

ESTANCIA

Common Area Transformation Plan

4801 Bonita Bay Blvd · Bonita Springs, FL

March 4, 2026

Background & Vision

THE CHALLENGE

- Estancia was built in 2002.
- The only social room renovation was in 2010 for \$500K — limited to paint, carpet, and furniture.
- The current lobby, social/card rooms, second floor hallways, guest suites, bathrooms, and massage rooms are substantially dated.
- Other buildings along Bonita Bay Blvd. are either newer or have recently renovated interiors.
- Estancia faces a growing competitive disadvantage relative to its peer group.

THE VISION

- Develop a new Vision, Mission, and Master Plan to differentiate Estancia from other Bonita Bay high-rises.
- Create spaces mutually pleasing to current residents and future buyers — within a resident-approved budget.
- Transform Estancia into a timeless haven and aspirational home for prospective buyers.
- Significantly increase property value — common areas create the all-important first impression.

Wegman Design Group has been engaged to develop the common area design and Master Plan.

Competitive Analysis: Estancia vs. Esperia

Real estate professionals — including local Bonita Bay Realtors — identify Esperia's ~2,700 sq. ft. 02-unit as Estancia's closest and strongest direct competition.

Esperia completed a common area renovation in 2025 — and the impact on resale performance has been immediate and significant.

\$732

Price per sq. ft.
(Esperia 2026)

vs. \$581 at Estancia

+26%

Price premium
vs. Estancia

Esperia commands higher
pricing

\$408K

Avg. unit premium
for Esperia seller

versus equivalent
Estancia unit

63

Days on market
(Esperia current)

vs. 290 days at Estancia

Bottom Line

A focused common area renovation, guided by a highly respected designer, will improve buyer perception, reduce days on market, and meaningfully increase resale value — delivering a compelling return on investment for Estancia residents.

Even closing 50% of the gap with Esperia would generate a significant financial return.

Esperia – 2025 Common Area Renovation (1 of 2)

Esperia illustration – 2025 Renovation (1/2)



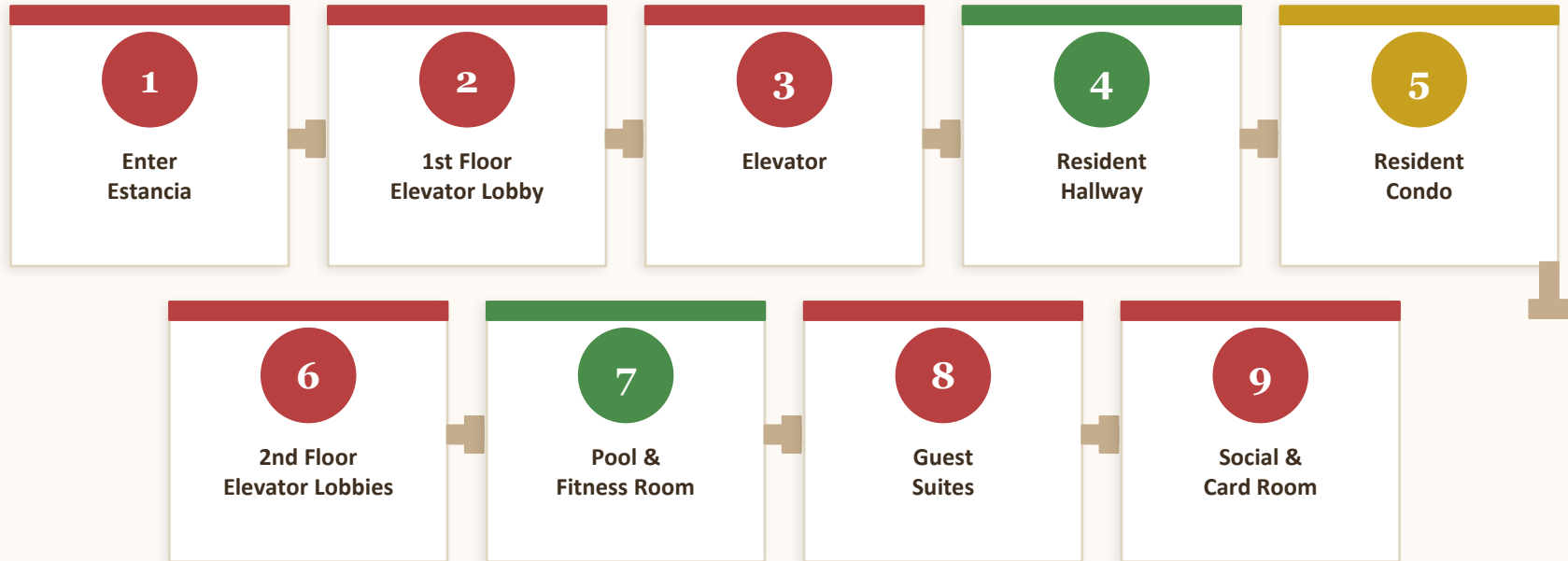
Esperia – 2025 Common Area Renovation (2 of 2)

