

OCEAN HIGHWAY & PORT AUTHORITY NASSAU COUNTY



**FSCJ Betty P. Cook Nassau Center
76346 William Burgess Blvd
Yulee Room A-114
Yulee, FL 32097**

Special Meeting Agenda

July 27, 2023

3:00 PM

3:00 PM – Meeting Call to Order – Chairman

Invocation

Pledge of Allegiance

Roll Call: Miriam Hill, District 1; Danny Fullwood, District 2, Justin Taylor, District 3; Ray Nelson, District 4; Mike Cole, District 5

1. Discussion

- a. Real Estate RFP Candidates

Adjourn

If a person decides to appeal any decision made by the board, agency, or commission with respect to any matter considered at such meeting or hearing, he or she will need a record of the proceedings, and that, for such purpose, he or she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. Fla. Stat. § 286.0105.



Cabana Lane
John Hillman

★ CABANA LANE ★

PROPOSAL BROKERAGE SERVICES

JUNE 27TH, 2023

The Ocean Highway and Port Authority of Nassau
County, FL (OHPA)



Presented by
John A. Hillman
Founder & Broker
Cabana Lane

Thank You For The Opportunity

On behalf of Cabana Lane, I want to share my appreciation and enthusiasm for collaborating with the Ocean Highway and Port Authority of Nassau County, FL (OHPA) on the three named real estate parcels.

This is a lot more to me than assessing the valuation and disposition of the property. This is about contributing to the greater good of Fernandina Beach by developing architecture and plans that shape multiple blocks that will shape streets and, if we get this right, will improve the lives of those who enjoy these properties.

I am hopeful of putting my track record of twenty years as a real estate developer to good use for this project to maximize the value of the land but also to create enduring value for the community as a whole.

Respectfully,



John A. Hillman



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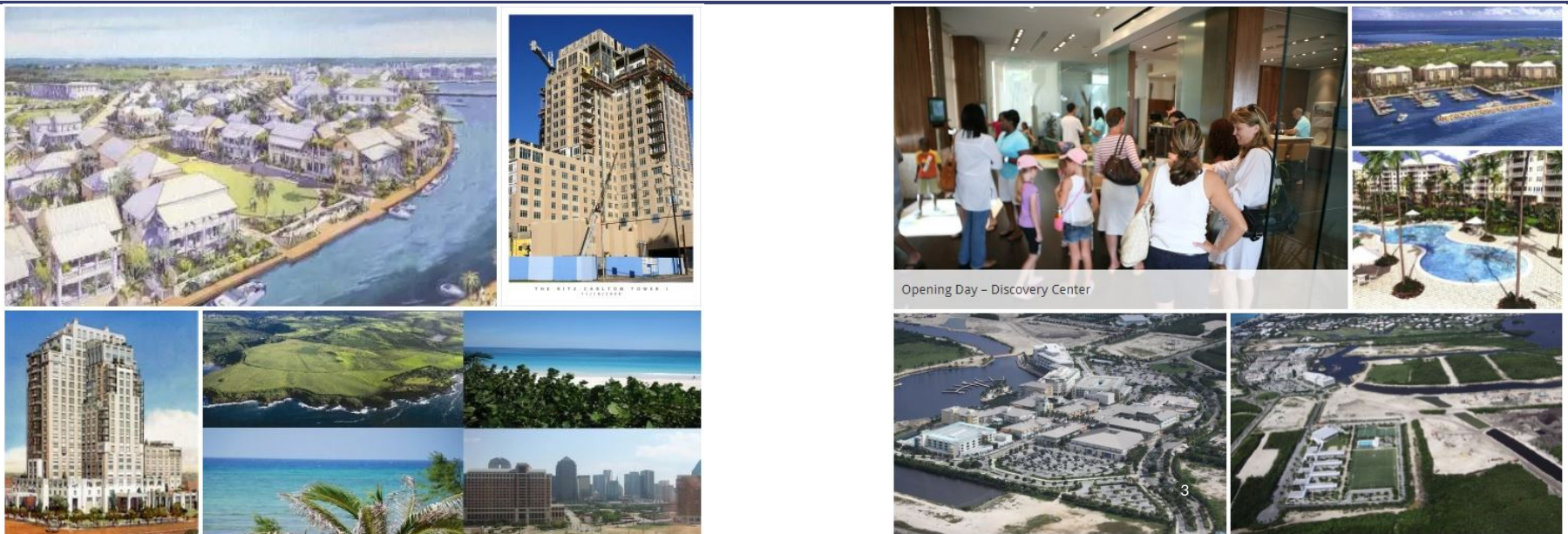
1. Background & Qualifications

Cabana Lane is a full-service real estate brokerage company located at 3381. S Fletcher Avenue Fernandina Beach, FL. We came to Amelia Island five years ago to help launch Crane Island. Before that, I was a Real Estate Developer managing many projects, including new town developments, private golf course communities, marina projects, and a Ritz Carlton Hotel Development. Our journey has taken us all over the United States, The Bahamas, and The Cayman Islands.

Over those twenty years, I have personally been involved in over \$1.2 Billion dollars worth of real estate transactions. Last year, I was awarded the top-selling real estate agent in Nassau County with over \$96 million worth of real estate transacted in 2023.

While that shares some of my track records, I want the review committee to know that one of my greatest passions lies in what to do with the land. How do you evaluate it based on location, trees, and solar orientation, and to the consumer, what can you place on the land to help them create not just a house but a home. In 2023, I managed to close \$23,000,000 worth of land transactions putting this passion and a team of architects, builders, and design professionals to good work. I could not have accomplished this without the advice and counsel of the Planning & Building Department of the City of Fernandina Beach whom I interact on a regular basis.

Below are some images of the types of commercial projects I have been involved with across the United States and abroad. My experience involves new towns, resorts, mixed-use, land, and private clubs.



Downtown & Old Town

I'm proud of the work I have been able to do at Crane Island in driving sales and marketing for real estate operations. However, the greatest joy for me has been helping to create the "place" through architecture that honors the timeless design characteristics of Old Fernandina Beach.

Locally, Cabana Lane has been busy with a host of remodels in the downtown and Old Town. I have presented successfully in front of the Historic District Council our desires to completely overhaul a 1940s mill cottage into what it is today with an added ancillary structure. I am well-versed in the Land Development Code and the various Historic District Overlays. Some of that will be shared in the subsequent pages as I offer not only opinions of value but also ready-to-go housing solutions for the consumer market, which will create additional value for the land and those looking to acquire it.



1001 White Street Renovation Project

Rank	Office Name	MLSID	Transactions			Volume	Average	Market
			List	Sold	Total	Total	Price	Share
1	CRANE ISLAND REAL ESTATE, LLC	CRANE	18.0	11.0	29.0	22,985,000	765,000	28.69
2	COLDWELL BANKER THE AMELIA GROJASIN01		7.0	5.0	12.0	7,729,000	641,000	9.65
3	SUMMER HOUSE REALTY	SHOUS	6.0	10.0	16.0	6,066,500	452,500	7.57
4	ONE SOTHEBYS INTERNATIONAL REAIMANOR		3.0	4.0	7.0	5,287,900	779,975	6.60
5	NON-MEMBER	NON	4.0	13.0	17.0	4,094,100	125,008	5.11
6	BERKSHIRE HATHAWAY HomeServices CWREI		5.0	3.0	8.0	3,936,900	657,333	4.91
7	CENTURY 21 MILLER ELITE	C21FE01	7.0	4.0	11.0	3,839,000	422,500	4.79
8	AMELIA ISLAND REAL ESTATE SERVICIAMELP		6.0	3.0	9.0	3,201,000	311,667	4.00
9	WATSON REALTY CORP.	WATSO	6.0	6.0	12.0	2,610,000	324,000	3.26

2022 Land Sales (As Broker for Crane Island)

2. Project Understanding

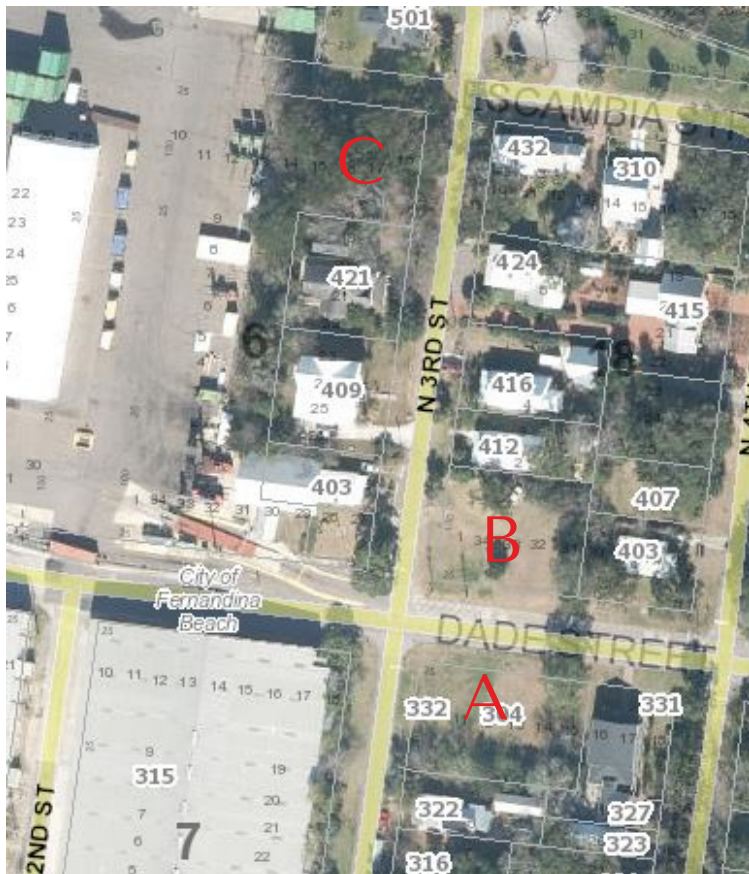
Cabana Lane is aware of the three parcels outlined in the RFP.

Parcel A: 00-00-31-1800-0017-0100

Parcel B: 00-00-31-1800-0018-0010

Parcel C: 00-00-31-1800-0005-0010

As part of our normal process, we have conducted site walks of each parcel. We have met with the City Planning Department on two occasions to confirm zoning, setback, and various scenarios for housing (attached & detached) allowed within R-2.

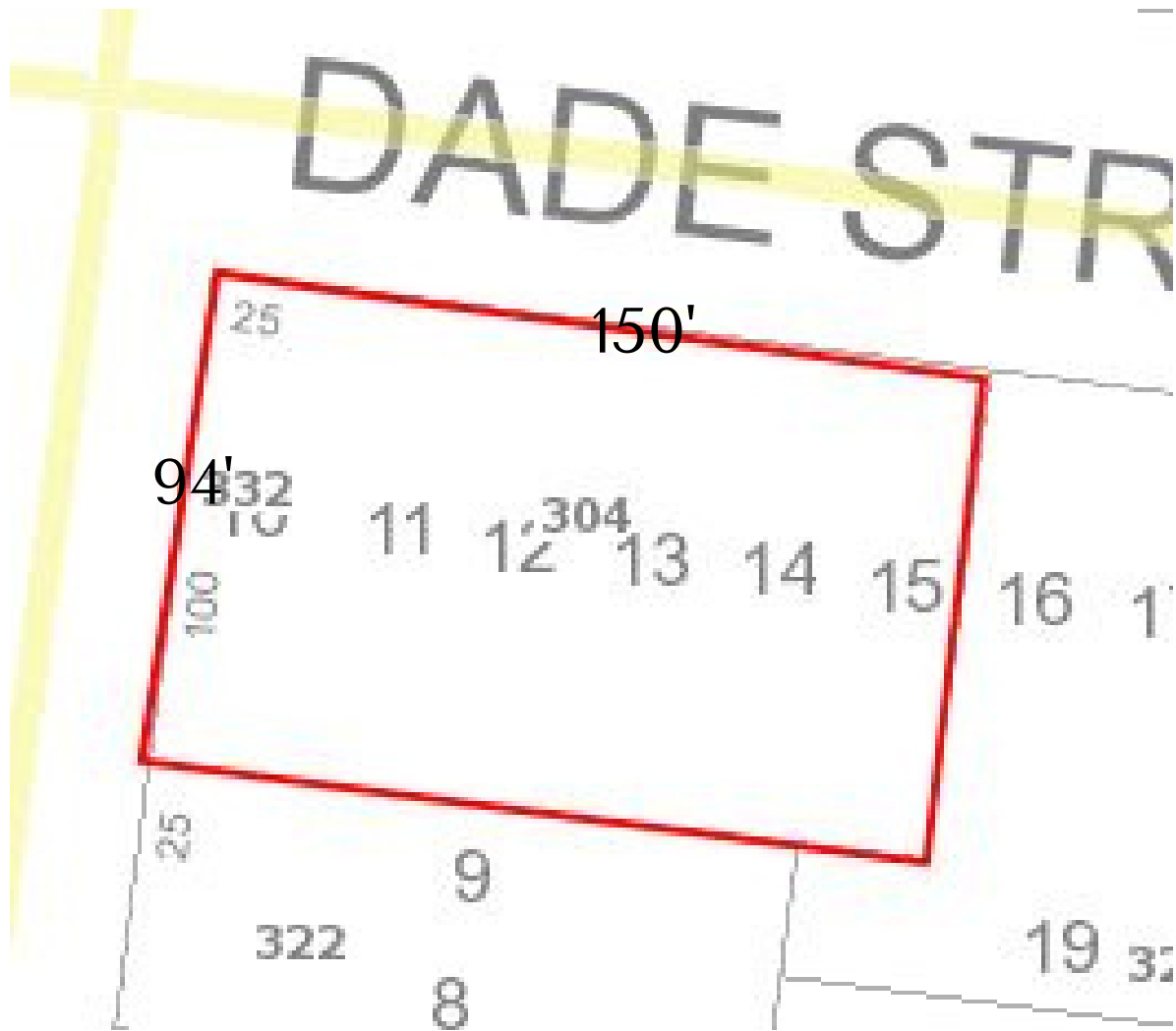


2. Project Understanding

Parcel A: 00-00-31-1800-0017-0100

Lot is .32 of an acre

Lot Dimensions are 150' frontage x 94' depth

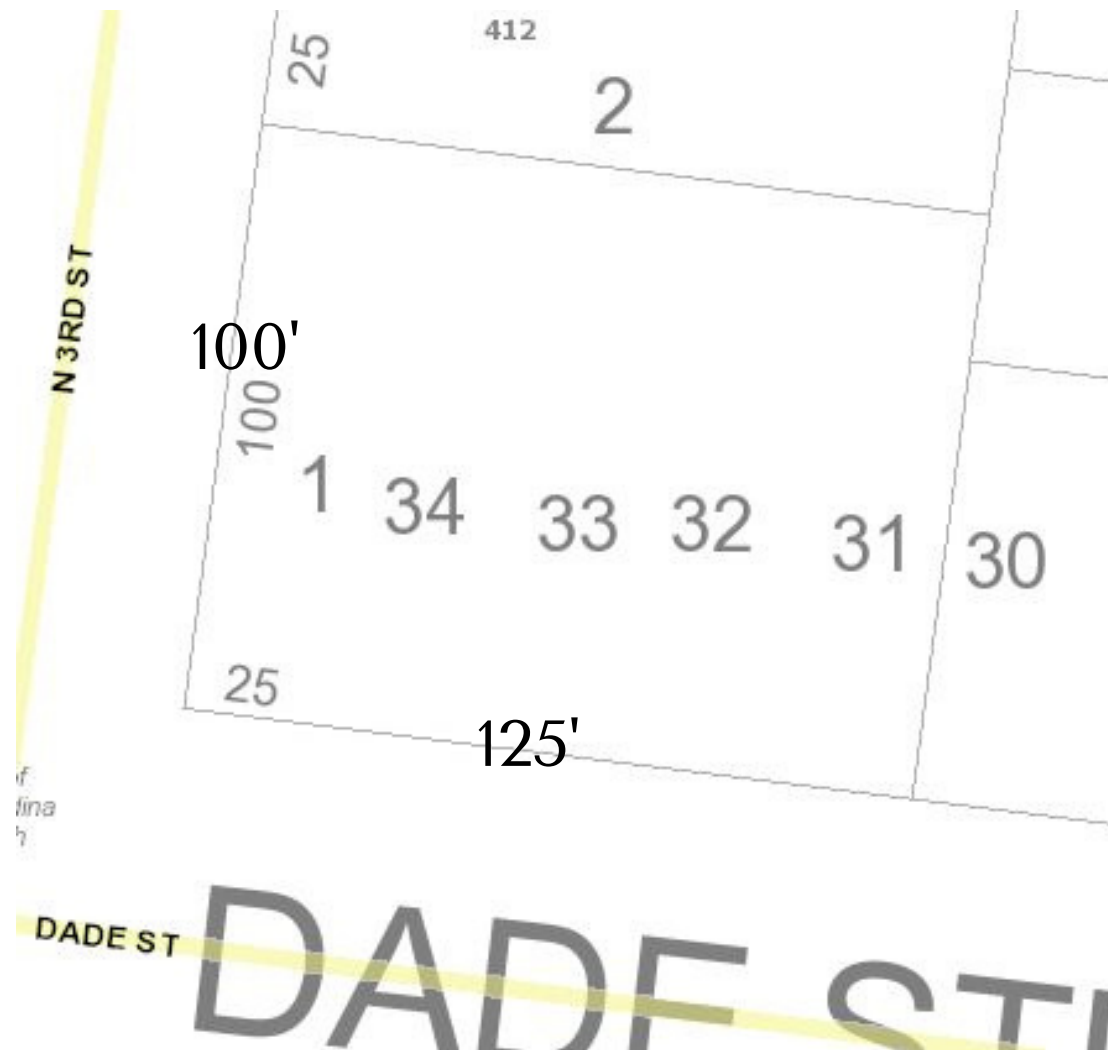


2. Project Understanding

Parcel B: 00-00-31-1800-0018-0010

Lot is .29 of an acre

Lot Dimensions are 125' frontage x 100' depth

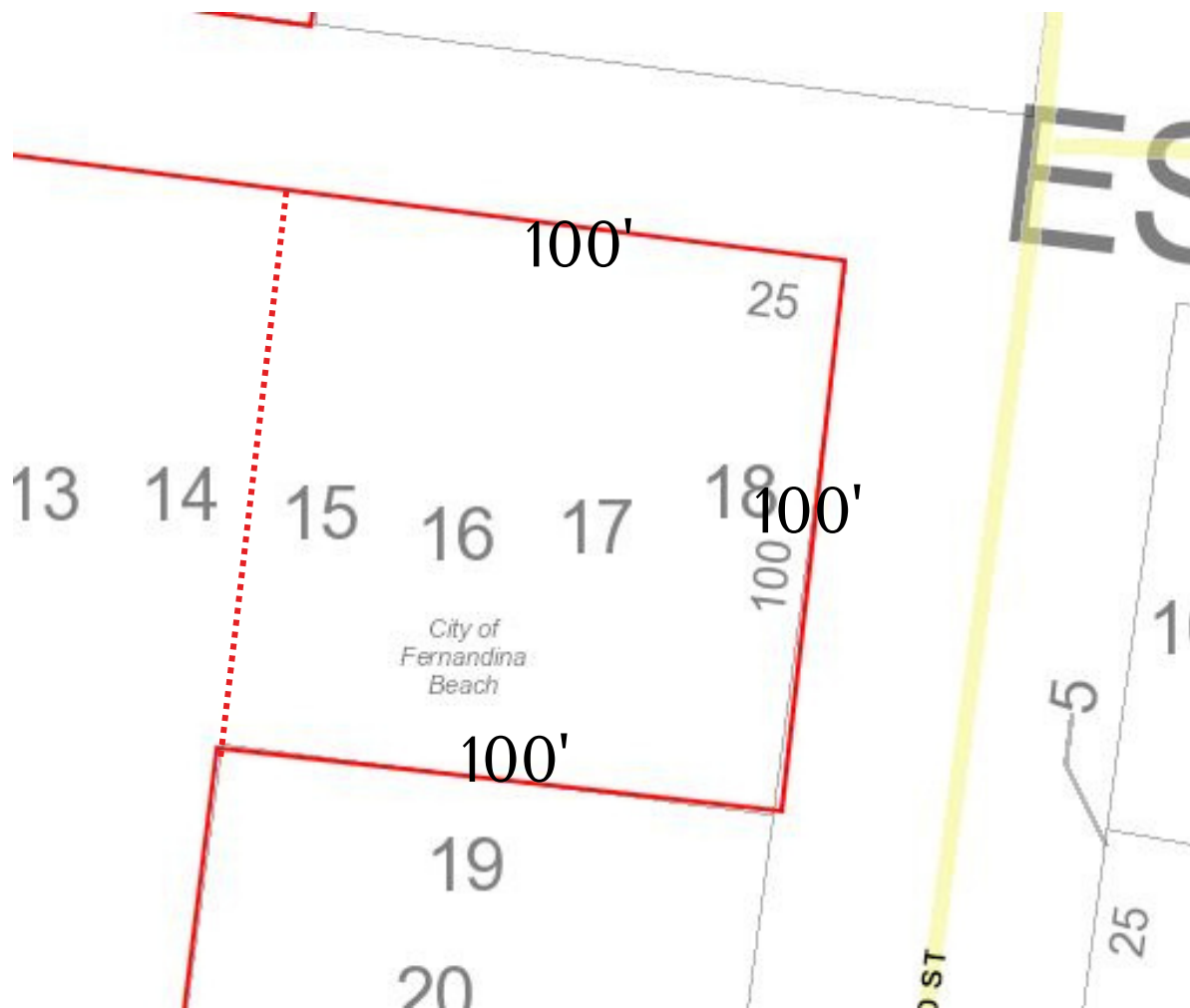


2. Project Understanding

Parcel C: 00-00-31-1800-0005-0010

Lot is .23 of an acre

Lot Dimensions are 100' frontage x 100' depth



3. BROKER OPINION OF VALUE

Cabana Lane, Inc attests that our Opinion Of Value is the following:

Cabana Lane has a two-pronged approach to how we assess value. The first is data-driven, and the second is contextual. The data-driven method looks at the market data provided by the MLS and other data sources, such as Altos Research, to understand market trends and analysis. Cabana Lane is providing all the research conducted in Appendix 1 for further review.

Details of this methodology are provided in the below pages, and we invite you to review both the data and the analysis in our own words as the data is somewhat self-evident but the context is a very important factor in how we look at value and how we would present that should we selected to represent the properties.

A summary of some of the key findings can be found below:

All 3 Parcels:
\$2,280,000.00

Parcel & Lot	Number Of Lots	Opinion Of Value
A		
1 (10&11)	1	\$275,000
2 (12&13)	1	\$305,000
3 (14&15)	1	\$305,000
A Total	3	\$885,000
B		
1 (1&34,33)	1	\$350,000
3 (32&31)	1	\$295,000
B Total	2	\$645,000
C		
Lot 1 (1/2 of 15 to 18)	1	\$400,000
Lot 2 (1/2 of 15 to 18)	1	\$350,000
C Total	2	\$750,000
Grand Total	7	\$2,280,000

3. BROKER OPINION OF VALUE

As we explored the "highest and best use" valuation of the properties, we evaluated some alternative ways that each of the parcels could be broken up and offered. While the 25' lots are an option in R-2 zoning, we believe the overall best approach is consolidating the 25' lots into 50' lots on all Parcels. We also believe the maximum yield will come from selling each lot individually, not as a single sale or even three sales (one for each parcel). The natural tradeoff is that it might take more time and may start to conflict with the fact pattern of downtown homesites as many are 50' x 100' lots. This brings the question to the review committee regarding the desire to sell this only as a single offering or, more likely, a parcel at a time to a retail property owner, builder, or developer. Cabana Lane is comfortable in all of those scenarios and would suggest going with the individual lot price to get more attention in the market but to be careful in the notes and imagery to describe that a full parcel is available. The other option we have used when selling multiple Old Town Lots is you offer just one in the parcel and give the first buyer the opportunity to decide if they want one or many within the parcel. That has been proven effective over time.

Finally, besides financial considerations, the approach suggested will be well received by the Historic District Council and the City Planning Department as the alignment of homesites. The size is more conforming to the existing homes on the street, and the included architecture also presents a complete picture as presented by Cabana Lane, who would offer to go in front of the HDC for each sale or in mass to get a pre-approval for all three parcels subject to site planning & staff approval.

We understand this is an important decision, and we welcome a more detailed conversation should our team be considered for more conversation. Below are the data and contextual considerations we factored into our analysis.

MARKET ANALYSIS

Downtown Lots Sold - Past 3 Years

Fannie Mae 1004MC Statistics Summary

Prepared By: John Hillman Listings as of 06/25/23 at 1:35 pm

Property Type is 'Lot/Land' Status is 'Active' Status is 'Sold' Status Contractual Search Date is 06/25/2023 to 06/20/2020 Property Sub Type is 'Residential Lot' Land Type is 'Residential Lot' Latitude, Longitude is around 30.67, -81.46

Inventory Analysis	Prior 7-12 Months (06/25/2022-12/23/2022)	Prior 4-6 Months (12/24/2022-03/25/2023)	Current - 3 Months (03/26/2023-06/25/2023)
Total # of Comparable Sales (Settled)	5	1	1
Absorption Rate (Total Sales/Months)	0.83	0.33	0.33
Total # of Comparable Active Listings	0	1	3
Months of Housing Supply (Lst/Ab. Rate)	0.00	3.00	9.00
Median Sale & List Price DOM	Prior 7-12 Months	Prior 4-6 Months	Current - 3 Months
Median Comparable Sale Price	\$240,000	\$275,000	\$215,000
Median Comparable Sales DOM	42	142	92
Median Comparable List Price (Listings Only)	\$0	\$230,000	\$289,000
Median Comparable Listings DOM (Listings Only)	0	92	54
Median Sale Price / Median List Price %	100.00%	69.62%	93.48%

*The total number of Comparable Active Listings is based on listings that were On Market on the end date of the specified time periods above.

