714	DSL
Monroe	8/27/24	0.14	\$17,000	\$121,429	DSL
Orange	7/10/24	164	\$3,750,000	\$22,866	Orange County
Orange	2/7/24	1	\$25,000	\$20,661	SFWMD
Polk	7/30/24	39	\$62,814,000	\$1,626,884	DSL
Polk	8/16/24	1,342	\$36,108,050	\$26,907	DSL
Polk	12/31/24	123	\$3,200,000	\$26,016	Polk County
Putnam	7/15/24	30	\$331,000	\$11,008	DSL
Putnam	3/8/24	100	\$215,000	\$2,150	SJRWMD
Putnam	7/30/24	9	\$113,000	\$11,958	DSL
Santa Rosa	2/8/24	1,543	\$5,403,090	\$3,500	DSL
Santa Rosa	8/14/24	102	\$981,400	\$9,650	DSL
Santa Rosa	7/29/24	64	\$350,000	\$5,430	DSL
Santa Rosa	8/19/24	41	\$151,000	\$3,710	DSL
Santa Rosa	8/19/24	41	\$151,000	\$3,710	FFS
Seminole	7/26/24	1,360	\$34,500,000	\$25,362	DSL
Volusia	12/2/24	20	\$210,000	\$10,500	Volusia County
Volusia	12/2/24	72	\$177,500	\$2,465	Volusia County
Volusia	3/21/24	73	\$177,500	\$2,442	SJRWMD
Volusia	1/18/24	0.34	\$400	\$1,176	SJRWMD
Washington	9/24/24	160	\$248,000	\$1,550	NWFWMD

Conservation Land Fee Simple Continued, Panhandle Sales

Panhandle Sales				
County	Sale Date	Acreage	Sale Price	Price Per Acre
Bay	10/15/24	173	\$1,500,000	\$8,678
Bay	8/21/24	684	\$6,355,900	\$9,292
Bay	6/7/24	306	\$590,000	\$1,925
Bay	12/15/24	500	\$3,000,000	\$5,993
Bay	8/22/24	559	\$6,355,900	\$11,095
Bay	3/15/24	122	\$736,100	\$6,001
Escambia	1/17/24	89	\$790,900	\$8,847
Escambia	1/19/24	199	\$1,000,000	\$5,025
Escambia	1/24/24	94	\$517,900	\$5,531
Escambia	3/19/24	189	\$1,600,000	\$8,466
Escambia	3/21/24	198	\$790,200	\$3,991
Escambia	7/24/24	100	\$678,000	\$6,787
Okaloosa	6/27/24	522	\$1,578,900	\$3,021
Okaloosa	6/26/24	540	\$3,564,063	\$6,594
Okaloosa	5/20/24	442	\$2,575,000	\$5,824
Okaloosa	4/15/24	109	\$643,500	\$5,886
Okaloosa	3/12/24	117	\$479,000	\$4,079
Okaloosa	4/26/24	179	\$1,200,000	\$6,705
Okaloosa	4/26/24	179	\$1,200,000	\$6,705
Okaloosa	6/26/24	243	\$3,564,100	\$14,639
Okaloosa	6/26/24	359	\$5,514,400	\$15,361
Okaloosa	12/19/24	145	\$500,000	\$3,448
Santa Rosa	1/11/24	77	\$524,100	\$6,785
Santa Rosa	1/11/24	116	\$793,000	\$6,804
Santa Rosa	7/30/24	69	\$450,000	\$6,548
Santa Rosa	5/16/24	97	\$981,400	\$10,118
Santa Rosa	4/12/24	74	\$485,000	\$6,538
Walton	2/27/24	280	\$950,000	\$3,393
Walton	1/21/24	110	\$461,411	\$4,205
Walton	9/28/24	429	\$6,000,000	\$13,975
Walton	9/7/24	239	\$2,000,000	\$8,368
Walton	3/21/24	72	\$315,000	\$4,353
Walton	9/12/24	245	\$881,100	\$3,596
Walton	6/20/24	130	\$1,075,000	\$8,238
Walton	2/27/24	280	\$950,000	\$3,393

2024 Verified Sales Data

Farmland				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Alachua	4/16/24	274	\$12,000,000	\$43,781
Alachua	7/11/24	110	\$2,100,000	\$18,951
Alachua	6/6/24	117	\$1,190,000	\$10,171
Alachua	12/3/24	77	\$1,100,000	\$14,286
Bay	10/15/24	172	\$1,500,000	\$8,678
Bradford	6/17/24	494	\$1,310,000	\$2,650
Bradford	3/14/24	63	\$160,000	\$2,540
Citrus	11/8/24	222	\$5,074,300	\$22,857
Citrus	7/1/24	80	\$1,000,000	\$12,500
Collier	4/26/24	108	\$400,000	\$3,695
Columbia	6/11/24	50	\$540,000	\$10,800
Desoto	4/3/24	457	\$2,950,000	\$6,455
Desoto	2/14/24	293	\$2,433,600	\$8,306
Desoto	2/6/24	208	\$1,260,000	\$6,037
Desoto	2/15/24	91	\$950,000	\$10,440
Desoto	1/22/24	49	\$400,000	\$8,029
Dixie	7/30/24	786	\$4,058,500	\$5,157
Dixie	7/30/24	784	\$136,410	\$174
Duval	3/20/24	53	\$4,000,000	\$74,683
Escambia	3/21/24	198	\$790,200	\$3,991
Escambia	9/12/24	36	\$180,000	\$4,919
Flager	10/4/24	611	\$15,150,000	\$24,795
Flager	1/26/24	65	\$845,000	\$13,000
Hamilton	1/24/24	223	\$1,122,200	\$5,032
Hamilton	6/20/24	124	\$1,000,000	\$8,065
Hamilton	6/27/24	149	\$345,000	\$2,308
Hamilton	3/7/24	54	\$270,000	\$4,982
Hardee	1/18/24	1337	\$27,852,000	\$20,832
Hardee	3/21/24	288	\$2,500,000	\$8,681
Hardee	8/13/24	254	\$2,300,000	\$9,055
Hardee	6/13/24	215	\$2,005,000	\$9,326
Hardee	1/18/24	226	\$1,597,300	\$7,068
Hardee	4/16/24	124	\$1,000,000	\$8,065
Hardee	3/5/24	90	\$777,800	\$8,642
Hardee	7/25/24	55.08	\$660,000	\$11,983
Hardee	5/17/24	16	\$260,000	\$15,569
Hendry	3/27/24	1,359	\$10,991,500	\$8,088
Hendry	2/2/24	325	\$2,592,000	\$7,975
Hendry	7/22/24	214	\$1,610,800	\$7,519
Hendry	10/17/24	20	\$400,000	\$20,000
Hendry	6/20/24	20	\$280,000	\$14,000
Highlands	4/10/24	323	\$3,250,000	\$10,062
Highlands	6/10/24	159	\$1,280,000	\$8,050
Highlands	4/24/24	67	\$662,600	\$9,890
Highlands	6/11/24	396	\$10,135,000	\$25,568
Hillsborough	12/13/24	50	\$10,500,000	\$210,000
Hillsborough	1/16/24	108	\$10,175,000	\$94,213
Hillsborough	5/7/24	73	\$3,285,000	\$45,000
Hillsborough	9/13/24	64	\$1,510,000	\$23,594
Indian River	10/17/24	218	\$57,245,000	\$262,195

Farmland				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Indian River	5/21/24	308	\$3,120,000	\$10,130
Indian River	5/13/24	72	\$2,000,000	\$27,778
Indian River	10/7/24	28	\$1,600,000	\$55,536
Indian River	2/15/24	749	\$900,000	\$1,202
Indian River	4/16/24	78	\$670,000	\$8,590
Indian River	4/29/24	264	\$350,000	\$1,322
Jackson	3/21/24	234	\$744,000	\$3,179
Jackson	12/6/24	251	\$599,000	\$2,386
Jackson	1/17/24	167	\$577,500	\$3,458
Jackson	3/14/24	90	\$500,000	\$5,513
Jackson	7/3/24	115	\$437,000	\$3,800
Jackson	2/13/24	102	\$355,000	\$3,455
Jackson	10/3/24	122	\$331,100	\$2,698
Jackson	3/8/24	64	\$313,000	\$4,891
Jackson	7/3/24	84	\$287,000	\$3,417
Jefferson	7/22/24	74	\$1,000,000	\$13,514
Lake	4/22/24	639	\$21,285,100	\$33,310
Lake	7/8/24	110	\$14,000,000	\$127,273
Lake	7/24/24	106	\$1,585,000	\$14,953
Lake	5/30/24	74	\$1,550,000	\$20,946
Lake	1/18/24	109	\$1,062,500	\$9,693
Lake	3/28/24	81	\$1,000,000	\$12,311
Lake	5/20/24	93	\$950,000	\$10,155
Lee	3/18/24	154	\$315,040	\$2,046
Leon	5/7/24	41	\$200,000	\$4,871
Levy	4/18/24	325	\$1,700,000	\$5,231
Levy	1/12/24	80	\$850,000	\$10,625
Levy	3/25/24	65	\$700,000	\$10,769
Madison	1/26/24	106	\$1,000,000	\$9,366
Madison	1/25/24	148	\$955,500	\$6,456
Madison	5/24/24	70	\$500,000	\$7,121
Madison	7/25/24	79	\$482,500	\$6,108
Manatee	8/1/24	1,421	\$15,069,100	\$10,604
Manatee	2/8/24	57	\$8,316,000	\$145,895
Marion	3/1/24	977	\$13,130,000	\$13,439
Marion	5/13/24	1,233	\$6,000,000	\$4,866
Marion	5/29/24	569	\$5,051,900	\$8,879
Marion	8/1/24	83	\$3,000,000	\$36,145
Marion	4/30/24	50	\$2,000,000	\$40,000
Marion	3/28/24	102	\$1,150,000	\$11,273
Martin	1/11/24	3,753	\$65,651,500	\$17,493
Martin	9/13/24	1,929	\$40,000,000	\$20,731
Martin	9/13/24	1,930	\$40,000,000	\$20,725
Miami-Dade	7/10/24	162	\$13,200,000	\$81,031
Miami-Dade	1/8/24	48	\$4,842,000	\$100,875
Okeechobee	2/28/24	435	\$3,500,000	\$8,046
Okeechobee	6/6/24	248	\$1,650,000	\$6,653
Okeechobee	3/7/24	96	\$825,000	\$8,594
Orange	1/31/24	53	\$830,000	\$15,660
Osceola	4/17/24	3,448	\$35,000,000	\$10,151

