



CAPITAL  
INVESTMENTS LLC

# OFFERING MEMORANDUM

**3226 VAN BUREN AVE  
NAPLES, FL 34112**

COMMERCIAL DEVELOPMENT OPPORTUNITY

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COMMERCIAL DEVELOPMENT OPPORTUNITY

# Property Summary:

Introducing a strategic residential development opportunity in East Naples, located at 3226 Van Buren Ave, within a rapidly transforming growth corridor just minutes from Downtown Naples and 5th Avenue South. This offering presents a rare chance to develop a boutique residential project in a submarket benefiting from rising demand, limited new inventory, and strong lifestyle appeal.

The property encompasses approximately 1.87 acres (81,457 square feet) and is zoned RSF-5 Residential Single-Family, allowing for 12 units total. The site is well suited for thoughtfully designed 3-bedroom townhomes or modern duplex residences, aligned with current buyer and renter preferences.

## Property Overview

**The 34112 zip code is a high-growth corridor. Buyers are looking for "Old Naples" lifestyle (5th Ave access) without the \$5M+ price tag found in 34102.**

- **Address:** 3226 Van Buren Ave, Naples, FL 34112
- **Lot Size:** Approximately **1.87 Acres** (81,457 sq. ft.)
- **Zoning:** **RSF-5** (Residential Single-Family). This base density typically allows 6 units per acre.



# Strategic Market Insights:



## What is Selling?

- "Turnkey" is King: Post-2022 hurricane awareness has made buyers favor new construction with full impact glass and elevated foundations (this lot has an "Extreme" flood factor rating, so elevation is non-negotiable).
- Outdoor Living: Even in townhomes, buyers expect a small private patio or "lanai."
- 3-Bedroom Demand: This is the "sweet spot" for remote workers and "half-back" retirees who need an office and a guest room.

