

Panama City Development Tract

John Pitts Rd, Panama City, Florida 32404

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PROPERTY OVERVIEW



Sale Price: \$12,400,000

Offering Summary

Acreage:	1,200 +/- Acres
Price / Acre:	\$10,333
Residential Units	1,800
City:	Panama City
County:	Bay
Property Type:	Timber, Recreation, Transitional

Property Overview

Positioned within Panama City's limits, this expansive 1,200-acre property falls under the Urban Community Overlay District, a future land use category that permits up to 1,800 dwelling units and 450,000 square feet of mixed-use. This district is designed to foster economic growth while safeguarding environmental assets. A Planned Unit Development (PUD) application was submitted in March 2025.

The property is advantageously located near US 231, offering strong connections to major transportation routes. Its strategic location places it within a 30-minute drive of Tyndall Air Force Base, making it an ideal site for meeting the increasing demand for housing, commercial development, and infrastructure in this rapidly expanding area.

The district's future plans prioritize reducing vehicle usage and encouraging alternative transportation to US 231. This includes the planned extension of John Pitts Road through the subject property, which will establish a multi-modal corridor linking the site to the Panama City Port Authority Intermodal Distribution Center. Additionally, water and sewer connections are already in place at the property entrance, facilitating the development process.

With Panama City experiencing significant growth, this property's proximity to key amenities, including beaches and vital transportation links, positions it perfectly to capitalize on the area's rising demand for development. This property represents a unique opportunity to contribute to the dynamic growth of Panama City, with substantial potential for residential and commercial projects.

SPECIFICATIONS & FEATURES



Specifications & Features

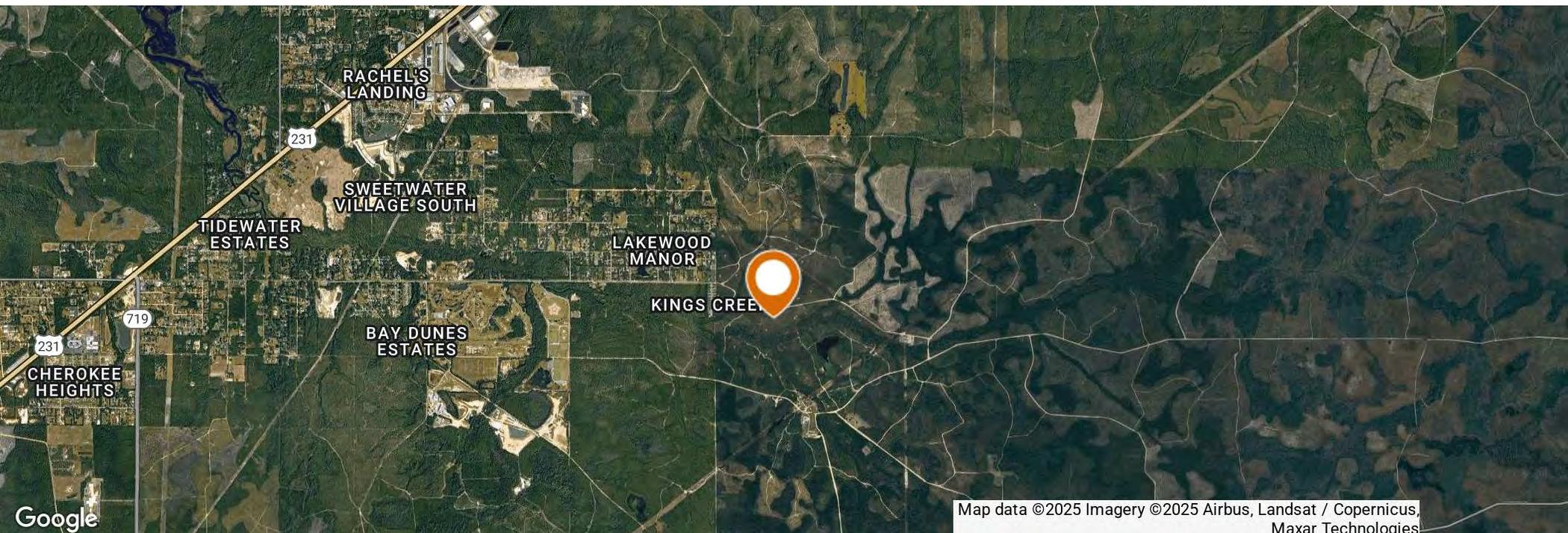
Land Types:	<ul style="list-style-type: none">• Land Investment• Residential Development• Timberland• Transitional
Uplands / Wetlands:	701 ± Upland Acres (58%) / 499 ± Wetland Acres (42%)
Soil Types:	Albany; Leefield; Stilson; Foxworth; Pamlico; Chipley; Hurricane; Centenary; Allanton; Rutlege; Blanton; Plummer; Pelham; Alapaha; Pantego; Bonifay;
Zoning / FLU:	Planned Unit Development (PUD) Application In Progress / FLU: Urban Community
Water Source & Utilities:	Water & Sewer at John Pitts Rd
Road Frontage:	1.5 ± Miles on Old Majette Tower Road and 850 ± Feet on Jetton Road
Nearest Point of Interest:	Panama City - 11 ± Miles Tyndall Air Force Base - 12 ± Miles Adjoins Bear Creek Forest Florida Forever Project
Current Use:	Timber and Recreation
Land Cover:	Pine Plantations; Forest Regeneration Areas; Titi Swamps; Mixed Wetland Hardwoods; Cypress; Hydric Pine Flatwoods; Mixed Wetland Forest; Freshwater Marshes; Wet Prairies; Emergent Aquatic Vegetation; Mixed Scrub/Shrub Wetland
Planning and / or Permits:	PUD Application submitted March 2025
Permitted Lots:	Maximum density allows for 1,800 dwelling units and 450,000 square feet of Mixed-Use.

