

# 2901 BURNT STORE ROAD | CAPE CORAL | FLORIDA 33993

+/-153 AC +/- 92 USEABLE ACRES

**ZONING ALLOWS FOR:** SINGLE-FAMILY, MULTIFAMILY AND COMMERCIAL DEVELOPMENT

BURNTSTOREROAD





For More Information, Please Contact:

### **EXCLUSIVE LISTING AGENTS**

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Senior Vice President O: 239. 230. 2187 C: 239. 250. 4434 byoung@lee-associates.com The information contained in this Offering Memorandum (OM) has been obtained from sources we believe to be reliable. However, Lee & Associates has not and will not verify any of this information, nor has Lee & Associates conducted any investigation regarding these matters. Lee & Associates makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided. As the Buyer of an investment property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Offering Memorandum is not a substitute for your thorough due diligence investigation of this investment opportunity. Lee & Associates expressly denies an obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions or estimates used in this OM are for example only and do not represent the current or future performance of this property. The value of an investment property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any investment property to determine to your satisfaction with the suitability of the property for your needs. By accepting this OM, you agree to release Lee & Associates and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this investment property.





# **EXECUTIVE SUMMARY**

Lee & Associates I Naples-Fort Myers is pleased to present the exclusive sale listing of this desirable vacant commercial land in sunny Southwest Florida. The subject site is located at 2901 Burnt Store Road North in the City of Cape Coral. The site includes two adjacent parcels of vacant commercial land zoned Neighborhood Commercial or NC. The northernmost parcel totals 38.00 acres and the southernmost parcel totals 114.94 acres of land. Approximately 37.16 acres of the site is a conservation easement running diagonally across the parcel from the northeast corner to the southwest side of the lot. Three lakes comprise a total of 23.75 acres. The parcel is ideal for mixed-used development, including both commercial and residential opportunities. North Burnt Store Rd. is in the path of progress making this an exciting and desirable future development.



#### **ASSET HIGHLIGHTS:**

#### TRANSFORMATIVE DEVELOPMENT

This site provides the opportunity to transform a portion of the Burnt Store Road corridor into a dynamic mixed-use development.

#### HIGH GROWTH TRADE AREA

Increasing population growth and high net migration call for new demand generators to satisfy the needs of one of the fastest growing cities in the U.S.

#### QUALITY OF LIFE

This location near the gulf coast is convenient to miles of canals with endless opportunities for water recreation, year-round sunshine, and outdoor recreation.

#### **TIGHT MARKET CONDITIONS**

This is a rare site being one of the last large developable tracts of land available in Southwest Florida.



