



# THE BROOKS TOWN CENTER

ESTERO, FLORIDA  
(Cape Coral - Ft Myers - Naples CSA)



# EXECUTIVE SUMMARY

Plaza Advisors, as exclusive broker, is pleased to present the opportunity to acquire The Brooks Town Center, a 35,330 SF shopping center in the affluent area of Estero, Florida. The Property is located near the corner of Coconut Road (12,500 VPD) and Three Oaks Parkway (30,000 VPD) in the heart of the affluent master-planned community known as The Brooks and adjacent to a planned 137-unit multifamily development.

The Brooks Town Center is situated on 4.63 acres, is currently 93% occupied and features an outparcel ground leased to FineMark National Bank & Trust. This opportunity offers investors the ability to acquire a value-add asset with strong upside potential within the thriving Cape Coral- Fort Myers- Naples, FL CSA.



## PROPERTY DETAILS



### Property Address

10010 - 10020 Coconut Road  
Estero, FL 34135



### GLA

35,330 SF



### Lot Size

4.63 Acres



### Occupancy

92.9%



### Year Built

2008



### Parking

208 Spaces (5.9 per 1,000 SF)



### Traffic Counts

Three Oaks Pkwy - 30,000 VPD  
Coconut Road - 12,500 VPD



### Year 1 NOI

\$781,927



### 3 - Year CAGR

7.98%



### Debt

Offered Free & Clear





burn boot camp

PINCH-A-PENNY  
POOL·PATIO·SPA

**COCONUT POINTE  
RESIDENCES AT BROOKS  
TOWN CENTER**

PLANNED 137-UNIT LUXURY  
MULTIFAMILY DEVELOPMENT

THREE OAKS PKWY 30,000 VPD

COCONUT RD 12,500 VPD

DEMOGRAPHIC OVERVIEW	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS
2023 POPULATION	4,040	34,164	88,484
ANN. POPULATION GROWTH 2010-2023	4.4%	3.3%	2.5%
2023 MEDIAN AGE	71.8	62.2	57.7
2023 AVG. HOUSEHOLD INCOME	\$154,898	\$120,740	\$113,615
MEDIUM HOME VALUE	\$738,759	\$384,685	\$357,589

