

SANIBEL ISLAND

Sanibel Causeway



SHELL POINT
RETIREMENT COMMUNITY

Residence Inn
BY MARRIOTT

Publix.



Summerlin Road AADT 27,000±

McGregor Blvd. AADT 17,000±

LSI
COMPANIES

OFFERING MEMORANDUM
GRANDE CALUSA
UPSCALE MIXED-USE DEVELOPMENT OPPORTUNITY

PROPERTY SUMMARY

Property Address: 20350 Summerlin Road
Fort Myers, Florida, 33908

County: Lee

Property Type: Mixed-Use Redevelopment

Property Size: 22.6± Acres

Zoning: Community Commercial (CC)

Future Land Use: Urban Community

Permits In Place: Development Order
(DOS2024-00090) and ERP

Utilities: All available with Capacity

STRAP Number: 02-46-23-00-00012.0000

CALL FOR PRICING

LSI
COMPANIES

LSICOMPANIES.COM

SALES EXECUTIVES



Justin Thibaut, CCIM
President & CEO



Billy Rollins, CCIM, ALC
Senior Broker



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(239) 489-4066

OFFERING PROCESS

Offers should be sent via Contract or Letter of Intent to include, but not limited to, basic terms such as purchase price, earnest money deposit, feasibility period and closing period.

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EXECUTIVE SUMMARY

Grande Calusa, Southwest Florida's next upscale mixed-use development, is situated on a 23-acre site, perfectly positioned for 360-degree sweeping views of Estero Bay, Pine Island Sound, the Caloosahatchee River, and Fort Myers' Barrier Islands. The property is poised for quick delivery and development, with an approved development order in hand to deliver condominium, hotel, and retail products to a deserving market. The proximity to world-renowned beaches and wildlife, combined with quick access to necessities, entertainment, and activities, creates an oasis where upscale living meets sustainability.

The project includes entitlements for 297 residential units (220' Height limit), Retail and Restaurant Space, Professional Office, 200 workforce housing/affordable residential units, and potentially up to 200 hotel units. This blend of entitled uses allows a mixed-use developer to build on the presence and proximity to Sanibel Island and draw upon the ever-increasing tourism and lifestyle opportunities Southwest Florida offers.

The under-contract affordable rental project has been awarded a \$20,000,000 grant by Lee County that is made available through the US Department of Housing and Urban Development (HUD). This parcel is under contract and not included in the current offering.



WORKFORCE/AFFORDABLE HOUSING (UNDER CONTRACT)

- 200 Units
- 4.6 Acres

OFFICE SPACE

- Up To 72,025 Sf
- Potential Conversion to a 200-Key Hotel and Conference Center
- 3 Acres

