

OCALA BOAT & RV DEVELOPMENT OPPORTUNITY

8740 SOUTHWEST STATE ROAD 200, OCALA, FL



PRESENTED BY
GRANDSTONE
INVESTMENT
SALES

O F F E R I N G M E M O R A N D U M

8740 Southwest State Road 200, Ocala, FL

INVESTMENT OVERVIEW

OFFERING SUMMARY

LAND COST \$1,500,000

CONSTRUCTION COST \$3,300,000

ALL IN COST \$4,800,000

PURCHASE PRICE AT C/O \$6,390,000

PRICE PER NRSF AT C/O \$85.70

YEAR 1 CAP RATE 2.36%

YEAR 2 CAP RATE 7.00%

YEAR 3 CAP RATE 9.25%

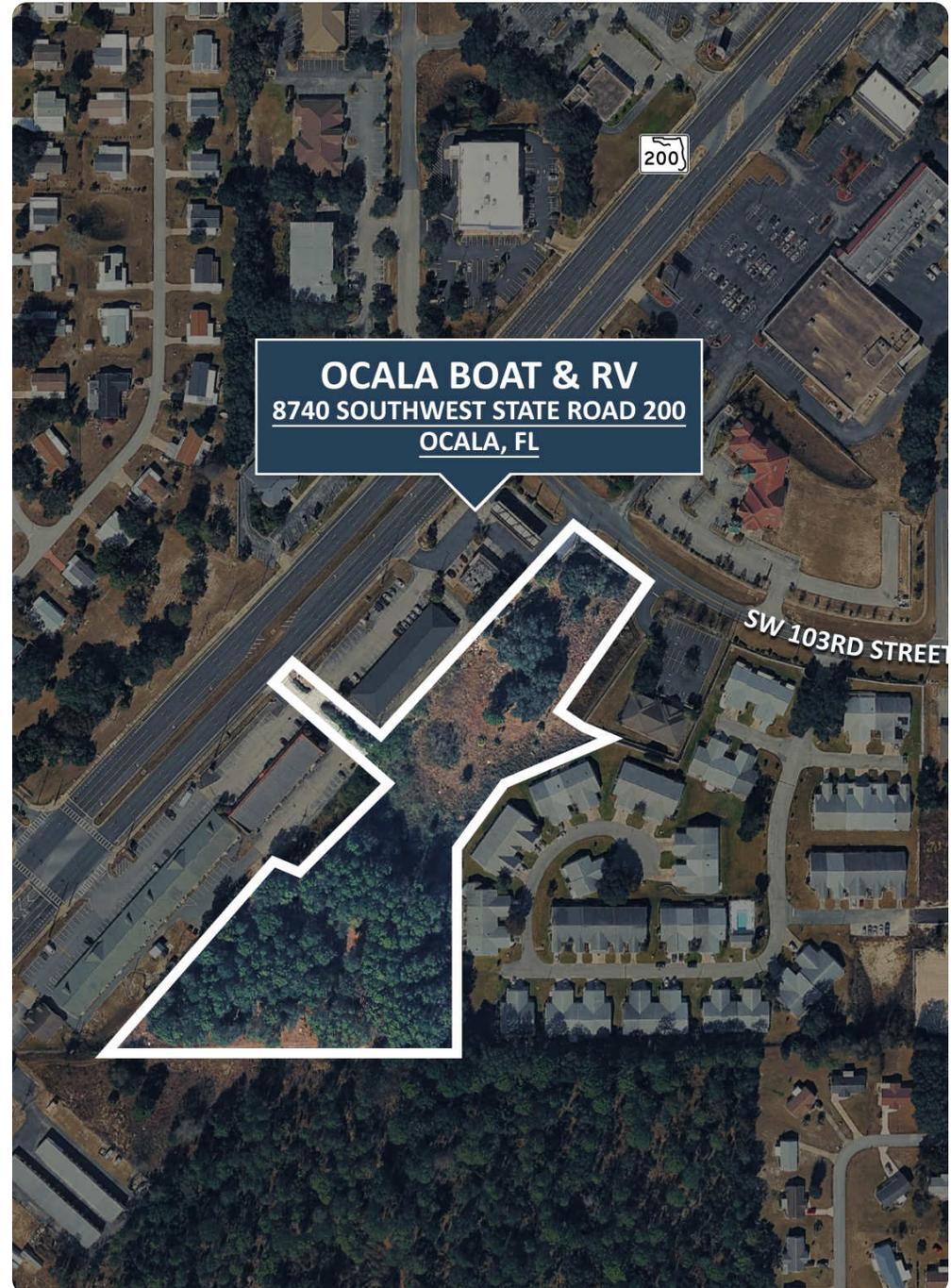
YEAR 4 CAP RATE 9.55%

YEAR 5 CAP RATE 9.85%

NET RENTABLE SQUARE FEET 74,560

LOT SIZE 4.81

YEAR BUILT/RENOVATED -



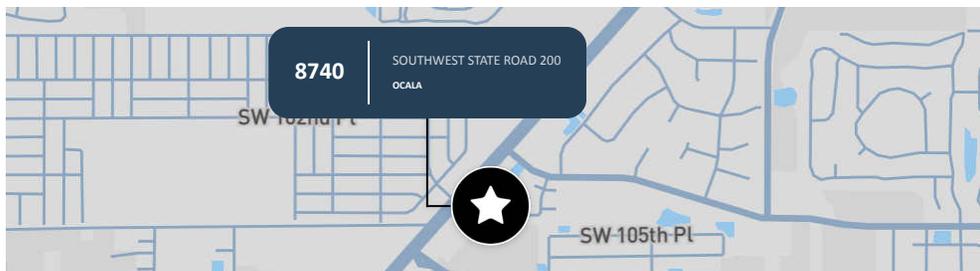
INVESTMENT OVERVIEW

Grandstone Investment Sales is pleased to present the Ocala Boat & RV development opportunity located along the highly trafficked SW State Road 200 corridor in Ocala, Florida. The offering consists of approximately 4.81 acres positioned for the development of a 74,560 NRSF covered boat and RV storage facility.

This opportunity represents a rare combination of:

- Entitlement-ready land
- Completed environmental and protected species mitigation
- Cleared site condition
- Approved civil/site plans
- Immediate access to one of Ocala's fastest-growing retiree corridors

The property is situated directly adjacent to "On Top of the World," a 10,000+ home active adult community, and within a submarket characterized by strong residential growth, favorable demographics, and limited purpose-built covered RV supply. The seller has already completed the most time-consuming and uncertain pre-development hurdles - including environmental clearance, tortoise mitigation, and site clearing - positioning a buyer to move efficiently toward construction upon finalizing building permits.



INVESTMENT HIGHLIGHTS

PRICING & VALUATION

- Price: \$1,500,000 (Land Basis)
- Projected Value at C/O: \$6,390,000
