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LAY OF THE LAND®

MARKET REPORT

FLORIDA • PUBLISHED 2026

Welcome

Every year, the Lay of the Land® Market Report, published and presented by Saunders Land, reflects our continued commitment to delivering trusted, data-driven insight to Florida landowners and investors.

This year, we mark a major milestone for our firm as we celebrate our 30th anniversary. Since 1996, we have served landowners, investors, and developers, building a three-decade legacy grounded in long-term relationships and earned trust.

Our reports and research are powered by Atlas by Saunders Real Estate, our new proprietary mapping and market intelligence system. This in-house technology has revolutionized how our team identifies and verifies transaction data, allowing our research analysts to provide even more precise sale information and deeper market clarity than ever before.

Our firm has experienced several new things over the past year:

Saunders Valuations: We are thrilled to announce the launch of our appraisal & valuation company. To lead this new venture, we welcomed industry veteran appraiser Jim Pruitt to the team. His expertise ensures our clients receive the highest level of valuation accuracy.

Tampa Expansion: To better serve the booming I-4 corridor, we officially opened a new regional office in Tampa, strengthening our physical presence in one of the state's most dynamic markets.

Land Management: We have seen continued, robust growth in our Land Management division, as more owners look to us to maximize the productivity, sustainability, and long-term value of their portfolio.

Our mission statement remains the same: to be the most trusted and knowledgeable land experts in the markets we serve. Our history and production continue to reflect that commitment:

Saunders Real Estate brokered 158,210 acres in 2025, bringing our total to 531,392 acres brokered since 2020.

Saunders Real Estate brokered $1,071,115,365 in transactions in 2025, bringing our total to $3,828,960,843 in transactions since 2020.

Thank you for your continued engagement with the Florida land market. We trust this report provides the valuable insights you need to navigate the year ahead. To discuss your specific land objectives or to see how our brokerage, management, and valuation divisions can be of assistance, please contact us today. We look forward to connecting with you and hope you enjoy our Lay of the Land Market Report.

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YEAR IN REVIEW
2025

A Legacy of Excellence

$1,071,115,365
in Transaction Volume

158,210 Acres
Total Sales Volume

$3.8B+
531,392 Acres
Since 2020

30 Years of Trusted Results
We deliver full-service real estate solutions, expert guidance, market knowledge, and empower informed decisions in today's evolving landscape.

$8B+
Transaction Volume
Since 1996

Introduction

Florida's land market in 2025 reflects normalization and discipline. After several years of rapid price escalation and historic transaction velocity, the market has shifted into a more measured environment where fundamentals—not momentum—are driving outcomes.

Long-term drivers remain firmly in place. Population growth, infrastructure investment, agricultural productivity, conservation priorities, and land scarcity continue to support demand across the state. What has changed is pricing precision.

The most visible shift this year is within 500+ acre tracts. Transaction volume in larger holdings has slowed—not because demand has weakened—but because the margin for pricing misalignment has narrowed. Sellers remain influenced by peak-cycle benchmarks, while buyers are underwriting with greater discipline given higher capital costs, longer entitlement timelines, and moderated exit assumptions. As a result, fewer large properties are trading. However, when pricing aligns with current underwriting standards, buyers are still willing to pay for quality—often at strong per-acre values.

The signal is clear: transaction velocity today is less about a lack of capital and more about alignment. Buyers remain active and well-capitalized, but selective. Well-positioned properties that are realistically priced continue to transact, while aspirational pricing is met with longer marketing timelines.

Across all segments, segmentation and selectivity define the market. Well-positioned development land continues to trade when infrastructure and entitlement visibility are clear. Productive agricultural land remains resilient. Conservation and solar alternatives continue to influence negotiations and support underlying land value.

2025 is not a contraction cycle—it is a recalibration phase. In a market where precision outweighs pace, accurate valuation and realistic expectations are once again the drivers of successful transactions.

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Table of Contents

Farms and Cropland

Florida farmland in 2025 reflected a stable and disciplined market environment, supported by productive acreage and long-term operational flexibility. Unlike some transitional and development-oriented land segments that experienced pricing recalibration, farmland values were primarily driven by income production, soil quality, irrigation infrastructure, and regional crop economics.

In total, 32,725 acres sold across 74 verified farm and cropland transactions, generating $279,373,321 in sales volume and an overall average price of $8,780 per acre. While transaction volume varied by region, activity remained steady throughout the year, particularly in Central and South Florida, where specialty crop production and established operations continue to command premium pricing.

The largest transactions of the year reinforce this stability. Two Collier County sales totaling more than 10,000 acres combined traded at approximately $9,300 per acre, and a 2,678-acre Hendry County farm closed at just over $8,000 per acre. These large-scale transactions demonstrate that well-positioned South Florida farms continue to clear in the $8,000–$9,500 per acre range when pricing aligns with current underwriting assumptions.

Regional pricing trends remain consistent with historical patterns:

- North Florida averaged $8,154 per acre
- Central Florida averaged $12,933 per acre
- South Florida averaged $9,354 per acre
- Panhandle averaged $4,679 per acre

Central Florida led the state in per-acre pricing, driven largely by smaller tracts and specialty crop operations such as strawberries and vegetables. The Panhandle continues to offer pricing relief, reflecting more dryland row crop production and mixed agricultural use. This north-to-south pricing gradient remains a defining characteristic of Florida's agricultural land market.

Mid-sized farms between 100 and 1,000 acres remained active across counties such as Hardee, Suwannee, Jackson, Levy, and Marion. Pricing within this segment generally ranged from $6,000 to $12,000 per acre, depending on pivot irrigation systems, drainage infrastructure, soil composition, and existing operational continuity. Transactions in this acreage range continue to attract established operators expanding their footprint rather than speculative buyers.

Smaller farm tracts under 100 acres showed greater variability in per-acre pricing. In certain Central Florida and growing coastal counties, higher-priced sales were typically influenced by specialty crops, nursery operations, infrastructure proximity, or limited transitional characteristics. As seen across other land categories in this report, development adjacency or alternative-use potential can meaningfully impact per-acre values, even when agricultural use remains the primary driver.

- 32,725 acres sold across 74 transactions
- Average price per acre was $8,780
- Sales volume was $279,373,321

From a structural standpoint, farmland continues to benefit from Florida's specialty crop orientation and counter-seasonal growing advantage. Vegetables, sugarcane, sod, and nursery production generate higher gross revenue potential per acre compared to many traditional row crop markets, though these operations require significant capital investment in irrigation, labor, and regulatory compliance. Buyers remain disciplined and underwriting remains closely tied to productive capacity, infrastructure quality, and long-term operational sustainability.

Overall, 2025 farmland data reflects a market that is neither accelerating rapidly nor contracting meaningfully. Acreage transacted remained consistent and pricing held firm relative to recent years. The signal across verified sales is clear: productive farmland trades when priced appropriately and supported by operational fundamentals, and Florida agricultural land continues to represent a durable, income-driven asset class within the broader land market.

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Top 3 Transactions

$52,500,000 • 5,633 acres • Collier County*
$45,174,500 • 4,844 acres • Collier County
$21,500,000 • 2,682 acres • Hendry County

**denotes a Saunders Land transaction*

Citrus

In 2025, citrus properties accounted for 79 verified transactions. As with other land types across Florida, pricing and intended use varied widely among the citrus acreage that transacted. Pricing ranged from $3,936 per acre to $56,003 per acre, with total sales volume reaching $204,861,558. The average price per acre was $13,788, representing a 06% increase from the prior year.

In total, 20,352.46 acres of citrus were sold in Florida throughout the year. At an average of 257.63 acres, sales ranged in size from 9.81 to 4,633.47 acres. Notable large transactions included a 4,633.47-acre sale in Charlotte County for $41,927,100 and a 1,730-acre sale in DeSoto County for $15,930,585. These properties sold for $9,049 and $9,208 per acre, respectively.

- 17,754 ± acres sold across 79 transactions
- Average price per acre was $13,788
- Sales volume was $204,861,558

Within the dataset, citrus transactions occurred across 13 counties in Central and South Florida. Polk County recorded the highest number of transactions with 25, followed closely by Highlands County with 24. Other counties with citrus land transactions included Hardee, Charlotte, DeSoto, Lee, Indian River, St. Lucie, Hendry, Martin, Lake, Glades, and Osceola.

Development potential played a role in several transactions which ultimately drove higher per-acre pricing. Of the 79 recorded citrus sales, 12 were transitional properties in nature. These transitional properties traded between $18,031 per acre for speculative tracts and $56,003 per acre, leaning on finished lot pricing. There are many factors that play into a citrus property having development potential. All 12 of these properties were located in high growth counties such as Lake, Polk, and Martin Counties. Parcels with strong road frontage and access, proximity to utilities, and a high percentage of usable uplands commanded premium pricing due to their significant development potential.

Another area of transition observed in 2025 was the conversion of citrus groves to other agricultural uses. Many properties in more rural counties such as Hardee, Highlands, and Hendry are being converted to crops including sod, strawberries, peppers, watermelons, and other fruits and vegetables. Factors such as water quality and availability, along with productive flatwoods soils, make these tracts well suited for conversion to other high-value crops.

While the Florida citrus industry continues to face significant challenges, a measure of optimism has emerged in recent seasons. The 2025-26 estimate came in at 12 million boxes of oranges, just a 2% decrease from the 12.15 million box final count from the 2024-25 season. Although HLB has significantly impacted one of Florida's signature industries, new breakthroughs continue to emerge that allow growers to remain active and productive. Many growers are utilizing the IPC's (Individual Protective Covers) in new plantings. The OTC (oxytetracycline) injections seem to be improving tree health and fruit quality and there is faith in the CRISP gene-edited trees and improved genetics on the horizon. These therapies and practices, combined with grant and assistance programs such as CRAFT (Citrus Research and Field Trial) and the Supplemental Disaster Relief Program (SDRP), have helped make continued citrus planting both economically feasible and promising for the future.

Top 3 Transactions

- $41,927,100 • 4,633 acres • Charlotte County
- $15,930,585 • 1,730 acres • DeSoto County
- $11,016,010 • 1,202 acres • Lee County

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Ranches and Pastureland

Year in and year out, land transactions reliably reflect economic changes, buyer and seller behavior, and the evolving demands of landowners and their agricultural enterprises. Comparing sales data from 2025 to that of 2024 provides valuable insight into the marketplace during this time period. For analytical clarity, sales have been categorized into two groups: properties between 50 and 500 acres, and properties larger than 500 acres. For the purposes of this report, ranchland is defined as property primarily used for large scale commercial cattle operations and other agricultural uses.

Transaction Volume

The number of transactions for properties between 50 and 500 acres rose from 65 in 2024 to 82 in 2025. This increase may indicate that more properties within this size range were available for purchase in the marketplace. In contrast, sales of larger tracts exceeding 500 acres declined from 22 transactions in 2024 to just 14 in 2025. This notable shift reflects a continued trend highlighted in previous Lay of the Land Market Reports, where demand for large tracts remained strong amid a shortage of available inventory.

Total Acreage Transacted

Looking at the total acreage sold adds further context to the trends we observed. In the 50–500 acres range, total acreage transacted increased from 9,346 in 2024 to 13,811 in 2025, which aligns with the higher sales volume in this category. This size range tends to attract a large share of buyers with interest in both ranch and recreational land uses, while tracts over 500 acres are more commonly tied to heavier agricultural operations and long-term investment.

On the other hand, properties exceeding 500 acres saw a significant drop, with total acreage sold falling nearly 50% from 49,508 in 2024 to 24,537 in 2025. This decline likely reflects continued strong demand for large tracts, especially as fewer of these properties are available for sale or let alone exist. As you will read in the next paragraph, the lack of acreage sold translated into increased per acre values. As noted in prior Lay of the Land Market Reports, large-scale landholdings in Florida have historically demonstrated resilience and long-term investment stability, particularly during periods of constrained supply.

Sales Volume & Pricing Differences

Examining the per-acre value of these transactions really ties the overall market trends together. For properties between 50 and 500 acres, the total sales volume rose from $103,530,806 in 2024 to $139,180,130 in 2025. The average price per acre for these properties also increased, from $8,997 to $10,839. This indicates that not only were more properties transacting, but the land that did sell was commanding higher per-acre values, reinforcing the depth of demand within this category.

The story is a bit different for transactions over 500 acres. Even though the number of transactions and total acreage sold dropped significantly—each falling by nearly half compared to the previous year—total dollar volume remained relatively steady. Sales volume moved slightly from $231,356,953 in 2024 to $218,180,741 in 2025. Meanwhile, the average price per acre jumped from $6,489 to $9,539. This once again suggests that demand for larger parcels remains strong and buyers are willing to pony up and pay a premium when these properties come to market.

Conclusion & Trends

While the 50–500 acre range saw some pricing relief from 2023 to 2024, per-acre values appear to have stabilized and strengthened as we analyze 2025. Tracts exceeding 500 acres remain heavily sought after and are becoming increasingly harder to find. While transacted acreage in 2025 was nearly half of what 2024 was, sales volume nearly remained the same and price per acre increased.

Ranches over 500 acres provide much more of a heavy agricultural component, while many of the smaller tracts are used for personal recreation and smaller scale agricultural opportunities. These larger tracts primarily provide income via cattle, timber, sod, hunting leases, etc.

- 82 transactions at 50-500 acres
- 14 transactions at 500+ acres
- Average price per acre was $10,189
- Sales volume was $357,360,871

Despite continued development pressure and statewide population growth, the cow-calf industry remains one of Florida's most significant agricultural enterprises. Cattle prices continue to keep producers enthusiastic about expansion and acquiring more land. While we do not know when the music will stop, the futures market and historically tight cattle inventories nationwide has ranchers feeling optimistic heading into 2026.

Geographical analysis provides additional context in ranchland sales activity across the state. As expected, South and Central Florida continued to lead the state, with prices per acre generally ranging between $12,000 and $13,000. Price per acre fell off in North Florida at around $8,100 per acre and even further in the Panhandle at $5,200 per acre. The north-to-south pricing gradient has remained consistent across property types and has been a defining characteristic of Florida land markets for years. The further north you go, the more pricing relief there typically is.

This year, a few transactions stood out due to subtle transitional characteristics. These properties, previously used by sellers as ranch or recreational tracts, are well-positioned for future growth. They were acquired at a premium by patient land investment groups or agricultural enterprises and families with no immediate plans for development but have long-range vision and understanding of the future growth around them. Many of these transactions occurred in high-growth counties such as Polk, Osceola, Marion, and Indian River, where long-term land use change remains a key value driver.

Beyond sales data and values, there are clear trends emerging in the ranchland market, particularly regarding buyer and seller motivations and objectives. These patterns provide valuable insight into how land is being acquired and for what purposes. Keeping consistent with previous years, 1031 tax-deferred exchanges remain a major driver of the ranch and pastureland market. Many longtime landowners continue to be able to divest some of their ripe landholdings and purchase large swaths of ranchland via 1031 exchanges. Often these replacement properties are located in more rural parts of the state allowing them to significantly increase their acreage and scale up their operation.

Another common trend we continue to observe is landowners placing conservation easements on family ranches and using the proceeds to acquire nearby land or other holdings that tie into their operation. While slightly different from the approach mentioned above, this model has also played a key role in expanding Florida agricultural operations and preserving land for long-term agricultural use. Landowners are able to keep operating on their encumbered holdings and expand simultaneously, with the hopes of continuing to perpetuate that model for generations.

Other landowners have used their 1031 tax-deferred exchanges to diversify their holdings and purchase different property types in different market areas. Some ranchers have been drawn to commercial property investments due to stability and the passive income they provide. Many of these individuals have run cattle for much of their lives and are now seeking investments that are less labor-intensive while providing consistent income. Commercial property and other property types also provide diversification and comfort, knowing that all of their real estate holdings are not purely just ranchland.

As we move into 2026 we have observed an increase in ranchland coming to the open market as sellers work to accomplish specific financial and operational objectives. When listings are priced appropriately, particularly when exceeding 500 acres, buyer response has been healthy, and early-year activity in 2026 suggests a constructive start to the market cycle.