Esperia illustration – 2025 Renovation (2/2)



Resident & Guest Journey

Every step through Estancia is an opportunity to create a lasting impression — from entry to the social room.



Key: ● Good — meets expectations ● Varies by resident ● Improvement opportunity

Our Designer: Wegman Design Group

Selected for its long-standing track record with Southwest Florida high-end condominiums. Awards below are won by Wegman Design Group. Awards listed below are won by Wegman Design Group.

The Crystal — Shell Point

Gold Award — EFA Remodel/Renovation Competition
ASID DEA — Best Restaurant/Cocktail Lounge/Bar (2nd Place)
LBIA Summit Award — Best Commercial Restaurant (\$2M–\$4.9M)

Pelican Marsh Golf Club

Golf Inc. Magazine — Best Clubhouse Renovation (National)
Grand Aurora Award — Best Commercial Project (20,000+ sq. ft.)
CBIA Sand Dollar — Interior Design of the Year
ASID DEA — Best Renovation (2nd Place)

Horizons Condominium

LBIA Summit Award — Best Multi-Story Special Contracting Interiors (Nov 2025)

The Springs — Shell Point

ASID DEA — Best Healthcare Design (AL and Memory Care)
LBIA Summit Award — Best Healthcare Interiors (\$2M–\$8M)

Discovery at Village Naples

Grande Aurora Award — Best 55+ Housing Community
LBIA Summit Award — Best Commercial Non-Built Design (\$5M–\$8M)

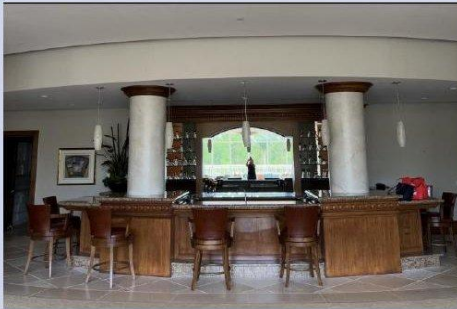
Shell Point Welcome Center

ASID DEA — Best Office Design/Workspace (2nd Place)
ASID DEA — Best Single Space: Board Room (2nd Place)

Wegman's Work at Horizons – Before & After (1 of 2)

Horizons before and after Wegman's transformation (1 of 2)

Before



After



Wegman's Work at Horizons – Before & After (2 of 2)

Horizons before and after Wegman's transformation (2 of 2)