- Projected Stabilized NOI (Year 3): \$591,182
- Attractive Yield-on-Cost Profile

PROPERTY OVERVIEW

- Approx. 4.81 Acres
- Planned 74,560 NRSF Covered Boat & RV Storage
- 122 Covered Carport Units
- Commercial Zoning
- High-Visibility Location on SW State Road 200

ENTITLEMENT & SITE STATUS

- Site plan approved
- Civil approvals in place
- Environmental completed
- Protected species (tortoise) mitigation completed
- Property fully cleared
- Building permits ready to be finalized (intentionally not locked in)

LOCATION ADVANTAGES

- Directly adjacent to 10,000+ home "On Top of the World" community
- Positioned in Ocala's primary west growth corridor
- Strong retiree demographic supporting RV ownership
- Established retail and commercial infrastructure along SR-200

DEVELOPMENT UPSIDE

- Purpose-built covered RV product
- Limited immediate covered competition
- Flexible unit mix prior to final permit submission
- Pre-development risk largely removed

EXECUTION NOTES

- Grading not yet completed (est. ~\$40K per seller)
- Seller open to discussions around site prep
- Responsive ownership available throughout diligence

8740 Southwest State Road 200, Ocala, FL

FINANCIAL ANALYSIS

UNIT MIX

(\$ Actual)	# of Units	SF / Unit	Total SQFT	Monthly Rent/Unit	Monthly Income	Annual Income
Non-Climate Controlled (NCC):						
8.0 x 10.0	32	80	2,560	\$100.00	\$3,200	\$38,400
TOTAL Non-Climate Controlled (NCC):	32	80	2,560	\$100.00	\$3,200	\$38,400
Carport Units:						
12.0 x 25.0	1	300	300	\$110.00	\$110	\$1,320
12.0 x 30.0	1	360	360	\$120.00	\$120	\$1,440
12.0 x 35.0	3	420	1,260	\$260.00	\$780	\$9,360
12.0 x 40.0	1	480	480	\$150.00	\$150	\$1,800
12.0 x 50.0	18	600	10,800	\$440.00	\$7,920	\$95,040
12.0 x 50.0	98	600	58,800	\$540.00	\$52,920	\$635,040
TOTAL Carport Units:	122	590	72,000	\$508.20	\$62,000	\$744,000
GRAND TOTAL	154	484	74,560	\$423.38	\$65,200	\$782,400

