

NAPLES

ESTERO BAY

FORT MYERS BEACH

PELICAN SOUND DR.

41

S. TAMiami TRAIL - AADT 23,500+

**LSI**  
COMPANIES

OFFERING MEMORANDUM

**PELICAN SOUND 11**

11 ACRES - ONE OF THE LAST REMAINING VILLAGE CENTERS IN ESTERO, FL



## PROPERTY SUMMARY

**Property Address:** 21681 Pelican Sound Drive  
Estero, FL 33928

**Municipality:** Village of Estero (Lee Co.)

**Property Type:** Vacant Land

**Property Size:** 11± Acres | 479,160 Sq. Ft.

**Zoning:** Camargo MPUD

**Tax Information:** \$87,476 (2025)

**STRAP Number:** 33-46-25-E3-U1897.2320

LIST PRICE:

**\$10,900,000**

**\$22 PSF**

**LSI**  
**COMPANIES**  
LSICOMPANIES.COM

## SALES EXECUTIVES



**Justin Thibaut, CCIM**  
President & CEO



**Eric Edwards, CCIM**  
Senior Broker



### DIRECT ALL OFFERS TO:

**Justin Thibaut, CCIM** - [jthibaut@lsicompanies.com](mailto:jthibaut@lsicompanies.com) | (239) 427-3400

**Eric Edwards, CCIM** - [eedwards@lsicompanies.com](mailto:eedwards@lsicompanies.com) | (239) 877-3958

### 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.



LSI Companies is pleased to present this 11 +/- acre development opportunity located within the Village of Estero, Florida - one of Southwest Florida's most desirable and affluent communities.

Positioned fronting the primary entrance to Pelican Sound Golf & River Club, and minutes from Coconut Point Mall along US-41 just south of Corkscrew Rd, this site offers an exceptional blend of location, access, and development potential.

The property lies within an established Mixed-Use Planned Unit Development (MPUD), allowing for a range of residential and complementary uses. With zoning that supports low to medium-density residential development, the site is ideal for a thoughtfully designed townhome or residential enclave that aligns with Estero's vision for balanced growth and community character, or a mixed-use development as currently entitled.

This offering represents a rare opportunity to acquire a clean, well-located parcel in one of Lee County's most sought-after markets-poised for continued residential and economic expansion. Estero has quickly become one of Southwest Florida's most desirable places to live, driven by steady year-over-year population growth, and new commercial residential developments.



## EXECUTIVE SUMMARY

**PRIME RESIDENTIAL / COMMERCIAL  
DEVELOPMENT OPPORTUNITY**



## PROPERTY HIGHLIGHTS

**Property Size:** 11 Acres

**Zoning:** Camargo MPUD

**FLUM:** Village Center of Estero

### FUTURE DEVELOPMENT OPTIONS:

#### VESTED RIGHTS

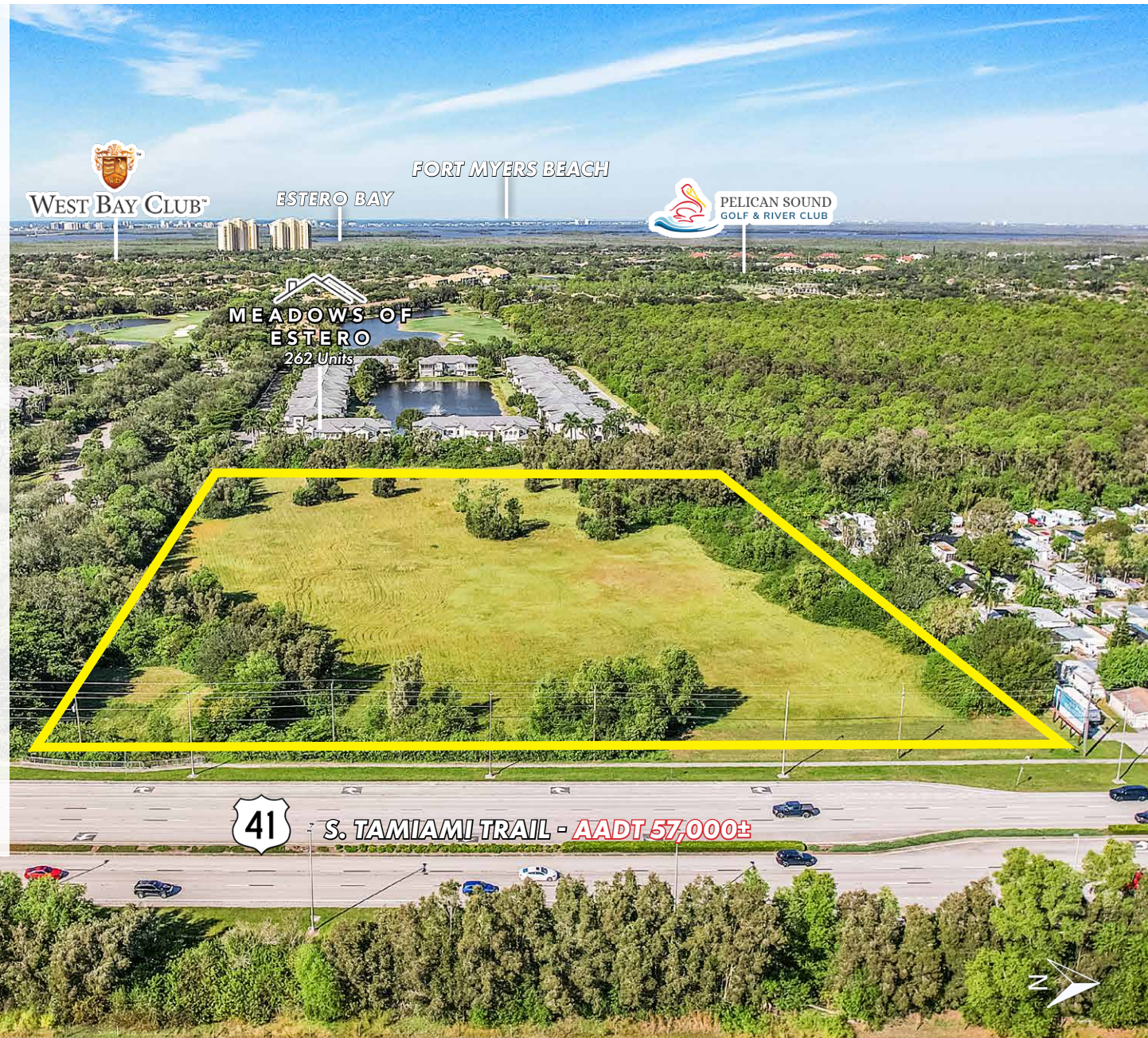
The site (via Resolution Z-06-011-adopted in August of 2006 before the incorporation of Estero), is approved by Lee County for development of:

**Option A:** 125,000 sf of commercial floor area with 3.2 acres of open space

**Option B:** 27 MF dwelling units and 100,000 sf of commercial floor area with 3.7 acres of open space.

#### ALTERNATIVE USES

With rezoning, the property is a candidate for a Tier 1, 2 or 3 development plan, with expected density of suitable for a townhome or similar residential development, with expected density of 6 to 20 du/acre.





The Village Center area is characterized by primarily undeveloped or underdeveloped land lying near US 41 in the heart of the Village of Estero. The Village Center is intended to improve the quality of life for Estero's residents and visitors by providing a variety of neighborhood and housing types and more diverse economic activity in the heart of Estero.

The specific goals of the Village Center include creating: socially vital centers supportive of business both big and small, a central location for a hospital with full range of medical services, neighborhoods and streets that are safe and attractive for walking and bicycling, the preservation of community history, and the protection of the environment, particularly along the Estero River. Urban services are in place or readily expendable to support relatively intense commercial and residential development in the Village Center.

The Village center area has some of the larger undeveloped parcels of land left in the Village near Village Neighborhoods, Transitional Mixed Use area, major attractions of the county and State Parks, Estero River, and major corridors of the CSX Railway, US 41 and Corkscrew Rd.

Village Center **	Schools	n/a	Traffic shall not travel through significantly lower density or intensity areas
	Churches	2 FAR	
	Public and quasi-public uses	2 FAR	
	Assisted living facilities	1-6 du/ac, subject to conversion standards in the LDC	2 FAR for non-residential uses; Standard density range: up to 6 du/gross residential acre Tier 1: up to 6 du/gross residential acre, Incentives up to 9 Tier 2: up to 10 du/gross acre including non-residential land, Incentives up to 14 Tier 3: up to 15 du/gross acre including non-residential land, Incentives up to 20 Tier 4: up to 21 du/gross acre including non-residential land, Incentives up to 27
	Housing, employment, hospital, shopping, office, hotel, recreation, park and civic uses		

