



Estero Development Report

November 2016

Volume 15, Number 1

Produced by the Estero Council of Community Leaders (ECCL)

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SENIOR HOUSING OPTIONS EXPANDING IN ESTERO

A collective 744 senior housing units have recently been built or approved in the Estero area. This means there will be plenty of options for older residents to choose the lifestyles they desire and the levels of care they may require with aging.

One recently opened facility, Autumn Leaves, is singularly devoted to memory care, while another, Diamond Oaks, is exclusively for active, independent adults. Two other developments, the recently opened American House Coconut Point and the planned Colonnade of Estero, will offer a range of programs for various levels of health and activity.

The need for such developments is clearly indicated. A 2012 study commissioned by the ECCL concluded Estero lacked rental and senior housing options. Fast forward four years, and both of these vacuums are quickly being filled. Developers seemingly agreed with the market research and began putting forth plans for apartment complexes and senior living facilities, first to the Lee Board of County Commissioners and subsequently to the Village of Estero, following its incorporation.

The median age of Estero residents is 58, according to the Village website, and more retirees are moving to Estero every year. Of the current population of about 42,000, more than 13,000 are seasonal residents. Moreover, the number of seasonal residents increased by 126 percent from 2000 to 2013, despite the recession years. The current trend, indicated by Village statistics, projects a 23 percent increase in the number of total households in Estero from 2014-2019.

Because of the age of Estero's population, many retirees are now looking to move from their gated communities into facilities which offer maintenance-free amenities, prepared meals, social activities for older adults, and varying levels of care, should the need arise.

What follows is a look at the four senior housing communities which have recently opened, are under construction or have received zoning approval.

Project	Status	Location	Units	Type of Living
American House Coconut Point	Open	8640 Murano Del Lago Dr. Off Coconut Road at Via Coconut	194	Independent, Assisted Living & Memory Care
Autumn Leaves	Open	22900 Lynden Dr. Off U.S. 41 near Marsh Landing	50	Memory Care Only
Diamond Oaks	Under construction	24110 S. Tamiami Trail, Bonita Springs (former location of "the ship")	160	Independent Living Only
Colonnade of Estero (Volunteers of America)	Zoning Approved	Northeast corner of Corkscrew Road and Sandy Lane	340	Independent, Assisted Living, Memory Care & Respite Care

Grand Total: 744 units

COMPLETED PROJECTS



[American House Coconut Point](#) opened in September, just south of Coconut Point Mall. This senior community offers several levels of care, including independent living, assisted living and memory care. Unlike its sister facility in Bonita Springs, American House Coconut Point is all under one roof. In its first two months of operation, American House already has 70 residents occupying 49 of its 194 units. The units are month-to-month rentals, ranging from \$2,950-\$4,500 for independent living (with two meals), \$3,900-\$5,600 for assisted living (with three meals) and \$5,500-\$5,900 for memory care (including clinical staff). A one-time community fee of \$3,000 covers the expansive amenities. Those include a resort-style pool, a state-of-the-art fitness center, a movie theater, a spa with full salon services, a library, a chapel and more. Apartments range from studio-style to two-bedroom/two-bath units for married couples.

American House also recently completed Phase Three of its Bonita Springs campus at 11400 Longfellow Lane, off of Imperial Parkway. This sister senior living community has three separate buildings, offering different levels of care, for a campus-style experience. By contrast, the American House Coconut Point facility benefits from its proximity to shopping, dining and entertainment and the future Lee Health Village at Coconut Point. This means medical offices will be close to home for residents of this new retirement community. [Flyer](#)



[Autumn Leaves of Estero](#) opened Nov. 5 with 50 units specifically for memory care patients. This facility, across U.S. 41 from Coconut Point Mall and directly south of Marsh Landing, was designed to

provide the best, research-based care for people with Alzheimer's or other forms of dementia. Using a biography-based program, the Autumn Leaves team begins with each resident's unique interests, history and preferences, filling the day with experiences to promote cognition, calm and joy. Autumn leaves has been recognized by the Assisted Living Federation of America as a "best of the best" provider in dementia care. Amenities include secure courtyards, one with music and another with putting greens. There's also a kitchen for cooking classes and demos. Monthly rental rates range from \$5,725 for a companion suite to \$6,615 for a large, private suite. Fees are all-inclusive and do not increase as dementia progresses.