ART STUDIO SPACE

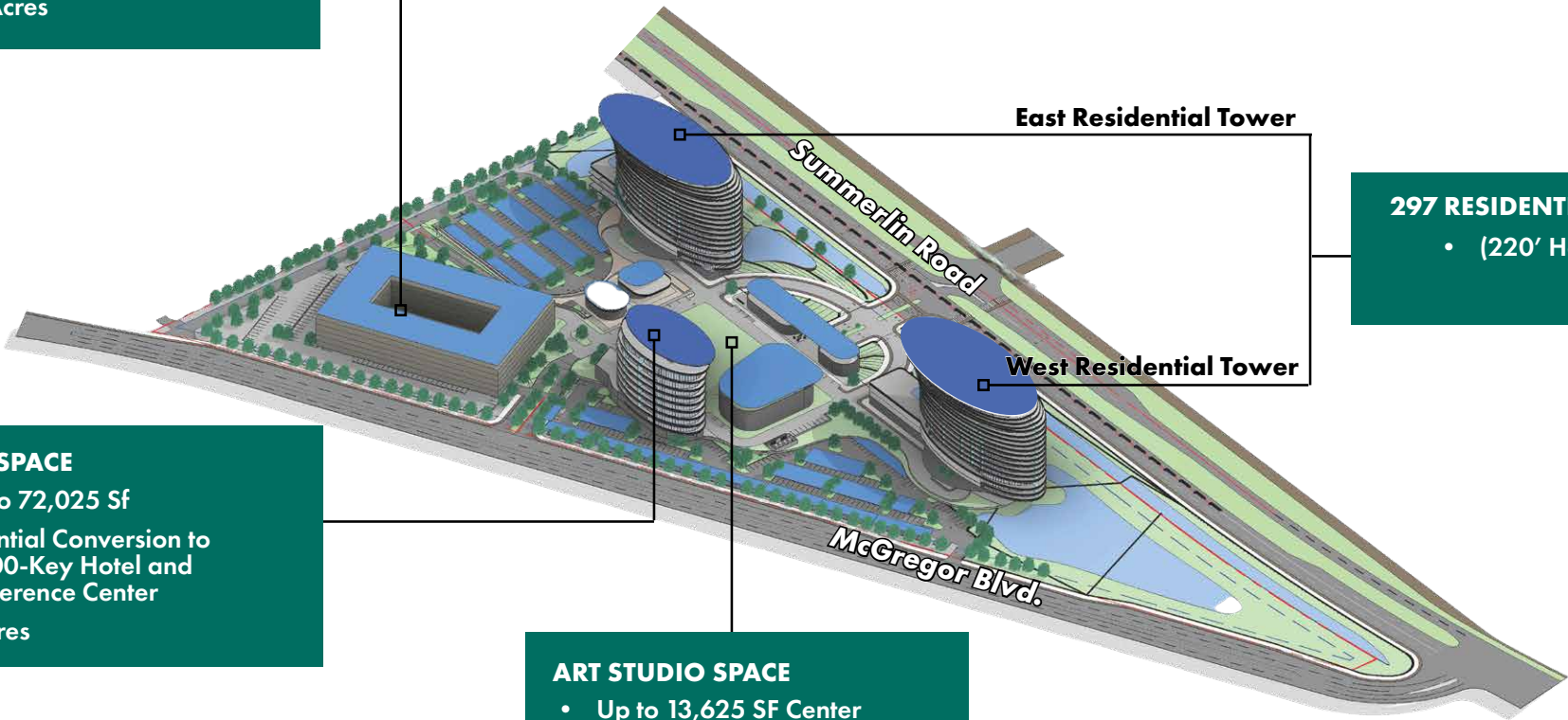
- Up to 13,625 SF Center

RETAIL/RESTAURANT SPACE

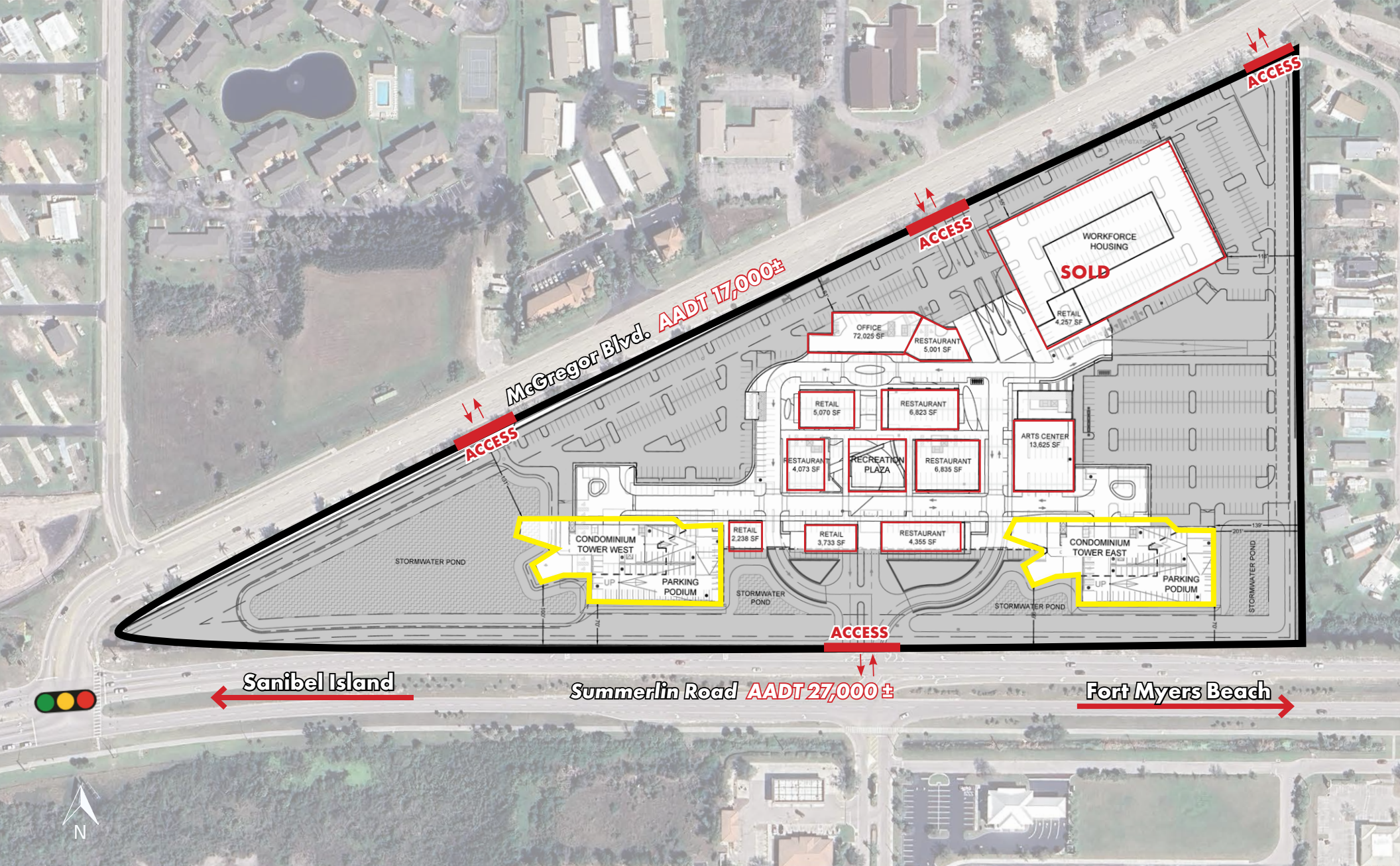
- Totaling 42,365 SF

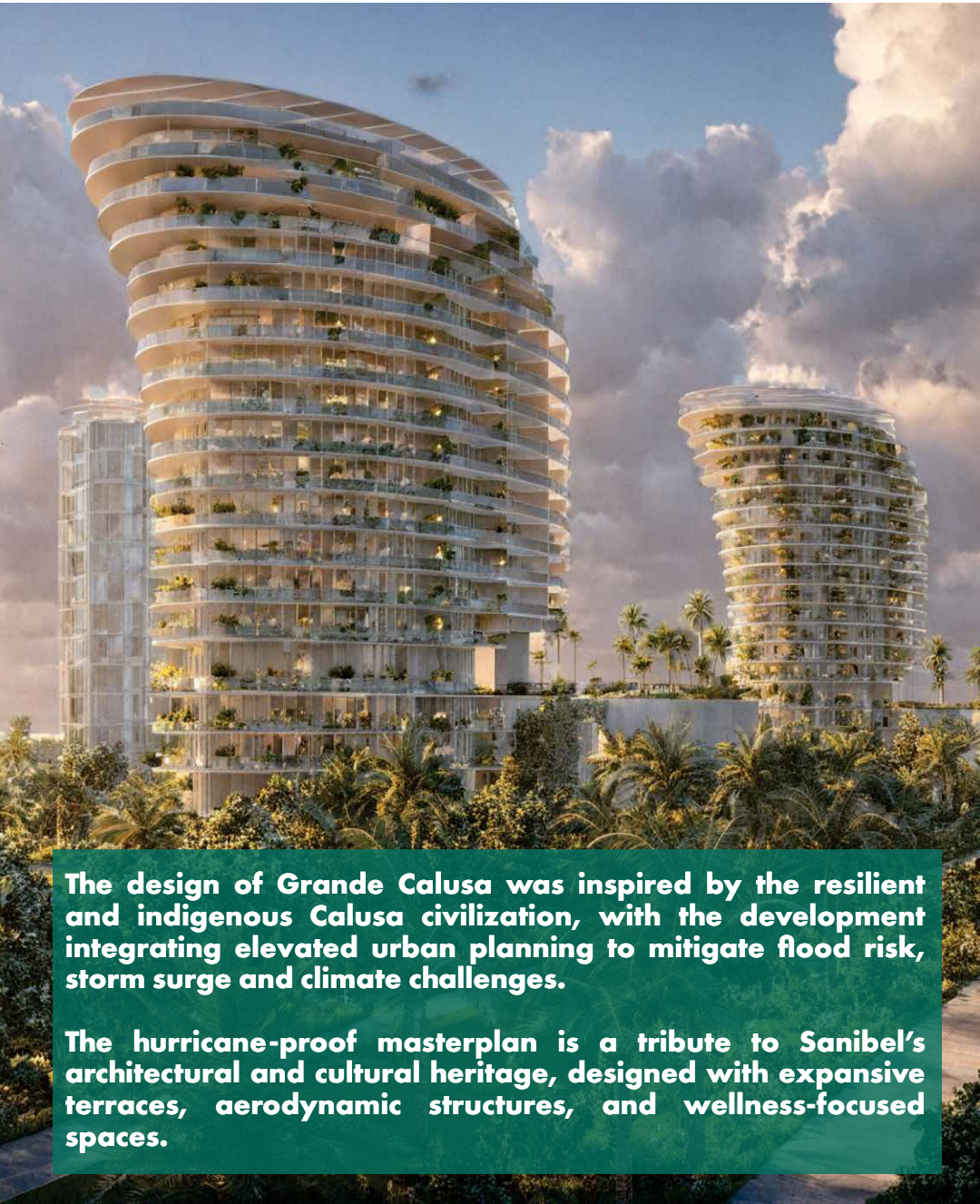
297 RESIDENTIAL UNITS

- (220' Height Limit)
- 6 Acres



SITE PLAN





The design of Grande Calusa was inspired by the resilient and indigenous Calusa civilization, with the development integrating elevated urban planning to mitigate flood risk, storm surge and climate challenges.

The hurricane-proof masterplan is a tribute to Sanibel's architectural and cultural heritage, designed with expansive terraces, aerodynamic structures, and wellness-focused spaces.



PROJECT SUSTAINABILITY

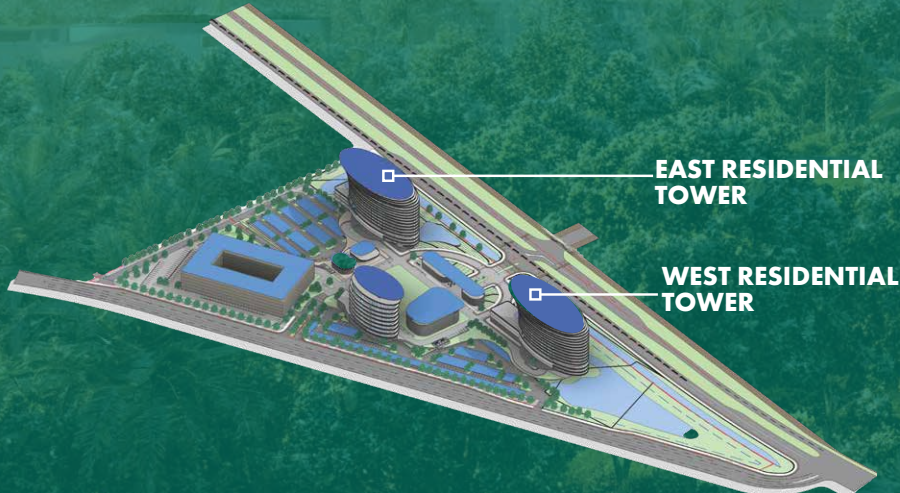
The project was envisioned to incorporate the fundamentals of ESG design (Environmental, Social, Governance) by focusing on creating buildings that are environmentally sound, socially responsible, and ethically managed by integrating sustainable practices, prioritizing human well-being, and ensuring transparent and ethical operations throughout the project's lifecycle.