INCOME AND EXPENSES

(\$ Actual)	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent	\$782,400	\$782,400	\$782,400	\$821,520	\$846,166	\$871,551
Physical Vacancy	(312,960) 40.0%	(312,960) 40.0%	(117,360) 15.0%	(41,076) 5.0%	(42,308) 5.0%	(43,578) 5.0%
Economic Vacancy	(195,600) 25.0%	(195,600) 25.0%	(78,240) 10.0%	(41,076) 5.0%	(42,308) 5.0%	(43,578) 5.0%
Total Vacancy	(508,560)	(508,560)	(195,600)	(82,152)	(84,617)	(87,155)
Vacancy %	65.0%	65.0%	25.0%	10.0%	10.0%	10.0%
Effective Rental Income	\$273,840	\$273,840	\$586,800	\$739,368	\$761,549	\$784,396
Late, Letter, & NSF Fees	5,477	5,477	11,736	14,787	15,231	15,688
Tenant Insurance	721	721	1,532	2,282	2,282	2,282
Total Other Income	\$6,198	\$6,198	\$13,268	\$17,070	\$17,513	\$17,970
Effective Gross Income (EGI)	\$280,038	\$280,038	\$600,068	\$756,438	\$779,062	\$802,366
Property Taxes	25,000	25,000	25,500	26,010	26,530	27,061
Insurance	12,000	12,000	12,240	12,485	12,734	12,989
Utilities & Trash	7,500	7,500	7,650	7,803	7,959	8,118
Repairs & Maintenance	5,000	5,000	5,100	5,202	5,306	5,412
Advertising	12,000	12,000	12,240	12,485	12,734	12,989
Salaries, Taxes, & Benefits	38,952	38,952	39,731	40,526	41,336	42,163
Management Fee	14,002	14,002	30,003	37,822	38,953	40,118
Office Supplies & Postage	5,000	5,000	5,100	5,202	5,306	5,412
Bank & Credit Card Fees	4,481	4,481	9,601	12,103	12,465	12,838
Telephone & Internet	2,400	2,400	2,448	2,497	2,547	2,598
Landscaping	3,000	3,000	3,060	3,121	3,184	3,247
Total Expenses	\$129,334	\$129,334	\$152,673	\$165,255	\$169,055	\$172,946
% of EGI	46.2%	46.2%	25.4%	21.8%	21.7%	21.6%
Net Operating Income (NOI)	\$150,703	\$150,703	\$447,394	\$591,182	\$610,007	\$629,420
Operating Margin %	53.8%	53.8%	74.6%	78.2%	78.3%	78.4%