UNDER CONSTRUCTION



Diamond Oaks Village is currently under construction in the former location of "the ship," just across the Estero-Bonita boundary line on U.S. 41. This community is designed for active, independent adults age 55 and older. The campus will have 160 apartments and is expected to open within the next two months. Clubhouse amenities include a resort-style pool, restaurant-style dining and pub, salon services, a state-of-the-art fitness facility, a solarium and a movie theater. On the grounds, residents will have access to a dog park, bocci court and putting green. Social activities are planned almost every day of the year through the community's SUN program. Various floor plans are available for one or two bedroom apartments of 643 to 1,892 square feet. This is a pet-friendly community with washers and dryers in every unit. The leasing office is currently operating at 27180 Bay Landing Drive, Suite 6, in Bonita Springs.

ZONING APPROVED

Volunteers of America recently gained zoning approval to build **The Colonnade at Estero**, a 340-unit continuing-care retirement community on 21 acres at the northeast corner of Corkscrew Road and Sandy Lane. It is targeted for completion by late 2019. Phase One will include 139 independent living apartments, 50 assisted living apartments, 64 skilled nursing suites and 32 memory care suites. The development also is zoned for a freestanding medical office which will be open to the public. Other civic spaces inside The Colonnade will be available for use by community groups, according to Kevin Ahmadi, who runs a similar VOA facility in Cape Coral and is directing The Colonnade project. Phase Two would add up to 80 additional units at a later date.

According to Ahmadi, what sets The Colonnade apart from other senior housing developments is its skilled nursing care units for people who need temporary care after release from the hospital following major surgery or illness. With VOA's other planned and completed projects in Southwest Florida, the

nonprofit will operate a total of 244 skilled nursing units to support continuum of care in partnership with Lee Health, Ahmadi said.

Located on the northern edge of the Village Center, The Colonnade, which will feature Old Florida architecture, is the first senior housing project to be approved through the Village of Estero zoning process. It will return to the Estero Design Review Board as specifics of the exterior design and landscaping are finalized. The Colonnade of Estero has qualified to sell up to \$150 million in tax-exempt senior housing revenue bonds for the project, secured by its status as a nonprofit business meeting a “valid public purpose”: providing housing options for the growing senior population in Estero.

The fee structure for The Colonnade will be different from some of the other senior housing projects. Those who join the community as independent living residents will pay an entrance fee and be assured of stable monthly service fees as part of a “life plan,” meaning their monthly fees will remain constant even if they require higher levels of care. Those who join The Colonnade at the assisted living, memory care or skilled nursing levels will pay service fees according to their needs.

For active adults, the community will offer several amenities: a heated pool, fitness facilities, a billiards room and chef-prepared meals, with choice of dining room or bistro service. An auditorium will offer movie night for residents as well as a meeting space for community groups, Ahmadi said. A presentation of this project may be seen [here](#).

VILLAGE REVIEW UPDATE

Aldi grocery store and several apartment proposals have recently come before the Village of Estero Zoning & Planning and Design Review Boards. Here’s a recap of developer presentations from October and September.

The next Design Review Board meeting will be Dec. 14 at 5:30 p.m. , and the next Planning and Zoning Board meeting will be Dec. 13 at 5:30 p.m.

ESTERO TOWN CENTER (ALDI AND MEDEXPRESS)

Many residents of The Vines at Estero Country Club, Breckenridge and Belle Lago brought concerns to the Design Review Board Oct. 26, regarding the proposed Estero Town Center development, planned for a 4-acre site directly north of Walmart on the east side of U.S. 41. Representatives of Aldi’s grocery store were seeking the board’s comments on landscaping and architecture. They also are requesting a deviation to allow them to have their own entrance off of U.S. 41, rather than sharing the Walmart entrance.

Lee County previously approved the existing development order for a 26,775-square-foot retail building. The current proposal before the Village would split this between Aldi (19,054 sq. ft) and MedExpress (4,840 sq. ft). A link to the developer’s presentation may be found on the Village of Estero website [here](#).

