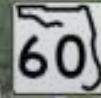


29,000 ±
Cars/Day



West Lake Wales Residential, Commercial or Industrial Acreage

235 West Lake Wales Road S, Lake Wales, Florida 33859

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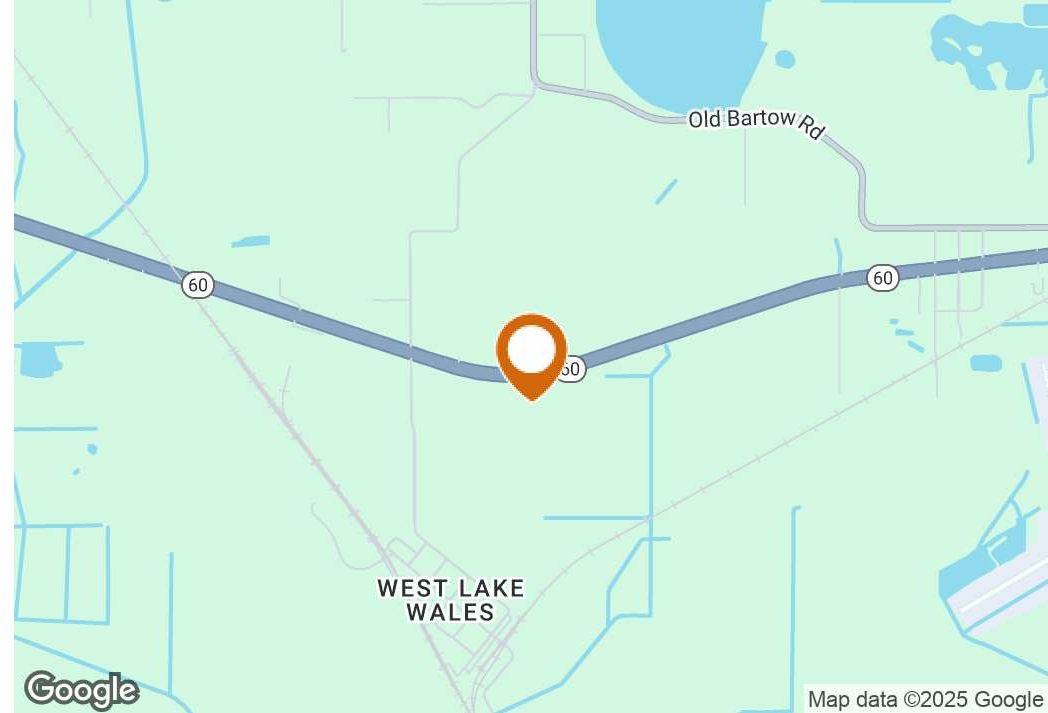
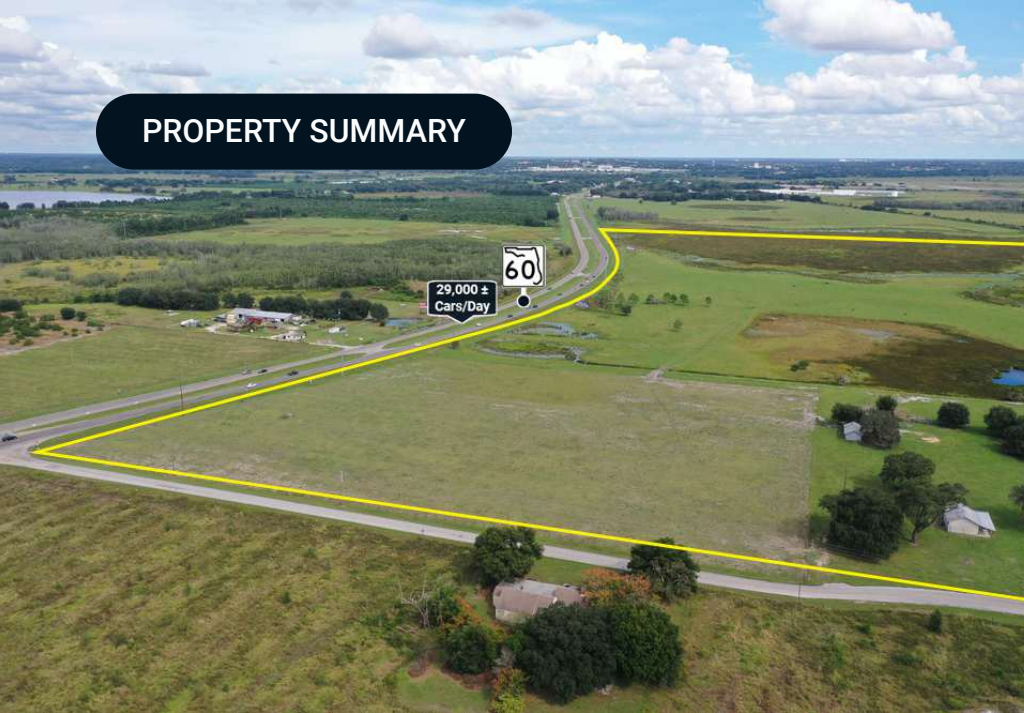
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PROPERTY SUMMARY