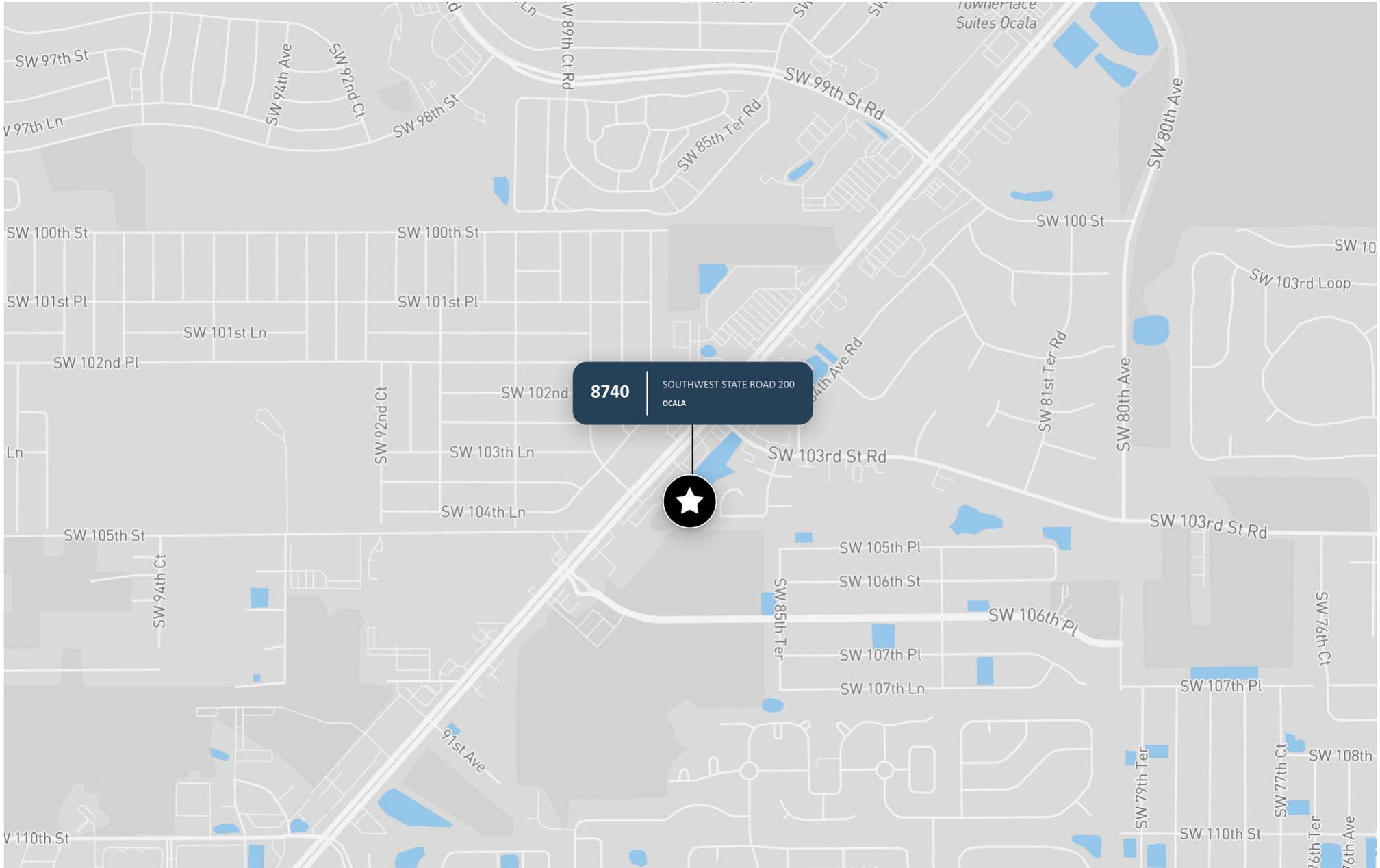
Financial Footnotes:

1. RE Taxes are based on similar properties in Marion County
2. Income estimated based on projected lease up
3. Expenses based on industry standard; Insurance, Utilities, Salary based on owner estimates
4. A management fee is added to expenses based on 5% of the gross income

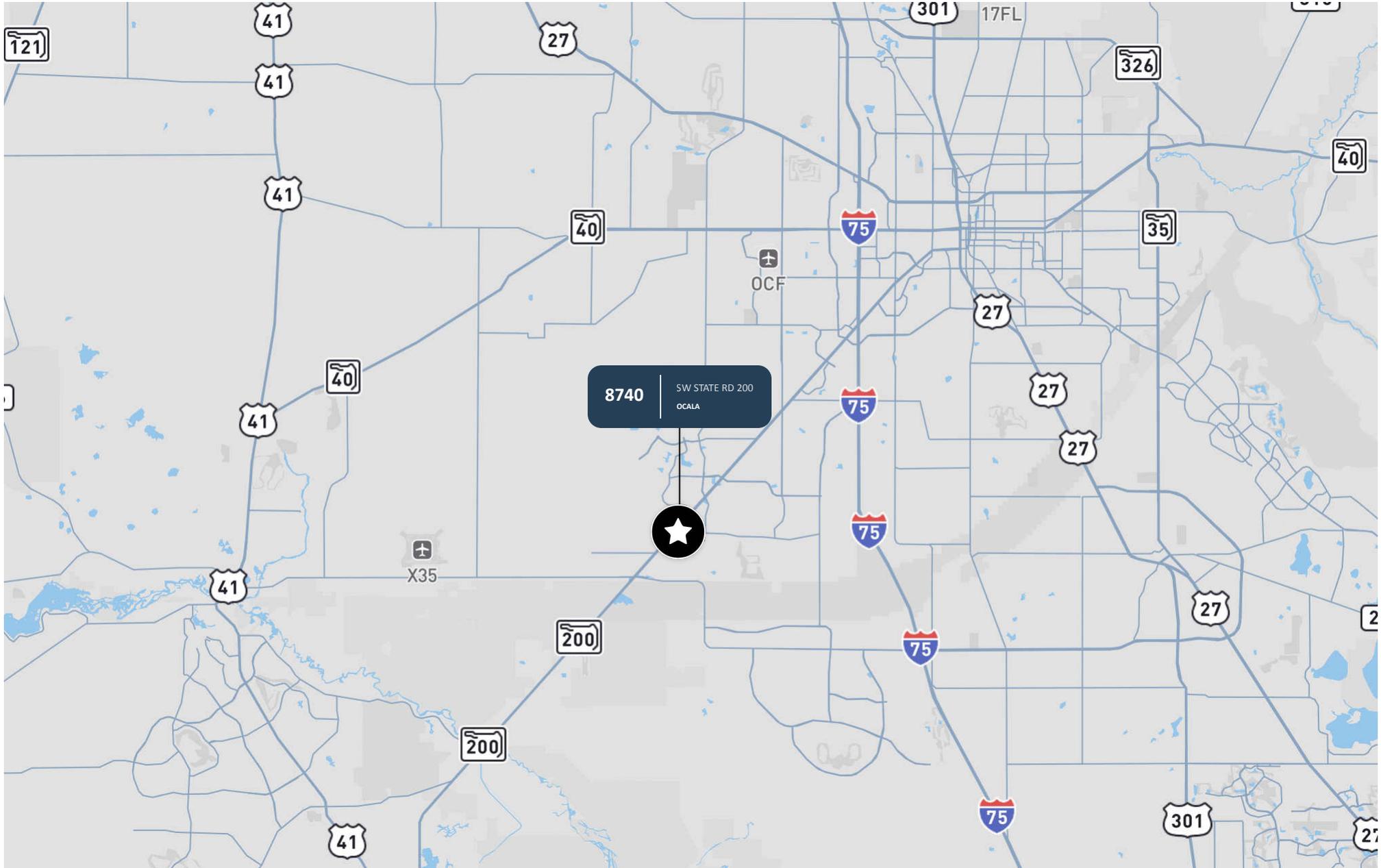
8740 Southwest State Road 200, Ocala, FL

