

Carter Closes \$14M in New Land Deals

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By Alex Finkelstein

ORLANDO-Maintaining that "good deals are still out there," Daryl M. Carter, president, Maury L. Carter & Associates Inc., has wrapped up a whirlwind buying and selling week by closing on five transactions in four Central Florida counties totaling 1,297 acres and valued at \$14.32 million.

As trustee for separate trusts, Carter purchased a total 1,294 acres for \$12.23 million. He sold 3.29 acres in two deals valued at \$2.09 million. All were cash deals. "It takes a lot of looking, but good deals can still be found" throughout fast-developing Central Florida, Carter tells GlobeSt.com.

In the largest deal, Carter paid Terry D. and Glendora L. Yoder \$7.5 million, or \$6,944 per acre (16 cents per sf), for 1,080 acres on the north side of Highway 44, about six miles west of Interstate 75 in Sumter County. Brokers Preston Hage and Patrick Chisholm with Maury L. Carter & Associates negotiated for the buyer.

In neighboring Lake County, the Carter-Lake County 120 Acre Land Trust bought 120 acres a mile west of Highway 33 and a half mile north of Austin Merritt Road. The trust paid Marie R. Roberts \$900,000 or \$7,500 per acre (17 cents per sf). Chisholm and Hage represented the buyer.

The Carter-Hillsborough 94 Acre Land Trust acquired 94 acres from the Roe Family Hillsborough Property Partnership in Hillsborough County, near Tampa, for \$3.83 million or \$40,691 per acre (93 cents per sf). The property is about a half mile west of the McIntosh Road and Interstate 4 interchange. Chisholm and Page represented the buyer. Tom Hankins with Realty Capital TCN Worldwide in Orlando negotiated for the seller.

On the selling side, the Carter-Avalon Park Boulevard Land Trust sold 1.29 acres on the southwest corner of Avalon Park Boulevard and Waterford Chase East Boulevard in Orange County to Exxon Mobil Oil Corp. for \$825,000 or \$639,525 per acre (\$14.68 per sf). Chisholm represented the seller. Andy Hawkins with Trammell Crow Co. negotiated for the buyer.

In the second Orange County sale, the Carter-Avalon Park Boulevard Land Trust sold a two-acre tract to Walgreen Co. for \$1.26 million or \$629,878 per acre (\$14.46 per sf). The property is on the northwest corner of Avalon Park Boulevard and Waterford Chase East Boulevard. Chisholm negotiated for the seller.