Offering Summary

Sale Price:	\$4,400,000
Lot Size:	193 Acres
Price / Acre:	\$22,798
Zoning:	A/RRX (Rural) Polk County
Traffic Count:	29,000 ± Cars/Day
City:	Lake Wales
County:	Polk
State:	Florida

Property Overview

The subject property consists of 193 ± acres of vacant land located in West Lake Wales. The property sits along SR 60 and provides easy access to US 17, US 27, I-4, and I-95. There are also two International Airports and several shipping ports in close proximity. There is a rail spur on the subject and will prove to be very valuable due to the major CSX Intermodal Terminal in Winter Haven located just north. The City of Lake Wales has advised this site has the potential for residential, commercial, or industrial rezoning.

Property Highlights

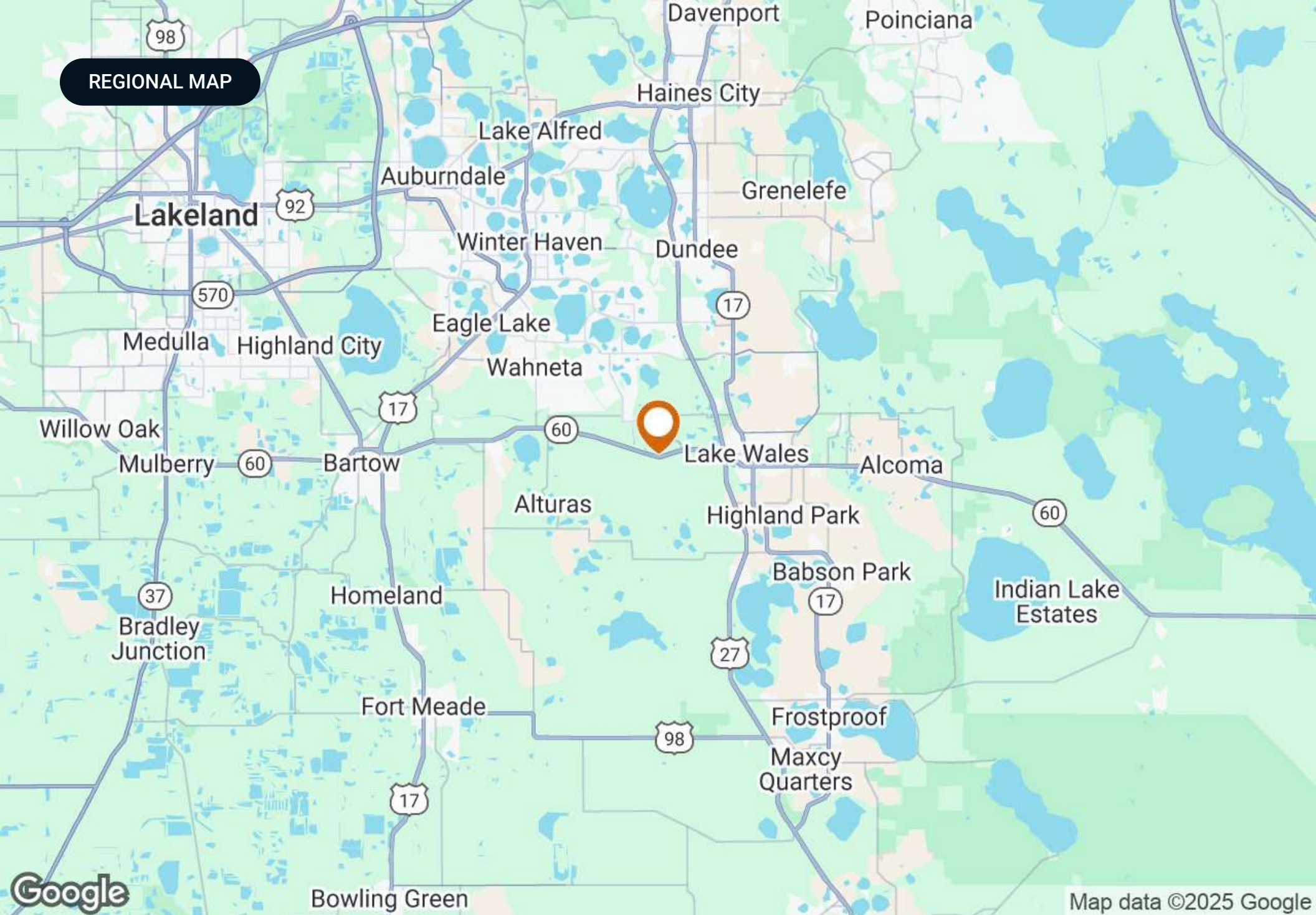
- Vacant land located in West Lake Wales
- Located along SR 60 and provides easy access to US 17, US 27, I-4, and I-95
- 4 Miles east of Intermodal Park