2901 Burnt Store Road Cape Coral, FL 33993

LOCATION



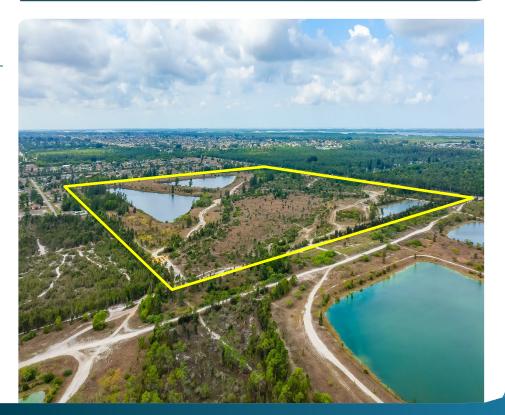
\$10,900,000

**ASKING PRICE** 



153 AC

TOTAL LAND SIZE





# **PROPERTY INFORMATION**

SITE ADDRESS	2901 BURNT STORE ROAD, CAPE CORAL, FL 33993		
STRAP NUMBERS	29-43-23-C1-00001.0020 29-43-23-C1-00001.0030		
PROPERTY TYPE	VACANT COMMERCIAL LAND		
CONDITION	UNIMPROVED RAW LAND		
GROSS LAND SIZE (AC)	+/-152.94 AC		
NET USEABLE LAND SIZE	+/-92.03 AC		
NUMBER OF PARCELS	TWO (2)		
LAND SHAPE	RECTANGULAR		
ZONING CODE	NC-NEIGHBORHOOD COMMERCIAL		
FRONTAGE	+/-2,675' ON BURNT STORE ROAD NORTH		
FUTURE LAND USE	CAC-COMMERCIAL ACTIVITY CENTER		
FLOOD ZONE	2PACFH (ZONE X)		
UTILITIES	PROPERTY LOCATED WITHIN THE CITY OF CAPE CORAL UTILITY EXPANSION MASTER PLAN		
TOTAL ASSESSED VALUE	\$1,441,806		
SUBMARKET	NORTH CAPE CORAL		
COUNTY	LEE		

# CURRENT OPPORTUNITY FOR NC ZONING

The subject site has a future land use designated to be "CAC" Commercial Activity Center" and as of more recently a new proposed overlay called "Burnt Store Road District" which will allow for a variety of commercial uses along the ½ mile frontage on Burnt Store Road.





# **PROPERTY INFORMATION**

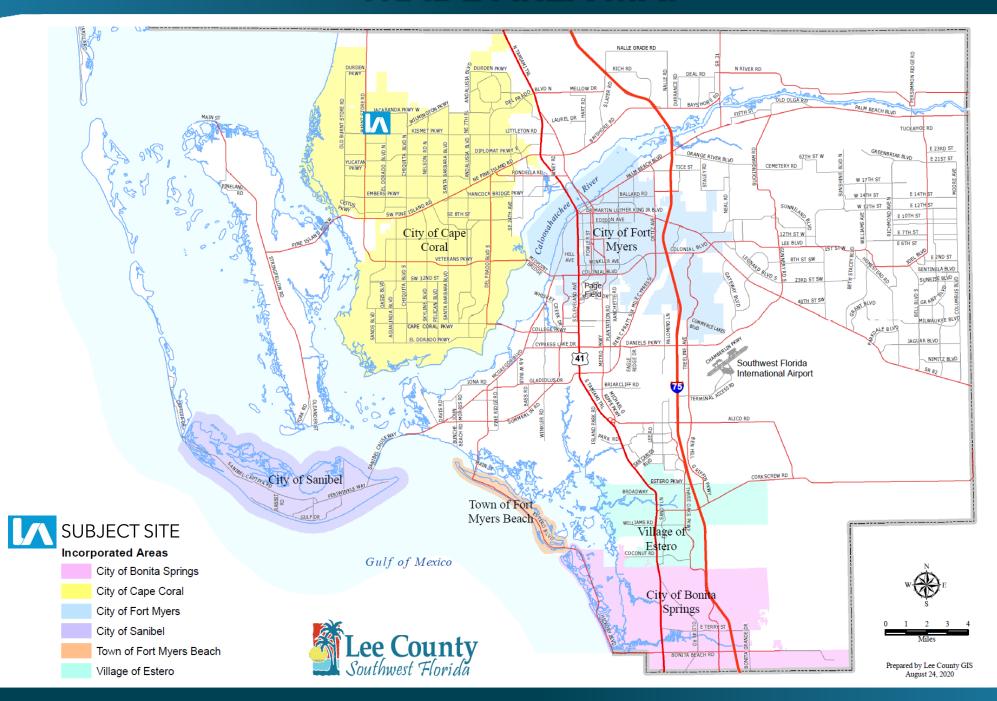
### **PROPERTY HIGHLIGHTS**

- Direct frontage on Burnt Store Road
- One of the last few available large tracts of land in Cape Coral for commercial development
- Lake frontage
- Located in a moderate to low-risk flood area
- On-site water retention
- Burnt Store Road widening project adding two additional lanes, designated turn lanes and sidewalks just south of the site
- Growing population in Cape Coral and the surrounding Lee County metropolitan area
- Flexible uses with NC zoning allowing mixed-use

