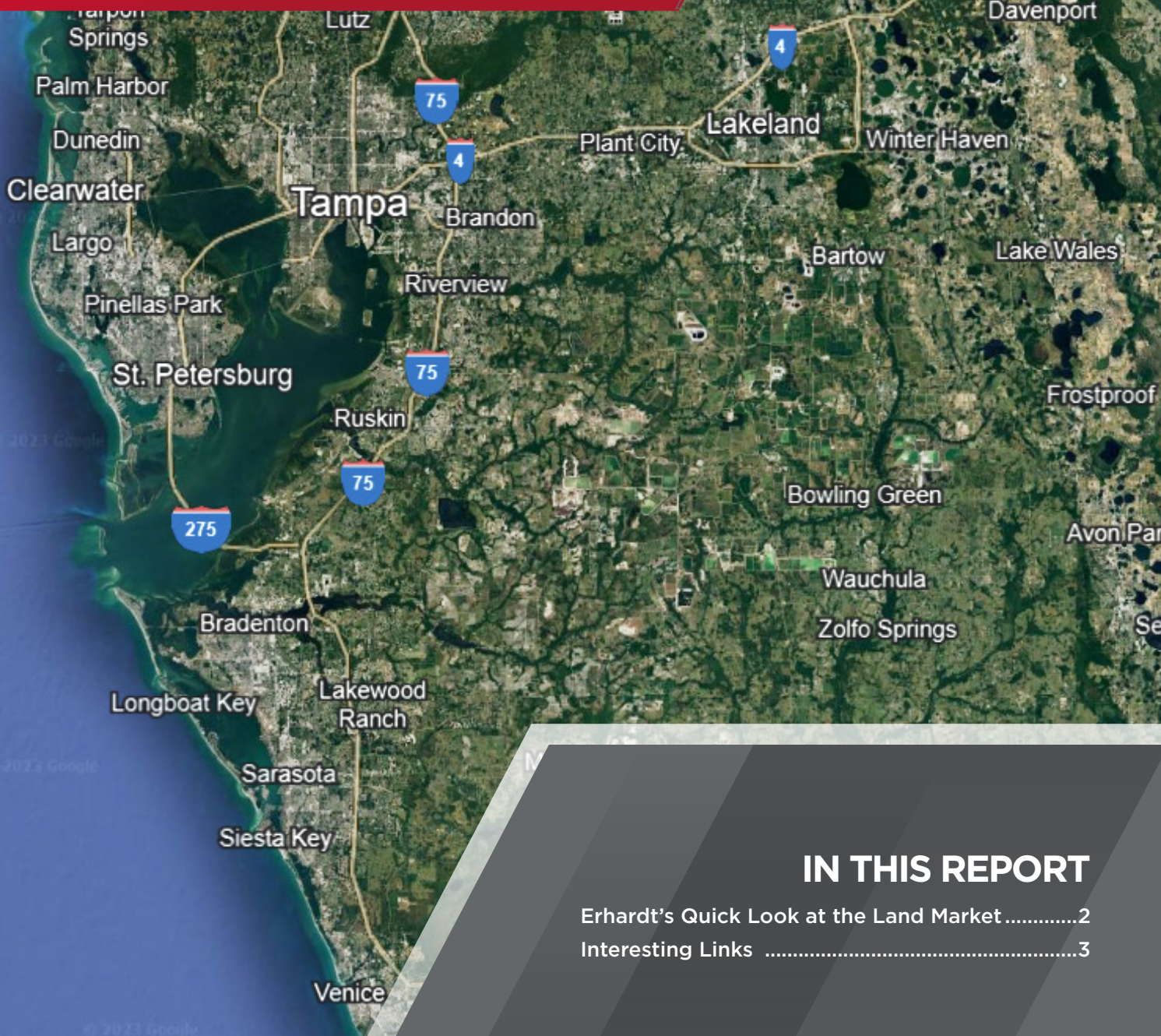


Q1  
2026

# TAMPA BAY LAND MARKET OVERVIEW

## QUARTERLY REPORT

Bruce K. Erhardt, ALC  
Cushman & Wakefield of Florida, LLC



## IN THIS REPORT

Erhardt's Quick Look at the Land Market .....	2
Interesting Links .....	3



**Bruce K. Erhardt, ALC**  
 Executive Managing Director  
 One Tampa City Center  
 Suite 3300  
 Tampa, Florida 33602  
 Direct: +1 813 204 5312  
 Mobile: +1 813 230 9005  
 Fax: +1 813 221 9166  
 bruce.erhardt@cushwake.com  
 cushwakelandfl.com/tampa

## ERHARDT'S QUICK LOOK AT THE LAND MARKET

- I feel we are at the beginning of a new cycle, with 2026 being better and 2027 being good.
- I'm against doing away with property taxes on homesteads. Municipalities will replace the revenue with who knows what. Existing home values will go up, not helping affordability.