2024 Verified Sales Data

Farmland				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Osceola	4/17/24	3,435	\$35,000,000	\$10,189
Osceola	5/28/24	291	\$3,171,900	\$10,900
Osceola	5/15/24	128	\$1,600,000	\$12,500
Palm Beach	1/22/24	120	\$29,404,287	\$245,036
Palm Beach	5/2/24	56	\$20,791,000	\$367,397
Palm Beach	1/5/24	1,643	\$15,722,200	\$9,569
Palm Beach	7/2/24	1,919	\$3,806,028	\$1,983
Palm Beach	3/13/24	147	\$2,574,000	\$17,510
Pasco	2/29/24	205	\$17,000,000	\$82,927
Pasco	1/17/24	201	\$14,778,800	\$73,526
Pasco	10/30/24	483	\$9,661,600	\$19,997
Pasco	4/26/24	80	\$7,985,500	\$99,819
Pasco	4/4/24	159	\$3,500,000	\$22,013
Pasco	2/1/24	93	\$3,000,000	\$32,258
Pasco	8/19/24	93	\$2,800,000	\$30,108
Pasco	4/26/24	77	\$1,333,400	\$17,317
Pasco	3/28/24	138	\$988,800	\$7,165
Polk	1/17/24	65	\$704,300	\$10,687
Santa Rosa	7/23/24	84	\$150,000	\$1,779
Seminole	8/15/24	61	\$1,500,000	\$24,590
St. Johns	9/23/24	55	\$1,717,000	\$31,218
St. Johns	8/28/24	80	\$1,500,000	\$18,750
St. Johns	8/15/24	56	\$910,000	\$16,024
St. Lucie	8/30/24	80	\$6,960,000	\$87,000
St. Lucie	5/28/24	268	\$2,274,900	\$8,479
St. Lucie	6/4/24	201	\$1,198,700	\$5,948
St. Lucie	7/8/24	43	\$485,000	\$11,142
Suwannee	10/16/24	2,400	\$15,304,600	\$6,376
Suwannee	6/26/24	210	\$2,550,000	\$12,143
Suwannee	7/18/24	305	\$1,500,000	\$4,911
Suwannee	10/16/24	179	\$1,224,900	\$6,811
Suwannee	4/17/24	160	\$1,113,000	\$6,956
Suwannee	1/23/24	159	\$1,000,000	\$6,270
Suwannee	2/5/24	65	\$710,000	\$10,860
Suwannee	6/18/24	72	\$655,000	\$9,097
Suwannee	8/21/24	60	\$425,000	\$6,996
Taylor	4/12/24	64	\$453,300	\$7,003
Volusia	6/27/24	152	\$1,700,000	\$11,184
Wakulla	2/29/24	52	\$360,000	\$6,800
Walton	6/3/24	235	\$1,433,800	\$6,080
Washington	1/26/24	102	\$390,000	\$3,824
Washington	1/26/24	36	\$390,000	\$10,627
Washington	2/14/24	49	\$260,000	\$5,293

Nurseries, Ranch & Recreational Land 500+ Acres

Nurseries				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Lake	6/21/24	40	\$1,250,000	\$31,250
Lake	6/30/23	64	\$3,600,000	\$56,559
Seminole	10/19/23	254	\$10,750,000	\$42,323

Ranch & Recreational Land 500+ Acres							
County	Sale Date	Gross AC	Sale Price	\$ Per Gross AC	Upland AC	% Wetlands	Wetland AC
Charlotte	12/4/24	3,900	\$7,000,000	\$1,795	2,510	35%	1,390
Desoto	3/1/24	4,880	\$33,700,000	\$6,905	4,019	17%	861.05
Desoto	6/21/24	1,251	\$12,803,000	\$10,234	1,251	0%	-
Desoto	12/18/24	632	\$2,239,900	\$3,544	493	22%	139
Highlands	11/6/24	1,135	\$12,750,000	\$11,233	1,135	0%	-
Indian River	2/15/24	780	\$900,000	\$1,153	780	0%	-
Lee	6/7/24	677	\$2,383,481	\$3,521	488	28%	188.55
Manatee	8/1/24	1,422	\$15,069,068	\$10,597	1,422	0%	-
Manatee	5/16/24	587	\$6,000,000	\$10,212	456	22%	130.68
Marion	7/23/24	781	\$31,725,000	\$40,579	778	0.4%	3.29
Martin	8/2/24	1,154	\$600,000	\$520	171	85%	982.37
Okeechobee	5/24/24	1,432	\$12,365,300	\$8,635	1,317	8%	114.93
Okeechobee	1/19/24	1,166	\$9,662,400	\$8,283	1,166	0%	-
Osceola	12/16/24	3,229	\$110,000,000	\$34,066	3,229	0%	-
Polk	6/28/24	1,200	\$4,830,800	\$4,026	1,200	0%	-
Polk	3/4/24	1,047	\$5,754,210	\$5,496	1,047	0%	-
Sumter	1/12/24	500	\$20,801,600	\$41,560	500	0%	-
Taylor	8/23/24	647	\$800,000	\$1,236	224	65%	423.15
Taylor	8/23/24	2,868	\$7,200,000	\$2,510	2,514	12%	354.01
Taylor	8/19/24	8,491	\$21,973,194	\$2,588	8,491	0%	-
Taylor	8/16/24	5,415	\$13,953,000	\$2,577	5,146	5%	268.22
Taylor	8/16/24	3,707	\$8,020,300	\$2,163	3,264	11%	442.59
Taylor	8/28/24	3,516	\$8,000,000	\$2,275	3,516	0%	-

2024 Verified Sales Data

Ranch & Recreational Land 100 - 500 Acres							
County	Sale Date	Gross Acres	Sale Price	Price Per Gross Acre	Upland Acres	% Wetlands	Wetland AC
Alachua	11/1/24	35	\$285,000	\$8,069	35	0%	
Alachua	1/9/24	56	\$160,000	\$2,857	36	36%	20.36
Alachua	8/27/24	225	\$1,550,000	\$6,889	179	20%	45.75
Bay	6/12/24	245	\$590,000	\$2,408	88	64%	156.64
Citrus	7/17/24	84	\$1,400,000	\$16,742	84	0%	-
Citrus	8/23/24	124	\$850,000	\$6,855	65	47%	58.83
Columbia	12/18/24	70	\$837,600	\$12,040	70	0%	-
Desoto	6/14/24	10	\$120,000	\$11,799	10	0%	-
Desoto	8/19/24	50	\$687,500	\$13,725	50	1%	0.45
Escambia	3/11/24	21	\$650,000	\$30,603	21	0%	-
Escambia	5/31/24	42	\$480,000	\$11,544	36	14%	5.71
Gilchrist	8/9/24	20	\$200,000	\$9,804	20	0%	-
Gilchrist	5/9/24	26	\$217,000	\$8,317	26	0%	-
Gilchrist	4/1/24	37	\$225,000	\$6,114	37	0%	-
Glades	4/4/24	70	\$1,235,000	\$17,643	50	28%	19.75
Hamilton	8/16/24	90	\$194,300	\$2,150	72	21%	18.81
Hardee	1/31/24	23	\$150,000	\$6,432	23	3%	0.69
Hardee	8/23/24	74	\$725,000	\$9,797	72	3%	2.37
Hardee	7/16/24	75	\$900,000	\$12,000	71	6%	4.26
Hendry	10/8/24	34	\$250,000	\$7,405	33	1%	0.45
Highlands	6/27/24	171	\$1,350,000	\$7,895	170	1%	0.91
Highlands	1/24/24	404	\$5,478,081	\$13,564	404	0%	-
Hillsborough	6/20/24	65	\$1,275,000	\$19,528	65	0%	-
Indian River	6/6/24	18	\$1,100,000	\$61,111	18	0%	-
Indian River	10/11/24	29	\$1,600,000	\$55,536	29	0%	-
Indian River	5/15/24	34	\$1,100,000	\$32,089	34	0%	-
Indian River	3/22/24	48	\$4,300,000	\$88,935	48	0%	-
Indian River	5/31/24	77	\$523,676	\$6,801	77	0%	-
Indian River	4/26/24	79	\$670,000	\$8,526	79	0%	-
Indian River	5/31/24	233	\$1,644,504	\$7,058	233	0%	-
Jackson	9/4/24	56	\$210,000	\$3,745	56	0%	-
Jackson	4/3/24	75	\$300,000	\$4,000	75	0%	-
Jackson	3/7/24	111	\$431,500	\$3,887	111	0%	-
Jackson	1/26/24	149	\$675,500	\$4,534	146	2%	2.69
Lake	10/25/24	55	\$4,150,000	\$74,883	53	5%	2.54
Lake	6/18/24	59	\$1,900,000	\$32,318	42	29%	16.82
Lake	1/18/24	110	\$1,062,500	\$9,659	110	0%	-
Lake	2/6/24	143	\$2,425,000	\$16,958	143	0%	-
Lake	5/8/24	235	\$1,373,625	\$5,845	235	0%	-
Levy	10/7/24	20	\$242,100	\$11,897	14	32%	6.43
Levy	1/18/24	40	\$287,000	\$7,235	40	0%	-
Levy	8/13/24	53	\$460,000	\$8,709	53	0%	-
Levy	6/5/24	61	\$659,000	\$10,803	61	0%	0.1
Levy	7/9/24	96	\$900,000	\$9,375	86	10%	10.03
Liberty	5/1/24	165	\$338,700	\$2,052	22	86%	142.54
Madison	4/5/24	41	\$200,000	\$4,841	41	0%	-
Madison	9/20/24	375	\$1,000,000	\$2,667	236	37%	138.6

Ranch & Recreational Land 100-500 Acres

Ranch & Recreational Land 100 - 500 Acres							
County	Sale Date	Gross Acres	Sale Price	Price Per Gross Acre	Upland Acres	% Wetlands	Wetland AC
Manatee	1/25/24	100	\$1,200,000	\$11,981	62	39%	38.58
Manatee	3/14/24	117	\$5,175,000	\$44,182	114	3%	3.56
Manatee	4/18/24	134	\$2,100,000	\$15,635	124	8%	10.21
Manatee	2/14/24	204	\$1,734,000	\$8,490	167	18%	36.85
Manatee	7/17/24	333	\$2,507,700	\$7,531	330	1%	2.86
Manatee	8/27/24	352	\$1,500,000	\$4,261	322	9%	30
Marion	5/28/24	21	\$185,000	\$8,955	21	0%	-
Marion	11/4/24	52	\$1,700,000	\$32,927	51	1%	0.36
Marion	6/5/24	58	\$7,238,750	\$124,806	58	0%	0.25
Marion	11/13/24	92	\$2,650,000	\$28,804	84	9%	8.32
Marion	11/25/24	137	\$5,225,000	\$38,111	116	16%	21.29
Martin	12/20/24	20	\$750,000	\$37,500	20	0%	-
Martin	2/20/24	47	\$2,350,000	\$50,257	41	13%	6.25
Martin	7/15/24	114	\$12,750,000	\$111,842	93	19%	21.29
Okeechobee	7/15/24	59	\$915,000	\$15,535	50	16%	9.23
Okeechobee	2/29/24	102	\$1,700,000	\$16,670	102	0%	-
Okeechobee	2/21/24	120	\$697,800	\$5,830	120	0%	-
Okeechobee	5/16/24	304	\$150,000	\$493	304	0%	-
Osceola	6/4/24	12	\$245,000	\$19,919	12	0%	-
Osceola	4/24/24	24	\$3,880,000	\$160,530	24	0%	-
Osceola	3/1/24	436	\$4,065,000	\$9,323	330	24%	106.3
Pasco	2/7/24	8	\$750,000	\$91,241	8	0%	-
Pasco	9/5/24	28	\$650,000	\$23,214	28	0%	-
Pasco	9/13/24	39	\$3,937,500	\$100,523	39	0%	0.05
Pasco	1/17/24	40	\$225,000	\$5,597	40	0%	-
Pasco	6/17/24	46	\$1,272,500	\$27,881	46	0%	-
Pasco	9/17/24	53	\$1,250,000	\$23,715	53	0%	-
Polk	3/26/24	3	\$175,000	\$52,239	3	0%	-
Polk	6/18/24	15	\$599,900	\$39,993	15	0%	-
Polk	3/8/24	53	\$390,000	\$7,358	53	0%	-
Polk	2/5/24	57	\$3,500,000	\$61,728	57	0%	-
Polk	7/10/24	59	\$950,000	\$15,983	59	0%	-
Polk	1/17/24	67	\$704,240	\$10,511	67	0%	-
Polk	3/5/24	68	\$675,000	\$9,957	68	0%	-
Polk	3/7/24	83	\$472,500	\$5,726	83	0%	0.01
Polk	4/19/24	103	\$452,000	\$4,388	103	0%	-
Polk	5/1/24	418	\$2,500,000	\$5,985	418	0%	-
Putnam	1/29/24	208	\$1,225,000	\$5,889	208	0%	-
Seminole	2/8/24	94	\$850,000	\$9,043	40	57%	54
St. Johns	6/10/24	71	\$1,500,000	\$21,271	56	20%	14.11
St. Lucie	9/23/24	30	\$875,000	\$29,551	29	1%	0.4
St. Lucie	9/27/24	30	\$1,800,000	\$59,055	30	2%	0.62
St. Lucie	7/19/24	31	\$1,100,000	\$35,290	30	5%	1.59
St. Lucie	3/8/24	32	\$650,000	\$20,427	29	10%	3.27
St. Lucie	9/11/24	39	\$2,035,000	\$52,421	39	0%	-