Fannie Mae 1004MC Statistics Detail

Prepared By: John Hillman Listings as of 06/25/23 at 1:34 pm

Property Type is 'Lot/Land' Status is 'Active' Status is 'Sold' Status Contractual Search Date is 06/25/2023 to 06/20/2020 Property Sub Type is 'Residential Lot' Land Type is 'Residential Lot' Latitude, Longitude is around 30.67, -81.46

Lot/Land										
Active										
MLS #	Address	Heated SqFt	BD	Baths	\$/SqFt	List Date	DOM	Orig Price	List Price	
104397	S 3RD STREET					05/02/2023	54	\$1,300,000	\$1,300,000	
104198	424 S 3RD STREET					04/15/2023	71	\$289,000	\$289,000	
104561	N 9TH STREET					05/18/2023	38	\$220,000	\$220,000	
Sold										
MLS #	Address	Heated SqFt	BD	Baths	\$/SqFt	Sold Date	DOM	List Price	Sale Price	SP%LI
98409	205 N 14TH STREET					03/24/2022	7	\$395,000	\$370,000	93.6
101617	409 FIR STREET					10/14/2022	42	\$249,000	\$275,000	110.4
101073	0000 N 4TH STREET					07/26/2022	5	\$275,000	\$275,000	100.0
99245	S 5TH STREET					01/12/2023	142	\$395,000	\$275,000	69.6
94604	N 4TH STREET					04/01/2021	46	\$275,000	\$275,000	100.0
98750	403 DATE STREET					04/29/2022	21	\$259,900	\$254,000	97.7
97606	NORTH 6 TH STREET					01/26/2022	7	\$289,000	\$250,000	86.5
87658	216 S 4TH STREET					09/11/2020	253	\$269,500	\$250,000	92.7
98730	309 N 10TH STREET					10/17/2022	172	\$225,000	\$240,000	106.6
96590	403 DATE STREET					10/05/2021	5	\$250,000	\$225,000	90.0
101444	BENJAMIN STREET					08/31/2022	3	\$229,000	\$220,000	96.0
95591	Lot 27-30 DATE STREET					07/23/2021	15	\$217,000	\$218,000	100.4
103006	130 N 13TH STREET					05/22/2023	92	\$230,000	\$215,000	93.4
98901	Lot 6 AMELIA DRIVE					08/01/2022	82	\$235,000	\$215,000	91.4
94593	314 S 4TH STREET					05/10/2021	0	\$215,000	\$215,000	100.0
91025	N 4TH STREET					06/29/2020	28	\$209,000	\$209,000	100.0
97190	409 FIR STREET					05/19/2022	171	\$225,000	\$205,000	91.1
96569	419 S 5TH STREET					10/12/2021	14	\$220,000	\$200,000	90.9
87699	N 6TH STREET					07/08/2020	127	\$210,000	\$185,000	88.1
90422	205 N 3RD STREET					10/29/2020	45	\$225,000	\$175,000	77.7
98548	Lot 18 AMELIA CIRCLE					04/22/2022	10	\$180,000	\$174,000	96.6

Downtown Lots Sold - Past 3 Years

Market Analysis Summary | Lot/Land

Listings as of 6/25/2023 at 10:32 am, Page 1 of 2

#	MLS #	Address	Type	Area/SubArea	Lot Size	Zoning	Location	List Price	Sold Price	Sold Date	Sale/List	DOM
Listings: Active												
1	104397	S 3RD	RESLOTAr 1 Island		175x223	MU-1	Cul-De-Sac Dead	\$1,300,000				54
2	104198	424 S 3RD	RESLOTAr 1 Island		50 x 125	MU-1	City	\$289,000				71
3	104561	N 9TH	RESLOTAr 1 Island		50x100	R-2	Inside, City	\$220,000				38
Min								\$220,000				38
Max								\$1,300,000				71
Avg								\$603,000				54
Med								\$289,000				54
Listings: Sold												
1	98409	205 N 14TH	RESLOTAr 1 Island		200x86	R-2	Inside	\$395,000	\$370,000	03/24/2022	93.7%	7
2	101617	409 FIR	RESLOTAr 1 Island		100x50	R-2	City	\$249,000	\$275,000	10/14/2022	110.4%	42
3	101073	0000 N 4TH	RESLOTAr 1 Island		.46	RS	City	\$275,000	\$275,000	07/26/2022	100.0%	5
4	99245	S 5TH	RESLOTAr 1 Island		100x100	R-2	Inside	\$395,000	\$275,000	01/12/2023	69.6%	142
5	94604	N 4TH	RESLOTAr 1 Island		75x100	R-2	Inside	\$275,000	\$275,000	04/01/2021	100.0%	46
6	98750	403 DATE	RESLOTAr 1 Island		100x50	R-2	Urban	\$259,900	\$254,000	04/29/2022	97.7%	21
7	97606	NORTH 6 TH	RESLOTAr 1 Island		100x50	R-2	City	\$289,000	\$250,000	01/26/2022	86.5%	7
8	87658	216 S 4TH	RESLOTAr 1 Island		75X100	R-2	Inside	\$269,500	\$250,000	09/11/2020	92.8%	253
9	98730	309 N 10TH	RESLOTAr 1 Island		100x50	R-2	Cul-De-Sac Dead	\$225,000	\$240,000	10/17/2022	106.7%	172
10	96590	403 DATE	RESLOTAr 1 Island		100x50	R-2	Urban	\$250,000	\$225,000	10/05/2021	90.0%	5
11	101444	BENJAMIN	RESLOTAr 2 Island		86x100	R-1	Inside	\$229,000	\$220,000	08/31/2022	96.1%	3
12	95591	Lot 27-30 DATE	RESLOTAr 1 Island		50x100	R-2	Corner	\$217,000	\$218,000	07/23/2021	100.5%	15
13	103006	130 N 13TH	RESLOTAr 1 Island		64X104	MU-1	Inside	\$230,000	\$215,000	05/22/2023	93.5%	92
14	98901	Lot 6 AMELIA	RESLOTAr 2 Island		110x85	R-1	Inside, City	\$235,000	\$215,000	08/01/2022	91.5%	82
15	94593	314 S 4TH	RESLOTAr 1 Island		100x50	R-2	City	\$215,000	\$215,000	05/10/2021	100.0%	0
16	91025	N 4TH	RESLOTAr 1 Island		50x125x50x125R1		Inside, City	\$209,000	\$209,000	06/29/2020	100.0%	28
17	97190	409 FIR	RESLOTAr 1 Island		100x50	R-2	Inside	\$225,000	\$205,000	05/19/2022	91.1%	171
18	96569	419 S 5TH	RESLOTAr 1 Island		94x50	R-2	Inside	\$220,000	\$200,000	10/12/2021	90.9%	14
19	87699	N 6TH	RESLOTAr 1 Island		50x100	R2	City	\$210,000	\$185,000	07/08/2020	88.1%	127
20	90422	205 N 3RD	RESLOTAr 1 Island		57x75	R2	Inside, City	\$225,000	\$175,000	10/29/2020	77.8%	45
21	98548	Lot 18 AMELIA	RESLOTAr 2 Island		x	R-1	Inside	\$180,000	\$174,000	04/22/2022	96.7%	10

Presented by: John Hillman
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This is a broker price opinion or comparative market analysis and should not be considered an appraisal. In making any decision that relies upon my work, you should know that I have not followed the guidelines for development of an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation.

Market Analysis Summary | Lot/Land

Listings as of 6/25/2023 at 10:32 am, Page 2 of 2

#	MLS #	Address	Type	Area/SubArea	Lot Size	Zoning	Location	List Price	Sold Price	Sold Date	Sale/List	DOM
Min								\$180,000	\$174,000		69.6%	0
Max								\$395,000	\$370,000		110.4%	253
Avg								\$251,305	\$234,286		94.0%	61
Med								\$230,000	\$220,000		93.7%	28

24	Total Listings	Average for all:						\$295,267	\$234,286		94.0%	60
		Median for all:						\$232,500	\$220,000		93.7%	40

Quick Statistics		Min	Max	Avg	Med
	List Price	\$180,000	\$1,300,000	\$295,267	\$232,500
	Sale Price	\$174,000	\$370,000	\$234,286	\$220,000
	Sale / List	69.6%	110.4%	94.0%	93.7%

KEY FINDINGS:

As we look at the historical data, it tells us:

- 24 homesites have sold in the past three years
- The average downtown price was \$234K with a high of \$370K
- there were ten sales in 2022
- Listings are still thin in terms of replenishing the market demand.
- The \$1.3M listing, MU-1 & R2, is .92 of an acre. This is an interesting listing for a host of reasons as it represents a potential for mixes of use across 17 lots as it stands today if the density can be supported and someone would want to live that close to the railway and active Ryam plant.

What about Old Town?

Old Town is an important value indicator as we think about the overall market and the impact of the Historic District Council & enthusiastic owners. Old Town is made up of the consistent "peonia" lots of 46'x93', which is very similar to what the subject parcels can and should be. The numbers are slightly higher at \$254K avg in the same time period, and the sales price to list price is also slightly higher. We will explore this further in the final Opinion of Pricing.

Market Analysis Summary | Lot/Land

Listings as of 6/25/2023 at 10:55 am, Page 1 of 1

#	MLS #	Address	Type	Area/SubArea	Lot Size	Zoning	Location	List Price	Sold Price	Sold Date	Sale/List	DOM
Listings: Sold												
1	99623	206 ESTRADA	RESLOTAr 1 Island		46X93	OT-1	Inside, City	\$495,000	\$500,000	06/08/2022	101.0%	3
2	90635	SAN FERNANDO	RESLOTAr 1 Island		93x46	OT-1	Corner, Inside	\$265,000	\$265,000	07/08/2020	100.0%	1
3	93086	Lot 8, 11, 12 SOMERUELUS	RESLOTAr 1 Island		93.2 x 93.2	OT-1	Corner	\$275,000	\$262,500	04/15/2021	95.5%	74
4	103005	Lots 13 & 14 SAN FERNAN	RESLOTAr 1 Island		93x46	OT-1	Corner, City, Rura	\$240,000	\$237,000	02/02/2023	98.8%	1
5	102498	404 AMELIA	RESLOTAr 1 Island		93x46	OT-1	Corner	\$230,000	\$230,000	11/22/2022	100.0%	2
6	98811	Lot 6 SAN FERNANDO	RESLOTAr 1 Island		46 x 93	OT-1	Inside	\$250,000	\$230,000	06/06/2022	92.0%	60
7	103066	lot 3 & 4 SOMERUELUS	RESLOTAr 1 Island		.10	0	Corner, City	\$239,000	\$227,000	04/11/2023	95.0%	66
8	98547	404 AMELIA	RESLOTAr 1 Island		93x46	OT-1	Corner	\$295,000	\$200,000	06/08/2022	67.8%	46
9	96691	Lot 9 & 10 SAN FERNAND	RESLOTAr 1 Island		46x93	OT-1	Corner	\$200,000	\$200,000	10/19/2021	100.0%	0
10	98481	1015 SOMERUELUS	RESLOTAr 1 Island		93x46	OT-1	Inside	\$189,000	\$189,000	04/08/2022	100.0%	1
Min								\$189,000	\$189,000		67.8%	0
Max								\$495,000	\$500,000		101.0%	74
Avg								\$267,800	\$254,050		95.0%	25
Med								\$245,000	\$230,000		99.4%	3

10	Total Listings	Average for all:		\$267,800	\$254,050	95.0%	25
		Median for all:		\$245,000	\$230,000	99.4%	3

		Min	Max	Avg	Med
Quick Statistics	List Price	\$189,000	\$495,000	\$267,800	\$245,000
	Sale Price	\$189,000	\$500,000	\$254,050	\$230,000
	Sale / List	67.8%	101.0%	95.0%	99.4%

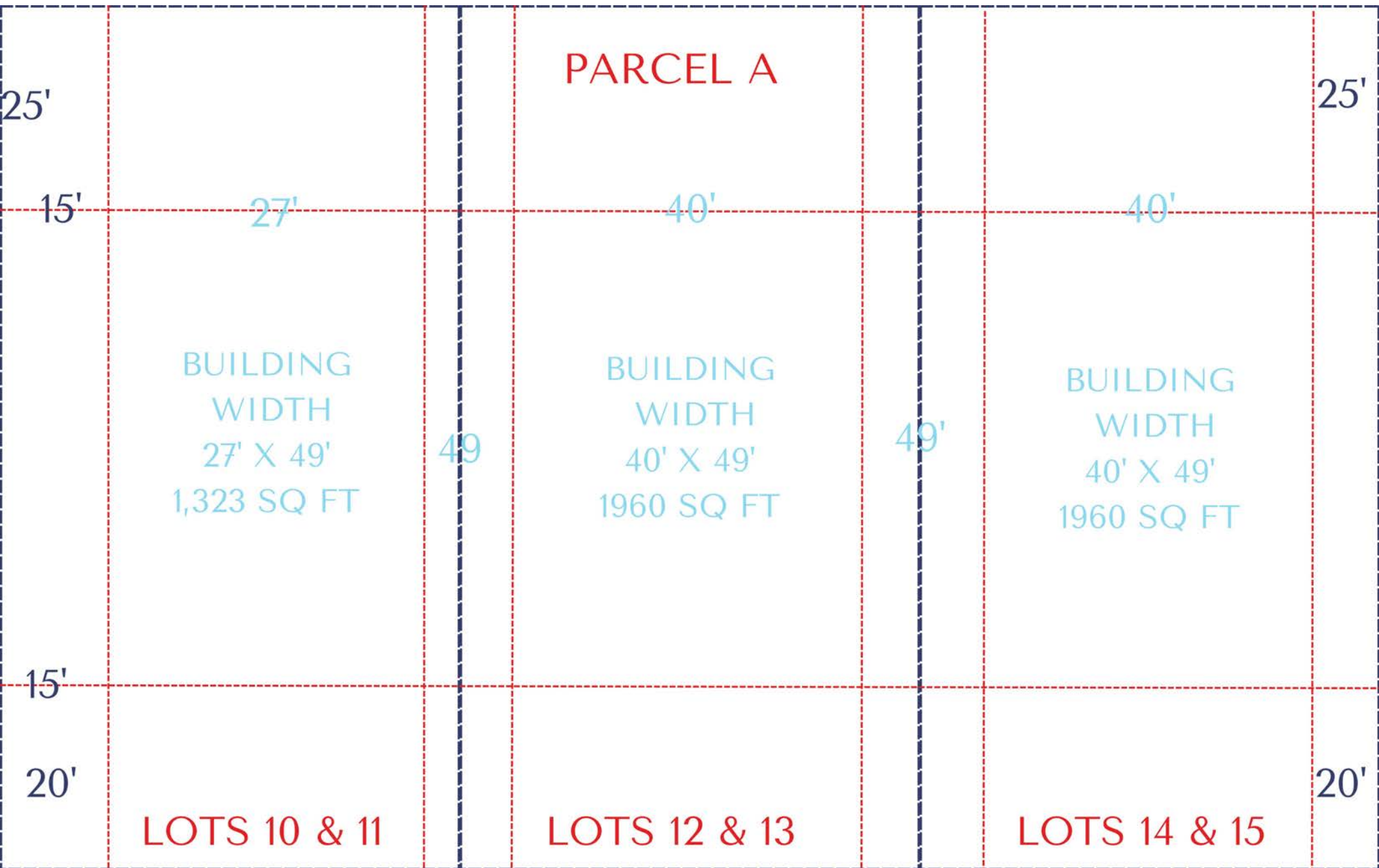
Contextual Perspective

Real Estate has been and will always be about Location, Location, Location. However, Cabana Lane also places a very high valuation on the Lifestyle that a property affords. The experience of living "near town" brings many opportunities that can improve the life of a property owner or citizen. Cabana Lane has been an active member of the Congress Of New Urbanism, which is an organization committed to the cause of creating places for people that are good for the planet and the quality of life that comes from being there. It comprises planners, architects, and developers who believe in and practice these ideals.

As Cabana Lane evaluates the opportunity of living on one of these three parcels, we believe there is a terrific opportunity to contribute to the street and help through honest architecture that honors the traditions of Old Fernandina with a porch-centric lifestyle facing the street and in the back of the homes. This can and should be done in a thoughtful and deliberate way. Being walkable, bikeable, and golf cartable to Centre Street for entertainment is quite important in how we value the properties. Each parcel has intrinsic value, with Parcels A & C having a higher degree of privacy and easier access. Parcel C also has a terrific tree canopy and a view of the River on one of the lots. We also can mitigate the truck drive lane on Parcel B by a shared rear alley and go with the smaller original lots. This will create a higher degree of attainability for future owners but also drives a very good yield on the land value.

We believe globally that the low inventory level and the continued market demand offer a very good opportunity to introduce these parcels. We also understand that we should not consider land comparables the only metric. It is important to understand how the land offered would look if it were developed and what a brand new home downtown would be valued versus much older homes in need of repair or remodel would be valued at. We believe this is a critical part of the equation, and this gives reason to support the below Opinion Of Value.





- setbacks reflect the R2 and HDC overlay. Side Setbacks are set at 10% of the width

75'

50'

PARCEL B

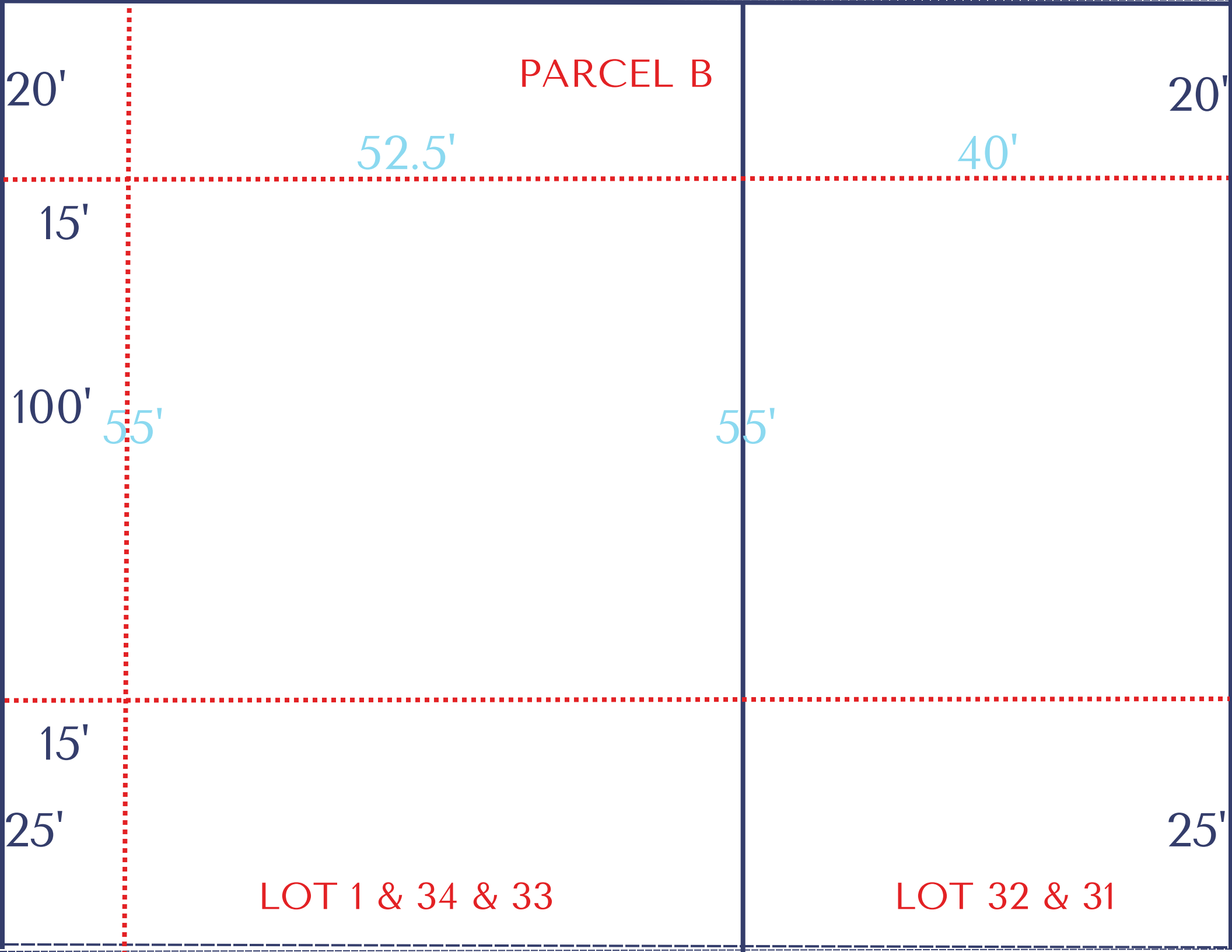
100'

LOT 1 & 34 & 33

\$350,000

LOT 32 & 31

\$295,000



100'

PARCEL 3

LOT 1

(50% OF 15,16,17,18)

\$400,000

50'

15

16

17

18

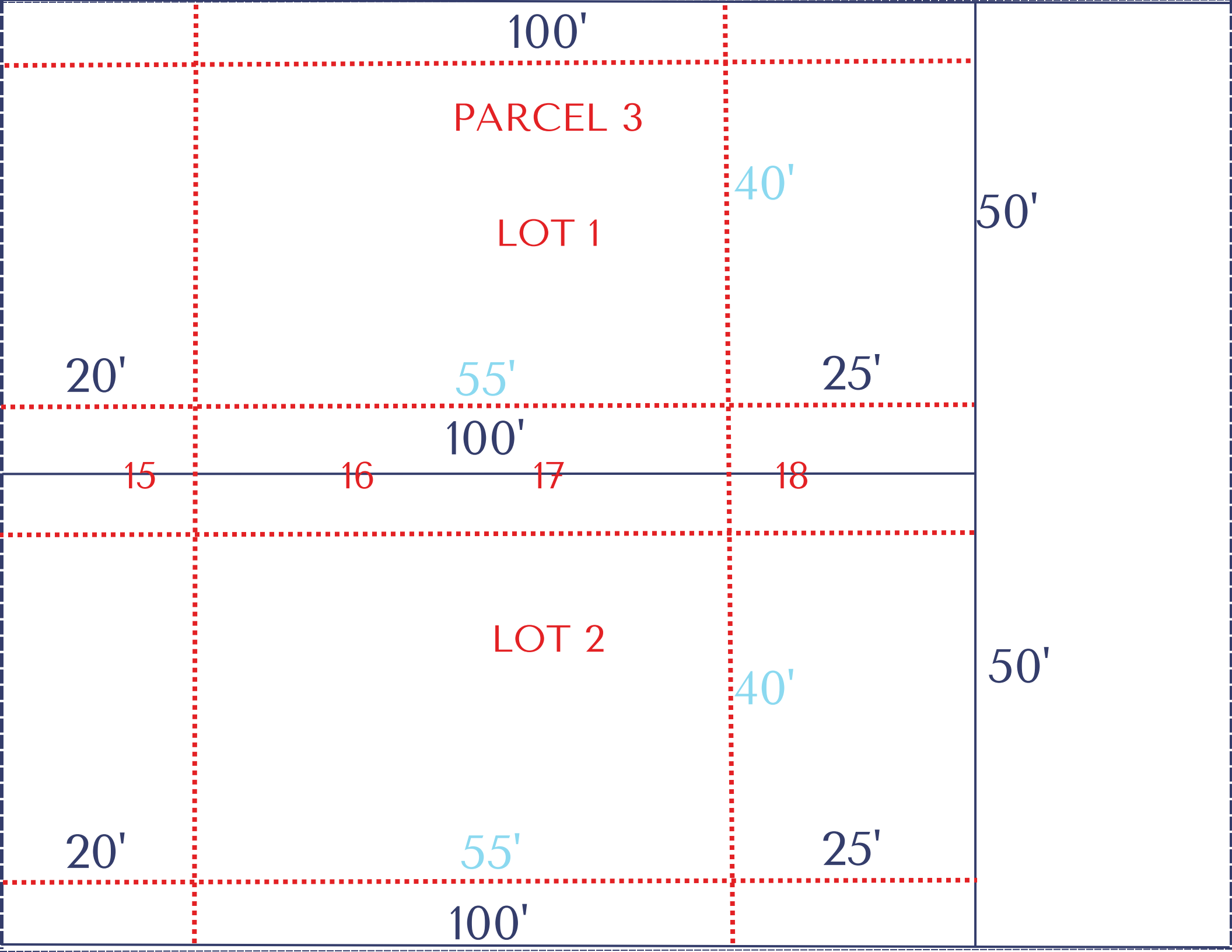
LOT 2

(50% OF 15,16,17,18)

\$350,000

50'

100'



4. COMPENSATION & APPROACH

The Amelia Island Market tends to see real estate brokerage services at a 2.5 to 3% rate. However, the rate is negotiable depending on size, complexity, what we are selling, etc. In the case of this project and when we work with government or non-profits, we are pleased to offer a commission rate of 2%.

Cabana Lane Brokerage Commission Rate - 2%

Our approach at Cabana Lane is to always go well beyond the norms of what you commonly see in both Commercial & Residential Offerings. We start with the story of the land, the home, what you can enjoy in a 5-minute walk, and what experiences one can enjoy when living or using a property. We are genuinely excited to add seven new homes to Downtown and work with the HDC to make that a reality for owners who will take on these properties.

So we begin with a very detailed content story, and it will be a whole lot more than just the lot sizes and dimensions are essential. Still, we have to go deeper to help people imagine what's possible on the homesite and what plans, architects, builders, and landscaping teams they might want to consider. This is what we have done for over 20 years, and the work at Crane Island will only help future buyers to understand all of this very clearly, which we believe will translate into a faster buying decision. We also very clearly understand that we have to meet buyers where they are, so if they are looking to buy land and build in the coming years and we can quickly move them along in the process.

A CABANA LANE LISTING:

Once the agreements have been signed, we go to work immediately. One big difference with us is that everything is done in-house. We do all of our own photography, video content, and drone work. High-quality and engaging content is the key, so we do all this in-house. For land, one thing that makes us different is that we also take care of the land, so it's in perfect condition for showings. We have our own mowers, brush mowers, and saws when needed to clean up and maintain the property.

We have a team of architects, engineers, planners, and builders that we also can bring to create the right solution for a customer. While this is just land, we are ready and able should a customer want to understand what's possible on a parcel. We also would be available for any client to go in from the Historic District Council as we understand what is required there, and it is just part of what we do.

What's important is that when you hire us, you have a multitude of talent and tools and know how to sell the property, and we respond in seconds, not hours or days.

Please see some examples of our work. Cabana Lane created all content, web design, and copy.

Example Listings:

<https://craneisland.com/slihforsale/>

Lot Listings:

<https://see.craneisland.com/lot99>

<https://see.craneisland.com/Lot-90>

<https://see.craneisland.com/3>

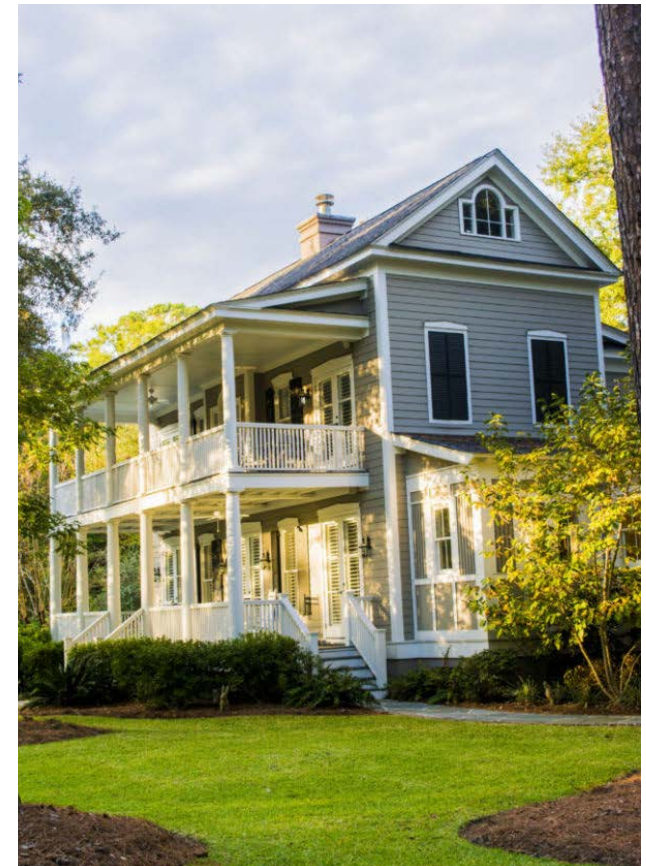


APPROACH TO SELLING THE PARCELS

One of the first things we consider is giving the parcels some personality that honors downtown and the maritime ownership of the land and adjacencies.

We are leaning toward a phrasing of **THE QUARTERS ON NORTH 3RD**

We would have some fantastic imagery to honor Old Fernandina and bring in some plans that are honoring of the tradition and meet today's buyer needs. So what if you could be part of the latest collection of homesites and "homes to be" in Downtown Fernandina Beach.



