

# ANSON

on Palmer Ranch



**239 UNITS | SARASOTA, FL**

Class 'AA' Multi-Housing Opportunity within the Premier, Supply Constrained Master-planned Community of Palmer Ranch in Rapidly Growing Sarasota, Florida







## INVESTMENT ADVISORS

### **Matt Mitchell**

Sr. Managing Director  
JLL Capital Markets  
+1 813 387 9902  
m.mitchell@am.jll.com

### **Zach Nolan**

Sr. Director  
JLL Capital Markets  
+1 813 387 9906  
zach.nolan@am.jll.com

### **Jay Ballard**

Managing Director  
JLL Capital Markets  
+1 407 745 3901  
jay.ballard@am.jll.com

### **Ken DelVillar**

Managing Director  
JLL Capital Markets  
+1 407 745 3921  
ken.delvillar@am.jll.com

### **Jarrod Smith**

Associate  
JLL Capital Markets  
+1 813 387 9912  
jarrod.smith@am.jll.com

### **Bailey Smith**

Analyst  
JLL Capital Markets  
+1 813 387 9908  
bailey.smith@am.jll.com

## DEBT ADVISORS

### **Lee Weaver**

Sr. Managing Director  
JLL Capital Markets  
+1 813 431 6251  
lee.weaver@am.jll.com

### **Drew Jennewein**

Director  
JLL Capital Markets  
+1 813 387 9907  
drew.jennewein@am.jll.com

# Executive Summary

Jones Lang LaSalle Americas, Inc. (“JLL”) is pleased to present Anson on Palmer Ranch (the “Property”), a 239-unit Class “AA” garden-style apartment community completed in 2018 and located in Palmer Ranch, a premier 7,000-acre master-planned community within the rapidly growing Sarasota, Florida MSA. The Property is ideally positioned to benefit from the high levels of job and population growth within the Sarasota MSA, as well as a lack future supply within its submarket. Anson on Palmer Ranch stands apart from the competition with its impressive high-quality design including three-story elevator-serviced buildings, contemporary interior finishes, and array of resort-style amenities.

Located within ultra-desirable Palmer Ranch, the Property is surrounded by upscale residential neighborhoods, exclusive golf courses and country clubs, shopping, dining, and miles of outdoor amenities such as the Legacy Trail. Adding to the location’s appeal is its proximity to world-renowned beaches such as Siesta Key and easy access to I-75 and downtown Sarasota.

The Property is situated within the South Sarasota submarket, which is projected to realize 9.3% rent growth in 2022 and average over 4% through 2027 while maintaining occupancy rates over 97%. Growing demand for rental units is expected to continue as more and more people are drawn to the Sarasota region for its economic opportunity and enviable quality of life. Anson on Palmer Ranch, with its desirable location and attractive physical attributes, is uniquely positioned for an investor to take advantage of Sarasota’s impressive multi-housing fundamentals and capitalize on the MSA’s boundless growth.





## Investment Highlights



**HIGH GROWTH MARKET:** Since 2010, the population of the Sarasota MSA has grown a healthy 23% while the Palmer Ranch community has explosively doubled. Looking forward, both the greater metro and the Palmer Ranch community are projected to grow another 9% by 2026.



**ACCELERATING MARKET FUNDAMENTALS:** Data projections for the Property's submarket forecast impressive fundamentals with occupancy levels above 97% and rent growth rates well over 4% through the foreseeable future.



**PREMIER MASTER-PLANNED COMMUNITY:** Palmer Ranch is home to upscale residential neighborhoods, shopping, dining and the famous TPC Prestancia golf club.



**SUPERB QUALITY OF LIFE:** Recently ranked the #1 best place to live in Florida by US News, Sarasota offers access to amenities such as the Legacy Trail, gorgeous beaches such as Siesta Key and refined culture in downtown Sarasota.



**BARRIERS TO ENTRY:** Sites for future development are scarce and there is no new supply under construction within Palmer Ranch.



**DIFFERENTIATED, HIGH-QUALITY ASSET:** Features such as elevator-access, attractive finishes, and resort-style amenities help Anson stand apart.



**ATTRACTIVE DEMOGRAPHICS WITH STRONG CREDIT:** The Property has experienced strong rent collections, measuring nearly 100% during 2020 and 2021, bolstered by an average household income at the Property of approximately \$113,000.

# Property Summary



## ADDRESS

6251 Sawyer Loop Rd,  
Sarasota, FL 34238



## SIZE

239 Units / 1,006 Avg SF



## YEAR BUILT

2018



## AVG. MARKET RENT\*

\$2,427 Per Unit | \$2.41 Per SF



## OCCUPANCY

96.3%



## CONSTRUCTION TYPE:

Three-Story Wood-Frame. Elevator access to all floors.  
Barrel-tile roofs. Stucco and stone façade.