2024 Verified Sales Data

Ranch & Recreational Land 100 - 500 Acres							
County	Sale Date	Gross Acres	Sale Price	Price Per Gross Acre	Upland Acres	% Wetlands	Wetland AC
St. Lucie	8/6/24	75	\$3,825,000	\$51,000	72	4%	2.97
Sumter	11/21/24	8	\$400,000	\$53,333	8	0%	-
Sumter	11/21/24	24	\$384,500	\$16,362	24	0%	-
Sumter	11/21/24	32	\$715,500	\$22,359	32	0%	-
Suwannee	2/12/24	40	\$350,000	\$8,803	40	0%	-
Suwannee	7/31/24	104	\$1,000,000	\$9,615	104	0%	0
Taylor	3/13/24	1	\$36,000	\$36,364	1	0%	-
Taylor	2/29/24	74	\$220,800	\$2,967	39	48%	35.77
Taylor	10/23/24	102	\$154,500	\$1,512	100	2%	2.16
Taylor	12/10/24	171	\$1,100,000	\$6,420	169	1%	2.16
Volusia	11/14/24	78	\$2,700,000	\$34,615	66	16%	12.16
Volusia	2/12/24	103	\$575,000	\$5,595	40	61%	62.6
Volusia	5/3/24	127	\$1,400,000	\$11,067	90	29%	36.28
Walton	7/18/24	3	\$2,100,000	\$695,364	3	0%	-
Walton	6/26/24	16	\$99,540	\$6,300	16	0%	-
Walton	5/14/24	22	\$330,000	\$15,186	22	0%	-
Walton	6/26/24	53	\$334,530	\$6,300	53	0%	-
Washington	3/15/24	75	\$275,000	\$3,684	31	58%	43.39
Washington	2/16/24	404	\$2,000,000	\$4,956	385	5%	18.64

Citrus Land 500+ Acres				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Brevard	2/28/24	1,075	\$28,749,999	\$26,730
Charlotte	9/3/24	2,582	\$19,961,800	\$7,729
Charlotte	10/30/24	628	\$4,396,980	\$7,000
Collier	12/16/24	5,509	\$33,500,000	\$6,081
Desoto	7/15/24	1,925	\$10,176,000	\$5,286
Hendry	6/17/24	3,711	\$25,875,787	\$6,973
Hendry	4/29/24	1,284	\$13,175,400	\$10,261
Hendry	5/10/24	1,199	\$12,700,500	\$10,593
Hendry	3/19/24	856	\$3,900,000	\$4,556
Hendry	6/28/24	798	\$7,182,800	\$9,001
Indian River	2/15/24	749	\$900,000	\$1,202
Osceola	5/24/24	2,200	\$32,250,000	\$14,659
Osceola	5/23/24	1,502	\$22,000,000	\$14,647
Osceola	5/24/24	654	\$10,249,900	\$15,661
Polk	9/10/24	1,169	\$20,700,000	\$17,714
St. Lucie	12/20/24	1,302	\$10,000,000	\$7,680
St. Lucie	2/21/24	646	\$4,701,000	\$7,275

Ranch & Recreational Land 100-500 Acres Continued, Citrus

Citrus Land 100 - 500 Acres				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Alachua	5/6/24	178	\$640,000	\$3,596
Desoto	12/13/24	394	\$2,350,000	\$5,964
Desoto	6/8/24	171	\$1,371,500	\$8,020
Desoto	8/5/24	81	\$640,000	\$7,945
Desoto	3/8/24	71	\$475,000	\$6,691
Desoto	2/20/24	34	\$430,000	\$12,801
Desoto	2/9/24	22	\$325,600	\$14,902
Desoto	2/19/24	20	\$275,000	\$13,668
Flagler	1/26/24	65	\$845,000	\$13,000
Hamilton	6/20/24	124	\$1,000,000	\$8,065
Hardee	8/13/24	254	\$2,300,000	\$9,058
Hardee	1/18/24	226	\$1,597,300	\$7,068
Hardee	4/5/24	220	\$2,000,000	\$9,091
Hardee	2/14/24	196	\$1,960,000	\$10,026
Hardee	8/9/24	121	\$940,000	\$7,784
Hardee	5/2/24	80	\$825,000	\$10,313
Hardee	6/17/24	74	\$821,900	\$11,107
Hardee	3/8/24	59	\$750,000	\$12,712
Hardee	2/14/24	56	\$490,000	\$8,807
Hardee	8/20/24	55	\$559,400	\$10,171
Hardee	8/23/24	54	\$554,200	\$10,189
Hardee	6/5/24	49	\$580,000	\$11,837
Hardee	7/16/24	47	\$582,000	\$12,328
Hardee	1/30/24	47	\$630,000	\$13,424
Hardee	5/15/24	45	\$600,000	\$13,207
Hardee	2/5/24	40	\$415,000	\$10,375
Hardee	7/10/24	40	\$360,000	\$9,000
Hardee	9/18/24	39	\$500,000	\$12,811
Hardee	6/28/24	36	\$438,000	\$12,259
Hardee	7/8/24	34	\$525,000	\$15,653
Hardee	9/19/24	31	\$100,000	\$3,219
Hardee	6/13/24	30	\$550,000	\$18,333
Hardee	4/26/24	30	\$202,500	\$6,750
Hardee	1/16/24	25	\$340,000	\$13,471
Hardee	3/7/24	22	\$300,000	\$13,799
Hardee	7/9/24	20	\$250,000	\$12,444
Hardee	5/15/24	20	\$214,000	\$10,727
Hardee	4/18/24	19	\$450,000	\$23,450
Hendry	3/4/24	83	\$2,410,000	\$29,036
Hendry	9/25/24	40	\$420,000	\$10,497
Hendry	4/9/24	38	\$479,300	\$12,501
Hendry	8/12/24	27	\$329,900	\$12,370

2024 Verified Sales Data

Citrus Land 100 - 500 Acres				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Hendry	3/22/24	27	\$275,000	\$10,311
Highlands	1/24/24	402	\$5,478,100	\$13,626
Highlands	3/11/24	397	\$2,593,500	\$6,533
Highlands	4/10/24	324	\$3,250,000	\$10,040
Highlands	5/17/24	312	\$2,389,000	\$7,650
Highlands	12/6/24	100	\$865,000	\$8,650
Highlands	1/7/24	79	\$989,300	\$12,523
Highlands	9/3/24	63	\$1,480,000	\$23,488
Highlands	5/17/24	61	\$958,500	\$15,713
Highlands	7/10/24	39	\$1,250,000	\$31,774
Highlands	3/7/24	39	\$760,000	\$19,487
Highlands	1/5/24	39	\$739,000	\$19,081
Highlands	2/28/24	35	\$2,100,000	\$59,440
Highlands	6/12/24	29	\$475,000	\$16,379
Highlands	9/11/24	23	\$132,000	\$5,810
Highlands	8/20/24	20	\$175,000	\$8,557
Highlands	11/11/24	20	\$120,000	\$6,000
Highlands	1/31/24	19	\$330,000	\$17,368
Hillsborough	7/15/24	108	\$2,500,000	\$23,148
Holmes	3/15/24	120	\$250,000	\$2,090
Indian River	5/28/24	150	\$1,644,600	\$10,964
Indian River	5/31/24	150	\$1,644,600	\$10,964
Indian River	4/15/24	132	\$4,901,800	\$37,000
Indian River	12/16/24	80	\$995,500	\$12,373
Indian River	5/31/24	77	\$523,700	\$6,807
Indian River	8/6/24	54	\$3,200,000	\$59,502
Indian River	5/14/24	34	\$1,100,000	\$32,089
Jackson	9/27/24	98	\$358,900	\$3,681
Jackson	5/3/24	48	\$455,000	\$9,397
Jackson	3/14/24	43	\$172,000	\$3,989
Jackson	6/13/24	37	\$200,000	\$5,430
Jackson	2/20/24	28	\$135,000	\$4,830
Jackson	9/9/24	20	\$120,000	\$5,979
Lake	2/12/24	109	\$2,825,000	\$25,917
Lake	2/26/24	45	\$125,000	\$2,778
Lake	8/5/24	44	\$310,000	\$7,042
Lake	2/23/24	23	\$4,510,000	\$194,732
Lake	3/8/24	22	\$1,850,000	\$84,091
Levy	7/9/24	77	\$543,100	\$7,053
Manatee	1/10/24	276	\$4,050,000	\$14,655
Miami-Dade	10/24/24	36	\$650,000	\$18,071
Okeechobee	4/19/24	266	\$2,675,000	\$10,048
Okeechobee	6/4/24	43	\$785,000	\$18,466
Okeechobee	5/28/24	20	\$785,000	\$38,977
Osceola	1/17/24	160	\$5,200,000	\$32,590

Citrus Land 100 - 500 Acres				
County	Sale Date	Gross Acres	Sale Price	Price Per Acre
Polk	6/5/24	324	\$3,800,000	\$11,728
Polk	7/21/24	235	\$3,000,000	\$12,766
Polk	5/31/24	157	\$6,520,500	\$41,574
Polk	7/16/24	156	\$7,030,900	\$45,070
Polk	4/25/24	150	\$1,075,000	\$7,167
Polk	4/25/24	150	\$1,075,000	\$7,167
Polk	3/21/24	144	\$1,800,000	\$12,500
Polk	8/28/24	144	\$1,800,000	\$12,500
Polk	8/29/24	144	\$1,800,000	\$12,500
Polk	9/18/24	101	\$2,750,000	\$27,228
Polk	10/4/24	87	\$600,000	\$6,884
Polk	4/18/24	80	\$640,000	\$8,000
Polk	5/31/24	60	\$2,913,500	\$48,558
Polk	1/18/24	55	\$967,500	\$17,636
Polk	1/18/24	55	\$967,500	\$17,636
Polk	3/8/24	53	\$390,000	\$7,358
Polk	3/8/24	53	\$390,000	\$7,358
Polk	2/23/24	52	\$925,000	\$17,788
Polk	4/16/24	52	\$521,000	\$10,019
Polk	3/1/24	50	\$545,000	\$10,898
Polk	3/14/24	50	\$750,000	\$15,000
Polk	4/2/24	41	\$290,000	\$7,131
Polk	4/18/24	40	\$619,100	\$15,478
Polk	4/17/24	37	\$330,200	\$8,924
Polk	3/15/24	31	\$2,500,000	\$80,645
Polk	1/18/24	20	\$285,000	\$14,250
Polk	3/25/24	20	\$260,000	\$13,158
Polk	3/26/24	19	\$650,000	\$34,211
Polk	3/14/24	18	\$289,000	\$16,218
Polk	3/22/24	13	\$640,000	\$49,651
Polk	7/18/24	12	\$300,000	\$25,619
Polk	10/28/24	10	\$170,000	\$17,526
Polk	12/18/24	10	\$500,000	\$51,760
St. Lucie	5/28/24	75	\$3,150,000	\$42,000
St. Lucie	7/15/24	48	\$300,000	\$6,242
St. Lucie	6/20/24	22	\$1,200,000	\$53,957
St. Lucie	10/17/24	20	\$6,791,900	\$348,303
Walton	6/26/24	52	\$334,600	\$6,443

