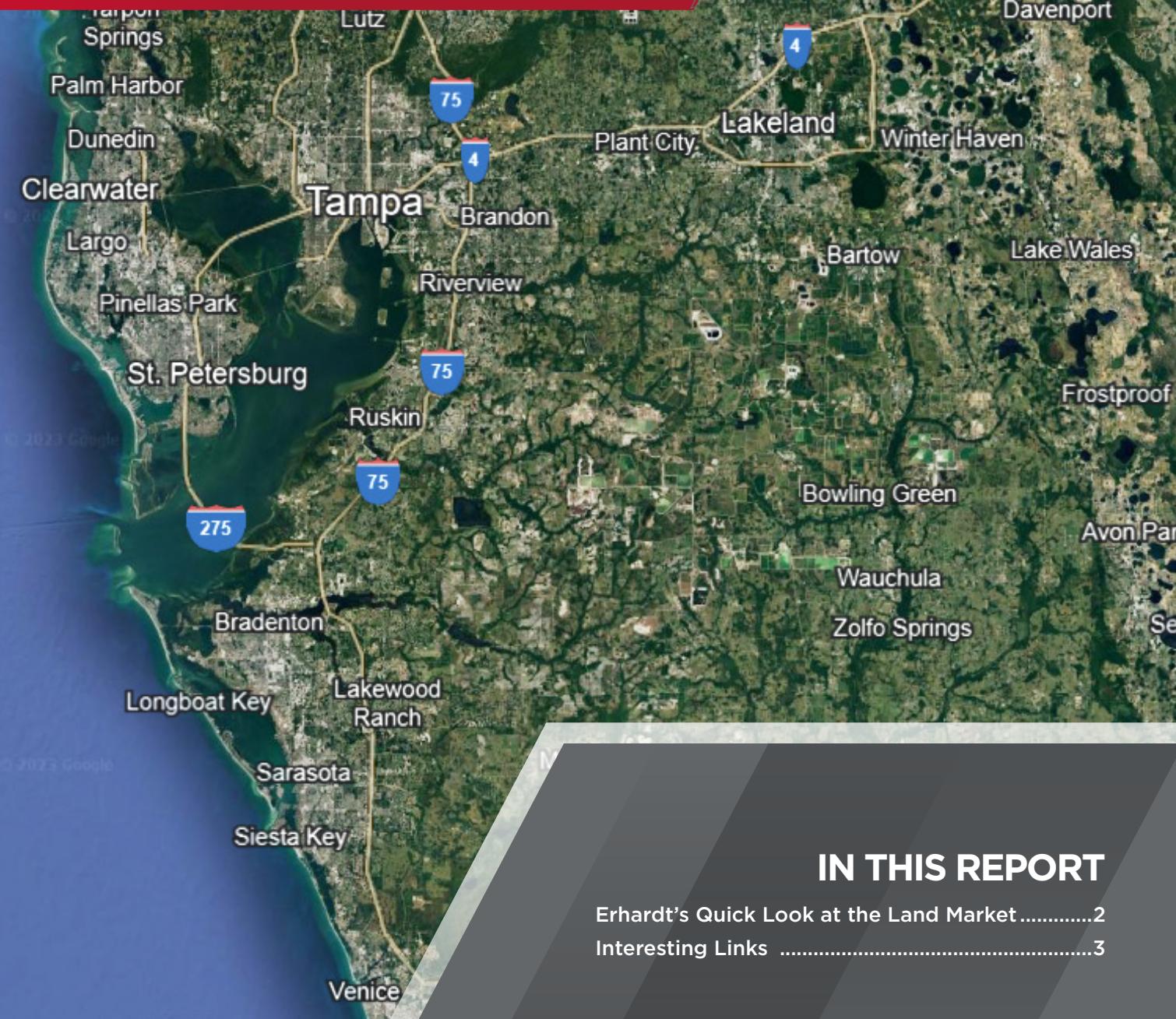


Q4
2025

TAMPA BAY LAND MARKET OVERVIEW

QUARTERLY REPORT

Bruce K. Erhardt, ALC
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 100,000+ 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

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TOP 2026 COMMERCIAL REAL ESTATE ISSUES TO WATCH

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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

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

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

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CYCLE MONITOR 25Q3

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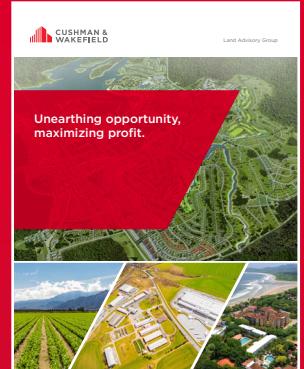
AVANTI WINTER NEWSLETTER 2026

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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.



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