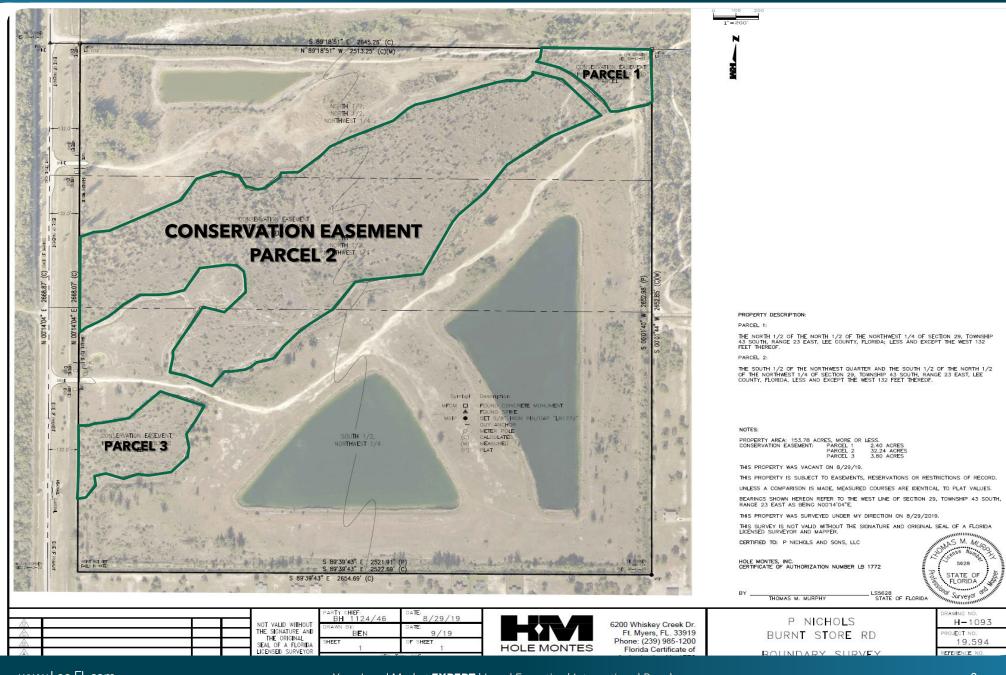




# **TRADE AREA MAP**

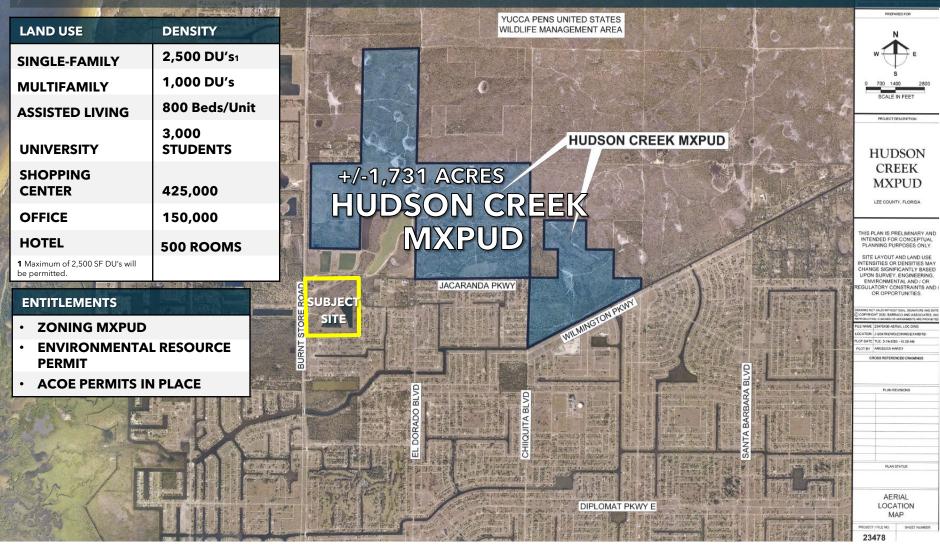


# **2019 CONSERVATION EASEMENT BOUNDARY SURVEY**



# PROPOSED MIXED-USE PUD DEVELOPMENT

Proposed plans for a new development called Hudson Creek will spur substantial commercial growth near the subject site. The Hudson Creek project is vital to the area as it will assist in the funding for essential utility expansion on Burnt Store Road to the City of Cape Coral line. Preliminary plans for the mixed-used planned unit development could include as many as 3,500 new residential units and over +/-500,000 square feet of commercial space. See the below chart for additional potential land uses.