Top 3 Transactions

$67,000,000 • 5,849 acres • Indian River County

$23,000,000 • 2,359 acres • Okeechobee County

$20,298,600 • 4,833 acres • Putnam County

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Timberland

Overall timberland sales activity in 2025 continued the slight declines observed in recent years following the post-COVID peak of 2022. Some of this decline, no doubt, was supply-driven, reflecting fewer timberland properties coming to market across all size categories. There was little movement in TIMO and forest industry ownership footprints in 2025; these owners largely remained on the sidelines at both the retail (advertised listings) and wholesale levels compared to prior years.

Numerous other factors have contributed to the market slowdown, including relatively high interest rates that, while lower than their 2024 peak, remain well above levels investors have grown accustomed to over the past several decades. Furthermore, strong stock market returns, including a 16% gain in the S&P 500, influenced investors to allocate capital away from land, whereas the market losses in 2022 drove many to diversify their holdings, including participation in the timberland sector.

The most significant factor contributing to market softness remained the impact of forest products mill closures. GP's closing of the Foley Cellulose mill in Perry in 2023 was the largest single blow recently, but WestRock's closure of their Panama City mill in 2022, and G-P's closing of their south Georgia Cedar Springs pulp mill forever changed the pine pulpwood landscape for North Central Florida and the Panhandle. Pine sawtimber markets have also been impacted: West Fraser closed sawmills in Perry and Maxville in 2024 and in Lake Butler in 2025.

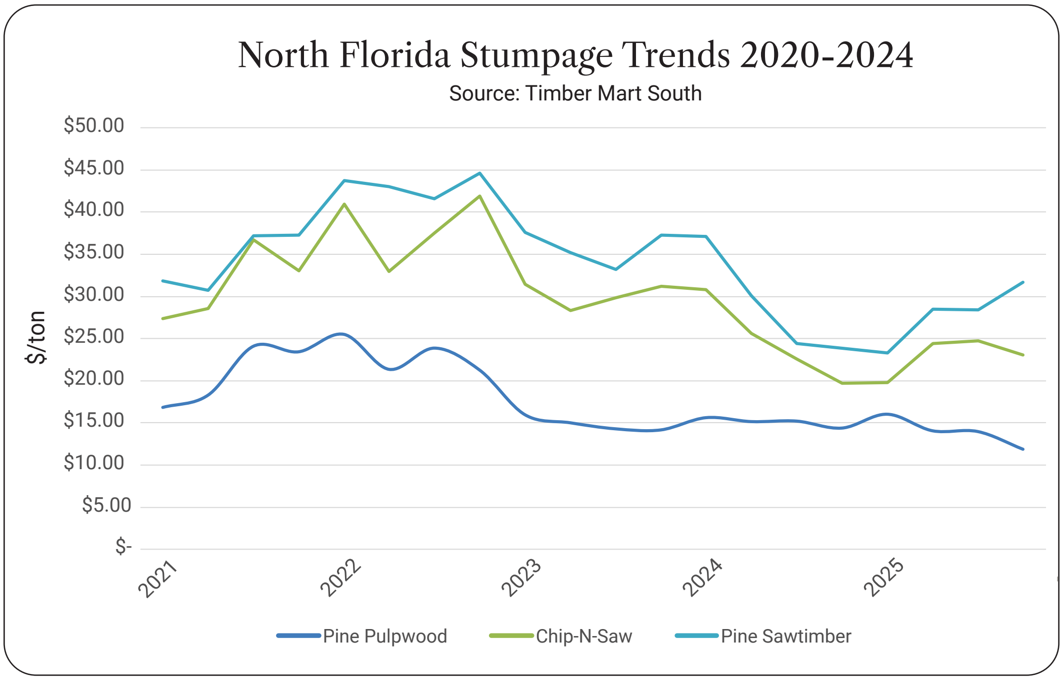
- 48,742 ± acres sold across 100 transactions
- Average price per acre was $2,291
- Sales volume was $171,290,461

Our research identified and verified more than 100 timberland sales across Florida in 2025. Of these, we consider 8 of them to be investment-grade timberland transactions, defined as properties exceeding 1,000 acres with current and projected future use remaining timber production. All investment-grade transactions were in North Florida, from Levy County to Washington County, ranging in size from 1,067 to 5,683 acres. Gross sale prices ranged from $1,272 to $3,514 per acre, averaging $2,557 per acre, noting a slight decrease compared to an average of $2,658 per acre in 2024. Given the limited number of investment-grade transactions, caution should be used when interpreting changes in the overall average, as the value of standing timber plays such a large role in an individual tract's price.

Of note, there were two sales over 10,000 acres in size, both made by sellers traditionally in the timber investment category; however, the State of Florida was the buyer of each. We see these as primarily conservation sales, and while timber production will most likely continue (albeit in a less intensive manner), timber was not the driving factor for purchase. The first transaction was located in Levy County,

Verified Investment Grade Timberland Sales - 1,000 ± Acre Tracts

Sale Name	County	Sale Date	Price	Acres	Price/Acre Tracts
Robinson	Levy	6/26/2025	$17,049,000	5,683	$3,000
Myles	Madison	3/7/2025	$3,874,700	3,045	$1,272
McB	Lafayette	7/11/2025	$4,105,200	2,157	$1,903
Blue Creek	Liberty	4/24/2025	$4,329,175	1,768	$2,448
Panama City	Bay	2/13/2025	$6,065,400	1,761	$3,444
Aligator Creek	Madison	8/1/2025	$2,862,681	1,121	$2,553
White Oak Creek	Washington	2/13/2025	$2,487,770	1,071	$2,323
Williams	Levy	7/28/2025	$3,750,000	1,067	$3,514
				Average	**$2,557**
				High	**$3,514**
				Low	**$1,272**



comprised 21,601 acres, and sold for $2,477 per acre. In Bay County, the second transaction contained 12,307 acres and sold for $2,657 per acre.

Timber Stumpage Values

Timber stumpage values were a mixed bag in 2025. According to TimberMart-South, Pine Sawtimber and Chip-n-Saw stumpage did halt the steep declines seen in 2023 and 2024, spending most of the year near the long-term prices which held through most of the 2015 to 2020 era. However, the mill closures discussed above do not bode well for any near-term price recovery for landowners.

Statewide average Pine Pulpwood stumpage prices dropped throughout the year, as the remaining mills worked through their existing purchase agreements and lowered prices on new sales. Looking forward, both mills and loggers seem to have adjusted to the reduction in demand, and we hope that prices will stabilize, giving landowners, loggers, and mills alike the confidence to reinvest in their businesses.

Timberland Values

Overall, per-acre values for pure timberland declined slightly over the past year. This sector, however, is no longer as clearly defined as it once was, and relatively few “pure timberland” sales now occur. While timberland has always carried non-timber value-drivers such as wildlife habitat, aesthetics, and livestock forage, timber production historically remained the primary driver of value. Nowadays, non-timber values are often the primary motivation for a sale, particularly recreational and hunting uses.

Many, if not most, buyers now view Florida timberland as a recreational asset with long-term appreciation potential, a hard asset in which to park capital, one that may have future development potential or special environmental amenities that can be monetized through a conservation easement, and a source of income from timber and other commodity sales. In the last few years, conversion to row crops or pasture has also become more common again.

Consequently, we do not expect values for large (over 10,000-acre) investment-grade timberland tracts to increase in 2026. Smaller properties, however, should see values stabilize and potentially increase modestly, if interest rates continue to fall, and other non-timber values, such as cattle prices, stay high.

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Conservation

Florida's conservation landscape continues to evolve in response to sustained development pressure, shifting market dynamics, and changing funding priorities. Conservation sales remain a critical tool for protecting natural and agricultural lands while providing landowners with viable financial options.

In 2025, funding levels reflected the challenges of legislative priorities. Florida Forever funding declined to $18 million, down from $229 million in 2024, while the Rural and Family Lands Protection Program saw a significant increase to $250 million, up from $100 million the prior year. These shifts highlight the unpredictability in conservation funding. Consistent and predictable funding remains the greatest challenge to protecting Florida's working lands and natural resources.

Overview and Trends

In 2025, 150 conservation transactions were tracked statewide, totaling over 160,000 acres for nearly $670 million. Several key trends shaped Florida's conservation landscape over the year.

- **Increased Demand for Agricultural Easements:** In 2025, conservation easements accounted for over 100,000 acres protected statewide. Of that total, 34 Rural and Family Lands Protection Program (RFLPP) easements represented nearly seventy percent of the easement acreage, underscoring the program's central role in preserving working lands.
- **Emphasis on Connecting Corridors:** Corridor-driven conservation remained a dominant theme in 2025, particularly within the Ocala-to-Osceola (O2O), Caloosahatchee–Big Cypress (C2BC), and Big Bend regions. Fee simple acquisitions totaled more than 57,000 acres, with approximately 60 Department of Environmental Protection transactions accounting for nearly all of this acreage.
- **Legacy of Success:** The Florida Forever program marked its 25th anniversary in 2025, celebrating more than one million acres of land protected since 2001. With over $3.1 billion invested, the program remains a cornerstone of Florida's conservation framework and a key driver of the Florida Wildlife Corridor.
- **Funding Challenges:** Despite long-term program success, funding volatility remained a defining issue in 2025. Florida Forever received $18 million, a sharp departure from its more recent $100 million baseline and the $300 million annual funding levels seen during its early years. In contrast, the Rural and Family Lands Protection Program's allocation increased to $250 million, up from $100 million in 2024.
- **Per-Acre Pricing Trends:** While location and use restrictions continue to influence individual transactions, demand for conservation land remained strong. In 2024, the median fee simple purchase price was $14,874 per acre. By the end of 2025, the median price adjusted to $11,905 per acre, reflecting a shift toward larger-scale, corridor-focused acquisitions.

Conservation Tools in Practice

Florida's conservation activity in 2025 continued to favor strategies that maximize acreage protected while managing public investment efficiently. Conservation easements once again outpaced fee simple acquisitions in terms of land preserved, delivering a higher return on conservation dollars while allowing continued private ownership and land use.

Conservation Easements

Conservation easements allow landowners to retain ownership while permanently limiting future development. These agreements typically support ongoing agricultural and forestry operations while achieving long-term conservation objectives.

In 2025, 60 conservation easement transactions protected over 100,000 acres statewide, with total funding over $330 million.

- **Division of State Lands (DSL):** 26 easement transactions protected over 33,000 acres for more than $86 million.
- **Rural and Family Lands Protection Program (RFLPP):** 34 easement transactions protected nearly 70,000 acres for approximately $250 million.

The median cost of conservation easements increased from approximately $3,710 per acre in 2024 to $4,029 per acre in 2025, reflecting both rising land values and the strategic importance of properties selected.

Top 3 Conservation Easement Sales

County	Gross Acres	Sale Price	Price Per Acre	Agency
Martin	5,875	$51,105,000	$8,699	RFLP
Osceola	7,514	$27,000,000	$3,593	DSL
Levy	11,684	$22,255,400	$1,905	RFLP

**denotes a Saunders Land transaction*

Fee Simple Acquisitions

Fee simple acquisitions require full transfer of ownership to a public agency or conservation entity and are best suited for lands requiring public access, intensive management, or ecological restoration.

In 2025, 83 fee simple transactions secured approximately 59,000 acres, with total expenditures near $325 million.

- **Division of State Lands (DSL):** 61 fee simple acquisitions protected nearly 50,000 acres for nearly $210 million.

The median cost of fee simple acquisitions was approximately $12,000 per acre in 2025, compared to $14,874 per acre in 2024, reflecting continued market pressure and the targeted nature of these purchases. Purchases included large-scale tracts that strengthen and connect conservation corridors, as well as smaller inholdings within priority landscapes such as the Florida Keys and the Lake Wales Ridge ecosystems, where protection of critical resources remains a top priority for the State.

Top 3 Fee Simple Sales

County	Gross Acres	Sale Price	Price Per Acre	Agency
Levy	21,601	$53,500,000	$2,477	DSL
Alachua	2,658	$37,000,000	$13,920	Univ. of Florida
Bay	12,262	$32,700,666	$2,667	DSL

**denotes a Saunders Land transaction*

Comparative Outcomes

By prioritizing conservation easements where appropriate, Florida was able to protect nearly twice as much land per dollar spent compared to fee simple purchases. Easements keep land in productive use, maintain properties on local tax rolls, reduce long-term management costs for public agencies, and encourage broader landowner participation. Fee simple acquisitions remain essential, however, for high-priority conservation lands such as wetlands, wildlife corridors, and large-scale restoration areas where permanent public ownership is necessary.

Remainder Rights Sales

A "remainder rights" sale involves land encumbered by a conservation easement, where value is driven by the specific uses retained by the landowner. These transactions have become an increasingly important component of Florida's conservation market, allowing landowners to monetize residual value while maintaining permanent protection of agricultural and natural resources.

Valuing a remainder rights sale requires careful analysis, particularly where properties include a mix of encumbered and unencumbered acreage. For this report, unencumbered land values were estimated using market data to establish adjusted remainder values. Improvement values were based on local property appraiser data and adjusted by a factor of 1.25 to account for typically conservative assessments.

In 2025, eight remainder rights transactions totaled 5,991 acres, with aggregate sales of nearly $29 million. Per-acre prices ranged from $1,251 to $18,421, reflecting wide variation in permitted uses and underlying land characteristics.

The largest acreage transaction occurred in Indian River County, where 2,146 acres of a wetland mitigation bank encumbered by a St. Johns River Water Management District conservation easement sold for $13 million, or approximately $6,058 per acre. The Basin 22 Mitigation Bank serves the east-central Florida region from Melbourne to Fort Pierce and offsets unavoidable wetland impacts associated with development and infrastructure projects. Rather than requiring on-site restoration, permitted impacts within the basin are mitigated through the purchase of credits generated by the bank.

As development pressure continues across Florida, remainder rights properties are increasingly recognized as durable, long-term investments. The 2025 market confirmed that conservation easements are not a deterrent to buyers, but rather a defining feature that provides certainty of use, limits future development competition, and aligns ownership with long-term stewardship.

Proposed FY 2026–27 Conservation Budget

Governor DeSantis' proposed conservation budget for Fiscal Year 2026–27, submitted as part of his Floridians First budget, outlines targeted investments in land conservation and natural resource protection. While final appropriations will be set by the Legislature, the proposal signals the administration's priorities.

The budget recommends approximately $115 million for Florida Forever and $200 million for the Rural and Family Lands Protection Program to support conservation easements on working agricultural lands. It also includes roughly $150 million for broader conservation land investments, including efforts to restore recurring support for Florida Forever through accelerated debt repayment. Additional allocations include funding for state parks, beach nourishment, and other land and water resource initiatives.

The proposal further emphasizes water quality and ecosystem restoration, with dedicated funding for springs protection, harmful algal bloom response, alternative water supplies, and watershed programs.

Conclusion

Florida's conservation market in 2025 reflects a market that is both mature and increasingly complex. Conservation easements, fee simple acquisitions, and remainder rights sales are no longer viewed as alternative transactions, but as established tools within Florida's broader land market. While funding volatility continues to present challenges, demand for conservation outcomes remains strong, shaping land values, transaction structures, and long-term ownership strategies. For landowners, investors, and practitioners, conservation is now firmly embedded in how Florida's most significant landscapes are valued, protected, and transferred, an approach that will only grow more relevant as development pressure and land scarcity continue.

Utility-Scale Solar in Florida

Utility-scale solar development remains an active component of Florida's transitional land market, driven by the state's strong solar resource, utility demand, and available large-acreage tracts. While annual transaction volume fluctuates, the underlying trend toward solar as a competing land use for agricultural and rural properties remains intact.

In 2025, solar-related land acquisitions reflected a continuation of this pattern. Eight utility-scale solar transactions were tracked, totaling 17,175 gross acres with an aggregate sale value of approximately $157 million. Citrus lands accounted for the largest share of acreage acquired, totaling 8,549 acres, followed by ranch and recreational properties at 7,847 acres. This distribution is consistent with prior years, as citrus groves and ranchlands continue to offer the flat topography, scale, and zoning characteristics favored for solar conversion.

We began tracking utility-scale solar land sales in 2021. Since that time, transaction volume has varied year to year, influenced by utility procurement cycles, interconnection capacity, and permitting timelines. Peak activity occurred in 2023, followed by a contraction in 2024, with modest stabilization in 2025. Despite short-term variability, cumulative acreage and transaction values confirm solar as an established transitional land use rather than a temporary market anomaly.

