

## **Pasco County**

This is the premier "smart growth" play in Florida. The county has designated a specific zone as the "Connected City Corridor," incentivizing gigabit-ready infrastructure and autonomous vehicle paths.

- **The Trend:** Major employment hubs (like the Amazon Robotics facility) are moving north from Tampa, pushing residential demand into formerly rural pastureland.
- **The "Buy" Zone:** Focus on the **State Road 52 realignment** and the area between Wesley Chapel and San Antonio. The FLU map here is shifting from "AG/R" (Agricultural/Rural) to "MPUD" (Master Planned Unit Development).
- **Target Strategy:** Buy 5–10 acre parcels with frontage on secondary roads that will connect to the new SR 52.

## **Polk County**

Situated directly between Orlando and Tampa, this is the logistics capital of the state. As e-commerce grows, the demand for industrial land along I-4 is insatiable.

- **The Trend:** "Rooftops follow warehouses." As distribution centers for Walmart, Amazon, and others expand, affordable workforce housing is critically needed nearby.
- **The "Buy" Zone:** Look at the **Haines City to Davenport** corridor. The "Northeast Polk US 27 Selected Area Study" identifies this region for higher density.
- **Target Strategy:** Identify "infill" lots (1–3 acres) zoned for duplex/triplex use to serve the workforce, or larger tracts for industrial laydown yards.

## **Ocala**

Once just "horse country," Ocala is now a booming logistics hub (Chewy, FedEx, AutoZone) and a top relocation destination for retirees priced out of South Florida.

- **The Trend:** The *World Equestrian Center* has created a luxury micro-economy, while the western side of the county is exploding with logistics development.
- **The "Buy" Zone:** The **NW 49th Street Interchange** area. The county's comprehensive plan has targeted this new I-75 access point for a massive employment center.
- **Target Strategy:** Land arbitrage. Buy un-entitled rural land near the Urban Growth Boundary (UGB) that is slated for "Employment Center" designation in the 2035 plan

## **St Lucie County**

Port St. Lucie is no longer a bedroom community; it is becoming a job engine. The "Southern Grove" master plan is one of the largest active development corridors in the state.

- **The Trend:** The city is aggressively recruiting biotech and manufacturing to the **Tradition** area.
- **The "Buy" Zone:** The **Becker Road corridor** and lands west of I-95. The "Western Grove" annexation is opening up thousands of acres for future mixed-use development.
- **Target Strategy:** Residential lots in the "scattered lot" districts which are appreciating as national homebuilders run out of large tracts.

## **Manatee County**

With Sarasota becoming unaffordable, growth is forcing its way north across the Manatee River into Parrish and North River Ranch.

- **The Trend:** A massive new bridge (Fort Hamer Bridge extension) is opening up connectivity, turning rural farmland into prime suburban subdivisions.
- **The "Buy" Zone:** The **Moccasin Wallow Road** corridor. This is effectively the "new" Lakewood Ranch.
- **Target Strategy:** Buy land that is currently zoned "A-1" (Agricultural) but sits within the "Future Development Area Boundary" (FDAB).