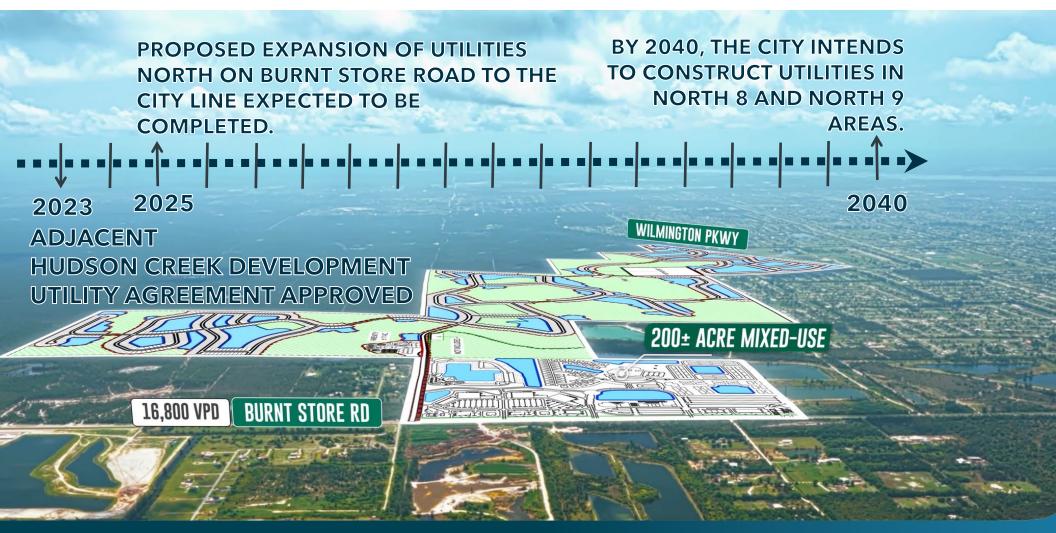


# **HUDSON CREEK MXPD**

#### **Hudson Creek MXPD**

SITE: 4101 Burnt Store Road North, Cape Coral, FL 33993 SIZE: 1,731 ACRES with +/-200 Acres of Mixed-Use

Plans were approved for a utility agreement for the extension of water, sewer, and irrigation March 30, 2023. This approval allows the planned Hudson Creek development to move forward and will spur future commercial development on Burnt Store Road. Much of this expansion may be funded by the Hudson Creek project, which will completely revitalize the area.





# **BURST LAND USE**

The Burnt Store Road District (BURST) could be a new land use classification for northwest Cape Coral. This use change will encourage mixed-used development and bring new opportunities to the area.

### Permitted uses for the BURST include:

- Retail
- Office
- Office/warehouse
- Light manufacturing
- Institutional
- Multi-family residential
- Single-family residential attached uses (3+ units)
- Retail
- Government-Parks and Public Facilities

New residential uses permitted in the BURST district may only be developed within a mixed-use building. New single-family detached residences, single-family semi-detached residences, duplexes and all other stand-alone residential uses, including storage, are prohibited.

# Next Steps...

- 1. New BURST land use approval
- 2. Future land use map amendment
- 3. Zoning district establishment
- 4. Rezoning





# **NEW! BSC CLASSIFICATION**

The City will vote in the very near future on the **Burnt Store Road District (BURST)** which is a City initiated future land use amendment involving **1,206.66 acres** of multiple properties in the NW Quadrant of the city on Burnt Store Road, north of Van Buren Parkway.

The city is looking to amend the future land use from numerous other classifications to the BURST future land use. **One of the new classifications is "BSC" which is**mixed-use with more intense residential multi-family instead of single-track developments. Single-family use will still be a part of it, but not the entire development.

Their vision is lifestyle living with single family, multifamily, and commercial development.