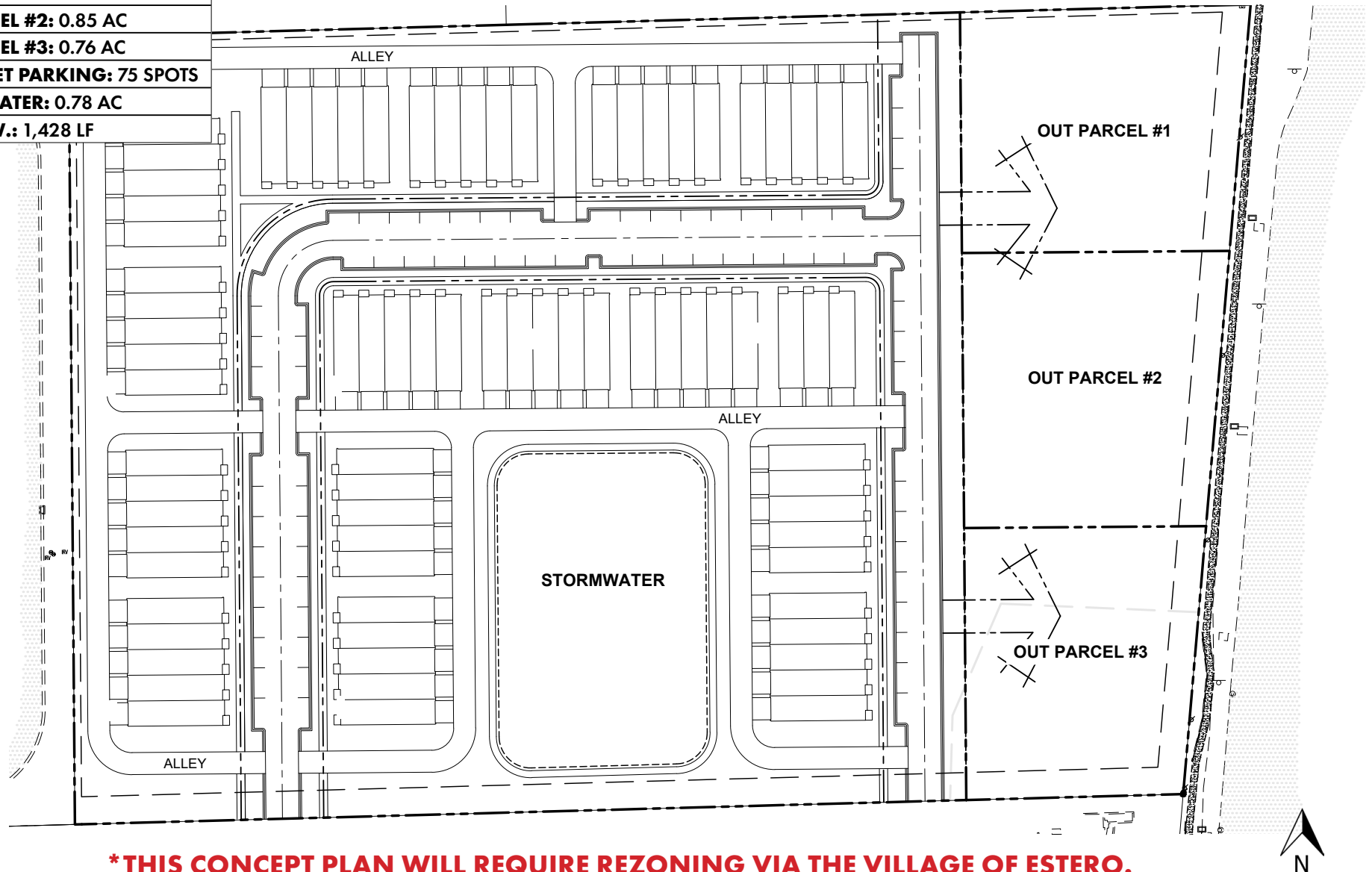




## CONCEPT PLAN

### RESI MIXED-USE

SITE DATA
TOWNHOMES: 78 UNITS
COMMERCIAL AREA: 2.43 AC
OUTPARCEL #1: 0.82 AC
OUTPARCEL #2: 0.85 AC
OUTPARCEL #3: 0.76 AC
ON-STREET PARKING: 75 SPOTS
STORMWATER: 0.78 AC
60' R.O.W.: 1,428 LF



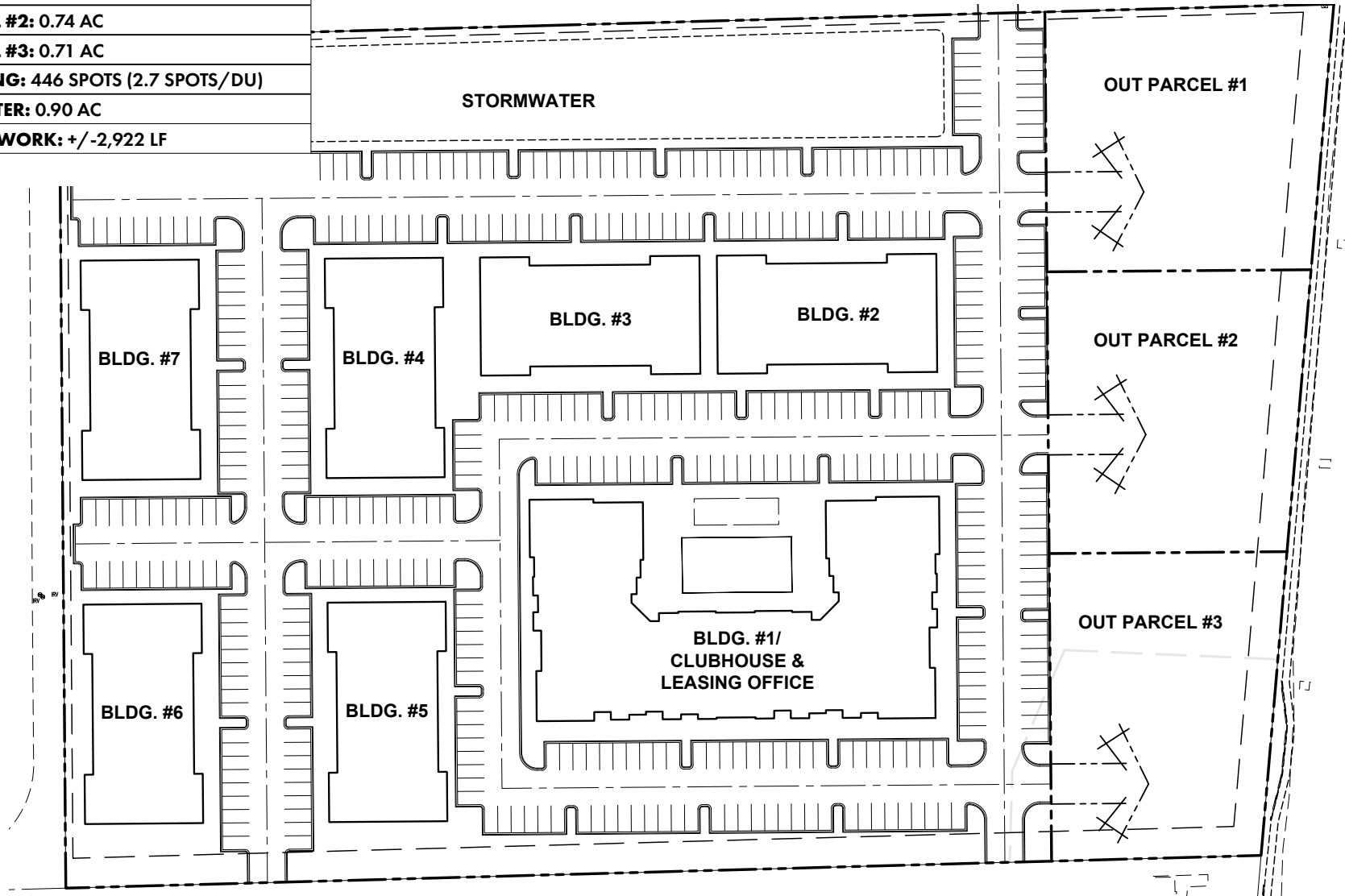
**\*THIS CONCEPT PLAN WILL REQUIRE REZONING VIA THE VILLAGE OF ESTERO.**



## CONCEPT PLAN

### MULTI-FAMILY MIXED-USE

SITE DATA
MULTI-FAMILY: 160 UNITS
COMMERCIAL AREA: 2.21 AC
OUTPARCEL #1: 0.76 AC
OUTPARCEL #2: 0.74 AC
OUTPARCEL #3: 0.71 AC
90° PARKING: 446 SPOTS (2.7 SPOTS/DU)
STORMWATER: 0.90 AC
STREET NETWORK: +/-2,922 LF