Before

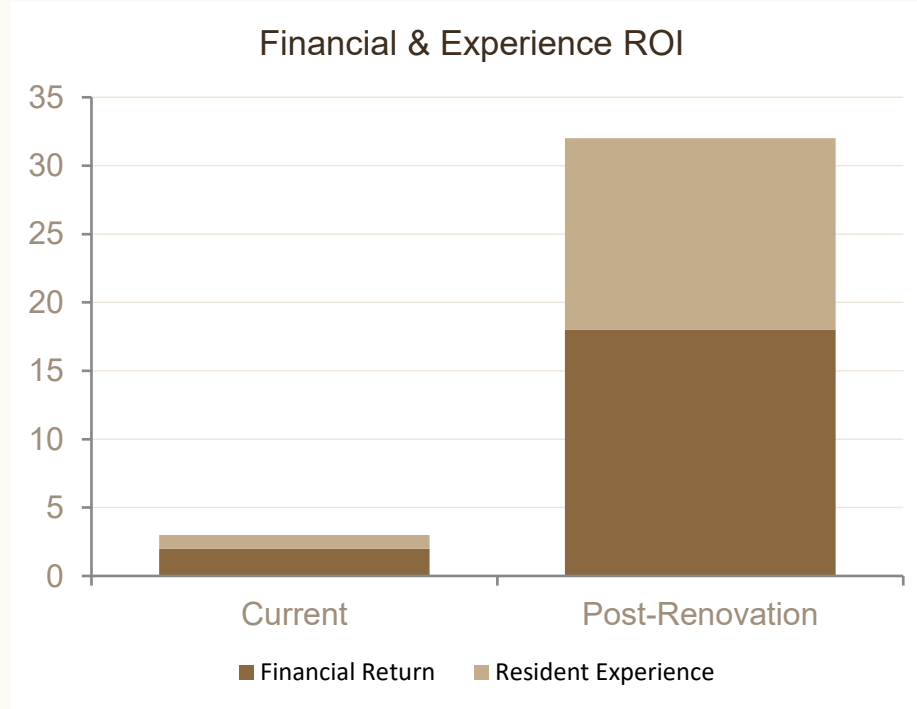


After



Investment ROI — Financial & Experience Returns

This is an investment, not just a cost. Every dollar invested will produce a significantly improved experience and financial return.



💰 Property Value

Esperia units command \$408K more per unit than Estancia. Even a 50% improvement closing this gap would deliver substantial ROI.

🕒 Faster Sales

Estancia units sit on market 290 days vs. 63 days at Esperia. Renovated common areas directly accelerate transaction velocity.

🏠 Resident Quality of Life

Updated spaces inspire community, pride, and daily enjoyment — from morning coffee in a beautiful lounge to hosting family events.

📊 Competitive Position

Common areas are a buyer's first impression. Renovation restores Estancia's competitive standing among Bonita Bay's finest residences.

Renovation Wish List

Lobby & Elevators

- Identify changes aligning 1st & 2nd floors with Master Plan
- Paint walls and wood trim on 1st and 2nd floors
- Replace banister; add elegant, welcoming lighting
- Repurpose sculpture; restore water feature as lobby backdrop
- Resurface columns; replace temporary furniture
- Upgrade reception desk to a concierge style
- Refresh elevators and lighting per the overall design plan

Guest Suites

- Refresh all suite furniture and carpet
- Update kitchenette with modern appeal
- Replace bathroom tile and fixtures

Locker Rooms & Common Bathrooms

- Complete refresh including paint, tile, and countertops
- Replace steam room with a dry heat sauna

Social & Card Rooms

- Create a welcoming floor plan with flow that invites community and conversation
- Open half the wall to the card room with folding framed glass doors to integrate spaces while preserving privacy
- Open gallery kitchen with handsome cabinetry and generous serving space
- Relocate and enlarge the bar as a focal point for communal experiences
- Add comfortable TV areas with excellent AV capabilities, including a fireplace seating area
- Update both rooms with timeless, flexible furniture
- Raise the ceiling, add ambient lighting, and improve the entrance flow

Benefits & Next Steps

Our Vision

Estancia's common areas are an extension of our residences — from the lobby and guest suites to the social rooms and elevators. They shape the first impression for guests and serve as the backdrop to our everyday lives.

This effort thoughtfully reimagines these shared spaces to inspire pride, enhance enjoyment, and protect long-term property values.

Our aim is to provide all residents and their guests a living experience that embodies the quality and character of Estancia today — and serves as a steward to the building's bright future.

Next Steps

01 Secure the final design from Wegman Design Group

02 Hire general contractor and confirm estimated budget

03 Present to residents in a Town Hall setting with Wegman Design Group and the selected contractor

Together, let's make Estancia a timeless place to call home.