# **NEIGHBORHOOD COMMERCIAL ZONING USES**

- A. Specific regulations or conditions for multi-family residences; single family attached 3 units or greater; vehicle fueling stations; craft brewery, distilleries, and wineries; wireless communication facilities; mobile food dispensing vehicles; laboratory medical, research, testing, and development; and home-based businesses are found in Article 5, Chapters 10 and 11.
- B. **Mix of uses**. Development in the NC district is encouraged to have a mix of residential and non-residential uses; however, a mix of uses is not required.
- C. **Use areas.** All land areas within developments in the NC District shall be categorized as one of the three following use areas:
  - 1. **Free-standing non-residential**. Free-standing non-residential areas include the footprint and land areas associated with buildings that contain no residential units.
  - 2. **Free-standing residential**. Free-standing residential areas include the footprint and land areas associated with buildings that contain residential units and buildings that contain non-residential floor area usage that is less than 30% of the building's floor area. In calculating the floor area of the building, the total floor area of the building is the floor area of the building remaining after the area of any structured parking is excluded. Also, any pre-existing single-family residences do not necessarily constitute free-standing residential development, unless such residences otherwise meet the criteria for such development.

DEVELOPMENT PARAMETERS F	OP 20 AC OP GPEATER	
	20%-75%	
FREE-STANDING	1.0	
COMMERCIAL	1.0	
DEVELOPMENT AREA	-	
MAXIMUM FAR	-	
FREE-STANDING	25%-80%	
	12 D.U./ACRE OR 75	
RESIDENTIAL	UNITS	
DEVELOPMENT AREA	16 D.U./ACRE	
MINIMUM DENSITY	-	
MAXIMUM DENSITY	-	
MIXED-USE	0-100%	
DEVELOPMENT AREA	12 D.U./ACRE OR 75 UNITS	
MINIMUM DENSITY	16 D.U./ACRE	
MAXIMUM DENSITY	2.0	
MAXIMUM FAR	-	
BUILD-TO/FRONT SETBACK	10'	
MINIMUM SIDE SETBACK	0 OR 6	
MIN. REAR SETBACK	6	

3. **Mixed-Use**. Mixed-use areas include the footprint and land areas associated with compound use buildings that shall mean buildings with at least 30% of their floor areas allocated to non-residential uses.

# **NEIGHBORHOOD COMMERCIAL ZONING USES**

### D. Density, intensity, and use area allocations.

- The allowable densities, intensities, and use area allocations within the NC District may vary with the land area allocated to each use in a development project.
- 2. A development can consist of one or more properties that are the subject of a single application for development.
- 3. If an application includes properties that are not contiguous, the application must demonstrate that the properties function as a unified development.
- 4. The land area that may be allocated to any of the three use area allocations varies with the size of the development project, with generally increasing flexibility as a function of the total land area of the development. Densities and intensities associated with any of the three use area categories apply only to the land area of the project that is allocated to that specific use. In determining the land area within any of the three use area allocations, the area of any common areas for surface water management, parking, landscaping, and circulation shall be apportioned among the three use area allocations in the same proportion as the non-common areas relate to the area of the development, excluding common areas.
- E. **Limitations on density and intensity within the NC District.** In the Urban Services Reserve Area, residential uses are restricted to 4.4 dwelling units per acre and non-residential development is limited to uses that do not generate an estimated flow of more than 880 gallons of sewage per acre per day.
- F. **Use area allocations**. All developments in the NC District shall be categorized as one of the three following use areas:
  - 1. Free-standing non-residential. Free-standing non-residential areas contain no residential units.
  - 2. Free-standing residential. Free-standing residential areas include the footprint and land areas associated with buildings that contain residential units and buildings that contain non-residential floor area usage that is less than 50% of the building's ground floor area.
  - 3. Pre-existing single-family residences do not constitute free-standing residential development.
  - 4. Mixed-Use. Mixed-use areas include the footprint and land areas associated with mixed-use buildings with at least 50% of the ground floor areas allocated to non-residential uses.

