

# Real Estate Market Update

NEWS OF SARASOTA COUNTY COMMERCIAL REAL ESTATE

Visit our website at  
[www.harshmanrealestate.com](http://www.harshmanrealestate.com)

## Real Estate Market Update

is published quarterly by  
**Harshman & Company, Inc.**  
Licensed Commercial  
Real Estate Broker

Mailing address:  
1575 Main Street  
Sarasota, FL 34236

(941) 951-2002  
FAX (941) 366-5818  
[service@harshmanrealestate.com](mailto:service@harshmanrealestate.com)

*Information contained herein is from  
reliable sources, but accuracy is not  
guaranteed.*

## Best Bargain: Main Street Retail

*by John B. Harshman, Broker*

Main Street's net rental rates of \$12 per sq. ft. for retail space are looking mighty appealing these days, compared to St. Armands Circle (\$40 to \$60 per sq. ft.), Southgate Plaza (\$35 to \$40 per sq. ft.), and various U.S. 41 locations (\$16 to \$22 per sq. ft.).

What is keeping Main Street rates so low? Talk to some of the merchants and restaurateurs, and the response is limited parking and concerns about safety.

Meanwhile in the "SOMA" District (South of Main), which includes Little Five Points and Burns Court, net rental rates are \$14-\$16 per sq. ft. for retail space.

The difference? Despite limited parking, the SOMA District has a boutique flair in a compact area.

### Clark Road Commercial Takes Off

Clark Road has become an excellent study in a well-planned commercial corridor. The \$8- to \$10-per-sq.-ft. land prices that we reported in 1998 have climbed to \$14 to \$16 per sq. ft.

Key factors in this emerging market are the growing population of Palmer Ranch combined with sound planning and good access. Curb cuts and traffic signals manage access to commercial parcels to maintain optimum traffic flows along Clark

Road.

The commercial zoning district has sufficient depth to allow for thoughtful development that is not forced too close to the right-of-way and does not encroach on abutting residential.

### Rosemary District Redevelopment is a Winner

Thank the strong economy for the revitalization of the Rosemary District, but don't shortchange the efforts of volunteers, city officials and the private sector for a resounding turnaround in this area just north of downtown.

Five years ago in the Rosemary District, crime was rampant and many properties were vacant or in disrepair.

Today in the Rosemary District, the School of Arts and Sciences is flourishing, Pat Ball's Hood Building is rented and looks stunning, Harvey Vengroff has plans for commercial and residential on the east side of Central at 7<sup>th</sup> Street, and Channel 40 and the Salvation Army plan new buildings at 10<sup>th</sup> Street and Lemon Avenue.

A savvy investor can still find value, but \$3- to \$4-per-sq.-ft. land prices are a thing of the past.

## Industrial Rates Respond to Interstate Factor

In today's tight labor market, companies are looking farther afield for workers, and I-75 means access to a regional labor pool. Demand for interstate proximity is driving up prices of business park land with easy access to I-75.

Consider that land prices in Tower Industrial Park at Fruitville Road and I-75 are heading toward \$6 per sq. ft., while Northgate Center land off of U.S. 301 is being offered at \$3 per sq. ft.

## North Trail Update

Two years ago, land along North Tamiami Trail was selling around \$7-\$8 per square foot. Today, market rates are \$11-\$13 per square foot. New buildings and businesses are generating customers, supporting other improvements with taxes and perpetuating a safer environment.

## Property Owners Organize

Owners of commercial property in downtown Sarasota are invited to join a new association to provide a unified voice in public policy discussions.

The Association of Downtown Commercial Property Owners, Inc. (in formation) will promote and encourage the economic growth, ambiance and stability of downtown Sarasota through the enhancement and development of commercial real estate.

Please direct membership inquiries via fax to 366-5818 or via email to [service@harshmanrealestate.com](mailto:service@harshmanrealestate.com).