Year	Acres	Transactional Value
2021	17,722	$148,481,000
2022	32,112	$250,803,842
2023	62,954	$473,661,500
2024	15,240	$107,264,348
2025	17,175	$156,994,100

Property Type	2021 Acres	2022 Acres	2023 Acres	2024 Acres	2025 Acres
Citrus	2,107	6,387	8,711	8,728	8,549
Farm	2,250	21,203	10,819	261	–
Ranch	7,301	2,515	42,649	1,564	7,847
Timber	6,064	2,007	760	3,669	777

A review of property types acquired over time further underscores the consistency of solar site selection. Citrus, ranchlands, and farm properties have dominated acquisitions. This pattern reflects both physical suitability and market dynamics, as solar developers increasingly compete with conservation, agricultural, and traditional transitional buyers for large contiguous tracts.

While solar development does not directly align with conservation objectives, it continues to influence land values, negotiation dynamics, and timing considerations across Florida's rural land market. For landowners and practitioners, solar remains a relevant and competitive alternative use that must be evaluated alongside conservation and agricultural outcomes when assessing highest and best use.

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Transitional

As landowners and businesspeople, we are very fortunate to be in Florida. Our great state has always been known for beautiful weather, sandy beaches, and no state income tax. However, in the last few years, it also quickly became the best place for transacting real estate. Seemingly out of nowhere, most of my calls were coming from out of state.

We have been in the right place at the right time. Florida continues to lead the nation in population growth, though not at the blistering pace experienced from 2020 through 2024. Florida Realtors® projects statewide population growth to average 1.28% annually from April 2026 through April 2030, compared to an estimated national growth rate of approximately 0.75%. In 2025, transitional land recorded the highest sales volume among the property types studied, with much of that activity concentrated in Central and South Florida.

Central Florida

The largest transitional land sale of the year took place in Brevard County, and it was brokered by none other than Dusty Calderon of Saunders Real Estate. Calderon represented the buyer, Dix Development, in assembling more than $70,000,000 of land for Ashton Park. This massive mixed-use development in Palm Bay has plans for more than 5,800 residential units, and over 1.5 million square feet of commercial space.

Another large sale was brokered by Saunders Real Estate's Dean Saunders and Jeff Cusson. Corrigan Ranch, a working cattle ranch along I-95 near Vero Beach, sold for $67,000,000 and has extensive residential, commercial, and industrial entitlements.

Near the Polk and Osceola County line, Poinciana is seeing major development. Condev sold their 187 acre project to JTD Land for $21,750,000 in December. Plans include a 587 home subdivision and a 300 unit apartment complex according to GrowthSpotter. Across the Poinciana Parkway, the master planned Westview community is well underway toward 5,000 homes, and a new retail shopping area is under conceptual review with the County.

South Florida

Down in South Florida, Carnvial Corp. bought 15 acres near the Miami International Airport for $26,900,000. This new office campus will be their global headquarters and allow them to house up to 2,000 employees. Over in Collier County, Florida Power and Light purchased 5,854 acres along State Hwy 29 just north of Immokalee for $48,238,900. This land will allow them to expand operations at their Immokalee Solar Energy Center.

North Florida & The Panhandle

Up in North Florida, 143 acres near the US 17 and First Coast Expressway interchange north of Palatka sold for $18,750,000. The land was purchased by David Weekley Homes.

In the Panhandle, approximately 300 acres at the northeast corner of the I-10 and U.S. 90 interchange sold for just over $13,000,000. The land, presently wooded and partially in planted pine, will be part of the 900-acre TalisTrails planned community. According to the community's website, the development will include single-family homes, townhomes, retail and restaurants, and plenty of outdoor activities for residents.

- 25,172 ± acres sold across 107 transactions
- Average price per acre was $134,795
- Sales volume was $1,061,936,173

Maximizing Land Value

If you are considering selling property and think it's in the path of development, it's never too early to start planning. Assembling the right team around you is key. Land planners, engineers, attorneys, and a good real estate broker can help you determine the highest and best use for your land while assessing which improvements, paper or physical, can provide the most significant return on your time, money, and effort.

Looking Forward

As we embark into 2026, it's not all Florida sunshine. We have numerous challenges ahead, including zoning, utilities, roads, and of course conserving some of our precious green infrastructure like land and waterways. Thankfully we are blessed with good state and local leadership, but we need our landowners, developers, brokers, and business community to take the initiative. It is up to us to make Florida into the place we want it to be for ourselves and future generations of Floridians.

Top 3 Transactions

$71,136,600 • 1,100 acres • Brevard County*

$70,547,399 • 1,134 acres • Brevard County

$67,000,000 • 3,980 acres • Indian River County*

denotes a Saunders Land transaction

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CENTRAL FLORIDA

Residential Development

Sales for residential land and platted lots were very active in 2025. Our research focused on Central Florida, spanning from the west coast to the east coast and encompassing 18 counties across the region.

The demand for places to live is strong and growing with the number of people moving to the great state of Florida each day. The state's climate allows for year-round outdoor activity, making it an attractive place to live, work, play, and retire.

There are many factors that influence land values, but location remains the most important. For residential land, access to water and sewer infrastructure, along with future land use and zoning, are key drivers of value.

Residential land prices increased in 8 of the 17 counties studied, while lot prices increased in 9 of the 17 counties. As expected, both location and transaction volume had a meaningful impact on values.

Properties priced at fair market value continue to receive attention, particularly when near-term development is feasible. In some cases, residential land buyers will close once favorable zoning is obtained, though transactions more commonly close after the parcel is fully permitted and engineered with an approved site plan in place.

Lots are usually sold quickly if the price make sense in relation to home prices. Generally, builders like to see finished lot prices at 20-25% of the sale price of the home.

Land Values

Comparable land sales included in this report were limited to properties with residential future land use and zoning that were located within the path of growth.

Across the 17 counties analyzed, the average price for residential land in 2025 was $85,840 per upland acre, compared to $97,136 per upland acre in 2024. The top five counties in terms of price per upland acre were Manatee ($146,052) Seminole ($145,705) St.Lucie ($140,725) Osceola ($135,745),and Hillsborough ($126,384). The top five counties regarding the number of residential land acres sold were Hillsborough, Sumter, Polk, Osceola and Lake. Although this analysis does not encompass every minor sale, the data captured serves as a powerful indicator for the broader trends shaping the land market across each county.

Lot Values

This portion of the study focused on bulk sales of platted or finished lots. Individual lot sales would typically command higher prices. The most popular size for builders is the 40–50-foot-wide lots. Although this analysis does not encompass every minor sale, the data captured serves as a powerful indicator for the broader trends shaping the land market across each county.

In the 17 counties with recorded sales, the average price for a single-family lot was $95,299 in 2025, marking a 2.5% increase compared to $92,977 in 2024. When examining bulk sales with over 100 lots, the data revealed 28 sales in 2025 compared to 15 in 2024.

The counties with the highest price per lot were Sarasota ($144,001), Volusia ($124,825), Hillsborough ($116,951), Manatee ($106,003), and Saint Lucie ($105,240). The counties that sold the most lots in bulk were Pasco, Polk, Manatee, Lake, and Osceola. This group largely mirrors the top five counties by lot volume in 2024, with Lake replacing Sarasota. While the recorded lot sales data does not include every transaction, it provides a clear reflection of relative market activity across each county.

Market Trends

Florida's residential development market remained strong in 2025, despite challenging market conditions. Given high interest rates, many homeowners are stuck, unable to enter the marketplace and move because of long-term, low-interest-rate mortgages from years ago. Supply continues to be a challenge, as homebuilders look to sell existing inventory. However, given that projects take 12 to 18 months to secure zoning, permitting, and engineering, homebuilders and developers still need to develop their long-term pipeline. Landowners must have patience while their property is under contract for residential development. If an owner is wanting to sell, it's a good time to bring their property to market.

Top 3 Transactions

$43,000,000 • 227 acres • Hillsborough County

$21,750,000 • 187 acres • Osceola County

$19,028,200 • 199 acres • Lake County

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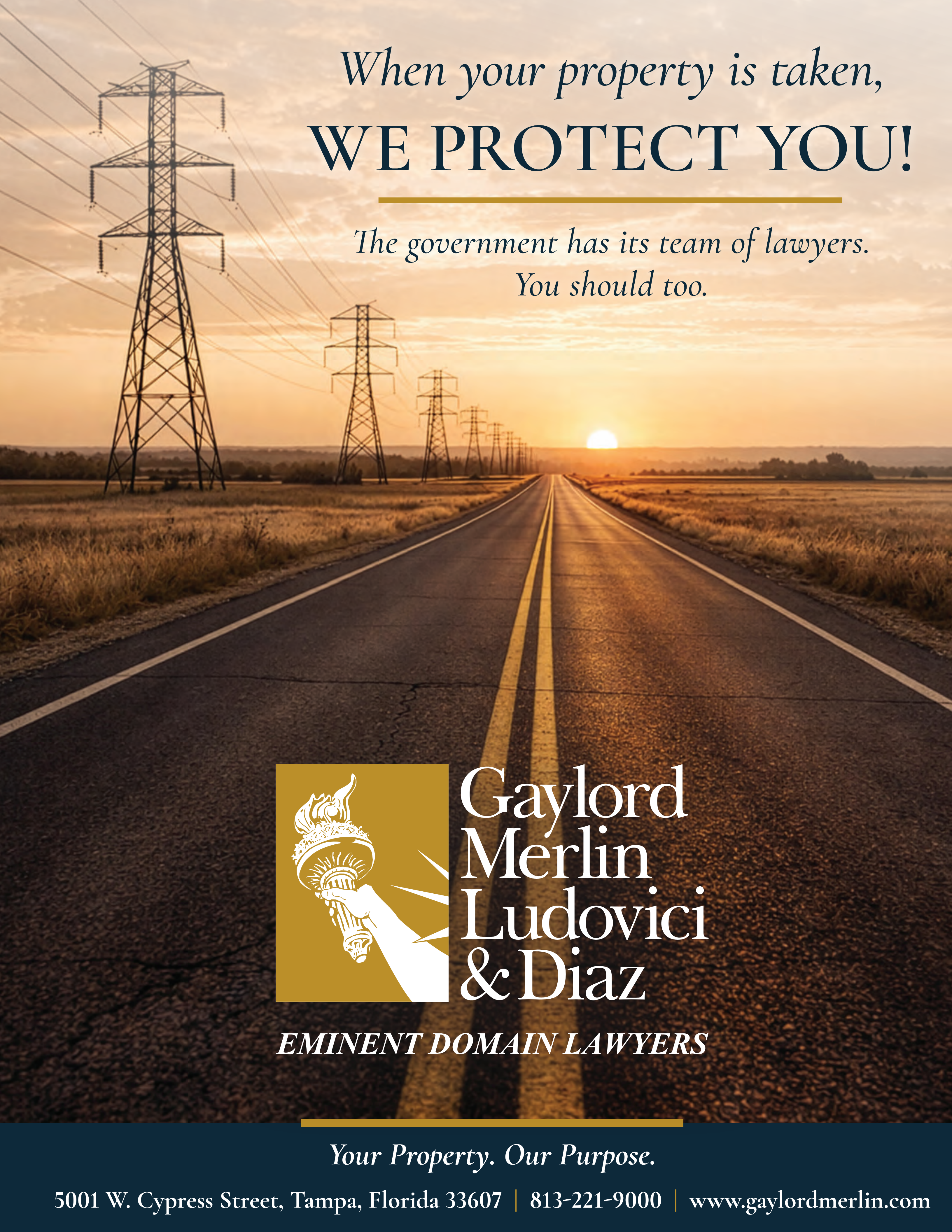
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The government has its team of lawyers.
You should too.
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INDIAN RIVER DISTRICT

Treasure Coast

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

After several years of a strong seller's market on the Treasure Coast, land sales activity has begun to slow toward a more "normal," moderate pace. The story is mixed, however, with our Treasure Coast team experiencing one of its best years on record, mirroring strong performance across Saunders Real Estate as a whole.

A recurring theme throughout the region has been the aggressive acquisition of land and other hard assets by high-net-worth investors.

Agriculture

The Florida agricultural sector continues to be challenging. The estimated Florida orange crop for the current season is 12 million 90-pound boxes, representing a 2% decline from last year and a staggering 95% decrease from the state's peak production of 244 million boxes in 1998. The Treasure Coast's world-famous Indian River Grapefruit is estimated at 1.2 million boxes for the year, a 100,000 box drop from last year and a staggering 97% decline from the all-time peak of over 50 million boxes in 1998.

There are, however, some bright spots within the sector. We are seeing some new plantings of citrus after years of decline. Most, if not all, of those are funded through state programs that support planting and care of the young trees, such as the Citrus Research and Field Trial (CRAFT) Foundation, and are fairly small in scale under program guidelines.

We are observing the best cattle prices on record, driven in part by cattle inventories that are at their lowest levels in more than seventy years and unlikely to recover quickly. Despite high cattle prices and relatively unchanged inventory levels from 2024, cattle ranchers continue to face difficulty competing for available land against solar development, recreational buyers, conservation uses, and other competing land demands.

Additionally, there are successful vegetable and sod producers expanding operations in the region, though these expansions typically occur at a scale of hundreds of acres rather than the more than 200,000 acres of citrus once cultivated on the Treasure Coast.

Residential

Sales of residential land for development remained relatively strong, though activity slowed compared to recent years. Developers are reporting increased pressure from home builders to reduce the cost of improved lots as home buying activity has slowed and pricing adjustments occur in the housing market.

The residential development process is very long, often taking two years or more to receive approvals and another year to build infrastructure before homes can begin construction. As a consequence, many of the 2025 residential land sales were properties that went under contract in 2024 or earlier and relatively few new properties were put under contract.

Residential development land proved to be the most challenging sector, with several closings postponed or contracts terminated as market conditions softened and approval processes became more difficult. The development process in general has become more complex as suitable properties with available utilities and road capacities are scarce. Extending utilities or roadway capacity over long distances significantly increases project cost and complexity, ultimately impacting the value developers are able to pay for land.

Sales Activity

The largest Treasure Coast land sale of the year was Corrigan Ranch in Indian River County, a transaction brokered by Saunders Real Estate advisors Jeff Cusson, Dean Saunders, and Bo Jahna. The property totals 5,849 acres including 3,703 acres of ranchland annexed into the City of Fellsmere with potential for development. The balance of the ranch, totaling 2,146 acres, is a mitigation bank under a Cons Esmt. The property was purchased by an area family under the name Cline Land and Cattle LLC for $80,000,000 intended for recreational use and long term investment.

2025 Notable Treasure Coast Transactions

- IMG Enterprises sold 758 acres in Fellsmere to Epic Estates 12 Palm Bay LLC, for $7,465,500. Saunders Real Estate's Treasure Coast team represented the Seller in the transaction.
- Premier Citrus sold 691 acres of citrus in St. Lucie to Vibrant Grove LLC for $6,400,000. Comprised of two citrus groves, this acreage was located in the Orange Ave Citrus Growers Association, and had a lease back agreement as part of the sale. Saunders Real Estate's Treasure Coast team represented both sides of the transaction.
- Tom Thayer Citrus Inc sold 355 acres in St. Lucie County to Cleopatra Ranch LLC for $3,250,000.
- Go Life Holding LLC sold a 76-acre parcel of RM-6 residential development land to a development partner of DR Horton for $7,388,229. This transaction represented the second phase of a three-part takedown that will total approximately 900 residential units along 98th Avenue upon completion.

- Also along 98th Avenue and west of I-95 in Vero Beach, Riverfront Groves sold 118 acres to a developer for Lennar Homes for $6,225,000. The property straddles the urban service line with approximately 70 acres zoned RM-6 and the balance zoned for one unit per ten acres.
- In St. Lucie County, Bedner Farms sold 178 acres at I-95 and Indrio Road to Friends2 LLC for $24,000,000. The property is within the Urban Service Area with future land use mixed allowing between 5 and 9 units per acre.
- Also in St. Lucie County, on Angle Road, Drawdy Bros. LLC sold 200 acres approved for 412 units to HDP Pineapple Grove LLC for $14,472,000. As an indicator of how competitive the market is for well located properties, Saunders Real Estate had the same parcel under contract in 2021 for $8,100,000, a 78% increase in value over three years.
- Nearby at Rock Road and I-95, MC320 LLC purchased 94 acres of heavy industrial land from Lucie Rock LLC for $11,350,000.
- Off of Bridge Road in Martin County, a 314-acre parcel of agricultural land, entitled at one residential unit per 20 acres, sold for a whopping $36,500,000. The property is adjacent to the ultra-exclusive Discovery Land Atlantic Fields Development. In the past year, estate-sized lots of 1 to 6 acres within the residential community sold for prices between $6 million and $17 million. Martin County may be one of the most challenging counties in the state for development, but it has also cultivated a lifestyle for which buyers are clearly willing to pay a premium.
- In Okeechobee County, the largest sale was the beautiful 7527-acre Pete Beaty Ranch, on CR-68 which sold to Florida Power & Light Company for $65,535,700.
- Nearby on US-441, Grace Land Ranch LLC sold 4895 acres to Taylor Creek Ranch LTD for $28,392,000.