# **NEIGHBORHOOD COMMERCIAL ZONING USES**

#### G. Use Area Calculations.

- 1. The uses of a building (residential, non-residential, mixed-use) shall be calculated by the floor area occupied by a use excluding any structured parking areas.
- 2. Developments that incorporate non-residential and residential uses shall clearly indicate the land areas (square footage, percentage of development site, and locations) to be used for non-residential, residential, and mixed-use, as well as the uses proposed within each of the designated areas.
- 3. In determining land area within any of the three use area allocations common areas, including surface water management, parking, landscaping, and circulation shall be distributed among the three use area allocations in the same proportion as the non-common areas.

### H. Development Standards.

- 1. Drive-thru facilities are prohibited.
- 2. Loading Docks and Service Areas.
- I. All loading docks and building service areas containing air handling equipment, generators, meters, etc., shall be screened by a masonry wall from a pedestrian-level view from any adjacent residential future land use category, public sidewalk, or public street, excluding alleys.
- J. Such walls shall be designed to appear as an architectural extension of the principal building and incorporate architectural trim and features consistent with the adjacent facade.
- K. Walls required for screening loading docks or building service areas shall not exceed the height limitations provided in Article 5 of this code unless approved by the DCD Director.
- L. On sites greater than one acre the following shall apply:
- 1. The first story of the building frontage shall be at least 75% of the parcel width as measured along the front property line. For adjoining parcels that are being developed simultaneously as one site with one or more buildings, this percentage applies to the combination of lots and building frontages.
  - 2. At least 40% of the building frontage shall be built at the minimum front setback line.
  - 3. Off-street parking spaces shall not be within the front yard.



# **COMPARABLE SALES**



2054 Cohn Road North Fort Myers, FL 33917



4101 Burnt Store Road Cape Coral, FL 33993



7401 Bayshore Road North Fort Myers, FL 33917



17251 Williams Road North Fort Myers, FL 33917

COMPARABLE DATA			
Sale Date	Under Contract		
Sale Price	\$4,750,000		
Size (AC)	\$93,137		
Size (SF)	2,221,560		
Price/AC	\$93,137		
Price/SF	\$2.14		
Buyer	N/A		
Zoning	RS-1 & AG-2		
Notes:	Publicly owned conservation lands are located along the		

lands are located along the eastern part of the property adding to the privacy. Most of the site is within the Suburban future land use designation that allows up to six homes per acre. There are approximately 1,400 feet of river frontage with beach areas and public water services are located along

the road frontage.

#### CMPADADIEDAT

COMPARABLE DATA			
Sale Date	Under Contract		
Sale Price	\$125,000,000		
Size (AC)	1,745		
Size (SF)	76,012,200		
Price/AC	\$71,633		
Price/SF	\$1.64		
Buyer	N/A		
Zoning	MPD		
Notes:	Entitled to include 2,500 single family units, 1,000 multifamily units. and a 500.000SF mixed-		

use center, perfect for retail, office, and hospitality. Zoning, Environmental Resource Permit and ACOE Permits all in place, with the Community Development District currently in formation. Four access roads, perfect for retail, office, hospitality, and education spaces.

#### **COMPARABLE DATA**

Sale Date	07/27/2023
Sale Price	\$3,800,000
Size (AC)	57.07
Size (SF)	2,485,969
Price/AC	\$66,585
Price/SF	\$1.53
Buyer	Pulte Group
Zoning	MPD
Notes:	The property has approximately 37.6-acres zoned for 104 multifamily units or ALF and 72 single family homesites with a max height of two stories or 35 feet, and approximately 19.13 acres zoned MPUD with max

development approvals comprised of 35,000 sq. ft. of general office & 70,000 sq. ft. of commercial retail. Water, sewer with capacity, phone, electric. Bayshore 57 MPD allows for 140,000 sq. ft. commercial; 176 residential units.

#### ATA

	COMPARABLE D
Sale Date	05/17/2023
Sale Price	\$4,000,000
Size (AC)	50.62
Size (SF)	2,205,007
Price/AC	\$79,020
Price/SF	\$1.81
Buyer	Taylor Morrison
Zoning	AG-2
Notes:	Gully Creek acqu builder, Taylor M

uired by home builder, Taylor Morrison.