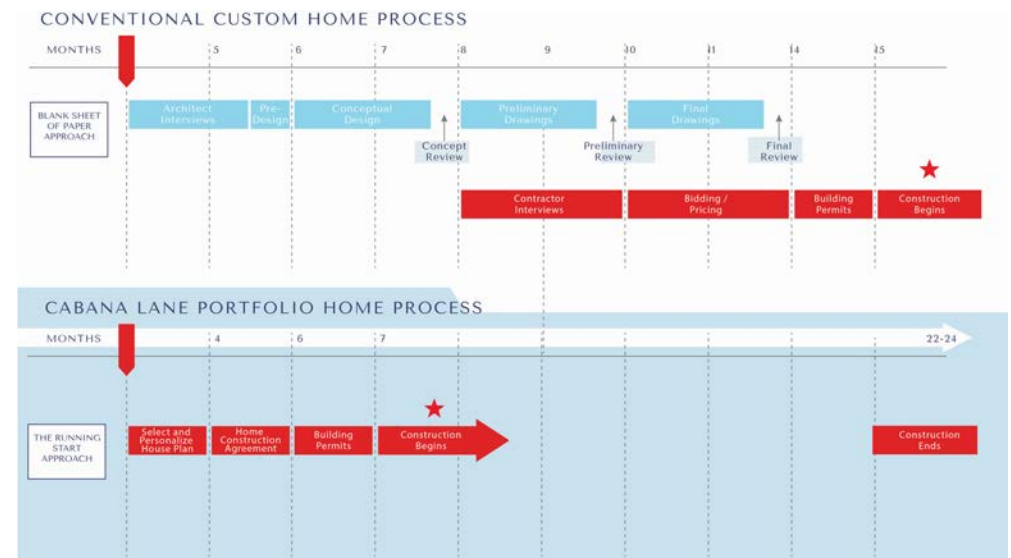
APPROACH TO SELLING THE PARCELS

Finally, we take a time-tested approach to land sales to meet people where they are in terms of time, budget, and desires. Again, some people will want to land bank and own a part of downtown. We move very efficiently through that process as it's a quick land sale. For those that need more hand holding, we will be very ready to show people the full solution.

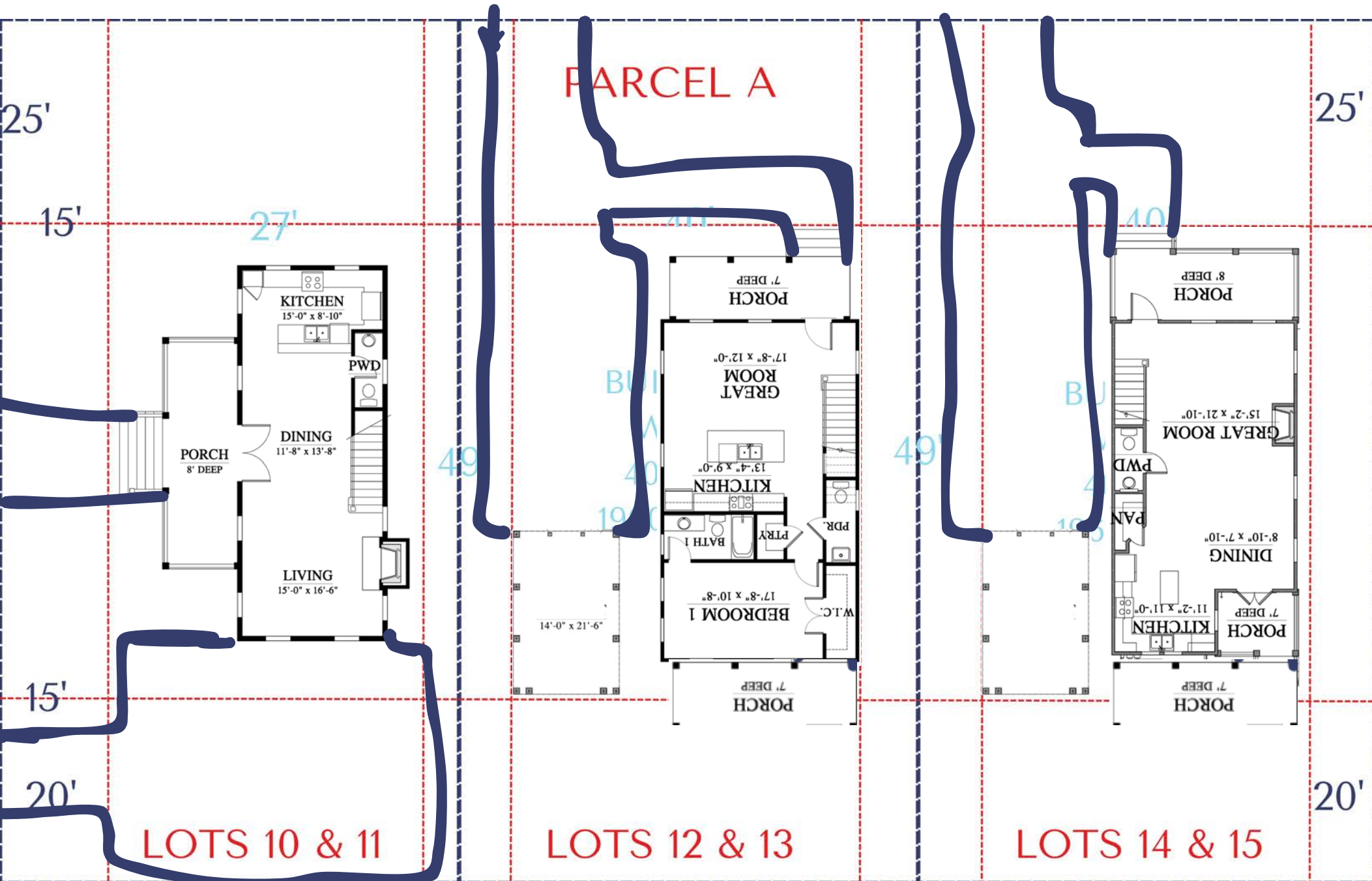
About ten years ago, we came up with the idea of a Portfolio Homes Program that enabled buyers to contemplate how they might design and build a home. The first option is the conventional way of buying a lot, hiring an architect, and taking their time with the process. This is an approach that works but is often complicated by much longer time horizons and not the most efficient use of time or money.

Our approach is to offer a pathway that takes a "running start" approach.

The first thing we do is hire architects who understand the context of the land. These parcels all represent a more narrow way of living that often has porches on the front and back of the home and architecture that is classical in nature that honors the tradition of Historic Fernandina Beach and the coastal nature of this geography supporting deeper overhangs and homes that are off grade for breezes. Having ready-to-go plans only advances the conversation of purchasing land by understanding what's possible on the land. We often go much further by helping the buyers understand the design options, the cost of the home, and, therefore, the entire cost of the home and land.



SOME EARLY THINKING ON PARCEL DEVELOPMENT



- setbacks reflect the R2 and HDC overlay. Side Setbacks are set at 10% of the width

Because the front of the lots is affected by the truck traffic, it is suggested that the rear of the lots be used to access the garage of the home.

20'

20'

52.5'

40'

15'

100'

55'

55'

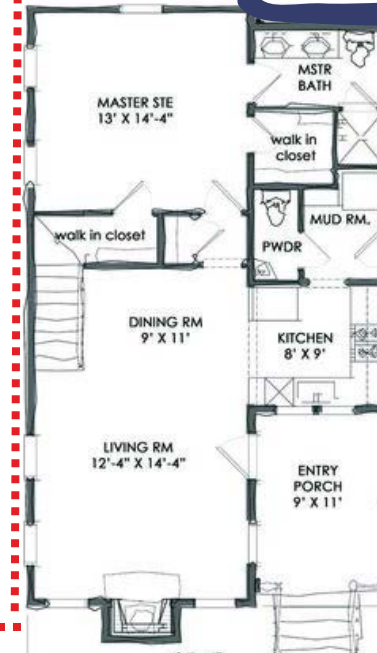
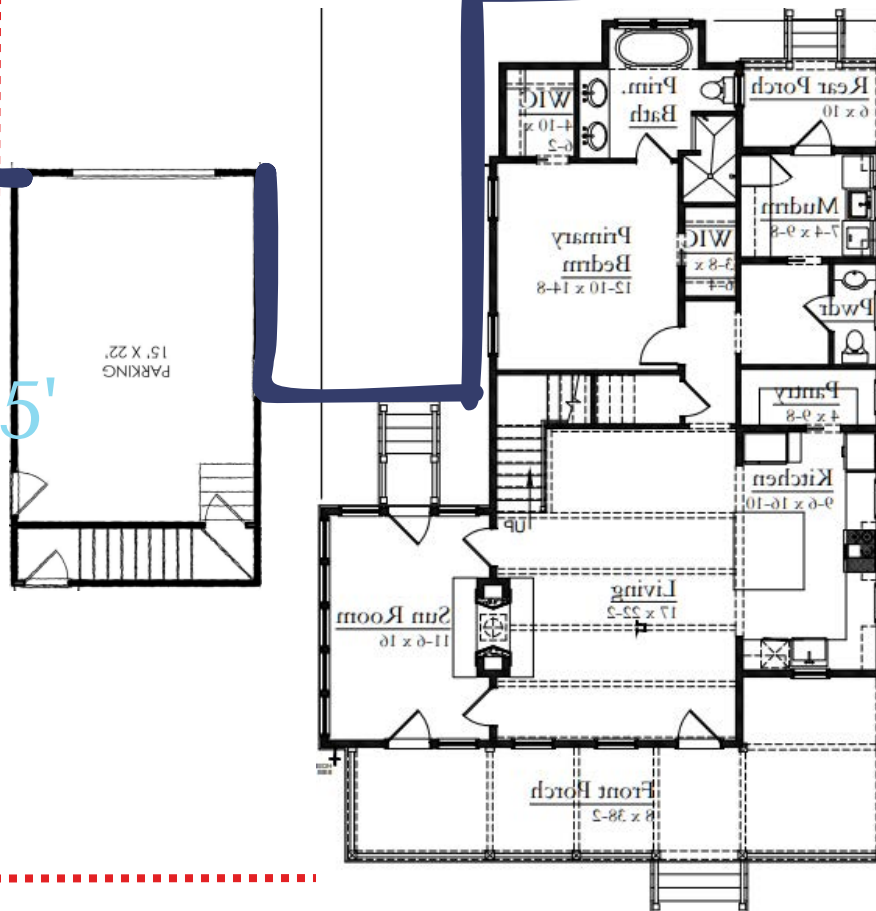
15'

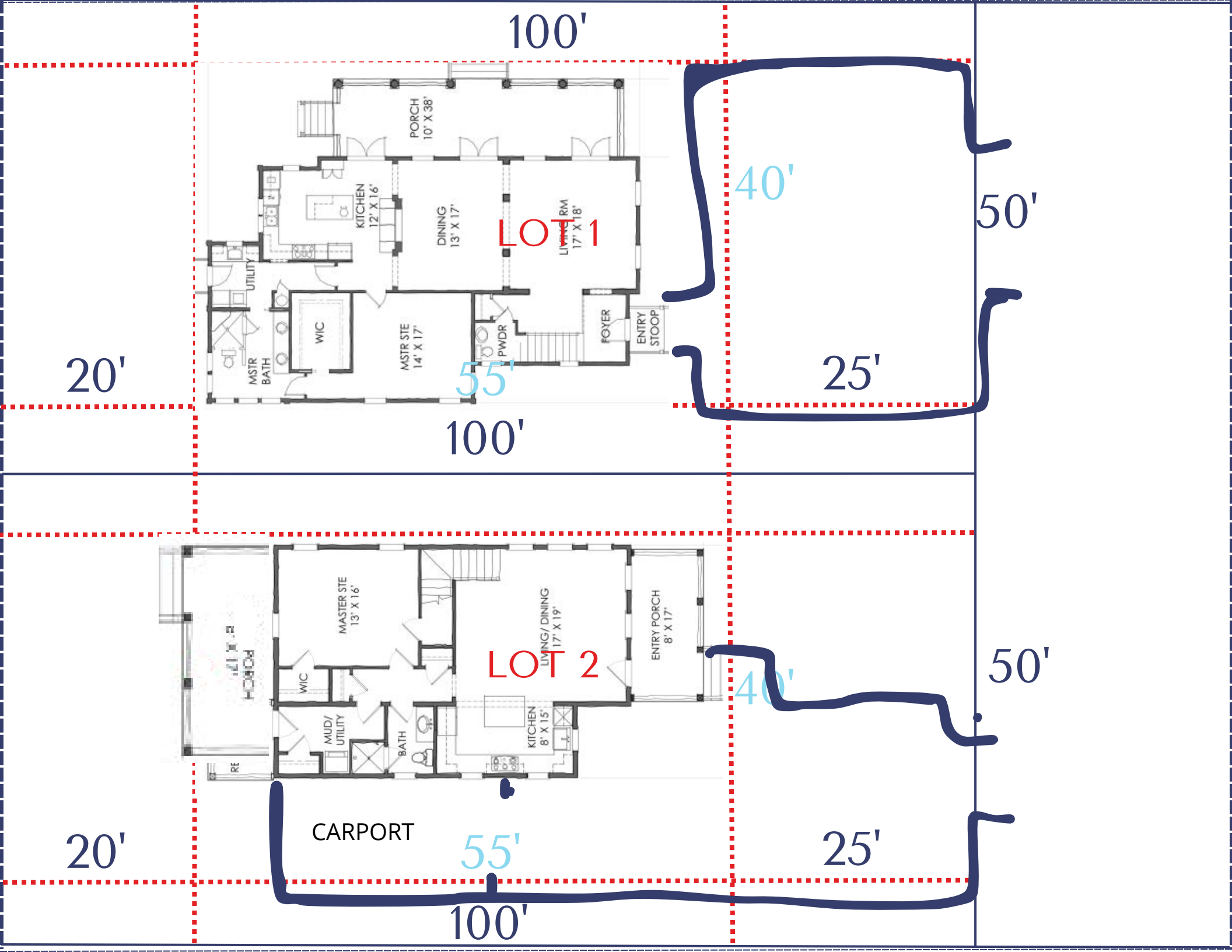
25'

25'

LOT 1 & 34 & 33

LOT 32 & 31





CONCLUSION

In closing, we want to thank the review committee for the opportunity to present our approach to this critical parcel sale. We hope you see that we take this project very seriously and have a deep passion for doing this kind of work. Who wouldn't want to live in Downtown Fernandina Beach? We will make that case every day should we be given the opportunity to represent you in selling the land.

We are local and own homes in Old Town & Downtown. We are personally and professionally committed to the idea that whatever comes next must contribute to the greater good around it. We can extract the maximum value from the property through our experience and ensuring that it is a conversation about land and location and the lifestyle and experiences one will have by owning this land. We believe the timing to offer the parcels is excellent as the market has appreciated considerably in the past few years. We also know that the demand remains high and inventory is still very low, especially Downtown.

We will leave you with this parting thought. Selling parcels is about making money, and we will endeavor to help you maximize the value of your land. This is also about making sure we are good stewards of the history of the area and the land. When needed, we will be more than ready to help buyers figure out the whole solution after the land purchase, so our commitment is both to you in selling the land and making sure of its contribution to the overall community.

We thank you again for this exciting opportunity.

Cabana Lane



eXp Commercial

Savanah Land

Britney Mroczkowski, CCIM



PROPOSAL & BROKER OPINION OF VALUE FOR:

The Ocean Highway and Port Authority of Nassau County, FL (OHPA)

Fernandina Beach, FL 32034

eXp Commercial | 10752 DEERWOOD PARK BOULEVARD | Jacksonville, FL 32256 |

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PROPOSAL | Table of Contents

332 3RD ST N, Fernandina Beach, FL 32034

PROPERTY INFORMATION	4	eXp Commercial, LLC, a Delaware limited liability company operates a commercial real estate business and is an affiliate ("Affiliate") of eXp World Holdings, Inc., a Delaware corporation (together with its subsidiaries and Affiliate, "eXp"). eXp and the reported owner(s) ("Owner(s)") of the property referenced herein ("Property") present this Confidential Offering Memorandum ("Memorandum") to assist the recipient(s) ("You" or "Your") in evaluating the Property and it is intended solely for Your limited use in determining whether you desire to acquire the Property. This Memorandum contains a brief summary of selected information pertaining to the Property and should not be considered all-inclusive or permanent. The information in this Memorandum has been obtained from sources believed to be reliable, t however, eXp has not verified it and neither Owner(s) nor eXp make any guaranty, warranty or representation, express or implied, as to the accuracy or completeness of this Memorandum or the information contained herein.
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SALE COMPARABLES	14	
FINANCIAL ANALYSIS	20	It is highly recommended that You independently verify each item of information contained in this Memorandum and have the same reviewed by your tax accountant, investment advisor, and/or legal counsel. This Memorandum and any ongoing or future communications You may have with eXp and/or Owner(s) and its and their respective officers, brokers, agents, affiliates or employees regarding this Memorandum or the Property does not in any way constitute or convey any guaranty, warranty or representation, express or implied, or legal, investment or tax advice to You. All assumptions, projections, estimates and/or opinions expressed or implied in this Memorandum are provided as examples only and all information is subject to change, error, omissions and/or withdrawal without notice. Any references in the Memorandum to boundary, area, height, acreage, building or premises size or square footage are approximations only and should be independently verified by You. Any references in the Memorandum to any lease or tenant information, including and without limitation to the premises, rental rates, rent escalations, common area expenses, percentage rents and lease maturities should be independently verified by You. You should conduct your own investigations and due diligence of the Property, including without limitation to environmental and physical condition inspections and reach your own conclusions regarding the suitability of the Property for investment.
DEMOGRAPHICS	22	
SAMPLE MARKETING	24	
ADVISOR BIOS	28	eXp and Owner(s) assume no responsibility for the accuracy or completeness of any information contained in this Memorandum. eXp and Owner(s) expressly disclaim any implied or expressed warranties of merchantability, fitness for a particular purpose or non- infringement of intellectual property relating to this Memorandum. In no event shall eXp or Owner(s), and its and their respective officers, brokers, agents, affiliates or employees, be liable for any damages resulting from the reliance on or use of any information in this Memorandum, including but not limited to direct, special, indirect, consequential or incidental damages.

By accepting receipt of this Memorandum, You agree to the following: (a) This Memorandum is of a highly confidential nature; it will be held in the strictest confidence and shall be returned to eXp upon request; (b) You will not contact any property manager, contractor, employee or tenant of the Property regarding the Property or this Memorandum, without prior approval of eXp or Owner(s); and (c) You understand and agree that Affiliate represents Owner(s) and not You and (iv) this Memorandum and the information contained herein shall not be used by You in any way that is detrimental to Owner(s), or eXp. Neither eXp nor Owner(s) shall have any obligation to pay any commission, finder's fee, or any other compensation to any Broker, Agent or other person. You may provide information to persons retained by You to evaluate the Property only after first obtaining a signed Confidentiality Agreement from such persons and providing a copy of such agreement to eXp via email at legal@exprealty.net.

The Owner(s) shall have no legal commitment or obligation to You or any person(s) or entity reviewing this Memorandum or making an offer to purchase, lease, or finance the Property unless and until written agreement(s) for the purchase or finance of the Property are considered satisfactory to Owner(s) in its sole and absolute discretion and have been fully executed, delivered, and approved by the Owner(s) and any conditions to the Owner's obligations therein have been fully satisfied or waived.

The Owner(s) expressly reserves the right, at its sole and absolute discretion, to reject any or all expressions of interest or offers to purchase or lease the Property, and/or to terminate discussion with You or any other person or entity at any time with or without notice, which may or may not arise as a result of review of the Memorandum.

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PROPOSAL | Summary of Proposed Services

Fernandina Beach, FL 32034

COMMERCIAL REAL ESTATE EXPERTS

We are excited to offer this proposal of commercial real estate services provided by our team at eXp Commercial. Our team consist of Jacksonville native Savannah Land and Britney Mroczkowski, CCIM. Britney is also the broker for the state of Florida and oversees over 105 agents throughout the state while transacting throughout the state of Florida. She has been a commercial real estate broker for over 14 years and is also a developer and licensed general contractor.

The land parcels are located just minutes from historic Fernandina Beach. This charming town offers a variety of shops, restaurants, and cultural attractions. The parcels are also just a short drive from the beaches of Amelia Island.

These land parcels are the perfect investment for anyone looking to build their dream home or retail/office development in a quiet, yet convenient location. With their close proximity to historic Fernandina Beach and the beaches of Amelia Island, these parcels are sure to appreciate in value over time. Introducing a rare opportunity to own land in a quiet, tucked-away corner of Fernandina Beach, just steps from restaurants, shops, and the water.

This proposal is for commercial real estate services for the following properties:

Parcel A: 00-00-31-1800-0017-0100

Parcel B: 00-00-31-1800-0018-0010

Parcel C: 00-00-31-1800-0005-0010 (Portion of larger parcel, will need to be separated prior to any sale)

A Broker Opinion of Value is included in this proposal. We would recommend a 12-month listing agreement and require a six percent (6%) listing commission upon sale. We would use our networking within and outside of eXp Commercial and would market the property on many commercial sites, including: Loopnet, Costar, Crexi, Buildout & more. We also have our own personal list of investors and brokers in the local industry that we market to directly as well as social media and networking events. We encourage you to reach out with any questions or comments you have after reviewing. You can learn more about our team at www.builditbrit.com. We appreciate your time and consideration.

Thank you,

Savannah Land & Britney Mroczkowski
eXp Commercial

Savannah Land

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savannah.land@expcommercial.com

Britney Mroczkowski, CCIM

813.323.2706

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1

PROPERTY INFORMATION

eXp Commercial | 10752 DEERWOOD PARK BOULEVARD | Jacksonville, FL 32256 |

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PROPOSAL | Executive Summary - Parcel A

332 3RD ST N, Fernandina Beach, FL 32034



OFFERING SUMMARY

Lot Size:	0.32 Acres
Zoning:	R-2

PROPERTY OVERVIEW

The property contains approximately .32 acres and has 6 underlying lots of record. The parcel is currently zoned R-2, medium density residential.

LOCATION OVERVIEW

Located at the southeast intersection of Dade Street and N 3rd Street.

PROPERTY HIGHLIGHTS

- Quiet, tucked-away location
- Close to restaurants, shops, and the water
- Zoned for residential use
- Well-sized lots
- Views of the water and the Intercoastal Waterway

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PROPOSAL | Executive Summary - Parcel B

305 Dade Street, Fernandina Beach, FL 32034



OFFERING SUMMARY

Lot Size:	0.29 Acres
Zoning:	R-2

PROPERTY OVERVIEW

Parcel B lies at the northeast intersection of Dade Street and N 3rd Street. The property contains approximately .29 acres and has 5 underlying lots of record. The parcel is currently zoned R-2, medium density residential.

PROPERTY HIGHLIGHTS

- Quiet, tucked away location
- Close to restaurants, shops and the water
- Zoned for residential use
- Well-sized lot for development
- Views of marina and Intercoaster

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PROPOSAL | Executive Summary - Parcel C

314 North 2nd Street, Fernandina Beach, FL 32034



OFFERING SUMMARY

Lot Size:	0.23 Acres
Zoning:	MU-1

PROPERTY OVERVIEW

Parcel C is located in MU-1 zoning. Per Nassau county, MU-1 is intended for the development of a combination of residential, office and limited neighborhood commercial use. The mixed use district encourages well- planned development and redevelopment of areas that feature compatible, interrelated uses including single-family and multi-family residential units, medical, business, and professional offices: personal service establishments with limited inventory of goods and limited neighborhood commercial uses.

LOCATION OVERVIEW

Parcel C lies at the westerly intersection of Escambia Street and N 3rd Street. The property contains approximately .23 acres and has 4 underlying lots of record. It can be located at 315 N 2ND ST, Fernandina Beach which is inside a 12.4 acre property owned by the Ocean highway and Port Authority of Nassau county. When researching this property you will find that there are buildings recorded on the tax deeds, however the subject lots are undeveloped and would need to be separated to its own parcel prior to sale.

PROPERTY HIGHLIGHTS

- Combination development, mixed use

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2

LOCATION INFORMATION

Worldwide Terminals Fernandina - Nassau...

N 2nd St

Wicked Bao

N 3rd St

Escambia St

US Customs and Border Protection - Fernandina...

Dade St

N 4th St

N 5th St

N 6th St

Collision Safety

Dade St

Escambia St

N 8th St

PROPOSAL | Regional Map - Parcels A, B & C

332 3RD ST N, Fernandina Beach, FL 32034



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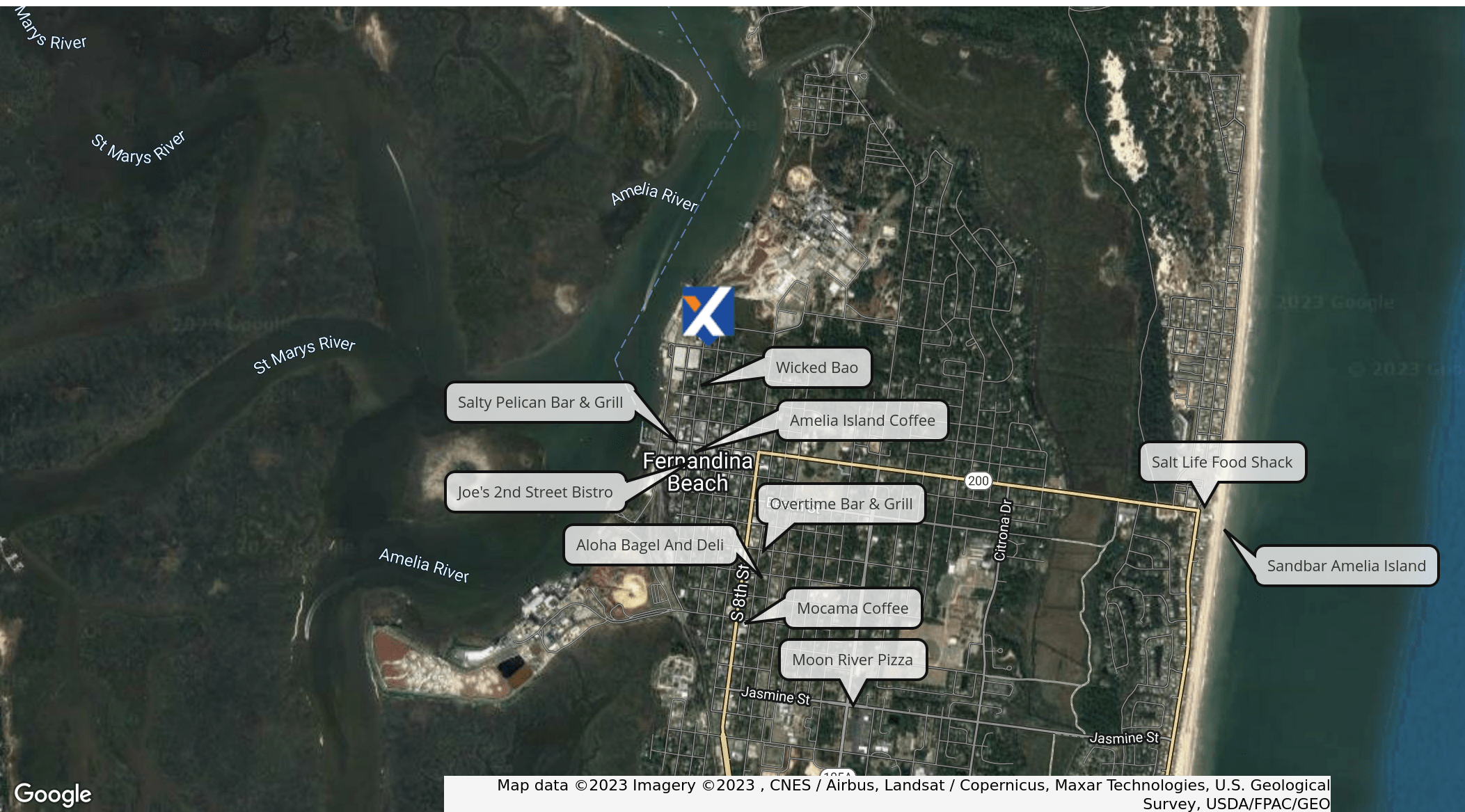
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PROPOSAL | Local Retailer Map - Parcels A, B & C

332 3RD ST N, Fernandina Beach, FL 32034



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PROPOSAL | Location Map - Parcel A

332 3RD ST N, Fernandina Beach, FL 32034



Map data ©2023 Imagery ©2023 Maxar Technologies, U.S. Geological Survey, USDA/FPAC/GEO

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PROPOSAL | Location Map - Parcel B

305 Dade Street, Fernandina Beach, FL 32034



Map data ©2023 Imagery ©2023 Maxar Technologies, U.S. Geological Survey, USDA/FPAC/GEO