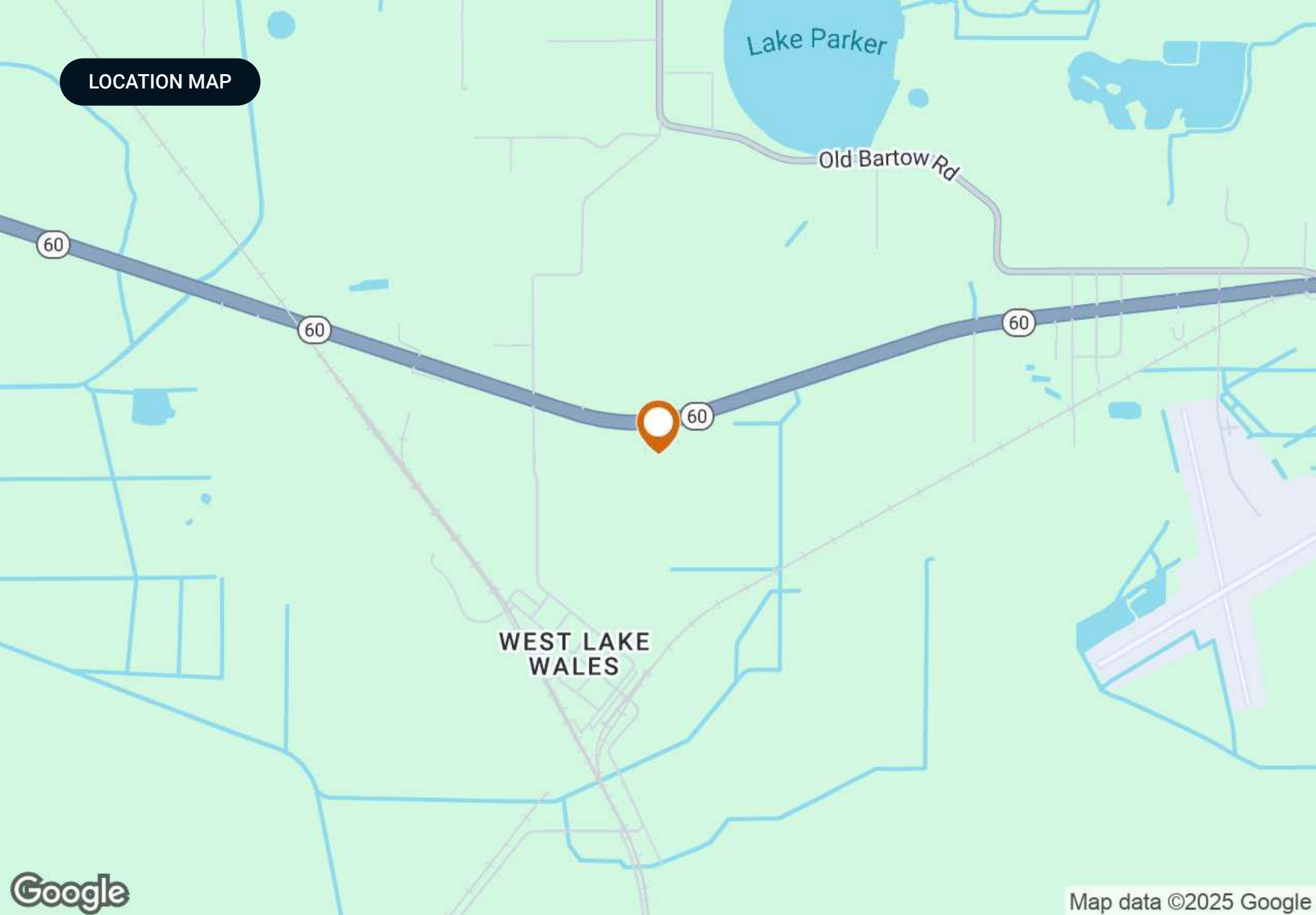
Strategic Location Along SR-60 in Lake Wales