PROPERTY INFORMATION

LOCAL MAP



REGIONAL MAP



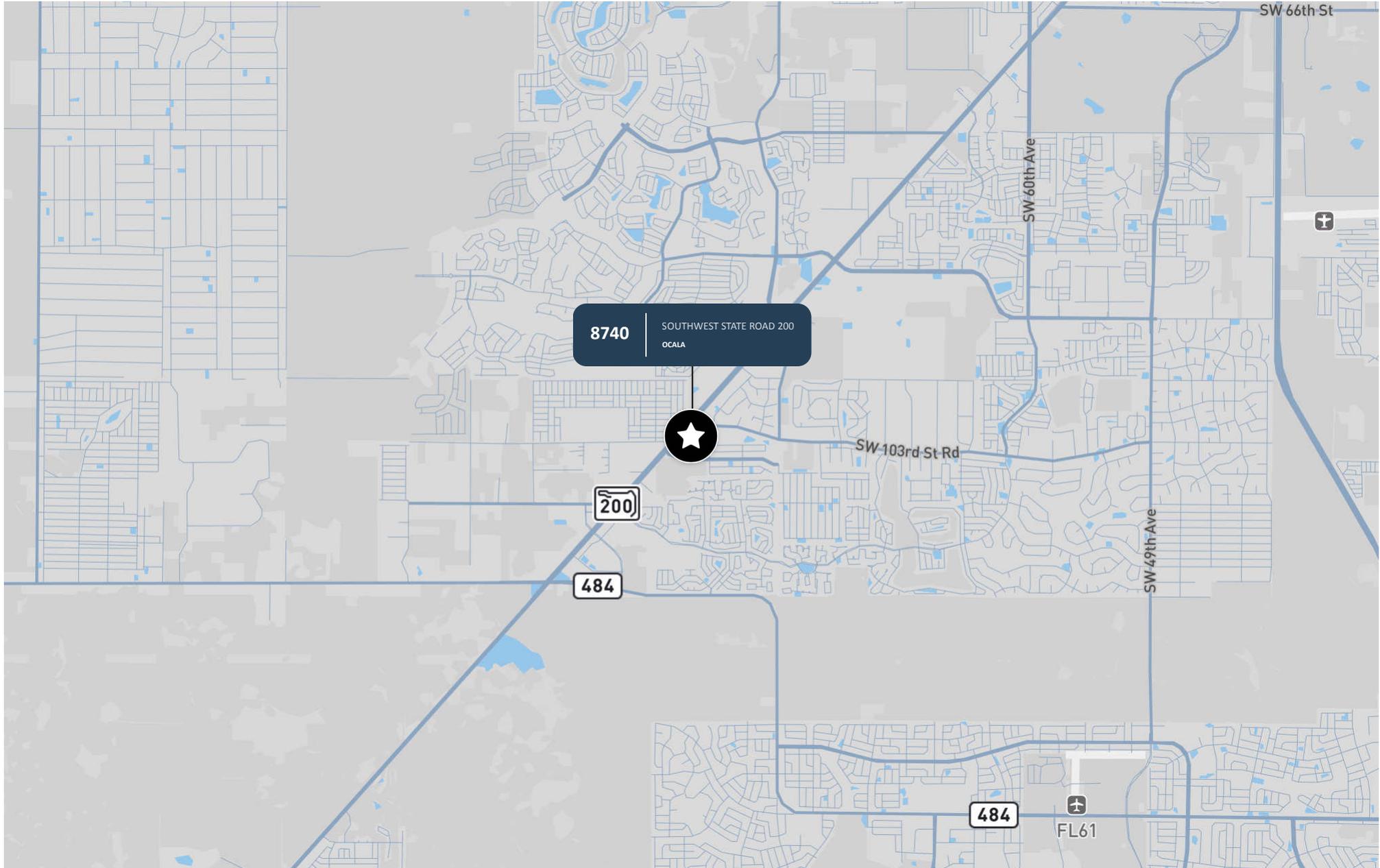
OCALA BOAT & RV
8740 SOUTHWEST STATE ROAD 200
OCALA, FL