The Board indicated Aldi’s proposed architecture does not “incorporate the essence of Estero.” Board members also said the east buffer needs improvement, and there should be a “cohesive element” between the Aldi and MedExpress buildings. Residents of neighboring developments said they were concerned about traffic and safety, as well as the appearance of the Aldi building. [Aldi](#) is a low-cost grocery store with nearly 1,600 locations in 34 states. Representatives for MedExpress were not present at the meeting.

THE REEF APARTMENTS (PHASE II)

This is an expansion of an existing student housing apartment complex at the northeast corner of Estero Parkway and Three Oaks Parkway. The Reef II would add 60 units of two-to-five bedrooms. Apartment buildings would be three stories high and maintain a consistent appearance with the adjacent [Reef I](#) complex. No additional entrances would be added to the property. The 5-acre parcel was previously zoned for commercial development, which would generate substantially more traffic.

The Estero Planning and Zoning Board has recommended approval of The Reef II project. The developer also presented a Pattern Book to the Design Review Board, including external building details, site plan elements and landscaping. The proposal exceeds parking requirements, with up to 278 parking spaces. A buffer along Three Oaks Parkway would include 12-to-16-foot tall trees and a double row of hedges to help screen the parking lot. The developer is also seeking a monument sign on the southwest corner of the property (at the intersection).

The ECCL Board considers The Reef a successful and appropriately located student housing project. Links to the developer's presentations may be found [here](#) and [here](#).

SPRINGS APARTMENTS

Currently under construction, Springs at Gulf Coast is a 203-unit apartment complex off of Ben Hill Griffin Drive north of Miromar Outlets. The developer made a presentation to the Estero Design Review Board Sept. 28. Representatives indicated they have made previously suggested changes to the buildings and landscaping. The Board approved a development order and suggested the developer add two points of connectivity to Miromar Outlets, if possible. A link to the developer's video presentation may be found [here](#).

EDERA AT COCONUT POINT, FORMERLY COCONUT POINT TRACT 1

Edera is a proposed 200-unit apartment complex planned for the east side of Via Coconut at Williams Road (southeast corner of the roundabout). The developer held a public information session at the Sept. 20 Estero Planning and Zoning meeting. Seven people voiced concerns, including density, traffic, proximity to Rapallo, height of buildings and lack of open space. The proposal includes four, 4-story buildings with the bottom floor being parking. Apartments would range from studio-design to three bedrooms, with rent from \$1,100-\$1,900. According to the developer, target renters would be working professionals and active adults. Edera is currently scheduled to be reviewed by the PZB on November 15th. A link to the developer's presentation may be found [here](#).

ESTERO'S RESIDENTIAL PERMITS LARGELY FOR TIDEWATER

During the four months ended in October 31, 2016, fifty-two (52) residential permits were issued in Estero. This includes thirty-one (31) permits – 23 single family and 8 duplex homes -- issued to Tidewater. This upscale 55+, gated community is under construction at the SW corner of Ben Hill Griffin and Estero Parkway. The total value of all residential permits issued in the Village during the four month period was \$19,192,996.

So far this year, one hundred forty-five (145) housing units have been permitted in Estero. Two-thirds have been issued to Tidewater, the only large-scale, single family development currently under construction in Estero. Other active developments in the last four months include: Estero Place, Pebble Point, and West Bay.

The table below compares 2016 year-to-date figures with those of the previous 16 years.

Year	Year-to-Date Housing Units	Building Value	Average Building Value Per Unit	Percentage of Single Family Units
2000	1,861	\$259,965,981	\$139,692	41%
2001	1,863	284,286,846	152,596	47
2002	1,355	251,080,157	185,299	51
2003	1,304	206,336,314	158,233	44
2004	1,393	307,246,014	220,564	63
2005	2,561	572,710,293	223,628	48
2006	1,235	320,509,719	259,522	38
2007	416	116,889,675	280,985	36
2008	143	48,334,352	338,002	80
2009	137	47,138,486	344,077	78
2010	166	32,951,160	198,501	78
2011	165	33,284,034	201,721	84
2012	275	49,063,992	178,415	74
2013	407	70,425,948	173,037	74
2014	320	57,128,892	178,528	67
2015	542	64,664,990	119,308	17
2016	145	45,014,033	310,442	100

Note: The building values above exclude the value of the underlying land.