# **COMPARABLE SALES**



10551 Bayshore Road North Fort Myers, FL 33917

#### COMPARABLE DATA

Sale Date	12/30/2022
Sale Price	\$4,775,000
Size (AC)	110

Size (SF) 4,791,600

Price/AC \$43,409

Price/SF \$1.00

Buyer Lennar

Zoning AG-2

Notes: Acquired by developer, Lennar.

Located 1.5 miles to I-75 and 1.3 miles to the Lee Civic Center. Total of seven parcels sold together. 1,400' of frontage on

Bayshore Road.



3000 Pine Island Road Fort Myers, FL 33903

#### COMPARABLE DATA

Sale Date	08/10/2022
Sale Price	\$1,485,000
Size (AC)	53.69
Size (SF)	2,338,736
Price/AC	\$27,659
Price/SF	\$0.63
Buyer	Lee County Dept. of Agriculture
Zoning	R3
Notes:	Residential zoned with approved

Residential zoned with approved density up to 1,100 units. Shovel ready with utilities stubbed to site, surface water permitted, fish and wildlife permitted. Southern portion of the parcel is on navigable waterways with access to the gulf. Located in the Pine Island corridor in Cape Coral. Eastern portion of the Judd Creek Preserve. Was proposed for multifamily use.



600 S. Chiquita Boulevard Cape Coral, Florida 33991

#### COMPARABLE DATA

COMPARABLE DATA			
Sale Date		03/18/2022	
Sale Price		\$4,750,000	
Size (AC)		54.51	
Size (SF)		2,374,456	
Price/AC		\$87,140	
Price/SF		\$2.00	
Buyer		WB Property Group	
Zoning		CC	
Notes:		Intensive mixed-use site in a high intensity commercial	

corridor. More than 1,770' frontage on Chiquita Boulevard. Current zoning allows for 25 DU/acre or a potential of 1,362 units. Existing lake accommodates the water retention requirement of the site leaving the upland net usable. 49% upland acres and 51% lake with the potential to use lake as



# **DEMOGRAPHICS**

39
Median
Age
(1 Mile)

\$96,078

Average Household Income (1 Mile) 1,302

2023 Population (1 Mile)

# Cape Coral, Florida

Demographics below include data 1 mile, 2 miles, and 3 miles from the subject asset.

POPULATION	1 MILE	2 MILES	3 MILES
2023 POPULATION	1,302	7,880	16,938
2028 POPULATION PROJECTION	1,404	8,482	18,155
MEDIAN AGE	39	42	41
HOUSING			
2023 HOUSEHOLDS	455	2,840	5,974
2028 HOUSEHOLD PROJECTION	492	3,064	6,421
OWNER OCCUPIED	351	2,312	4,707
RENTER OCCUPIED	140	751	1,714
AVERAGE HOUSEHOLD SIZE	2.9	2.8	2.8
MEDIAN HOME VALUE	\$258,552	\$270,153	\$261,597
INCOME			
AVERAGE HOUSEHOLD INCOME	\$96,078	\$93,282	\$93,639
MEDIAN HOUSEHOLD INCOME	\$85,511	\$84,144	\$80,784





## **COMPANY PROFILE**

### LEE & ASSOCIATES IS THE LARGEST, BROKER-OWNED, COMMERCIAL REAL ESTATE FIRM IN NORTH AMERICA. AND ONE OF THE FASTEST-GROWING!

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Every Lee & Associates office delivers world-class service to an array of regional, national and international clients - from small businesses and local investors to major corporate users and institutional investors. Our professionals combine the latest technology, resources and market intelligence with their experience, expertise and commitment to superior service to optimize your results.

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(())



tenants."