## Development Considerations:

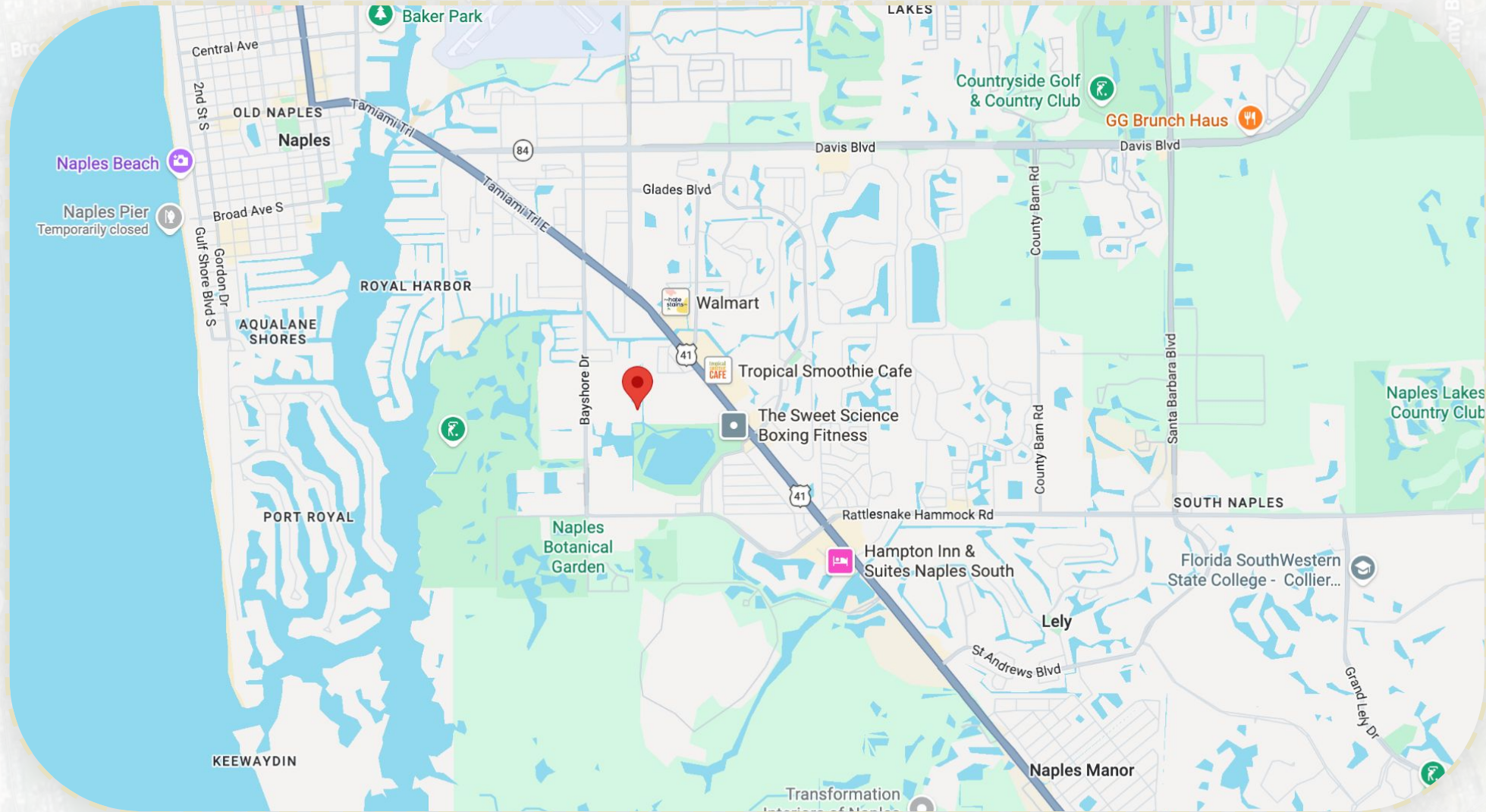
- Density: At 12 units, you are looking at roughly 6 units/acre. The county offers density credits for "Affordable Housing" components or for "PUD" (Planned Unit Development).
- Flood Risk: Redfin and county data indicate an Extreme Flood Factor. This will impact your insurance costs and building height requirements (Freeboard).