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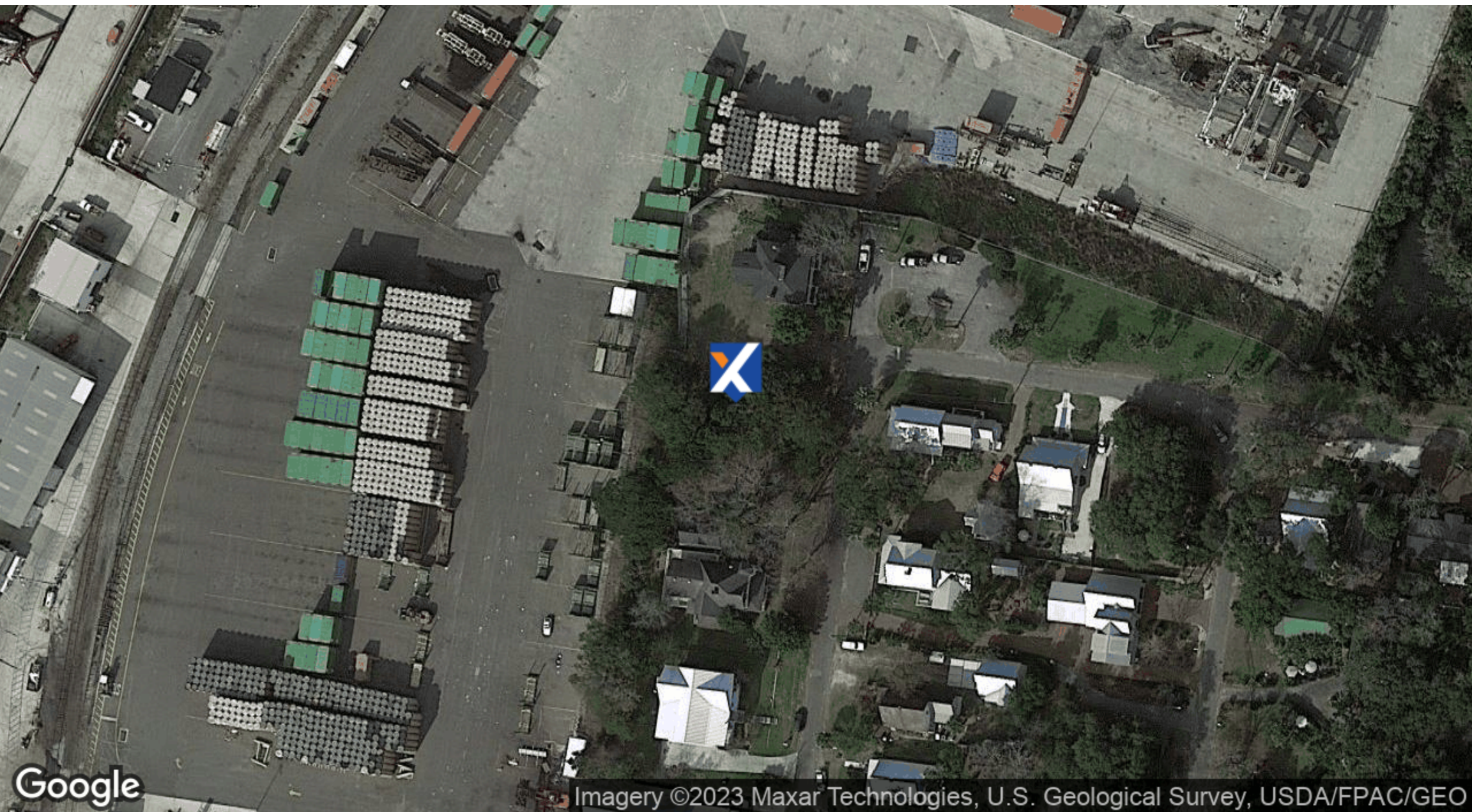
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PROPOSAL | Location Map - Parcel C

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3

SALE COMPARABLES

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PROPOSAL | Sale Comps - Parcels A & B (R-2 Zoning)

Fernandina Beach, FL 32034



309 N 10TH STREET

Fernandina Beach, FL 32034

Sold 10/18/2022

Price: \$240,000 Lot Size 0.12 Acres
Price/Acre: \$2,086,956.52



115 N 11TH ST, FERNANDINA BEACH

Fernandina Beach, FL 32034

Sold 9/14/2022

Price: \$200,000 Lot Size 0.12 Acres
Price/Acre: \$1,739,130.43



205 N 14TH STREET

Fernandina Beach, FL 32034

Sold 4/14/2022

Price: \$370,000 Lot Size 0.40 Acres
Price/Acre: \$936,708.86



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PROPOSAL | Sale Comps - Parcels A & B (R-2 Zoning)

Fernandina Beach, FL 32034

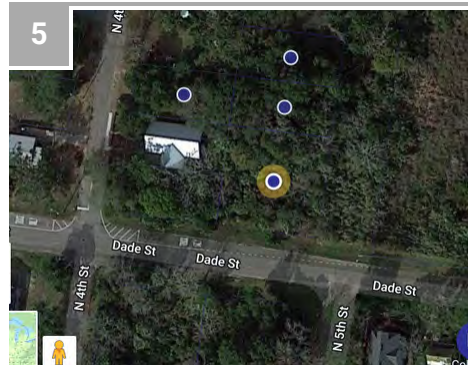


218 N 6TH STREET

Fernandina Beach, FL 32034

Sold 7/6/2022

Price: \$321,000 Lot Size 0.23 Acres
Price/Acre: \$1,395,652.17

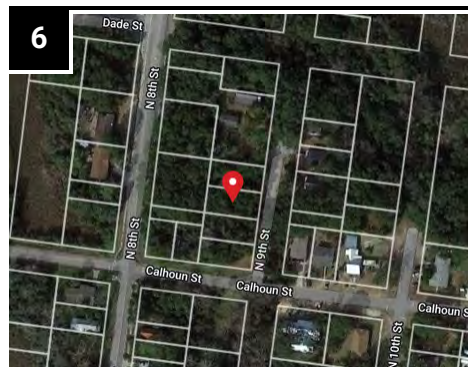


DADE STREET

Fernandina Beach, FL 32034

Sold 7/26/2022

Price: \$275,000 Lot Size 0.23 Acres
Price/Acre: \$1,195,652.17

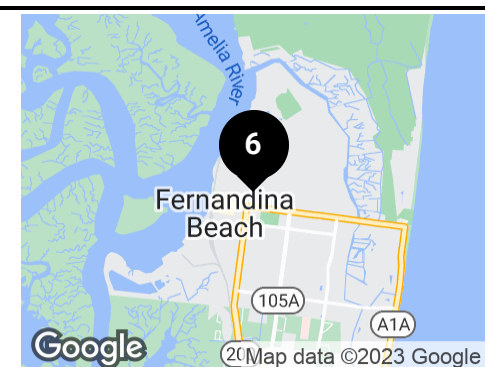


N 9TH STREET

Fernandina Beach, FL 32034

On Market

Price: \$220,000 Lot Size 0.12 Acres
Price/Acre: \$1,913,043.48



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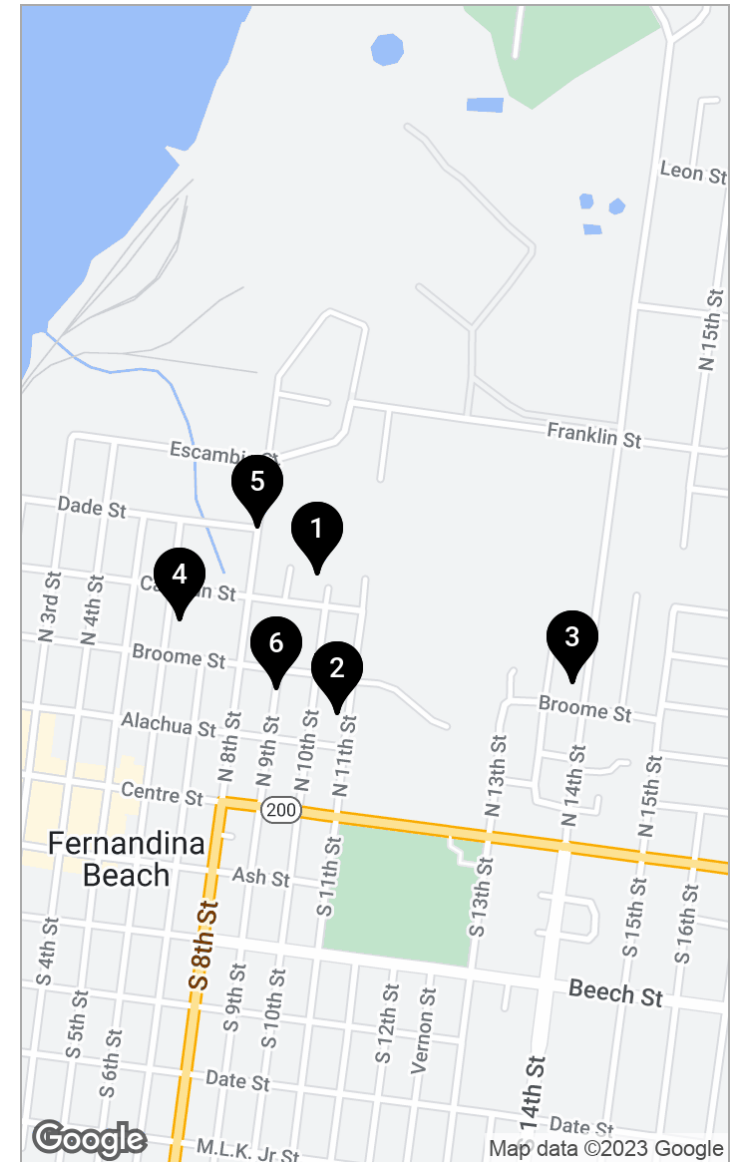
exp
COMMERCIAL

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PROPOSAL | Sale Comps Map & Summary - Parcels A & B (R-2 Zoning)

Fernandina Beach, FL 32034

	NAME/ADDRESS	PRICE	LOT SIZE	PRICE/ACRE	DEAL STATUS
1	309 N 10th Street Fernandina Beach, FL	\$240,000	0.12 Acres	\$2,086,956.52	Sold 10/18/2022
2	115 N 11th st, Fernandina Beach Fernandina Beach, FL	\$200,000	0.12 Acres	\$1,739,130.43	Sold 9/14/2022
3	205 N 14th Street Fernandina Beach, FL	\$370,000	0.40 Acres	\$936,708.86	Sold 4/14/2022
4	218 N 6th Street Fernandina Beach, FL	\$321,000	0.23 Acres	\$1,395,652.17	Sold 7/6/2022
5	Dade Street Fernandina Beach, FL	\$275,000	0.23 Acres	\$1,195,652.17	Sold 7/26/2022
6	N 9th Street Fernandina Beach, FL	\$220,000	0.12 Acres	\$1,913,043.48	On Market
AVERAGES		\$271,000	0.20 ACRES	\$1,544,523.94	



Savanah Land

904.660.1469

savanah.land@expcommercial.com

Britney Mroczkowski, CCIM

813.323.2706

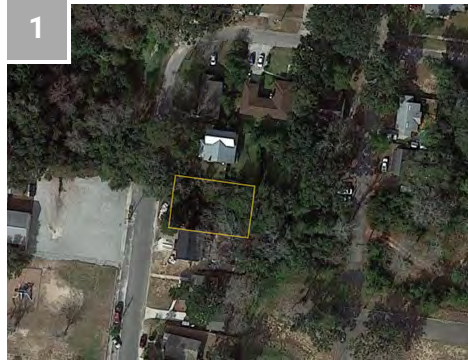
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PROPOSAL | Sale Comps - Parcel C (MU-1 Zoning)

314 North 2nd Street, Fernandina Beach, FL 32034



130 N 13TH STREET

Fernandina Beach, FL 32034

Sold 5/22/2023

Price: \$215,000 Lot Size 0.15 Acres
Price/Acre: \$1,433,333.33



1017 S 8TH STREET

Fernandina Beach, FL 32034

Sold 2/22/2022

Price: \$179,200 Lot Size 0.06 Acres
Price/Acre: \$2,986,666.67



S 3RD STREET

Fernandina Beach, FL 32034

On Market

Price: \$1,300,000 Lot Size 0.90 Acres
Price/Acre: \$1,444,444.44



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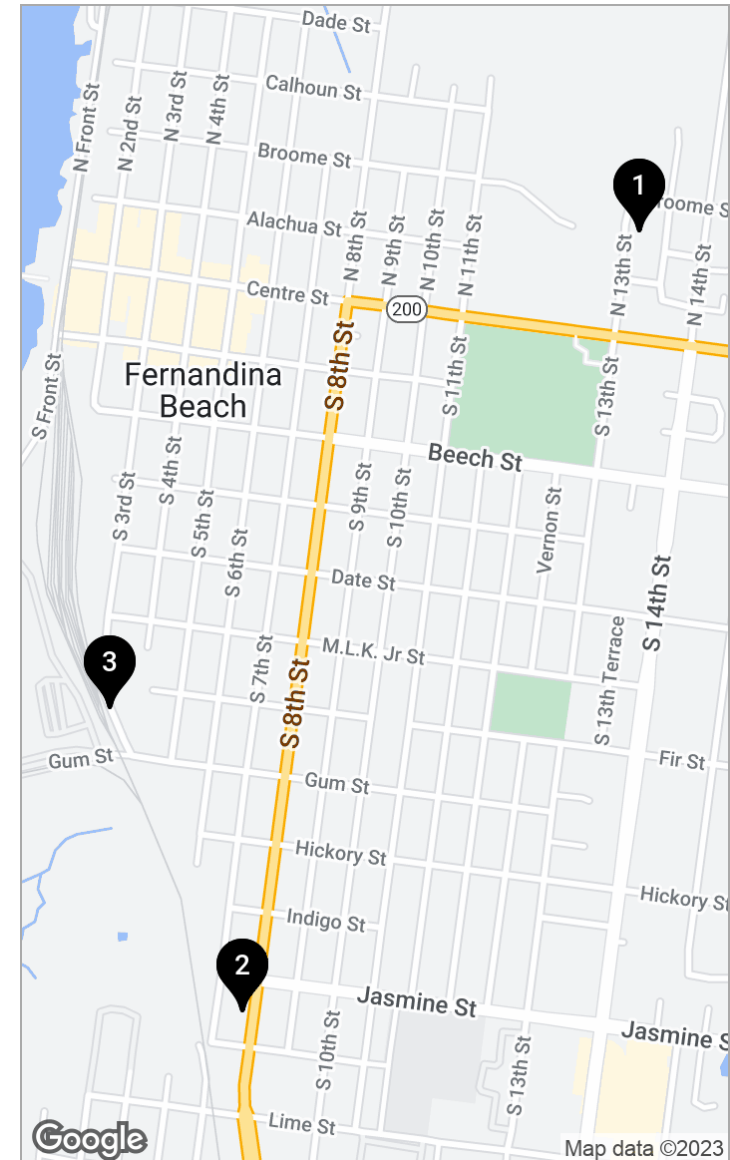
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PROPOSAL | Sale Comps Map & Summary - Parcel C (MU-1 Zoning)

314 North 2nd Street, Fernandina Beach, FL 32034

	NAME/ADDRESS	PRICE	LOT SIZE	PRICE/ACRE	DEAL STATUS
1	130 N 13th Street Fernandina Beach, FL	\$215,000	0.15 Acres	\$1,433,333.33	Sold 5/22/2023
2	1017 S 8th Street Fernandina Beach, FL	\$179,200	0.06 Acres	\$2,986,666.67	Sold 2/22/2022
3	S 3rd Street Fernandina Beach, FL	\$1,300,000	0.90 Acres	\$1,444,444.44	On Market
AVERAGES		\$564,733	0.37 ACRES	\$1,954,814.81	



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FINANCIAL ANALYSIS

eXp Commercial | 10752 DEERWOOD PARK BOULEVARD | Jacksonville, FL 32256 |

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PROPOSAL | Broker Opinion of Value

Fernandina Beach, FL 32034

PARCEL A - 332 3RD ST N, FERNANDINA BEACH, FL 32034 (00-00-31-1800-0017-0100) - 0.32 ACRES ZONED R-2

Low Range Value:	\$384,000 (\$1.2 million/acre)
Middle Range Value:	\$416,000 (\$1.3 million/acre)
High Range Value:	\$448,000 (\$1.4 million/acre)
Recommended Listing Price:	\$420,000 (\$1.31 million/acre)

PARCEL B - 305 DADE ST, FERNANDINA BEACH, FLORIDA 32034 (00-00-31-1800-0018-0010) - 0.29 ACRES ZONED R-2

Low Range Value:	\$348,000 (\$1.2 million/acre)
Middle Range Value:	\$377,000 (\$1.3 million/acre)
High Range Value:	\$406,000 (\$1.4 million/acre)
Recommended Listing Price:	\$380,000 (\$1.31 million/acre)

PARCEL C - PORTION OF PARCEL 00-00-31-1800-0005-0010 - 0.23 ACRES ZONED MU-1

Low Range Value:	\$299,000 (\$1.3 million/acre)
Middle Range Value:	\$322,000 (\$1.4 million/acre)
High Range Value:	\$345,000 (\$1.5 million/acre)
Recommended Listing Price:	\$350,000 (\$1.52 million/acre)

Savannah Land

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DEMOGRAPHICS

eXp Commercial | 10752 DEERWOOD PARK BOULEVARD | Jacksonville, FL 32256 |

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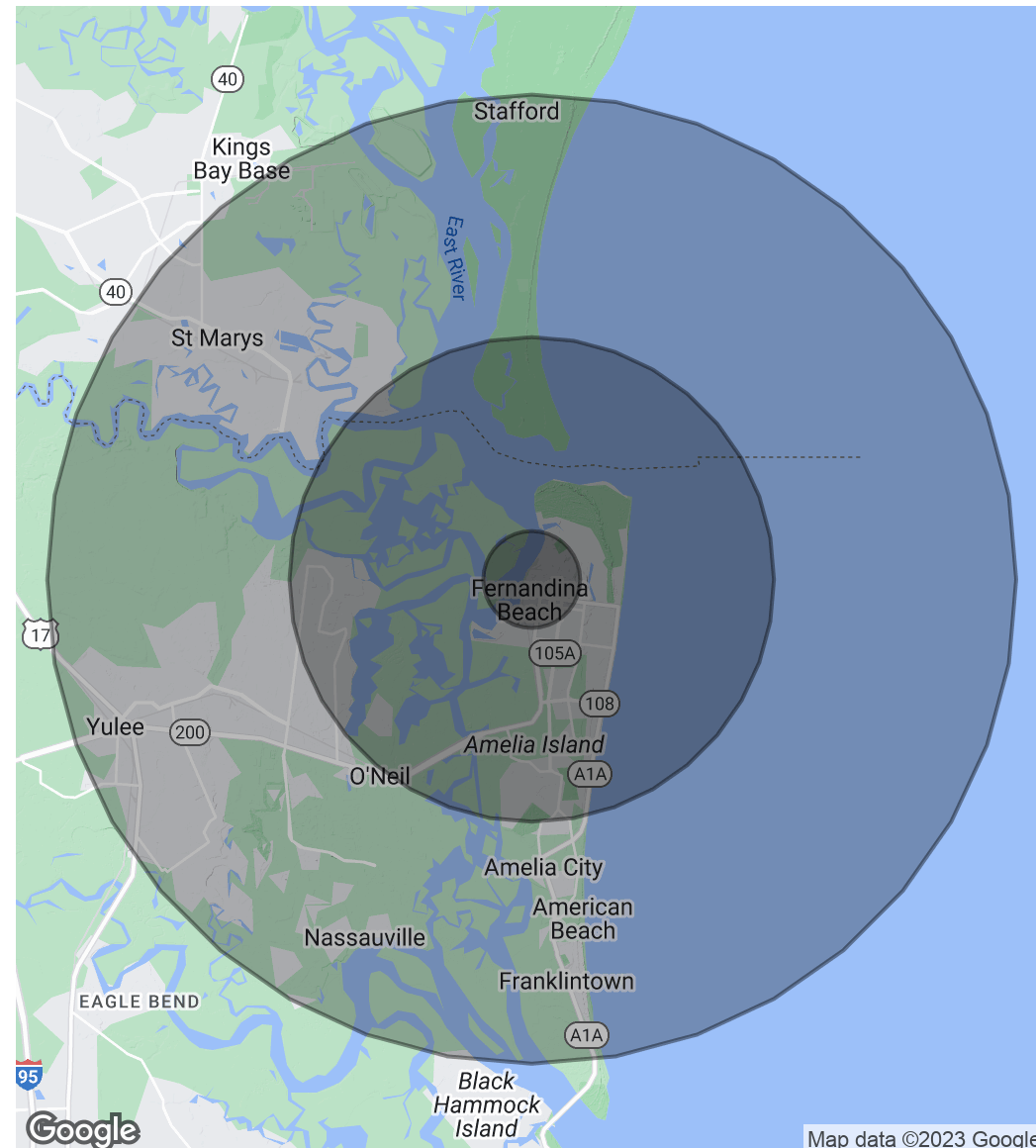
PROPOSAL | Demographics Map & Report

332 3RD ST N, Fernandina Beach, FL 32034

POPULATION	1 MILE	5 MILES	10 MILES
Total Population	2,745	25,407	64,973
Average Age	51.2	49.7	45.2
Average Age (Male)	44.1	49.3	44.5
Average Age (Female)	55.7	51.1	46.8

HOUSEHOLDS & INCOME	1 MILE	5 MILES	10 MILES
Total Households	1,388	13,227	31,480
# of Persons per HH	2.0	1.9	2.1
Average HH Income	\$63,710	\$82,428	\$81,469
Average House Value	\$282,983	\$346,693	\$299,871

** Demographic data derived from 2020 ACS - US Census*



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SAMPLE MARKETING

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PROPOSAL | Sample - Property Website

Fernandina Beach, FL 32034



Waterfront Mixed-Use Site - Westshore Marina District

4921 Bridge Street | Tampa, FL 33611

\$5,500,000

Sale Price

Overview

Lots

Documents

Photos

Map

Demographics



Access Privileged Documents

Brokers



Britney Mroczkowski, CCIM

Commercial Designated Managing Broker - Flo...

FL #BK3241479

813.323.2706

britney.mroczkowski@expcommercial.com

Share to Social



Request More Info

NAME

John Smith

EMAIL ADDRESS *

john@cre.com

We'll never share your email with anyone else.

PHONE

Phone number

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PROPOSAL | Sample - Marketing Packages

Fernandina Beach, FL 32034

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FOR SALE

**1.6± Acre Waterfront
Restaurant/Mixed-Use Site
at Westshore Marina District**

4021 Bridge Street, Tampa, FL 33611

exp Commercial | 10750 BOCAWON PARK BOULEVARD | JACKSONVILLE, FL 32256 |
Britney Mroczkowski, CCIM
813.323.2706
britney.mroczkowski@expcommercial.com

FOR SALE | Waterfront Mixed-Use Site - Westshore Marina District
4021 Bridge Street, Tampa, FL 33611

OFFERING SUMMARY

Asking Price:	\$5,500,000
Lot Size:	1.6 Acres
Market:	Tampa Bay
Submarket:	South Tampa
Zoning:	PD-A

PROPERTY OVERVIEW

Located at the grand entrance of the 52-acre master planned community, Westshore Marina District. With over 1,250 new residential units, 150-slip deep water marina and a retail town center, Westshore Marina District is one of the most prolific mixed-use developments in Tampa Bay.

This is a rare opportunity to own a 1.6-acre commercial site with great visibility and boat-up access. The parcel has potential for mixed-use development with approval by the master developer. A 10-slip transient dock is located on the property to provide boat-up access to visitors.

PROPERTY HIGHLIGHTS

- Located at the grand entrance of Westshore Marina District with high visibility on W. Gandy Boulevard
- Traffic count of 28,000 average cars per day on W. Gandy Boulevard
- 10-slip transient dock for visitors (3 controlled by parcel)
- Over 2,400 new luxury residences currently in development within walking distance
- Approved PD and well-zoned for alcohol sales

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MARKETING PACKAGES

Our in-house marketing department creates a full-color Offering Memorandum. The Offering Memorandum contains all the comprehensive offering details and underwriting information necessary for interested investors to submit a qualified bid on the offering. The Offering Memorandum is distributed in hard-copy and digital format to a multitude of qualified investors.

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PROPOSAL | Sample - Signage

Fernandina Beach, FL 32034



PROPERTY SIGNAGE

Our standard sign is designed to generate the maximum volume of inquiries regarding your property. We place sign(s) which include eXp Commercial's telephone number, website and broker contact information. Our standard sign is a 6' x 4' horizontal sign positioned to achieve maximum public exposure for Parcel A. However, all signs are subject to local municipal restrictions.

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ADVISOR BIOS

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PROPOSAL | In The News

332 3RD ST N, Fernandina Beach, FL 32034



connectcre 2022 next GENERATION AWARDS WINNER

CONNECT CRE

At just 33 years old, eXp Commercial's Britney Mroczkowski has closed more than \$200 million in commercial real estate transactions, led the establishment of one of Tampa Bay's largest retail developments to date, earned her general contractors' license, and launched her own construction business. These accomplishments, among many others, have earned Britney recognition among Connect Commercial Real Estate's 2022 Next Generation Award honorees. The Connect Commercial Real Estate Next Generation Awards seek to honor the industry's rising stars who excel in business and demonstrate a commitment to their communities. "Britney joined eXp Commercial as the youngest commercial DMB (designated managing broker) in the company and immediately set the precedence for all other state leaders," said eXp Commercial Director of Growth Stephanie Gilezan. "She has a fresh, fearless approach to business not often found in the commercial space. She saw the opportunity to tap into young talent and has the passion, knowledge and commitment to train them for success. Britney is paving the way for the next generation of successful commercial real estate advisors, and we congratulate her for this well-deserved honor." At just 28 years old, Britney served as the 2017 president of the Florida Certified Commercial Investment Member (CCIM) Chapter's West Coast District, making her one of the youngest to ever serve in that capacity for the organization. One year later, Britney was asked to lead the development of Tampa Bay's 52-acre Westshore Marina District, where she also secured every single tenant for 60,000 square feet of luxurious retail and dining space. Today, Britney leads eXp Commercial in Florida as the DMB, where she is responsible for the company's growth and operations in the state. In 2021, she was named to the Business Observer's "Top 40 Under 40" and in 2020, she was named to the Tampa Bay Business Journal's "Top 40 Under 40." Since joining eXp Commercial, Britney has mentored more than 10 new professionals who are currently working commercial deals throughout the entire state of Florida. She has implemented monthly state meetings for brokers across Florida to network, collaborate and learn from each other, and she regularly brings in guest speakers to teach and inspire eXp agents. Most importantly, Britney has built a foundation of trust for eXp agents across the country who are looking to do business in Florida. Since taking over as the commercial DMB in November 2021, Britney has expanded eXp Commercial's Florida presence by 125%.

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PROPOSAL | Testimonials

Fernandina Beach, FL 32034



VACANT LAND SALE

We had a fabulous experience with Brit and Savanah. Very Knowledgeable and professional, they made the process almost painless. We highly recommend them and promise you will be a happy client too!

- Beth Berger



RETAIL TENANT REPRESENTATION

Working with Savanah and Brit was amazing. As a new small business it was extremely helpful to have someone so passionate about her projects and clients. Throughout the entire process from viewing, signing and turning over our unit she was extremely helpful and present. We highly recommend working with Brit.

- Rikki & Remy Radkay, Owners of Sand Surf Co. in Tampa, Florida



NEW CONSTRUCTION PROJECT

I worked with Brit many years on multiple construction & development projects. She is passionate about every deal she does. When faced with challenges, she works through them with persistence and diligence. She is never afraid to learn something new and always striving to add value to her expertise.