SW 103RD STREET RD

200

200

TRANSPORTATION MAP



8740 Southwest State Road 200, Ocala, FL

RENT COMPARABLES

RENT COMPARABLES



Ocala Boat & RV
8740 Sw Hwy 200, Ocala, FL,
34481

Public Storage
8976 SW Highway 200,
Ocala, FL 34481

On Top of the World RV and
Boat Parking
9850 SW 84th Ct, Suite
#500, Ocala, FL 34481

Beacon RV & Boat Storage
6257 SW 38th St, Ocala, FL
34474

Recreation RV & Boat
Storage
500 SW 33rd Ave, Ocala, FL
34474

NRSF	YEAR BUILT	DISTANCE
74,560	-	-

NRSF	YEAR BUILT	DISTANCE
40,849	2021	0.3

NRSF	YEAR BUILT	DISTANCE
101,312	-	2.4

NRSF	YEAR BUILT	DISTANCE
106,235	2025	6.1

NRSF	YEAR BUILT	DISTANCE
133,000	2025	9.2

Unit Type	Rent	Rent/SF
12x25 Covered	\$110	\$0.37
12x30 Covered	\$120	\$0.33
12x35 Covered	\$260	\$0.62
12x50 Covered	\$440	\$0.73
Average:		\$0.51

Unit Type	Rent	Rent/SF
12x25 Covered	\$--	\$--
12x30 Covered	\$--	\$--
12x35 Covered	\$111	\$0.26
12x50 Covered	\$--	\$--
Average:		\$0.26

Unit Type	Rent	Rent/SF
12x25 Covered	\$175	\$0.58
12x30 Covered	\$200	\$0.56
12x35 Covered	\$--	\$--
12x50 Covered	\$300	\$0.50
Average:		\$0.55

Unit Type	Rent	Rent/SF
12x25 Covered	\$220	\$0.73
12x30 Covered	\$240	\$0.67
12x35 Covered	\$285	\$0.68
12x50 Covered	\$415	\$0.69
Average:		\$0.69

Unit Type	Rent	Rent/SF
12x28 Covered	\$255	\$0.76
12x30 Covered	\$200	\$0.56
12x35 Covered	\$223	\$0.53
12x50 Covered	\$383	\$0.64
Average:		\$0.62

York

CANTERBURY
CIRCLE
APARTMENTS

RIDGE
HEATH



Beacon RV & Boat Storage
6257 SW 38th St, Ocala, FL 34474

NRSF	Year Built
106,235	2025
CC Avg. Rent/SF	
\$0.69	



Recnation RV & Boat Storage
500 SW 33rd Ave, Ocala, FL 34474

NRSF	Year Built
133,000	2025
CC Avg. Rent/SF	
\$0.62	



On Top of the World RV and Boat Parking
9850 SW 84th Ct, Suite #500, Ocala, FL 34481