**Urban Land** 







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- Brian L. Harvey, Cypress Land Company

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  - SPECIALIZING IN MARKET INTELLIGENCE
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SEASONED PROFESSIONALS WITH RELEVANT TRANSACTION EXPERIENCE

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- **ABILITY TO UNDERSTAND EFFECTIVE CLIENT COMMUNICATION**
- INTEGRITY SHAPES OUR CULTURE & DEFINES THE CHARACTER

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LEE & ASSOCIATES IS THE LARGEST BROKER-OWNED COMMERCIAL REAL ESTATE FIRM IN NORTH AMERICA, AND ONE OF THE FASTEST GROWING!

Since 1979, Lee & Associates has reimagined the way that commercial real estate companies should be structured. Each Lee & Associates office is owned and operated by its professionals. As shareholders of the company, this separates us from our competition and creates one common goal; to provide seamless, consistent execution and value-driven market-to-market services to our clients.

Every Lee & Associates office delivers world-class service to an array of regional, national, and international clients - from small businesses and local investors to major corporate users and institutional investors.

#### WEST

CA, City of Industry

CA, Irvine

CA, Long Beach

CA, Los Angeles - Antelope Valley

CA, Los Angeles - Calabasas

CA, Los Angeles - Commerce

CA, Los Angeles - Downtown

CA, Los Angeles - ISG

CA, Los Angeles - Long Beach

CA, Los Angeles - Pasadena

CA, Los Angeles - Sherman Oaks

CA, Los Angeles - Ventura County

CA, Los Angeles - West

CA, Los Olivos

CA, Newport Beach

CA, Oakland

CA, Ontario

CA, Orange

CA, Palm Desert

CA, Pleasanton

CA, Riverside

CA, San Diego

CA, San Diego - North

CA, San Francisco

CA, San Luis Obispo

CA, Santa Barbara

CA, Stockton

CA, Temecula Valley

CA, Victorville

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ID, Boise

NV, Reno

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WA, Seattle

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TX, Houston

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OH, Cleveland

OH, Columbus MI. Southfield

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NJ, Whippany

PA, Mechanicsburg

PA, Plymouth Meeting

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FL, Fort Myers

FL, Miami

FL, Naples

FL, Orlando

GA, Atlanta

TN, Nashville

NC, Raleigh

SC, Charleston

SC, Greenville

SC, Spartanburg

#### CANADA

AB, Calgary

BC, Vancouver ON, Toronto

ON, Toronto

108%

INCREASE

IN BROKERED SALE & LEASE CONSIDERATION OVER 5 YEARS

\$32+

BILLION 2022 TRANSACTION VOLUME

1,500

**PROFESSIONALS** 

AND GROWING INTERNATIONALLY

AFFILIATE INTERNATIONAL RELATIONSHIP



**GERALDEVE** 

# **LEE & ASSOCIATES INVESTMENT SERVICES**

### **ABOUT INVESTMENT SERVICES**

The Investment Services group is an investment sales and capital markets division of Lee & Associates Commercial Real Estate Services. We serve and advise private and institutional real estate investors, as well as developers in the marketing, sale, and financing of private, institutional, and middle-market real estate assets.

Our platform maximizes options for our clients by providing end-to-end investment services from sales and financing to research and investment strategy. Strategically located with offices across North America, Lee & Associates is a rapidly growing firm with broad market coverage across the United States and Canada.

Here at Lee & Associates, our comprehensive investor platform is put to work for you. Our extensive market knowledge gives our clients the confidence to make successful decisions, no matter where you are in the investment life cycle. Our experience selling everything from multi-tenant & single-user income-producing properties to raw land in primary through tertiary markets gives us the knowledge and expertise to achieve optimal results for all of our customers and clients. Our marketing of properties is more than that; we create a customized marketing strategy for each property represented by our skilled brokers.

As a strategic partner in disposition and acquisition services, we dedicate time to make our clients' transactional goals ours. We understand the qualities that make a property or portfolio an attractive, marketable asset and maximize its value, ensuring we effectively capture a property's unique value and positioning. Founded on intensive market analysis and investor intelligence, our facilitation of the sale or acquisition of investment properties ensures optimum price and certainty of closing. During our 40-year tenure, we have represented every kind of investor, including developers, private investors, REITs, institutional firms, and private equity funds.







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### YOUR LOCAL MARKET ADVISORS

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