Conclusion

Looking ahead, the Treasure Coast land market appears to be transitioning from the rapid, strong seller's market pace of the past several years to a more measured and selective environment. Well-located residential development land with utilities, entitlements, or clear long-term positioning continue to command strong interest and pricing, while projects requiring extended timelines, significant infrastructure investment, or complex approvals face greater scrutiny. Capital remains active, particularly from long-term family investors and institutional groups seeking hard assets in stable regions. As infrastructure constraints, regulatory considerations, and competing land uses continue to shape values, disciplined underwriting and local market knowledge will remain essential. The Treasure Coast has proven resilient through multiple cycles, and while conditions are moderating, the region's combination of lifestyle appeal, agricultural heritage, and strategic location continues to support long-term confidence in land ownership and investment.

Top 3 Transactions

$71,136,600 • 1,100 acres • Brevard County*

$67,000,000 • 5,849 acres • Indian River County*

$65,535,700 • 7,527 acres • Okeechobee County

**denotes a Saunders Land transaction*

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Everglades Agricultural Area

The Everglades Agricultural Area (EAA) consists of highly improved farmland on highly productive organic/muck soils located south of Lake Okeechobee. The ±700,000-acre farming area is primarily located within western Palm Beach County, with small portions in southwest Martin County, eastern Hendry County, and a small portion in southeast Glades County.

The primary crops within the EAA are sugarcane, dominating 75 to 80% of the farming area. Additional crops include vegetables, rice, and sod.

Over the past years, the South Florida Water Management District, along with the US Army Corps of Engineers, has been working on multiple projects to increase the overall water quality exiting the EAA. In 2025, Governor Ron DeSantis announces a landmark agreement with the US Department of the Army to accelerate the federally funded Comprehensive Everglades Restoration Plan (CERP), which includes speeding up the ±17,000-acre EAA Reservoir's construction timeline by five years from 2034 to 2029. Every year, the South Florida Water Management District publishes its South Florida Environmental Report detailing environmental and water projects for the past water year. Farming operations within the Everglades Agricultural Area adhere to and implement specific Best Management Practices (BMPs) on their farms as a critical part of Everglades Restoration. Over the past year, farmers achieved a 62% to 66% annual reduction in phosphorus, up from 2024's 46%. These reduction rates continue to vastly exceed the 25% reduction required under the Everglades Forever Act.

Sales Activity & Land Values

Over the 2025 calendar year, there was only a single notable agricultural sale in the market in 2025. This situation can be attributed to the market's exclusivity and the historic consolidation of ownership among the larger market participants, who do not usually sell or transfer agricultural land within the EAA. Another factor contributing to the lack of sales is the ease of leasing agricultural land with minimal owner oversight and at higher per-acre prices than other agricultural land outside the EAA.

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The only sales for agricultural use in the EAA market in calendar year 2025 are briefly described as follows:

- The first transaction is the March 2025 purchase of 320 acres for $3,840,000 or $12,000 per gross acre. The property is located within an interior area in the extreme southern portion of the EAA on shallow organic soils and was purchased by the long-term tenant that has extensive landholdings in the area, with the existing circumstances between grantor and grantee having an impact on the overall price paid.
- It must be noted that there was a 315.17-acre sale between related parties in September 2025 that had a stamped sales price of $3,782,040 or $12,000 per acre. This property is located just east of Belle Glade, with this transaction also related to a land swap of acreage abutting the grantee's industrial landholdings in Glades County.

In addition, in 2025, there were few notable smaller agricultural sales within or near the cities and small population centers within the EAA besides residential home sites and other small parcels. The only transaction of significance was a small 36-acre parcel in an interior area of eastern EAA that sold in October 2025 for $625,000, or $17,361 per acre. These smaller parcels generally sell at a higher price per acre due to economies of scale and their transitional nature compared to larger agricultural tracts. Individual owner users typically purchase these smaller agricultural tracts.

SOUTH FLORIDA

Homestead

The Homestead agricultural market continues to demonstrate strength and consistency, positioning itself as one of the most stable land segments in South Florida. Despite ongoing development pressure throughout Miami-Dade County, Homestead remains a vital agricultural corridor supported by active producers, long-term landholders, and strategic investors.

This market is driven not only by land values, but by continued agricultural use. The majority of transactions in 2025 reflect working farms, groves, and specialty crop operations, reinforcing the region's role as a core agricultural hub within South Florida.

Market Trends

Agricultural land in Miami-Dade has become increasingly limited as urban expansion continues to move south and west. This ongoing reduction in available farmland has created a natural supply constraint, which has contributed to pricing stability across Homestead's agricultural market.

As developable land becomes more scarce, well-located agricultural properties with established production and proper zoning have become more desirable. This trend has supported sustained buyer interest and long-term confidence in the market.

Sales Activity

In 2025, a total of 452.69 acres sold across qualifying agricultural transactions of 20 acres or more, generating a combined sales volume of $56,955,100. Transactions between 20 and 100 acres accounted for 336.36 acres in activity, representing $41,955,100 in total consideration. These sales highlight continued demand for operational farm sizes that support active agricultural use.

Larger transactions between 101 and 200 acres totaled 116.33 acres and $15,000,000, confirming that buyers remain willing to deploy capital into scalable agricultural holdings when quality land becomes available. Across all size categories, well-located properties with clean title, strong uplands, and agricultural zoning achieved premium pricing, reflecting sustained demand for productive farmland in Homestead.

Land Use & Agricultural Production

The majority of land sold in 2025 was used for row crops, groves, nurseries, and specialty agricultural production. These properties support high-value crops that thrive in South Florida's subtropical climate, allowing operators to maintain strong productivity and adaptability.

This diversity of agricultural use strengthens the overall market by providing multiple income streams and long-term operational flexibility. Buyers are not simply acquiring acreage; they are investing in working land with durable economic value.

Conclusion

Homestead continues to stand as one of South Florida's most important agricultural markets. Limited land availability, consistent operator demand, and long-term confidence in farmland values have positioned the region for continued stability.

For landowners, this environment presents an opportunity to evaluate strategic options. For buyers, Homestead remains one of the few areas in Miami-Dade where productive agricultural land can still be acquired at scale. The 2025 data confirms a market defined by resilience, utility, and long-term value.

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Panhandle

Florida Panhandle Development Land Market: Growth, Yield, and the Discipline Behind Pricing

The Florida Panhandle's land use is highly diverse, encompassing everything from timber and agriculture to conservation and residential development. Over the past several years, market performance across these distinct categories has begun to diverge. Recent residential development activity further reflects this shift. Based on new residential lot approvals and subdivision activity, Walton, Santa Rosa, Bay, Escambia, and Okaloosa counties emerged as the most active markets for new residential lot development in 2025. The region is no longer defined solely by coastal speculation. Residential growth is increasingly shaped by planning, infrastructure, and the development potential of land located within established growth corridors.

Residential Growth Is Moving Inland Through Planned, Scalable Development

Residential development across the Panhandle continues to move inland as coastal land becomes scarcer, more expensive, and increasingly constrained by insurance and construction costs. This shift is often mischaracterized as broad expansion; in reality, it is highly selective and driven by infrastructure. Developers are focusing on sites that align with utility service areas, arterial roadway access, school capacity, and long-term comprehensive plans.

At the same time, residential demand is favoring more efficient, attainable housing, influencing subdivision design, lot sizes, and density assumptions. Rising construction and insurance costs have made moderate-density development more economically viable than large-lot concepts, particularly in inland growth corridors where infrastructure can be deployed efficiently.

These conditions have reinforced the dominance of master-planned communities and Planned Unit Developments (PUDs) as the primary supply framework. PUD structures allow developers to phase infrastructure, manage absorption, and deliver amenities that support long-term pricing. From a land perspective, this model favors larger, contiguous tracts capable of supporting multi-phase development, and it is increasingly preferred by buyers seeking predictable lot pipelines rather than isolated subdivisions.

How to Approach Pricing of Development Land

Every development land transaction ultimately comes down to a residual land value analysis. Developers underwrite the as-complete value of finished lots or homes and then work backward—subtracting horizontal infrastructure, soft costs, off-site improvements, financing, carrying costs, and a required profit margin. What remains is the maximum land value the project can support. If the numbers do not meet those standards, the land does not trade—regardless of how compelling the location or long-term growth story may be.

Development land pricing is largely untethered from gross acreage and tied directly to lot yield.

Developers are often constrained by lender requirements, equity return thresholds, and internal investment criteria. Consequently, land value is highly sensitive to changes in core assumptions. Lot yield reductions caused by wetlands, floodplain, or conservation requirements directly reduce value. Additionally, unanticipated off-site improvements, roadway upgrades, or utility extensions increase project costs and reduce the land residual dollar-for-dollar.

It is also important to distinguish between theoretical maximum yield and economic yield. For example, a conceptual plan may demonstrate the highest possible lot count, but achieving maximum density does not always produce the best financial outcome. In many cases, the marginal cost of additional roads, utilities, or off-site improvements required to access smaller pockets of lots exceeds the value those lots create. As a result, developers often underwrite to an optimized yield rather than the maximum yield shown on paper.

When late-stage price adjustments occur, they are often perceived by landowners as negotiation tactics or a developer's attempt to secure a "good deal." In reality, these adjustments most often reflect new information uncovered during due diligence that materially changes the project's underwriting. In most cases, the issue is not leverage—it is about the numbers.

Why Acreage No Longer Drives Pricing

One of the most common misconceptions in development land valuation is that pricing scales with acreage. In today's market, development land pricing is largely untethered from gross acreage and tied directly to lot yield.

Developers do not buy acres; they buy future lots. Two tracts of identical size can materially support different values depending on net developable acreage, achievable density, stormwater requirements, access design, and infrastructure efficiency. In the Panhandle, where wetlands, floodplain, and stormwater systems routinely consume a meaningful portion of a site, gross acreage alone provides little insight into real value. This is where the value of engineering comes into play.

Without conceptual engineering and planning, pricing discussions are necessarily abstract. Yield assumptions rely on rules of thumb rather than engineering reality, forcing buyers to underwrite conservatively. That conservatism shows up directly in pricing. The differentiator is not figurative—it is certainty of yield.

A Note to Long-term Landowners: Timing Matters

A substantial share of development land in the Florida Panhandle remains in long-term individual ownership—often Baby Boomers who acquired property decades ago for agricultural use or long-term investment. Many of these tracts now sit squarely within identified growth corridors and have appreciated significantly as residential demand has expanded.

For these owners, the opportunity to exit is real, but timing expectations are critical. Unlocking maximum value typically requires 12 to 18 months or more for environmental analysis, engineering, rezoning or PUD approvals, and infrastructure coordination.

The highest land values are rarely achieved through condensed contract timelines. Developers price uncertainty aggressively, and limiting due diligence or entitlement work shifts risk—and value—away from the seller. Allowing time for entitlement clarity, infrastructure planning, and yield confirmation reduces risk and supports stronger pricing. In this market, patience is not passive; it is a value-creation strategy. Raw land with little to no entitlement still trades, but typically with extended due diligence periods and pricing that reflects conservative assumptions.

Closing Perspective

Looking ahead, the development land market in the Florida Panhandle remains active and well-positioned for continued growth and sustained demand for attainable housing in established growth corridors. As the market continues to play out in 2026, landowners who engage early, allow time for entitlement, and price land around achievable lot yields will be best positioned to capture full market value.

Top 3 Transactions

- $36,718,900 • 47 acres • Leon County
- $23,000,000 • 62 acres • Walton County
- $13,084,000 • 301 acres • Leon County

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Founder, Managing Director

Dean Saunders receives significant recognition for exemplary sales performance from various national and regional industry organizations. In 2025, REALTORS® Land Institute (RLI) recognized Dean as the 2024 Land REALTOR® of America. During the same year, he received a Top Twenty National Producer Award for the 8th consecutive year and was recognized as the APEX 2024 Broker of the Year for Ag Land Ranches. Additionally, Dean has won the APEX 2023 Region 10 Broker of the Year for Ag Land Ranch Sales. He was awarded the APEX Top National Producer Award as the number one land broker in the country in 2021, 2020, and 2018. In 2025, 2022, 2021, 2020, Dean received the National Commercial Award from the National Association of REALTORS® (NAR).

Tyler Davis, ALC
President

Tyler Davis drives the firm's strategic initiatives to ensure continued growth and success throughout the US competitive real estate market. He is responsible for guiding the firm's geographic expansion, diversifying its service offerings, and positioning the company for long-term sustainability. Tyler is dedicated to maintaining a deep commitment to landowners and fostering a culture where colleagues and clients alike are treated like family. His commitment to operational excellence and data-driven decision-making ensures Saunders Real Estate continues to meet the evolving needs of its clients while staying true to its mission of service and stewardship.

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Associate Advisor

Andres specializes in an array of land categories, including agriculture, ranches, recreational properties, acreage and homesites, and conservation areas. His experience has equipped Andres with a skill set including negotiation, market analysis, project management, and client relations.

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.

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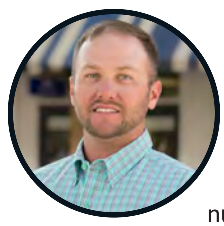
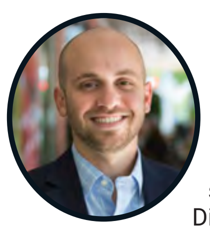
Clayton background includes leadership roles in Kappa Alpha Order and experience with a land management company, where he gained insight into landowner needs and property value enhancement. Mentored by expert land brokers, he now helps clients navigate the real estate process with diligence and expertise.



Daniel Lanier, ALC
Senior Advisor

Daniel is a Senior Advisor with experience in Central Florida's agricultural industry. His knowledge and expertise extend to and beyond commercial beef cattle, citrus, nursery, and row crop farming.



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.

Greg Driskell, ALC
Senior Advisor

Greg is a Senior Advisor and Senior Forester with Natural Resource Planning Services, Inc. (NRPS), a forestry consulting firm. Greg specializes in timberland, Hunting & Recreation, farms and cropland, and Cons Esmts.

Thank you to our Contributing Appraisers

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Jeff Cusson, CCIM

Senior Advisor

Jeff specializes in large tracts of agricultural and transitional lands primarily on the east coast of Florida. Jeff also spent 23 years in the citrus business, including the role of president of an agricultural holding company.

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.

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.

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.

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 Cons Esmts. Zeb also assists with land management efforts as a part of Saunders Property Management, LLC, a sister company.

2025 Sales Data

Remainder Rights

County	Sale Date	Agency	Property Type	Sale Price	Acres	Price Per Acre
Highlands	1/24/2025	NRCS/WRP	Ranch	$2,246,700	1,796	$1,251
Highlands	8/29/2025	NRCS/WRP	Ranch	$675,000	395	$1,709
Indian River	1/10/2025	MITIGATION BANK	Ranch	$13,000,000	2,146	$6,058
Polk	1/2/2025	DEP	Ranch	$2,450,000	133	$18,421
Polk	6/25/2025	DEP	Ranch	$1,400,000	457	$3,063
Polk	9/11/2025	DEP	Ranch	$3,200,000	300	$10,667
Polk	11/21/2025	SWFWMD	Ranch	$1,322,000	224	$5,902
Sarasota	8/15/2025	Sarasota County	Ranch	$4,500,000	540	$8,333

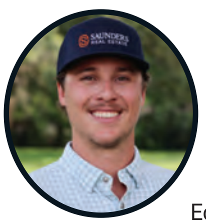
Solar Sales

County	Sale Date	Acreage	Sale Price	Price Per Acre	Property Type
Collier	1/10/2025	2,709	$23,435,300	$8,651	Citrus
Collier	12/9/2025	2,821	$24,803,600	$8,792	Citrus
DeSoto	5/6/2025	1,530	$15,930,600	$10,412	Citrus
Escambia	9/24/2025	50	$565,000	$11,300	Timber
Hendry	4/7/2025	1,489	$14,888,400	$9,999	Citrus
Highlands	11/6/2025	2	$47,400	$29,625	Vacant
Okeechobee	2/14/2025	7,527	$65,535,700	$8,707	Ranch
Union	4/9/2025	727	$5,843,100	$8,037	Timber

Remainder Rights

Encumbered Acres	Unencumbered Acres	Unencumbered Value Per Acre	Value of Improvements	Adjusted Value of Remainder Right	Remainder Right Value Per Acre
1,796	-	-	-	$2,246,700	$1,251
395	-	-	-	$675,000	$1,709
2,146	-	-	-	$13,000,000	$6,058
133	-	-	$472,853	$1,977,148	$14,866
457	-	-	-	$1,400,000	$3,063
300	-	-	$319,883	$2,880,118	$9,600
224	-	-	$517,930	$804,070	$3,590
540	-	-	$363,625	$4,136,375	$7,660

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.