NRSF	Year Built
101,312	
CC Avg. Rent/SF	
\$0.55	



Ocala Boat & RV
8740 Sw Hwy 200, Ocala, FL, 34481

NRSF	Year Built
74,560	-
CC Avg. Rent/SF	
\$0.51	

Santos

MEADOWS
SUBDIVIS



Public Storage
8976 SW Highway 200, Ocala, FL 34481

NRSF	Year Built
40,849	2021
CC Avg. Rent/SF	
\$0.26	

FL61

Ross Prairie

SATURATION STUDY

Facility Name	Full Address	Distance (Miles)	Has Climate Control	NRSF 1-Mile	NRSF 3-Mile	NRSF 5-Mile
Ocala Boat & RV	8740 Sw Hwy 200, Ocala, FL, 34481	-	No	74,560	-	-
Public Storage	8976 SW Highway 200, Ocala, FL 34481	0.29	Yes	40,849	-	-
Compass Self Storage	9085 SW State Rd 200, Ocala, FL 34481	0.54	Yes	73,476	-	-
Your Space Self Storage	7365 SW State Rd 200, Ocala, FL 34476	2.14	No	-	24,525	-
On Top of the World RV and Boat Parking	9850 SW 84th Ct, Suite #500, Ocala, FL 34481	2.39	No	-	101,312	-
Public Storage	7950 SW 74th St, Ocala, FL 34481	3.01	Yes	-	-	33,868
Public Storage	6785 SW Highway 200, Ocala, FL 34476	3.06	Yes	-	-	34,723
Self-Storage at U-Haul	6615 SW State Rd 200, Ocala, FL 34476	3.34	Yes	-	-	111,558
80th Street Tower Storage Facility	6145 SW 80th St, Ocala, FL 34476	3.50	No	-	-	74,195
Public Storage	7256 SW 62nd Ave, Ocala, FL 34476	3.90	Yes	-	-	74,500
Public Storage	4950 SW Hwy 484, Ocala, FL 34473	4.81	Yes	-	-	40,168



1- Mile Population	3 Mile Pop	5 Mile Pop
7,380	27,108	54,807

Total Existing Supply	188,885	314,722	683,734
SQ FT Per Person	25.59	11.61	12.48

8740 Southwest State Road 200, Ocala, FL

DEMOGRAPHIC ANALYSIS



DEMOGRAPHICS

<i>Population</i>	<i>1 MILE</i>	<i>3 MILE</i>	<i>5 MILE</i>
2025 Total Population	7,380	27,108	54,807
2025 Population Density	1,949.2	1,529.0	757.5
2020-2025 Growth	955	3,938	7,705
2020-2025 Average Annual Growth	191	788	1,541
2030 Total Population	7,843	28,763	58,186
2030 Population Density	2,071	1,622	804
2025-2030 Projected Population Growth	463	1,655	3,379
2025-2030 Projected Average Annual Growth	93	331	676
2020 Population	6,425	23,170	47,102
2010 Total Population	6,040	19,882	36,300
2000 Population	3,232	8,422	20,775