LEED/WELL/ESG Platinum-targeted design for water and resource energy efficiency, well-being and human-centric designs.



RESIDENTIAL TOWERS

With 220 feet of approved height in place, Grande Calusa includes two residential towers designed to provide sweeping 360 degree views of the Southwest Florida coastline.



RESIDENTIAL TOWERS

VIEWS FROM PENTHOUSE

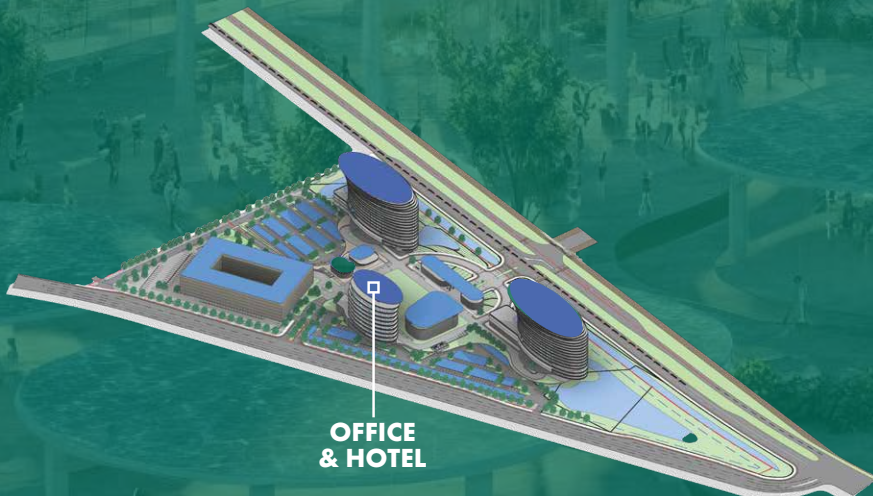


OFFICE AND HOTEL

The project is entitled to allow up to 72,025 square feet of office, though via rezoning, it is likely achievable convert the office density to a 200 key upscale hotel.

This location relative to the coastline, beaches, and both Sanibel and Captiva Islands, creates an opportunity to deliver an upscale full-service hotel or hotel/condominium within the project. The submarket is currently underserved for this product type and the location of this site relative to nearby attractions is unmatched.

Existing hotel inventory in nearby proximity, including those delivered more than 2 decades ago, enjoy strong ADR statistics and high occupancy levels.