2024 Verified Sales Data

Timberland 100+ Acres				
County	Sale Date	Acres	Sale Price	Price Per Acre
Alachua	9/9/24	253	\$970,000	\$3,834
Alachua	12/16/24	250	\$1,780,000	\$7,114
Alachua	4/1/24	207	\$375,000	\$1,812
Alachua	9/27/24	120	\$307,100	\$2,559
Baker	1/25/24	1,644	\$3,399,500	\$2,067
Baker	9/13/24	232	\$1,050,000	\$4,526
Bay	3/15/24	122	\$736,100	\$6,001
Bradford	6/17/24	247	\$1,309,948	\$5,300
Bradford	3/6/24	246	\$943,200	\$3,828
Calhoun	6/10/24	251	\$888,900	\$3,530
Calhoun	4/15/24	211	\$3,000,000	\$14,191
Calhoun	5/21/24	138	\$754,900	\$5,454
Calhoun	10/24/24	110	\$335,000	\$3,045
Calhoun	7/23/24	100	\$255,000	\$2,531
Charlotte	12/18/24	336	\$6,200,000	\$18,452
Charlotte	7/16/24	112	\$159,700	\$1,426
Citrus	5/12/24	163	\$1,050,000	\$6,442
Clay	6/12/24	435	\$3,700,000	\$8,506
Clay	3/18/24	141	\$3,750,000	\$26,543
Collier	4/23/24	952	\$2,474,800	\$2,600
Columbia	1/12/24	3,668	\$16,143,248	\$4,400
Columbia	8/5/24	1,209	\$3,718,000	\$3,075
Columbia	9/20/24	250	\$360,000	\$1,440
Columbia	6/3/24	188	\$1,150,000	\$6,096
Columbia	5/30/24	121	\$800,000	\$6,579
Columbia	8/23/24	119	\$400,000	\$3,354
Columbia	4/23/24	112	\$250,000	\$2,232
Dixie	4/16/24	320	\$1,120,000	\$3,500
Escambia	1/19/24	199	\$1,000,000	\$5,025
Flagler	6/14/24	5,871	\$18,256,700	\$3,110
Flagler	4/29/24	755	\$415,429	\$550
Flagler	1/29/24	281	\$590,900	\$2,102
Flagler	2/26/24	194	\$9,960,000	\$51,340
Gadsden	3/7/24	1,419	\$5,542,300	\$3,906
Gadsden	3/7/24	811	\$4,851,300	\$5,975
Gadsden	3/28/24	513	\$1,413,800	\$2,756
Gadsden	3/7/24	482	\$1,865,400	\$3,870
Gadsden	5/9/24	468	\$4,015,000	\$8,579
Gadsden	3/7/24	351	\$2,238,000	\$6,369
Gadsden	8/28/24	286	\$1,290,500	\$4,512
Gadsden	12/2/24	169	\$525,000	\$3,091
Gadsden	6/14/24	126	\$950,000	\$7,512
Gadsden	12/3/24	120	\$425,000	\$3,515
Gadsden	2/20/24	118	\$435,000	\$3,669
Gilchrist	6/3/24	14,298	\$44,325,241	\$3,100
Gilchrist	12/17/24	720	\$4,762,100	\$6,614
Gilchrist	6/24/24	322	\$1,200,000	\$3,720
Gilchrist	4/30/24	192	\$800,000	\$4,154
Gilchrist	3/11/24	120	\$660,000	\$5,493
Hamilton	6/28/24	1,033	\$2,500,000	\$2,420
Hamilton	2/13/24	426	\$800,000	\$1,877
Hamilton	1/12/24	374	\$1,539,700	\$4,117
Hamilton	2/15/24	354	\$1,503,800	\$4,248
Hamilton	1/23/24	261	\$1,180,700	\$4,524

Timberland 100+ Acres

County	Sale Date	Acres	Sale Price	Price Per Acre
Hamilton	3/1/24	231	\$1,000,000	\$4,329
Hamilton	1/17/24	118	\$450,000	\$3,804
Hardee	1/9/24	1,696	\$10,200,000	\$6,014
Hernando	5/1/24	162	\$2,450,000	\$15,123
Hernando	2/1/24	104	\$3,200,000	\$30,482
Hillsborough	2/2/24	117	\$5,093,500	\$43,534
Holmes	7/10/24	207	\$1,900,000	\$9,136
Holmes	4/10/24	140	\$535,000	\$3,821
Holmes	3/15/24	119	\$250,000	\$2,090
Holmes	4/29/24	114	\$400,000	\$3,509
Holmes	12/20/24	103	\$400,000	\$3,863
Jackson	3/20/24	829	\$3,500,000	\$4,222
Jackson	5/3/24	684	\$1,508,700	\$2,206
Jackson	1/26/24	420	\$1,275,000	\$3,036
Jackson	6/2/24	252	\$706,000	\$2,802
Jackson	4/25/24	191	\$334,100	\$1,747
Jackson	7/31/24	188	\$426,000	\$2,265
Jackson	8/29/24	160	\$200,000	\$1,250
Jackson	2/1/24	119	\$368,000	\$3,092
Jackson	3/6/24	101	\$375,000	\$3,710
Lafayette	4/8/24	751	\$3,700,000	\$4,921
Lafayette	4/19/24	565	\$1,327,868	\$2,350
Lafayette	1/22/24	504	\$2,150,000	\$4,260
Lafayette	3/19/24	163	\$255,000	\$1,562
Lake	5/8/24	236	\$1,373,700	\$5,821
Leon	12/6/24	933	\$1,806,000	\$1,936
Leon	5/30/24	135	\$600,000	\$4,430
Leon	7/31/24	122	\$560,000	\$4,603
Leon	6/5/24	115	\$143,600	\$1,253
Levy	5/14/24	1,786	\$14,076,500	\$7,882
Levy	12/30/24	1,516	\$8,998,100	\$5,935
Levy	8/19/24	916	\$3,000,000	\$3,275
Levy	8/8/24	627	\$691,200	\$1,102
Levy	12/30/24	316	\$1,730,000	\$5,475
Levy	9/17/24	239	\$600,000	\$2,508
Levy	4/15/24	168	\$631,600	\$3,764
Levy	9/30/24	162	\$1,140,000	\$7,037
Levy	9/30/24	161	\$1,140,000	\$7,063
Levy	3/18/24	145	\$300,000	\$2,070
Liberty	5/1/24	1,273	\$3,374,300	\$2,650
Liberty	7/25/24	594	\$727,700	\$1,225
Liberty	3/1/24	203	\$700,000	\$3,446
Madison	8/23/24	274	\$584,000	\$2,131
Madison	7/19/24	205	\$350,000	\$1,707
Madison	1/1/24	154	\$869,000	\$5,650
Marion	10/30/24	852	\$4,260,000	\$5,000
Marion	5/28/24	318	\$777,500	\$2,446
Marion	1/18/24	210	\$1,180,000	\$5,619
Marion	2/14/24	177	\$1,955,800	\$11,040
Marion	9/30/24	155	\$1,000,000	\$6,452
Marion	6/30/24	119	\$799,000	\$6,714
Marion	7/3/24	108	\$4,825,000	\$44,726
Marion	1/1/24	107	\$475,000	\$4,439
Martin	6/28/24	460	\$3,250,000	\$7,065

2024 Verified Sales Data

Timberland 100+ Acres				
County	Sale Date	Acres	Sale Price	Price Per Acre
Martin	3/15/24	255	\$2,500,000	\$9,804
Martin	4/24/24	117	\$4,134,400	\$35,337
Martin	9/30/24	102	\$3,000,000	\$29,412
Okaloosa	9/4/24	801	\$2,421,143	\$3,021
Okaloosa	6/26/24	359	\$5,514,400	\$15,361
Okaloosa	10/25/24	314	\$521,000	\$1,658
Okaloosa	2/27/24	280	\$950,000	\$3,393
Okaloosa	6/26/24	243	\$3,564,100	\$14,639
Okaloosa	9/4/24	234	\$1,180,000	\$5,051
Okaloosa	4/26/24	179	\$1,200,000	\$6,705
Okaloosa	1/24/24	165	\$4,560,000	\$27,566
Okaloosa	12/19/24	145	\$500,000	\$3,448
Okaloosa	3/12/24	117	\$479,000	\$4,079
Okaloosa	4/15/24	109	\$643,500	\$5,886
Okeechobee	5/7/24	212	\$2,850,000	\$13,443
Orange	4/23/24	748	\$12,500,000	\$16,711
Pasco	3/27/24	140	\$2,800,000	\$20,000
Pasco	2/29/24	100	\$2,300,000	\$23,000
Polk	9/11/24	302	\$2,600,000	\$8,618
Putnam	1/10/24	707	\$2,200,000	\$3,112
Putnam	1/10/24	702	\$2,200,000	\$3,134
Santa Rosa	1/11/24	117	\$793,000	\$6,804
St. Johns	3/13/24	160	\$300,000	\$1,875
Sumter	5/8/24	143	\$1,700,000	\$11,888
Suwannee	11/14/24	137	\$799,900	\$5,845
Suwannee	3/12/24	112	\$649,000	\$5,788
Taylor	6/4/24	944	\$4,000,000	\$4,237
Taylor	8/12/24	173	\$470,000	\$2,717
Taylor	8/8/24	163	\$470,000	\$2,883
Taylor	7/29/24	118	\$175,000	\$1,481
Union	9/12/24	219	\$800,000	\$3,659
Volusia	6/20/24	175	\$1,066,000	\$6,094
Wakulla	3/15/24	133	\$890,000	\$6,691
Wakulla	1/10/24	104	\$350,000	\$3,353
Walton	12/10/24	1,097	\$2,700,000	\$2,461
Walton	6/28/24	1,062	\$5,604,000	\$5,277
Walton	4/11/24	322	\$529,000	\$1,644
Walton	2/27/24	280	\$950,000	\$3,393
Walton	5/1/24	260	\$1,300,000	\$5,000
Walton	9/12/24	245	\$881,100	\$3,596
Walton	1/29/24	151	\$8,788,300	\$58,313
Walton	6/20/24	131	\$1,075,000	\$8,238
Washington	6/16/24	445	\$4,180,000	\$9,393
Washington	3/27/24	318	\$480,000	\$1,509
Washington	3/12/24	197	\$700,000	\$3,553
Washington	1/3/24	176	\$437,500	\$2,486
Washington	5/1/24	162	\$790,000	\$4,877
Washington	9/20/24	159	\$400,000	\$2,516
Washington	2/9/24	146	\$1,950,000	\$13,319
Washington	10/15/24	140	\$290,000	\$2,073
Washington	8/12/24	121	\$400,000	\$3,304
Washington	8/26/24	119	\$363,000	\$3,061
Washington	1/26/24	113	\$400,000	\$3,540
Washington	10/9/24	109	\$347,600	\$3,189
Washington	9/13/24	104	\$490,000	\$4,712