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.

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.

Kennon Jones
Research Advisor

Kennon specializes in farms & cropland, Hunting & Recreation land, and Timberland. Before becoming a licensed advisor, Kennon served on the Saunders Real Estate Research Team, where he gained hands-on experience analyzing market trends, verifying land sales, and supporting property valuations throughout the region. Now in an advisory role, he continues to contribute to the research and marketing teams at Saunders Real Estate while building strong relationships with clients across Arkansas.

Special thanks to Research Analyst Ramon Balbin

2025 Sales Data

Conservation

County	Sale Date	Sale Price	Gross Acres	Price Per Acre	Agency	Acquisition Type
Alachua	2/24/25	$294,400	51	$5,732	Alachua County	Fee Simple
Alachua	3/28/25	$37,000,000	2,658	$13,920	University of Florida	Fee Simple
Alachua	3/31/25	$242,000	30	$8,066	Alachua County	Fee Simple
Alachua	4/15/25	$125,875	10	$12,587	Alachua County	Fee Simple
Alachua	5/20/25	$2,985,347	422	$7,074	RFLP	Conservation Esmt
Alachua	7/31/25	$613,554.50	68	$8,957	Alachua County	Fee Simple
Alachua	8/20/25	$211,700	30	$7,056	Alachua County	Fee Simple
Alachua	10/30/25	$896,600	66	$13,533	Alachua County	Fee Simple
Alachua	11/19/25	$438,750	40	$10,968	Alachua County	Fee Simple
Bay	6/5/25	$32,700,666	12,262	$2,666	DSL	Fee Simple
Brevard	7/15/25	$2,250	3	$709	FWC	Fee Simple
Brevard	11/5/25	$543,000	72	$7,505	Brevard County	Fee Simple
Charlotte	2/19/25	$850,000	34	$25,000	DSL	Fee Simple
Collier	2/28/25	$22,756	780	$29	DSL	Donation
Collier	3/21/25	$2,475	2	$990	DSL	Fee Simple
Collier	5/8/25	$2,475	2	$990	DSL	Fee Simple
Collier	5/28/25	$2,750	2	$1,100	DSL	Fee Simple
Collier	8/29/25	$18,000,000	2,567	$7,012	DSL	Fee Simple
Columbia	2/3/25	$3,362,500	1,619	$2,076	DSL	Fee Simple
Columbia	4/15/25	$2,120,000	513	$4,132	Alachua County Trust	Fee Simple
Desoto	3/25/25	$10,600,000	2,717	$3,901	RFLP	Conservation Esmt
Dixie	3/4/25	$6,740,000	6,425	$1,048	RFLP	Conservation Esmt
Dixie	3/12/25	$5,277,000	5,692	$927	RFLP	Conservation Esmt
Dixie	3/27/25	$437,000	2	$153,873	FWC	Donation
Duval	4/30/25	$30,360,000	1,265	$24,000	DSL	Fee Simple
Duval	12/9/25	$9,225,000	543	$16,988	DSL	Fee Simple
Escambia	8/18/25	$96,000	24	$4,000	DSL	Fee Simple
Escambia	8/20/25	$159,800	40	$3,995	DSL	Fee Simple
Franklin	4/10/25	$1,400,000	93	$15,053	DSL	Fee Simple
Gadsden	2/4/25	$739,000	227	$3,249	DSL	Fee Simple
Glades	5/8/25	$21,430,000	6,123	$3,499	RFLP	Conservation Esmt
Hardee	2/18/25	$873,000	192	$4,529	DSL	Conservation Esmt
Hardee	4/17/25	$1,080,000	360	$3,000	DSL	Conservation Esmt
Hardee	6/6/25	$970,000	134	$7,238	RFLP	Conservation Esmt
Hardee	6/9/25	$410,000	75	$5,466	RFLP	Conservation Esmt
Hendry	9/15/25	$8,700,000	1,319	$6,595	DSL	Fee Simple
Highlands	1/8/25	$2,350,000	593	$3,961	DSL	Conservation Esmt
Highlands	3/7/25	$2,050,000	420	$4,880	DSL	Conservation Esmt
Highlands	3/19/25	$550,000	94	$5,851	RFLP	Conservation Esmt
Highlands	3/19/25	$3,000,000	705	$4,250	RFLP	Conservation Esmt
Highlands	3/24/25	$2,280,000	267	$8,539	DSL	Fee Simple
Highlands	5/19/25	$795,000	124	$6,411	DSL	Conservation Esmt
Highlands	5/22/25	$20,334	2.17	$9,370	FWC	Fee Simple
Highlands	6/4/25	$9,450	0.55	$17,181	DSL	Fee Simple
Highlands	6/12/25	$15,000,000	4,691	$3,197	RFLP	Conservation Esmt
Highlands	6/13/25	$575,000	64	$8,984	DSL	Fee Simple
Highlands	6/13/25	$4,375,000	1,052	$4,158	DSL	Conservation Esmt
Highlands	7/14/25	$120,000	10	$12,000	FWC	Fee Simple
Highlands	9/9/25	$21,881	1	$17,789	FWC	Donation
Highlands	10/24/25	$825,000	100	$8,250	DSL	Fee Simple

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Conservation cont.

County	Sale Date	Sale Price	Gross Acres	Price Per Acre	Agency	Acquisition Type
Jackson	1/29/25	$1,377,700	284	$4,851	NWFWMD	Fee Simple
Jackson	7/16/25	$272,350	141	$1,931	DSL	Conservation Esmt
Jackson	7/16/25	$579,200	423	$1,369	DSL	Conservation Esmt
Jefferson	12/31/25	$1,038,000	3,000	$346	DSL	Conservation Esmt
Lake	6/5/25	$100	0.02	$5,000	DSL	Donation
Lake	6/12/25	$6,000,000	990	$6,060	RFLP	Conservation Esmt
Lake	10/14/25	$3,811,767	1,255	$3,037	RFLP	Conservation Esmt
Lee	1/27/25	$35,000	0.15	$233,333	DSL	Fee Simple
Lee	4/8/25	$45,000	0.30	$150,000	DSL	Fee Simple
Lee	4/22/25	$75,000	0.52	$144,230	DSL	Fee Simple
Lee	8/19/25	$90,000	0.36	$250,000	DSL	Fee Simple
Leon	4/30/25	$977,335	373	$2,620	RFLP	Conservation Esmt
Leon	5/1/25	$2,100,000	934	$2,248	DSL	Conservation Esmt
Levy	4/2/25	$22,255,400	1,1684	$1,904	RFLP	Conservation Esmt
Levy	6/4/25	$1,366,461	280	$4,880	RFLP	Conservation Esmt
Levy	6/4/25	$2,198,747	712	$3,088	RFLP	Conservation Esmt
Levy	6/16/25	$1,562,500	515	$3,033	DSL	Conservation Esmt
Levy	6/18/25	$2,273,659	787	$2,889	RFLP	Conservation Esmt
Levy	6/18/25	$3,224,448	1,978	$1,630	DSL	Conservation Esmt
Levy	7/18/25	$6,077,775	1,783	$3,408	RFLP	Conservation Esmt
Levy	9/15/25	$1,586,580	795	$1,995	DSL	Conservation Esmt
Levy	9/16/25	$1,565,000	1,028	$1,522	DSL	Conservation Esmt
Levy	9/18/25	$53,500,000	2,1601	$2,476	DSL	Fee Simple
Liberty	5/20/25	$83,500	40	$2,087	FWC	Fee Simple
Madison	4/11/25	$6,257,900	3,369	$1,857	RFLP	Conservation Esmt
Madison	5/22/25	$4,300,000	2,865	$1,500	DSL	Conservation Esmt
Madison	11/7/25	$922,000	225	$4,097	DSL	Conservation Esmt
Madison	11/7/25	$2,198,500	1,087	$2,022	DSL	Conservation Esmt
Manatee	5/23/25	$9,500,000	92	$102,525	Manatee County	Fee Simple
Marion	3/4/25	$557,000	46	$12,108	DSL	Fee Simple
Marion	5/8/25	$1,104,000	569	$1,940	DSL	Conservation Esmt
Marion	6/9/25	$70,000	8	$8,750	DSL	Fee Simple
Marion	8/28/25	$490,000	27	$18,148	DSL	Fee Simple
Martin	3/27/25	$650,000	82	$7,926	RFLP	Conservation Esmt
Martin	3/27/25	$2,200,000	317	$6,935	RFLP	Conservation Esmt
Martin	3/27/25	$2,400,000	339	$7,061	RFLP	Conservation Esmt
Martin	3/27/25	$51,105,000	5,875	$8,698	RFLP	Conservation Esmt
Monroe	1/21/25	$15,000	0.14	$107,142	DSL	Fee Simple
Monroe	1/21/25	$19,000	0.14	$135,714	DSL	Fee Simple
Monroe	2/20/25	$25,000	0.28	$89,285	DSL	Fee Simple
Monroe	2/20/25	$38,000	0.25	$152,000	DSL	Fee Simple
Monroe	3/27/25	$60,000	0.53	$113,207	DSL	Fee Simple
Monroe	3/27/25	$84,000	1	$63,157	DSL	Fee Simple
Monroe	3/27/25	$275,000	0.24	$1,145,833	DSL	Fee Simple
Monroe	3/27/25	$437,000	2	$153,873	DSL	Donation
Monroe	3/28/25	$45,000	0.11	$409,090	DSL	Fee Simple
Monroe	3/31/25	$34,000	0.26	$130,769	DSL	Fee Simple
Monroe	3/31/25	$240,000	4	$54,176	DSL	Fee Simple
Monroe	5/23/25	$156,000	2	$71,232	DSL	Fee Simple

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2025 Sales Data

Conservation cont.

County	Sale Date	Sale Price	Gross Acres	Price Per Acre	Agency	Acquisition Type
Monroe	5/23/25	$277,000	7	$39,014	DSL	Fee Simple
Monroe	7/25/25	$73,000	1	$73,000	DSL	Fee Simple
Monroe	7/29/25	$200,000	10	$20,000	DSL	Fee Simple
Monroe	9/3/25	$275,000	0.24	$1,145,833	DSL	Fee Simple
Monroe	9/11/25	$40,000	0.11	$363,636	DSL	Fee Simple
Okeechobee	3/10/25	$12,600,000	2,992	$4,210	RFLP	Conservation Esmt
Okeechobee	3/20/25	$10,310,000	2,801	$3,680	RFLP	Conservation Esmt
Osceola	4/23/25	$4,820,000	980	$4,918	DSL	Conservation Esmt
Osceola	4/23/25	$4,995,000	1,014	$4,926	DSL	Conservation Esmt
Osceola	5/23/25	$2,809,912	620	$4,532	RFLP	Conservation Esmt
Osceola	5/23/25	$14,735,481	2,662	$5,535	RFLP	Conservation Esmt
Osceola	6/6/25	$9,174,519	1,537	$5,969	RFLP	Conservation Esmt
Osceola	8/19/25	$27,000,000	7,514	$3,593	DSL	Conservation Esmt
Pasco	2/10/25	$175,000	16	$10,937	DSL	Fee Simple
Pasco	11/13/25	$30,800,000	9,44	$32,627	SWFWMD	Fee Simple
Polk	1/13/25	$5,950,000	763	$7,789	DSL	Conservation Esmt
Polk	5/14/25	$8,500,000	416	$20,432	RFLP	Conservation Esmt
Polk	6/23/25	$240,000	12	$19,200	DSL	Fee Simple
Polk	8/5/25	$2,300,000	354	$6,497	DSL	Conservation Esmt
Polk	8/15/25	$638,461	87	$7,338	DSL	Conservation Esmt
Polk	9/11/25	$1,267	1	$822	FWC	Donation
Polk	9/18/25	$5,170,000	74	$69,864	DSL	Fee Simple
Polk	10/2/25	$12,000,000	640	$18,750	Polk County	Fee Simple
Polk	11/10/25	$8,500,000	196	$43,367	Polk County	Fee Simple
Putnam	1/16/25	$450,000	50	$8,905	DSL	Fee Simple
Putnam	1/31/25	$300,000	30	$9,852	DSL	Fee Simple
Putnam	4/2/25	$110,000	10	$11,000	DSL	Fee Simple
Putnam	4/29/25	$210,000	20	$10,500	DSL	Fee Simple
Putnam	5/21/25	$850,000	385	$2,207	DSL	Conservation Esmt
Putnam	7/15/25	$90,000	2	$35,019	DSL	Fee Simple
Putnam	8/26/25	$520,000	65	$8,000	SJRWMD	Fee Simple
Putnam	8/28/25	$5,900,000	1,534	$3,846	DSL	Fee Simple
Putnam	9/5/25	$3,250,000	1,084	$2,998	DSL	Fee Simple
Putnam/Flagler	8/12/25	$3,006,890	540	$5,568	RFLP	Conservation Esmt
Santa Rosa	4/11/25	$167,000	41	$4,073	DSL	Fee Simple
Santa Rosa	6/27/25	$7,867,760	5,828	$1,349	DSL	Conservation Esmt
St. Lucie	7/8/25	$6,000,000	422	$14,218	St. Lucie County	Fee Simple
St. Lucie	10/17/25	$2,500,000	104	$23,829	St. Lucie County	Fee Simple
Union	7/1/25	$226,300	54	$4,134	Alachua Conserv. Trust	Fee Simple
Volusia	1/24/25	$726,300	194	$3,743	Volusia County	Fee Simple
Volusia	1/24/25	$3,214,400	2,034	$1,580	Volusia County	Fee Simple
Volusia	3/11/25	$18,500,000	1,339	$13,809	DSL	Fee Simple
Volusia	6/25/25	$4,628,000	348	$13,270	Volusia County	Fee Simple
Wakulla	1/6/25	$235,000	19	$11,809	DSL	Fee Simple
Walton	3/10/25	$8,395,000	2,479	$3,385	DSL	Fee Simple
Walton	10/3/25	$1,642,500	326	$5,029	GA-AL Land Trust	Fee Simple
Washington	2/26/25	$4,995,000	2,335	$2,138	RFLP	Conservation Esmt