RETAIL & RESTAURANT

The project is entitled to allow up to 42,365 square feet of retail product, designed to be a cohesive and walkable element within the Mixed-Use project.

The retail node will include space for restaurants, soft goods, service, retail/medical space, and boutique grocery.

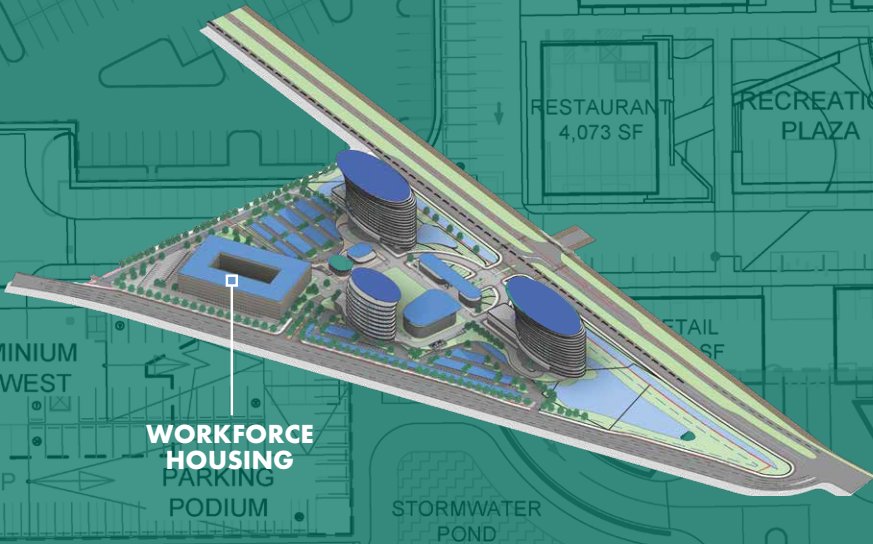
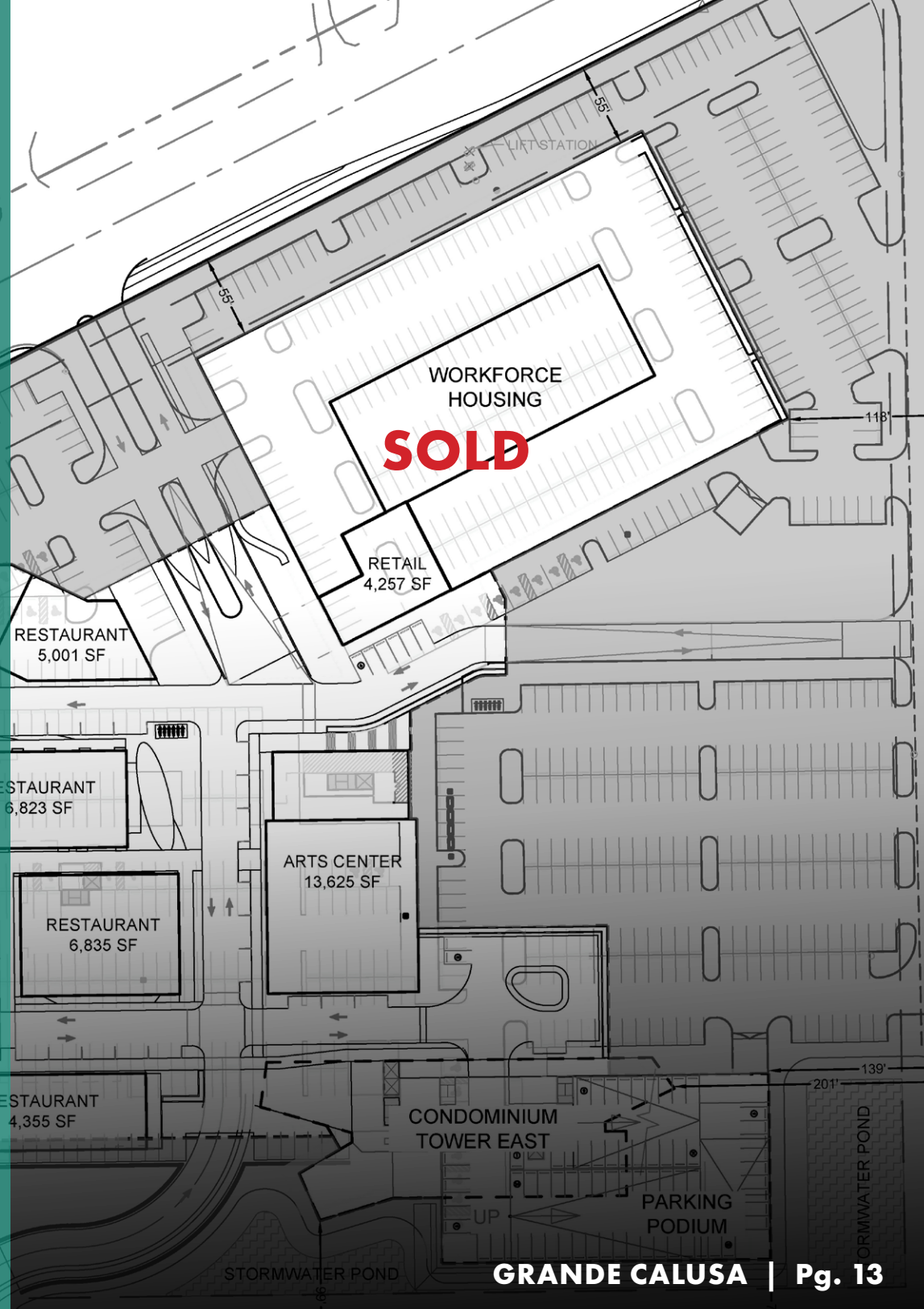
Shopping and dining delivered in this location will service not only the internal residential, but the entirety of the corridor which includes multiple existing high-end residential developments, and tourism-based hospitality projects.



WORKFORCE HOUSING

Balancing high-end living and demand for workforce housing across the nearby barrier islands, Grande Calusa received approvals to include a 200 unit, 4 story workforce/attainable housing project on the Northeast 4.6 acres of the project.