Located just west of downtown Lake Wales, 235 West Lake Wales Road S offers excellent regional connectivity with frontage along State Road 60, one of Central Florida's primary east-west corridors. The property sits just minutes from U.S. Highway 27, providing north-south access across the state, including direct routes to Haines City, Sebring, and Miami. State Road 17, also nearby, offers a scenic alternative through the Lake Wales Ridge. This well-positioned site is ideal for businesses or investors seeking access to both coasts, with SR 60 stretching from the Tampa Bay area to Vero Beach and beyond.

The property's location places it within the Lakeland–Winter Haven metro area and less than a 10-minute drive from downtown Lake Wales. Nearby cities include Winter Haven (20 miles northwest), Sebring (33 miles southeast), and Bartow (17 miles west), while major metropolitan hubs like Orlando and Tampa are both within a 60-minute drive. With easy access to major highways and proximity to local amenities, this location supports a wide range of commercial and industrial uses in a growing corridor of Central Florida.



LOCATION MAP



AERIAL MAP



29,000 ±
Cars/Day

Fance Outlet

J&L Extra
Storage

SR 60




2,275 +/- FT

2,290 +/- FT



Map data ©2025 Imagery ©2025 Airbus, Landsat / Copernicus, Maxar Technologies



 CSX INTERMODAL
TERMINAL-SERVED LOCATION

Transportation:

- Great location for economically efficient distribution to Tampa, Orlando, Miami, and Fort Myers.
- Easy regional access to the Florida Turnpike, I-4, I-95, and I-75.
- Only 40 miles to Tampa and 60 to Orlando.

Terminal:

- Nearly 75% of lifts at intermodal facility are completely automated making the site extremely efficient.
- Terminal is designed green very efficiently.
- Major markets can easily be reached including the Southeast, Midwest, Northeast, Westcoast, and Pacific Northwest.
- Subject property is 8 minutes or 6 miles from the CSX Winter Haven Intermodal Logistics Center

Gate Hours

Open 0500 Sunday through 1900 Friday

Open Saturday 0300 - 1900

Address

3935 Intermodal Drive

Winter Haven, FL 33884

Features

- Terminal footprint: 63 acres
- 4 rail-mounted wide-span gantry cranes
- 4 in-gate and out-gate lanes
- 275K units of capacity
- Six 3,000' processing tracks
- 690 wheeled yard capacity

LAKE WALES COMMONS DEVELOPMENT



Lake Wales Commons

Located just across the street from the subject property lies a major new development called Lake Wales Commons which is planned for the western edge of Lake Wales, encompassing approximately 558 acres across 26 parcels. The proposal includes up to 3,200 residential units (1,400 apartments and 1,800 single-family homes) along with over one million square feet of light industrial, warehouse, and commercial space.

The mixed-use project will feature a large retail district along SR 60 West, with grocery stores, big-box retailers, and multi-story buildings with ground-floor commercial and upper-level residential space. The development wraps around the historic Sick Island cemetery and includes wetlands, rural homesteads, and proximity to West Scenic Park. Approved by the city's Planning and Zoning Board, the site will be annexed under a Master Plan Development designation, allowing for flexible, community-focused planning.

