

EXCLUSIVE OFFERING

STORAGE-ENTITLED INDUSTRIAL CAMPUS

Shovel-Ready Development Opportunity

18602 US Highway 41

Spring Hill, Pasco County, Florida 34610

16.08 ACRES | 11,000 SF BUILDING | STORAGE APPROVED

3 AC INDUSTRIAL + 13 AC COMMERCIAL | ALL CONCRETE PAVING | FULLY FENCED

600+ NEW HOMES UNDER CONSTRUCTION NEARBY

ASKING PRICE: \$4,750,000

(\$295,391 per acre)

Parcel ID: 01-24-18-0000-00100-0030

Pasco County, Florida

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EXECUTIVE SUMMARY

This exceptional 16-acre industrial/commercial property represents a rare opportunity to acquire a fully-improved, storage-entitled site on US Highway 41 in one of Florida's fastest-growing corridors. With 600+ new homes under construction within a 2-mile radius, the built-in customer base for storage development is already in place.

Investment Highlights

Total Acreage	16.08 Acres (700,445 SF)
Zoning	3 Acres Industrial (C3) + 13 Acres Commercial (C2)
Existing Building	11,000 SF Metal (8,000 SF warehouse + 3,000 SF office)
Year Built	2013
Paving	195,854 SF ALL CONCRETE (~4.5 acres)
Fencing	Fully fenced - chain link perimeter
Storage Entitlement	13 ACRES APPROVED FOR STORAGE UNITS
County Assessed Value	\$1,633,593 (2025)
Asking Price	\$4,750,000

Key Value Propositions

1. STORAGE-ENTITLED: 13 acres already approved for storage unit development — bypasses years of permitting.
2. INSTANT CUSTOMER BASE: 600+ new homes under construction within 2 miles creates immediate demand.
3. FULLY IMPROVED: Concrete paving, fencing, utilities, and existing building — minimal additional investment required.
4. PRIME LOCATION: US Highway 41 frontage with high traffic counts and visibility.
5. DUAL ZONING: Industrial + Commercial zoning provides maximum flexibility for development or sale.
6. PASCO COUNTY GROWTH: One of Florida's fastest-growing counties with 1,000+ new residents per day statewide.

PROPERTY DETAILS

Site Specifications

Total Site Area	16.08 Acres (700,445 SF)
Industrial Portion	3 Acres - Zoned C3 Industrial
Commercial Portion	13 Acres - Zoned C2 Commercial (Storage Approved)
Concrete Paving	195,854 SF (~4.5 acres) - ALL CONCRETE
Fencing	Full perimeter chain link fencing
Road Frontage	US Highway 41 - Major arterial
Utilities	Electric, water, sewer connected

Existing Building

Building Type	Metal Industrial Building
Total Size	11,000 SF
Warehouse Space	8,000 SF
Office Space	3,000 SF
Year Built	2013
Condition	Good - operational condition

Storage Development Potential

The 13-acre commercial portion is ALREADY APPROVED for self-storage development. Based on industry standards:

Developable Acreage for Storage	13 Acres (566,280 SF)
Typical Storage Buildout (40% coverage)	~226,500 SF rentable
Est. Units (avg 100 SF/unit)	~2,200+ units
Built-in Customer Base	600+ new homes within 2 miles

MARKET & COMPARABLE ANALYSIS

Pasco County Land Values (2024-2025)

Land Type	Price/Acre	Source
Pasco County Industrial Land (Avg)	\$166,161	LandSearch 2025
Pasco County General Land (Median)	\$56,000-\$92,000	Land.com 2025
Johns Hopkins Pasco Acquisition (2024)	\$226,415	Saunders Report
Self-Storage Entitled Land (National 2025)	\$505,000	Matthews Report
Industrial Outdoor Storage (Jacksonville)	\$600,000-\$800,000	IOS Report 2025

Regional Growth Context

Pasco County is experiencing explosive growth driven by Tampa Bay metro expansion:

- Florida population growing 1,000+ people per day (US Census 2024)
- Johns Hopkins Children's Hospital purchased 106 acres in Pasco for \$24 million (2024)
- 160 townhomes approved on Shady Hills Road corridor (2025)
- Major industrial announcements: MiTek (111-acre site), Bauducco Foods (72 acres)
- Ridge Road extension connecting to US 41 increasing traffic

600+ New Homes — The Storage Demand Driver

CRITICAL LOCAL INTELLIGENCE: Over 600 new homes are currently under construction within a 2-mile radius of this property:

- ~300-home development approximately 2 miles south
- ~300-home development approximately 1 mile north
- New residents = immediate storage demand (moving, downsizing, overflow)
- Industry data shows 1 in 10 households uses self-storage
- 600 homes = 60+ immediate storage customers at stabilization

Storage-entitled land with 600+ new homes nearby = **INSTANT CUSTOMER BASE**

PRICING ANALYSIS

Component-Based Valuation

Component	Value
Industrial Land (3 ac @ \$166,000/ac)	\$498,000
Storage-Entitled Commercial Land (13 ac @ \$250,000/ac)	\$3,250,000
Existing Building (11,000 SF @ \$75/SF)	\$825,000
Concrete Paving (195,854 SF @ \$8/SF replacement)	\$1,566,832
Fencing & Site Improvements	\$150,000
TOTAL COMPONENT VALUE	\$6,289,832

Per-Acre Analysis

Asking Price	\$4,750,000
Total Acres	16.08
Price Per Acre	\$295,391
Pasco Industrial Avg	\$166,161/acre
Storage-Entitled Avg (National)	\$505,000/acre
Premium Justified By:	Entitlements + Building + Paving

Value Comparison

At \$295,391/acre, this property is priced:

- 78% ABOVE raw industrial land (\$166,161/acre) — justified by improvements & entitlements
- 42% BELOW national storage-entitled land (\$505,000/acre) — significant discount
- 24% BELOW component replacement value (\$6.29M) — buyer acquires at discount

The asking price of \$4,750,000 represents fair value considering:

- ✓ 13 acres of storage-entitled land (worth \$3.25M+ alone at conservative estimates)
- ✓ 11,000 SF existing building generating immediate income potential
- ✓ 4.5 acres of concrete paving (replacement cost \$1.5M+)
- ✓ Full fencing and utilities in place
- ✓ 600+ new homes creating built-in demand

ENTITLEMENT VALUE: PERMITTING AVOIDED

Self-storage development in Florida requires extensive permitting. This property's storage entitlements represent significant time and cost savings for a buyer.

Typical Storage Development Timeline: 18-36 MONTHS

Permitting Phase	Timeline
Site plan preparation & engineering	2-4 months
Zoning/conditional use approval	3-6 months
Environmental Resource Permit (SWFWMD)	3-12 months
Building permit review	2-4 months
Impact fee assessment	Concurrent
TOTAL PERMITTING	12-24 MONTHS

What This Property Already Has

- ✓ STORAGE USE APPROVED — 13 acres entitled for self-storage development
- ✓ ZONING IN PLACE — C2 Commercial + C3 Industrial, no rezoning required
- ✓ SITE CLEARED & IMPROVED — Concrete paving, fencing, utilities
- ✓ STORMWATER ADDRESSED — Existing permitted improvements
- ✓ BUILDING OPERATIONAL — 11,000 SF generating potential income during development

Soft Costs Avoided

Cost Category	Estimated Cost
Civil engineering & site planning	\$75,000 - \$150,000
Environmental consulting	\$25,000 - \$75,000
Legal & zoning representation	\$25,000 - \$50,000
Permit fees (all agencies)	\$50,000 - \$100,000
Carrying costs (12-24 months)	\$150,000 - \$300,000
TOTAL SOFT COSTS AVOIDED	\$325,000 - \$675,000

PLUS: 12-24 months of time saved = Earlier revenue, earlier stabilization

LOCATION & OPPORTUNITY

Strategic Position

US Highway 41 is a major north-south arterial connecting Tampa to Brooksville and beyond. This property sits in the growth path between established Spring Hill and expanding Pasco County residential development.

Key Location Advantages:

- High-visibility highway frontage on US 41
- Sandwiched between 600+ new homes (300 north, 300 south)
- Growing Shady Hills Road corridor nearby
- Tampa metro commuter access
- Proximity to Ridge Road extension

PRICING SUMMARY

Asking Price	\$4,750,000
Price per Acre	\$295,391
Component Replacement Value	\$6,289,832
Discount to Replacement	~24%
Storage-Entitled Land (13 ac)	Included
Built-in Customer Base	600+ New Homes
Permitting Time Avoided	12-24 Months

CONTACT INFORMATION

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For additional information, property tours, or to submit an offer,
please contact us directly.

This offering memorandum has been prepared for informational purposes only. All information contained herein is believed to be accurate but is not guaranteed. Buyers should conduct their own due diligence.

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