- Scott Andersen, VP of BTI Partners

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PROPOSAL | Advisor Bio 1

Fernandina Beach, FL 32034



SAVANAH LAND

savanah.land@expcommercial.com

Direct: **904.660.1469**

FL #SL3540788

PROFESSIONAL BACKGROUND

Savanah Land is an advisor for eXp Commercial. She is located in Jacksonville, Florida where she was born and raised. She works on leasing and sales throughout northeast Florida representing buyers, sellers, tenant and landlord on all property types. Prior to joining eXp, Savannah worked as an executive assistant for a family owned construction company and explored residential real estate for two and half years.

Savanah is actively involved in her community and spends her free time either at yoga classes around the city or spending time on the water. She is excited to be a part of the growing community that Jacksonville has to offer and is enthusiastic about developing North East Florida.

eXp Commercial

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Jacksonville, FL 32256
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PROPOSAL | Advisor Bio 2

Fernandina Beach, FL 32034



BRITNEY MROCZKOWSKI, CCIM

Commercial Designated Managing Broker - Florida

britney.mroczkowski@expcommercial.com

Direct: 813.323.2706

FL #BK3241479

PROFESSIONAL BACKGROUND

As the Designated Managing Broker for eXp Commercial, Britney oversees all commercial agents throughout Florida. Britney joined eXp in 2021 with over 12 years of commercial real estate experience. She practices throughout the state of Florida focusing on retail leasing, land sales and retail development.

Prior to joining eXp Commercial, Britney was the Vice President of Retail Development of BTI Partners where she oversaw all retail development for the company in the Westshore Marina District in Tampa, Florida. She also spent 8 years at Colliers International as a broker specializing in their retail and land division. As a landlord representative, she has represented hundred of retail projects operating across Florida. During her career she has completed over \$200 million in commercial real estate transactions.

Britney is a Licensed Florida Real Estate Broker and Florida General Contractor. She has also earned the Certified Commercial Investment Member (CCIM) designation. She is active within the real estate community and served as the 2017 Florida CCIM West Coast Chapter President. In 2020 she was honored as a TBBJ 40 Under 40 Honoree and in 2021 was honored as a Business Observer 40 Under 40 Honoree.

EDUCATION

Florida State University

Bachelor of Science in Real Estate & Marketing

Minor in Communications

MEMBERSHIPS

eXp Commercial

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Amelia Coastal Realty
Phillip Griffin

TO: Mr. David Kaufman OHPA

Via: Ohpanc@gmail.com

FR: Philip Griffin – Broker

Date: June 29, 2023



Re: Consulting & Marketing Proposal – RFP (OHPA dated 5-22-23)

Dear Mr. Kaufman,

Please consider Amelia Coastal Realty as the candidate to market the 3 parcels identified in the RFP date May 22, 2023. Our firm is ideally suited to meet your goal of maximizing the value of these properties. Attached is my resume, which should demonstrate the skillset and experience you should be seeking in order to have a smooth transaction. I would personally commit to being the team leader and guide the process through any governmental or permitting issues that might arise.

Service

If assigned the task we would plan to:

- Meet with Management or the Board of Directors in order to understand the client's goals and objectives, including any community sensitivity issues that might arise.
- Prepare a Broker Price Opinion giving a range of values and timeline.
- Actively market the property both to the local and the regional developer and investor market until the right buyer is engaged.
- Work with buyer and OHPA to put together a purchase and sale agreement that is acceptable to both parties.
- Assist buyer with the due diligence. including guidance through any zoning approval or conditional use that might be required.
- Bring the transaction through the closing process at a Title Company as needed.

Qualifications

Amelia Coastal Realty (ACR) has been in business here in Fernandina Beach since 2004. ACR is the only locally based firm that specializes in commercial and investment real estate primarily in Nassau County, Florida. Unlike most firms that engage in general real estate with passive marketing, we are client focused and do whatever is needed to bring about a successful transaction. ACR handles approximately 125 + commercial transactions per year, including leasing, sales, business brokerage, sale/leasebacks and development.

ACR actively and aggressively markets clients' properties to ensure that we attain the highest possible price within a reasonable time. We work with other brokers and agents, residential and commercial, local, regional and national. We use powerful online marketing tools, including the local and Florida statewide MLS, LoopNet premium membership, Crexi, Amelia Coastal Realty's website and other online tools. ACR has a local database of almost 5,000 local and regional customers who receive regular email updates on our listed offerings. We network with local buyers, developers and contractors to maximize exposure and to target the right buyer for

specific properties. This leads to a shortened marketing duration and increased net value to the seller.

Recent similar transactions of raw land include:

- Industrial Land – 86243 Gene Lasserre Blvd, Yulee
(12 acres – closed 5-25-2023 – \$2,050,000 – ACR represented the seller)
- Vacant Land – US 17, Yulee
(8.1 acres – closed 12/30/2022 - \$900,000 – ACR represented the buyer)
- 205 N 14th Street, Fernandina Beach
(2 lots sold as a package closed 3/21/22 - \$370,000 – ACR represented both sides)

I, Philip Griffin have been a licensed real estate Agent since 2002 and a licensed Broker since I opened the Amelia Coastal Realty in 2004. I oversee all transactions in the office and personally handle 30-40 transactions per year. My experience includes short sales, sale leasebacks, build to suits, development, leasing, and offer consulting when selling or leasing is not an option. I have represented numerous government agencies, not for profits and other organizations which have non-financial considerations such as community sensitivity.

As part of handling complex real estate transactions, I have taken on the role as “Authorized Owner Representative”, navigating properties through the process to attain zoning or conditional use approval at both the City of FB and Nassau County. I have been a member of the Nassau County Planning and Zoning Board since October 2022 and I am intimately familiar with both the Nassau County and the Fernandina Beach Land Development Codes. If a buyer requires assistance, I will be able to guide them through the process or take it through myself at an additional fee charged to the buyer.

Compensation

Amelia Coastal Realty proposes to market the property for a minimum of 180 days with fee as follow:

- Broker Price Opinion and HABU analysis provided at no cost.
- 6% of the sale price paid at closing if sold with outside co-op Broker (outside of ACR)
- 5% of the sale price if sold in house (without co-op or referral fee to outside company)
- 25% of Buyer forfeited binder deposit(s)
- \$1,000 fee if client terminates listing agreement early for no cause.

Please let me know if you have any questions or I can be of further assistance.

Respectfully submitted,

Phil Griffin

Philip Griffin
Broker - GRI

Attachment: Philip Griffin Resume
Florida RE License

Resume of Philip Griffin

2163 Pebble Beach Way
Fernandina Beach FL 32034
Tel. 904-556-9140
Phil@acrfl.com

Education:

CCIM Course #1 – (2008)
Graduate Realtor Institute (2005)
Florida Real Estate License (2003) Broker (2004)
B.S. in Business Economics – Syracuse University (1980)
High School – Rome Free Academy (1975)

Experience:

Commercial Real Estate Broker/Developer (2004-Present): Principal and Broker of Amelia Coastal Realty, 608 S 8th St Fernandina Beach, FL 3234. Specialize in commercial leasing and sales and business brokerage in Nassau County, Florida. Create and develop properties and businesses. Assist clients with navigating the entitlement process in Fernandina Beach and Nassau County to guide them through zoning, Conditional Use, and the building department(s).

Sea Cottages of Amelia (2018- present): Principal and developer of a boutique 19-unit hotel project at 2528 Sadler Road, Fernandina Beach. Project was developed on less than one acre using green development methods to minimize site impact and retain natural setting.

Amelia Office Suites (2008-present): Acquired vacant office building and created an Executive office suite business with small to medium sized suites available on M-M or long-term basis.

Yulee Professional Plaza (2007-2022): Acquired and developed 4.2 Acre site in Yulee, Florida. Remodeled the 13,000 SF former supermarket into office and entered into long term lease agreement, reconstructed and leased up the 6,800SF existing retail building and sold off the 1.1-acre parcel for sale in 2016, completing and exiting the development in June, 2022

Built Smart Homes (2005-2006)
Acquired .8-acre MH park and redeveloped into 8 Condominium townhome style units. Built using green development standards and sold out the units within 3 months of completion.

Chair Five Restaurant, Girdwood, Alaska. (1983-2001): President/Co-owner of restaurant and bar in ski resort. Started from scratch in 1983 and grew

into busiest restaurant in town with largest single malt scotch selection in Alaska. Oversaw 30 employees with gross sales of \$1.2 Mil when sold in 2001.

Alyeska Booking Company, Girdwood, Alaska (1995-1997): President/Co-owner. Founded and managed short-term rental & property management firm in ski resort. Handled marketing and owner relations.

ARA Services, Utica, New York and Seattle, WA (1975-1980) Began as dishwasher and rose through the ranks to become operations manager at numerous locations, particularly new starts, and troubled food service units. Managed a 24-room hotel and 300 meal per shift operation during the 1980 Olympics in Lake Placid, followed by transfer to Boeing Plant in Renton, Washington. Oversaw 165 employees in 14 feeding sites.

Volunteer/Civic:

Nassau County Planning & Zoning – Board Member - Review evidence & listen to citizen testimony to decide changes to zoning & the Future Land Use map for specific properties (Oct. 2021- present)

Fernandina Beach 8th Street Committee – Co-founded committee, worked with City Staff and other citizens to create new zoning district and revitalize 8th Street in 2016 (2015-2016)

Nassau County Mobility Committee – Served on citizens committee to simplify development fees and create equitable cost for traffic impacts which led to the creation of the mobility and impact fee Ordinance (2011-2014)

Lions Club, Girdwood, Alaska - Co-Founder of local Chapter and President for 2 years of a local civic group (1989-1998)

Rotary Club, Girdwood Alaska – Member of a business roundtable group active in charity fundraising & civic duties (1999-2001)

Personal:

Born in Birmingham, England to an English mother and Air Force father, I lived in 4 countries and 5 states my first 18 years. Lived in a ski resort for 18 years & have travelled to over 30 countries. Married to Janet Griffin since 1987 and have lived on Amelia Island since moving here from Alaska in December 2001. Hobbies include international travel, golf, swimming, and fine dining. We have 2 dogs, Bonnie, and Clyde

References:

Steve Doss CPA (904)-277-0009
Lee Mudrick (805)-448-4345

Don Jay (253)-261-9331
Dudley Benesch (907)-440-2363



John Stack
Real Estate Broker

Ocean Highway and Port Authority of Nassau County
86130 License Road, Suite 9
Fernandina Beach, FL 32034

Dear Sir or Madam:

This proposal is in response to your RFP for Real Estate Brokerage Services. I am a licensed Florida Real Estate broker and the sole owner of my own brokerage firm operating in northeast Florida and southeast Georgia.

I believe I have the kind of unique combination of public and private qualifications and experience that will be required by OHPA to achieve the best return on the assets controlled by the Authority. My resume accompanies this letter proposal but I would like to highlight why I believe I will be the best representative for the Authority in the Nassau County community.

Local Public Sector Involvement

I have long been actively involved with local municipal and Nassau County governments. For over 20 years until 2022 I served on the Nassau County Planning and Zoning Board and currently serve on the County's Construction Board of Adjustments and Appeals. I am the current Nassau County representative to the Citizens Advisory Committee of the Northeast Florida Transportation Planning Office. Some time ago, I also worked in the City of Fernandina Beach Planning Office. My extensive local public sector involvement gives me a comprehensive understanding of both City and County land use and zoning codes as well as land development regulations and city historic district guidelines. As a long term resident and real estate practitioner in the area I am also aware of the particularly sensitive relationship and importance of the Port to local governments, our community's economy and the neighborhood in which its assets are located.

Local Real Estate Brokerage Experience

As a seasoned local real estate practitioner and brokerage firm owner I have extensive experience in the local markets. I have close relationships with both developers, owners and other brokers and agents operating in the areas proximate to the Port of Fernandina. In the regular course of my practice I routinely prepare and present my broker's opinion of value on complex properties advancing opinions of a property's highest and best use and the marketing strategy for achieving the best return for my clients. As a member of the Nassau Fernandina Beach Chamber of Commerce and a past board member and Treasurer I am actively involved with the broader local business community.

A Unique Combination of Public and Private Experience

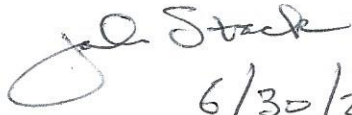
OHPA, as a governmental entity controls valuable real estate assets. I believe I offer a unique combination of long term qualifications and local experience to partner with OHPA as their broker representative to achieve the highest return to the Authority. I also believe I have the experience and understanding of local government and regulations to assure the Authority that it is acting in the best public interest in the responsible management and repositioning of its assets.

With respect to real estate proximate to municipal waterfronts I have extensive experience in marketing that class of property both in the City of Fernandina Beach and St. Mary's Georgia. I would be pleased to discuss the details of those representations with you.

Compensation

It would be my expectation that I would work with the Authority in a partnering relationship. That is, we would work together to access the market to the best advantage of the Authority and the community to achieve the highest practical value for the Authority. As part of that relationship I would charge 5% of the sale price if I am the sole broker and 6% if I coop with another broker and the commission is split 3% to each. My commission rate is negotiable prior to listing the properties. The fee for a broker's opinion of value would be \$1,000 if no sale results.

Attached is a resume outlining my background. I would be pleased to answer any questions or provide whatever additional data the Authority requires. I look forward to meeting and working with the OHPA.


6/30/2023

JOHN STACK

Fernandina Beach, FL 32035 ♦ 9045564491 ♦ johnstackrealty@gmail.com ♦ WWW: [Bold Profile](#)

PROFESSIONAL SUMMARY

John P Stack specializes in commercial real estate services, including sales and leasing in Nassau County and southeast Georgia. John served on the Nassau County Planning and Zoning Board for many years and currently represents Nassau County on the Citizens Advisory Board for the TPO. Significant career transactions include the sale of the Palace Saloon, and many downtown properties. In Georgia, sales included Kings Bay Village shopping center, Point Peter shrimp dock, and industrial warehouse leasing. After 28 years with Prudential, John took early retirement and began his real estate career.

SKILLS

Commercial Investment Real Estate Institute
Courses: Financial Analysis, Market Analysis, User
Decision Analysis, Investment Analysis, and Intro
to Commercial Investment.

WORK HISTORY

Real Estate Broker

John P Stack Licensed Real Estate Broker – Florida And Georgia

Commercial Real Estate Specialty ; Began Real Estate as residential agent 1995 and qualified as Broker Associate a couple years later.

Vice President, 04/2007 - 03/2015

Colliers International, A Georgia Corporation – Jacksonville FL 32202

Agreement with Colliers International Northeast Florida to represent the firm in Georgia.

Adult Education Teacher, 2014 - 2015

Nassau County School Board

Certified as Business instructor .Employed as a substitute teacher part time, was hired to teach at the Hilliard Adult Education Program.

Chairman of Planning and Zoning Board, 1999 - 2001

Nassau County – Yulee

Community Development Assistant, 1994 - 1995

City Of Fernandina Beach

- Later hired as Consultant to attend FEMA Community Rating System (CRS) program and to implement the program to qualify for Flood insurance discount.

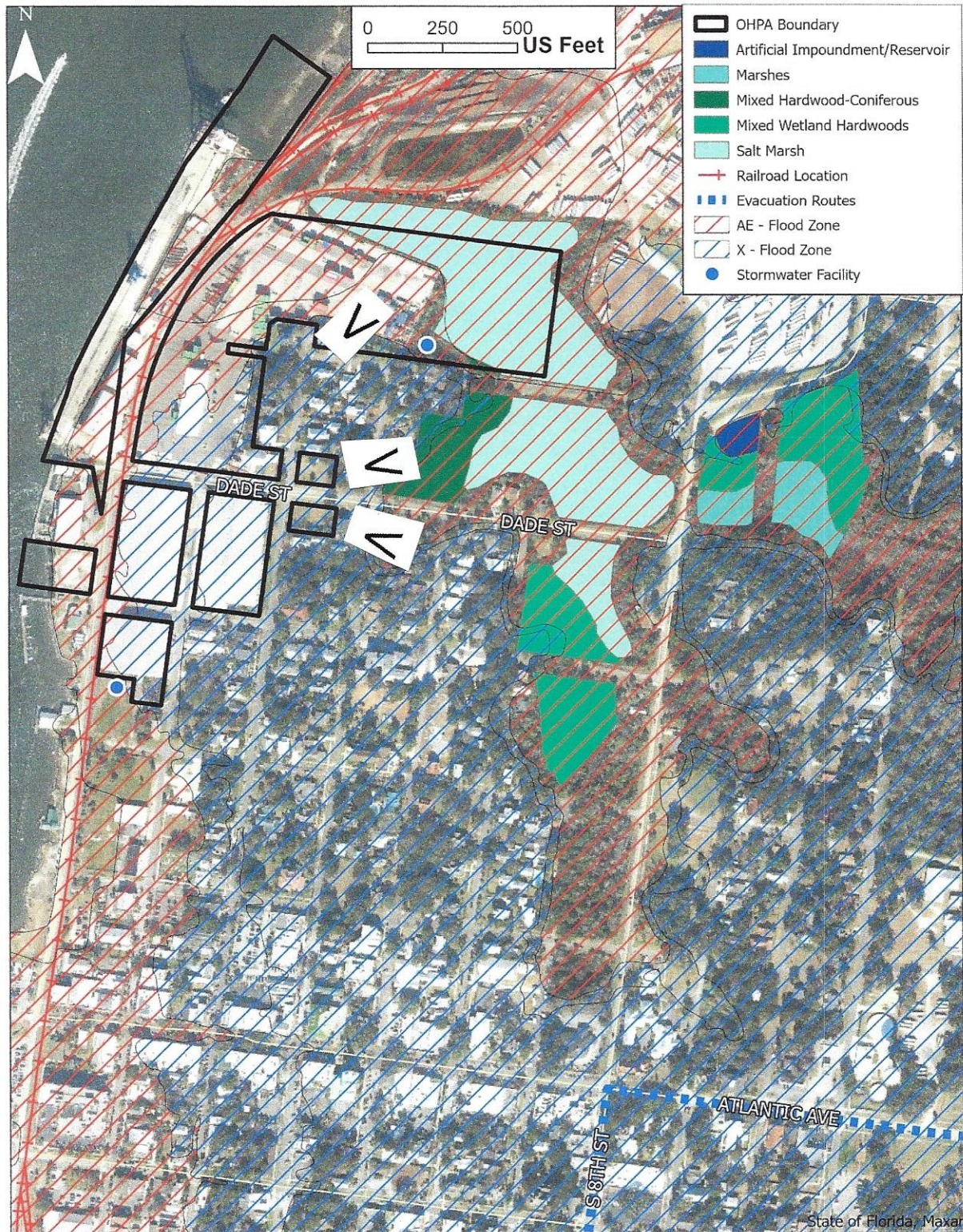
EDUCATION

BBA

University of North Florida - Jacksonville, FL

Commercial Investment Real Estate Institute

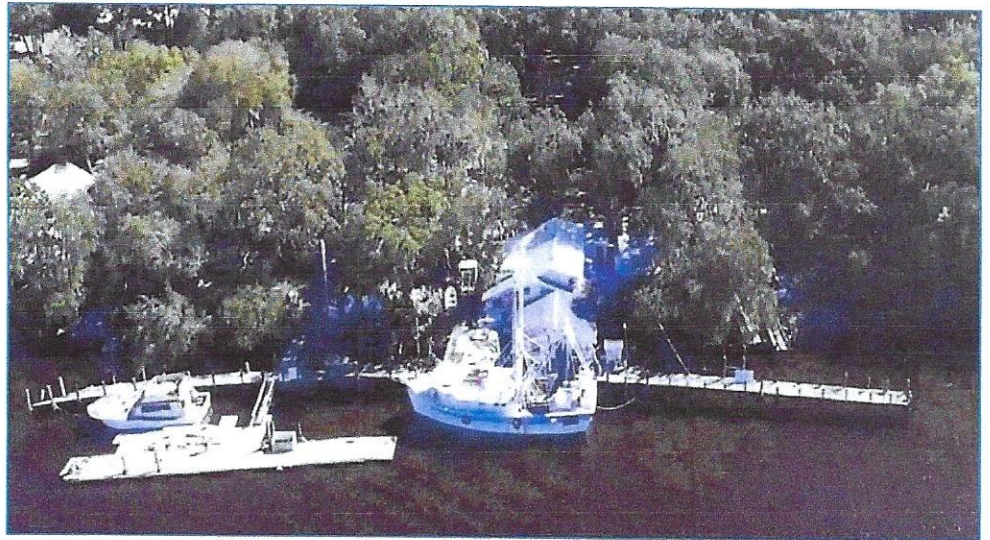
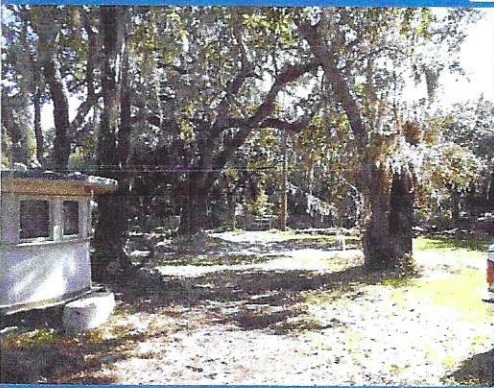
FIGURE 3: NEARBY WETLANDS, WATERBODIES, AND FLOODZONES



FOR SALE > LAND

COMMERCIAL DOCK/LAND PT PETER

NEW POINT PETER ROAD, SAINT MARYS, GA 31548



**\$850,000
SOLD**

AGENT: JOHN STACK
904.556.4491
JOHNSTACK098@GMAIL.COM

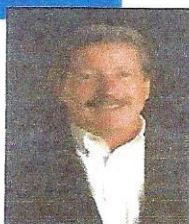
John P. Stack

Lic. Real Estate Broker

Florida License BK 3077723

Georgia License 231678

Georgia License 75441 Sole Proprietor



Property Features

- 1.67 acres with 425 ft waterfront, 200 ft depth
- 6ft x 360 ft Boat Dock
- 10 X 100 ft floating dock
- 1422 sq ft block building, shed, and 600+/- utility building
- City water and sewer at the front of property, sewer hook-up low cost gravity
- Access by County/city road or deep water dock
- Convenient access to Ocean, St Marys Downtown, Kings Bay or Planned Spaceport Camden
- New Flood Maps continue to have favorable ratings
- Impressive tree canopy; City Ordinances encourage appropriate preservation
- Present zoning permits development as destination restaurant or marina/boatyard
- Adjacent to established residential subdivision. With rezoning, property could be developed as high end residential subdivision with 7 +/- lots or 25 +/- townhouses



KW Commercial
Daniel Griebel

EXECUTIVE SUMMARY

KW Commercial & Residential Real Estate Inc. (KW Commercial & Residential) has been asked to present a proposal to provide consulting services to Ocean Highway and Port Authority of Nassau County (OHPA). KW Commercial & Residential is uniquely qualified to provide an adaptive reuse study for the evaluation of selected OHPA facilities. The study will assess the feasibility and expense involved in the renovation of industrial facilities for either single or multi-tenant and manufacturing or distribution use. The economic analysis will provide the insight necessary for making sound decisions regarding the redevelopment, disposition or demolition of the selected properties in Fernandina Beach, Florida.

OVERVIEW

KW Commercial & Residential has developed a three phase menu of services that offers OHPA a comprehensive advisory process and feasibility analysis for each facility in regards to existing industries and emerging technologies on a regional and national basis. The three phases are as follows:

STRATEGY

- Strategic Analysis
 - Investigation of Facilities and Alternative Use Study
 - 's Business Perspective and Infrastructure
 - Industrial and Business Subsectors of Emerging Technologies and the Auto Industry
 - Marketing Strategies and Recommendations that Optimize return on Real Estate Investment
- Detailed Cost Analysis and Program Management (if needed)
- Impact Marketing

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

KW Commercial & Residential's track record in managing highly technical assignments and project approach is designed to maximize OHPA's return, while involving OHPA staff on a strictly as-needed basis. The value added through implementation of the KW Commercial & Residential strategy includes:

- Expanded real estate consulting capabilities without expanding staff.
- Increased ROI by use of and exposure to "leading edge" technologies and up-to-the minute information services.
- Improved positioning of OHPA's real estate through comprehensive city and state buyer/user incentive plans.
- Efficient administration of the real estate portfolio and process.
- Reduction in real estate holding costs.
- Cost efficiencies and flexibility are built into the menu of services offered.

KW Commercial & Residential's approach to compensation is designed to assure a "win-win" outcome. The proposed compensation structure is based on cost efficiencies to provide the required information while maintaining flexibility that allows OHPA several choices.

COMPENSATION

The fee associated with the Phase One planning study shall be calculated utilizing substantially reduced rates. The team is essentially investing its capital, along with OHPA, to create a plan designed to meet both public and private requirements. Furthermore, KW Commercial & Residential shall fully credit Phase One consulting fees against commissions to be earned in the implementation phase with a Real Estate Brokerage Contract.

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

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We will be the leading provider of fully-integrated Commercial & Residential Real Estate and Financial Advisory Services, creating value transformation by listening to our clients and responding with strategic solutions.

***MISSION
STATEMENT***

PROJECT APPROACH

KW Commercial & Residential is qualified and eager to provide the full range of services anticipated in serving in an advisory capacity to Ocean Highway and Port Authority of Nassau County Worldwide Real Estate. The proposed three-phase plan was designed with concern for cost efficiency and flexibility. KW Commercial & Residential believes a well-organized, carefully monitored and effectively implemented phased program will satisfy every expectation of OHPA.

Successful management of this multi-disciplined consulting assignment will require a strong service delivery system based upon prior experience with

- Creativity
- Flexibility
- Up to Date Data Systems
- Local Players in Federal, County, City Governments and Leaders within Local Private Stakeholder Groups

In order to support both financial and operational goals of OHPA, KW Commercial & Residential will work together with OHPA to collect, evaluate, and recommend the processes (condemnation, redevelopment, disposition as is, etc.) that will produce the highest return on investment of the selected real estate in Fernandina Beach, FL.

KW Commercial & Residential Real Estate has the capability and internal management structure in place to complete this consulting assignment with OHPA's involvement on an "as-needed" basis. KW Commercial & Residential is committed to providing a high level of service, sophisticated approach, and ready availability of a team of multi-disciplined professionals managed by one single point of contact for OHPA Worldwide Real Estate.

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

To minimize OHPA's financial exposure, KW Commercial & Residential has designed a three phase project outline for the focused study to identify, evaluate and prioritize alternative uses for selected OHPA facilities in , Fernandina Beach, FL. The three phase are as follows:

- Phase I - Strategic Analysis
- Phase II - Detailed Cost Analysis and Program Management (if needed)
- Phase III - Impact Marketing

Phase I - Strategic Analysis

Investigation of Facilities and Alternative Use Analysis

KW Commercial & Residential will investigate each site and the area.

The site's land area will be assessed, and major features noted, such as:

- Topography and barriers
- Land size and potential for expansion
- Visible environmental contamination
- Visible soil conditions
- Alternative land uses
- Zoning restrictions
- Development impediments

Relevant property reports, such as wetlands reports, traffic reports, environmental reports, soil conservation, land-use reports, title commitments and property surveys, will be reviewed.

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

KW Commercial & Residential will then evaluate the surrounding CBD and Historic District including:

- Economic obsolesces
- Functional obsolesces
- External obsolescence
- Building(s) size and potential for expansion
- Parking
- Building Amenities
- Utilities
- Logistics
- Divisibility
- Alternate uses

KW Commercial & Residential will then investigate the area's suitability for its current use including:

- Market access
- Ingress and egress
- Transportation systems
- Visibility and image
- Area analysis
- Zoning restrictions
- Availability of municipal services
- Adjoining land uses.

As part of the process KW Commercial & Residential will collect historical financial information regarding the property, including appraisals, utility expenses, special assessments, tax assessments, real estate taxes, insurance and book value.

Alternative Use Analysis

KW Commercial & Residential will use the knowledge gained in the this investigation phase to analyze the property's present and alternate uses. We will make recommendations on items needed for future marketability given market expectations and current conditions.