**\*THIS CONCEPT PLAN WILL REQUIRE REZONING VIA THE VILLAGE OF ESTERO.**

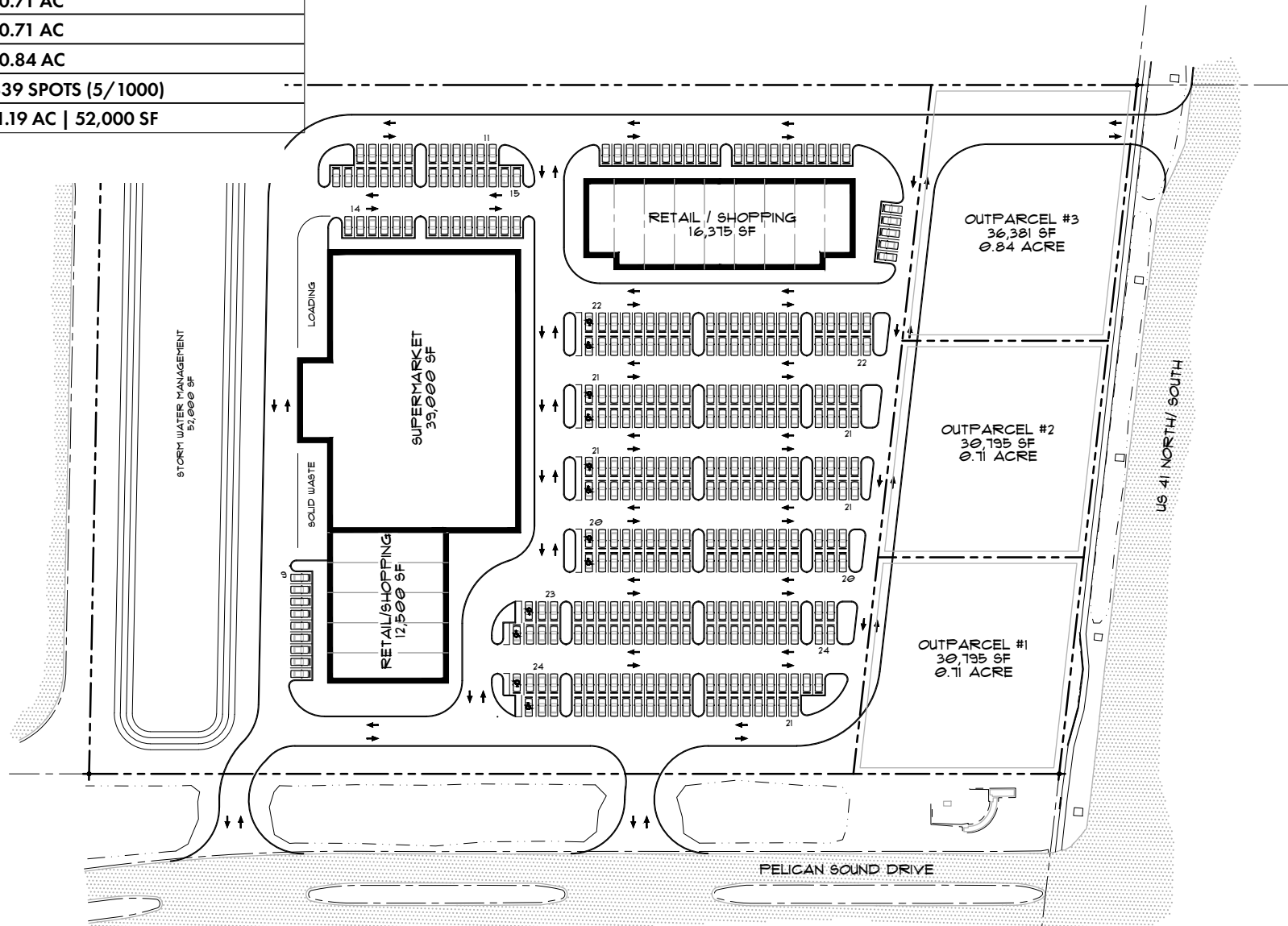




# CONCEPT PLAN

## RETAIL PLAZA W/3 OUTPARCELS

SITE DATA
BUILDINGS: 3 RETAIL BUILDINGS   67,815 SF TOTAL
OUTPARCEL #1: 0.71 AC
OUTPARCEL #2: 0.71 AC
OUTPARCEL #3: 0.84 AC
90° PARKING: 339 SPOTS (5/1000)
STORMWATER: 1.19 AC   52,000 SF