Timber Continued, Transitional Residential

Transitional Residential Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Alachua	4/22/24	226	\$2,600,000	\$11,504
Alachua	5/6/24	178	\$640,000	\$3,596
Alachua	7/11/24	121	\$2,470,000	\$20,413
Alachua	5/20/24	115	\$1,450,000	\$12,658
Alachua	4/6/24	81	\$550,000	\$6,773
Alachua	6/21/24	79	\$666,200	\$8,487
Alachua	6/13/24	75	\$3,800,000	\$50,545
Alachua	12/11/24	60	\$800,000	\$13,438
Alachua	1/22/24	55	\$625,000	\$11,364
Alachua	11/20/24	52	\$980,000	\$19,007
Alachua	6/11/24	51	\$13,518,300	\$265,065
Bradford	3/18/24	50	\$210,900	\$4,218
Brevard	2/28/24	1,076	\$28,749,999	\$26,730
Brevard	2/27/24	216	\$16,507,400	\$76,349
Brevard	8/23/24	125	\$47,000,100	\$375,941
Brevard	4/17/24	114	\$5,983,000	\$52,340
Brevard	1/30/24	97	\$19,500,000	\$201,031
Brevard	4/26/24	59	\$485,000	\$8,177
Brevard	6/6/24	54	\$4,200,000	\$77,778
Calhoun	2/6/24	65	\$1,500,000	\$22,932
Charlotte	10/30/24	636	\$4,397,000	\$6,914
Charlotte	5/1/24	380	\$9,675,700	\$25,462
Charlotte	12/18/24	336	\$6,200,000	\$18,452
Charlotte	6/10/24	195	\$10,969,600	\$56,128
Charlotte	8/7/24	95	\$7,551,000	\$79,309
Charlotte	6/5/24	92	\$8,000,000	\$86,957
Citrus	11/8/24	222	\$5,074,300	\$22,857
Citrus	4/2/24	145	\$5,860,000	\$40,414
Citrus	10/1/24	91	\$705,000	\$7,743
Citrus	7/1/24	80	\$1,000,000	\$12,500
Citrus	7/9/24	77	\$600,000	\$7,792
Citrus	5/6/24	64	\$800,000	\$12,407
Collier	6/21/24	66	\$10,150,000	\$153,788
Collier	6/4/24	50	\$500,000	\$10,006
Columbia	1/12/24	3,669	\$16,143,248	\$4,400
Desoto	4/3/24	457	\$2,950,000	\$6,455
Desoto	2/14/24	293	\$2,433,600	\$8,306
Desoto	5/13/24	84	\$1,225,000	\$14,583
Desoto	3/20/24	69	\$1,119,100	\$16,219
Duval	7/26/24	61	\$975,000	\$16,073
Escambia	3/19/24	189	\$1,600,000	\$8,466
Escambia	5/1/24	29	\$205,000	\$7,138
Flagler	10/4/24	611	\$15,150,000	\$24,795
Franklin	3/29/24	35	\$924,000	\$26,400
Gadsden	3/29/24	20	\$5,800,000	\$293,077
Glades	5/10/24	126	\$2,100,000	\$16,667
Glades	1/25/24	98	\$1,350,000	\$13,776
Glades	6/14/24	21	\$280,000	\$13,659
Glades	1/17/24	20	\$365,000	\$18,159
Hardee	8/23/24	74	\$725,000	\$9,797
Hardee	3/7/24	22	\$300,000	\$13,799

2024 Verified Sales Data

Transitional Residential Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Hardee	2/2/24	8	\$350,000	\$45,573
Hendry	3/22/24	28	\$350,000	\$12,645
Hendry	6/20/24	20	\$280,000	\$14,000
Hernando	1/30/24	79	\$3,375,000	\$42,722
Highlands	2/27/24	279	\$7,772,300	\$27,858
Highlands	2/27/24	279	\$7,772,300	\$27,858
Highlands	9/3/24	63	\$1,480,000	\$23,488
Highlands	4/11/24	55	\$865,000	\$15,727
Highlands	4/9/24	55	\$865,000	\$15,793
Highlands	7/10/24	39	\$1,250,000	\$31,774
Hillsborough	7/1/24	261	\$6,694,700	\$25,650
Hillsborough	3/14/24	116	\$1,610,000	\$13,879
Hillsborough	4/1/24	58	\$4,350,000	\$75,000
Hillsborough	12/13/24	50	\$10,500,000	\$210,000
Hillsborough	9/20/24	44	\$1,040,000	\$23,788
Hillsborough	6/7/24	25	\$4,752,000	\$193,171
Hillsborough	6/7/24	25	\$4,752,000	\$193,171
Hillsborough	1/19/24	9	\$612,500	\$67,829
Indian River	3/14/24	59	\$4,250,000	\$72,034
Indian River	3/27/24	57	\$4,300,000	\$75,439
Indian River	3/22/24	48	\$4,300,000	\$88,935
Indian River	5/15/24	34	\$1,100,000	\$32,089
Indian River	7/3/24	29	\$4,100,000	\$141,379
Indian River	10/7/24	29	\$1,600,000	\$55,536
Indian River	10/11/24	29	\$1,600,000	\$55,536
Indian River	6/6/24	18	\$1,100,000	\$61,111
Jackson	10/17/24	131	\$130,000	\$995
Lake	1/26/24	170	\$7,500,000	\$44,118
Lake	3/28/24	144	\$10,000,000	\$69,444
Lake	3/28/24	144	\$10,000,000	\$69,444
Lake	7/2/24	136	\$6,300,000	\$46,324
Lake	10/2/24	119	\$14,500,000	\$121,931
Lake	10/2/24	119	\$14,500,000	\$121,931
Lake	7/30/24	92	\$4,235,000	\$46,033
Lake	7/31/24	66	\$4,510,300	\$68,338
Lake	3/29/24	53	\$2,463,800	\$46,364
Lake	7/1/24	53	\$7,306,000	\$137,849
Lake	1/31/24	47	\$934,440	\$20,009
Lake	3/8/24	22	\$1,850,000	\$84,091
Lake	6/14/24	20	\$1,175,000	\$58,750
Lee	6/7/24	677	\$2,383,481	\$3,521
Lee	6/2/24	149	\$1,115,800	\$7,489
Lee	4/2/24	97	\$1,968,947	\$20,298
Lee	7/24/24	82	\$6,300,000	\$76,829
Lee	1/2/24	20	\$2,613,600	\$130,680
Levy	5/14/24	1,786	\$14,076,500	\$7,882
Madison	9/11/24	29	\$410,000	\$14,296
Manatee	2/15/24	574	\$24,000,000	\$41,812
Manatee	2/16/24	480	\$30,000,000	\$62,479
Manatee	3/14/24	117	\$5,175,000	\$44,182
Manatee	3/28/24	97	\$3,200,000	\$32,990

Transitional Residential Continued

Transitional Residential Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Manatee	2/15/24	82	\$7,000,000	\$85,512
Manatee	2/27/24	65	\$2,850,000	\$43,846
Marion	8/19/24	961	\$8,000,000	\$8,322
Marion	4/1/24	535	\$1,862,500	\$3,481
Marion	2/14/24	177	\$1,955,800	\$11,040
Marion	6/16/24	145	\$2,898,000	\$20,001
Marion	4/23/24	132	\$2,449,600	\$18,542
Marion	11/26/24	100	\$6,400,000	\$63,955
Marion	6/30/24	86	\$4,000,000	\$46,512
Marion	9/5/24	85	\$3,200,900	\$37,658
Marion	9/5/24	84	\$5,285,000	\$62,917
Martin	3/15/24	255	\$2,500,000	\$9,804
Martin	4/17/24	118	\$21,410,600	\$181,446
Martin	2/29/24	117	\$10,418,500	\$89,047
Miami-Dade	10/8/24	248	\$41,716,700	\$168,546
Miami-Dade	8/22/24	95	\$7,080,600	\$74,533
Nassau	10/28/24	430	\$1,955,491	\$4,548
Okeechobee	7/10/24	232	\$10,250,000	\$44,175
Okeechobee	5/7/24	212	\$2,850,000	\$13,443
Okeechobee	10/31/24	204	\$6,800,000	\$33,276
Orange	4/23/24	748	\$12,500,000	\$16,711
Orange	7/31/24	67	\$5,500,000	\$82,090
Orange	5/15/24	62	\$3,999,400	\$64,506
Orange	6/25/24	60	\$10,765,400	\$179,423
Osceola	12/16/24	3,229	\$110,000,000	\$34,066
Osceola	6/20/24	56	\$3,900,000	\$69,643
Osceola	6/19/24	56	\$3,000,000	\$53,571
Osceola	6/20/24	56	\$3,000,000	\$53,571
Osceola	1/9/24	19	\$2,279,500	\$119,974
Palm Beach	5/16/24	92	\$53,500,000	\$581,522
Pasco	6/12/24	220	\$27,346,800	\$124,304
Pasco	7/29/24	204	\$19,232,500	\$94,277
Pasco	7/28/24	146	\$15,105,600	\$103,463
Pasco	1/9/24	106	\$24,000,000	\$225,776
Pasco	1/30/24	100	\$8,065,700	\$80,657
Pasco	6/13/24	80	\$4,527,000	\$56,588
Pasco	4/12/24	71	\$9,783,000	\$136,940
Pasco	2/23/24	61	\$22,750,000	\$372,951
Pasco	5/20/24	50	\$8,499,100	\$171,249
Pasco	1/17/24	40	\$225,000	\$5,597
Pasco	9/13/24	39	\$3,937,500	\$100,523
Pasco	9/5/24	28	\$650,000	\$23,214
Polk	4/5/24	403	\$3,800,000	\$9,429
Polk	3/26/24	336	\$10,000,000	\$29,762
Polk	7/7/24	309	\$7,416,000	\$24,000
Polk	8/12/24	274	\$8,900,000	\$32,482
Polk	8/15/24	270	\$8,900,000	\$32,963
Polk	8/8/24	236	\$15,500,000	\$65,678
Polk	3/8/24	206	\$9,973,000	\$48,413
Polk	7/7/24	159	\$3,434,000	\$21,597
Polk	7/8/24	157	\$7,900,000	\$50,318

2024 Verified Sales Data

Transitional Residential Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Polk	7/16/24	156	\$7,030,900	\$45,070
Polk	4/30/24	149	\$10,484,300	\$70,364
Polk	4/29/24	148	\$10,484,280	\$70,840
Polk	3/21/24	109	\$466,500	\$4,280
Polk	9/18/24	101	\$2,750,000	\$27,228
Polk	10/17/24	95	\$2,695,500	\$28,326
Polk	3/18/24	85	\$7,959,000	\$93,635
Polk	4/19/24	80	\$640,000	\$8,018
Polk	2/2/24	79	\$5,000,000	\$63,291
Polk	10/23/24	78	\$3,000,000	\$38,329
Polk	1/25/24	74	\$1,875,000	\$25,338
Polk	5/27/24	71	\$1,425,400	\$20,076
Polk	1/29/24	66	\$5,000,000	\$75,472
Polk	2/22/24	58	\$2,150,000	\$37,069
Polk	1/2/24	57	\$1,200,000	\$20,906
Polk	2/2/24	57	\$3,500,000	\$61,674
Polk	2/5/24	57	\$3,500,000	\$61,728
Polk	1/10/24	38	\$703,700	\$18,518
Polk	3/27/24	32	\$3,681,500	\$115,047
Polk	1/31/24	32	\$1,250,000	\$39,063
Polk	3/15/24	31	\$2,500,000	\$80,645
Polk	8/30/24	31	\$875,000	\$28,679
Polk	3/13/24	28	\$825,000	\$29,464
Polk	7/22/24	24	\$1,225,000	\$51,042
Polk	9/18/24	24	\$2,250,000	\$94,937
Polk	7/3/24	22	\$1,650,000	\$76,037
Polk	3/15/24	21	\$2,800,000	\$133,333
Polk	3/26/24	19	\$650,000	\$34,211
Polk	3/26/24	3	\$175,000	\$52,239
Santa Rosa	1/11/24	117	\$793,000	\$6,804
Santa Rosa	5/7/24	113	\$5,950,000	\$52,655
Santa Rosa	5/10/24	113	\$290,400	\$2,573
Santa Rosa	1/3/24	96	\$3,294,600	\$34,470
Santa Rosa	1/11/24	77	\$524,100	\$6,785
Santa Rosa	4/12/24	74	\$485,000	\$6,538
Sarasota	8/30/24	441	\$20,000,000	\$45,369
Sarasota	10/8/24	341	\$19,000,000	\$55,795
Sarasota	2/16/24	233	\$11,929,500	\$51,200
Sarasota	8/14/24	81	\$12,000,000	\$148,148
Sarasota	1/31/24	71	\$2,368,000	\$33,296
Sarasota	7/15/24	10	\$2,549,500	\$254,950
Seminole	8/15/24	61	\$1,500,000	\$24,590
St. Johns	6/25/24	180	\$1,200,000	\$6,671
St. Johns	7/18/24	77	\$6,000,000	\$77,922
St. Johns	10/21/24	41	\$840,000	\$20,324
St. Lucie	7/19/24	1,219	\$15,000,000	\$12,309
St. Lucie	6/5/24	425	\$33,999,999	\$79,934
St. Lucie	7/15/24	313	\$7,086,900	\$22,674
St. Lucie	9/23/24	195	\$5,000,000	\$25,641
St. Lucie	9/19/24	195	\$5,000,000	\$25,644
St. Lucie	1/9/24	193	\$16,240,600	\$84,362