KW Commercial & Residential will learn as much as possible about competitive properties, reviewing recent comparable transactions as well as current availabilities. A comparison of the property's strengths and weaknesses relative to other on market facilities and their geographic locations will determine the impact the OHPA facilities will have on this competition.

To conduct a detailed, systematic market analysis, KW Commercial & Residential Real Estate will forecast demand by using national, regional, and local data, as well as information concerning any product unique to OHPA's specific facilities, and estimate demand appropriate for the type of property specific to the market area. The supply estimates are derived from current inventory of comparable properties, renovations, and new construction, and expected deletions from conversions or demolitions.

Fernandina Beach's Perspective and Infrastructure

Creating a willingness of both Public & Private leaders to work with OHPA is, in our opinion, is THE step we will tirelessly negotiate in the right direction. Our commitment to provide quality real estate expertise with a fiduciary responsibility to OHPA is a strength of the KW Commercial & Residential Team.

Local government leaders will play a key role in establishing and encouraging a favorable business & residential mixed use environment and end product.

Marketing Strategies and Recommendations That Optimize Return On Real Estate Investment

Elements of the marketing program will address capitalizing on product strengths and opportunities while addressing weaknesses, recommendations on realistic pricing of the product and positioning within the market, structuring long term land leases or disposition and recommended commissions. The marketing plan will maximize the exposure of the land sites, potential facilities and identify logical users and investors through a campaign utilizing advertising, personal sales, direct mail, public relations and a multi-media presentation of collateral materials.

There are benefits that the city, county and state could bestow upon new users or owners of the OHPA sites that could dramatically effect the future sales and long term land lease values and ROI of these sites.

PHASE II

Detailed Cost Analysis and Program Management (if needed)

Program Management

Phase one investigations may well determine that additional in-depth analysis are needed to properly evaluate.

PHASE III

Impact Marketing

KW Commercial & Residential will use the information gained in the Investigation and Analysis phases to identify a target market and promote the property. A formalized plan will be presented and will include descriptions of:

- The property and its appeal to the target market.
Target Market: The definition of the target market will include information about where potential prospects are located, geographically, by industry and by property type.
- How KW Commercial & Residential will reach the target market.
- KW Commercial & Residential will utilize a comprehensive checklist of activities appropriate for a wide range of products and markets to ensure that no opportunity will be overlooked in reaching the market. Brainstorming will also be conducted to search for new ideas.
- Anticipated marketing expenses.
To estimate the total marketing budget, it is necessary to estimate how long a presence in the market will be necessary.

Advertising appropriate to the target market will then be designed and purchased. Further efforts to reach target markets will be made by obtaining mailing lists sorted by Standard Industrial Codes (SIC).

For example, residential or mixed used facilities should first be marketed to competitors who can best take advantage of the infrastructure and zoning which are in place. If there is limited interest with competitors, conversion to a PUD Arts (not performing Art) District eliminating the noise of live music venues which shall not be considered. Studio Office space may be marketed locally or nationally, depending on the velocity of interest, building design, and the pricing.

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

KW Commercial & Residential will compile a list of firms fitting the profile of the target market and pursue them. Nearby businesses will be contacted, because they are already related by location to the property. Further direct prospecting efforts will be conducted by telephone, email and direct mail for prospects in close proximity to the project.

The local brokerage community will be included in marketing efforts and, local brokers who handle the specific property type in the location of OHPA's property will be contacted and made aware of the availability of the property.

Once an interested prospect has been identified, KW Commercial & Residential will establish a negotiation strategy. The prospect's needs will be studied, and a presentation which outlines the suitability of the OHPA property to their needs will be delivered.

KW Commercial & Residential will continue to manage the negotiation process through effective follow-up. KW Commercial & Residential will evaluate all offers presented to OHPA, and manage the closing process, involving OHPA on an as-needed and approval basis. Upon completion of the assignment, KW Commercial & Residential will continue to manage activities, such as wrap-up reporting, analysis of budgeted versus actual out-of-pocket expenses, and job satisfaction surveys.

COMPENSATION

KW Commercial & Residential views its preferred vendor relationships in much the same way as its strategic alliance partnerships - the outcome must be "win-win." For the vendor, this means that costs are covered and a reasonable profit achieved. For the client, this means protection from excessive fees and expenses.

To ensure this "win-win" result, KW Commercial & Residential proposes the following compensation structure for the project and intends to complete the consulting portion of the work described in Phase One within six (6) to eight (8) weeks after receiving a notice to proceed. OHPA shall appoint KW Commercial & Residential as its exclusive real estate agent and consultant for the purpose of providing comprehensive real estate services. In no circumstance shall KW Commercial & Residential make any commitment on behalf of OHPA unless authorized to do so in writing by OHPA.

The proposed fee for the consulting work is a lump sum amount of _____ plus reimbursement for all out-of-pocket expenses. These reimbursable expenses include transportation costs, printing and reproduction costs, messenger service, postage and other similar expenses normally incurred during similar services and are in addition to the quoted lump sum fee. These reimbursable expenses shall not exceed One Thousand Dollars (\$1,000).

To demonstrate our good faith, KW Commercial & Residential is willing to negotiate a full rebate of consulting fees paid for the Phase one study should KW Commercial & Residential be retained by OHPA to implement the recommendations of the study and receive commission.

OHPA will have "open book" access to all direct income and expense information related to servicing this account.

Daniel Griebel – KW Commercial is Licensed associate in FL and Managing Broker in IL. He possesses a unique background coordinating successful conclusions with Federal, State, County and City Governments. He has obtained approvals from ACOE, EPA, Inland Waterways (USCG), City Economic Departments, Zoning & Building Departments as well as representing International Corporations and entrepreneurial local entities with a singular passion. As a commercial real estate professional since 1988, I have gained extensive experience in navigating the complexities of the industry, and have honed my skills in several key areas.

The world of commercial real estate is a dynamic and ever-evolving industry, requiring a keen understanding of the market, industry trends, State Incentives, and developed listening skills to engage local community input to provide value and exceed needs of clients. And community. I have developed the skills required to successfully work with clients to achieve both short term needs and long term (ROI) financial goals.

- Proven track record of effective negotiation on behalf of office, industrial, retail, and medical groups & medical office building owners
- High caliber resource to investigate, analyze and solve complex commercial real estate issues
- Successfully formed entrepreneurial & corporate strategic alliances for tenant representation
- Complex Co-Ordination between **Public & Private and Stakeholder** entities to create **New Zoning District**
- Implementation of marketing programs to dispose, lease, acquire & sublease commercial properties is another specialty
- Initiated strategies that increased operational efficiencies and decreased initial & long-term occupancy expenses
- Value-Added service includes feasibility analysis that incorporates knowledge of the zoning and re-zoning process, ADA compliance, building code regulations, financing considerations for above-standard improvements, and review of design-build formats for construction bidding
- Exclusive Real Estate Broker and Consulting Services provided over 9 years to for a Teaching Hospital System

Tracy Fendig is a dedicated Team Leader, committed to serving the real estate needs of families in Fernandina Beach and the surrounding areas since 2005. With a background in architectural interiors and extensive experience in interior design, Tracy discovered her true passion in the real estate industry. Unlike traditional salespeople, Tracy sees each new customer as an opportunity to provide genuine assistance, driven by her unwavering passion for helping others. Her journey led her to work with distressed sales during the market downturn in 2008, reaffirming her belief that being a Realtor requires a servant's heart. Tracy's ultimate goal is to support families in achieving their dreams.

Early in her career, Tracy encountered remarkable experiences that solidified her commitment to helping people achieve their unique goals. For instance, she successfully facilitated the purchase of a \$16,000 mobile home for a young man in need of a suitable dwelling for his children. Overcoming the challenge of securing a small loan from conventional banks, Tracy connected the buyer with a hard money lender and even relied on directions from the postmaster to locate the remote mobile home. In that same month, she assisted a young woman in fulfilling her late father's dream of owning a beachfront condo. By utilizing the inheritance he left her, Tracy enabled the buyer to turn her father's aspiration into a reality, recognizing the profound impact she could have on individuals' lives.

Tracy's exceptional achievements have earned her the esteemed title of Five-Star agent by Jacksonville magazine for an impressive 13 years, a distinction achieved by less than 10 percent of agents nationwide. In 2008, she received the prestigious honor of Realtor of the Year in Nassau County. Since joining Keller Williams Atlantic Partners in 2011, Tracy has been a prominent member of the Agent Leadership Council, a privilege reserved for the top 20 percent of KW agents. With her KW Luxury Agent designation and Graduate, Real Estate Institute credentials, Tracy upholds the highest standards of professionalism. Notably, she is recognized as a Dave Ramsey Endorsed Realtor, a testament to her integrity and commitment to financial responsibility.

Outside of her thriving career, Tracy actively engages with her community and currently serves on the Amelia Island Shrimp Fest board. While her impressive sales numbers speak for themselves, Tracy values customer feedback above all else. Recently, a client praised her unmatched competence, combined with a genuine and compassionate approach. Another client described her as a fierce advocate who remains remarkably friendly. Tracy's career aspirations encompass both assisting individuals in achieving their goals and fostering the growth of her team's agents.

Tracy is happily married to her husband, Wynn, and together they raised three children. Her son, Nick, works as a loan originator with U Mortgage and is married to Lauren, a loan processor. Samantha, Tracy's daughter, serves as a firefighter/paramedic in Jacksonville, while Sealeah, her youngest daughter, is a Realtor on Tracy's team and is married to Cole, a private pilot.

Tracy Fendig
The Fendig Group
Keller Williams Realty
904-753-3572

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

STAFFING

KW Commercial & Residential's Strategic Relationships team, led by Daniel Griebel, will be the primary provider of commercial consultative and brokerage services. Tracy Fendig will serve as Residential Assistant Team Leader, utilizing the knowledge gained through 28 years of residential brokerage and consultant services across Nassau country.

Biographies of the team members are provided on the following pages

SCOPE OF PROPOSED SERVICES

The following scope of services has been developed in response to several real estate options available to Ocean Highway and Port Authority (OHPA). Mesirow Stein offers flexibility in formulating real estate strategies that are most appropriate to clients' needs and changes are possible in this scope of work to better suit Ocean Highway and Port Authority.

ALTERNATIVE USE ANALYSIS

- Identify alternative uses for owned and contiguous sites that maximize and/or create value.
- Develop a comparative matrix of identifying characteristics for each alternative.
- Evaluate the positive and negative features of each alternative.

EVALUATION OF EXISTING MARKET CONDITIONS

- Determine historical land values for lease and sale - vacancy rates and Property Values within Fernandina Beach and Historical District markets areas for both development under existing zoning and highest & best use ROI potential uses, with reasonable chances to reach a variety of visions for Stakeholders & Community consensus.
- Examine competitive rent levels within each alternative including proposed lease-up projections for both land lease and OHPA Development.

CONCEPTUAL DESIGN & CONSTRUCTION COST PRICING

- Identify general building design requirements and level of finishes.
- Evaluate the current zoning requirements for the subject properties and develop a preliminary site plan locating the building footprint and required parking.
- Identify the basic bulk massing or building envelope limitations and other legal requirements as permitted by current zoning.
- Investigate any available tax incentives for the subject properties.

- Examine surface and subsurface soil conditions based upon soil boring information supplied and obtained by Ocean Highway and Port Authority. This will become important in determining permissible loading conditions and resultant building foundation types and costs.
- Recommend utility service and distribution including conceptual design of site drainage, storm and sanitary collection and disposal.
- Develop preliminary building construction costs.

FINANCIAL ANALYSIS OF ALTERNATIVES

- Prepare development budget for each building or improvement.
- Prepare 10 year operating pro forma cash flow for each building type and use, and perform discounted cash flow analysis.
- Combine alternative values for each building or improvement according to scenarios presented to determine net present value of each.

PROJECT STRUCTURING ALTERNATIVES

For each development alternative analyzed above, Mesirow Stein will quantify costs and benefits to Ocean Highway and Port Authority under various procurement alternatives:

- Design/build owned by Ocean Highway and Port Authority or joint venture and leased to users.
- Long term land leases for out lots by OHPA.

Creative structuring strategies will be further explored by Mesirow Stein for each physical option analyzed. The objective of this exploration and analysis is to contrast each option, its cost and identify its approximate net operating income for Ocean Highway and Port Authority.

DESCRIPTION OF DELIVERABLES

KELLER WILLIAMS
COMMERCIAL AND RESIDENTIAL REAL ESTATE

The advisory services provided as further described and final report will contain the following discussion sections, which will include qualitative, quantitative and graphical information.

- Executive Summary
- Objectives and Methodology
- Market Conditions
- Marketing Tactics & Strategies
- Regulatory Issues
- Description of Alternatives
- Discounted Cash Flow Analysis and Summary Matrix.

KW COMMERCIAL & RESIDENTIAL REAL ESTATE

Proposal acceptance

AUTHORIZATION TO PROCEED

Ocean Highway and Port Authority of Nassau County Worldwide Real Estate authorizes KW Commercial & Residential Real Estate, Inc. to proceed with real estate consulting services for this project by signing and returning a copy of this proposal which is contingent upon the limitations, indemnity and definition stated below.

Accepted By:

**OCEAN HIGHWAY AND PORT AUTHORITY OF NASSAU COUNTY
WORLDWIDE REAL ESTATE**

Signature

Printed Name

Title

Date

**LIMITATION OF KW COMMERCIAL & RESIDENTIAL REAL ESTATE,
INC'S RESPONSIBILITY**

Notwithstanding anything to the contrary contained in this proposal Ocean Highway and Port Authority of Nassau County Worldwide Real Estate acknowledges and agrees that KW Commercial & Residential Real Estate, Inc. is not providing legal, tax or environmental consulting services on this project.

June 28, 2023

Subject: Confidentiality Agreement

Gentlemen:

In furtherance of the potential of pursuing a transaction (the "Transaction") to sell certain property located Fernandina Beach, FL (the "Property"), owned or controlled by Ocean Highway and Port Authority (OHPA) is prepared to make available to you certain information respecting the Property and/or OHPA upon the terms set forth in this letter. By execution below, you agree as follows:

1. Evaluation Material Use and Confidentiality. You, for yourself and your affiliates and professionals (collectively, "Obligated Parties"), (a) will use any and all information at any time disclosed, delivered or obtained respecting the Property (including without limitation zoning and development matters, financial, marketing and sales matters, and legal, engineering, environmental and soils conditions and compliance) and/or any entity, organization or business affiliated with OHPA (including, without limitation, proprietary information and internal market studies and business records, collectively, "Evaluation Material") only in furtherance of the Transaction, and (b) will hold the same in strict confidence and will not disclose any Evaluation Material (in whole or in part) or the existence or potential existence of the Transaction or our discussions in furtherance thereof, to any other person or entity. For purpose of this letter, the term "Evaluation Material" excludes any information that (i) is or becomes public information other than in violation of this letter, (ii) becomes available to any of the Obligated Parties on a non-confidential basis from a source other than OHPA or any of its authorized agents, or (iii) is known to any of the Obligated Parties prior to the date hereof.

- (i) Return of Evaluation Material. If we have not concluded a Transaction, then you shall deliver to or as designated by OHPA promptly upon the written request of OHPA:
- (ii) All Evaluation Material (and all copies thereof) delivered by OHPA to any of the Obligated Parties; and
- (iii) copies of all Evaluation Material prepared by you or on your behalf

2. No Other Rights. You agree that neither OHPA nor any of its affiliates or their respective employees, agents or professionals, makes any representation or warranty, express or implied, as to the accuracy or completeness of any Evaluation Material, or has or shall have any liability to any of the Obligated Parties resulting from the use of any Evaluation Material.

3. Remedies; Expenses. If you or any of the Obligated Parties shall default hereunder, money damages would be inadequate to remedy any such default and OHPA shall be entitled to seek, and a court of competent jurisdiction may grant, specific performance and injunctive or other equitable relief as a remedy for any such default, without proving monetary damages or without the necessity of posting a bond or other security. Such remedy shall be in

addition to all other remedies, including money damages, available to OHPA at law or in equity. In addition, the prevailing party in any litigation between OHPA and any Obligated Party shall be entitled to its costs and expenses (including, without limitation, reasonable legal fees and expenses) incurred in connection with any such litigation. No failure or delay by OHPA in exercising any right, power or privilege hereunder, or at law or in equity, shall operate as a waiver thereof, nor shall any single or partial exercise thereof preclude any other or future exercise thereof or the exercise of any other right, power or privilege hereunder. Any claim brought under this letter agreement shall be brought within 90 days of your return of the Evaluation Materials and unless a claim is brought within such time period neither party shall have any further obligations upon its expiration.

4. Governing Law; Waiver of Jury Trial. This letter agreement is for the benefit of OHPA and shall be governed by, and construed in accordance with, the laws of the State of Illinois, without regard to principles of conflicts of laws. Each of us, either having been represented by legal counsel or having had the opportunity to be represented by legal counsel, hereby waive trial by jury in any adversarial action arising by or among the parties hereto or any applicable OHPA affiliate (all of which affiliates shall be deemed express third party beneficiaries hereunder).

5. Interpretation. This letter shall be interpreted and construed in accordance with its plain meaning and without reliance upon, or implication, inference or assumption arising from, the fact that this letter may have been drafted, in whole or in part, for or on behalf of OHPA.

6. Counterparts. This letter agreement may be executed simultaneously in one or more counterparts, each of which shall be deemed to be an original, and all of which together shall constitute one and the same instrument. Please confirm your agreement to the foregoing terms of this letter by signing and returning one copy of this letter to the undersigned. Thank you.

Very truly yours,

c/o OHPA PROPERTIES, LLC,

By:

_____ c/o OHPA Properties, LLC

Accepted and agreed to as of the date
first written above:

For itself and the other Obligated Parties

By: _____

Print Name: _____

Title: _____



Marcus & Millichap

Simon Retail Group

Simon V. Grigoryan

Edwinn Bruchman

Marcus & Millichap

SIMON RETAIL GROUP

Marcus & Millichap Real Estate Investment Services of Jacksonville, FL is responding to the Request for Proposal (RFP) for the parcels owned by the Ocean Highway & Port Authority. Below is a list of properties that we have sold within the past 3 years that comprises of uncleared land, cleared land, and income-producing properties that have a value-add land-development component. Edwinn Bruchman and Simon Grigoryan are the responding commercial real estate investment sales professionals that work North/Central Florida and South Georgia. Edwinn and Simon's sole focus, work-scope, and commitment consists of assisting clients with creating and preserving wealth by providing them with the most comprehensive advisement for acquisitions/dispositions, financing, and research services and have experience selling a property in the Historic District of Fernandina Beach, FL. In the Fall of 2021, they sold the property called Shoppes on 3rd located at 29 S 3rd St. in Fernandina Beach, FL 32034. This was an income-producing commercial property with value-add land development potential and transferrable plans for a four-story mixed-use retail and residential structure for the undeveloped 0.06 acres of land on the rear of the parcel. Through our unique national marketing network, they were able to align with a 1031 exchange buyer who was looking to, and successfully accomplished, exchanging out of his multi-family properties in the Atlanta MSA and finding replacements in Northeast Florida. This property is zoned C-3 and extensive research was conducted into the development rights, followed by communication with the planning department, making sure all stakeholders were aligned. They were able to achieve in excess of 93% of ask equating a 4.48% cap rate and a Price/SF of \$459.92. In the initial Broker's Opinion of Value, they equated \$250,000 of value to the rear 0.06 acres of land.

Proposed Commission: 6% of sales price - 6 month listing agreement

Listed Below are land/re-development sales their team has completed within since 2020:

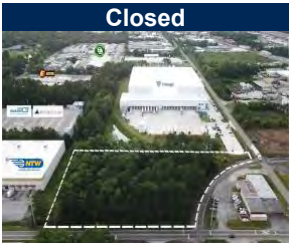
WGV 7.7 AC • Registry Blvd • St. Augustine, FL



Close of Escrow: 7/7/2021
Market Time: 1 Days
Activity ID: ZAB0470094

Price	\$2,188,672
Down Payment	\$868,672 (40%)
Lot Size (Acres)	7.7 acre(s)
Price/Acres	\$7

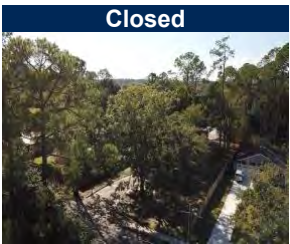
Westside Industrial Land • 0 Ellis Rd N • Jacksonville, FL



Close of Escrow: 10/23/2020
Market Time: 29 Days
Activity ID: ZAB0470077

Price	\$220,369
Down Payment	\$220,369 (100%)

2504 Tebassa Rd • Jacksonville, FL



Close of Escrow: 3/3/2022
Market Time: 41 Days
Activity ID: ZAC0470150

Price	\$65,000
Down Payment	\$65,000 (100%)
Net Operating Income	100,000
Lot Size (Acres)	0.43 acre(s)
Price/Acres	\$3

Airport Center Development • 0 Starratt Rd • Jacksonville, FL



Close of Escrow: 3/31/2022
Market Time: 40 Days
Activity ID: ZAB0470075

Price	\$2,000,000
Down Payment	\$2,000,000 (100%)
Lot Size (Acres)	8 acre(s)
Price/Acres	\$6

World Golf Village | Premium 2 Acre Outparcel • 141 Registry Blvd • St. Augustine, FL



Activity ID: ZAC0470140

Listed Price
Lot Size (Acres)

Request For Offer
2.00 acre(s)

Starratt Rd / Bonaparte Landing Blvd • Jacksonville, FL

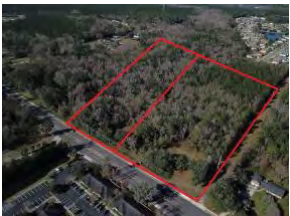


Close of Escrow: 6/7/2023
Market Time: -301 Days

Activity ID: ZAC0470124

Price \$425,000
Down Payment \$425,000 (100%)
Net Operating Income 425,000
Lot Size (Acres) 1.95 acre(s)
Price/Acres \$5

Dunn Ave • 3901 Dunn Ave • Jacksonville, FL



Activity ID: ZAA0470225

Price \$895,000
Down Payment \$895,000 (100%)
Lot Size (Acres) 5 acre(s)
Price/Acres \$4

Blanding Blvd | 8.5 Acres Land • 1020 Blanding Blvd • Orange Park, FL



Activity ID: ZAB0470042

Price \$3,300,000
Down Payment \$3,300,000 (100%)
Lot Size (Acres) 8.33 acre(s)
Price/Acres \$9

Ocean Highway & Port Authority

332 N 3rd St., 305 Dade St., & a Portion of 00-00-31-1800-0005-0010 Fernandina Beach, FL 32034



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CONFIDENTIALITY & DISCLAIMER

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Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com



PRESENTED BY

Edwinn Bruchman

Associate

Office: Jacksonville

Direct: 904.672.1402

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License: FL #SL3486353

Simon V. Grigoryan

Vice President Investments

Office: Jacksonville

Direct: 904.672.1443

Simon.Grigoryan@marcusmillichap.com

License: FL #SL3322898

Marcus & Millichap





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SECTION 3 Marketing Plan	24
SECTION 4 Investment Overview	27
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SECTION 1

Marcus & Millichap Advantage

OUR MISSION

A POWERFUL PLATFORM

A TRACK RECORD OF SUCCESS

MAKING A MARKET ONLINE AND OFF

THE 2X ADVANTAGE

CUTTING-EDGE RESEARCH

CAPITAL MIGRATION

MARCUS & MILLICHAP CAPITAL CORPORATION

Marcus & Millichap

MARCUS & MILLICHAP MISSION

WELCOME TO MARCUS & MILLICHAP

Marcus & Millichap was founded in 1971 with the goal of using collaboration and specialization to maximize returns on clients' investments. Today we are a leading commercial investment real estate brokerage with nearly 2,000 investment professionals in more than 80 offices across the United States and Canada, all dedicated to achieving exceptional results for our clients.

Marcus & Millichap

Our mission

is to help our clients create and preserve wealth by providing the best real estate investment sales, financing, research and advisory services in the industry.



▮ **REAL ESTATE INVESTMENT SALES**

▮ **FINANCING**

▮ **RESEARCH**

▮ **ADVISORY SERVICES**



MARCUS & MILLICHAP VALUE PROPOSITION

THE MARCUS & MILLICHAP **ADVANTAGE**

Our powerful platform brings together specialized market knowledge, the industry's leading brokerage platform and exclusive access to inventory to achieve exceptional results for our clients, year after year.



SPECIALIZATION

Our investment professionals have expertise in all major markets and property types.



ACCESS

Our vast network of exclusive listings, qualified buyers and capital lenders becomes your own.



CULTURE

Culture of information sharing and collaboration allows us to put clients' needs first and to provide exceptional service.



COMPLETE BROKERAGE

Our comprehensive suite of tools, network of specialists, deep market knowledge and extensive expertise provide everything you need, every step of the way.

SPECIALIZATION

A COMPANY OF SPECIALISTS

At Marcus & Millichap, all of our agents are specialists with unmatched knowledge of the characteristics and requirements of the local market and property type within their area of expertise, giving them the insights and expertise needed to maximize value for our clients. This specialization, combined with our culture of collaboration, ensures that regardless of property type, location, or investment goals, we have experienced experts to advise every client.

PROPERTY TYPES

- Net Lease
- Retail
- Multifamily
- Hospitality/Golf
- Office
- Healthcare
- Land
- Industrial
- Mixed-Use
- Self-Storage
- Manufactured Housing





PROVEN TRACK RECORD

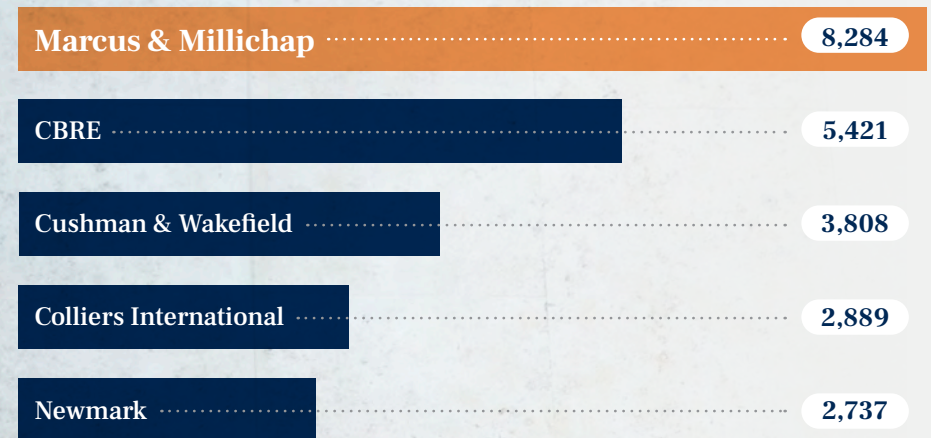
BETTER METHODS. BETTER RESULTS.

We don't just market real estate. We execute proactive, targeted campaigns to make a market for each individual asset. We leverage our proprietary platform to give each property maximum exposure to qualified buyers across the U.S. and Canada. We tailor unique messaging across diverse channels.

AND IT WORKS.

We generate multiple offers from qualified buyers for every listing, and we close a transaction every 10 minutes of every business day, year in and year out.


U.S. Investment Sales Brokerage Company Rankings*



Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics, NICMap

*Trailing 12-months through 3Q 2022.

Includes sales \$1 million and greater in which the brokerage firms represented either the buyer or seller. Deals that were double-ended by the same brokerage are counted as one deal. Deals brokered by different firms on the buy side and sell side count as one deal for each broke



At Marcus & Millichap, we don't just execute transactions—we partner with our clients to create real estate wealth.