## PARKING:

473 Spaces | 1.98 Spaces/unit (includes  
34 attached & 24 detached garages)

\*As of 9/7/2021 Rent Roll

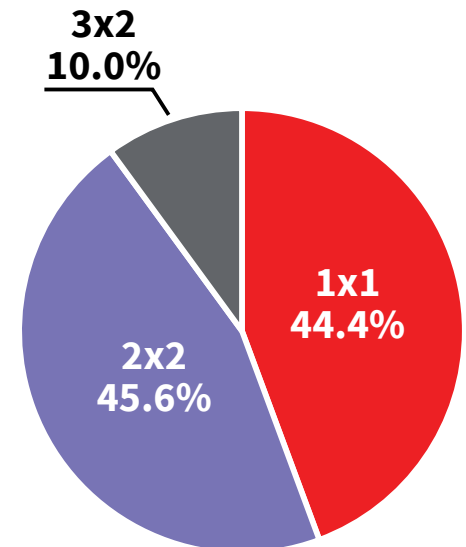


## UNIT MIX

Description	Count	Sq. Ft.	Avg Market Rent	PSF	Avg Achieved Rent	PSF	Last 3 MI Avg*	PSF
A1 - One Bed   One Bath	38 units	±639	\$1,805	\$2.83	\$1,386	\$2.17	\$1,626	\$2.55
A2 - One Bed   One Bath	12 units	±828	\$2,087	\$2.52	\$1,478	\$1.78	\$1,424	\$1.72
A3 - One Bed   One Bath	36 units	±847	\$2,158	\$2.55	\$1,491	\$1.76	\$1,799	\$2.12
A4 - One Bed   One Bath	20 units	±865	\$2,212	\$2.56	\$1,478	\$1.71	\$1,454	\$1.68
B1 - Two Bed   Two Bath	24 units	±1,128	\$2,618	\$2.32	\$1,801	\$1.60	\$2,643	\$2.34
B2 - Two Bed   Two Bath	25 units	±1,152	\$2,684	\$2.33	\$1,828	\$1.59	\$1,856	\$1.61
B3 - Two Bed   Two Bath	24 units	±1,159	\$2,734	\$2.36	\$1,812	\$1.56	\$2,035	\$1.76
B4 - Two Bed   Two Bath	36 units	±1,202	\$2,629	\$2.19	\$1,863	\$1.55	\$2,364	\$1.97
C1 - Three Bed   Two Bath	24 units	±1,315	\$3,093	\$2.35	\$2,198	\$1.67	\$2,270	\$1.73
<b>TOTAL/AVERAGE</b>	<b>239 UNITS</b>	<b>±1,006</b>	<b>\$2,427</b>	<b>\$2.41</b>	<b>\$1,699</b>	<b>\$1.69</b>	<b>\$1,974</b>	<b>\$1.96</b>

*As of 9/7/2021 Rent Roll  
\*Average leased rent of the three most recent  
move-ins per floor plan*

## UNIT MIX BREAKDOWN



# Property Amenities



Resort-Style Zero-Entry Pool with Spa and Sun Shelf



Fully-Equipped, 24/7 Fitness Center with High-Tech Cardio Equipment, Free Weights and Training Stations



