



LandShark Case Studies: Land Acquisition to Stabilization

A collection of six diverse case studies showing how the LandShark Stabilization Fund executes its mission across scale, geography, and use-case—ranging from micro-urban infill to master-planned shovel-ready portfolios.

1 Urban Infill: 1-Acre Parcel | \$500K | Tempe, AZ

Goal: Entitle for multifamily or workforce housing - **Use:** OZ-compliant BTR project - **Actions:** - Purchased below market in downtown overlay zone - Re-zoned from C-1 to R-4 multifamily - Utilities confirmed within 100 ft - **Exit:** Sold to QOF-backed developer with 24-month construction start requirement - **Return:** 3.2x exit in 18 months

2 Suburban Edge: 5 Acres | \$1.2M | Buckeye, AZ

Goal: Pad-ready light industrial - **Use:** Data infrastructure spillover - **Actions:** - Aggregated from two adjacent owners - Traffic study waived with city assistance - Power and water verified; sewer tie-in funded by buyer - **Exit:** Sold to REIT specializing in telecom infrastructure - **Return:** 4.1x exit in 24 months

3 Solar & Storage: 20 Acres | \$1.8M | Quartzsite, AZ

Goal: Prepare solar-ready site for long-term lease - **Use:** Solar generation + battery storage - **Actions:** - Qualified for QROF improvements - Surveyed and environmental assessment complete - Leaseback to solar operator signed pre-sale - **Exit:** SPV sold to sustainability-focused OZ Fund - **Return:** 5.7x based on residual lease value

4 Mixed-Use Flex: 80 Acres | \$4.5M | Goodyear, AZ

Goal: Commercial mixed-use zoning for master plan - **Use:** Retail, flex industrial, and MF - **Actions:** - Zoning reclassification and PAD approval - Subdivided into five SPVs for multi-buyer strategy - Road and infrastructure planned using public incentive district - **Exit:** Partial sale to national retail developer, remaining held for REIT - **Return:** 6.3x blended return over 30 months

5 Rail-Served Industrial: 160 Acres | \$6.8M | Salome, AZ

Goal: Create intermodal-ready industrial park - **Use:** EV battery logistics, container storage - **Actions:** - Rail easement validated and extended - Working with county to rezone to I-3 - Development agreement signed with logistics partner - **Exit:** JV structure with vertical developer - **Return:** 7.2x projected after vertical launch

6 Master Land Bank: 640 Acres | \$12.5M | Signal, AZ

Goal: Convert raw BLM-adjacent land into OZ-qualified development - **Use:** Sustainable rural community (solar, WF housing, retail) - **Actions:** - Secured water rights and grazing conversion - QROF overlay secured through legislative partner - Phase 1 plan includes internal road and power loop - **Exit:** Multi-phase exits via REIT, tokenization, and direct QOF - **Return:** 8.0x projected over 36–48 months

Each case study demonstrates LandShark's strength in acquisition, entitlement, capital stacking, and exit channel structuring—regardless of land size or end use.