2022
2022 BY THE NUMBERS

**\$86.3
Billion**

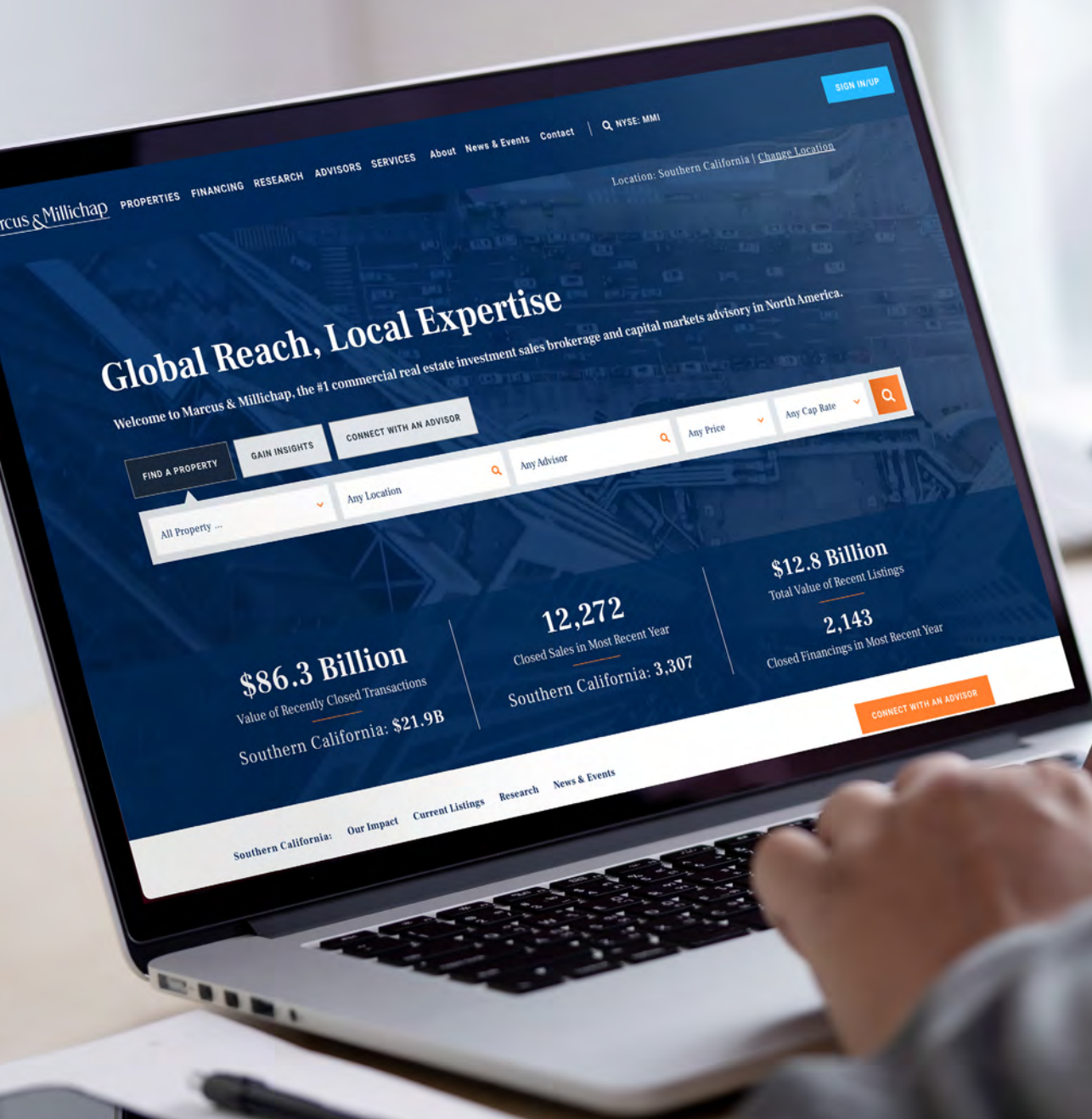
2022 Total Sales Volume

6.11

Closed Transactions
Every Business Hour

12,272

Total Transactions
in 2022



MARCUS & MILLICHAP WEBSITE

MAKING A MARKET ONLINE AND OFF

More activity on your listing comes from better exposure, and better exposure starts at MarcusMillichap.com.

Our website attracts the industry's largest pool of qualified buyers, and these investors leverage our website's powerful property search engine to find listings that match their unique needs. Each exclusive listing has its own enhanced, in-depth property detail page featuring investment highlights, metrics, photography and relevant research, as well as secure deal rooms where interested buyers turn into qualified leads.

3.2 Million

Website Visits Annually

Get access to the industry's largest pool of buyers. When buyers compete for your property, you win.

Over 12,000

Transactions Closed Last Year

Our unique platform helps us close more deals each year than any other firm.

Over 2,200

1031 Exchange Transactions Closed Last Year

Exchange buyers are highly motivated and often bring about premium pricing.

2X ADVANTAGE

THE 2X ADVANTAGE

Marcus & Millichap recently conducted one of the industry's largest Investor and Market Outlook surveys. **Twice as many investors** will be actively seeking to buy commercial real estate in 2023 as compared to the last 12 months.

With unmatched access to these buyers, and a track record of over 50 years of maximizing value for our clients, let us put our 2X Advantage to work for you.

Source: Marcus & Millichap Sept 2022 Investor and Market Outlook Survey



Our cutting-edge market research helps us advise our clients of existing asset performance and future opportunities.

LAST YEAR IN RESEARCH

Over 57 Million Research Reports Distributed to Investors/Clients

- ▶ 60 major market Investment Forecast Reports published
- ▶ 60+ local market reports published
- ▶ Nearly 4.4 Million special reports distributed



RESEARCH

ACTIONABLE INSIGHTS THROUGH RESEARCH

The complexity and fluidity of the markets can be challenging. At Marcus & Millichap, we have a dedicated research division with expert analysts continuously monitoring and reporting on a wide range of economic, demographic and real estate indicators. This cutting-edge market research helps us advise our clients of existing asset performance and future opportunities, so we can develop investment strategies that meet specific investment needs.

EXPERT ANALYSIS



CAPITAL MIGRATION

MIGRATING CAPITAL, MAXIMIZING VALUE

By understanding each client's unique needs, and with access to the industry's largest inventory of listings, we are able to match each buyer with the best opportunities regardless of geographical boundaries, and to match each seller with the most qualified buyers.

► 50% of our transactions involve a buyer from outside the property's local market



REACH – More than 80 offices and nearly 2,000 agents across the United States and Canada



INVENTORY – The industry's largest collection of exclusive investment property listings



TECHNOLOGY – Our proprietary enterprise software matches investors with opportunities that match their unique needs



EXPERTISE – All of our highly-trained agents are specialists in their local market and chosen property type



CULTURE – Our culture of collaboration means our agents work together to maximize value for our clients



SOLUTION – We help clients meet investment goals by matching them with opportunities across product types and geographic boundaries

MMCC

MARCUS & MILLICHAP CAPITAL CORPORATION

Founded in 1995 to offer clients a wide array of commercial real estate financing options, Marcus & Millichap Capital Corporation (MMCC) is now one of the top financial intermediaries in the industry. We combine a highly experienced team of financial experts with a premier pool of domestic lenders. Our cumulative years of experience negotiating and structuring debt and equity transactions provide the foundation for guiding our clients through the often-complex loan closing process. We are dedicated to understanding each client's capital needs, to tailoring solutions to fulfill their financial goals, and to simplifying the entire process.

WHY MMCC?

We provide the most competitive rates and terms, and we are committed to making financing as simple and easy as possible for investors.

Access to more capital
sources than any other firm
in the industry

National platform operating
within the firm's brokerage offices

\$12.8 Billion

total national volume in 2022

Closed

2,143

debt and equity financings in 2022

SECTION 2

Advisor Bios

ADVISOR BIO 1

ADVISOR BIO 2

Marcus & Millichap



Edwinn Bruchman

Associate

Edwinn.Bruchman@marcusmillichap.com

Direct: 904.672.1402

FL #SL3486353

Marcus & Millichap

5220 Belfort Road

Jacksonville, FL 32256

904.672.1400

PROFESSIONAL BACKGROUND

Edwinn Bruchman joined Marcus & Millichap in February of 2021 and officially launched as an investment associate in July 2021. He is a retail specialist in the firm's Jacksonville office. Within this role, Edwinn exclusively represents clients in the acquisitions and dispositions of investment properties in North/Central Florida and South Georgia markets. Edwinn's business plan is centered around building long-term advisory relationships with clients by assisting them in the execution of their long-term projects. During his first six months as an associate, Edwinn earned the Rookie of Year award for the Jacksonville office in 2021.

Prior to joining the firm, Edwinn studied at the University of Florida, earning his Bachelor's degree in Business Administration and a minor in Real Estate.



Simon V. Grigoryan

Vice President Investments

Simon.Grigoryan@marcusmillichap.com

Direct: 904.672.1443

FL #SL3322898

Marcus & Millichap

5220 Belfort Road

Jacksonville, FL 32256

904.672.1400

PROFESSIONAL BACKGROUND

Simon V. Grigoryan is a Retail Investment Specialist in North Florida who has lived in Jacksonville for over 25 years. Mr. Grigoryan began his real estate career in 2013 and joined Marcus and Millichap in 2016 as an Investment Specialist due to the firm's unique platform and unparalleled presence in the real estate investment market. Most recently Mr. Grigoryan received the CCIM designation and Vice President of Investments promotion. As a Retail specialist, he represents clients who are actively pursuing acquisition and disposition of Retail properties, more specifically shopping centers, in North Florida and South Georgia.

Simon is a post graduate from the University of North Florida, Coggin College of Business Corporate MBA program. In his spare time, Simon volunteers with the Armenian Church of Jacksonville and provides their community with pro bono advice regarding the church's real estate assets. He enjoys playing tennis, working out, flag football, traveling, and taking family vacations with his wife.

SECTION 3

Marketing Plan

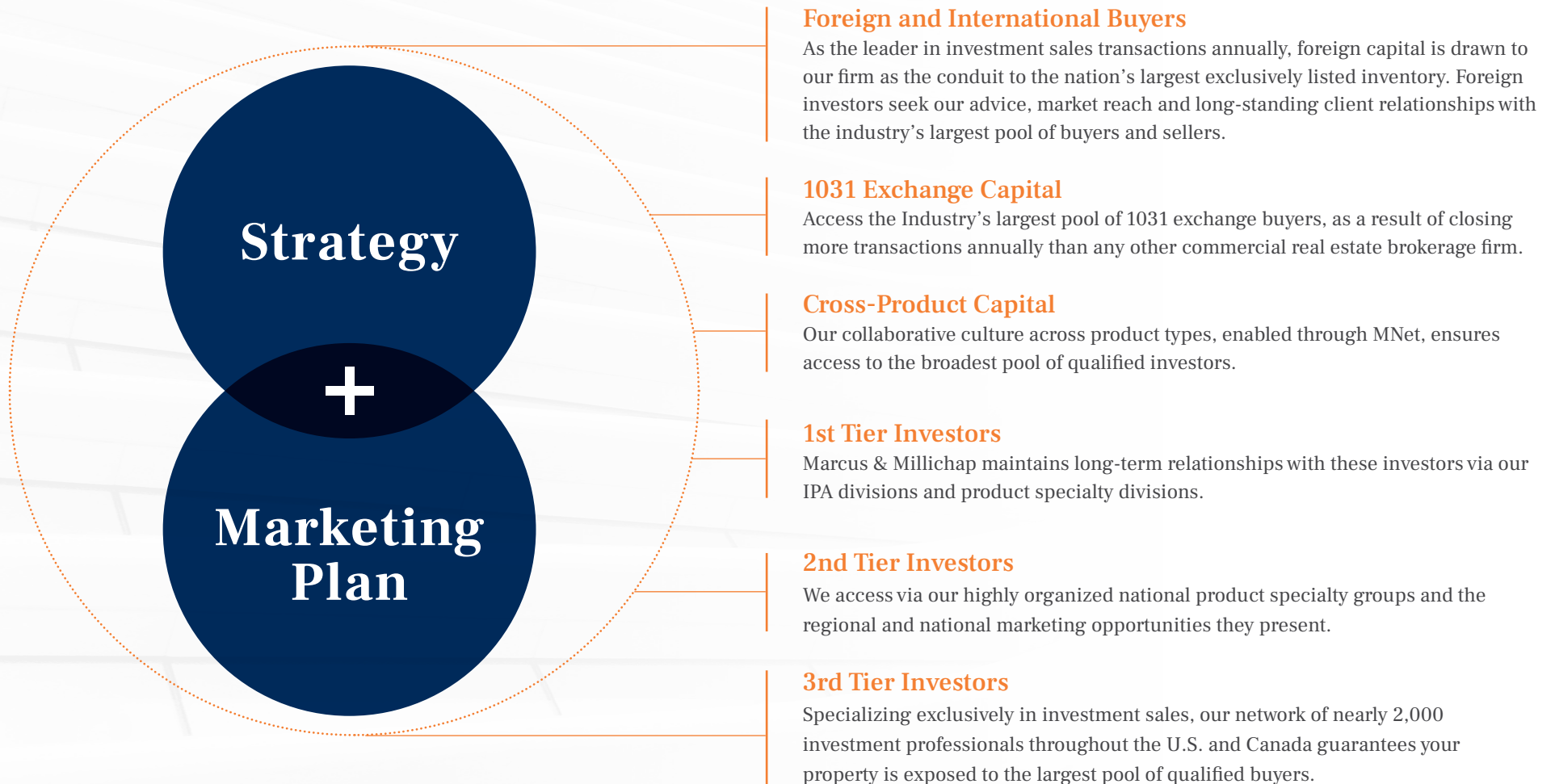
MAXIMUM EXPOSURE CREATES MAXIMUM VALUE

COMPREHENSIVE INTERNAL & EXTERNAL EXPOSURE

Marcus & Millichap

MAXIMUM EXPOSURE CREATES MAXIMUM VALUE

Our comprehensive marketing plan provides strategic exposure for your asset. Whether the optimal strategy requires maximum exposure within a single profile, broad exposure across all investor profiles, or a hybrid approach, our platform ensures maximum value across every client profile.



COMPREHENSIVE INTERNAL & EXTERNAL EXPOSURE

Our comprehensive marketing plan leverages all channels of communication to maximize property exposure, both internally and externally. We provide and produce offering memoranda, conduct internal and external email marketing, and initiate internal and external telephone contact.

Exposure to the market ultimately determines the final outcome of a sale, and we work to create the best exposure in the industry for your property.

Offering Memorandum

PRIOR TO ACTIVATION:

- Finalize financial analysis, property overview, and photographs.
- Deliver a draft of the offering memorandum for client approval.

WITHIN 30 DAYS OF ACTIVATION:

- Begin active marketing, using the offering memorandum as the focal point. In particular, highlight the property's future value.
- Once active, the offering memorandum is available to all Marcus & Millichap sales professionals to present to our large pool of pre-qualified buyers.

Internal & External Email Marketing

PRIOR TO ACTIVATION:

Draft of email campaign presented for client approval.

WITHIN 30 DAYS OF ACTIVATION:

- Internal and external email campaigns sent with tracking capability for "opens."
- Commence follow-up via telephone to sell the opportunity, gauge interest, and overcome buyer objections.

Note: Email campaigns continue throughout the listing period.

Internal & External Phone Contact

PRIOR TO ACTIVATION:

Probable buyer list created from team's database, including probable exchange buyers from prior 30-day sales comps.

WITHIN 30 DAYS OF ACTIVATION:

- Direct outreach to Marcus & Millichap sales professionals via office presentations and telephone conferences.
- Marketing team makes direct telephone contact with list of all probable buyers.

Note: Telephone campaigns continue throughout the listing period.

MarcusMillichap.com Website

PRIOR TO ACTIVATION:

Photography of the property is collected. Property overview and description are written and entered into MNet. Offering Memorandum and due diligence materials are loaded to the property deal room.

WITHIN 30 DAYS OF ACTIVATION:

- Upon activation in the system, the property website is live on the site and displayed on the home page.
- Investors sign confidentiality agreement to access property deal room content.
- All leads generated from the website are loaded in real time to our agent marketing dashboard for direct follow-up.

MarcusMillichap.com property pages receive over 7 million views a year.

SECTION 4

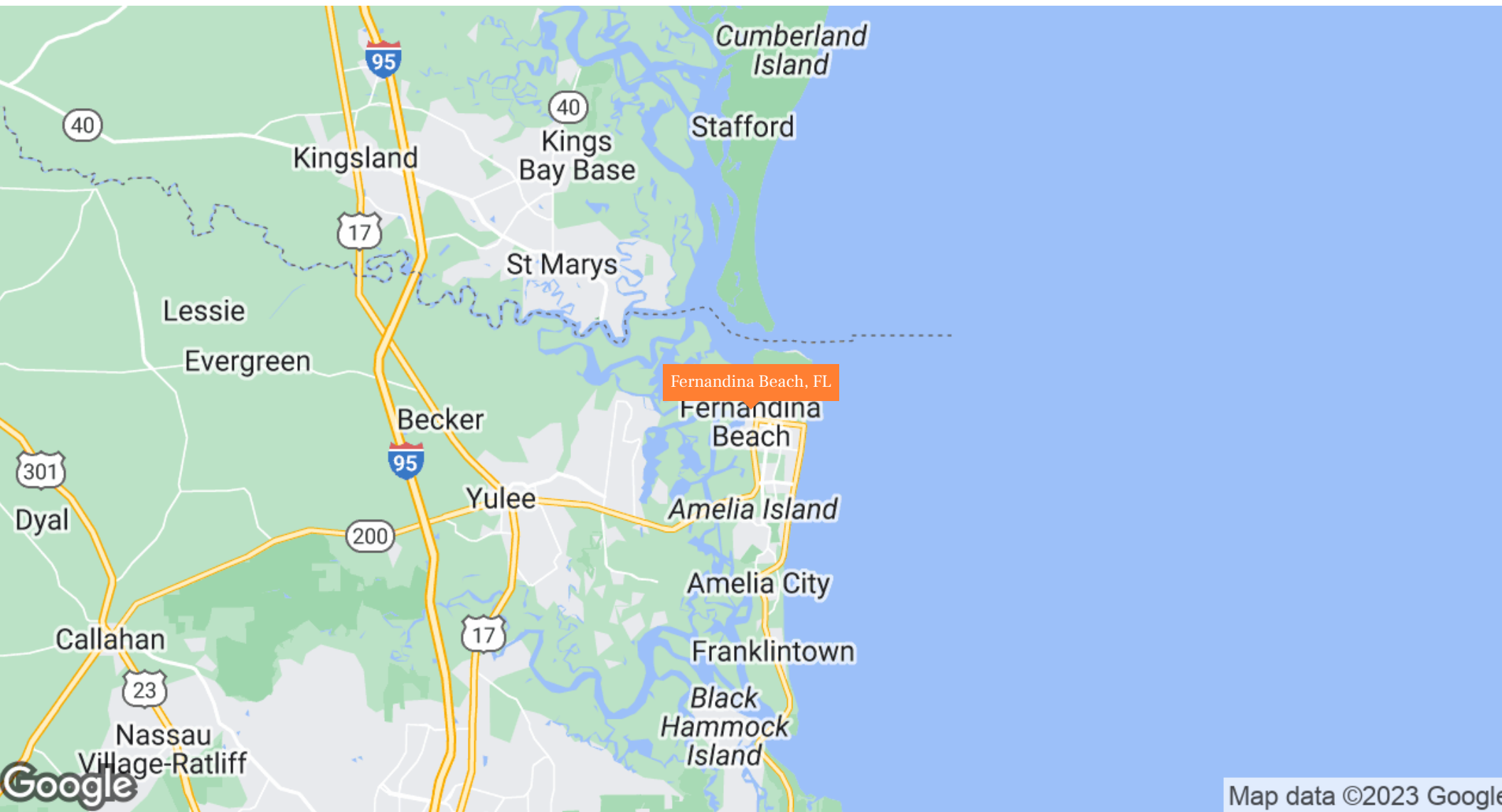
Investment Overview

REGIONAL MAP

LOCAL MAP

Marcus & Millichap

REGIONAL MAP // Ocean Highway & Port Authority





SECTION 5

Financial Analysis

FINANCIAL DETAILS

Marcus & Millichap

Ocean Highway & Port Authority // FINANCIAL DETAILS

00-00-31-1800-0017-0100 PROPERTY SUMMARY

THE OFFERING	
Land Price	\$1,050,000
Land Price/SF	\$75.33
Land Price/Acre	\$3,281,250
Development Type	Land
Density	8

00-00-31-1800-0018-0010 PROPERTY SUMMARY

THE OFFERING	
Land Price	\$950,000
Land Price/SF	\$75.20
Land Price/Acre	\$3,275,862
Development Type	Land
Density	8

PORTION OF 00-00-31-1800-0005-0010 PROPERTY SUMMARY

THE OFFERING	
Land Price	\$750,000
Land Price/SF	\$74.86
Land Price/Acre	\$3,260,870
Development Type	Land
Density	8

COMBINED VALUE FOR THE THREE PARCELS

THE OFFERING	
Land Price	\$2,750,000
Land Price/SF	\$75.16
Land Price/Acre	\$3,273,810
Development Type	Land
Density	8

PROPOSAL PRICE FOR ALL PARCELS

A TRADE PRICE IN THE CURRENT INVESTMENT ENVIRONMENT OF	
\$2,750,000 to \$2,000,000	Purchase Price
	\$2,750,000
	\$2,600,000
	\$2,450,000
	\$2,300,000
	\$2,150,000
	\$2,000,000

SECTION 6

Sale Comparables

SALE COMPS MAP

SALE COMPS SUMMARY

PRICE PER ACRE CHART

PRICE PER SF CHART

SALE COMPS

SALE COMPS MAP

 Ocean Highway & Port Authority

 1 22-26 N 2nd St

 2 116 N 2nd St

 3 109 S 8th St

 4 307 N 9th St

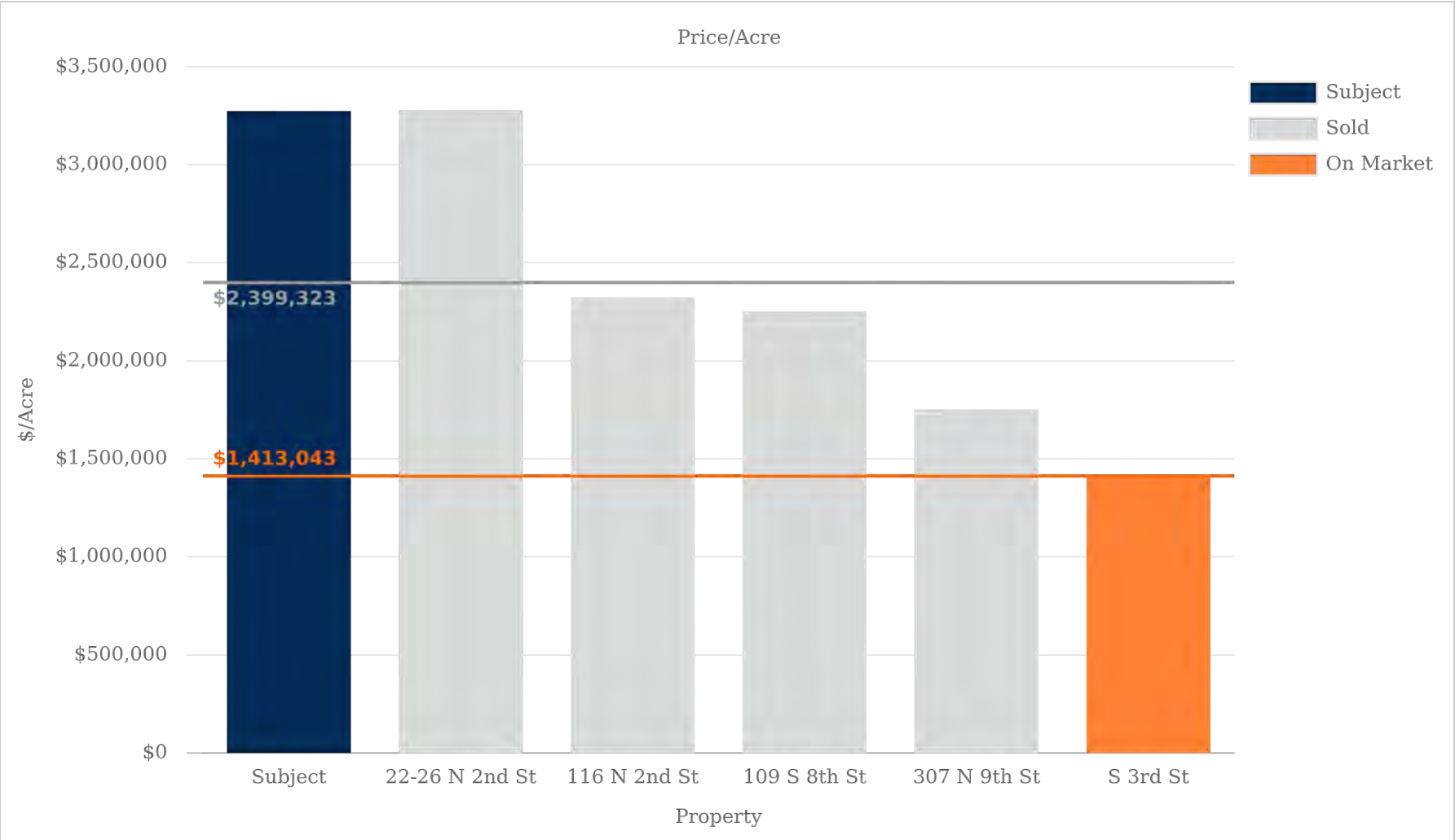
 5 S 3rd St



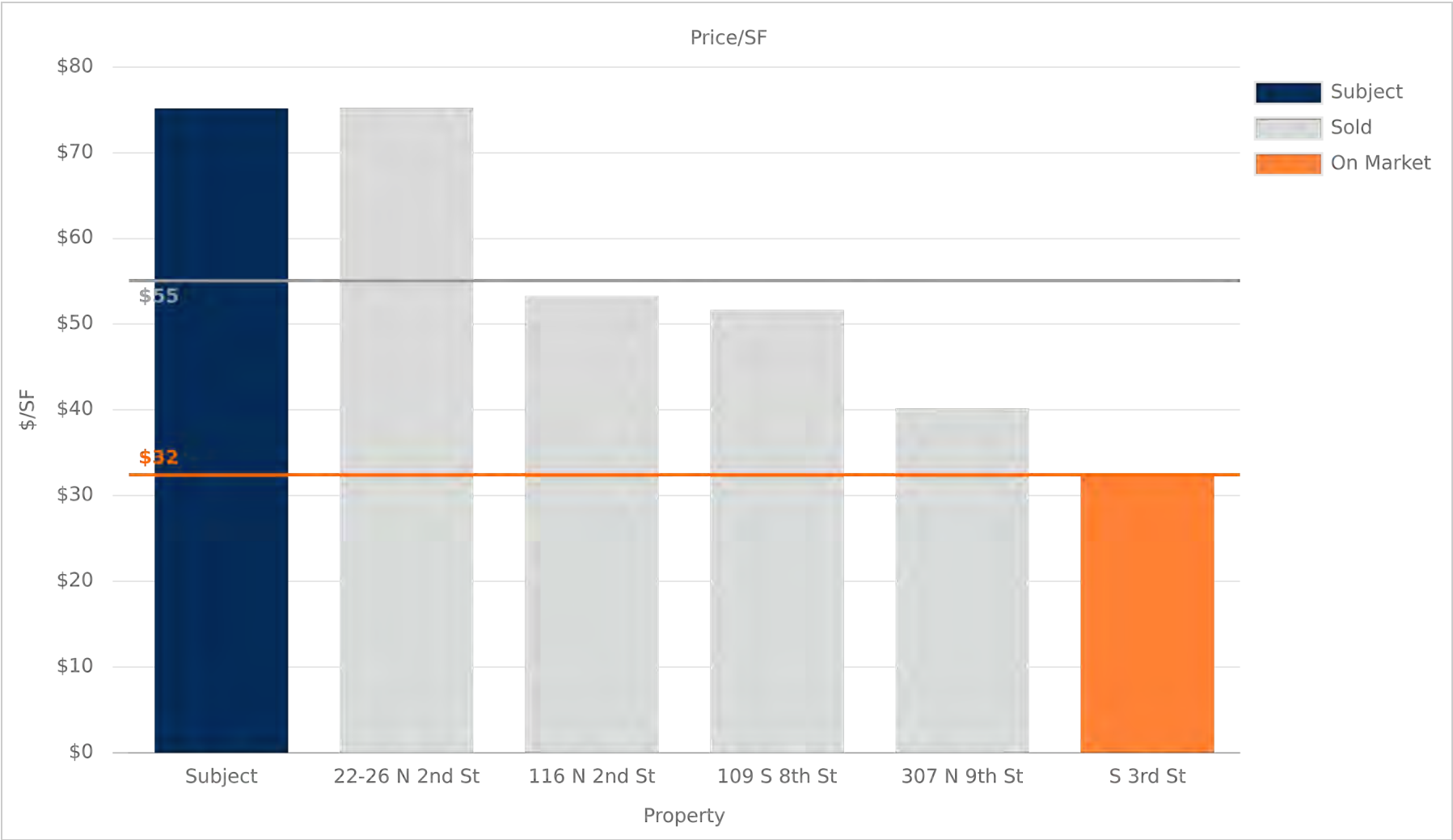
SALE COMPS SUMMARY // Ocean Highway & Port Authority