LOCATION



Location & Driving Directions

Parcel:	03875-000-000
GPS:	30.2478591, -85.4833417
Driving Directions:	Contact Listing Agent
Showing Instructions:	Contact Listing Agent



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

Legend

- Flex and Industrial: 78 Acres+/-
- Townhomes: 201 Units
- 40' x 120' Lots: 491 Units
- 50' x 120' Lots: 1,108 Units
- Total Units: 1,800 Units**
- Openspace
- Wetlands

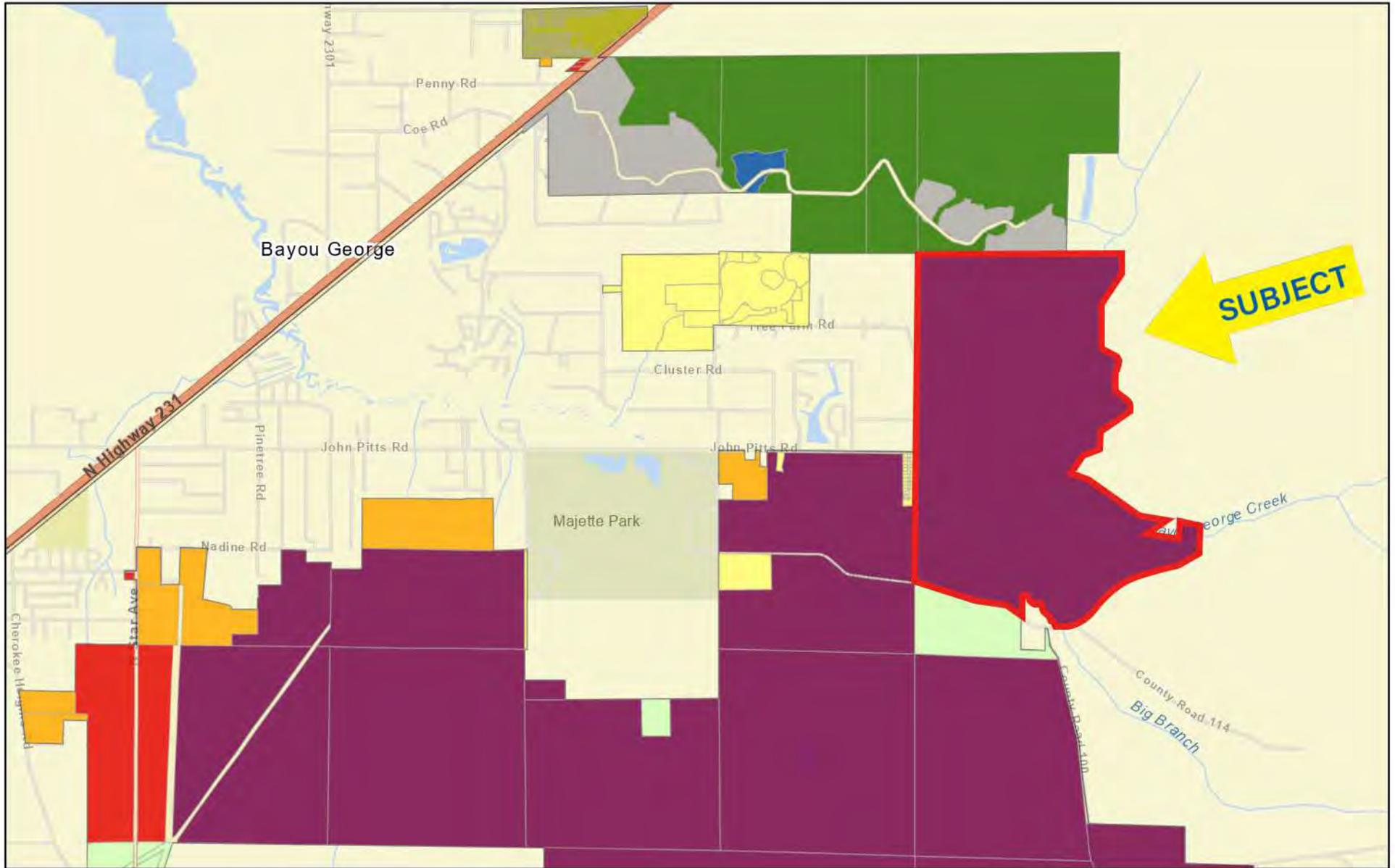


Draft Conceptual Plan
Shelton Properties

Date: March 2023



FUTURE LAND USE MAP



- | | | | |
|-------------------|--------------------|----------------------|--------------|
| Residential | Mixed Use | Industry | Silviculture |
| Urban Residential | General Commercial | Public/Institutional | City Limits |
| Urban Community | Preservation | | |