SITE DATA

MIXED USE 1
TWIN VILLA RESIDENTIAL
59.32 ACRES
154 UNITS (3 UNITS/AC)
3.27 ACRES LAKE
15.63 ACRES WETLAND

INDUSTRIAL
77.79 ACRES
280,000 SF OF BUILDING
580 PARKING SPACES
3.43 ACRES LAKE
45.83 ACRES WETLAND

MIXED USE 3
20.04 ACRES
185,000 SF OF BUILDING
320 PARKING SPACES
1.77 ACRES LAKE
0.58 ACRES WETLAND



SITE DATA

MIXED USE 2 NORTH
• MULTI FAMILY RESIDENTIAL NORTH
20.48 ACRES
396 UNITS (19 UNITS/AC)
9 4-STORY BUILDINGS
750 PARKING SPACES
2.74 ACRES LAKE
1.16 ACRES WETLAND
• MULTI FAMILY RESIDENTIAL SOUTH
19.85 ACRES
444 UNITS (22 UNITS/AC)
9 4-STORY BUILDINGS
660 PARKING SPACES
1.21 ACRES LAKE
1.35 ACRES WETLAND

MIXED USE 2 SOUTH
• TOWN CENTER & COMMERCIAL PLAZA
71.02 ACRES
42,000 SF MEDICAL OFFICE
253,000 SF COMMERCIAL/RETAIL
240 RESIDENTIAL UNITS
1,450 PARKING SPACES
5.98 ACRES LAKE
45.83 ACRES WETLAND

LEGEND

- COMMERCIAL
- TOWN CENTER
- INDUSTRIAL
- MOB
- MULTI-FAMILY RESIDENTIAL
- SINGLE-FAMILY RESIDENTIAL
- RESIDENTIAL AMENITY
- LAKES
- WETLANDS