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## EXISTING APPROVALS

### OPTION A

#### VESTED RIGHTS

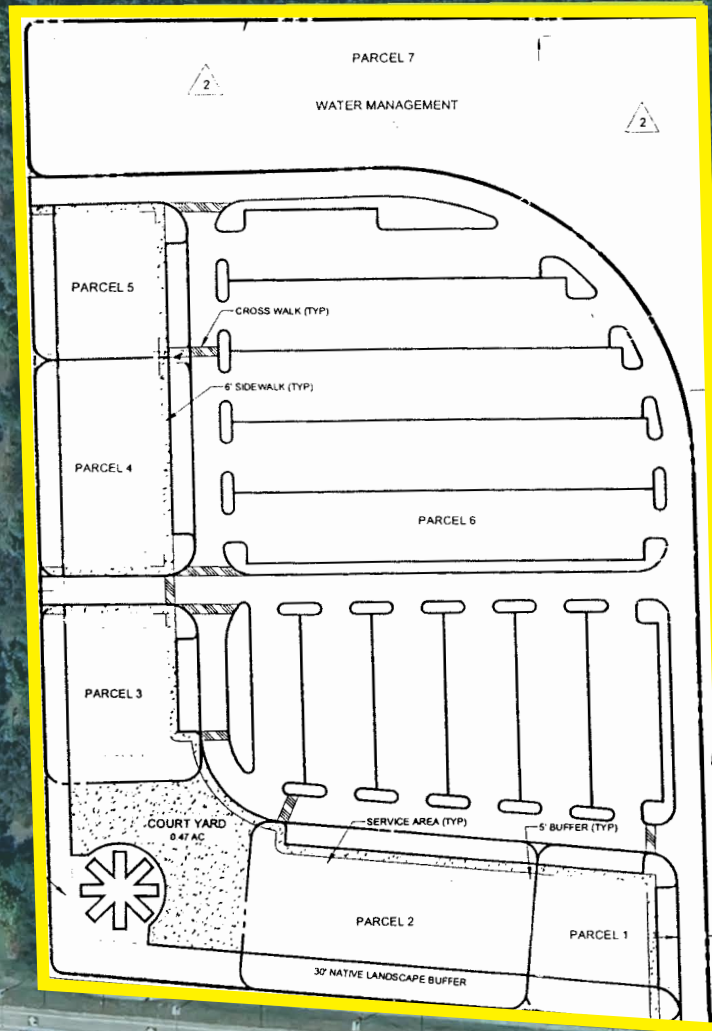
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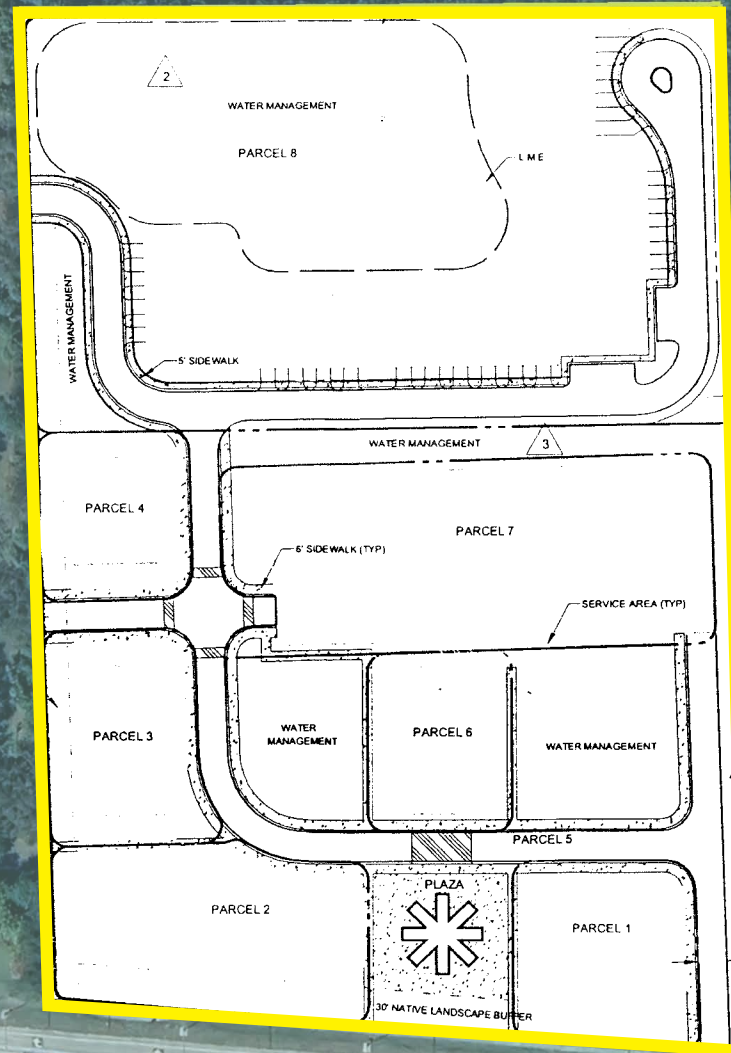
## EXISTING APPROVALS

### OPTION B

#### VESTED RIGHTS

The site via Resolution Z-06-011-adopted in August of 2006 before the incorporation of Estero, the site is approved by Lee County for development of:

**Option B:** 27 MF dwelling units and 100,000 sf of commercial floor area with 3.7 acres of open space.



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## PROPERTY SURVEY





## PROPERTY AERIAL

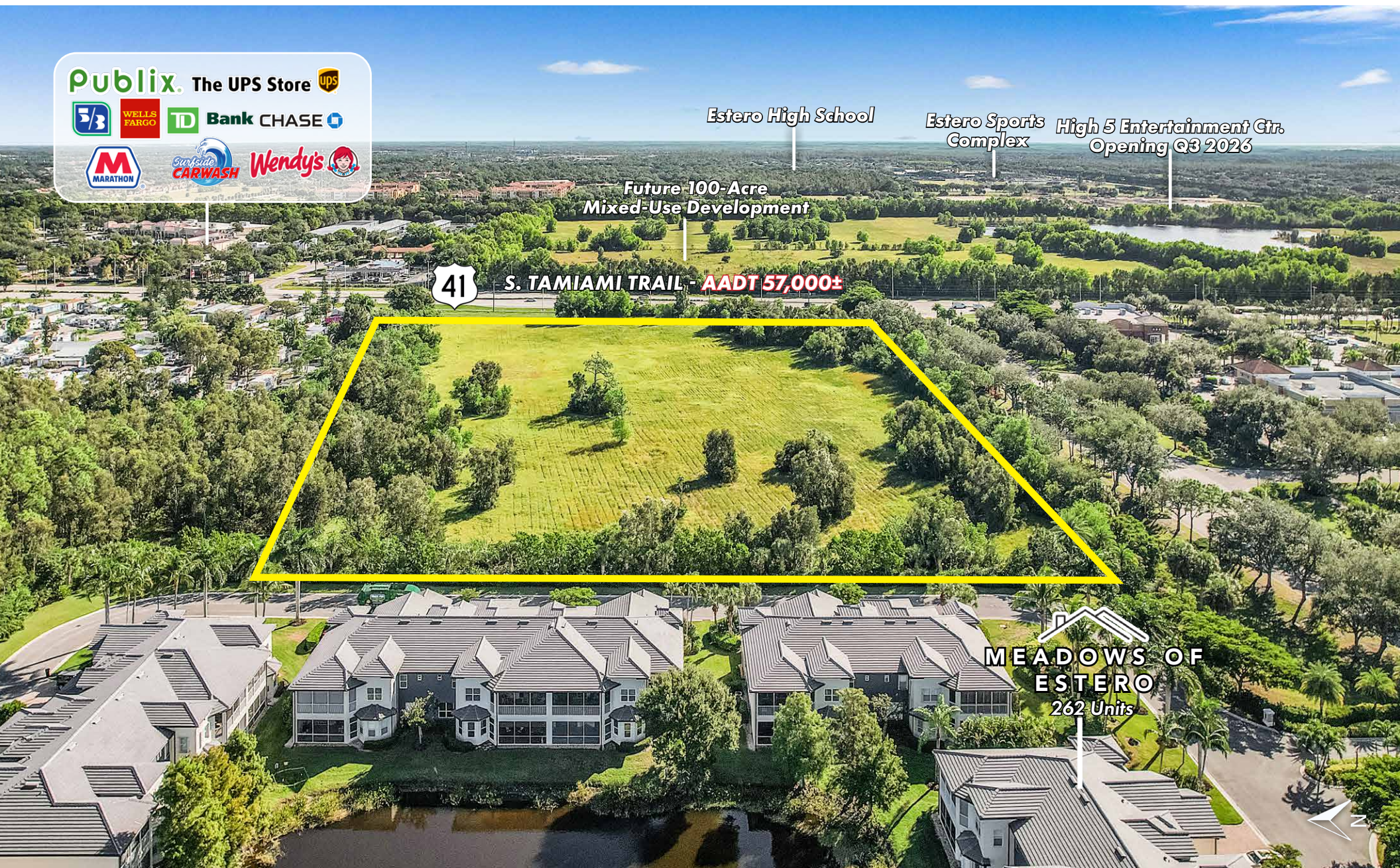








## PROPERTY AERIAL





## PENDING DEVELOPMENTS

### UNDER DEVELOPMENT

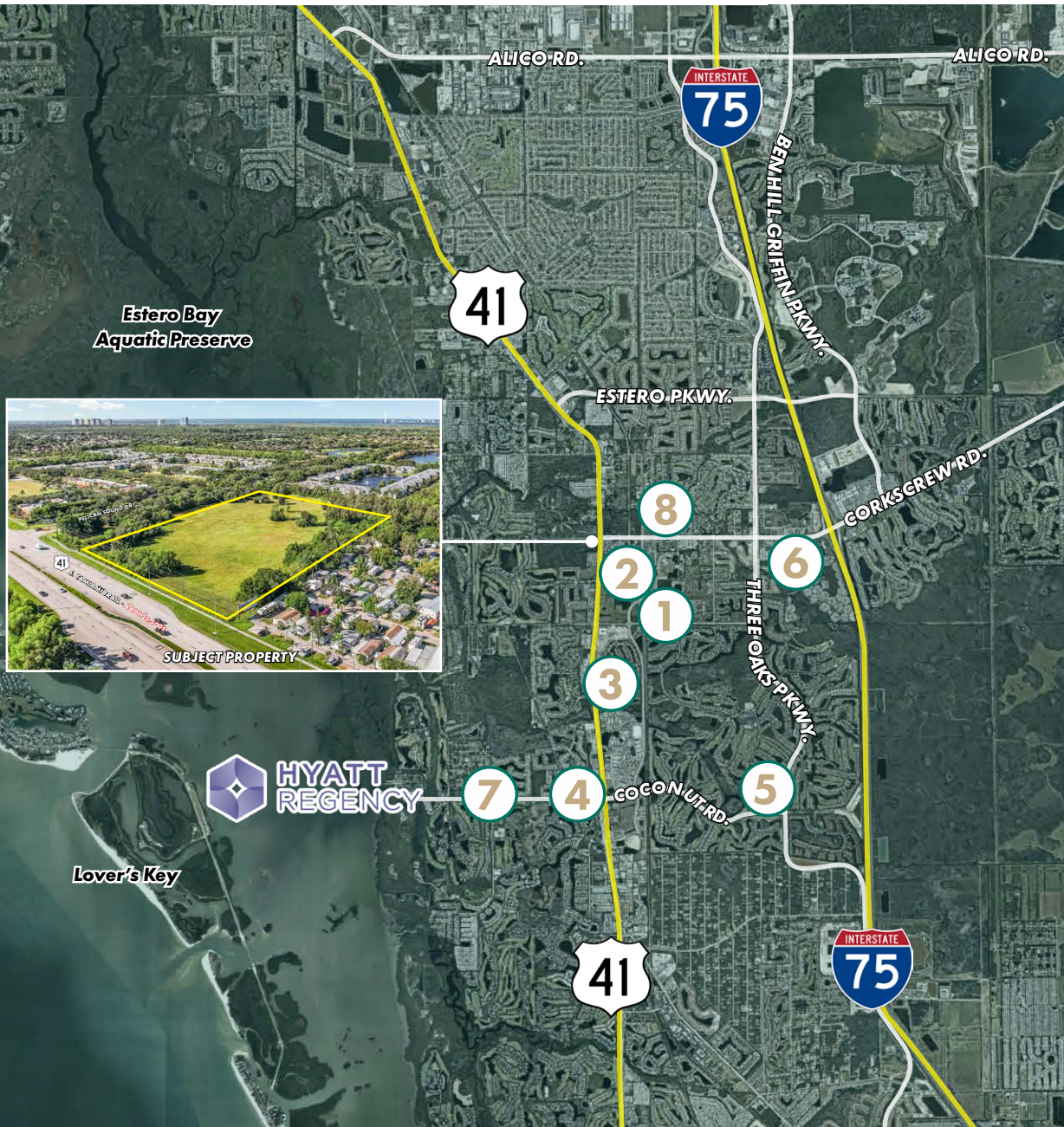
- 1 High 5 (Phase I)**  
A 20± acre private-public partnership to include 21 pickleball courts, golf facility and 40,000± Sq. Ft. High 5 indoor recreation centers in the Estero's Entertainment District.
- 2 Via Coconut Point MPD**  
Estero 5, LLC development planned for 330 multi-family units, 29,600± Sq. Ft commercial, 10,000± Sq. Ft office
- 3 The Marketplace at Coconut Point**  
Final commercial frontage to Coconut Point Mall by Konover South to include 41,000 Sq. Ft. of medical office, retail, restaurant (sit down and drive-thru)
- 4 Woodfield Mixed-Use**  
46± acre mixed-use project by Woodfield Development to include 596 units and 82,000 Sq. Ft. retail, dining, hotel & recreation.
- 5 Coconut Pointe Residences at Brooks Town Center**  
Brooks & Freund 154-unit multi-family development