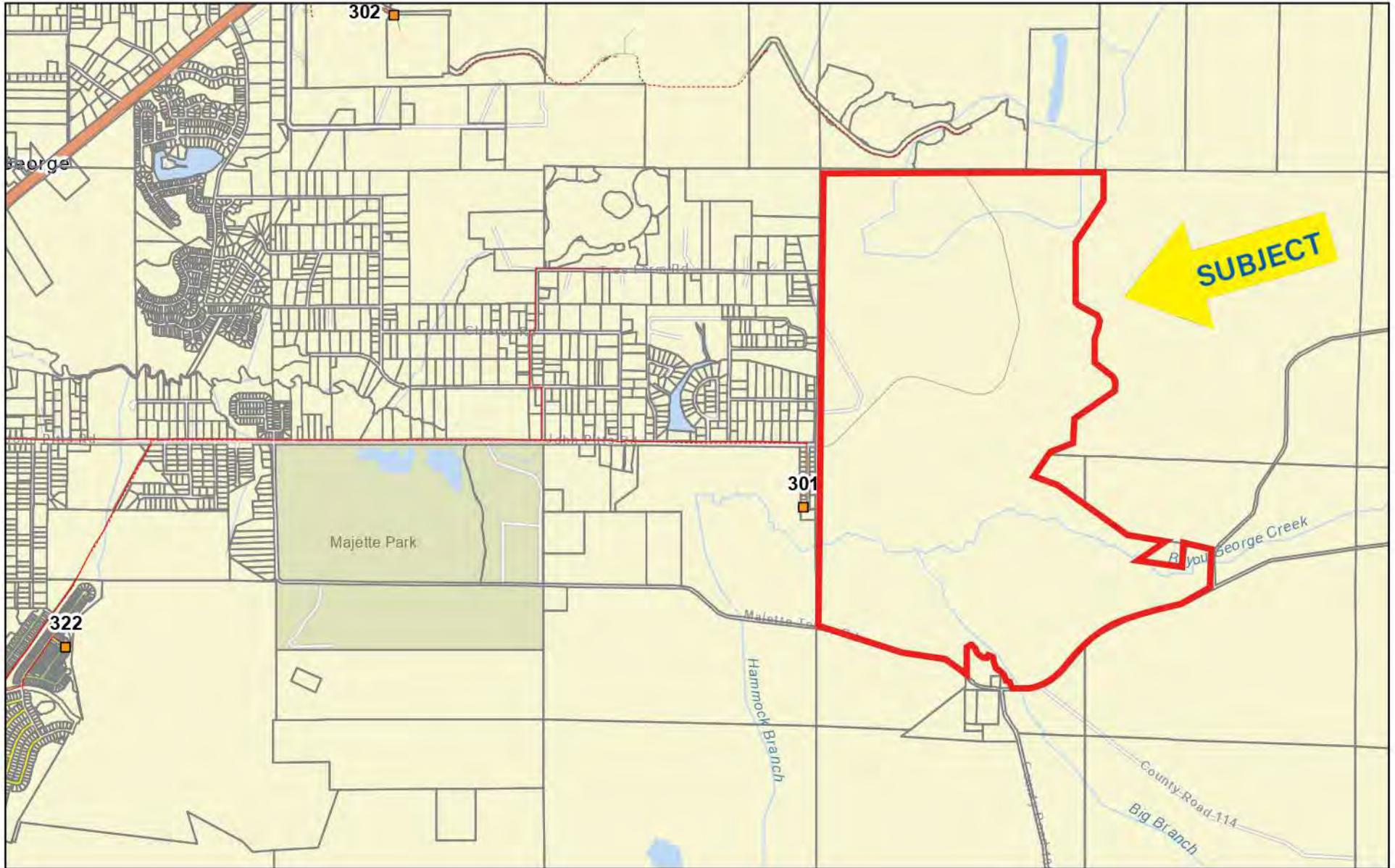
1:52,117

0 0.38 0.75 1.5 mi

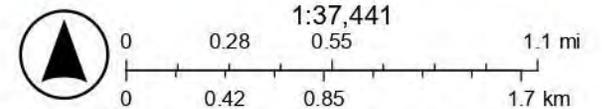
0 0.5 1 2 km

Bay County, FDEP, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA, USFWS

SEWER LINE MAP

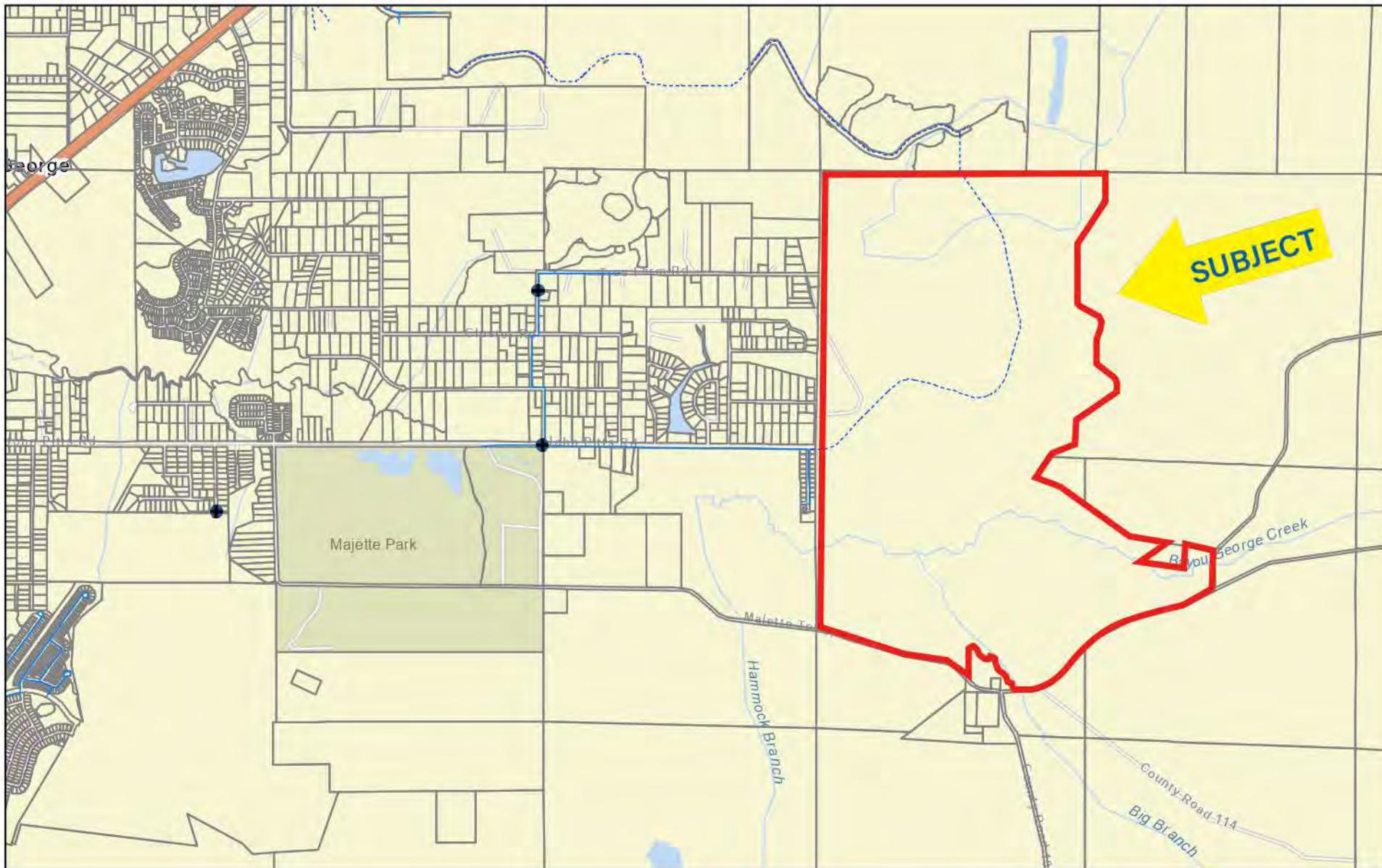


- | | | | |
|--------------|------------|--------------|--------------------|
| SLiftstation | SForceMain | Abandoned | Dry Line |
| ■ CPC | → Active | SGravityMain | Under Construction |
| ⋯ Dry Line | → Active | □ Parcels | |

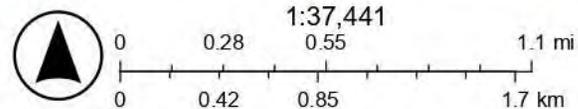


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WATER LINE MAP



- W Warehouse Meter
- WDistributionMain
- Active
- Dry Line
- Under Construction
- Parcels