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Farms and Cropland

County	Sale Date	Sale Price	Acres	Price Per Acre
Alachua	8/14/2025	$1,265,200	160	$7,908
Calhoun	4/2/2025	$500,000	110	$4,566
Calhoun	4/16/2025	$160,000	80	$2,000
Collier	1/24/2025	$45,174,500	4,845	$9,325
Collier	1/28/2025	$52,500,000	5,633	$9,320
Desoto	1/8/2025	$3,600,000	362	$9,952
Desoto	3/13/2025	$975,000	39	$25,279
Dixie	10/2/2025	$5,959,400	960	$6,208
Escambia	10/30/2025	$375,000	78	$4,808
Gadsden	8/1/2025	$477,100	88	$5,420
Hamilton	6/10/2025	$626,000	129	$4,853
Hardee	4/10/2025	$2,250,000	208	$10,817
Hardee	6/30/2025	$9,424,000	1,177	$8,008
Hardee	9/1/2025	$340,000	23	$15,031
Hardee	9/17/2025	$1,151,700	100	$11,517
Hendry	6/12/2025	$370,000	40	$9,250
Hendry	7/1/2025	$545,300	66	$8,201
Hendry	8/26/2025	$21,500,000	2,678	$8,028
Highlands	2/26/2025	$899,200	117	$7,689
Highlands	4/21/2025	$3,270,000	320	$10,218
Highlands	9/29/2025	$3,400,000	190	$17,874
Highlands	10/2/2025	$1,223,200	87	$14,000
Hillsborough	4/28/2025	$2,000,000	39	$51,560
Holmes	2/7/2025	$1,150,000	261	$4,411
Holmes	5/13/2025	$140,000	24	$5,955
Indian_river	3/28/2025	$500,000	253	$1,974
Indian_river	8/1/2025	$4,522,000	631	$7,172
Jackson	2/7/2025	$133,800	42	$3,201
Jackson	2/26/2025	$350,000	94	$3,737
Jackson	3/31/2025	$700,000	188	$3,728
Jackson	3/31/2025	$700,000	187	$3,747
Jackson	6/12/2025	$9,000,000	920	$9,778
Jackson	6/17/2025	$410,000	96	$4,289
Jackson	6/19/2025	$220,000	54	$4,049
Jefferson	5/12/2025	$3,069,600	441	$6,965
Lafayette	3/18/2025	$1,534,300	231	$6,644
Lafayette	5/6/2025	$308,000	47	$6,546
Lafayette	7/3/2025	$868,000	300	$2,893
Lafayette	9/25/2025	$2,721,100	439	$6,193
Levy	4/2/2025	$840,000	43	$19,535
Levy	8/19/2025	$2,180,800	184	$11,884
Levy	8/22/2025	$6,853,000	587	$11,675

denotes Saunders Land Sale

2025 Sales Data

Farms and Cropland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Madison	3/12/2025	$1,016,000	270	$3,770
Madison	3/31/2025	$1,000,000	127	$7,862
Madison	4/23/2025	$1,125,000	349	$3,223
Manatee	1/31/2025	$2,774,121	255	$10,879
Marion	4/1/2025	$650,000	41	$15,881
Marion	5/7/2025	$450,000	35	$12,839
Marion	9/10/2025	$800,000	40	$20,000
Marion	9/19/2025	$850,000	149	$5,695
Okeechobee	6/25/2025	$1,200,000	263	$4,562
Osceola	2/4/2025	$7,500,000	725	$10,345
Palm Beach	3/4/2025	$3,840,000	320	$12,000
Polk	6/4/2025	$1,000,000	60	$16,781
Polk	8/20/2025	$510,000	40	$12,709
Polk	9/10/2025	$3,200,000	300	$10,672
Polk	11/21/2025	$1,322,000	224	$5,904
Sarasota	8/15/2025	$4,500,000	539	$8,353
St. Johns	5/15/2025	$1,577,000	87	$18,231
St. Lucie	2/7/2025	$265,000	20	$13,197
St. Lucie	2/28/2025	$1,000,000	82	$12,186
St. Lucie	5/2/2025	$665,700	82	$8,125
St. Lucie	5/2/2025	$1,705,900	122	$14,000
St. Lucie	7/30/2025	$2,200,000	58	$38,208
St. Lucie	10/17/2025	$3,400,000	115	$29,630
St. Lucie	10/31/2025	$2,800,000	190	$14,762
Suwannee	5/9/2025	$4,750,000	560	$8,489
Suwannee	7/31/2025	$12,950,000	1,700	$7,618
Suwannee	8/25/2025	$1,162,500	160	$7,266
Union	1/6/2025	$195,000	33	$5,967
Walton	2/24/2025	$1,000,000	225	$4,444
Walton	4/11/2025	$1,300,000	191	$6,809
Walton	5/22/2025	$900,000	280	$3,214
Washington	12/1/2025	$2,475,001	797	$3,105

denotes Saunders Land Sale

Citrus

County	Sale Date	Sale Price	Acres	Price Per Acre
Charlotte	5/6/2025	$41,927,100	4,633	$9,049
Charlotte	8/27/2025	$170,000	20	$8,500
Charlotte	11/25/2025	$340,000	20	$17,000
Desoto	1/31/2025	$1,200,000	95	$12,632
Desoto	4/4/2025	$175,000	48	$3,684
Desoto	5/6/2025	$15,930,585	1,730	$9,208
Desoto	5/19/2025	$2,454,800	189	$12,988
Desoto	5/23/2025	$160,000	58	$2,783
Desoto	7/21/2025	$4,860,000	491	$9,906
Desoto	8/13/2025	$3,400,000	321	$10,579
Desoto	10/30/2025	$1,776,240	148	$12,000
Desoto	12/22/2025	$1,100,000	80	$13,750
Glades	3/27/2025	$1,200,000	73	$16,552
Hardee	6/1/2025	$607,700	41	$15,001
Hardee	6/25/2025	$6,100,000	439	$13,895
Hardee	7/1/2025	$1,375,000	91	$15,150
Hardee	8/1/2025	$240,000	20	$12,270
Hardee	8/1/2025	$840,000	80	$10,500
Hardee	9/1/2025	$475,000	41	$11,591
Hardee	9/1/2025	$1,650,000	100	$16,495
Hardee	11/4/2025	$6,077,190	582	$10,438
Hardee	12/18/2025	$300,000	20	$15,306
Hendry	6/1/2025	$3,300,000	316	$10,457
Hendry	6/18/2025	$6,247,300	693	$9,013
Highlands	1/28/2025	$550,000	29	$19,177
Highlands	1/30/2025	$1,600,000	200	$8,003
Highlands	2/5/2025	$374,000	40	$9,246
Highlands	2/7/2025	$2,350,000	287	$8,201
Highlands	2/27/2025	$300,200	30	$10,000
Highlands	2/27/2025	$398,000	40	$10,000
Highlands	2/27/2025	$1,011,800	101	$10,000
Highlands	3/10/2025	$225,000	30	$7,520
Highlands	3/11/2025	$1,617,100	101	$15,997
Highlands	3/21/2025	$3,369,000	458	$7,359
Highlands	4/10/2025	$480,000	21	$22,588
Highlands	4/21/2025	$350,000	89	$3,936
Highlands	5/28/2025	$280,000	29	$9,514
Highlands	6/3/2025	$416,800	40	$10,446
Highlands	6/3/2025	$691,900	30	$22,971
Highlands	7/14/2025	$770,200	39	$20,000
Highlands	7/15/2025	$350,000	25	$13,878
Highlands	8/15/2025	$884,400	157	$5,650

denotes Saunders Land Sale

2025 Sales Data

Citrus cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Highlands	9/10/2025	$6,625,000	672	$9,855
Highlands	9/25/2025	$950,000	74	$12,765
Highlands	10/17/2025	$415,000	28	$14,960
Highlands	11/5/2025	$625,000	88	$7,071
Highlands	12/8/2025	$820,000	119	$6,891
Highlands	12/16/2025	$2,845,400	44	$65,381
Indian River	6/13/2025	$1,991,400	306	$6,500
Indian River	6/16/2025	$1,991,340	301	$6,619
Indian River	6/16/2025	$7,465,500	747	$10,001
Lake	3/18/2025	$2,990,000	53	$56,003
Lee	9/15/2025	$11,016,010	1,202	$9,164
Martin	4/25/2025	$3,100,900	172	$18,031
Martin	4/25/2025	$4,558,900	536	$8,506
Osceola	5/2/2025	$1,650,000	85	$19,444
Polk	1/13/2025	$1,150,000	73	$15,732
Polk	1/27/2025	$894,300	60	$15,000
Polk	1/28/2025	$1,050,000	67	$15,562
Polk	2/19/2025	$115,000	20	$5,835
Polk	3/7/2025	$670,000	49	$13,690
Polk	3/14/2025	$900,000	37	$24,324
Polk	5/19/2025	$1,250,000	160	$7,804
Polk	6/16/2025	$280,000	21	$13,652
Polk	6/20/2025	$445,000	40	$11,170
Polk	7/11/2025	$560,000	45	$12,475
Polk	8/6/2025	$298,200	20	$15,000
Polk	8/6/2025	$1,122,400	79	$14,251
Polk	8/8/2025	$1,200,000	80	$14,931
Polk	8/26/2025	$450,000	31	$14,696
Polk	8/28/2025	$1,460,000	40	$36,518
Polk	9/10/2025	$356,500	27	$13,111
Polk	9/12/2025	$320,000	20	$15,968
Polk	9/23/2025	$1,104,600	79	$13,943
Polk	9/23/2025	$2,525,200	178	$14,198
Polk	10/2/2025	$800,000	52	$15,323
Polk	10/17/2025	$900,000	93	$9,675
Polk	10/22/2025	$665,300	80	$8,344
Polk	11/20/2025	$904,000	50	$18,001
Polk	11/20/2025	$2,525,700	139	$18,108
Polk	11/21/2025	$1,188,000	64	$18,464
St. Lucie	7/2/2025	$6,400,000	692	$9,250
St. Lucie	10/20/2025	$3,250,000	354	$9,171

denotes Saunders Land Sale

2025 Sales Data

Ranches and Pastureland

County	Sale Date	Sale Price	Acres	Price Per Acre
Alachua	2/19/2025	$850,000	178	$4,788
Alachua	4/16/2025	$290,000	27	$10,943
Alachua	5/1/2025	$320,000	40	$8,000
Alachua	6/5/2025	$1,140,000	94	$12,128
Alachua	9/9/2025	$1,000,000	280	$3,574
Alachua	10/30/2025	$896,600	66	$13,628
Bradford	10/14/2025	$110,000	134	$821
Brevard	6/26/2025	$1,000,000	50	$20,000
Calhoun	9/1/2025	$320,000	80	$3,999
Charlotte	9/4/2025	$686,800	47	$14,551
Clay	4/16/2025	$425,000	39	$10,881
Collier	5/2/2025	$390,000	20	$19,500
Desoto	1/31/2025	$525,000	25	$21,000
Desoto	1/31/2025	$800,000	125	$6,400
Desoto	5/28/2025	$1,628,000	186	$8,771
Desoto	8/28/2025	$1,950,000	181	$10,777
Desoto	11/6/2025	$494,000	50	$9,878
Desoto/Hardee	9/1/2025	$17,103,900	1,792	$9,545
Dixie	5/23/2025	$800,000	80	$10,000
Flagler	4/24/2025	$999,000	120	$8,325
Gadsden	5/23/2025	$340,000	71	$4,789
Gilchrist	7/25/2025	$175,000	16	$11,290
Glades	2/10/2025	$280,000	21	$13,346
Hamilton	4/17/2025	$200,000	40	$4,947
Hamilton	9/26/2025	$550,000	78	$7,010
Hamilton	11/4/2025	$270,000	40	$6,748
Hardee	2/5/2025	$3,000,000	140	$21,429
Hardee	3/1/2025	$400,000	33	$12,107
Hardee	3/1/2025	$2,500,000	288	$8,684
Hardee	5/30/2025	$500,000	29	$17,241
Hardee	8/1/2025	$275,000	24	$11,326
Hardee	9/1/2025	$300,000	30	$9,980
Hendry	3/5/2025	$7,362,128	1,190	$6,187
Hendry	3/14/2025	$1,700,000	145	$11,721
Hendry	4/24/2025	$2,200,000	194	$11,341
Hendry	5/28/2025	$939,500	125	$7,499
Hendry	7/1/2025	$2,500,000	281	$8,901
Hendry	8/1/2025	$300,000	35	$8,484
Hendry	9/12/2025	$2,200,000	169	$13,015
Hernando	1/1/2025	$950,000	72	$13,231
Hernando	4/23/2025	$1,000,000	119	$8,396
Hernando	5/8/2025	$2,000,000	99	$20,141
Highlands	1/22/2025	$180,000	20	$9,156
Highlands	1/24/2025	$2,246,700	1,796	$1,251
Highlands	2/17/2025	$335,000	24	$13,860
Highlands	2/27/2025	$404,400	40	$10,000
Highlands	3/13/2025	$900,000	82	$10,912

denotes Saunders Land Sale

Ranches and Pastureland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Highlands	4/23/2025	$2,682,100	400	$6,700
Highlands	4/30/2025	$1,683,500	249	$6,759
Highlands	4/30/2025	$3,000,000	168	$17,865
Highlands	5/16/2025	$240,000	38	$6,253
Highlands	8/18/2025	$595,600	79	$7,500
Highlands	8/29/2025	$675,000	395	$1,709
Highlands	9/10/2025	$7,125,000	678	$10,502
Highlands	9/16/2025	$1,142,400	137	$8,360
Highlands	9/16/2025	$1,142,400	97	$11,820
Highlands	11/14/2025	$1,183,900	208	$5,691
Hillsborough	10/14/2025	$4,200,000	173	$24,277
Holmes	9/3/2025	$599,000	93	$6,444
Indian River	1/10/2025	$67,000,000	5,849	$11,455
Jackson	1/8/2025	$1,250,000	193	$6,491
Jackson	2/7/2025	$224,000	81	$2,783
Jackson	3/24/2025	$817,000	175	$4,664
Jackson	6/26/2025	$160,000	40	$4,000
Jackson	9/10/2025	$400,000	63	$6,400
Jefferson	5/23/2025	$541,000	59	$9,154
Lake	1/6/2025	$325,000	21	$15,854
Lake	2/20/2025	$2,300,000	256	$9,002
Lake	2/20/2025	$4,300,000	302	$14,230
Lake	7/10/2025	$3,000,000	116	$25,869
Lake	7/14/2025	$1,190,000	142	$8,379
Lake	7/25/2025	$665,000	142	$4,675
Levy	3/7/2025	$620,000	178	$3,486
Levy	3/7/2025	$1,200,000	194	$6,188
Levy	4/25/2025	$820,000	81	$10,074
Levy	6/18/2025	$789,000	77	$10,204
Levy	8/14/2025	$2,000,000	240	$8,347
Levy	8/19/2025	$693,000	100	$6,940
Levy	8/19/2025	$1,046,700	120	$8,723
Levy	8/22/2025	$318,000	40	$7,986
Levy	8/22/2025	$398,000	37	$10,777
Levy	9/12/2025	$1,100,000	52	$21,154
Madison	4/23/2025	$1,250,000	341	$3,666
Madison	8/21/2025	$475,000	86	$5,531
Madison	9/2/2025	$1,742,900	178	$9,784
Manatee	1/30/2025	$1,668,600	324	$5,150
Manatee	6/13/2025	$2,767,600	497	$5,565
Manatee	6/16/2025	$2,767,530	239	$11,603
Manatee	9/22/2025	$5,000,000	339	$14,771
Marion	2/13/2025	$327,500	33	$9,879
Marion	3/1/2025	$606,100	47	$12,898
Marion	6/1/2025	$17,805,500	1,484	$11,999
Marion	6/16/2025	$17,927,903	1,625	$11,033
Marion	9/2/2025	$4,250,000	98	$43,367

denotes Saunders Land Sale

2025 Sales Data

Ranches and Pastureland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Marion	9/19/2025	$400,000	26	$15,686
Marion	10/1/2025	$1,900,000	161	$11,803
Marion	11/4/2025	$675,000	75	$8,952
Marion	11/14/2025	$1,535,000	80	$19,188
Martin	12/2/2025	$1,775,000	81	$21,806
Okeechobee	2/28/2025	$5,000,000	171	$29,194
Okeechobee	6/20/2025	$1,242,000	69	$18,010
Okeechobee	7/1/2025	$8,397,400	690	$12,170
Okeechobee	7/1/2025	$13,353,600	1,032	$12,934
Okeechobee	7/17/2025	$6,640,200	553	$12,008
Okeechobee	8/1/2025	$422,500	65	$6,500
Okeechobee	8/21/2025	$23,000,000	2,360	$9,747
Okeechobee	9/19/2025	$3,800,000	758	$5,013
Okeechobee	10/2/2025	$3,858,900	195	$19,789
Orange	3/21/2025	$875,000	26	$34,113
Osceola	6/2/2025	$4,805,400	446	$10,782
Osceola	6/3/2025	$4,805,400	446	$10,782
Osceola	9/30/2025	$9,702,000	882	$11,003
Polk	1/2/2025	$2,450,000	133	$18,421
Polk	1/10/2025	$925,000	62	$15,014
Polk	3/6/2025	$1,500,000	211	$7,109
Polk	6/23/2025	$1,400,000	290	$4,820
Polk	6/25/2025	$1,400,000	457	$3,063
Polk	8/28/2025	$800,000	50	$15,974
Polk	9/11/2025	$3,200,000	300	$10,667
Polk	10/2/2025	$12,000,000	640	$18,764
Polk	10/22/2025	$2,409,800	288	$8,359
Polk	11/13/2025	$1,500,000	89	$16,949
Polk	11/14/2025	$760,000	52	$14,615
Polk	11/21/2025	$1,322,000	224	$5,902
Putnam	3/7/2025	$300,000	62	$4,854
Putnam	6/12/2025	$20,298,600	4,833	$4,200
Putnam	7/1/2025	$4,600,000	485	$9,485
Putnam	10/29/2025	$4,469,010	633	$7,060
Sarasota	8/15/2025	$4,500,000	540	$8,333
St. Lucie	5/9/2025	$1,578,100	150	$10,500
Sumter	2/20/2025	$1,500,000	275	$5,455
Suwannee	4/1/2025	$662,500	91	$7,293
Suwannee	6/27/2025	$829,800	119	$7,001
Suwannee	7/1/2025	$454,000	66	$6,864
Taylor	8/1/2025	$795,000	318	$2,504
Volusia	10/2/2025	$1,900,000	133	$14,257
Washington	5/2/2025	$225,000	80	$2,813
Washington	5/5/2025	$283,000	81	$3,494