### SINGLE FAMILY

Entry level new home sales are declining. Move up product is doing better.

### MULTIFAMILY

Same as last two quarters, there is still downward pressure on land values, but most sellers are holding firm. The overbuilding of the past two years is being absorbed. Equity appears to be back for A urban sites, but suburb product is having a harder time. Affordable developers are active.

### RETAIL

Same as the last eleven quarters with outparcels, medical users, and grocery stores being the main purchasers of retail land.

### INDUSTRIAL

Small bay product is the hot product now, while 100,00+ SF product is over built for now.

[Click here for the Tampa Bay Industrial Market Beat.](#)

[Click here for Pasco Industrial Report.](#)

### OFFICE

92,530 SF under construction (Grow Financial Place) and 941,737 SF planned.

[Click here for the Tampa Bay Office Market Beat.](#)

### HOSPITALITY

Site selection for new hotels is still slow.

### MEDICAL

Still interest for free standing emergency rooms, hospitals, and medical office buildings.



## UPDATED LIVE LOCAL ACT

[CLICK HERE](#) TO VIEW THE REPORT

## BECK COST REPORT

[CLICK HERE](#) TO VIEW THE REPORT

## RCLCO INTERVIEWS THE PRESIDENT OF TAVISTOCK

[CLICK HERE](#) TO VIEW THE REPORT

## PWC EMERGING TRENDS IN REAL ESTATE 2026

[CLICK HERE](#) TO VIEW THE REPORT

## WILLY WALKER PODCAST WITH PETER LINNEMAN DISCUSSION

[CLICK HERE](#) TO VIEW THE REPORT

## JOHN BURNS TOP 50 MASTER PLAN COMMUNITIES, 43% ARE IN FLORIDA

[CLICK HERE](#) TO VIEW THE REPORT

## JOHN BURNS CONSULTING TOP 50 MASTER PLANNED COMMUNITIES

[CLICK HERE](#) TO VIEW THE REPORT

### THE CUSHMAN & WAKEFIELD LAND ADVISORY GROUP

This group brings together teams of seasoned and knowledgeable professionals who have expertise in all aspects of buying and selling. These teams use their substantial experience and proprietary real-time local market information to analyze and develop appropriate strategies for individual sites or portfolios. By capitalizing on various resources within the company, Cushman & Wakefield is uniquely qualified to combine local real estate knowledge with experience in international and domestic capital markets through our Equity, Debt and Structured Finance Group.



TO DOWNLOAD THE  
LAND ADVISORY GROUP BROCHURE

[CLICK HERE](#)

[cushwakelandfl.com/tampa](https://cushwakelandfl.com/tampa)

**Bruce K. Erhardt**  
Executive Managing Director  
Direct: +1 813 204 5312  
Mobile: +1 813 230 9005  
[bruce.erhardt@cushwake.com](mailto:bruce.erhardt@cushwake.com)

**Cushman & Wakefield of Florida, LLC**  
One Tampa City Center  
Suite 3300  
Tampa, Florida 33602

©2026 Cushman & Wakefield  
The material in this presentation has been prepared solely for information purposes, and is strictly confidential. Any disclosure, use, copying or circulation of this presentation (or the information contained within it) is strictly prohibited, unless you have obtained Cushman & Wakefield's prior written consent. The views expressed in this presentation are the views of the author and do not necessarily reflect the views of Cushman & Wakefield. Neither this presentation nor any part of it shall form the basis of, or be relied upon in connection with any offer, or act as an inducement to enter into any contract or commitment whatsoever. NO REPRESENTATION OR WARRANTY IS GIVEN, EXPRESS OR IMPLIED, AS TO THE ACCURACY OF THE INFORMATION CONTAINED WITHIN THIS PRESENTATION, AND CUSHMAN & WAKEFIELD IS UNDER NO OBLIGATION TO SUBSEQUENTLY CORRECT IT IN THE EVENT OF ERRORS.