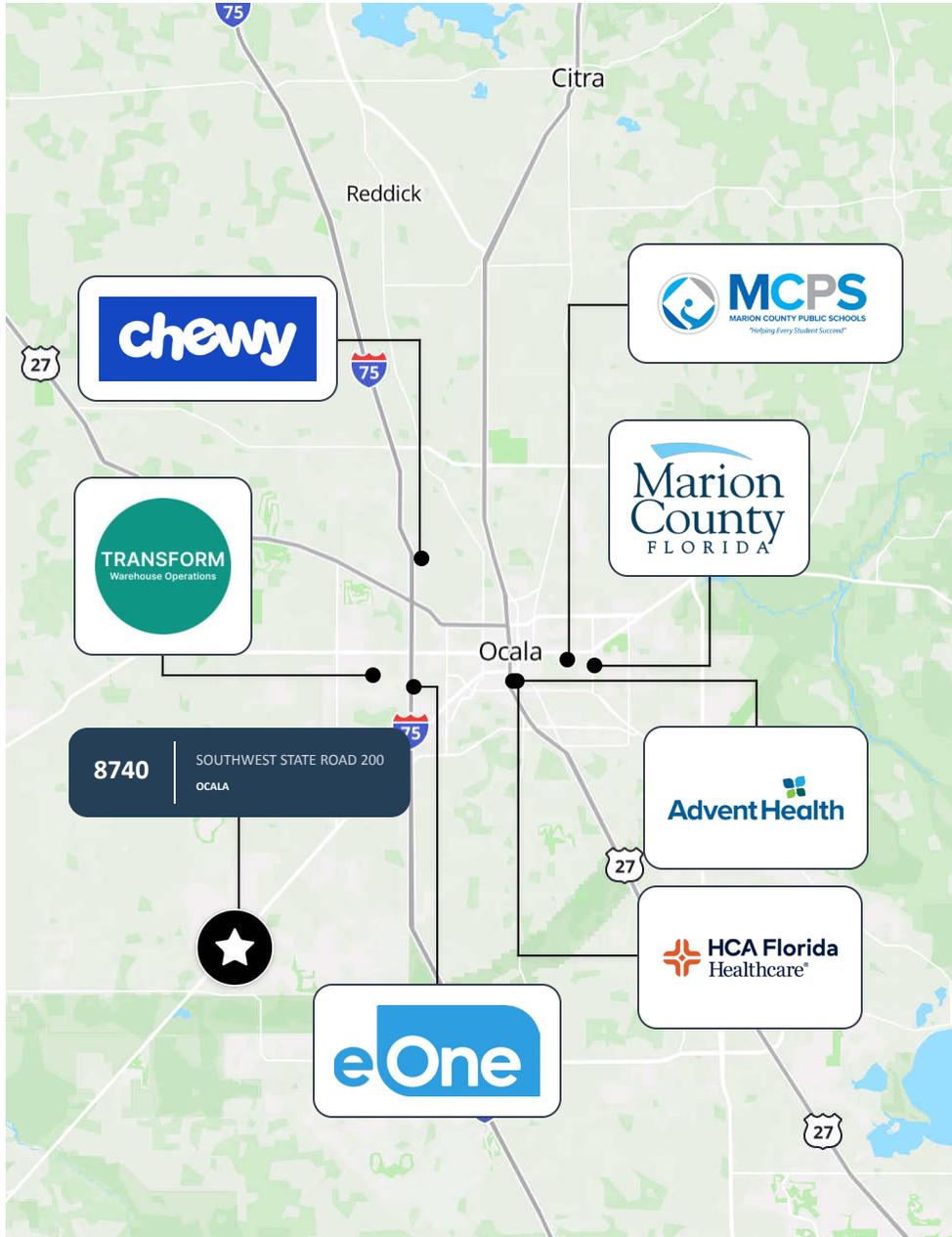
<i>Household Income</i>	<i>1 MILE</i>	<i>3 MILE</i>	<i>5 MILE</i>
2025 Average Household Income	\$ 57,567	\$ 63,579	\$ 74,048
2025 Aggregate Household Income	\$ 246,213,217	\$ 959,845,252	\$ 1,978,253,011
2025 Median Household Income	\$ 48,472	\$ 51,456	\$ 61,032
2025 Per Capita Income	\$ 33,388	\$ 35,700	\$ 36,267
2030 Aggregate Household Income	\$ 295,529,045	\$ 1,134,102,812	\$ 2,351,527,190
2030 Average Household Income	\$ 64,568	\$ 70,258	\$ 82,310
2030 Median Household Income	\$ 52,635	\$ 56,243	\$ 66,856
2030 Per Capita Income	\$ 37,707	\$ 39,736	\$ 40,594

<i>Households</i>	<i>1 MILE</i>	<i>3 MILE</i>	<i>5 MILE</i>
2025 Households	4,277	15,097	26,716
2020-2025 Growth	2,431	9,323	17,993
2020-2025 Average Annual Growth	486	1,865	3,599
2030 Households	4,577	16,142	28,569
2025-2030 Growth	300	1,045	1,853
2025-2030 Average Annual Growth	60	209	371
2020 Households	1,846	5,774	8,723

AMENITIES MAP



MAJOR EMPLOYERS



The Ocala market is distinguished by a robust and diversified employment landscape that provides a resilient economic foundation for real estate investment. The area’s economic bedrock is its expansive healthcare sector, anchored by top employers such as HCA Florida Ocala Hospital and AdventHealth Ocala. These institutions ensure a stable source of high-wage employment and attract a consistent influx of residents, driving sustained demand. Complementing this is a rapidly expanding logistics and distribution sector, highlighted by major fulfillment centers for Chewy and warehouse operations for Transform, which leverages the region’s strategic location as a critical commerce hub. Further stability is provided by significant public sector employers like Marion County Public Schools and the county government, alongside specialized manufacturing from companies such as E-ONE. This powerful combination of non-cyclical healthcare and government jobs, paired with a dynamic logistics industry, creates a durable employment ecosystem that underpins the long-term investment potential of the submarket.

Employer	Industry	Employees	Distance
Marion County Public Schools	Education	7,000	13.3 mi
HCA Florida Healthcare	Healthcare	3,200	11.2 mi
AdventHealth Ocala	Healthcare	2,700	11.1 mi
Walmart	Logistics & Distribution	2,500	10.8 mi
Marion County Board of County Commissioners	Government	1,500	14.0 mi
E-ONE	Manufacturing	1,500	9.0 mi
Chewy Fulfillment Center	Logistics & Distribution	1,000	12.9 mi



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