

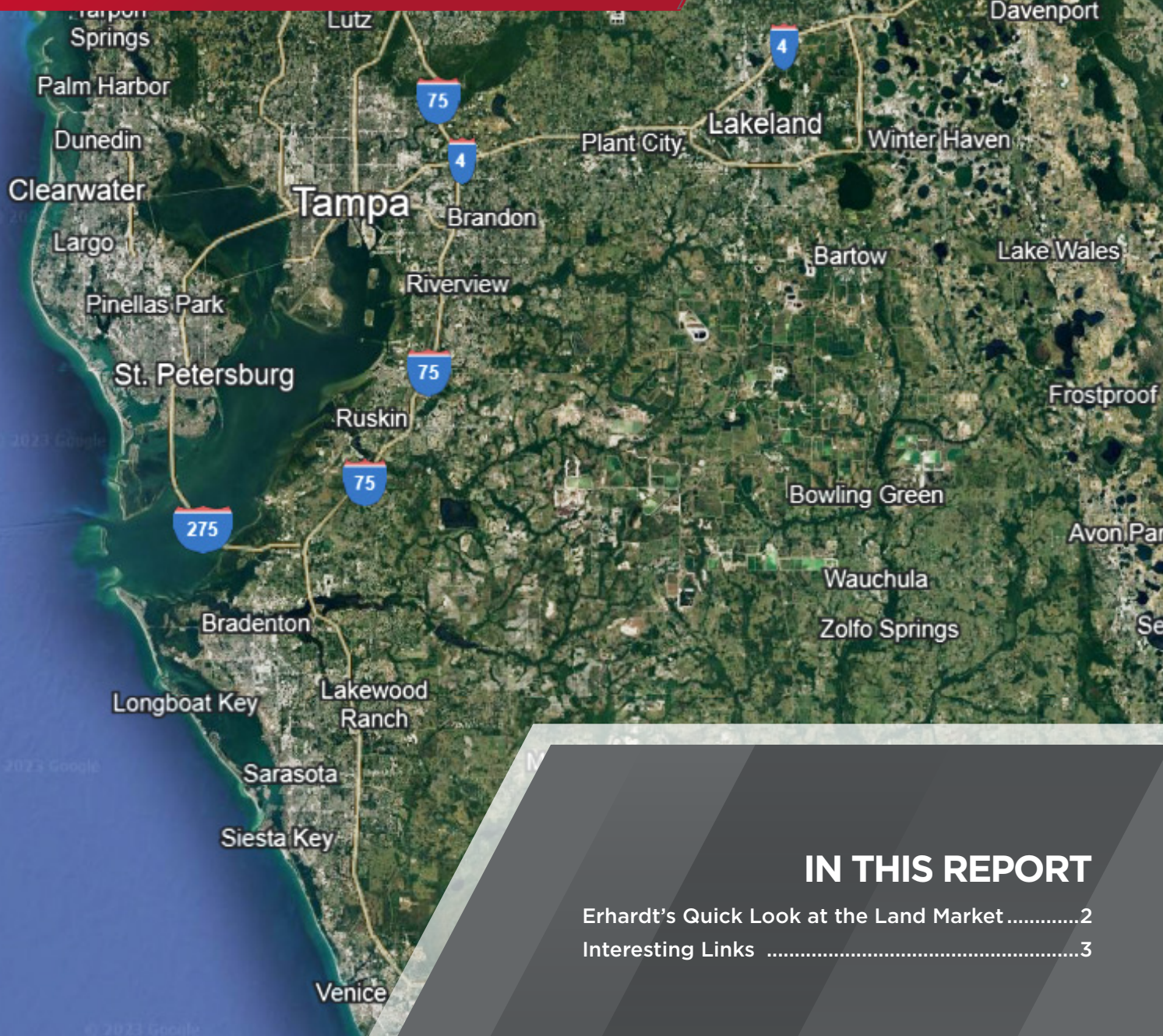
Q4
2025

TAMPA BAY LAND MARKET OVERVIEW

QUARTERLY REPORT

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Cushman & Wakefield of Florida, LLC



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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
Townhome sites are not selling. Single family sites are selling.

MULTIFAMILY
Same as last quarter, 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 sites. Affordable developers are active.

RETAIL
Same as the last ten 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.](#)

OFFICE
92,530 SF under construction (Grow Financial Place) and 1,291,737 SF planned.
[Click here for the Tampa Bay Office Market Beat.](#)



HOSPITALITY
Site selection for new hotels has slowed.

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



ULI PWC 2026 TRENDS
REPORT DISCUSSION

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JOHN BURNS’ 2026 HOUSING
MARKET OUTLOOK

[CLICK HERE](#) TO VIEW THE REPORT

TOP 2026 COMMERCIAL REAL
ESTATE ISSUES TO WATCH

[CLICK HERE](#) TO VIEW THE REPORT

TOP 50 MASTER PLANS SOLD 32,796
NEW HOMES IN 2025

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THE NEW GEOGRAPHY OF WEALTH
WHERE LUXURY HOME PRICES ARE
SOARING: TAMPA IN THE TOP 10

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REPORTS: AMAZON ACQUIRES DATA
CENTER SITE IN NORTHERN VIRGINIA
FOR \$700M

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NEW DRAINAGE REQUIREMENTS GO
INTO EFFECT DECEMBER 28, 2025

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HOUSING MARKET STRATEGY 2026:
EXECUTIVE INSIGHTS

[CLICK HERE](#) TO VIEW THE REPORT

ICYMI: GOVERNOR RON DESANTIS
ANNOUNCES THE FLORIDIANS
FIRST 2026-2027 BUDGET

[CLICK HERE](#) TO VIEW THE REPORT

TOP TEN ISSUES AFFECTING REAL
ESTATE 2026 WITH JOHN
HENTSCHEL, CR

[CLICK HERE](#) TO VIEW THE REPORT

CYCLE MONITOR 25Q3

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AVANTI WINTER NEWSLETTER 2026

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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.



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