



11940 FAIRWAY LAKES DR
FORT MYERS, FL 33913

For More Information:

NICHOLAS PAULUS

239.292.3031

nick@investflorida.com

FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Invest Florida, LLC in compliance with all applicable fair housing and equal opportunity laws.



FAIRWAY LAKES COMMONS // RETAIL PROPERTY FOR SALE

SECTION 1 PROPERTY INFORMATION

For More Information:

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EXECUTIVE SUMMARY

INCOME!
LOCATION!
GROWTH!



SALE PRICE

\$2,995,000

OFFERING SUMMARY

Cap Rate:	7.24%
NOI:	\$216,700
Occupancy Rate::	100%
Lot Size:	0.41 Acres
Year Built:	1992
Building Size:	10,485 SF
Renovated:	2026
Zoning:	PUD
Market:	SWFL
Submarket:	Gateway
Price / SF:	\$285.65

PROPERTY OVERVIEW

.Presenting a compelling opportunity to acquire **Fairway Lakes Commons**, a **100% occupied, 10,485 SF multi-tenant retail investment** in the growing **Gateway** market. Offered at **\$2,995,000**, the property generates **\$216,700 in NOI** and a **7.24% cap rate**, providing immediate stabilized income with meaningful long-term upside. Long-term leases, personal guarantees and **4-5% annual base-rent increases** provide built-in revenue growth, while recently executed NNN leases further strengthen the income profile. Gateway's continued residential, apartment and school expansion, combined with **limited commercial inventory**, helps support strong occupancy, tenant demand and upward pressure on rental rates. The property's inland location contributes to **lower insurance costs**, positively impacting operating expenses and the bottom line, while CAM remains highly competitive at approximately **\$5.00 per SF**. Thoughtfully renovated and exceptionally maintained, Fairway Lakes Commons offers investors a compelling combination of **current yield, contractual rent growth, controlled expenses and long-term exposure to Gateway's continued growth**.

PROPERTY HIGHLIGHTS

- 10,485 SF retail building
- Recently renovated in 2022
- Strategic SWFL location
- 100% occupancy
- Long-Term NNN Leases
- Annual Rent Escalations 4-5%

FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR

INCOME - LOCATION - GROWTH



PROPERTY DESCRIPTION

Fairway Lakes Commons is a **10,485 SF, 100% occupied multi-tenant retail/office investment property** located at **11940 Fairway Lakes Drive** in the established **Gateway community of Fort Myers, Florida**. The five-unit center combines immediate stabilized income with attractive long-term growth characteristics, including **long-term leases, personal guarantees and contractual annual base-rent increases of approximately 4-5%**.

The property benefits from an **inland location, competitive operating expenses and CAM of approximately \$5.00/SF**, helping control tenant occupancy costs and support the property's bottom line. Recent improvements, including **7-inch gutters and an ADA-compliant parking lot**, contribute to a well-maintained, low-management investment profile.

Positioned within Gateway, Fairway Lakes Commons is well situated to benefit from the community's continued residential and commercial expansion. **Growing rooftops combined with limited existing commercial inventory** provide a favorable environment for tenant demand, occupancy and future rental-rate growth.

100% OCCUPIED • 4-5% ANNUAL BASE-RENT INCREASES • LONG-TERM LEASES • STRONG GATEWAY LOCATION

LOCATION DESCRIPTION

LOCATION & GROWTH

Fairway Lakes Commons is strategically positioned within **Gateway, one of Southwest Florida's expanding master-planned communities**, surrounded by established neighborhoods and significant new residential investment. Directly across from the property, the **local school is undergoing a major expansion that will approximately double its size**, bringing additional daily activity to the immediate area.

The growth story extends beyond the property's doorstep. **Hundreds of new apartment units are being developed within approximately one mile**, adding new households and consumers to the immediate trade area. This expanding residential base, coupled with **limited existing commercial inventory in Gateway**, creates a favorable supply-demand dynamic for established neighborhood retail and service space.

For Fairway Lakes Commons, this combination of **new rooftops, school expansion and constrained commercial supply** should support continued tenant demand, strong occupancy and upward pressure on rental rates—complementing the property's existing **4-5% contractual annual base-rent increases**.