Transitional Residential Continued & Transitional Commercial

Transitional Residential Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
St. Lucie	10/31/24	52	\$4,759,200	\$90,998
St. Lucie	3/26/24	42	\$820,000	\$19,754
St. Lucie	3/22/24	21	\$650,000	\$31,386
Sumter	1/12/24	501	\$20,801,600	\$41,560
Sumter	2/22/24	309	\$5,281,300	\$17,092
Sumter	2/22/24	274	\$5,281,300	\$19,275
Sumter	3/21/24	178	\$2,204,000	\$12,350
Sumter	1/9/24	144	\$2,531,900	\$17,583
Sumter	2/28/24	120	\$6,301,200	\$52,510
Sumter	5/3/24	80	\$1,500,000	\$18,724
Sumter	7/9/24	69	\$1,900,000	\$27,536
Sumter	6/27/24	57	\$4,723,500	\$83,351
Sumter	3/1/24	39	\$500,000	\$12,739
Sumter	6/13/24	39	\$4,100,000	\$106,355
Sumter	3/21/24	37	\$850,000	\$22,837
Suwannee	8/15/24	369	\$5,500,000	\$14,924
Suwannee	8/29/24	79	\$1,030,000	\$13,059
Suwannee	8/30/24	79	\$508,000	\$6,468
Suwannee	7/19/24	49	\$600,000	\$12,245
Suwannee	10/24/24	19	\$230,000	\$11,954
Taylor	7/30/24	252	\$5,086,100	\$20,199
Union	3/22/24	34	\$465,000	\$13,549
Volusia	1/3/24	401	\$13,055,000	\$32,545
Volusia	3/8/24	184	\$8,388,000	\$45,562
Volusia	11/10/24	142	\$3,000,000	\$21,127
Volusia	1/19/24	71	\$3,840,000	\$54,085
Volusia	7/23/24	61	\$8,100,000	\$132,787
Volusia	4/17/24	55	\$830,000	\$14,977
Volusia	6/27/24	53	\$6,900,000	\$130,189
Wakulla	3/31/24	51	\$530,000	\$10,392
Walton	6/28/24	1,062	\$5,604,000	\$5,277
Walton	9/12/24	245	\$881,100	\$3,596
Walton	1/29/24	151	\$8,788,300	\$58,313
Walton	1/30/24	77	\$3,482,500	\$45,463
Walton	1/29/24	58	\$2,128,500	\$36,857
Walton	3/21/24	33	\$477,500	\$14,567
Washington	7/16/24	24	\$220,000	\$9,167

Transitional Commercial Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Alachua	11/21/24	85	\$2,520,000	\$29,647
Brevard	6/6/24	54	\$4,200,000	\$77,778
Charlotte	5/1/24	380	\$9,675,700	\$25,462
Charlotte	6/5/24	92	\$8,000,000	\$86,957
Collier	3/25/24	1,424	\$24,455,600	\$17,174
Duval	6/28/24	68	\$22,000,000	\$323,529
Hamilton	8/23/24	52	\$1,078,000	\$20,891
Highlands	10/25/24	6	\$465,500	\$80,120
Indian River	7/3/24	29	\$4,100,000	\$141,379
Lake	4/10/24	57	\$5,500,000	\$96,491

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Transitional Commercial Land				
County	Sale Date	Acres	Sale Price	Price Per Acre
Lake	10/24/24	105	\$3,125,100	\$29,763
Lake	2/9/24	105	\$3,000,000	\$28,571
Lake	5/13/24	3	\$1,500,000	\$517,241
Lake	11/8/24	77	\$650,000	\$8,464
Lake	12/11/24	2	\$500,000	\$257,732
Lee	1/5/24	58	\$82,385,000	\$1,420,431
Lee	2/13/24	123	\$16,759,000	\$136,252
Lee	1/16/24	60	\$615,000	\$10,250
Marion	4/1/24	2	\$2,946,609	\$1,303,809
Orange	7/9/24	74	\$23,711,234	\$320,422
Pasco	1/30/24	111	\$9,250,000	\$83,333
Pasco	6/21/24	70	\$3,400,000	\$48,571
Pasco	4/11/24	1.14	\$237,500	\$208,333
Pasco	1/9/24	106	\$24,000,000	\$225,776
Pasco	1/4/24	128	\$16,461,300	\$128,004
Polk	3/8/24	21	\$30,450,000	\$1,450,000
Polk	8/5/24	54	\$16,000,000	\$296,296
Polk	7/17/24	3	\$2,500,000	\$769,231
Polk	10/8/24	19	\$2,262,000	\$117,690
Polk	12/6/24	14	\$1,888,900	\$132,741
Polk	8/15/24	17	\$1,653,000	\$98,864
Polk	4/15/24	2	\$1,600,000	\$740,741
Polk	7/16/24	390	\$1,553,100	\$3,982
Polk	11/12/24	5	\$1,500,000	\$270,758
Polk	6/28/24	9	\$1,175,000	\$120,761
Polk	7/3/24	0.83	\$900,000	\$1,084,337
Polk	10/24/24	0.93	\$840,000	\$903,226
Polk	4/5/24	5	\$700,000	\$143,443
Polk	10/28/24	4	\$700,000	\$178,117
Polk	3/6/24	2	\$695,000	\$315,909
Polk	9/9/24	5	\$550,000	\$109,344
Polk	2/2/24	4	\$515,000	\$131,378
Polk	9/27/24	2	\$475,000	\$238,693
Polk	7/16/24	297	\$409,000	\$1,377
Polk	5/20/24	4	\$370,000	\$92,500
Polk	9/20/24	5	\$340,000	\$71,130
Polk	3/6/24	0.45	\$325,000	\$722,222
Polk	9/17/24	1	\$318,000	\$286,486
Polk	8/13/24	0.21	\$305,000	\$1,452,381
Polk	8/28/24	0.47	\$300,000	\$638,298
Polk	7/17/24	0.26	\$290,000	\$1,115,385
Polk	4/30/24	0.31	\$250,000	\$806,452
Polk	1/5/24	1	\$189,000	\$189,000
Polk	9/12/24	1	\$180,000	\$180,000
Polk	5/6/24	0.37	\$100,000	\$270,270
Polk	6/4/24	2	\$80,000	\$33,898
Sarasota	7/15/24	10	\$2,549,500	\$254,950
St. Lucie	8/14/24	90	\$24,500,000	\$270,569
St. Lucie	1/9/24	192	\$16,240,600	\$84,362
Sumter	2/22/24	274	\$5,281,300	\$19,275

Transitional Commercial, Residential Land

Residential Land							
County	City	Sale Date	Gross Acres	Upland Acres	Sale Price	Price Per Acre	Price Per Upland Acre
Brevard	Cocoa	9/29/24	55	44	\$8,965,000	\$163,059	\$203,750
Brevard	Cocoa	2/27/24	212	151	\$16,507,400	\$77,781	\$109,321
Brevard	Merritt Island	2/21/25	14	10	\$1,000,000	\$72,464	\$100,000
Brevard	Mims	4/17/24	114	54	\$5,983,000	\$52,340	\$110,796
Brevard	Palm Bay	9/24/24	33	33	\$4,400,000	\$134,433	\$134,433
Brevard	Palm Bay	2/28/24	342	213	\$28,749,999	\$83,949	\$134,977
Brevard	Palm Bay	3/6/24	15	10	\$1,425,000	\$91,995	\$142,500
Brevard	Titusville	1/10/24	51	16	\$1,110,000	\$21,846	\$69,375
Citrus	Crystal River	3/19/24	8	6	\$640,000	\$77,670	\$106,312
Citrus	Crystal River	5/21/24	7	7	\$1,350,000	\$183,673	\$201,493
Citrus	Homosassa	11/5/24	222	222	\$5,074,300	\$22,854	\$22,854
Citrus	Lecanto	4/2/24	143	143	\$5,860,000	\$41,111	\$41,111
Hernando	Brooksville	7/30/24	65	65	\$2,409,900	\$37,270	\$37,270
Hernando	Brooksville	8/2/24	21	21	\$2,500,000	\$117,371	\$117,371
Hernando	Spring Hill	1/30/24	79	79	\$3,375,000	\$42,873	\$42,873
Hernando	Spring Hill	5/31/24	19	19	\$2,575,000	\$138,889	\$138,889
Hernando	Weeki Wachee	8/8/24	9	9	\$615,000	\$68,182	\$68,182
Hillsborough	Dover	4/1/24	54	52	\$4,350,000	\$80,810	\$83,654
Hillsborough	Plant City	1/16/24	108	92	\$10,175,000	\$94,196	\$110,598
Hillsborough	Riverview	9/20/24	19	19	\$6,125,000	\$318,182	\$318,182
Hillsborough	Riverview	10/2/24	32	18	\$1,252,900	\$39,686	\$69,606
Hillsborough	Ruskin	6/26/24	12	12	\$1,725,999	\$146,147	\$146,147
Hillsborough	Thonotosassa	6/7/24	25	25	\$4,752,000	\$193,171	\$193,171
Hillsborough	Wimauma	4/26/24	18	18	\$1,800,000	\$98,361	\$98,361
Indian River	Fellsmere	3/5/24	33	32	\$3,400,000	\$101,735	\$106,250
Indian River	Vero Beach	5/13/24	72	72	\$2,000,000	\$27,701	\$27,701
Indian River	Vero Beach	10/14/24	19	19	\$2,250,000	\$117,986	\$117,986
Indian River	Vero Beach	3/14/24	47	47	\$4,250,000	\$90,754	\$90,754
Indian River	Vero Beach	3/27/24	48	33	\$4,300,000	\$90,241	\$130,303
Indian River	Vero Beach	12/12/24	39	39	\$1,365,000	\$34,946	\$34,946
Indian River	Vero Beach	12/16/24	39	39	\$4,270,000	\$108,211	\$108,211
Indian River	Vero Beach	3/14/24	15	15	\$650,000	\$43,218	\$43,218
Lake	Clermont	7/10/24	25	22	\$3,857,000	\$154,589	\$175,318
Lake	Clermont	3/29/24	45	42	\$2,463,800	\$54,533	\$58,662
Lake	Eustis	5/9/24	13	13	\$1,600,000	\$123,077	\$125,000
Lake	Fruitland Park	7/2/24	134	108	\$6,300,000	\$47,001	\$58,333
Lake	Groveland	2/23/24	23	23	\$4,510,000	\$194,732	\$194,732
Lake	Lady Lake	6/14/24	40	40	\$2,600,000	\$64,628	\$64,628
Lake	Leesburg	7/10/24	565	451	\$12,000,000	\$21,234	\$26,608
Lake	Leesburg	3/12/24	66	66	\$2,934,000	\$44,140	\$44,140
Lake	Leesburg	10/1/24	24	24	\$3,304,000	\$137,609	\$137,609
Lake	Mount Dora	3/25/24	144	63	\$10,000,000	\$69,507	\$158,730
Manatee	Palmetto	5/28/24	19	19	\$1,575,000	\$83,910	\$83,910