## Final Observations:

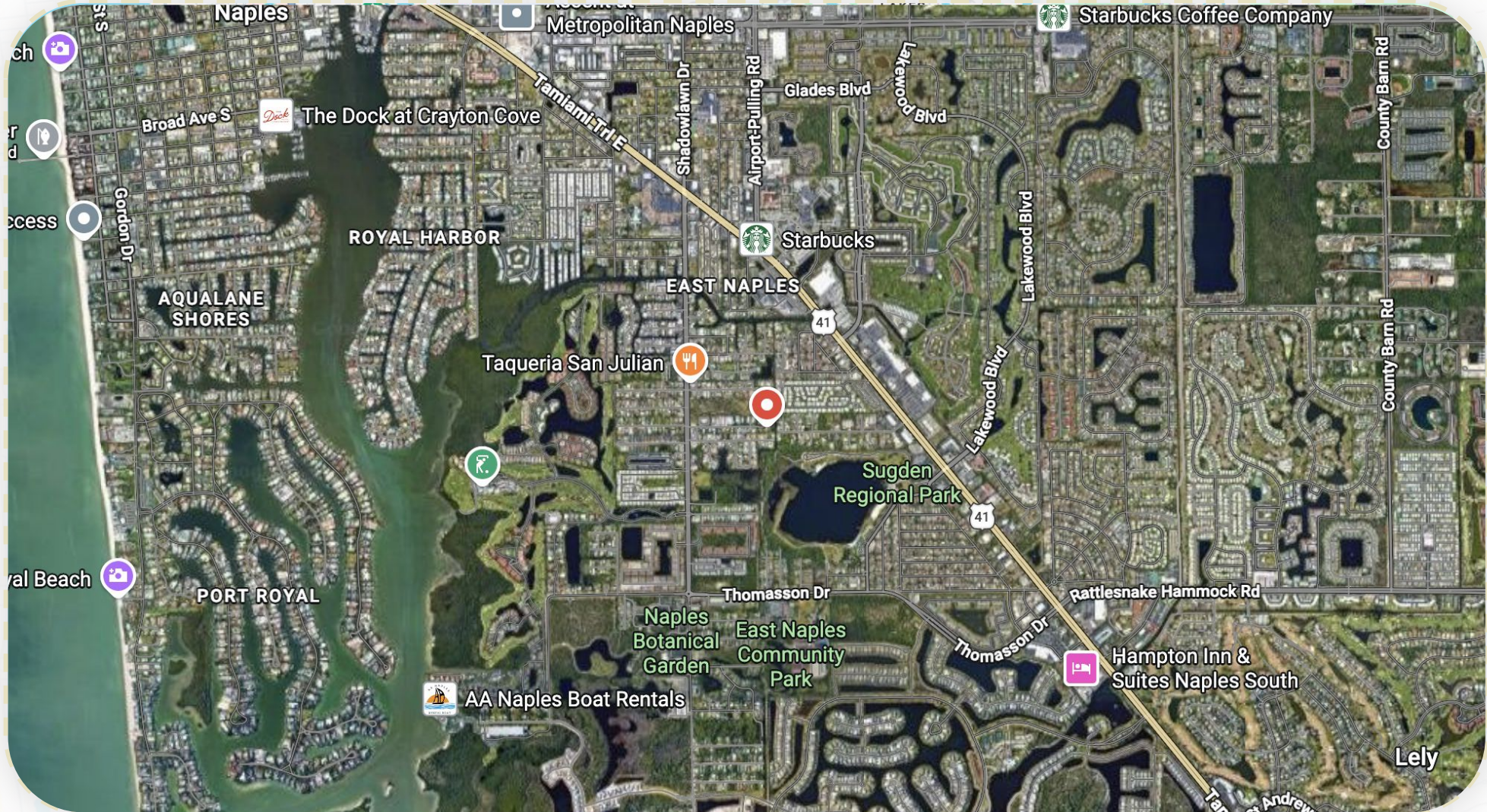
The location is excellent for "attainable luxury." You are far enough from the 5th Ave noise but close enough to market the lifestyle. Building 12 units would be a high-density play that likely yields a total project sell-out value of \$7.8M approximately depending on the level of finish.