In 2025, a \$20m grant was awarded to the project to offset development and implementation costs of this element of the project, creating an opportunity for developers to deliver this much needed project to market without sacrificing architectural and structural integrity of the design.



GOLF COURSE

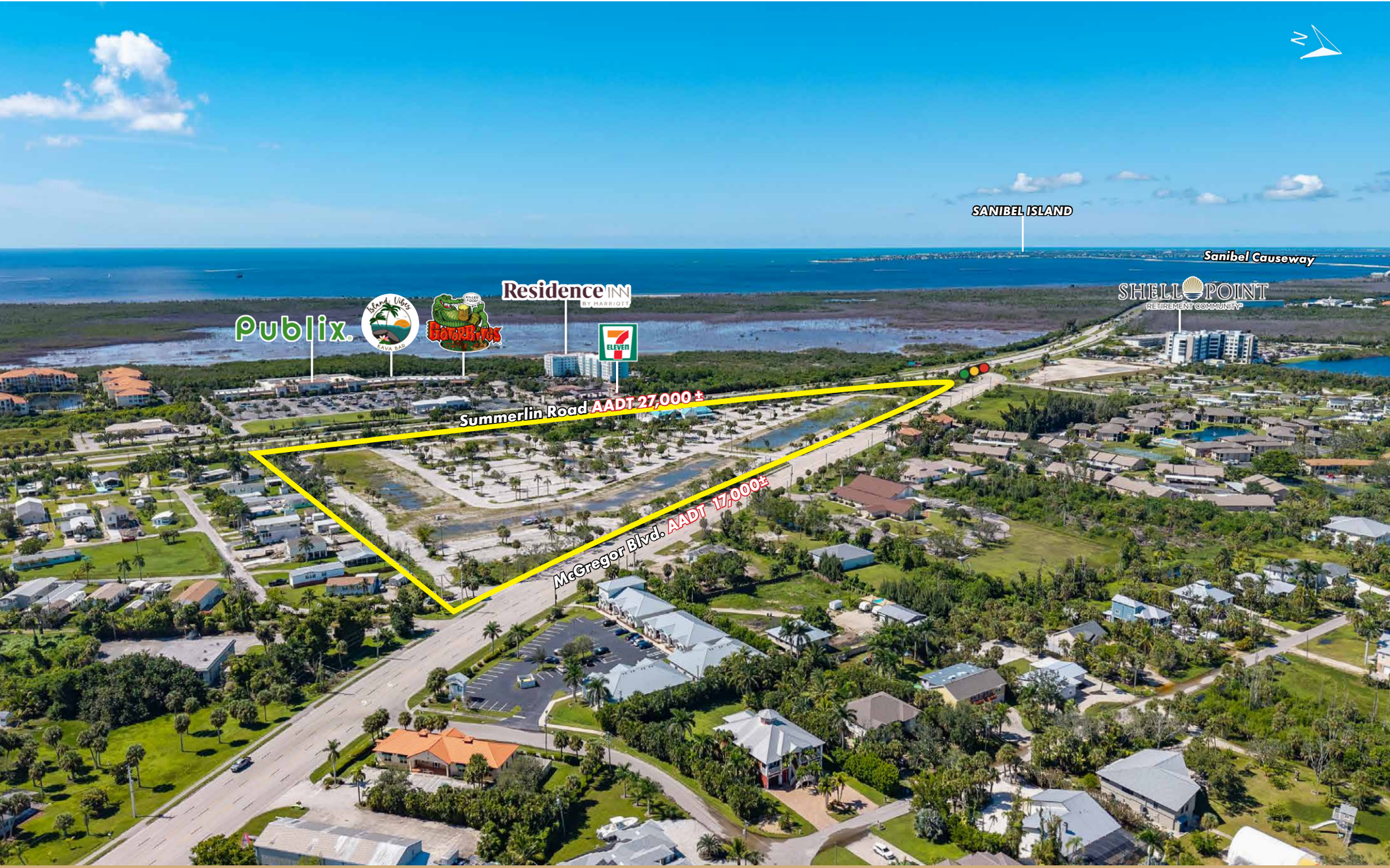
6.4 MILES - 11 MINUTE DRIVE




THE DUNES

The sponsors of Grande Calusa control the 18-hole championship golf course within The Dunes Golf & Tennis Club, located just minutes away on Sanibel Island.

This creates an opportunity to integrate golf and tennis memberships into the residential and hotel elements of the project, and create a synergistic offering to future residents to explore and recreate on the island, making this the only project located off-island with that capability.





FORT MYERS BEACH

San Carlos Blvd.

Bunche Beach

San Carlos Bay



HAIKEN DERMATOLOGY

Publix



Residence INN BY HARRIOTT

Summerlin Road AADT 27,000+

McGregor Blvd. AADT 17,000+

Davis Road



SANIBEL ISLAND

Sanibel Causeway

BIMINI
BAIT SHACK

Sanibel Harbour
YACHT CLUB
PRIVATE WET & DRY DOCK COMMUNITIES

LIGHTHOUSE
WATERFRONT RESTAURANT

MARRIOTT
SANIBEL HARBOUR

SHELL POINT
RETIREMENT COMMUNITY

Residence INN
BY MARRIOTT



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McGregor Blvd. AADT 17,000±

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RENDERED PERSPECTIVE VIEW





Studio Thomas Spiegelhalter + Associates



Morris-Depew Associates (MDA) is a leading Florida consulting firm specializing in civil engineering, land planning, landscape architecture, surveying, and litigation support. With offices in Fort Myers, Tallahassee, and Destin, we serve public and private clients through a collaborative, multidisciplinary approach that aligns with each project’s vision and goals.

The firm offers extensive experience across residential, commercial, industrial, recreational, and community developments, from large-scale resorts to mixed-use urban spaces.

morris-depew.com

Studio Thomas Spiegelhalter + Associates (founded in 1990) is led by Dr. Thomas Spiegelhalter, a German-U.S. registered architect, engineer, and urban planner.

The studio specializes in sustainable, climate-responsive architecture, carbon-positive design, and integrated master planning, with built and research work across Europe, the Americas, Asia, and Africa.

sustainabilitythomasspiegelhalter.com

Fort Myers Future is a visionary development collaboration committed to revitalizing the Fort Myers region through well-designed, community-focused real estate projects.