2024 Verified Sales Data

Residential Land							
County	City	Sale Date	Gross Acres	Upland Acres	Sale Price	Price Per Acre	Price Per Upland Acre
Manatee	Palmetto	5/24/24	6	6	\$842,000	\$142,712	\$142,712
Manatee	Palmetto	5/24/25	5	5	\$575,000	\$116,397	\$116,397
Manatee	Palmetto	5/28/24	5	5	\$661,600	\$136,412	\$136,412
Manatee	Palmetto	2/13/24	82	81	\$7,000,000	\$85,533	\$86,420
Manatee	Palmetto	2/8/24	57	55	\$8,316,000	\$146,512	\$151,200
Manatee	Parrish	4/11/24	166	146	\$32,419,400	\$195,333	\$222,051
Manatee	Parrish	5/29/24	42	41	\$6,875,000	\$163,652	\$167,683
Manatee	Parrish	2/15/24	542	442	\$30,000,000	\$55,369	\$67,873
Manatee	Parrish	3/8/24	10	10	\$1,300,000	\$128,205	\$130,000
Manatee	Parrish	3/9/24	14	14	\$1,625,000	\$119,749	\$119,749
Marion	Bellevue	8/1/24	12	12	\$620,000	\$51,325	\$51,325
Marion	Bellevue	9/1/24	78	78	\$3,200,900	\$40,797	\$40,797
Marion	Bellevue	9/1/24	52	52	\$2,498,000	\$48,448	\$48,448
Marion	Bellevue	3/1/24	36	36	\$1,880,000	\$52,309	\$52,309
Marion	Ocala	5/1/24	57	57	\$4,500,000	\$78,630	\$78,630
Marion	Ocala	3/1/24	66	66	\$4,554,300	\$69,046	\$69,046
Martin	Indiantown	4/24/24	117	117	\$4,134,400	\$35,470	\$35,470
Martin	Stuart	8/23/24	12	12	\$4,000,000	\$335,289	\$347,826
Martin	Stuart	11/20/24	28	23	\$3,975,000	\$139,572	\$172,826
Orange	Apopka	6/18/24	20	18	\$3,547,500	\$178,177	\$197,083
Orange	Apopka	6/18/24	9	8	\$1,611,500	\$188,921	\$191,845
Orange	Oakland	7/15/24	58	50	\$5,500,000	\$94,942	\$110,000
Orange	Orlando	1/26/24	195	130	\$5,000,000	\$25,687	\$38,462
Orange	Orlando	4/30/24	11	11	\$3,700,400	\$327,179	\$327,179
Orange	Windermere	10/8/24	5	5	\$1,000,000	\$198,020	\$210,526
Orange	Winter Garden	9/30/24	64	46	\$23,189,500	\$360,645	\$504,120
Orange	Winter Garden	6/26/24	12	12	\$7,734,600	\$629,853	\$629,853
Orange	Winter Garden	6/26/24	47	47	\$10,765,400	\$227,743	\$227,743
Osceola	Kissimmee	5/10/24	14	14	\$2,187,500	\$161,558	\$161,558
Osceola	Kissimmee	7/9/24	5	5	\$920,000	\$183,267	\$183,267
Osceola	Kissimmee	8/16/24	10	10	\$1,100,000	\$114,108	\$114,108
Osceola	Saint Cloud	7/2/24	64	53	\$5,773,600	\$90,142	\$108,936
Osceola	Saint Cloud	4/24/24	24	24	\$3,880,000	\$161,532	\$161,532
Osceola	Saint Cloud	6/20/24	24	22	\$3,000,000	\$123,967	\$136,364
Osceola	Saint Cloud	8/1/24	7	6	\$1,400,000	\$209,581	\$233,333
Osceola	Saint Cloud	9/18/24	21	19	\$1,950,000	\$92,549	\$102,632
Osceola	Saint Cloud	6/28/24	281	183	\$6,968,100	\$24,799	\$38,077
Pasco	Dade City	8/6/24	57	57	\$4,100,000	\$72,310	\$72,310
Pasco	Dade City	2/19/24	30	30	\$2,350,000	\$77,840	\$77,840
Pasco	Dade City	9/12/24	39	39	\$3,937,500	\$101,534	\$101,534
Pasco	Land O' Lakes	11/4/24	40	27	\$1,900,000	\$47,895	\$70,370
Pasco	San Antonio	6/13/24	216	197	\$27,346,800	\$126,729	\$138,816
Pasco	Unincorporated	7/29/24	68	60	\$19,232,500	\$282,043	\$320,542

Residential Land

Residential Land							
County	City	Sale Date	Gross Acres	Upland Acres	Sale Price	Price Per Acre	Price Per Upland Acre
Pasco	Unincorporated	8/13/24	265	120	\$6,550,000	\$24,695	\$54,583
Pasco	Unincorporated	5/20/24	50	39	\$8,499,100	\$170,562	\$217,926
Pasco	Unincorporated	5/17/24	108	99	\$13,846,700	\$128,115	\$139,866
Pasco	Unincorporated	1/4/24	129	100	\$16,461,300	\$127,944	\$164,613
Pasco	Wesley Chapel	5/30/24	20	20	\$1,828,600	\$90,570	\$93,774
Pasco	Zephyrhills	3/19/24	32	28	\$4,500,000	\$140,056	\$160,714
Pasco	Zephyrhills	6/13/24	75	52	\$4,527,000	\$59,976	\$87,058
Polk	Auburndale	10/31/24	119	115	\$9,000,000	\$75,821	\$78,261
Polk	Bartow	5/30/24	40	40	\$998,300	\$25,058	\$24,995
Polk	Bartow	6/28/24	22	20	\$1,650,000	\$76,037	\$82,500
Polk	Haines City	5/31/24	80	80	\$7,939,900	\$99,311	\$99,311
Polk	Haines City	7/22/24	14	14	\$1,225,000	\$85,306	\$85,306
Polk	Haines City/Davenport	3/18/24	116	107	\$11,488,000	\$99,266	\$107,364
Polk	Lake Wales	3/27/24	29	29	\$3,681,500	\$125,093	\$125,093
Polk	Lake Wales	7/11/24	39	39	\$4,125,500	\$104,841	\$104,841
Polk	Lake Wales	8/13/24	315	245	\$8,900,000	\$28,243	\$36,327
Polk	Lake Wales	9/11/24	24	24	\$2,250,000	\$94,937	\$94,937
Polk	Lake Wales	9/18/24	91	91	\$2,750,000	\$30,240	\$30,240
Polk	Lakeland	4/15/24	20	14	\$1,185,000	\$58,519	\$84,643
Polk	Winter Haven	5/28/24	32	22	\$976,500	\$30,083	\$44,386
Polk	Winter Haven	4/30/24	284	216	\$10,484,300	\$36,889	\$48,538
Polk	Winter Haven	2/2/24	57	53	\$3,500,000	\$61,674	\$66,038
Sarasota	Englewood	8/15/24	81	69	\$12,000,000	\$148,515	\$173,913
Sarasota	Englewood	8/30/24	441	327	\$20,000,000	\$45,369	\$61,162
Sarasota	Sarasota	8/14/24	12	11	\$2,400,000	\$208,333	\$218,182
Sarasota	Sarasota	4/19/24	120	96	\$18,026,700	\$149,973	\$187,778
Sarasota	Sarasota	1/16/24	67	51	\$10,000,000	\$149,993	\$196,078
Sarasota	Sarasota	6/27/24	127	105	\$16,700,000	\$132,005	\$159,048
Sarasota	Venice	5/1/24	52	49	\$12,000,000	\$231,616	\$244,898
Seminole	Sanford	10/3/24	34	28	\$5,828,000	\$173,918	\$211,850
St. Lucie	Fort Pierce	10/31/24	151	151	\$4,759,200	\$31,535	\$31,535
St. Lucie	Fort Pierce	6/3/24	18	18	\$3,600,000	\$198,566	\$198,566
St. Lucie	Fort Pierce	5/22/24	8	8	\$6,240,000	\$806,202	\$806,202
St. Lucie	Fort Pierce	4/4/24	7	7	\$850,000	\$122,478	\$122,478
St. Lucie	Port Saint Lucie	9/5/24	5	5	\$2,700,000	\$531,496	\$531,496
St. Lucie	Port Saint Lucie	6/21/24	22	22	\$8,500,000	\$385,837	\$385,837
St. Lucie	Port Saint Lucie	8/29/24	80	80	\$6,960,000	\$87,131	\$87,131
Volusia	Deland	3/8/24	184	116	\$8,388,000	\$45,562	\$72,310
Volusia	Deland	11/14/24	78	65	\$2,700,000	\$34,687	\$41,386
Volusia	Edgewater	1/19/24	76	49	\$3,840,000	\$50,861	\$79,175
Volusia	Orange City	8/26/24	9	9	\$1,450,000	\$164,773	\$164,773
Volusia	Ormond Beach	4/1/24	23	17	\$9,520,000	\$417,727	\$567,004

2024 Verified Sales Data

Residential Average Upland Price Summary							
County	2024	2023	2022	2021	2020	2019	2018
Seminole	\$211,850	\$119,064	\$116,244	\$153,780	\$102,234	\$73,144	\$105,507
Orange	\$189,168	\$178,692	\$89,038	\$148,852	\$72,896	\$88,722	\$92,289
Pasco	\$132,707	\$71,568	\$70,577	\$55,759	\$39,903	\$54,612	\$36,270
Sarasota	\$128,710	\$92,990	\$86,219	\$44,779	\$42,258	\$76,928	\$54,445
Brevard	\$128,390	\$111,151	\$60,350	-	-	-	\$33,545
Hillsborough	\$127,907	\$186,687	\$46,554	\$49,644	\$81,436	\$50,155	\$65,049
St. Lucie	\$115,607	\$89,005	\$53,842	\$11,969	\$18,122	-	\$20,412
Manatee	\$110,797	\$103,462	\$91,714	\$99,336	\$72,858	\$48,210	\$50,604
Volusia	\$101,430	\$161,641	\$49,572	\$54,680	\$53,220	\$38,076	\$25,204
Osceola	\$81,079	\$127,261	\$39,953	\$103,910	\$82,542	\$31,433	\$65,730
Martin	\$80,163	\$55,464	\$45,075	-	-	-	-
Indian River	\$75,794	\$103,320	\$95,561	\$45,462	\$44,430	-	\$24,561
Polk	\$63,221	\$30,561	\$49,756	\$39,315	\$51,540	\$37,598	\$37,330
Hernando	\$59,690	\$58,100	\$57,098	\$38,724	\$12,126	\$14,545	\$26,806
Lake	\$58,134	\$46,617	\$33,721	\$77,901	\$87,266	\$51,483	\$45,436
Marion	\$57,276	\$46,397	\$39,893	\$45,955	\$30,793	\$23,529	\$36,271
Citrus	\$34,256	\$33,959	-	-	-	-	-
Sumter	-	\$28,415	\$30,218	\$32,377	\$101,920	\$31,331	\$35,244

Residential Average Lot Price Summary							
County	2024	2023	2022	2021	2020	2019	2018
Martin	\$188,616	\$210,338	\$281,708	\$153,956	\$180,508	\$153,363	-
Indian River	\$151,006	\$87,349	\$166,478	\$58,351	\$73,250	\$56,924	\$45,257
Orange	\$128,992	\$127,876	\$118,615	\$96,255	\$107,579	\$78,385	\$85,933
Sarasota	\$128,821	\$110,883	\$85,448	\$84,008	\$98,364	\$72,715	\$93,813
Seminole	\$108,352	\$152,500	\$114,927	\$100,051	\$133,248	\$155,149	\$61,964
Hillsborough	\$104,104	\$94,588	\$74,679	\$69,795	\$60,759	\$64,859	\$57,725
Manatee	\$103,875	\$92,469	\$66,655	\$67,038	\$67,848	\$67,571	\$60,664
St. Lucie	\$102,143	\$77,902	\$73,713	\$47,694	\$51,525	\$46,434	\$31,576
Lake	\$95,836	\$95,411	\$71,980	\$66,555	\$68,868	\$52,859	\$43,098
Pasco	\$92,714	\$70,298	\$59,501	\$57,765	\$57,403	\$73,399	\$62,548
Osceola	\$86,910	\$72,107	\$75,278	\$67,161	\$67,496	\$61,545	\$52,974
Volusia	\$85,840	\$82,399	\$67,738	\$55,545	\$57,316	\$56,108	\$66,502
Brevard	\$76,363	\$68,205	\$58,724	\$47,973	\$54,994	\$69,026	\$67,125
Polk	\$73,260	\$53,769	\$52,783	\$43,176	\$46,268	\$44,778	\$42,558
Marion	\$62,054	\$41,639	\$22,459	\$53,678	\$28,590	\$25,349	\$35,092
Hernando	\$50,292	\$58,814	\$42,068	\$57,758	\$32,743	\$35,787	\$17,825
Citrus	\$46,460	\$41,771	\$47,907	\$54,000	-	\$20,317	\$13,520
Sumter	-	\$62,658	\$48,557	\$49,344	\$51,890	-	\$42,255