# Map View: 3226 Van Buren Ave



# Map View: 3226 Van Buren Ave



# Project Gallery:



Front  
VIEW



Back  
VIEW

# Project Gallery:



Living  
ROOM



Bed  
ROOM

# Project Gallery:



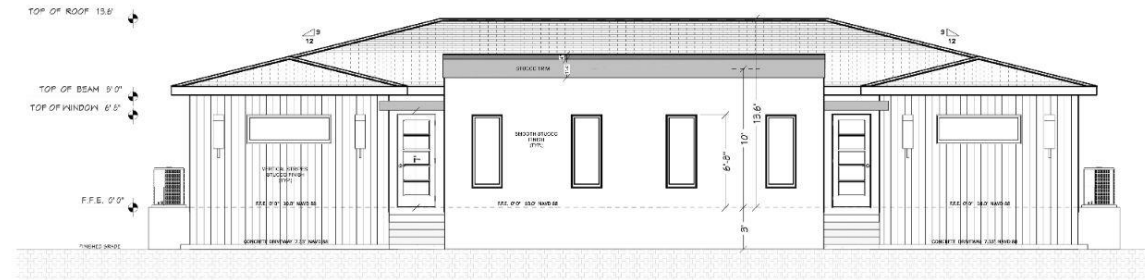
**Bath**  
**ROOM**



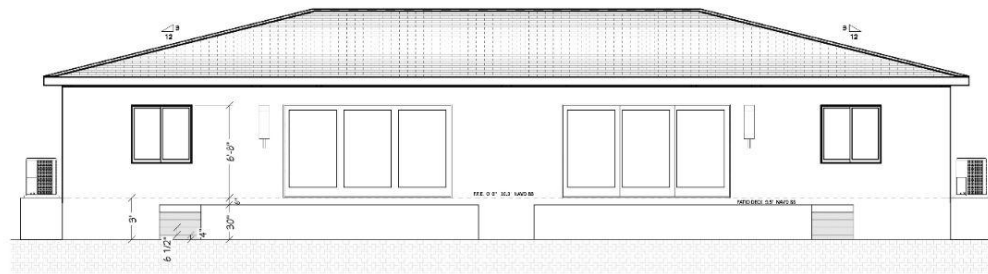
**Patio**  
**VIEW**



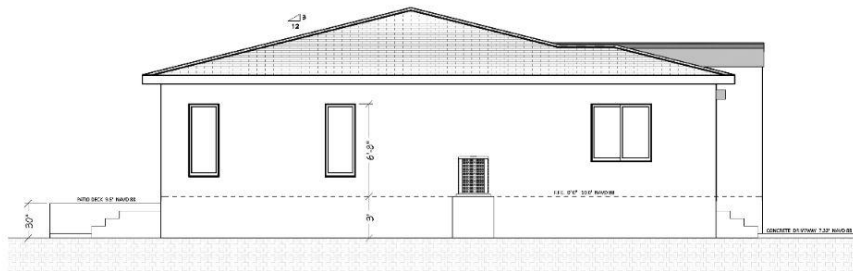
# Elevation Plan:



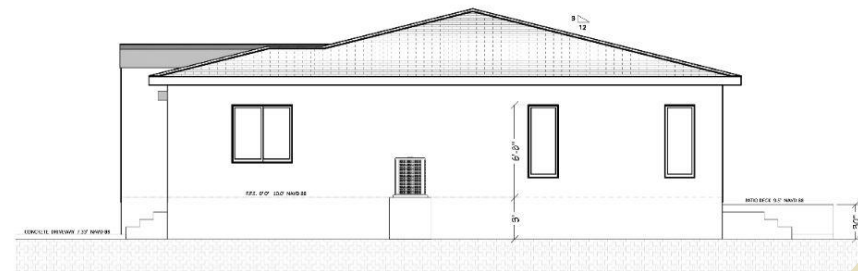
FRONT ELEVATION



REAR ELEVATION

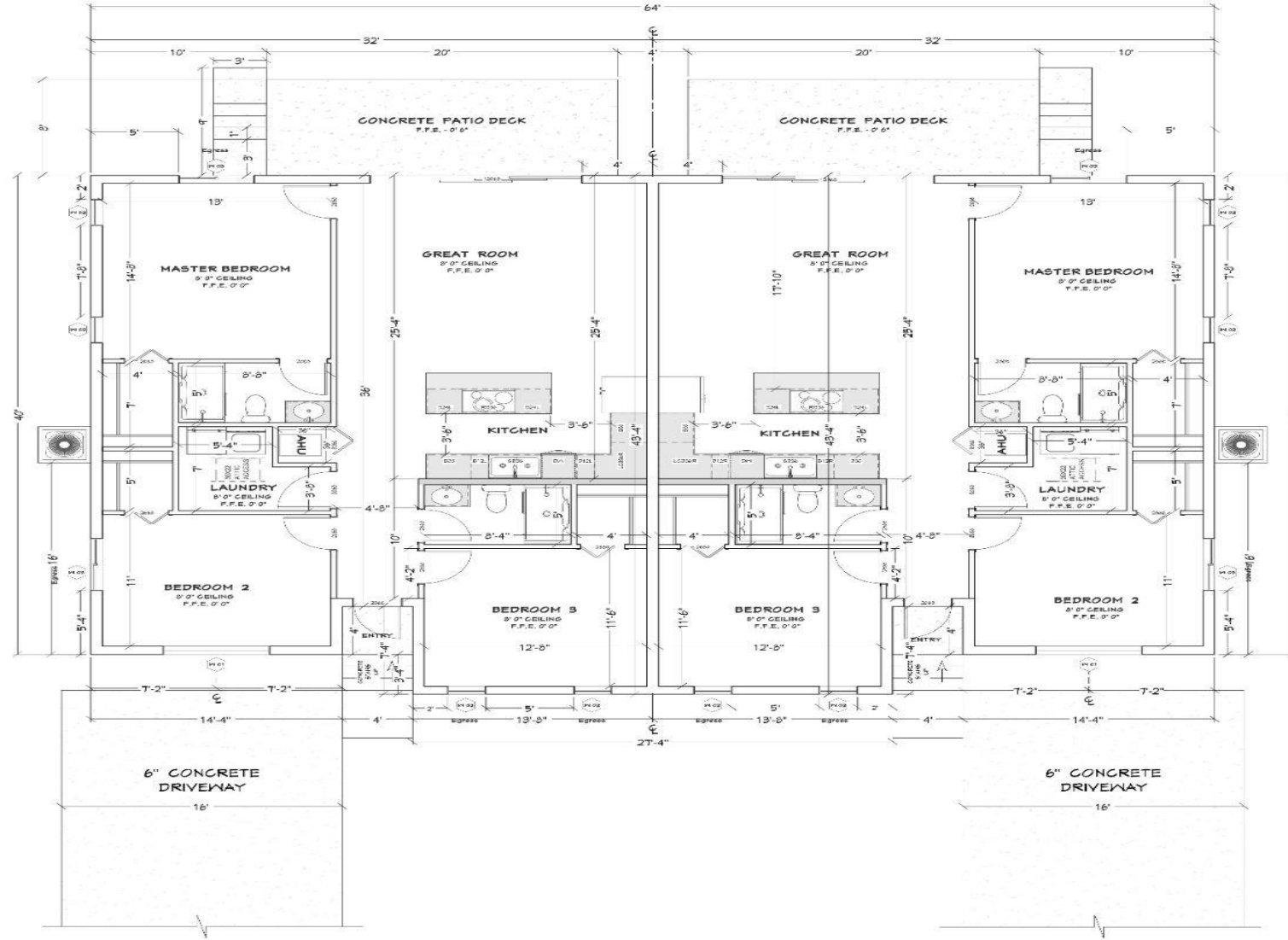


LEFT ELEVATION



RIGHT ELEVATION

# Floor Plan:



# AREA DEMOGRAPHICS

5-MILE RADIUS • 3226 VAN BUREN AVE • NAPLES, FL 34112



## MARKET OVERVIEW



### POPULATION

**102,427** POPULATION WITHIN 5 MILES

**+6.1%** Projected Growth (Next 5 Years)



### HOUSEHOLDS & INCOME

**\$475K** MEDIAN HOME VALUE



### HOUSEHOLDS & INCOME

**45,028** HOUSEHOLDS WITHIN 5 MILES

**\$475K** MEDIAN HOME VALUE + ▶

**45,028** HOUSEHOLDS WITHIN 5 MILES



### MEDICAL & EMPLOYMENT HUBS

**29** NCH Baker Hospital Downtown

**30** Naples City Hall

**31** Naples Fire HQ



SOURCES: Claritas, CoStar, U.S. Census Bureau (2024 Estimates / Projections)

# AREA DEMOGRAPHICS

5-MILE RADIUS • 3226 VAN BUREN AVE • NAPLES, FL 34112

## ★ LIFESTYLE & COMMUNITY ANCHORS

- 1 Downtown Naples
- 2 Naples Botanical Garden

## 🛍️ RETAIL & SHOPPING DESTINATIONS

- 4 Naples Bay Resort & Marina
- 5 5<sup>th</sup> Avenue South
- 6 Bayshore Arts District
- 7 Publix & Starbucks