Sources:

For 2016, see Village of Estero Community Development: <https://estero-fl.gov/wp-content/uploads/library/Community%20Development%20Applications/Building%20Permit%20Application%20Reports/Village%20of%20Estero%20Building%20Permit%20Report%20%28August%201st%20through%20August%2031st%202016%29.pdf>

For prior years, see Lee County Permit Reports for the "Village of Estero":

ESTERO'S COMMERCIAL PERMITS REMAIN SOFT

The value of commercial permits in Estero in the four months ended October 31, 2016 totaled \$5,829,911. No permits for new construction of significant dollar value have been issued since April, 2016. This year, the only significant dollar value permit was for \$14.9 million issued for the Marriott Hotel on Via Coconut Point and Coconut Rd.

The table below compares 2016 year-to-date figures with those of the previous 16 years.

Year	Year-to-Date	Annual Total
2000	\$75,191,144	\$77,250,835
2001	36,770,251	44,116,526
2002	21,575,789	23,135,139
2003	17,809,178	23,234,725
2004	40,832,565	60,859,820
2005	71,014,931	111,037,977
2006	177,322,397	184,709,240
2007	152,471,225	157,614,045
2008	38,454,732	39,261,677
2009	9,250,703	9,752,556
2010	7,275,517	9,322,546
2011	11,101,724	11,717,593
2012	10,925,856	11,879,291
2013	12,913,551	14,656,213
2014	127,990,706	139,285,611
2015	66,333,003	68,338,852
2016	35,007,960	N/A

Note: The building values above exclude the value of the underlying land.

Sources:

For 2016, see Village of Estero Community Development: <https://estero-fl.gov/wp-content/uploads/library/Community%20Development%20Applications/Building%20Permit%20Application%20Reports/Village%20of%20Estero%20Building%20Permit%20Report%20%28August%201st%20through%20August%2031st%202016%29.pdf>

For prior years, see Lee County Permit Reports for the "Village of Estero": <http://www.leegov.com/dcd/reports>

ESTERO'S SINGLE FAMILY HOME SALES DECLINE 19% IN OCTOBER; DECLINE 5% FOR THE YEAR

In October, 2016, the Multiple Listing Service (MLS) recorded thirty-three (33) single family home sales in the Village of Estero. This represents a 19% decrease from last October. For the year, sales are off 5% from 2015.

Sales figures are shown below:

Period	2014	2015	2016	Inc (Dec)	Inc (Dec) %
Jan	29	34	46	12	35
Feb	33	35	39	4	11
Mar	25	65	54	-9	-17
Qtr 1	87	134	139	5	4
Apr	47	69	67	-2	-3
May	49	71	47	-24	-34
June	51	63	66	3	5
Qtr 2	147	203	180	-23	-11
July	33	51	42	-9	-17
Aug	31	36	57	21	58
Sept	33	44	35	-9	-20
Qtr 3	97	131	134	3	-2
Oct	38	41	33	-8	-19
Nov	35	33			
Dec	43	53			
Qtr 4	116	127			
Totals	447	595			
Year-to-Date	369	509	486	-23	-5

As of October 31, 2016, there were 349 listings of currently active unsold homes (i.e. "inventory"). This level equates to about a 7 month supply. Both the inventory level and the months of supply figure approximate last October amounts. Lower figures are also consistent with seasonal lows in prior years. Pending sales at October 31 totaled 65 homes. This is down 27% from last year this time and near the lowest amount for the last several years. This suggests that November sales may continue at lower levels.

Distressed sales this year have totaled only 4% of sales, while distressed sales in inventory remain at only 1%. These percentages remain at their lowest levels since 2012.

Continued thanks to Joe Pavich, Sr. of Realty World in Estero for supplying us monthly sales and inventory figures.

Notes: 1) "Distressed sales" include short-sales and sales of bank owned property in which the bank receives less than their loan amount.

2) Figures include homes in the new Village of Estero (excluding homes in the Estero portion of Pelican Landing, which are not separately shown in the MLS). Also not included are figures for multi-family homes.