Their work blends innovation with respect for local identity, transforming underused sites into vibrant mixed-use, residential, and commercial hubs.

One flagship initiative is Grande Calusa, a redevelopment of the former Sanibel Outlets site into a sustainable, forward-looking community.

fortmyersfuture.com



SOUTHWEST FLORIDA ISLANDS

Just off the coast of Fort Myers, the barrier islands of Fort Myers Beach, Sanibel, Captiva, and Pine Island are renowned for their pristine white-sand beaches, diverse wildlife, and endless opportunities for water adventures.



DOWNTOWN FORT MYERS

The culture and history-rich Downtown Fort Myers River District offers plenty to do with many a vibrant mix of boutique shops, dining, and year-round events.



N. "DING" DARLING NATIONAL WILDLIFE REFUGE

The subtropical barrier island of Sanibel, is part of the largest undeveloped mangrove ecosystem in the United States. It is world famous for spectacular migratory bird populations.



**HAMMOND STADIUM
MINNESOTA TWINS SPRING TRAINING**

Fort Myers is the spring training home of the Minnesota Twins at Hammond Stadium, while JetBlue Park hosts the Boston Red Sox.



EDISON & FORD WINTER ESTATES

The culture and history-rich Downtown Fort Myers River District offers plenty to do with many boutique shops, restaurants and events.



SIX MILE CYPRESS SLOUGH PRESERVE

It features a 1.2-mile boardwalk through cypress swamps, offering visitors the chance to observe wildlife nature education.



**JETBLUE PARK
BOSTON RED SOX SPRING TRAINING**

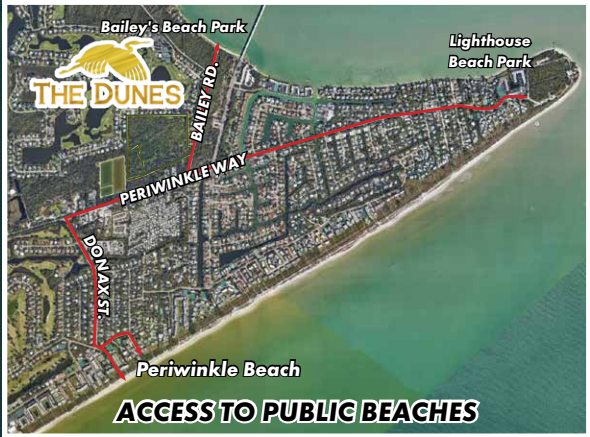
JetBlue Park in Fort Myers is the Boston Red Sox's spring training home, featuring Fenway Park's replica dimensions and a full player development complex.



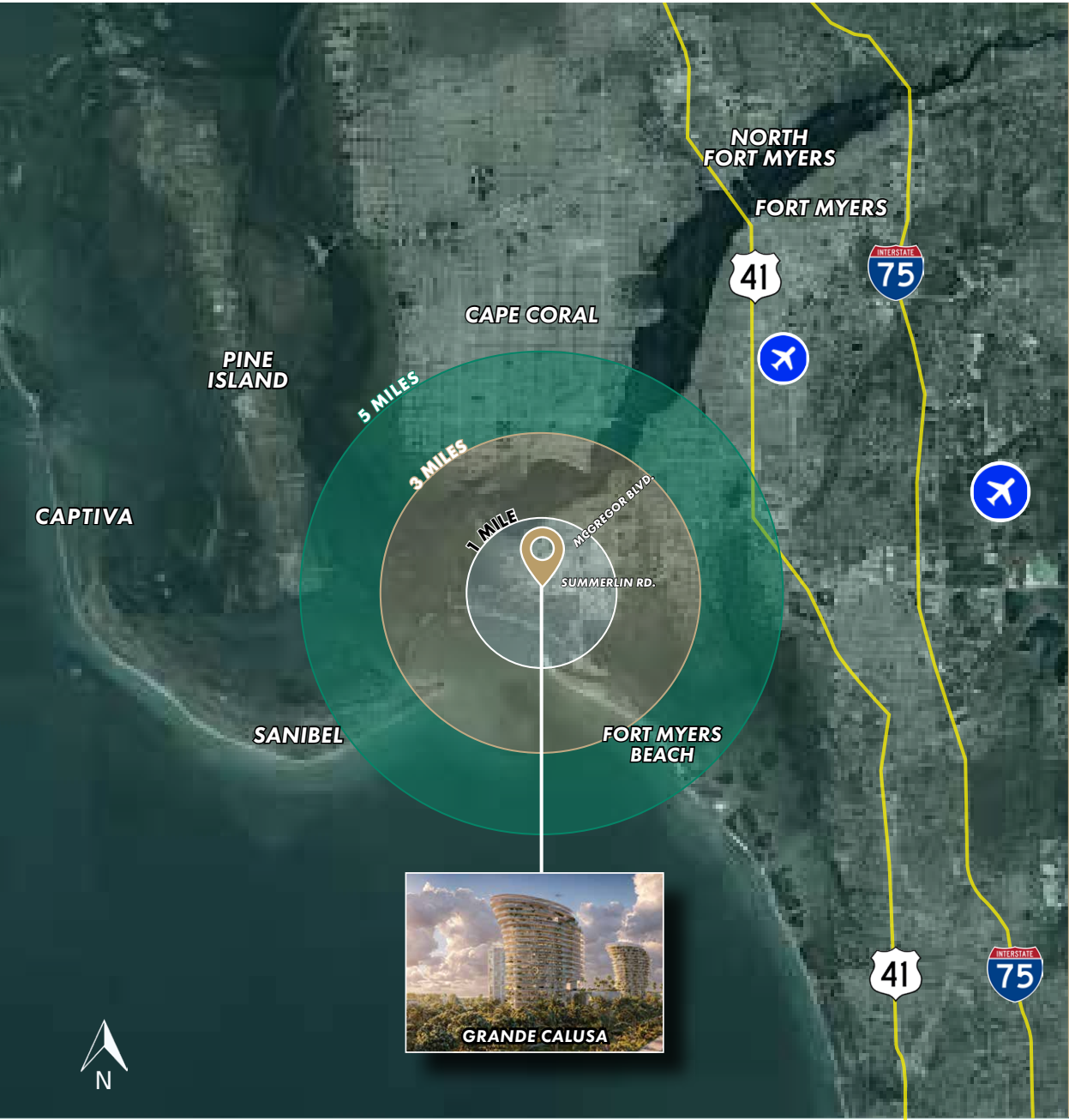
THE DUNES GOLF & TENNIS CLUB

Nestled inside a stunning wildlife preserve sanctioned by the Audubon Society - this 18-hole championship course delivers a unique, island experience.