## 🍴 DINING & ENTERTAINMENT

- 8 Celebration Park Naples
- 9 Rebecca's Cocktails
- 10 East Naples Community Park / Pickleball

## 🏥 MEDICAL & EMPLOYMENT HUBS

- 29 NCH Baker Hospital Downtown
- 30 Physicians Regional Collier Boulevard
- 31 Hammock Cove Office Park



SOURCES: Claritas; CoStat, U.S; Census Bureau (2024 Estimates / Projections)

# COMPARABLE MARKET ANALYSIS

3226 VAN BUREN AVE • NAPLES, FL 34112



## ESTIMATED SALE COMPARABLES

For new construction townhomes and duplexes in this East Naples submarket, pricing is driven by proximity to Downtown Naples and 5th Avenue South, offering an “Old Naples” lifestyle at a more attainable entry point compared to the 34102 zip code.

### PROPERTY TYPE OVERVIEW

PROPERTY TYPE	EST. SALE PRICE (PER UNIT)	PRICE PER SQ. FT.
New Luxury Townhome	\$1,200,000 – \$1,800,000	\$600–\$800
Standard New Townhome	\$580,000 – \$720,000	
Modern Duplex (New)	\$750,000 – \$900,000 <sup>COF</sup>	\$420–\$480

### ⚠ MARKET CONTEXT

- New construction outperforms older housing stock
- Townhome and duplex formats show strongest absorption
- Location supports lifestyle-driven pricing

### ESTIMATED RENTAL COMPARABLES

Rental demand is driven by proximity to Downtown, beaches, and limited supply

RENTAL TYPE	MONTHLY RENT (3BR)	EST. ANNUAL INCOME
Annual / Mid-Term	\$3,200 – \$3,500	\$38.4K – \$42.0K
Luxury Annual	\$3,800 – \$4,000	\$45.6K – \$48.0K
Seasonal (Jan–April)	\$6,000 – \$8,000	Variable

### 💡 STRATEGIC OBSERVATIONS

- ✓ **Lifestyle Positioning:** Close proximity to 5th Avenue and beaches allows units to be marketed as lifestyle residences rather than standard rentals.
- ✓ **Product Advantage:** New construction with modern layouts commands pricing premiums across both sales and rentals.
- ✓ **Demand Resilience:** Three-bedroom units remain the strongest performing configuration for buyers and renters alike.

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# Van Buren – Investor Summary (5-Year Holding):

Metric	6 Duplexes / 12 Units
<b>Units</b>	<b>12</b>
<b>Avg Monthly Rent / Unit (Stabilized)</b>	<b>\$3,750</b>
<b>Vacancy Rate</b>	<b>2.00%</b>
<b>OpEx % of EGI</b>	<b>25.00%</b>
<b>Annual Rent Growth</b>	<b>5.00%</b>
<b>Land Cost (Purchase Price)</b>	<b>\$2,200,000</b>
<b>Construction Cost (Hard+Soft)</b>	<b>\$4,000,000</b>
<b>Constr Loan % of Land</b>	<b>65.00%</b>
<b>Constr Loan % of Construction</b>	<b>100.00%</b>

# Van Buren – Investor Summary (5-Year Holding):

Metric	6 Duplexes / 12 Units
<b>Construction Rate (IO)</b>	<b>6.50%</b>
<b>Perm Refi LTV Cap</b>	<b>75.00%</b>
<b>Perm DSCR Min</b>	<b>1.00x</b>
<b>Perm Rate (IO)</b>	<b>6.00%</b>
<b>Exit Price / Unit (Sales)</b>	<b>\$650,000</b>
<b>Exit Cap Rate (Income)</b>	<b>6.25%</b>

# For Inquiries & Offers:

## TN CAPITAL INVESTMENTS

[info@tncapitalinvestments.com](mailto:info@tncapitalinvestments.com)



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# Building Wealth Through Smart Real Estate Development

At TN Capital Investments, we turn real estate opportunities into  
lasting value for investors and communities.