denotes Saunders Land Sale

Timberland

County	Sale Date	Sale Price	Acres	Price Per Acre
Alachua	1/22/2025	$463,900	81	$5,751
Alachua	1/27/2025	$650,000	104	$6,270
Alachua	2/7/2025	$435,000	137	$3,169
Baker	1/31/2025	$1,044,237	315	$3,310
Bay	2/13/2025	$725,000	264	$2,744
Bay	2/13/2025	$6,065,400	1,761	$3,444
Bradford	2/10/2025	$900,000	471	$1,912
Calhoun	1/2/2025	$466,500	217	$2,153
Calhoun	5/9/2025	$650,000	105	$6,190
Calhoun	9/11/2025	$848,900	395	$2,148
Dixie	9/1/2025	$336,000	160	$2,100
Escambia	7/1/2025	$1,829,000	210	$8,710
Escambia	9/15/2025	$1,193,300	340	$3,511
Flagler	3/5/2025	$2,170,000	316	$6,874
Flagler	8/5/2025	$752,600	138	$5,454
Flagler	8/5/2025	$3,152,600	501	$6,291
Gadsden	4/23/2025	$2,550,000	404	$6,316
Gadsden	5/15/2025	$2,206,700	463	$4,765
Gadsden	7/1/2025	$945,000	210	$4,500
Gadsden	8/1/2025	$550,000	76	$7,222
Gadsden	8/1/2025	$1,100,000	426	$2,582
Gilchrist	7/3/2025	$325,000	48	$6,762
Hamilton	3/3/2025	$769,500	274	$2,814
Hamilton	8/14/2025	$1,024,800	447	$2,293
Holmes	1/24/2025	$392,500	110	$3,579
Holmes	3/31/2025	$654,200	242	$2,698
Holmes	4/25/2025	$498,000	95	$5,250
Holmes	5/30/2025	$685,000	230	$2,975
Holmes	6/20/2025	$700,300	320	$2,190
Holmes	7/15/2025	$726,600	235	$3,090
Holmes	8/1/2025	$312,000	160	$1,950
Holmes	8/1/2025	$377,800	123	$3,082
Indian River	6/2/2025	$800,000	112	$7,171
Jackson	1/30/2025	$1,377,700	722	$1,908
Jackson	2/10/2025	$405,000	110	$3,682
Jackson	4/10/2025	$1,800,000	344	$5,233
Jackson	5/1/2025	$630,000	227	$2,775
Jackson	5/9/2025	$1,875,000	240	$7,813
Jackson	5/29/2025	$1,800,000	477	$3,777
Jackson	7/1/2025	$2,837,300	954	$2,975
Jackson	7/9/2025	$484,000	135	$3,582
Jackson	8/28/2025	$462,500	123	$3,753
Jefferson	1/8/2025	$960,000	224	$4,286
Jefferson	8/6/2025	$5,485,000	475	$11,541
Lafayette	3/17/2025	$340,000	162	$2,096
Lafayette	5/1/2025	$600,000	102	$5,892
Lafayette	7/11/2025	$4,105,200	2,157	$1,903

denotes Saunders Land Sale

2025 Sales Data

Timberland cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Levy	1/10/2025	$435,000	120	$3,625
Levy	3/24/2025	$480,000	101	$4,755
Levy	3/31/2025	$6,110,000	1,222	$5,001
Levy	5/6/2025	$1,235,000	309	$3,998
Levy	5/23/2025	$1,658,520	276	$6,000
Levy	6/26/2025	$17,049,000	5,683	$3,000
Levy	7/17/2025	$2,250,000	362	$6,215
Levy	7/28/2025	$3,750,000	1,067	$3,514
Liberty	4/24/2025	$4,329,175	1,768	$2,448
Liberty	4/24/2025	$4,329,200	1,802	$2,402
Madison	2/14/2025	$900,000	276	$3,263
Madison	2/19/2025	$750,000	191	$3,923
Madison	3/7/2025	$3,874,700	3,045	$1,272
Madison	4/21/2025	$2,000,000	765	$2,615
Madison	4/24/2025	$220,000	120	$1,833
Madison	7/24/2025	$440,000	80	$5,497
Madison	8/6/2025	$2,862,700	1,121	$2,553
Madison	8/29/2025	$288,800	110	$2,625
Madison	9/2/2025	$195,000	44	$4,432
Madison	12/15/2025	$290,560	73	$4,000
Marion	1/9/2025	$610,000	112	$5,434
Marion	3/1/2025	$6,236,000	1,255	$4,969
Marion	6/1/2025	$4,609,900	458	$10,064
Nassau	5/1/2025	$454,700	130	$3,498
Nassau	5/2/2025	$4,000,000	754	$5,305
Nassau	5/12/2025	$891,000	77	$11,503
Nassau	6/2/2025	$454,700	257	$1,771
Nassau	8/14/2025	$1,036,000	134	$7,710
Nassau	8/22/2025	$1,500,000	151	$9,967
Putnam	10/27/2025	$4,186,700	586	$7,142
St Johns	7/21/2025	$1,332,800	220	$6,056
Suwannee	1/3/2025	$593,700	103	$5,756
Taylor	1/13/2025	$733,800	200	$3,669
Taylor	5/9/2025	$100,000	160	$626
Taylor	5/9/2025	$125,700	116	$1,087
Union	1/10/2025	$1,000,900	398	$2,515
Volusia	2/11/2025	$1,700,000	284	$5,990
Volusia	9/23/2025	$6,592,600	816	$8,076
Walton	1/6/2025	$640,000	150	$4,267
Walton	2/5/2025	$1,200,000	94	$12,781
Walton	2/14/2025	$853,800	320	$2,668
Walton	7/18/2025	$708,000	178	$3,985
Washington	2/13/2025	$2,487,770	1,071	$2,323
Washington	2/28/2025	$299,000	120	$2,492
Washington	5/15/2025	$653,800	282	$2,321
Washington	7/1/2025	$4,180,000	440	$9,500
Washington	8/1/2025	$265,000	162	$1,641
Washington	10/23/2025	$415,000	140	$2,964
Washington	12/17/2025	$265,000	120	$2,208

denotes Saunders Land Sale

Transitional

County	Sale Date	Sale Price	Acres	Price Per Acre
Alachua	3/13/2025	$6,075,000	366	$16,568
Alachua	3/14/2025	$4,550,000	23	$191,418
Alachua	8/14/2025	$1,300,000	103	$12,541
Alachua	9/23/2025	$3,100,000	140	$22,133
Alachua	12/16/2025	$4,750,000	120	$39,465
Alachua	12/19/2025	$5,000,000	160	$31,250
Bradford	1/13/2025	$272,300	55	$4,898
Brevard	3/31/2025	$71,136,600	1,100	$64,670
Brevard	9/15/2025	$27,999,999	177	$158,022
Brevard	10/27/2025	$6,650,000	108	$61,517
Citrus	2/17/2025	$4,600,000	166	$27,578
Clay	3/28/2025	$18,750,000	143	$130,917
Collier	1/10/2025	$23,435,300	2,709	$8,650
Collier	3/28/2025	$6,500,000	96	$67,708
Collier	9/9/2025	$20,770,000	2,244	$9,255
Collier	12/9/2025	$24,803,600	2,821	$8,792
Collier	12/12/2025	$8,004,200	356	$22,425
Collier	12/18/2025	$2,600,000	80	$32,500
Flagler	7/16/2025	$5,129,000	287	$17,824
Hamilton	5/30/2025	$1,341,900	47	$28,227
Hendry	3/20/2025	$7,540,200	99	$75,728
Hernando	2/11/2025	$6,000,000	348	$17,212
Highlands	2/14/2025	$2,500,000	20	$125,000
Highlands	3/7/2025	$1,500,000	55	$27,268
Highlands	5/22/2025	$750,000	32	$22,748
Highlands	12/1/2025	$1,050,900	37	$27,994
Hillsborough	8/15/2025	$4,789,500	41	$115,160
Hillsborough	8/20/2025	$2,000,000	107	$18,610
Hillsborough	9/16/2025	$8,076,300	72	$111,969
Hillsborough	9/29/2025	$11,300,000	235	$48,075
Hillsborough	9/29/2025	$12,000,000	107	$111,121
Indian River	1/16/2025	$2,925,000	43	$67,474
Indian River	1/20/2025	$4,000,000	78	$51,099
Lake	1/10/2025	$1,300,000	98	$13,229
Lake	2/3/2025	$1,300,000	4	$273,684
Lake	2/11/2025	$2,611,000	157	$16,543
Lake	2/18/2025	$49,978,700	199	$249,968
Lake	4/10/2025	$6,000,000	102	$58,824
Lake	4/30/2025	$2,500,000	3	$654,450
Lake	5/22/2025	$36,187,800	195	$184,858
Lake	6/25/2025	$5,350,600	37	$142,114
Lake	7/1/2025	$6,650,000	81	$82,099

denotes Saunders Land Sale

2025 Sales Data

Transitional cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Lake	8/28/2025	$2,400,000	152	$15,711
Lake	10/7/2025	$20,363,500	48	$422,304
Lee	5/22/2025	$2,650,000	152	$17,351
Lee	11/3/2025	$8,360,000	31	$263,639
Leon	4/15/2025	$13,084,000	301	$43,424
Leon	11/20/2025	$10,722,800	74	$144,746
Leon	12/10/2025	$36,718,900	47	$769,304
Levy	8/22/2025	$2,180,750	48	$44,955
Marion	1/1/2025	$2,927,700	78	$37,501
Marion	5/1/2025	$750,000	20	$36,408
Marion	10/3/2025	$5,671,000	19	$289,189
Marion	10/6/2025	$734,600	36	$20,000
Marion	10/30/2025	$1,500,000	36	$40,606
Martin	4/15/2025	$2,800,000	112	$24,935
Miami-Dade	1/6/2025	$6,280,100	59	$104,983
Miami-Dade	4/17/2025	$31,600,000	50	$632,000
Miami-Dade	5/2/2025	$26,900,000	44	$598,443
Miami-Dade	8/1/2025	$10,500,000	80	$131,201
Miami-Dade	8/15/2025	$10,500,000	80	$130,760
Osceola	3/13/2025	$4,288,800	244	$17,520
Osceola	3/18/2025	$17,300,000	285	$60,702
Osceola	5/30/2025	$20,406,800	117	$173,380
Osceola	6/18/2025	$2,100,000	83	$25,240
Osceola	8/14/2025	$7,359,900	103	$71,227
Osceola	11/13/2025	$8,650,500	120	$71,563
Osceola	12/17/2025	$21,750,000	187	$116,167
Palm Beach	2/19/2025	$36,612,000	224	$162,858
Palm Beach	6/9/2025	$3,250,000	68	$47,535
Pasco	1/13/2025	$3,784,000	52	$71,437
Pasco	9/12/2025	$12,126,500	146	$82,990
Pasco	11/14/2025	$2,519,800	49	$51,424
Pasco	11/14/2025	$3,051,100	30	$101,703
Pasco	11/14/2025	$6,887,100	92	$74,860
Pasco	12/29/2025	$12,875,000	89	$144,032
Polk	1/14/2025	$5,500,000	162	$33,846
Polk	1/24/2025	$700,000	0.46	$1,521,739
Polk	2/14/2025	$2,000,000	1	$1,333,333
Polk	2/25/2025	$2,175,000	19	$110,350
Polk	2/25/2025	$6,225,000	66	$93,581
Polk	5/8/2025	$4,082,800	91	$44,460
Polk	5/19/2025	$3,150,000	2	$1,280,488
Polk	5/21/2025	$2,100,000	80	$25,955

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Transitional cont.

County	Sale Date	Sale Price	Acres	Price Per Acre
Polk	5/28/2025	$750,000	0.60	$1,250,000
Polk	5/28/2025	$1,365,000	39	$34,848
Polk	6/2/2025	$750,000	0.04	$18,750,000
Polk	6/2/2025	$1,600,000	2	$730,594
Polk	6/6/2025	$2,000,000	1	$1,923,077
Polk	6/27/2025	$800,000	2	$322,581
Polk	7/23/2025	$15,952,600	41	$386,075
Polk	9/2/2025	$1,000,000	37	$26,903
Polk	9/11/2025	$16,490,000	510	$32,301
Polk	11/20/2025	$1,637,600	90	$18,167
Polk	12/4/2025	$2,750,400	76	$35,976
Polk	12/19/2025	$984,000	49	$19,731
Sarasota	10/31/2025	$6,100,000	78	$77,401
St. Johns	1/22/2025	$770,000	44	$17,157
St. Johns	5/19/2025	$7,150,000	20	$348,951
St. Johns	10/31/2025	$2,130,000	80	$26,483
St. Lucie	1/8/2025	$2,103,000	76	$27,544
St. Lucie	1/13/2025	$2,102,925	76	$27,543
St. Lucie	2/14/2025	$14,472,000	203	$71,154
St. Lucie	7/16/2025	$2,650,000	71	$37,068
St. Lucie	7/24/2025	$11,350,000	94	$120,706
St. Lucie	12/4/2025	$6,325,000	52	$120,042
St. Lucie	12/23/2025	$1,362,500	57	$23,832
Sumter	3/20/2025	$5,094,600	74	$67,955
Sumter	8/1/2025	$2,680,000	67	$40,000
Sumter	10/21/2025	$2,517,500	49	$50,674
Suwannee	6/25/2025	$700,000	90	$7,778
Union	4/9/2025	$5,843,100	673	$8,674
Volusia	1/15/2025	$1,225,000	33	$36,469
Volusia	1/29/2025	$800,000	19	$41,623
Walton	5/9/2025	$9,868,000	96	$102,482