- | | | | |
|---------------------------------|--------------------------------|-------------------------------|--|
| 1. Lighthouse Beach Park | 7. She Sells Sea Shells | 13. Island Gifts | 19. Commodore Kayak Trail |
| 2. Sanibel Boat Dock | 8. Huxters Market & Deli | 14. Jerry's Shopping Center | 20. Doc Ford's Rum Bar & Grille |
| 3. Pond Apple Park & Trail | 9. Tutti Pazzi Italian Kitchen | 15. Angliers Beach | 21. Bailey-Mathews National Shell Museum |
| 4. The Dunes Golf & Tennis Club | 10. Cielo Restaurant | 16. Periwinkle Place | 22. J.N. Ding Darling National Wildlife Refuge |
| 5. The Lighthouse Cafe | 11. MudBugs Cajun Kitchen | 17. The Village Shops | 23. Bowman's Beach |
| 6. Lazy Flamingo | 12. Traders Restaurant | 18. Sanibel Historical Museum | 24. Blind Pass Beach |



AREA DEMOGRAPHICS



1 MILE RADIUS

POPULATION	HOUSEHOLDS	MEDIAN INCOME
 4,850	 2,438	 55,949

3 MILE RADIUS

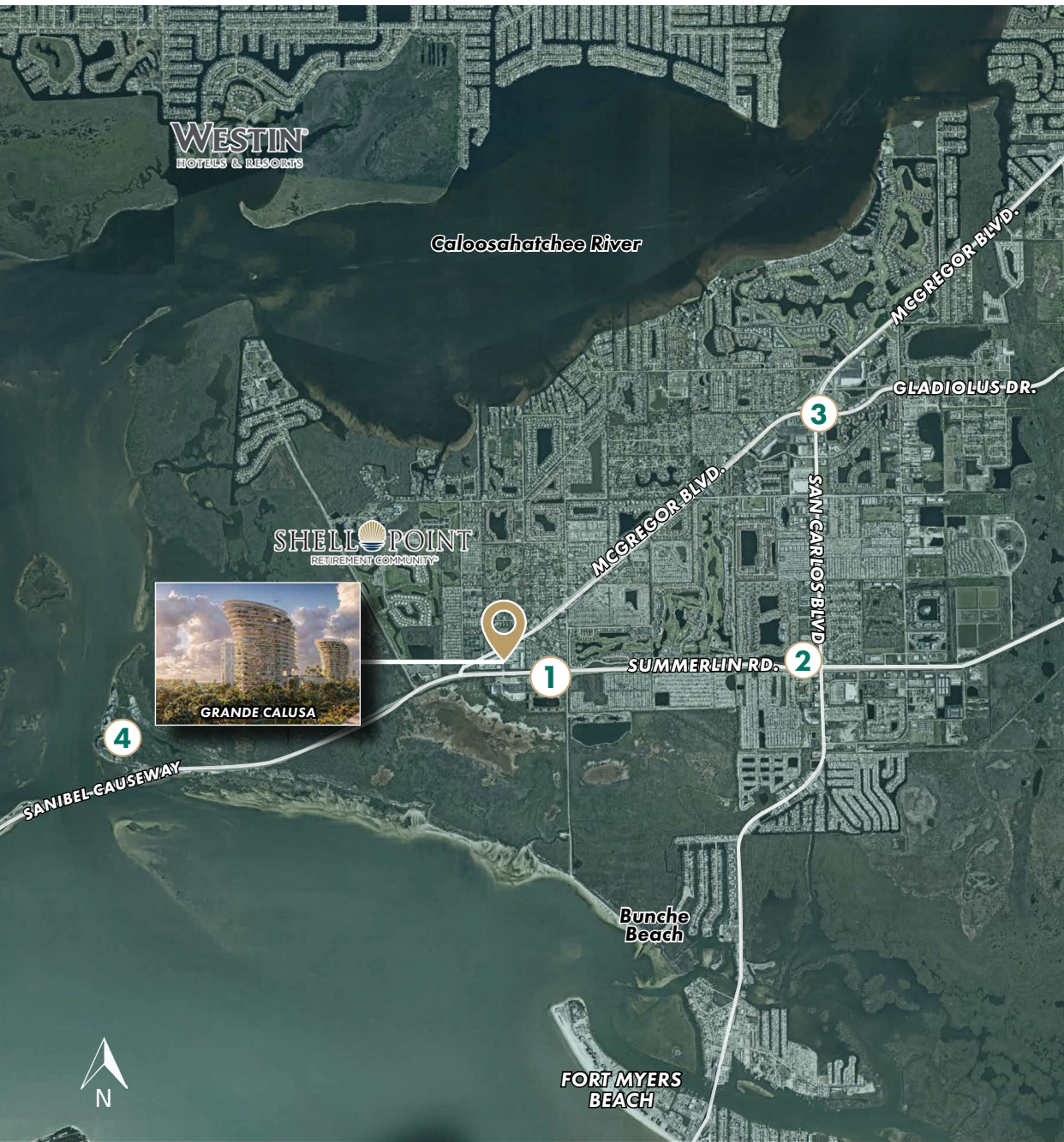
POPULATION	HOUSEHOLDS	MEDIAN INCOME
 20,489	 11,225	 \$68,082