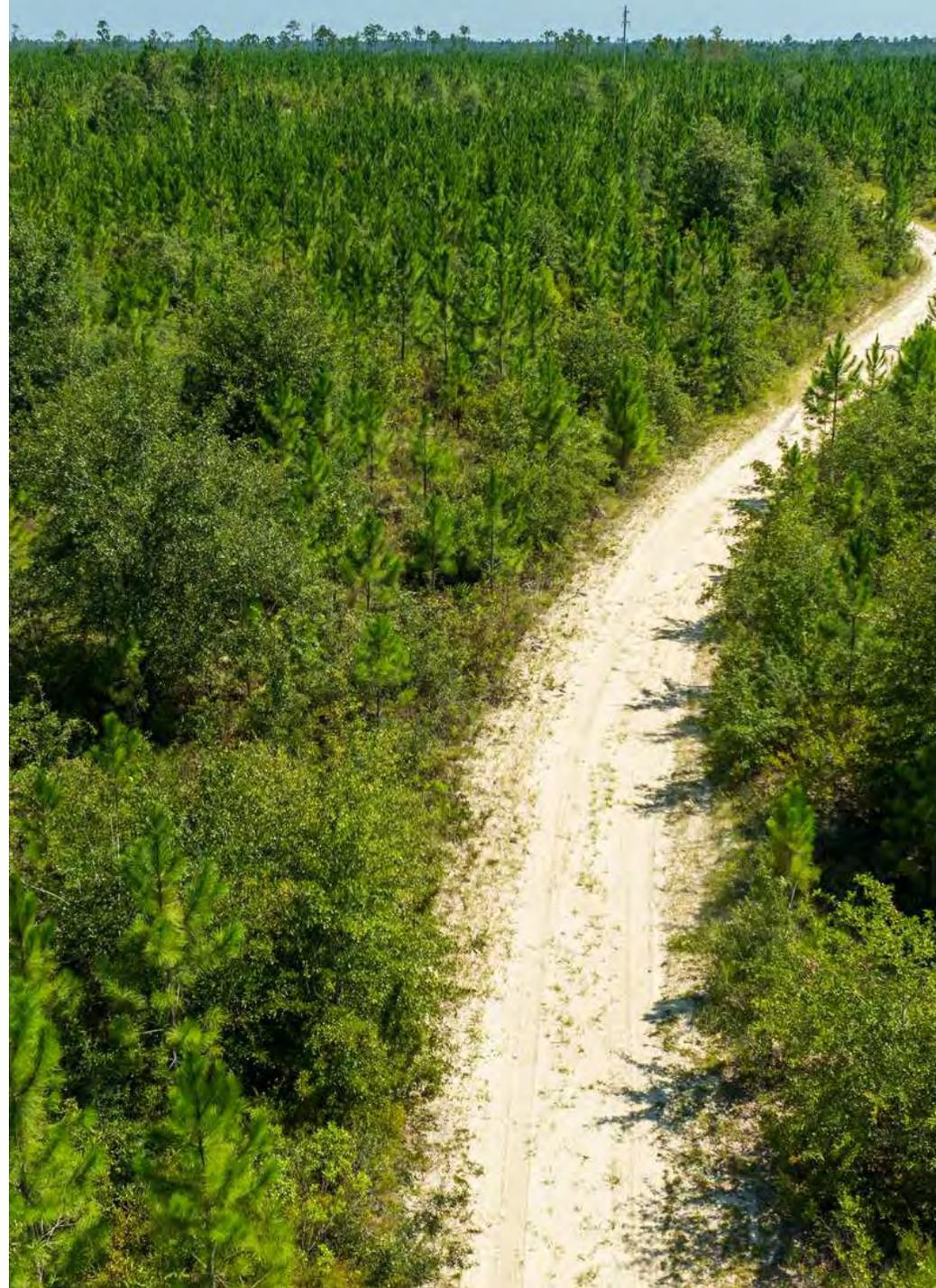


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ADDITIONAL PHOTOS



ADVISOR BIOGRAPHY



Austin Fisher

Regional Managing Director

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Professional Background

Austin Fisher is a Regional Managing Director and Advisor at Saunders Real Estate in Thomasville, Georgia.

Austin is a skilled real estate professional with over 7 years of experience in land acquisition and residential/commercial development. He is a creative thinker who works closely with his investors to identify and source land acquisition opportunities that align with their risk/return profiles.

Austin received his Bachelor of Science from Florida State University. After serving 11 years in the United States Marine Corps as an Attack Helicopter Pilot, Austin attended the Acton School of Business where he earned his Master of Business Administration. During his spare time, Austin spends his days hunting, fishing, and scuba diving.

Austin specializes in:

- Agricultural Land Management
- Farmland
- Land Entitlement Processes
- 1031 Tax-Free Exchanges
- Residential Development
- Commercial Development
- Recreational Hunting Properties
- Timber Properties

ADVISOR BIOGRAPHY



Dean Saunders, ALC, CCIM

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Professional Background

Dean Saunders, ALC, CCIM is Founder, Managing Director, & Senior Advisor at Saunders Real Estate.

Since 1985, Dean has specialized in Florida land and conservation easements. He served in the US Senate as Agricultural Liaison, Special Assistant, and Director of External Affairs to US Senator Lawton Chiles, then Governor Chiles (D-FL).

From 1992 to 1996 he served in the Florida House of Representatives. Combining a passion for supporting landowner property rights while also conserving natural land in Florida, Dean wrote the legislation to establish the Green Swamp Land Authority, the first state entity to purchase development rights (PDR) from landowners. The concept of state-owned conservation easements was truly revolutionary 30 years ago and has since rebranded to the purchase of conservation easements. The concept has become widely accepted and adopted by landowners. It has proven to be an effective tool to preserve land by local, state, and federal agencies.