MORE ROOFTOPS. MORE DAILY TRAFFIC. LIMITED

FAIRWAY LAKES COMMONS 11940 FAIRWAY LAKES DR

COMPLETE HIGHLIGHTS



LOCATION INFORMATION

Building Name	Fairway Lakes Commons
Street Address	11940 Fairway Lakes Dr
City, State, Zip	Fort Myers, FL 33913
County	Lee
Market	SWFL
Sub-market	Gateway
Cross-Streets	Gateway Blvd and Fairway Lakes Drive
Road Type	Paved
Market Type	Medium
Nearest Highway	i-75
Nearest Airport	RSW Florida International Airport

BUILDING INFORMATION

NOI 2026	\$216,700.00
Cap Rate	7.24%
Occupancy %	100.0%
Tenancy	Multiple
Ceiling Height	14 ft
Number of Floors	1
Year Built	1992
Year Last Renovated	2026
Gross Leasable Area	10,485 SF
Construction Status	Existing
Condition	Good
Number of Buildings	1

FOR SALE

FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR ADDITIONAL PHOTOS





FAIRWAY LAKES COMMONS // RETAIL PROPERTY FOR SALE

SECTION 2 LOCATION INFORMATION

For More Information:

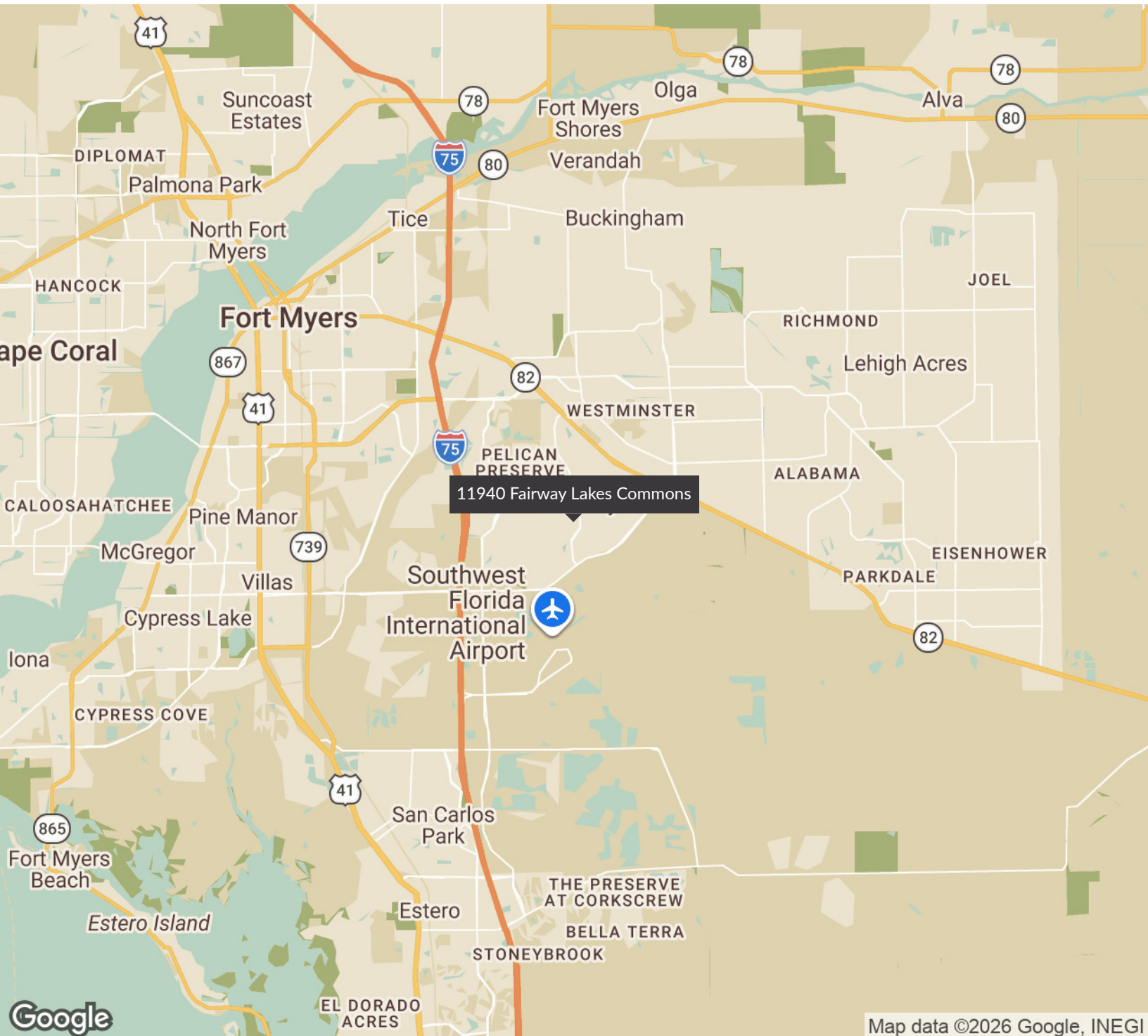
NICHOLAS PAULUS

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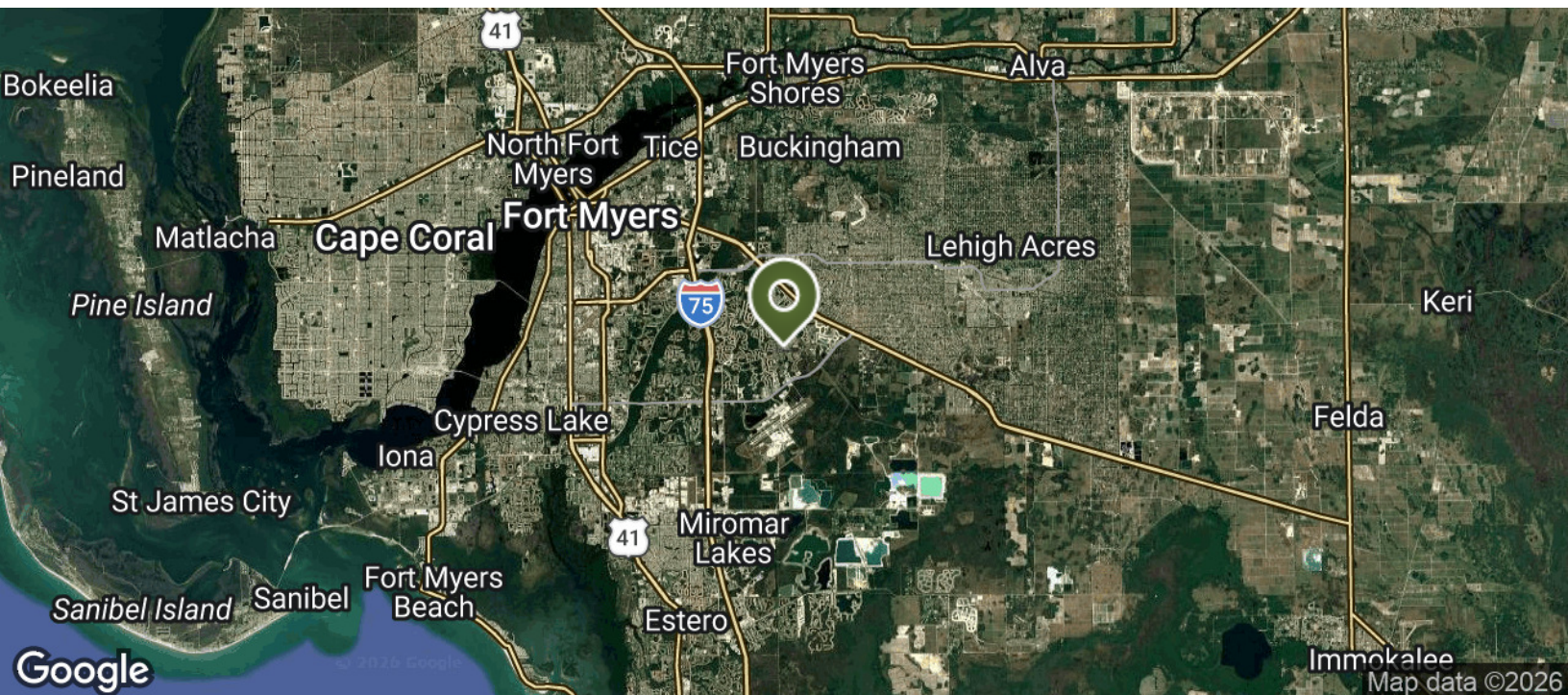
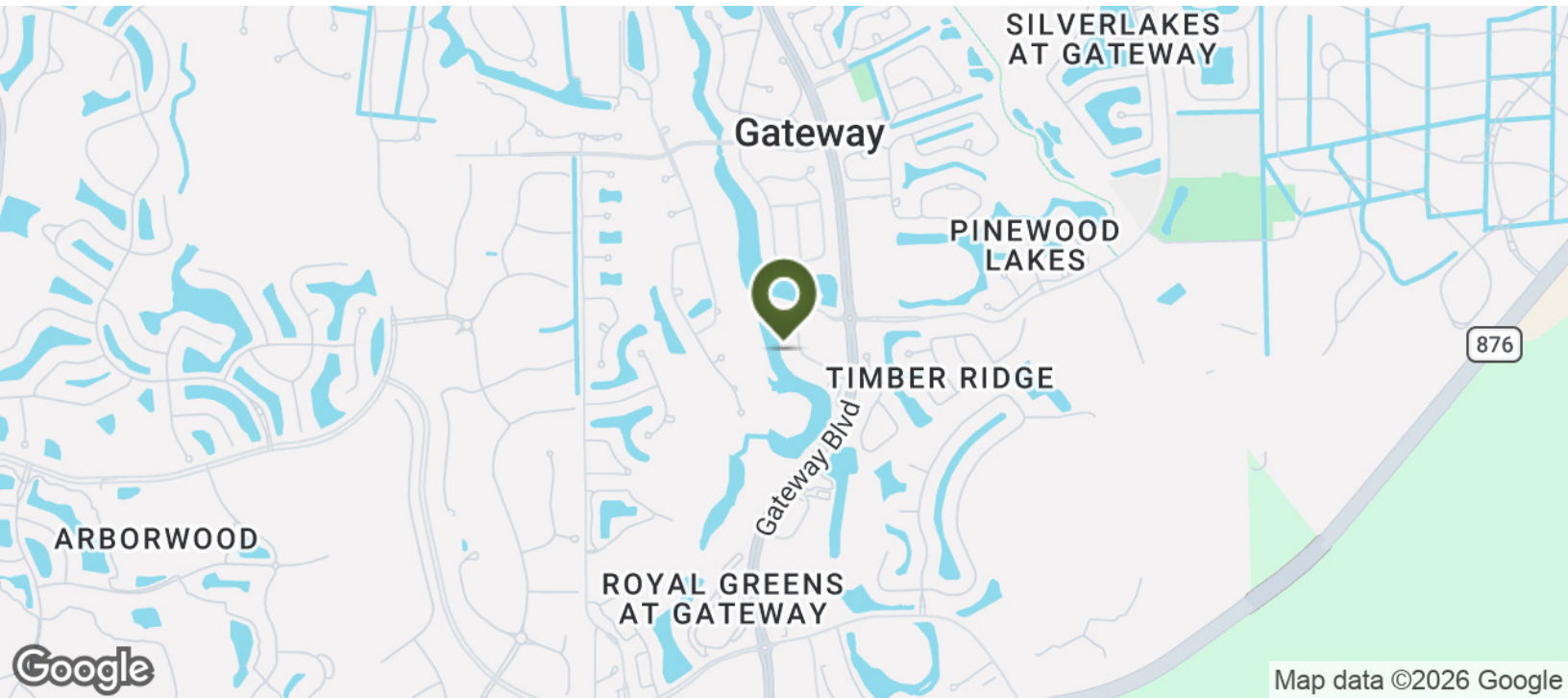
FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR

REGIONAL MAP



FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR

AERIAL MAP





SECTION 3 FINANCIAL ANALYSIS

For More Information:

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FINANCIAL SUMMARY

INVESTMENT OVERVIEW

FULLY OCCUPIED LONG TERM NNN LEASES IN-PLACE

Price	\$2,995,000
Price per SF	\$286
GRM	11.06
CAP Rate	7.24%
Cash-on-Cash Return (yr 1)	7.24%
Total Return (yr 1)	\$216,700

OPERATING DATA

FULLY OCCUPIED LONG TERM NNN LEASES IN-PLACE

Gross Scheduled Income	\$270,805
Total Scheduled Income	\$270,805
Gross Income	\$270,805
Operating Expenses	\$54,105
Net Operating Income	\$216,700
Pre-Tax Cash Flow	\$216,700

FINANCING DATA

FULLY OCCUPIED LONG TERM NNN LEASES IN-PLACE

Down Payment	\$2,995,000
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FAIRWAY LAKES COMMONS // 11940 FAIRWAY LAKES DR

INCOME & EXPENSES

INCOME SUMMARY

FULLY OCCUPIED LONG TERM NNN LEASES IN-PLACE

GROSS INCOME

\$270,805

EXPENSES SUMMARY

FULLY OCCUPIED LONG TERM NNN LEASES IN-PLACE

Real Estate Taxes	\$19,341
Property Insurance	\$12,704
Landscaping	\$4,200
Dumpster	\$5,760
Miscellaneous Expenses	\$2,500
Powerwash	\$1,200
Management	\$8,400
OPERATING EXPENSES	\$54,105
NET OPERATING INCOME	\$216,700