	SUBJECT PROPERTY	PRICE	LOT SIZE	\$/ACRE	# OF LOTS	DENSITY	CLOSE
	Ocean Highway & Port Authority 332 N 3rd St 305 Dade St Fernandina Beach, FL 32034	\$2,750,000	0.84 AC	\$3,273,810	15	8	-
	SALE COMPARABLES	PRICE	LOT SIZE	\$/ACRE	# OF LOTS	DENSITY	CLOSE
	22-26 N 2nd St Fernandina Beach, FL 32034	\$950,000	0.29 AC	\$3,275,862	5	34	09/21/2021
	116 N 2nd St Fernandina Beach, FL 32034	\$650,000	0.28 AC	\$2,321,428	4	34	03/25/2021
	109 S 8th St Fernandina Beach, FL 32034	\$270,000	0.12 AC	\$2,250,000	1	34	02/22/2023
	307 N 9th St Fernandina Beach, FL 32034	\$192,500	0.11 AC	\$1,750,000	1	8	07/25/2022
	S 3rd St Fernandina Beach, FL 32034	\$1,300,000	0.92 AC	\$1,413,043	17	8	On Market
	AVERAGES	\$672,500	0.34 AC	\$2,202,066	6	24	-

Ocean Highway & Port Authority // PRICE PER ACRE CHART



PRICE PER SF CHART // Ocean Highway & Port Authority



Ocean Highway & Port Authority // SALE COMPS



Ocean Highway & Port Authority

332 N 3rd St 305 Dade St, Fernandina Beach, FL 32034

Listing Price:	\$2,750,000	Density:	-
Number Of Lots:	-	Lot Size:	0.84 Acres
Price/Acre:	\$3,273,810		
Zoning:	R-2, MU-1		



22-26 N 2nd St

Fernandina Beach, FL 32034

Sale Price:	\$950,000	Density:	34
COE:	09/21/2021	Number Of Lots:	5
Price/Lot:	\$190,000	Lot Size:	0.29 Acres
Price/Acre:	\$3,275,862		
Zoning:	C-3		

SALE COMPS // Ocean Highway & Port Authority



2 116 N 2nd St
Fernandina Beach, FL 32034

Sale Price:	\$650,000	Density:	34
COE:	03/25/2021	Number Of Lots:	4
Price/Lot:	\$162,500	Lot Size:	0.28 Acres
Price/Acre:	\$2,321,428		
Zoning:	C-3		



3 109 S 8th St
Fernandina Beach, FL 32034

Sale Price:	\$270,000	Density:	34
COE:	02/22/2023	Number Of Lots:	1
Price/Lot:	\$270,000	Lot Size:	0.12 Acres
Price/Acre:	\$2,250,000		
Zoning:	C-3		

Ocean Highway & Port Authority // SALE COMPS



4 307 N 9th St
Fernandina Beach, FL 32034

Sale Price:	\$192,500	Density:	8
COE:	07/25/2022	Number Of Lots:	1
Price/Lot:	\$192,500	Lot Size:	0.11 Acres
Price/Acre:	\$1,750,000		
Zoning:	R-2		

Uncleared



5 S 3rd St
Fernandina Beach, FL 32034

Listing Price:	\$1,300,000	Density:	8
COE:	On Market	Number Of Lots:	17
Price/Lot:	\$76,470	Lot Size:	0.92 Acres
Price/Acre:	\$1,413,043		
Zoning:	MU-1, R-2		

Zoned Half MU-1 and Half R-2

SECTION 7

Market Overview

MARKET OVERVIEW

DEMOGRAPHICS

Marcus & Millichap

JACKSONVILLE

The Jacksonville metro is in the northeastern corner of Florida, just south of the Georgia border. It is composed of five counties: Duval, Clay, St. Johns, Nassau and Baker, with the Atlantic Ocean providing its eastern border. Jacksonville's access to road, rail, sea and air transportation has made it an intermodal hub for the Southeast. JAXPORT is one of the largest ports in the region and is equipped to handle cargo, as well as cruise ships and the local ferry service. Naval Air Station Jacksonville and Naval Station Mayport contribute to a strong military presence in the market. The metro houses 1.6 million people, and with nearly 990,000 residents, Jacksonville is by far the largest city in the metro. No other city in the market contains more than 50,000 citizens, though suburbs in St. Johns County, such as Fruit Cove and Palm Valley, have been growing rapidly in recent years.

METRO HIGHLIGHTS



BUSINESS ATTRACTION

A lower cost of doing business than other nearby cities and a large, skilled labor pool help draw relocating and expanding companies to the region.



STRONG POPULATION GROWTH

In past decades, the metro's population growth has outpaced that of the nation — a trend that is projected to continue over the next five years.



DEEPWATER PORT

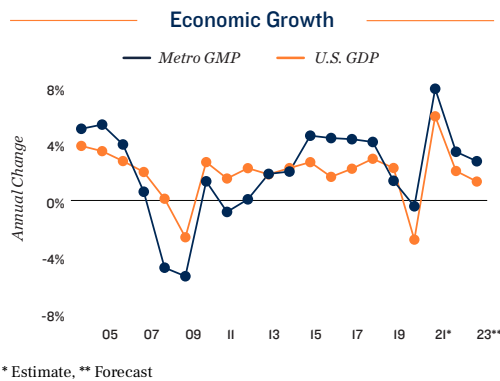
Cargo activity through JAXPORT provides \$31 billion in annual economic impact to the metro and generates 138,500 jobs in Florida.



MARKET OVERVIEW // Ocean Highway & Port Authority

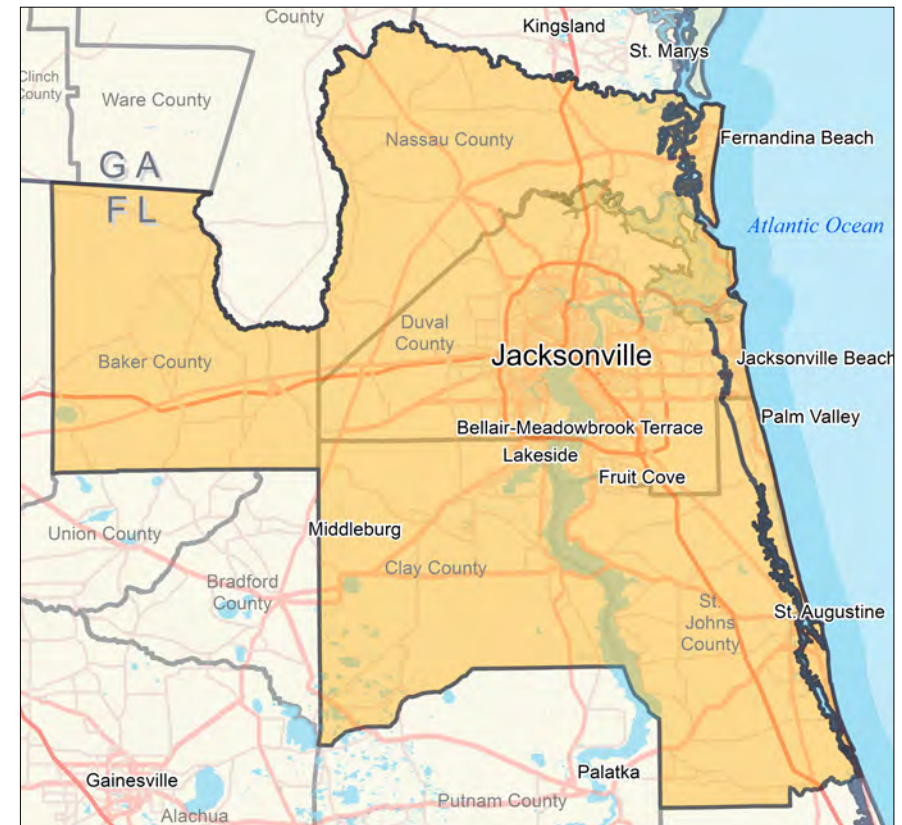
ECONOMY

- Once rooted in its military bases, a commercial port, tourism and paper mills, the Jacksonville economy is diversifying.
- The metro is home to four Fortune 500 companies: Fidelity National Information Services, Fidelity National Financial, CSX Corp. and Landstar System.
- The city has developed a large financial services sector, led by Bank of America, Citibank, Deutsche Bank and Wells Fargo.
- Jacksonville has an emerging industrial base in medical research and manufacturing.

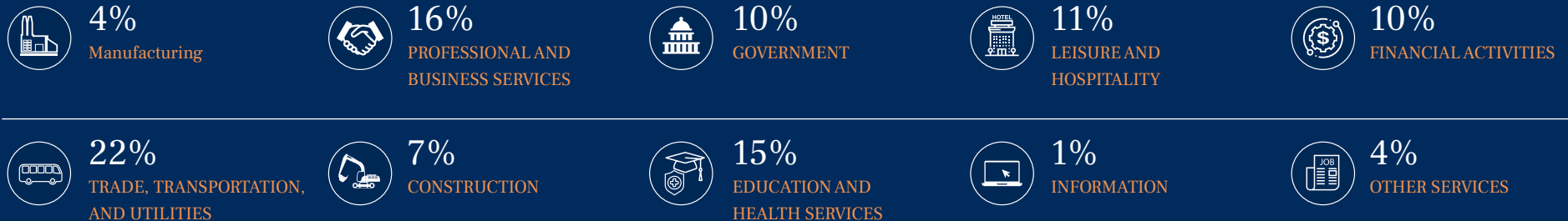


MAJOR AREA EMPLOYERS

- Naval Air Station Jacksonville
- Mayo Clinic
- Naval Station Mayport
- Ascension St. Vincent's
- CSX Corp.
- Baptist Health
- Citibank
- UF Health
- JPMorgan Chase
- Bank of America Corp.

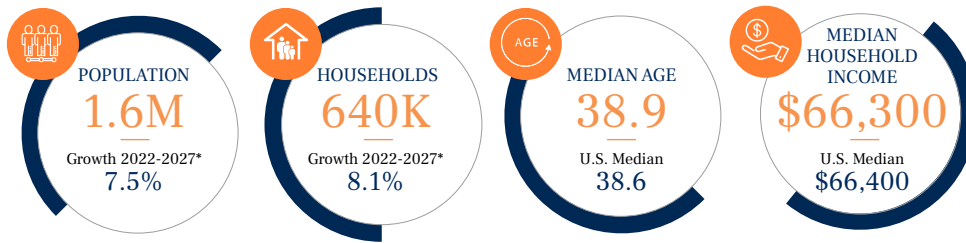


SHARE OF 2020 TOTAL EMPLOYMENT



DEMOGRAPHICS

- The metro is projected to add roughly 120,000 people through 2027, resulting in the formation of nearly 52,000 households.
- A median home price of roughly \$390,000 sits well below that of South Florida metros, allowing 65 percent of households to own their home.
- Roughly 31 percent of people ages 25 and older hold a bachelor's degree; about 11 percent have also earned a graduate or professional degree.



2020 POPULATION BY AGE



QUALITY OF LIFE

The Jacksonville area offers many recreational events and cultural opportunities. Jacksonville's beach communities consist of Atlantic Beach, Neptune Beach and Jacksonville Beach along 50 miles of shoreline, offering sport fishing, boating and water sport activities. The area is home to World Golf Village and the World Golf Hall of Fame. The Association of Tennis Professionals is also based in the area. Sports teams include the Jacksonville Jumbo Shrimp, a minor league baseball team, and the Jacksonville Jaguars of the NFL. TIAA Bank Field hosts the TaxSlayer Gator Bowl and the annual matchup between Florida and Georgia. Cultural opportunities and museums abound throughout the metro.

SPORTS

Baseball	AAA JACKSONVILLE JUMBO SHRIMP
Football	NFL JACKSONVILLE JAGUARS
Soccer	NPSL JACKSONVILLE ARMADA FC

EDUCATION

- FLORIDA STATE COLLEGE AT JACKSONVILLE
- UNIVERSITY OF NORTH FLORIDA
- JACKSONVILLE UNIVERSITY
- EDWARD WATERS COLLEGE

ARTS & ENTERTAINMENT

- CUMMER MUSEUM
- WORLD GOLF HALL OF FAME
- JACKSONVILLE ZOO AND GARDENS
- MOSH (MUSEUM OF SCIENCE & HISTORY)

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

DEMOGRAPHICS // Ocean Highway & Port Authority

POPULATION	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Population	2,721	13,393	26,117
2022 Estimate			
Total Population	2,636	12,908	24,173
2010 Census			
Total Population	2,412	11,603	19,881
2000 Census			
Total Population	2,484	10,947	17,843
Daytime Population			
2022 Estimate	4,255	18,192	26,382
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Households	1,262	6,082	11,427
2022 Estimate			
Total Households	1,205	5,803	10,529
Average (Mean) Household Size	2.3	2.2	2.3
2010 Census			
Total Households	1,065	5,104	8,560
2000 Census			
Total Households	1,079	4,563	7,320

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2022 Estimate			
\$250,000 or More	1.9%	3.4%	4.3%
\$200,000-\$249,999	2.2%	3.0%	3.3%
\$150,000-\$199,999	5.7%	7.6%	9.9%
\$125,000-\$149,999	8.4%	7.8%	7.6%
\$100,000-\$124,999	9.2%	9.7%	11.1%
\$75,000-\$99,999	12.5%	13.4%	14.0%
\$50,000-\$74,999	15.1%	17.9%	17.2%
\$35,000-\$49,999	12.1%	10.7%	10.5%
\$25,000-\$34,999	8.3%	8.7%	7.8%
\$15,000-\$24,999	8.0%	5.7%	5.3%
Under \$15,000	16.7%	12.3%	9.1%
Average Household Income	\$78,228	\$91,782	\$102,200
Median Household Income	\$59,888	\$67,481	\$75,234
Per Capita Income	\$35,791	\$41,603	\$44,700

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2022 Estimate	2,636	12,908	24,173
0 to 4 Years	4.9%	4.0%	4.0%
5 to 14 Years	9.3%	8.4%	8.8%
15 to 17 Years	3.2%	3.0%	3.0%
18 to 19 Years	1.8%	1.8%	1.7%
20 to 24 Years	5.0%	4.4%	4.3%
25 to 29 Years	5.7%	4.9%	5.0%
30 to 34 Years	6.1%	5.3%	5.5%
35 to 39 Years	4.9%	4.4%	4.8%
40 to 49 Years	10.4%	10.1%	10.3%
50 to 59 Years	14.4%	15.4%	15.1%
60 to 64 Years	8.0%	9.1%	9.2%
65 to 69 Years	7.8%	9.1%	9.1%
70 to 74 Years	7.2%	8.0%	7.9%
75 to 79 Years	4.9%	5.1%	5.1%
80 to 84 Years	3.3%	3.3%	3.1%
Age 85+	3.3%	3.9%	3.2%
Median Age	49.0	53.0	52.3

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population 25+ by Education Level			
2022 Estimate Population Age 25+	2,001	10,139	18,926
Elementary (0-8)	5.0%	3.1%	2.4%
Some High School (9-11)	5.5%	3.8%	3.6%
High School Graduate (12)	21.2%	22.0%	23.9%
Some College (13-15)	22.4%	22.1%	21.9%
Associate Degree Only	6.8%	7.1%	7.8%
Bachelor's Degree Only	24.1%	24.2%	23.9%
Graduate Degree	15.0%	17.6%	16.6%
HOUSING UNITS			
Occupied Units			
2027 Projection	1,459	7,555	14,003
2022 Estimate	1,388	7,183	12,920
Owner Occupied	862	4,055	7,817
Renter Occupied	343	1,748	2,712
Vacant	182	1,380	2,390
Persons in Units			
2022 Estimate Total Occupied Units	1,205	5,803	10,529
1 Person Units	31.1%	31.1%	26.5%
2 Person Units	37.7%	42.6%	45.3%
3 Person Units	14.0%	12.8%	13.4%
4 Person Units	10.5%	8.5%	9.4%
5 Person Units	4.0%	3.2%	3.4%
6+ Person Units	2.7%	1.8%	1.9%

DEMOGRAPHICS // Ocean Highway & Port Authority



POPULATION

In 2022, the population in your selected geography is 24,173. The population has changed by 35.5 percent since 2000. It is estimated that the population in your area will be 26,117 five years from now, which represents a change of 8.0 percent from the current year. The current population is 47.9 percent male and 52.1 percent female. The median age of the population in your area is 52.3, compared with the U.S. average, which is 38.6. The population density in your area is 308 people per square mile.



HOUSEHOLDS

There are currently 10,529 households in your selected geography. The number of households has changed by 43.8 percent since 2000. It is estimated that the number of households in your area will be 11,427 five years from now, which represents a change of 8.5 percent from the current year. The average household size in your area is 2.2 people.



INCOME

In 2022, the median household income for your selected geography is \$75,234, compared with the U.S. average, which is currently \$66,422. The median household income for your area has changed by 58.4 percent since 2000. It is estimated that the median household income in your area will be \$82,088 five years from now, which represents a change of 9.1 percent from the current year.

The current year per capita income in your area is \$44,700, compared with the U.S. average, which is \$37,200. The current year's average household income in your area is \$102,200, compared with the U.S. average, which is \$96,357.



EMPLOYMENT

In 2022, 14,579 people in your selected area were employed. The 2000 Census revealed that 66.6 percent of employees are in white-collar occupations in this geography, and 33.4 percent are in blue-collar occupations. In 2022, unemployment in this area was 4.0 percent. In 2000, the average time traveled to work was 15.6 minutes.



HOUSING

The median housing value in your area was \$336,397 in 2022, compared with the U.S. median of \$250,735. In 2000, there were 5,406 owner-occupied housing units and 1,915 renter-occupied housing units in your area. The median rent at the time was \$543.



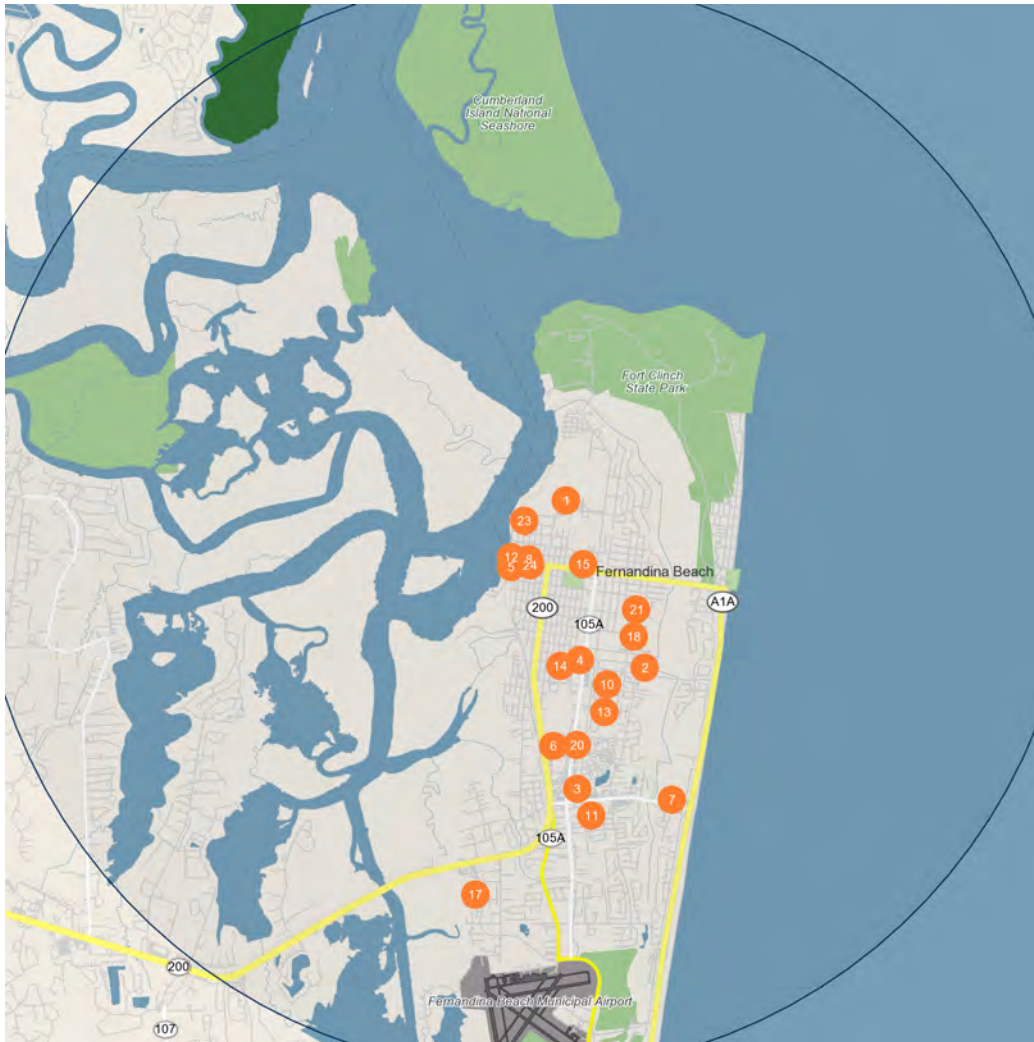
EDUCATION

The selected area in 2022 had a higher level of educational attainment when compared with the U.S. averages. 16.6 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.3 percent, and 23.9 percent completed a bachelor's degree, compared with the national average of 19.7 percent.

The number of area residents with an associate degree was lower than the nation's at 7.8 percent vs. 8.4 percent, respectively.

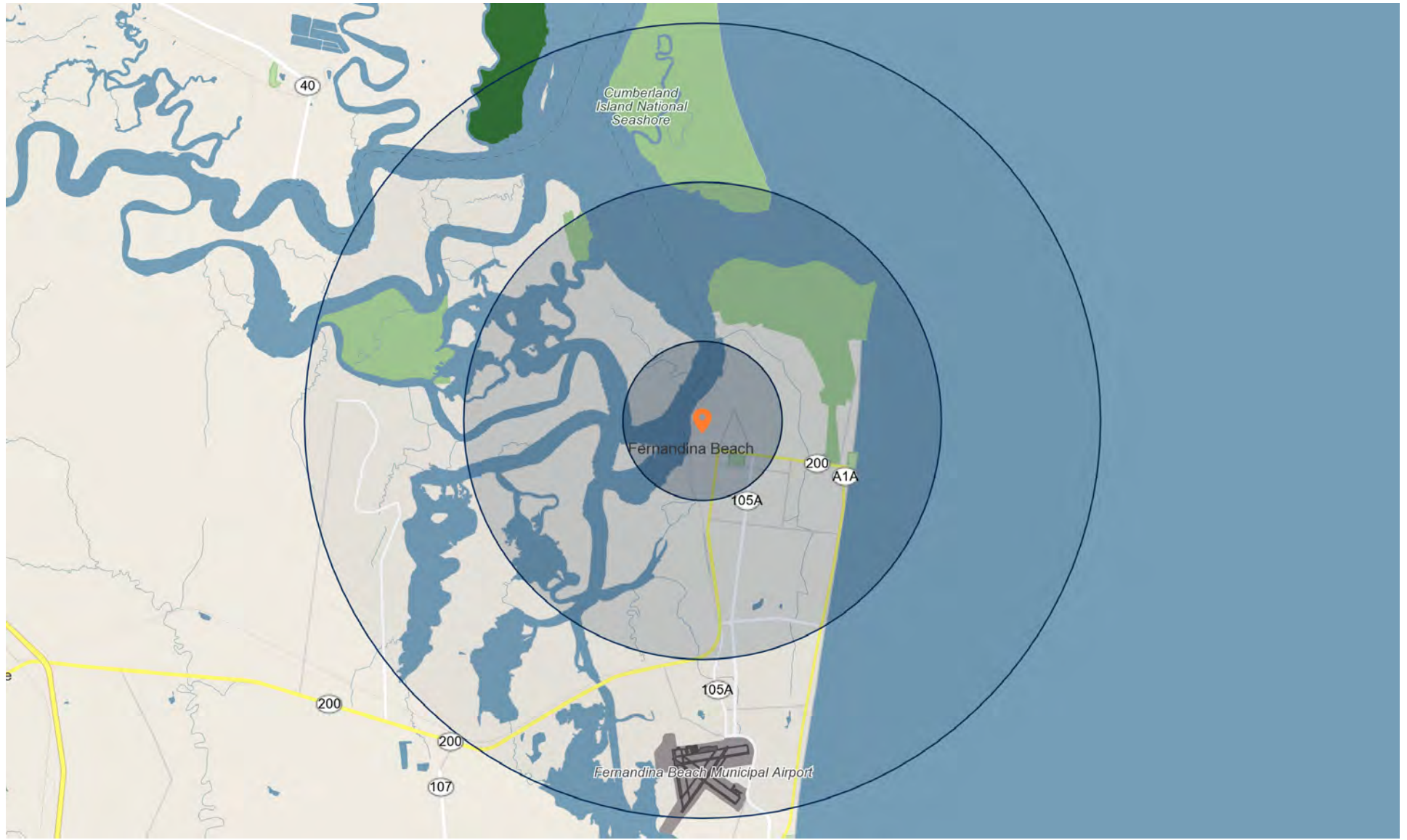
The area had fewer high-school graduates, 23.9 percent vs. 27.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 21.9 percent in the selected area compared with the 20.4 percent in the U.S.

Ocean Highway & Port Authority // DEMOGRAPHICS



Major Employers		Employees
1	Westrock Cp LLC-Smurfit Stone Container	540
2	Hallmark Post Oak LLC	252
3	Publix Super Markets Inc-Publix 00322	184
4	Juvenile Justice Florida Dept	172
5	Park PI Hospitality Group Inc-Hampton Inn	155
6	Winn-Dixie Stores Inc-Winn-Dixie	153
7	Interstate MGT & Inv Corp	151
8	United States Postal Service-US Post Office	114
9	Westrock Cp LLC	110
10	M-K of Fernandina Beach LLC-Quality Health Fernandina Bch	90
11	Nassau County School District-Emma Love Hrdee Elmentary Schl	86
12	Tpaw LLC	85
13	Florida Department of Health	77
14	Nassau County School District-Southside Elementary School	73
15	Nassau County School District-Nassau Virtual Instruction	71
16	Nassau County School District-Nassau Virtual School	71
17	Nassau County School District-Nassau Community Academy	71
18	Nassau County School District-Fernandina Beach High School	70
19	Florida Health Nassau Co Inc	68
20	Florida Public Utilities Co	66
21	Nassau County School District-Fernandina Beach Middle School	64
22	Representatives Florida House	57
23	US Customs Svc	57
24	Highway Safety & Motor Veh	57
25	Historic Courthouse	57

DEMOGRAPHICS // Ocean Highway & Port Authority





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