denotes Saunders Land Sale

2025 Sales Data

Residential Land

County	City	Sale Date	Sale Price	Gross Acres	Upland Acres	Price Per Acre	Price Per Upland Acre
Brevard		04/10/2025	$830,000	5	5	$156,309	$156,309
Brevard	Cocoa	04/29/2025	$1,900,000	34	22	$55,281	$83,959
Brevard		05/12/2025	$5,983,000	114	72	$52,340	$82,890
Brevard		05/29/2025	$575,000	11	11	$49,484	$49,484
Brevard	Cocoa	06/13/2025	$2,600,000	22	18	$115,095	$144,284
Brevard		08/20/2025	$3,300,000	58	58	$56,867	$56,867
Brevard	Palm Shores	09/25/2025	$600,000	9	9	$65,005	$65,005
Brevard		12/09/2025	$3,900,000	21	21	$185,714	$185,714
Citrus	Lecanto	02/17/2025	$4,600,000	166	166	$27,578	$27,578
Citrus	Homosassa	08/19/2025	$675,000	34	34	$19,801	$19,801
Hernando	Spring Hill	06/12/2025	$1,925,000	34	34	$56,452	$56,452
Hernando	Brooksville	08/28/2025	$1,350,000	19	19	$68,878	$68,878
Hillsborough	Seffner	04/02/2025	$770,000	12	9	$61,551	$81,915
Hillsborough	Wimauma	05/12/2025	$9,119,600	369	255	$24,706	$35,738
Hillsborough	Riverview	05/22/2025	$5,000,000	15	15	$330,033	$330,033
Hillsborough	Tampa	07/02/2025	$1,800,000	13	11	$138,037	$150,880
Hillsborough	Plant City	08/15/2025	$3,327,700	26	24	$126,288	$136,214
Hillsborough	Plant City	08/15/2025	$4,789,500	41	39	$115,160	$121,623
Hillsborough	Plant City	09/16/2025	$10,230,800	60	49	$170,428	$208,070
Hillsborough	Apollo Beach	10/30/2025	$43,000,000	227	208	$188,820	$205,751
Hillsborough	Brandon	11/24/2025	$825,000	18	10	$45,580	$79,633
Indian River		02/21/2025	$775,000	10	10	$77,500	$77,500
Indian River	Vero Beach	03/20/2025	$3,000,000	24	24	$120,530	$120,530
Indian River		04/22/2025	$1,850,000	24	24	$75,234	$75,234
Indian River	Vero Beach	07/30/2025	$7,388,229	75	75	$97,689	$97,689
Indian River	Vero Beach	09/29/2025	$1,550,000	9	9	$158,002	$158,002
Lake	Lady Lake	01/24/2025	$1,828,700	35	25	$52,249	$73,148
Lake	Eustis	03/13/2025	$19,028,200	199	199	$95,389	$95,389
Lake	Astatula	03/20/2025	$1,820,000	17	12	$103,822	$151,288
Lake	Grand Island	03/28/2025	$810,000	15	15	$54,000	$54,000
Lake	Eustis	04/02/2025	$1,400,000	10	10	$140,000	$140,000
Lake	Fruitland Park	04/30/2025	$900,000	10	10	$90,000	$90,000
Lake	Tavares	08/29/2025	$2,931,500	58	54	$49,847	$54,057
Lake	Leesburg	09/15/2025	$1,350,000	22	22	$60,000	$60,000
Manatee	Parrish	08/21/2025	$3,800,000	24	24	$156,314	$156,314
Manatee	Sarasota	10/08/2025	$1,157,000	10	9	$114,554	$120,145
Marion	Ocala	01/01/2025	$1,750,000	26	26	$66,565	$66,565
Marion	Ocala	04/01/2025	$3,500,000	24	24	$142,857	$142,857
Marion	Ocala	06/01/2025	$1,250,000	29	29	$42,882	$42,882
Marion	Ocala	06/01/2025	$2,000,000	19	19	$102,669	$103,627
Marion	Ocala	06/01/2025	$6,200,000	77	77	$80,000	$80,000
Marion	Belleview	10/01/2025	$734,600	36	36	$20,000	$20,000

Residential Land cont.

County	City	Sale Date	Sale Price	Gross Acres	Upland Acres	Price Per Acre	Price Per Upland Acre
Marion	Ocala	10/01/2025	$1,500,000	36	36	$40,606	$40,606
Orange	Ocoee	01/12/2025	$597,000	5	5	$100,168	$100,168
Orange	Orlando	06/29/2025	$2,054,629	14	14	$142,287	$142,287
Orange	Apopka	06/30/2025	$4,350,349	24	24	$176,413	$176,413
Orange	Ocoee	09/16/2025	$745,000	14	14	$50,819	$51,027
Orange	Zellwood	09/17/2025	$857,177	16	16	$51,699	$51,699
Orange	Apopka	10/29/2025	$2,617,500	40	15	$64,566	$167,788
Osceola	Saint Cloud	06/13/2025	$7,000,000	29	29	$237,288	$237,288
Osceola	Saint Cloud	08/14/2025	$7,359,900	103	87	$71,227	$84,490
Osceola	Saint Cloud	11/13/2025	$8,650,500	125	50	$69,160	$171,399
Osceola	Kissimmee	12/17/2025	$21,750,000	187	162	$116,167	$133,715
Pasco	Wesley Chapel	01/29/2025	$6,750,000	61	57	$110,583	$117,637
Pasco	San Antonio	02/20/2025	$7,680,000	53	54	$143,874	$141,959
Pasco	Zephyrhills	02/27/2025	$800,000	14	13	$54,348	$58,608
Pasco	Dade City	04/17/2025	$4,520,000	30	30	$148,003	$148,003
Pasco	San Antonio	07/01/2025	$8,000,000	56	54	$141,293	$147,303
Pasco	Zephyrhills	11/13/2025	$1,170,400	21	21	$54,845	$54,615
Polk	Lake Wales	02/25/2025	$6,225,000	66	66	$93,581	$93,581
Polk	Auburndale	03/04/2025	$1,867,900	76	71	$24,487	$26,088
Polk	Winter Haven	03/06/2025	$2,300,000	34	33	$67,607	$68,657
Polk	Bartow	04/01/2025	$1,050,000	14	14	$74,257	$74,257
Polk	Haines City	04/10/2025	$960,000	11	11	$83,916	$84,582
Polk	Haines City	04/30/2025	$930,800	19	19	$46,680	$46,680
Polk	Lakeland	05/08/2025	$4,082,800	91	79	$44,460	$51,291
Polk	Lake Wales	06/17/2025	$750,000	19	18	$39,103	$39,979
Polk	Lakeland	10/07/2025	$1,100,000	16	16	$66,225	$66,225
Polk	Lake Wales	10/08/2025	$2,166,000	31	31	$68,092	$68,092
Polk	Lake Wales	10/08/2025	$2,432,000	24	24	$100,579	$100,579
Polk	Winter Haven	10/10/2025	$1,400,000	19	15	$71,138	$88,832
Polk	Lake Wales	12/04/2025	$2,750,400	76	76	$35,976	$35,976
Sarasota	North Port	04/21/2025	$1,250,000	17	17	$71,225	$71,225
Seminole	Sanford	06/20/2025	$6,998,200	48	48	$145,705	$145,705
St. Lucie	Port Saint Lucie	05/22/2025	$4,540,000	28	28	$157,584	$157,584
St. Lucie	Saint Lucie Co.	05/23/2025	$2,250,000	19	19	$115,741	$115,741
Sumter	Wildwood	02/01/2025	$3,000,000	55	46	$53,744	$64,781
Sumter	Wildwood	03/01/2025	$840,000	20	18	$42,000	$45,479
Sumter	Oxford	03/01/2025	$1,200,000	19	19	$61,224	$61,224
Sumter	Oxford	03/01/2025	$5,094,600	86	86	$59,047	$59,047
Sumter	Na	05/01/2025	$14,156,200	501	482	$28,242	$29,360
Volusia	Deltona	04/28/2025	$2,900,000	43	43	$66,975	$66,975
Volusia	Edgewater	07/29/2025	$5,350,000	76	75	$70,026	$71,267

2025 Sales Data

Residential Land Average Sale Prices Per Upland Acre

County	2025	2024	2023	2022	2021	2020	2019
Manatee	$146,052	$110,797	$103,462	$91,714	$99,336	$72,858	$48,210
Seminole	$145,705	$211,850	$119,064	$116,244	$153,780	$102,234	$73,144
St. Lucie	$140,725	$115,607	$89,005	$53,842	$11,969	$18,122	-
Osceola	$135,745	$81,079	$127,261	$39,953	$103,910	$82,542	$31,433
Hillsborough	$126,384	$127,907	$186,687	$46,554	$49,644	$81,436	$50,155
Pasco	$124,975	$132,707	$71,568	$70,577	$55,759	$39,903	$54,612
Orange	$122,187	$189,168	$178,692	$89,038	$148,852	$72,896	$88,722
Indian River	$100,492	$75,794	$103,320	$95,561	$45,462	$44,430	-
Brevard	$90,304	$128,390	$111,151	$60,350	-	-	-
Lake	$86,344	$58,134	$46,617	$33,721	$77,901	$87,266	$51,483
Sarasota	$71,225	$128,710	$92,990	$86,219	$44,779	$42,258	$76,928
Volusia	$69,697	$101,430	$161,641	$49,572	$54,680	$53,220	$38,076
Marion	$67,627	$57,276	$46,397	$39,893	$45,955	$30,793	$23,529
Hernando	$60,987	$59,690	$58,100	$57,098	$38,724	$12,126	$14,545
Polk	$58,338	$63,221	$30,561	$49,756	$39,315	$51,540	$37,598
Sumter	$37,209	-	$28,415	$30,218	$32,377	$101,920	$31,331
Citrus	$26,258	$34,256	$33,959	-	-	-	-
Martin	-	$80,163	$55,464	$45,075	-	-	-

Residential Lots Average Sale Prices Per Lot

County	2025	2024	2023	2022	2021	2020	2019
Sarasota	$144,001	$188,616	$210,338	$281,708	$153,956	$180,508	$153,363
Volusia	$124,825	$151,006	$87,349	$166,478	$58,351	$73,250	$56,924
Hillsborough	$116,951	$128,992	$127,876	$118,615	$96,255	$107,579	$78,385
Manatee	$106,003	$128,821	$110,883	$85,448	$84,008	$98,364	$72,715
St Lucie	$105,240	$104,104	$94,588	$74,679	$69,795	$60,759	$64,859
Indian River	$102,377	$103,875	$92,469	$66,655	$67,038	$67,848	$67,571
Lake	$101,365	$102,143	$77,902	$73,713	$47,694	$51,525	$46,434
Pasco	$97,771	$95,836	$95,411	$71,980	$66,555	$68,868	$52,859
Osceola	$96,237	$92,714	$70,298	$59,501	$57,765	$57,403	$73,399
Orange	$94,231	$86,910	$72,107	$75,278	$67,161	$67,496	$61,545
Brevard	$84,794	$85,840	$82,399	$67,738	$55,545	$57,316	$56,108
Martin	$79,035	$76,363	$68,205	$58,724	$47,973	$54,994	$69,026
Polk	$75,016	$73,260	$53,769	$52,783	$43,176	$46,268	$44,778
Hernando	$74,764	$62,054	$41,639	$22,459	$53,678	$28,590	$25,349
Sumter	$71,107	$50,292	$58,814	$42,068	$57,758	$32,743	$35,787
Marion	$65,002	$46,460	$41,771	$47,907	$54,000	-	$20,317
Citrus	$33,184	-	$62,658	$48,557	$49,344	$51,890	-
Seminole	-	$108,352	$152,500	$114,927	$100,051	$133,248	$155,149

Finished Lots

County	Sale Date	Sale Price	City	# of lots	Price/Lot
Brevard	05/28/2025	$1,320,000	Melbourne	8	$165,000
Brevard	07/15/2025	$674,100	Merritt Island	5	$134,820
Brevard	09/30/2025	$1,094,700	Grant Valkaria	6	$182,450
Brevard	10/13/2025	$3,332,000	Cocoa	34	$98,000
Brevard	10/20/2025	$1,850,000	Mims	10	$185,000
Brevard	11/26/2025	$8,425,800	Palm Bay	96	$87,769
Brevard	11/28/2025	$440,000	Satellite Beach	2	$220,000
Citrus	01/28/2025	$770,000	Inverness	22	$35,000
Citrus	04/07/2025	$269,600	Dunnellon	6	$44,933
Citrus	05/06/2025	$154,500	Beverly Hills	2	$77,250
Citrus	12/01/2025	$295,500	Citrus Springs	6	$49,250
Hernando	03/12/2025	$3,646,500	Spring Hill	41	$88,939
Hernando	04/15/2025	$3,696,000	Weeki Wachee	50	$73,920
Hernando	05/19/2025	$6,854,600	Brooksville	100	$68,546
Hillsborough	1/24/2025	4,736,400	Riverview	31	$152,787
Hillsborough	10/17/2025	3,311,600	Wimauma	34	$97,400
Hillsborough	12/9/2025	1,016,700	Lutz	7	$145,243
Indian River	02/20/2025	$693,000	Sebastian	7	$99,000
Indian River	05/01/2025	$6,829,500	Vero Beach	44	$155,216
Lake	03/05/2025	$15,180,000	Lady Lake	132	$115,000
Lake	03/12/2025	$1,159,600	Leesburg	22	$52,709
Lake	03/31/2025	$3,100,100	Fruitland Park	30	$103,337
Lake	04/02/2025	$4,281,400	Mascotte	64	$66,897
Lake	05/22/2025	$5,945,000	Mount Dora	41	$145,000
Lake	06/23/2025	$7,430,400	Minneola	47	$158,094
Lake	06/23/2025	$8,963,600	Groveland	138	$64,954
Lake	06/24/2025	$17,107,000	Howey In The Hills	163	$104,951
Lake	07/17/2025	$7,784,700	Clermont	64	$121,636
Lake	08/05/2025	$2,124,000	Umatilla	23	$92,348
Manatee	03/04/2025	$3,337,100	Bradenton	43	$77,607
Manatee	04/22/2025	$3,587,300	Palmetto	36	$99,647
Manatee	09/02/2025	$14,787,900	Lakewood Ranch	134	$110,357
Manatee	10/31/2025	$28,938,000	Parrish	266	$108,789
Marion	07/01/2025	$465,500	Dunnellon	7	$66,500
Marion	08/01/2025	$1,165,500	Summerfield	18	$64,750
Marion	11/01/2025	$9,558,500	Ocala	149	$64,151
Martin	08/01/2025	$6,783,000	Indiantown	80	$84,788
Martin	12/05/2025	$2,088,900	Stuart	10	$208,890
Orange	02/06/2025	$486,667	Winter Garden	6	$81,111
Orange	04/28/2025	$415,571	Oakland	7	$59,367
Orange	09/25/2025	$1,588,200	Mount Dora	11	$144,382
Orange	11/04/2025	$2,596,200	Apopka	12	$216,350

2025 Sales Data

Finished Lots cont.

County	Sale Date	Sale Price	City	# of lots	Price/Lot
Osceola	04/23/2025	$17,199,000	Saint Cloud	125	$137,592
Osceola	07/30/2025	$5,310,000	Kissimmee	59	$90,000
Pasco	02/19/2025	$29,491,900	Land O Lakes	280	$105,328
Pasco	05/05/2025	$2,800,000	San Antonio	28	$100,000
Pasco	05/12/2025	$21,384,000	Zephyrhills	183	$116,852
Pasco	06/02/2025	$2,647,900	New Port Richey	39	$67,895
Pasco	06/25/2025	$31,096,400	Wesley Chapel	267	$116,466
Pasco	09/17/2025	$1,920,000	Hudson	17	$112,941
Pasco	09/17/2025	$7,862,500	Dade City	85	$92,500
Polk	01/13/2025	$1,968,000	Haines City	31	$63,484
Polk	01/13/2025	$2,916,000	Dundee	40	$72,900
Polk	02/14/2025	$6,900,000	Lake Alfred	69	$100,000
Polk	03/12/2025	$11,484,000	Lake Wales	154	$74,571
Polk	06/17/2025	$6,002,200	Lakeland	73	$82,222
Polk	07/08/2025	$2,958,800	Eagle Lake	49	$60,384
Polk	08/18/2025	$1,774,300	Auburndale	19	$93,384
Polk	08/26/2025	$10,240,000	Winter Haven	128	$80,000
Polk	09/03/2025	$5,288,800	Davenport	51	$103,702
Polk	09/18/2025	$1,052,800	Lake Hamilton	17	$61,929
Polk	09/24/2025	$1,809,300	Kissimmee	27	$67,011
Sarasota	04/11/2025	$7,866,700	Venice	47	$167,377
Sarasota	07/17/2025	$5,951,200	Nokomis	38	$156,611
Sarasota	11/07/2025	$10,670,400	Sarasota	52	$205,200
St. Lucie	01/17/2025	$1,000,000	Fort Pierce	10	$100,000
St. Lucie	10/01/2025	$11,550,000	Port Saint Lucie	132	$87,500
Sumter	03/01/2025	$2,310,000	Sumterville	30	$77,000
Sumter	04/01/2025	$2,752,000	Wildwood	32	$86,000
Volusia	02/25/2025	$13,800,000	Ormond Beach	90	$153,333
Volusia	04/02/2025	$7,150,500	Daytona Beach	63	$113,500
Volusia	05/06/2025	$16,550,000	Deland	60	$275,833
Volusia	05/27/2025	$4,311,100	Port Orange	38	$113,450
Volusia	07/29/2025	$3,255,000	Osteen	42	$77,500
Volusia	08/18/2025	$2,098,800	Debary	15	$139,920

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