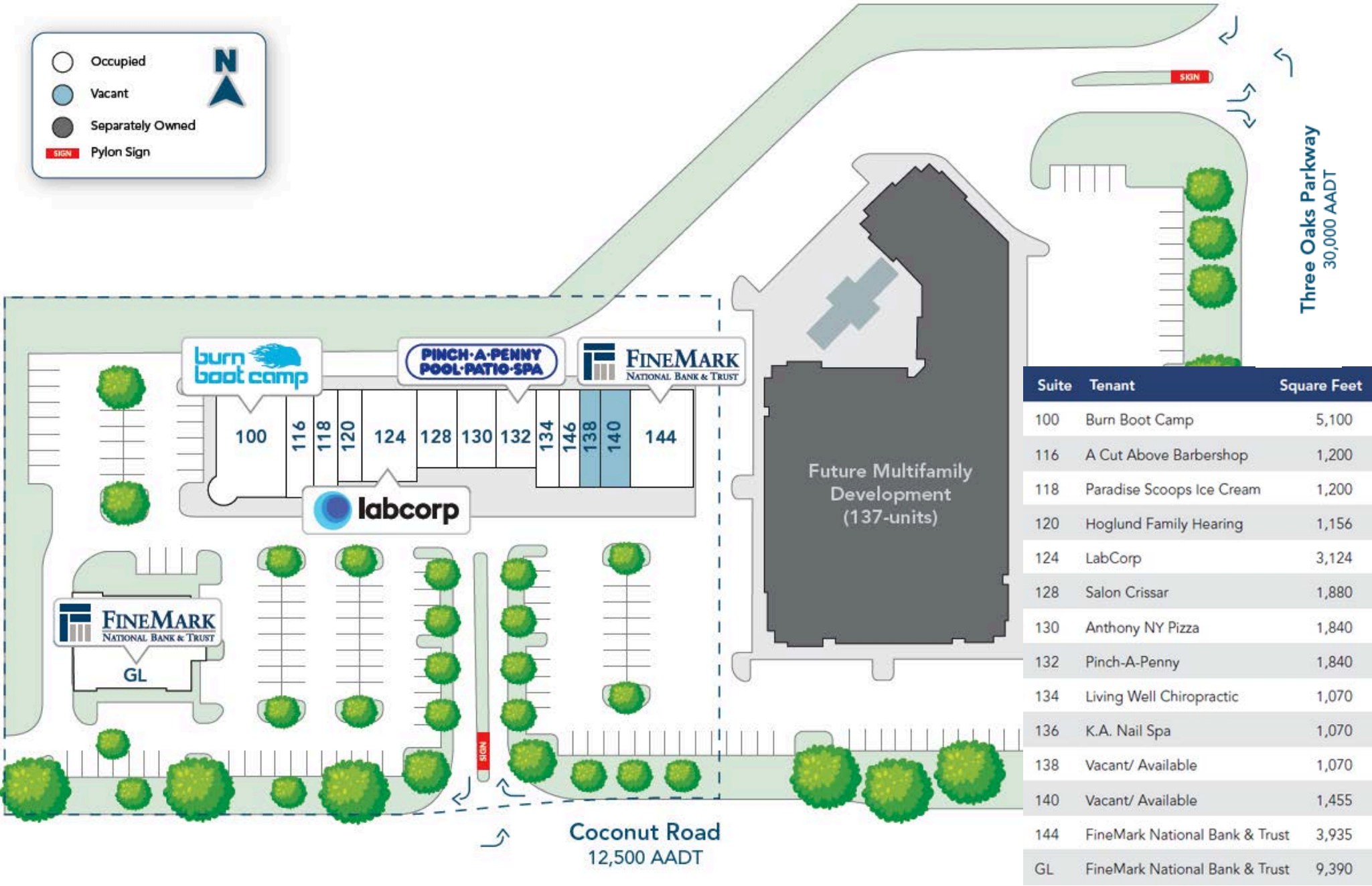


# DEAL DRIVERS

- **Value Creation Potential:** The Property has two vacancies totaling 2,525 sf (7.1% of GLA) and the in place tenants are currently paying below market rental rates. This provides a significant opportunity to lease-up the vacant space and increase rents to create additional value.
- **Tenant Rollover Upside:** The Brooks Town Center has a weighted average lease term remaining (WALT) of 3.4 years for inline tenants. There are currently 7 tenants totaling 11,340 sf (32% of GLA) that are set to expire in the next 3 years with no remaining options. These tenants are all paying below market rents providing near term upside potential.
- **Affluent Customer Base:** The Center is located in the desirable Estero submarket in the heart of The Brooks master planned development. The surrounding area features strong demographics with average household incomes (AHHI) of \$154,898 and \$120,740 within a 1 and 3-mile radius respectively.
- **Planned Multifamily Development:** The adjacent vacant big box space is set to be redeveloped into a 137-unit luxury multifamily development known as the Coconut Pointe Residences at Brooks Town Center that is expected to be completed in 2026. The development will provide a built-in customer base that will further drive tenant sales.
- **Attractive Growth Metrics:** The Property offers an attractive CAGR of 4.32% and a cumulative NOI growth of 52.62% over a 10-year hold period.
- **Ground Lease Outparcel:** The Brooks Town Center has an attractive outparcel that is ground leased to FineMark Bank (9,390 sf, expires 1/34). An investor could sell off the outparcel, without re-platting, to reduce its basis.
- **Convenient Access/ Abundant Parking:** The Center is located less than 1.5 miles east of US Highway 41 and less than 2.5 miles southwest of Interstate 75 providing convenient access to both central and south Florida. There is also abundant parking with a strong ratio of 5.9 spaces per 1,000 sf.
- **Limited Competition:** The Brooks Town Center is the only retail development within a 1-mile radius resulting in limited direct competition and a captive customer base.
- **Booming MSA:** The Cape Coral - Fort Myers, FL MSA's population grew 3.54% from 2022 to 2023 and has a projected annual growth rate of 2.5% through 2027.
- **Nearby Regional Retail Destinations:** The Coconut Pointe Town Center and the Miromar Outlets are the two primary shopping destinations in the region and are both located within 3 miles of the Center.



# SITE PLAN





COCONUT POINT TOWN  
CENTER



Shadow Wood at The Brooks is an upscale community comprised of 34 neighborhoods with 1,481 homes and a private golf course.



Spring Run is a 300-acre gated golfing community featuring 847 homes, condos and villas.



Lighthouse Bay is a gated, 70-acre community featuring 652 homes.



Copperleaf is a gated golf community featuring 569 homes

COCONUT POINTE RESIDENCES  
AT BROOKS TOWN CENTER

Planned 137-unit luxury multifamily development that is expected to be completed in 2026.





# PlazAdvisors

EXPERIENCE. KNOWLEDGE. VISION

No warranty or representation, expressed or implied, is made as to the accuracy of the information contained herein, and some is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by our principals.

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