### COMPLETED

- 6 Corsea at Estero Crossings**  
Brooks & Freund 306-unit apartment community within Estero Crossings
- 7 Coconut Landings**  
25-unit single family community by Headwaters Development

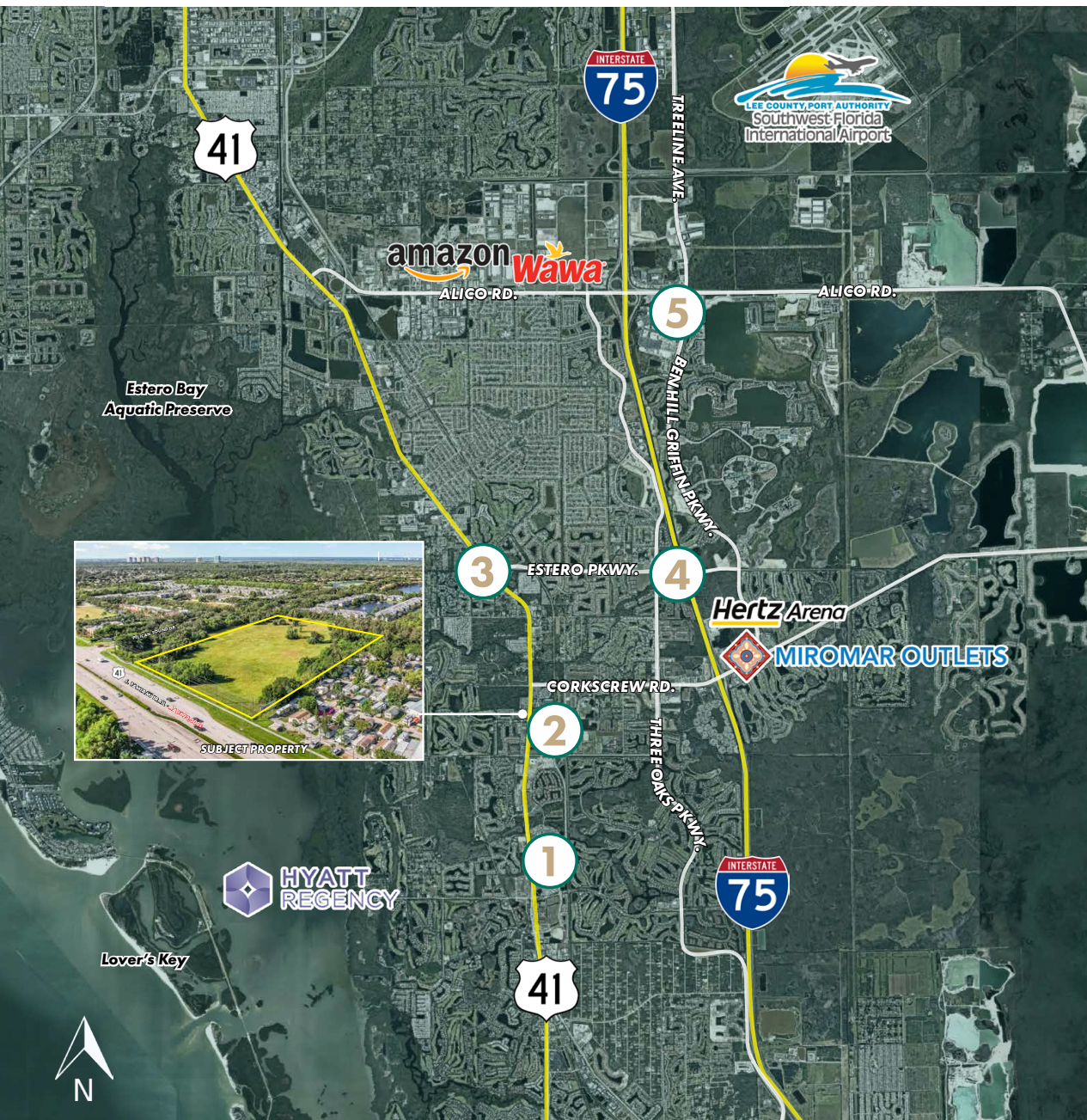
### PROPOSED

- 8 Summercrest**  
154 Townhome community by Toll Brothers





## RETAIL MAP



### 1. COCONUT POINTE SHOPPING MALL



### 2. CORKSCREW VILLAGE



### 3. US-41 & ESTERO PARKWAY



### 4. ESTERO CROSSING

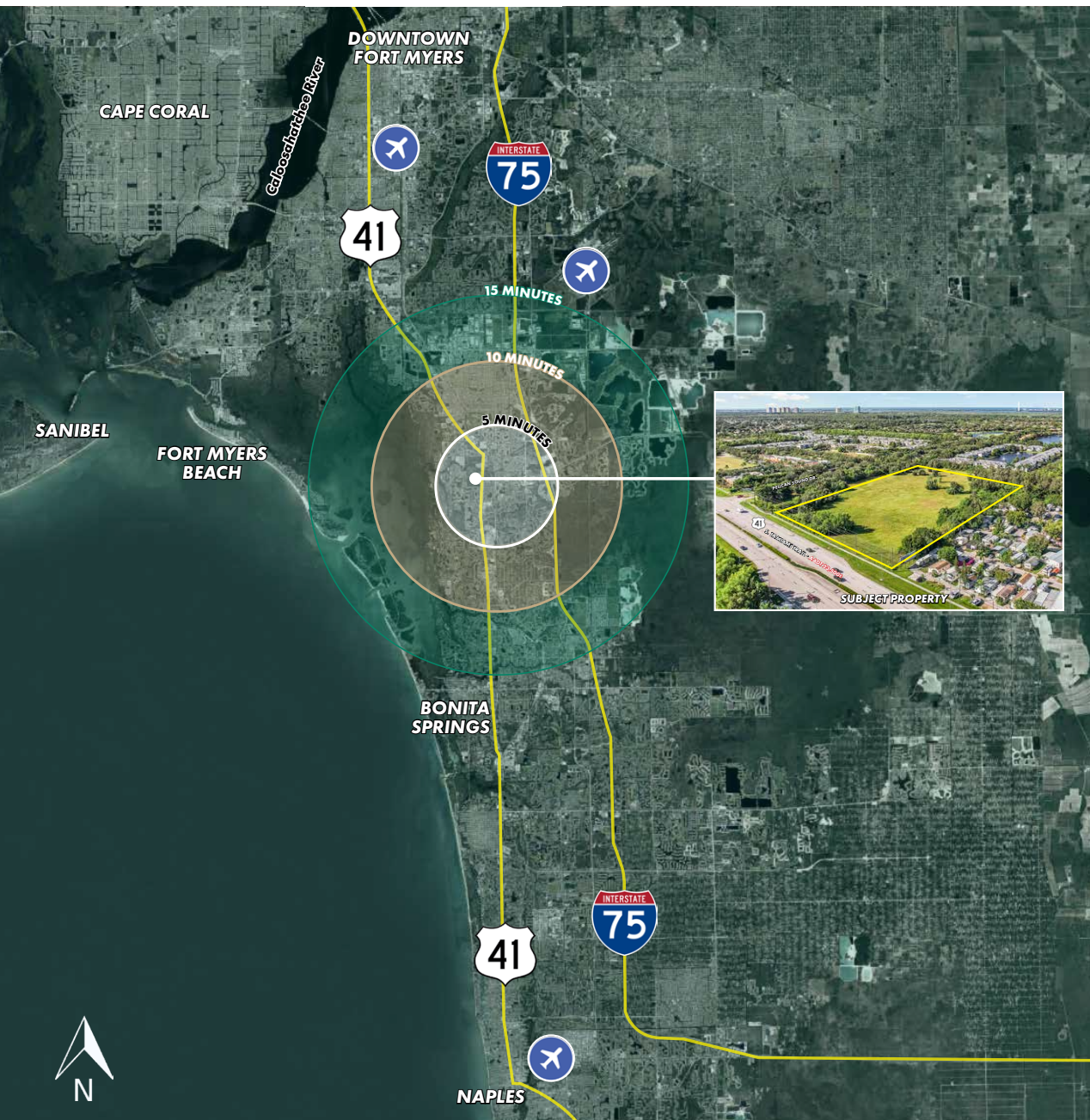


### 5. GULF COAST TOWN CENTER





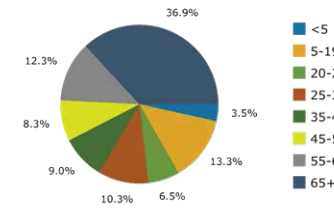
## LOCATION



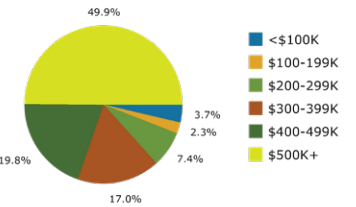