Grand Clubhouse with Wi-Fi, HDTV, Lounge Seating and Gaming Tables



Outdoor Kitchen and Grilling Stations, Refrigerator and Sink



Pet-Friendly Community with Pet Park



Electric Vehicle Charging Stations



Business Lounge With 27-Inch iMac and PC Computers



Hammock Garden



Bocce Ball Courts



Playground



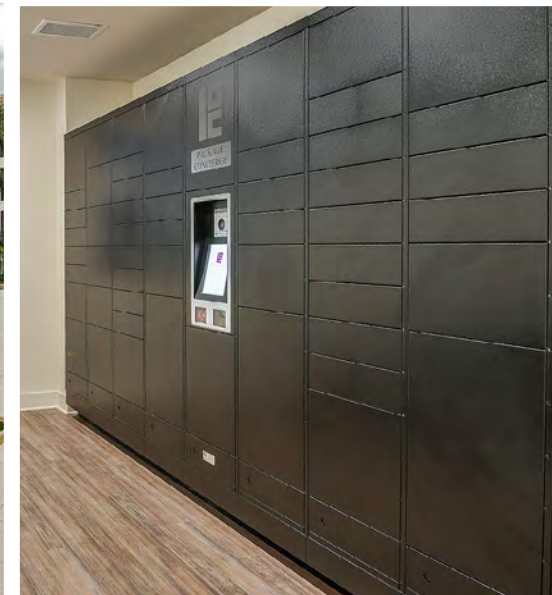
Electronic Parcel Locker System



Gas Fire Pit Area



Controlled-Access Gates







# Standard Unit Features



Gourmet Kitchens with Islands



Full-Sized Washer & Dryers in Every Unit



Stunning White Imported Cabinetry from Italy



Granite Counters in Kitchens and Baths



Screened-in Balcony or Patio in Each Unit



Oversized Closets



Energy-Efficient Stainless-Steel Appliances



Deep Soaking Tubs and Glass Shower Enclosures



Hardwood-Style Flooring Throughout Living Areas and Carpet in Bedrooms



Attached and Detached Garages



Intrusion Alarms





Gulf of Mexico

**SARASOTA SQUARE MALL**

**Crescent Beach**  
10 Minutes

**GULF GATE MALL**

**Siesta Key Beach**  
13 Minutes

**PRESTANCIA**

**Prestancia Estates**  
Homes Selling Up to \$1.5M

**Cobblestone Estates**  
Homes Selling Up to \$855K

**Gulf Gate Elementary School**  
(A-Rated)

**BENEVA VILLAGE SHOPPES**

**Legacy Trail Access Point**  
12.5-Mile  
Multi-use Recreational Rail Trail

**ANSON**  
on Palmer Ranch

**WALKABLE RETAIL INCLUDES**

**Mercedes-Benz**

**EXPO ON CLARK MALL**

**JAGUAR**  
**LAND-ROVER**

**Audi**

**INFINITI**

**LAMBORGHINI**

**LEXUS**

**JOHNS HOPKINS MEDICINE**  
JOHNS HOPKINS ALL CHILDREN'S HOSPITAL

**CVS**

**CLARK ROAD - 42,000 VPD**

**Walgreens**

**BMW**

**ACURA**

**Sarasota Middle School**  
(A-Rated)

**Ashton Elementary School**  
(A-Rated)

**PALMER CROSSINGS**

**Wawa**

**Sarasota Memorial Hospital Memory Clinic**



# SARASOTA MSA: A High Growth Market with Attractive Multi-Housing Fundamentals

**202 HQ's**

Home to 202 corporate headquarters including: PGT Industries, Tervis Tumbler, Roper Industries, Bealls, Tropicana, Sun Hydraulics Corp, Feld Entertainment, FCCI Services, Inc., and Boars Head  
*(Sarasota EDC)*



**50%**

University of Florida Bureau of Economic and Business Research estimates a population explosion of 50% by 2045 (225,000 new residents) in Sarasota County



**95.9%**

Q3 2021 Multi-Housing Occupancy Rate  
*(AxioMetrics)*



**4.1%**

Unemployment Rate  
*(BLS)*



**\$92,589**

MSA Average Household Income  
*(esri)*



**\$382,507**

Average Owner-Occupied Home Value



**23.3%**

Population Growth Since 2010  
*(esri)*



**4.7%**

Average Annual Effective Rent Growth over Prior 5 Years  
*(YardiMatrix)*



**5.7%**

12-Month Job Growth  
*(BLS)*



**6.6%**

Q3 2021 Avg Effective Rent Growth  
*(AxioMetrics)*



# SARASOTA MSA MAP





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**Tours** - All tours must be scheduled in advance by contacting Matt Mitchell. In lieu of an in-person tour, JLL will conduct live video tours via FaceTime/ Zoom if investors are unable to travel. In addition, a video of the Property and Matterport Virtual Tour links are below.

# JLL Capital Markets

## INVESTMENT ADVISORS

### Matt Mitchell

Sr. Managing Director  
JLL Capital Markets  
+1 813 387 9902  
m.mitchell@am.jll.com

### Zach Nolan

Sr. Director  
JLL Capital Markets  
+1 813 387 9906  
zach.nolan@am.jll.com

### Jay Ballard

Managing Director  
JLL Capital Markets  
+1 407 745 3914  
jay.ballard@am.jll.com

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### Lee Weaver

Sr. Managing Director  
JLL Capital Markets  
+1 813 431 6251  
lee.weaver@am.jll.com

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+1 813 387 9907  
drew.jennewein@am.jll.com

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Managing Director  
JLL Capital Markets  
+1 407 745 3921  
ken.delvillar@am.jll.com

### Jarrod Smith

Associate  
JLL Capital Markets  
+1 813 387 9912  
jarrod.smith@am.jll.com

### Bailey Smith

Analyst  
JLL Capital Markets  
+1 813 387 9908  
bailey.smith@am.jll.com



401 E. Jackson St., Suite 1100 | Tampa, FL 33602

[www.us.jll.com/capitalmarkets](http://www.us.jll.com/capitalmarkets)

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