DEMOGRAPHICS MAP & REPORT

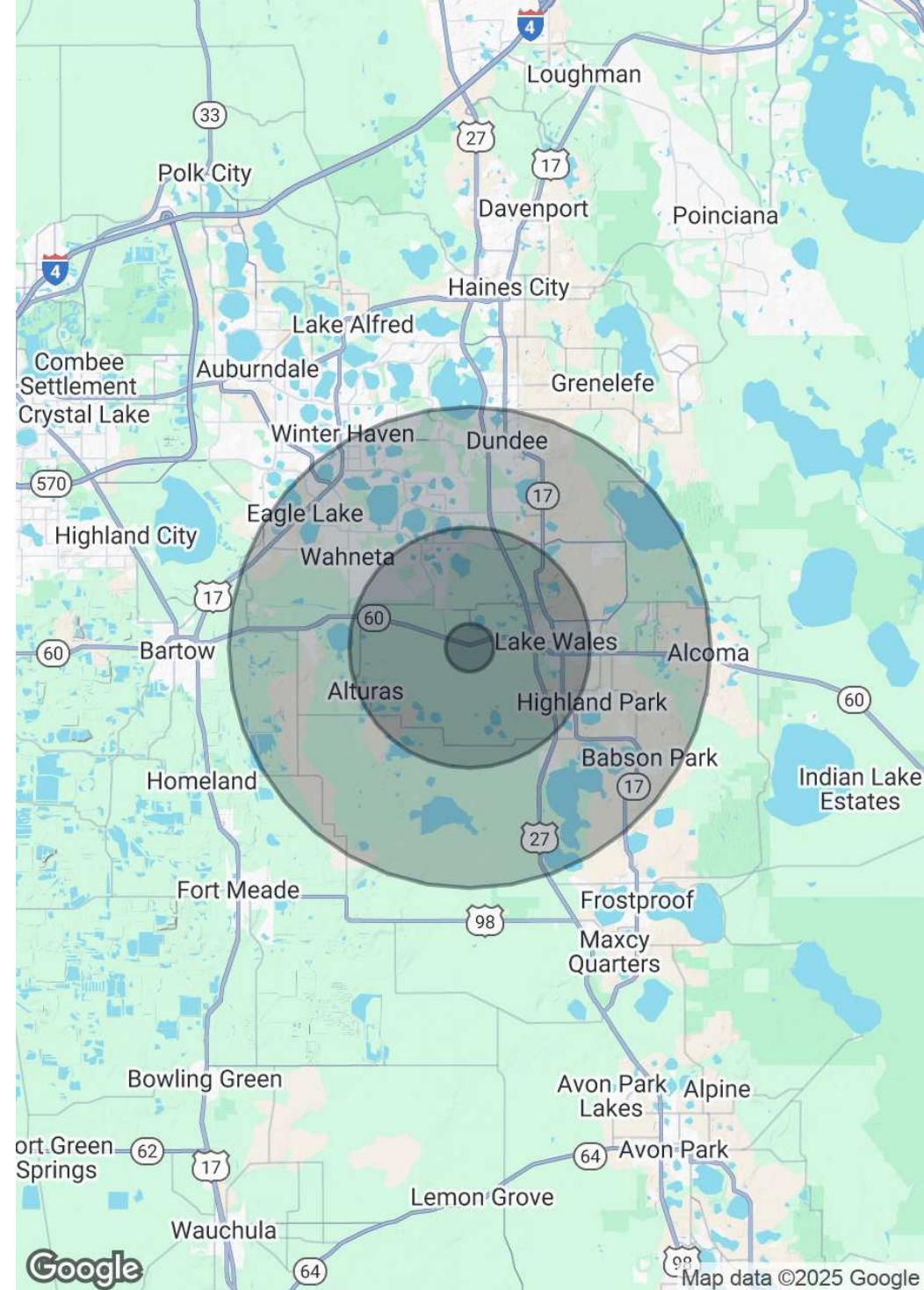
Population

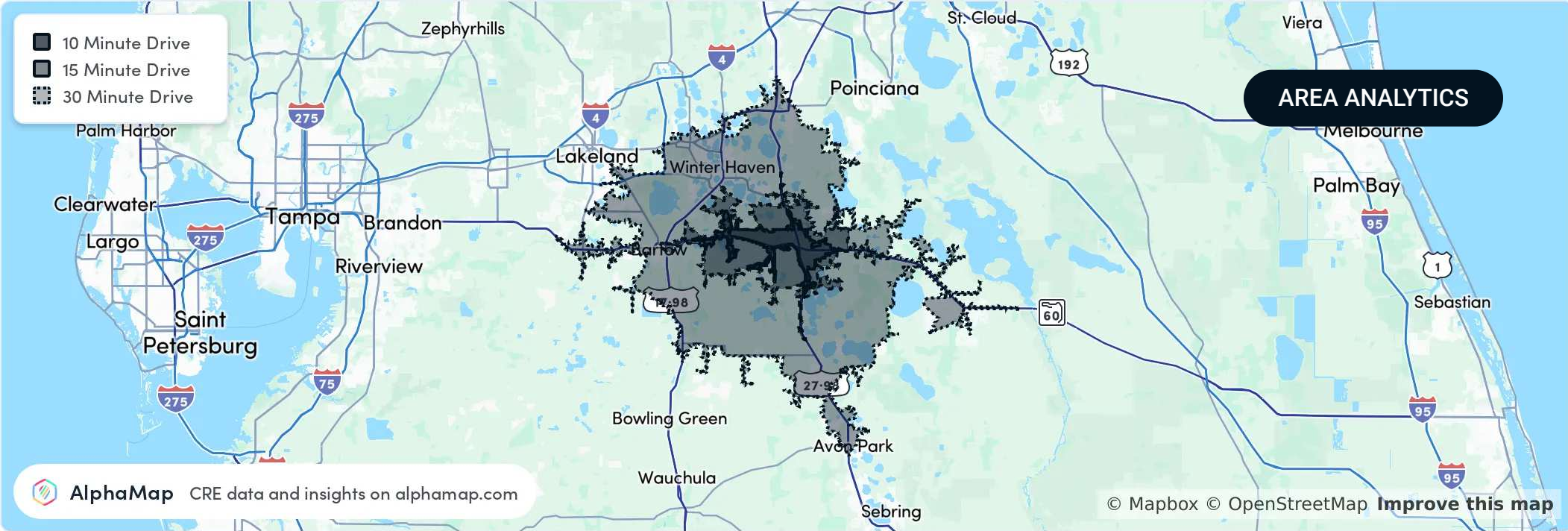
	1 Mile	5 Miles	10 Miles
Total Population	636	19,103	101,535
Average Age	46.5	41.9	40.7
Average Age (Male)	46.7	40.6	39.8
Average Age (Female)	46.2	42.7	41.5

Households & Income

	1 Mile	5 Miles	10 Miles
Total Households	266	7,718	39,429
# of Persons per HH	2.4	2.5	2.6
Average HH Income	\$61,151	\$51,740	\$56,823
Average House Value		\$117,289	\$171,308