5 MILE RADIUS

POPULATION	HOUSEHOLDS	MEDIAN INCOME
 60,238	 31,107	 \$71,612



RETAIL MAP



1. SANIBEL BEACH PLACE



2. SUMMERLIN ROAD



3. GLADIOLUS GATEWAY



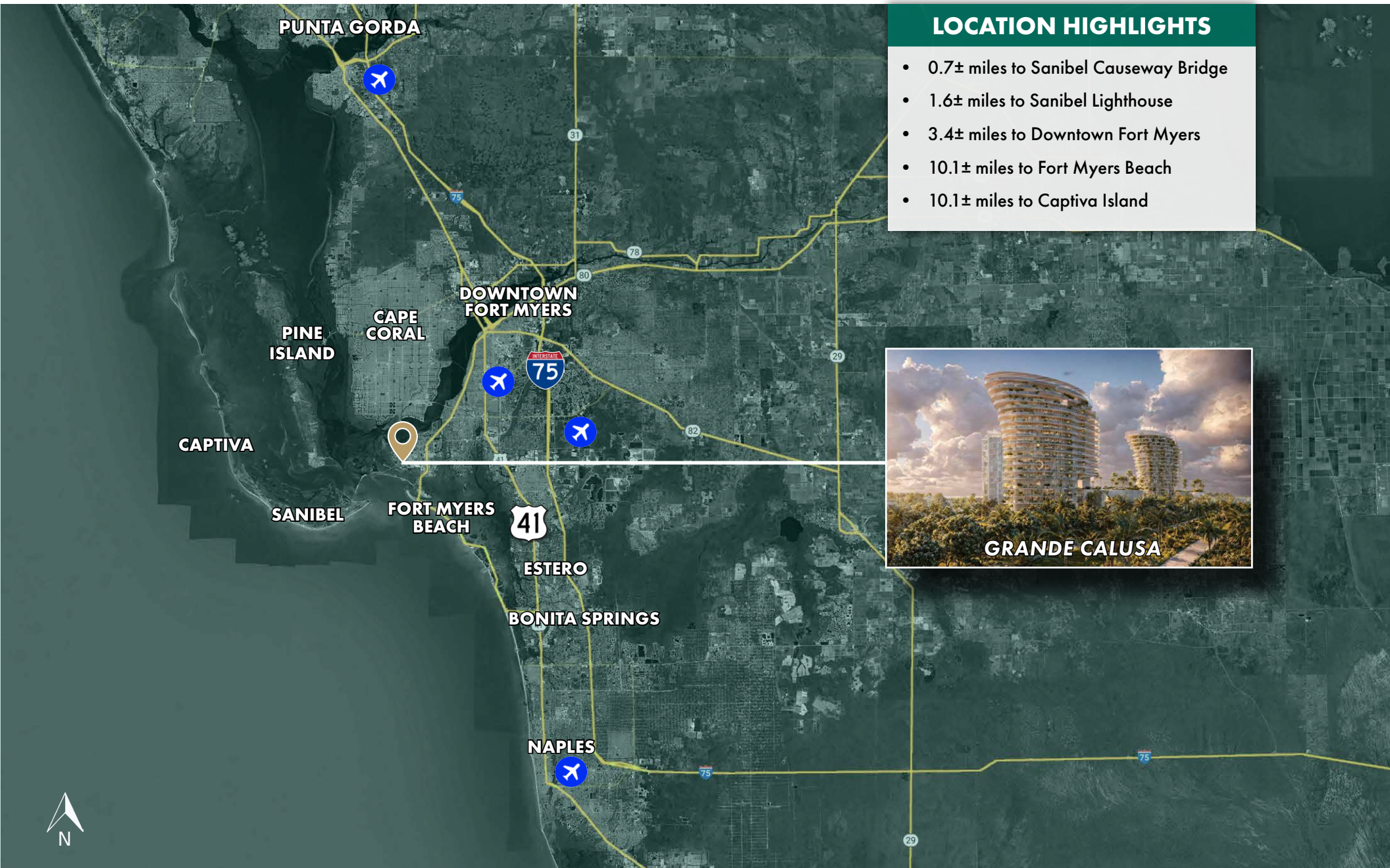
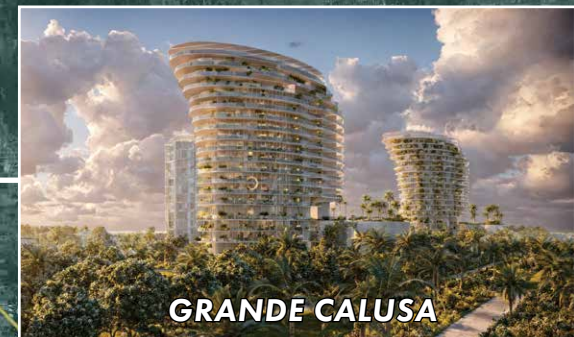
4. PUNTA RASSA



LOCATION MAP

LOCATION HIGHLIGHTS

- 0.7± miles to Sanibel Causeway Bridge
- 1.6± miles to Sanibel Lighthouse
- 3.4± miles to Downtown Fort Myers
- 10.1± miles to Fort Myers Beach
- 10.1± miles to Captiva Island





LIMITATIONS AND DISCLAIMERS

The content and condition of the property provided herein is to the best knowledge of the Seller. This disclosure is not a warranty of any kind; any information contained within this proposal is limited to information to which the Seller has knowledge. Information in this presentation is gathered from reliable sources, and is deemed accurate, however any information, drawings, photos, site plans, maps or other exhibits where they are in conflict or confusion with the exhibits attached to an forthcoming purchase and sale agreement, that agreement shall prevail. It is not intended to be a substitute for any inspections or professional advice the Buyer may wish to obtain. An independent, professional inspection is encouraged and may be helpful to verify the condition of the property. The Seller and LSI Companies disclaim any responsibility for any liability, loss or risk that may be claimed or incurred as a consequence of using this information. Buyer to hold any and all person's involved in the proposal of the property to be held harmless and keep them exonerated from all loss, damage, liability or expense occasioned or claimed. Potential Buyer acknowledges that all property information, terms and conditions of this proposal are to be kept confidential, and concur that either the Potential Buyers, nor their agents, affiliates or attorneys will reveal this information to, or discuss with, any third parties. Buyer will be a qualified Buyer with significant experience in entitlement and development process in Lee County with finesse and wherewithal and be willing to be interviewed by the LSI Companies team.

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STRAP Number: 02-46-23-00-00012.0000

LIST PRICE

297-Unit Residential Site
\$32,670,000 | \$110,000 Per Unit

200-Key Potential Hotel Site
\$13,000,000 | \$65,000 Per Key

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SALES EXECUTIVES



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