Fairway Lakes Commons benefits from a highly efficient expense structure that compares favorably to similar shopping centers in the market. A major contributing factor is lower insurance costs, driven by minimal flood risk and reduced hurricane wind exposure due to its inland location and distance from the coastline. Limited commercial inventory within the Gateway area strengthens leasing fundamentals, supporting higher base rents and NOI growth. Operating expenses remain highly efficient, with tenants reimbursing water and sewer outside of CAM and the restaurant tenant covering exterior lighting, further reducing common area costs. These structural savings support long-term profitability and investment performance.

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RENT ROLL

SUITE	TENANT NAME	SIZE SF	% OF BUILDING	ESCALATION DATES	PRICE / SF / YEAR	ANNUAL RENT	LEASE START	LEASE END
1	Navaja Suites	1,200 SF	11.44%	-	\$18.00	\$21,600	09/01/2021	09/30/2027
2/3	Rock n Sushi	3,000 SF	28.61%	2/1/2026 2/1/2027 2/1/2028 2/1/2029 2/1/2030 2/1/2031	\$19.31 \$20.28 \$21.29 \$22.35 \$23.47 \$24.64 \$25.87	\$57,930	02/01/2022	02/01/2032
4	Eddie Salon	2,185 SF	20.84%	3/1/2027 3/1/2028 3/1/2029 3/1/2030	\$22.00 \$23.00 \$24.00 \$25.00 \$26.00	\$48,070	03/01/2026	02/28/2031
5	OAK	1,100 SF	10.49%	7/1/2026 7/1/2027	\$21.00 \$21.00 \$22.00	\$23,100	07/01/2025	06/30/2028
6/7	Eddie Salon	3,000 SF	28.61%	7/1/2027 7/1/2028 7/1/2029 7/1/2030	\$22.00 \$23.00 \$24.00 \$25.00 \$26.00	\$66,000	07/01/2026	06/30/2031
TOTALS		10,485 SF	99.99%			\$216,700		

LEASE STRUCTURE HIGHLIGHTS

100% OCCUPIED • 4-5% ANNUAL RENT GROWTH • LONG-TERM NNN LEASES
 PERSONAL GUARANTEES • LOW OPERATING EXPENSES • EXPENSE PROTECTION
 BUILT-IN NOI GROWTH • STRONG CASH FLOW • INCOME STABILITY



SECTION 4 DEMOGRAPHICS

For More Information:

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DEMOGRAPHICS REPORT

	0.3 MILES	0.5 MILES	1 MILE
Total population	697	1,726	5,245
Median age	50.3	50.6	52.2
Median age (Male)	49.5	50.0	51.8
Median age (Female)	53.8	53.7	54.6

	0.3 MILES	0.5 MILES	1 MILE
Total households	311	769	2,338
Total persons per HH	2.2	2.2	2.2
Average HH income	\$132,246	\$134,631	\$139,400
Average house value	\$474,391	\$474,252	\$470,223