He comes from an eighth-generation Florida agricultural family, earned a BSA from the University of Florida in Fruit Crops, Food and Resource Economics, and is a recognized Florida land and conservation easement authority.

In 1996, Dean formed the real estate brokerage firm, Saunders Real Estate, LLC, and was affiliated with the Coldwell Banker Commercial brand in early 2006. This affiliation brought a national and global presence to the firm.

In 2019, Saunders Real Estate affiliated with the SVN Shared Value Network®, a globally recognized commercial real estate brand. The brokerage was also more fully integrated with its sister company, Saunders Ralston Dantzler Realty, a comprehensive commercial real estate brokerage, to become SVN | Saunders Ralston Dantzler Real Estate.

In 2025, the agency returned to its origins, parting ways with SVN and rebranding as Saunders Real Estate. This new identity reinforced its commitment to comprehensive real estate services, establishing Saunders Land and Saunders Commercial as distinct divisions focused on land and commercial real estate, respectively.

As an industry authority, Dean is published and quoted in a variety of respected journals, such as The Land Report, Florida Investor, Florida Trend, and Florida Forests. He produces a real estate Florida land conference based upon his innovative work through the Lay of the Land Market Report. The report is the only source for verified Florida land sales and values for specific land property types.

Dean resides in Lakeland, FL, with his wife, Gina, and enjoys spending quality time with their children and grandchildren. He is an avid hunter with numerous trophy mounts. Each year, the Saunders family commissions an original painting to add to The Saunders Art Collection: Natural Lands of Florida and Agricultural Heritage from well-known Florida wildlife artists.



For more information visit www.saundersrealestate.com

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