2020 American Community Survey (ACS)





Population

	10 Minutes	15 Minutes	30 Minutes
Total Population	17,924	50,540	359,545
Average Age	41	43	43
Average Age (Male)	39	42	42
Average Age (Female)	42	44	44

Household & Income

	10 Minutes	15 Minutes	30 Minutes
Total Households	6,797	19,575	137,074
Persons per HH	2.6	2.6	2.6
Average HH Income	\$65,159	\$70,209	\$82,499
Average House Value	\$214,715	\$257,756	\$280,783
Per Capita Income	\$25,061	\$27,003	\$31,730

Map and demographics data derived from AlphaMap

ADDITIONAL PHOTOS



ADVISOR BIOGRAPHY



Glenn Folsom

Senior Advisor

glenn@saundersrealestate.com

Direct: **877-518-5263 x418** | Cell: **863-559-3268**

Professional Background

Glenn Folsom is a Senior Advisor at Saunders Real Estate.

Glenn is a licensed real estate associate, who specializes in improved commercial and industrial properties, investment properties, and buyer representation.

As President of Folsom Construction, Glenn was responsible for the management of corporate marketing and new business development. He was involved in determining the financial viability of the business, appropriate selection of new work, and interaction between design disciplines and owners.

Glenn has more than 36 years' experience in the construction industry, providing design and construction services, site selection, site acquisition, and project financing.

A graduate from the University of Florida, Glenn obtained a Bachelor of Science degree in Business Administration, majoring in Real Estate and Urban Development. He is also a member of The Rotary Club of Lakeland South.

Glenn is a Lakeland, Florida native where he currently resides with his wife, children, and grandchildren.

Glenn specializes in:

- Improved Commercial and Industrial Properties
- Investment Properties
- Buyer Representation

ADVISOR BIOGRAPHY



Zeb Griffin, ALC

Senior Advisor

zeb@saundersrealestate.com

Direct: **877-518-5263 x379** | Cell: **352-630-7547**

Professional Background

Zeb Griffin is a Senior Advisor at Saunders Real Estate.

Zeb believes that to best serve our clients, we must first comprehensively understand the land and all operations that take place on it.

Growing up, Zeb was actively involved in his family's cow/calf operation on leased and family land in both Lake and Sumter Counties. He holds a Bachelor of Science degree in Diversified Agriculture with a minor in Ag Business from Abraham Baldwin Agricultural College (ABAC). During his years at college, Zeb worked at a hay and cattle operation and a chemical and fertilizer company in South Georgia. At ABAC, he was very active and held leadership positions in Alpha Gamma Rho professional agricultural fraternity and regularly attended the Collegiate Cattleman's Association. Zeb also did summer internships on commercial and purebred cattle operations back home in Florida during his summers in college.

In his time at Saunders Real Estate, Zeb has successfully transacted thousands of acres. The bulk of that acreage has been hunting, agricultural, and ranch land with roughly half of which being encumbered by various types of conservation easements. Many of these transactions also included cattle and equipment. Zeb understands that each parcel is unique and enjoys working through challenges to ultimately accomplish his clients' goals. Zeb has advised and walked private landowners through access issues, outstanding mineral rights, discrepancies with adjoining landowners, and conservation easements in order to accomplish their objectives.

On the contrary, Zeb has also represented governmental entities on land dealings as well. Zeb has done numerous deals for SWFWMD (Southwest Florida Water Management District) All of the transactions involved placing surplus district held parcels back in the hands of private individuals. All of these transactions had conservation easements recorded simultaneously with the closing of the property. These transactions have many moving parts and unique timelines. Zeb has successfully been able to bridge the gap between the private and public sector to be able to get these deals done.

In 2022, Zeb received his "ALC" or Accredited Land Consultant designation. This designation requires individuals to have a land portfolio of \$10 million or more in sales volume. The designation holders are also required to take 56 hours of land related courses. He looks forward to using this education to further assist his clients in their land needs.



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Serving the Southeast

At Saunders Real Estate, we deliver full-service real estate solutions across the Southeast, built on more than 30 years of trusted experience. Our dedicated teams—experts in both land and commercial real estate—offer tailored guidance backed by deep regional insight and a proven track record. We believe that successful outcomes start with strong relationships built on trust and a shared commitment to your goals.



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