Residential Land Continued, Finished Lots

Finished Lots					
County	Sale Amount	City	Sale Date	# of Lots	Price/Lot
Brevard	\$4,466,000	Cocoa	8/21/24	22	203,000
Brevard	\$5,267,500	Merritt Island	11/7/24	43	122,500
Brevard	\$5,425,900	Palm Bay	3/12/24	99	54,807
Brevard	\$5,355,000	Palm Bay	9/12/24	98	54,643
Brevard	\$3,071,000	Rockledge	1/10/24	37	83,000
Brevard	\$5,310,500	West Melbourne	9/23/24	43	123,500
Citrus	\$1,300,000	Citrus Springs	3/26/24	28	46,429
Citrus	\$968,200	Dunnellon	3/12/24	32	30,256
Citrus	\$2,703,000	Inverness	6/27/24	47	57,511
Hernando	\$4,197,500	Brooksville	3/12/24	73	\$57,500
Hernando	\$830,000	Brooksville	6/12/24	12	\$69,167
Hernando	\$1,736,500	Spring Hill	7/17/24	38	\$45,697
Hernando	\$1,099,200	Spring Hill	9/20/24	24	\$45,800
Hernando	\$6,950,800	Weeki Wachee	7/30/24	147	\$47,284
Hillsborough	\$2,264,700	Apollo Beach	6/14/24	13	174,208
Hillsborough	\$2,239,200	Apollo Beach	3/15/24	22	101,782
Hillsborough	\$969,800	Lithia	3/11/24	15	64,653
Hillsborough	\$2,716,300	Lutz	10/7/24	15	181,087
Hillsborough	\$1,238,200	Odessa	5/2/24	7	176,886
Hillsborough	\$2,868,800	Plant City	10/7/24	37	77,535
Hillsborough	\$1,350,000	Plant City	6/12/24	15	90,000
Hillsborough	\$3,216,300	Riverview	5/10/24	20	160,815
Hillsborough	\$2,078,600	Riverview	11/15/24	11	188,964
Hillsborough	\$8,240,000	Ruskin	3/27/24	70	117,714
Hillsborough	\$6,727,600	Ruskin	10/31/24	58	115,993
Hillsborough	\$500,300	Sun City Center	6/8/24	6	83,383
Hillsborough	\$3,780,000	Tampa	1/29/24	54	70,000
Hillsborough	\$703,800	Tampa	4/15/24	5	140,760
Hillsborough	\$3,672,600	WiMauma	2/5/24	50	73,452
Hillsborough	\$1,367,100	WiMauma	11/14/24	10	136,710
Indian River	\$1,100,000	Vero Beach	11/29/24	25	\$44,000
Indian River	\$510,000	Sebastian	2/21/24	6	\$85,000
Indian River	\$7,657,500	Vero Beach	1/2/24	45	\$170,167
Indian River	\$1,347,900	Vero Beach	11/26/24	7	\$192,557
Lake	\$1,633,200	Clermont	3/26/24	18	\$90,733
Lake	\$792,500	Clermont	5/14/24	5	\$158,500
Lake	\$843,800	Eustis	3/26/24	9	\$93,756
Lake	\$3,156,400	Groveland	3/26/24	36	\$87,678
Lake	\$2,384,200	Groveland	6/25/24	27	\$88,304
Lake	\$7,500,000	Howey in the Hills	6/24/24	83	\$90,361
Lake	\$699,200	Howey in the Hills	9/27/24	10	\$69,920
Lake	\$2,900,000	Leesburg	8/7/24	40	\$72,500
Lake	\$700,000	Leesburg	4/9/24	10	\$70,000
Lake	\$2,293,900	Minneola	7/22/24	21	\$109,233
Lake	\$2,041,500	Minneola	3/26/24	20	\$102,075
Lake	\$4,266,900	Mount Dora	6/10/24	40	\$106,673

2024 Verified Sales Data

Finished Lots					
County	Sale Amount	City	Sale Date	# of Lots	Price/Lot
Lake	\$4,128,000	Mount Dora	3/6/24	40	\$103,200
Lake	\$3,738,700	Sorrento	8/15/24	40	\$93,468
Lake	\$1,796,900	Sorrento	4/22/24	20	\$89,845
Lake	\$3,484,400	Umatilla	8/15/24	40	\$87,110
Lake	\$2,056,900	Umatilla	8/12/24	20	\$102,845
Manatee	\$5,599,700	Bradenton	7/8/24	57	\$98,240
Manatee	\$1,132,500	Bradenton	5/17/24	26	\$43,558
Manatee	\$17,896,900	Lakewood Ranch	2/16/24	137	\$130,634
Manatee	\$10,575,000	Lakewood Ranch	7/29/24	56	\$188,839
Manatee	\$15,387,800	Palmetto	6/7/24	117	\$131,520
Manatee	\$6,808,800	Palmetto	7/24/24	50	\$136,176
Manatee	\$10,270,000	Parrish	4/4/24	157	\$65,414
Manatee	\$5,630,000	Parrish	9/24/24	51	\$110,392
Marion	\$3,445,000	Bellevue	7/1/24	53	\$65,000
Marion	\$3,055,000	Bellevue	4/1/24	47	\$65,000
Marion	\$4,073,400	Ocala	9/1/24	62	\$65,700
Marion	\$3,635,100	Ocala	6/1/24	58	\$62,674
Marion	\$1,048,200	Summerfield	4/1/24	17	\$61,659
Marion	\$494,100	Summerfield	5/1/24	8	\$61,763
Martin	\$2,767,200	Stuart	11/8/24	15	\$184,480
Martin	\$978,000	Stuart	10/10/24	6	\$163,000
Orange	\$2,072,000	Apopka	1/11/24	22	\$94,182
Orange	\$1,044,200	Apopka	6/14/24	9	\$116,022
Orange	\$2,183,500	Mount Dora	4/26/24	15	\$145,567
Orange	\$2,130,000	Mount Dora	6/25/24	15	\$142,000
Orange	\$612,000	Ocoee	6/25/24	6	\$102,000
Orange	\$4,493,600	Orlando	9/9/24	40	\$112,340
Orange	\$2,492,100	Orlando	11/15/24	14	\$178,007
Orange	\$2,237,700	Windermere	7/8/24	9	\$248,633
Osceola	\$4,350,000	Davenport	3/1/24	58	\$75,000
Osceola	\$6,970,600	Kissimmee	9/13/24	110	\$63,369
Osceola	\$5,064,200	Kissimmee	3/29/24	69	\$73,394
Osceola	\$8,730,000	Saint Cloud	9/11/24	97	\$90,000
Osceola	\$8,275,100	Saint Cloud	2/29/24	107	\$77,337
Pasco	\$3,040,000	Dade City	11/6/24	38	\$80,000
Pasco	\$3,000,000	Dade City	6/20/24	27	\$111,111
Pasco	\$13,800,000	Land O' Lakes	10/30/24	92	\$150,000
Pasco	\$6,358,800	Land O' Lakes	10/3/24	50	\$127,176
Pasco	\$1,323,800	San Antonio	3/6/24	22	\$60,173
Pasco	\$534,000	San Antonio	8/2/24	12	\$44,500
Pasco	\$3,942,600	Spring Hill	2/29/24	19	\$207,505
Pasco	\$650,000	Spring Hill	5/2/24	9	\$72,222
Pasco	\$4,752,000	Wesley Chapel	7/15/24	33	\$144,000
Pasco	\$4,649,300	Wesley Chapel	3/25/24	48	\$96,860
Pasco	\$4,254,500	Zephyrhills	10/17/24	60	\$70,908
Pasco	\$2,790,400	Zephyrhills	10/31/24	23	\$121,322

Finished Lots Continued

Finished Lots					
County	Sale Amount	City	Sale Date	# of Lots	Price/Lot
Polk	\$1,770,200	Auburndale	2/23/24	19	\$93,168
Polk	\$1,770,200	Auburndale	6/24/24	19	\$93,168
Polk	\$6,175,700	Bartow	8/21/24	109	\$56,658
Polk	\$6,052,100	Bartow	2/22/24	109	\$55,524
Polk	\$7,223,500	Davenport	9/5/24	67	\$107,813
Polk	\$1,117,300	Davenport	9/11/24	16	\$69,831
Polk	\$2,000,000	Dundee	9/30/24	40	\$50,000
Polk	\$4,822,300	Eagle Lake	7/3/24	87	\$55,429
Polk	\$4,788,600	Eagle Lake	4/3/24	86	\$55,681
Polk	\$11,180,000	Haines City	1/30/24	172	\$65,000
Polk	\$3,445,000	Haines City	1/16/24	53	\$65,000
Polk	\$3,028,000	Kissimmee	10/3/24	48	\$63,083
Polk	\$3,005,500	Kissimmee	3/29/24	58	\$51,819
Polk	\$7,336,000	Lake Hamilton	2/28/24	112	\$65,500
Polk	\$1,049,600	Lake Hamilton	9/5/24	15	\$69,973
Polk	\$2,715,500	Lake Wales	6/18/24	40	\$67,888
Polk	\$7,125,000	Lakeland	8/25/24	57	\$125,000
Polk	\$4,634,300	Lakeland	9/23/24	41	\$113,032
Polk	\$3,974,600	Winter Haven	4/2/24	70	\$56,780
Polk	\$3,850,600	Winter Haven	8/15/24	48	\$80,221
Sarasota	\$8,502,000	Nokomis	7/12/24	78	\$109,000
Sarasota	\$7,752,000	Nokomis	1/16/24	38	\$204,000
Sarasota	\$9,354,400	North Port	4/26/24	104	\$89,946
Sarasota	\$10,400,000	Sarasota	9/26/24	80	\$130,000
Sarasota	\$6,305,500	Sarasota	2/27/24	80	\$78,819
Sarasota	\$7,962,500	Venice	5/13/24	49	\$162,500
Sarasota	\$5,750,000	Venice	9/16/24	36	\$159,722
Seminole	\$562,500	Lake Mary	5/15/24	5	\$112,500
Seminole	\$450,000	Lake Mary	6/5/24	4	\$112,500
Seminole	\$1,072,900	Sanford	6/3/24	10	\$107,290
Seminole	\$751,100	Sanford	10/11/24	7	\$107,300
St. Lucie	\$12,500,000	Fort Pierce	6/24/24	77	\$162,338
St. Lucie	\$13,905,000	Port Saint Lucie	1/30/24	147	\$94,592
St. Lucie	\$11,155,900	Port Saint Lucie	5/6/24	111	\$100,504
Volusia	\$3,829,500	Daytona Beach	10/1/24	37	\$103,500
Volusia	\$1,114,700	Daytona Beach	8/19/24	13	\$85,746
Volusia	\$1,647,500	Debary	11/18/24	12	\$137,292
Volusia	\$8,400,000	Deland	3/13/24	71	\$118,310
Volusia	\$3,513,000	Deland	5/9/24	33	\$106,455
Volusia	\$2,165,700	Deltona	6/27/24	34	\$63,697
Volusia	\$3,328,000	Edgewater	5/15/24	52	\$64,000
Volusia	\$8,710,000	Holly Hill	3/11/24	134	\$65,000
Volusia	\$8,100,000	New Smyrna Beach	4/10/24	108	\$75,000
Volusia	\$2,898,000	New Smyrna Beach	7/30/24	23	\$126,000
Volusia	\$5,100,000	Ormond Beach	1/9/24	68	\$75,000
Volusia	\$1,148,000	Ormond Beach	2/3/24	8	\$143,500



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