## AREA DEMOGRAPHICS

15 Minute Radius

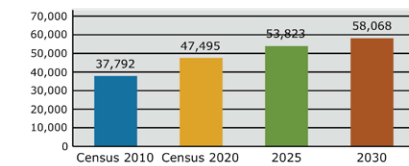
2025 Population by Age



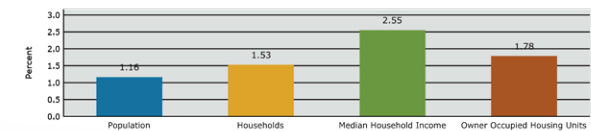
2025 Home Value



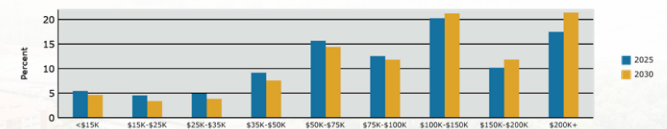
Households



2025-2030 Annual Growth Rate



Household Income



## LOCATION HIGHLIGHTS

- 1.9 miles to Coconut Point Mall
- 3.0 miles to I-75
- 3.0 miles to Miromar Outlets
- 5.5 miles to FGCU
- 10 miles to RSW
- 17 miles to Downtown Fort Myers
- 20 miles to Naples





# LSI

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## COMPANIES

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