## Katzman Joins Harshman Team

Steven E. Katzman has joined Harshman & Company, Inc. as a commercial real estate specialist. An experienced industrial developer, Steven has been a Sarasota resident for 25 years.

# Properties for Sale or Lease

Contact Harshman & Company, Inc.  
(941) 951-2002

### FIVE POINTS TOWER

Class "A" office space for lease at Main Street and Central Avenue, 140,000 sq. ft. available with parking and amenities. Ground floor retail space and office floors with views. Occupancy fourth quarter 2001.

### RENAISSANCE OF SARASOTA

US 41 and 6th St., 0.9+/- acre site for sale. Uses include hotel, restaurant, retail or office space. \$1,100,000

### INDUSTRIAL LAND FOR SALE

■ Industrial Ct. south of 14th Street, 42,253 sq. ft. +/- zoned I, \$75,000

### INDUSTRIAL BUILDING FOR SALE

■ 1326 Mango Ave., 1,536 sq. ft. building, zoned I, \$160,000

### INDUSTRIAL PROPERTY FOR LEASE

■ 4367 Independence Ct., Unit 4, 2,000 sq. ft., zoned I, \$7.35 per sq. ft.  
■ 4540 Clark Rd., 3,020 sq. ft. office/showroom, zoned I, \$12 per sq. ft.

### COMMERCIAL PROPERTY FOR LEASE

■ 1480 Main St., 2,200 sq. ft. +/-, storefront, \$2,200 per month triple net  
■ 1502 Main St., 2,200 sq. ft. +/-, storefront, \$2,200 per month base rent

### LEASED INVESTMENTS FOR SALE

■ 1610 Northgate Blvd., 19,000 sq. ft. industrial building in deed-restricted business park. Leased through July 2002. Annual income +/- \$96,000. \$1,000,000

### COMMERCIAL LAND FOR SALE

■ 2128 N Washington Blvd., 47,793 +/- sq. ft., zoned CI, \$575,000  
■ 1741-83 Snug Harbor Pl., 15,750 sq. ft. +/- zoned CI, \$130,000  
■ Fruitville Rd. & Wallace Ave., 8,000 sq. ft. +/- zoned RMF-3, rezone potential, \$99,000  
■ U.S. 301 & 32nd St., 52,297 sq. ft. +/-, rezone potential to office use, \$225,000

## SAMPLING OF COMMERCIAL TRANSACTIONS

■ **Osprey SA Ltd.** purchased the 247,000 sq. ft. City Centre office building on 96,064 sq. ft. of C-CBD-zoned land at 1819 Main St. from **EOP Sarasota City Centre** for \$24,855,000 on 2/10/2000.

■ **Frank Vespa** purchased the 3,300 sq. ft. store with 22,243 sq. ft. of ILW-zoned land at 4583 Clark Rd. from **Everett Beitelshes** and partners for \$550,000 on 2/7/2000.

■ **Alewife Development Inc.** of Hanover, Mass. purchased the ILW-zoned manufacturing facility with 436,187 sq. ft. of land at 4675 Clark Rd. from **Dana Corp.** for \$5.5 million on 1/27/2000.

■ **Dennis Daughters** and **Beth Madison** purchased two 295 sq. ft. office condominiums, at 2477 Stickney Point Rd., units 26 and 27, from **Trevana Investments Inc.** and **Simon Oliver** for \$64,300 on 12/1/1999.

■ **Mirth Inc.** purchased a CG-zoned 13,430-sq.-ft. corner lot at 7668 S Tamiami Trl. from **Bersam Development** for \$1,750,000 on 1/3/2000.

■ **American Drilling & Pump Co. Inc.** purchased a vacant 38,412-sq.-ft. lot zoned I at 1628 Independence Blvd. from **Browning Ferris Industries** for \$80,000 on 1/21/2000.

*Source: Sarasota County Property Appraiser and other reliable sources.*