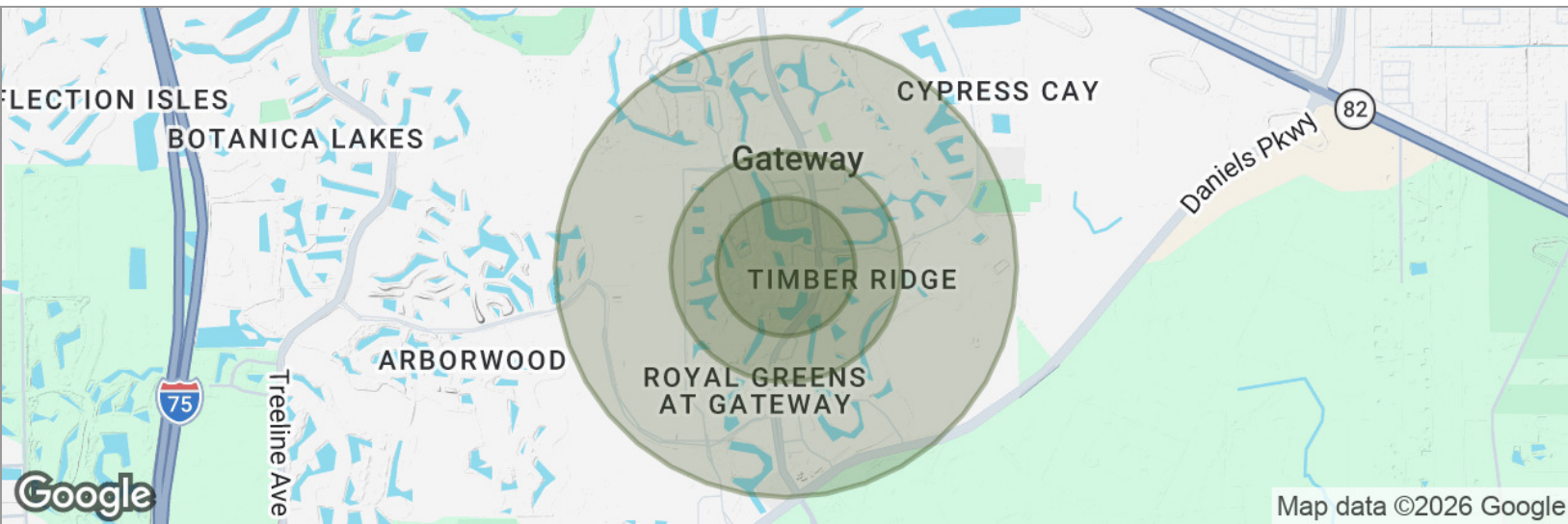
	0.3 MILES	0.5 MILES	1 MILE
Total Population - White	581	1,436	4,427
% White	83.4%	83.2%	84.4%
Total Population - Black	11	35	118
% Black	1.6%	2.0%	2.2%
Total Population - Asian	32	78	188
% Asian	4.6%	4.5%	3.6%
Total Population - Hawaiian	0	0	0
% Hawaiian	0.0%	0.0%	0.0%
Total Population - American Indian	0	0	0
% American Indian	0.0%	0.0%	0.0%
Total Population - Other	56	128	288
% Other	8.0%	7.4%	5.5%

	0.3 MILES	0.5 MILES	1 MILE
Total Population - Hispanic	91	221	586
% Hispanic	13.1%	12.8%	11.2%

* Demographic data derived from 2020 ACS - US Census

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DEMOGRAPHICS MAP



POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total population	697	1,726	5,245
Median age	50.3	50.6	52.2
Median age (Male)	49.5	50.0	51.8
Median age (Female)	53.8	53.7	54.6

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total households	311	769	2,338
# of persons per HH	2.2	2.2	2.2
Average HH income	\$132,246	\$134,631	\$139,400
Average house value	\$474,391	\$474,252	\$470,223

* Demographic data derived from 2020 ACS - US Census



FAIRWAY LAKES COMMONS // RETAIL PROPERTY FOR SALE

SECTION 5 ADVISOR BIOS

For More Information:

NICHOLAS PAULUS

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nick@investflorida.com

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ADVISOR BIO 1

NICHOLAS PAULUS

Principle/Managing Broker



8987 Mockingbird Drive
Sanibel, FL 33957
T 239.292.3031
nick@investflorida.com

PROFESSIONAL BACKGROUND

Nicholas Paulus is the Founder and Managing Broker of Invest Florida, LLC. Over past two decades, he has cultivated a boutique firm servicing an exclusive and limited clientele in the following services: Buyer Representation, Seller Representation, Commercial Leasing, Property Management, Project Development, Business Consulting and Business Brokerage.

Invest Florida was founded in 2009 during the height of the economic downturn. The firm was established to meet the needs of a select real estate equity firms, family foundations, wealthy individuals and corporations. If your looking for boutique real estate asset management that is focused on professional service with integrity, achieving superior results then Invest Florida, LLC can meet your needs! Invest Florida, LLC is able to not only deliver incredible results since the beginning and continues to exceed client expectations today.

Prior to Invest Florida, Nicholas successfully built a multi-million dollar real estate portfolio. He spent several years in the financial industry at the Chicago Mercantile Exchange trading Euro Dollars and then as a financial advisor for Prudential Securities. Nicholas also has extensive knowledge and experience in developing and writing business plans and creating brand marketing strategies. All of which have helped him and his clients achieve superior results investing in Florida real estate.

EDUCATION

Culver Military Academy 1991
American Institute of Foreign Study London, England 1993
University of Tampa, John Sykes College of Business 1995
Passed Series 7, Series 63, Series 65 Security Licensing
Florida Real Estate Brokerage License since 2009

ACHIEVEMENTS & AWARDS

Costar Power Broker Award 2012, 2014, 2015, 2017 & 2018, 2019