

CONFIDENTIAL INVESTMENT OFFERING

FOR SALE • MIXED-USE • DOWNTOWN WINTER PARK, FLORIDA

470 West New England Avenue

Downtown Winter Park (Hannibal Square) • Winter Park, Florida 32789

OFFERING PRICE

\$2,500,000

IN-PLACE NET OPERATING INCOME

\$95,000 *in place*



A generational, irreplaceable mixed-use asset in the heart of downtown Winter Park — one of Florida's most affluent, supply-constrained, and design-protected markets.

Property Overview

470 West New England Avenue is a boutique mixed-use building set in the Hannibal Square district on the west side of downtown Winter Park — a walkable, tree-lined enclave that has evolved into one of Central Florida's most desirable dining and lifestyle destinations. The asset pairs two spacious upper-level residences with a ground-floor medical / retail suite, delivering diversified income in a location where comparable opportunities rarely trade.

Address	470 W New England Ave, Winter Park, FL 32789
Property Type	Mixed-use (residential over retail / medical)
Submarket	Downtown Winter Park — Hannibal Square
Residential	Two (2) oversized 2-bed / 2-bath apartments — approx. 1,200 SF each*
Commercial	One (1) ground-floor medical / retail suite — 1,038 SF
Approx. Building Size	±3,438 rentable SF*
Metering	Each suite separately metered; tenants pay all utilities
Offering Price	\$2,500,000
In-Place NOI	\$95,000



[†] Unit square footages to be confirmed by seller; buyer to verify all measurements independently.

Investment Highlights

- **AAA downtown location.** Positioned in the coveted Hannibal Square district of downtown Winter Park, steps from Park Avenue, Rollins College, and the region's premier dining, boutique, and cultural corridor.
- **Stabilized income with embedded upside.** \$95,000 net operating income in place, with a clear path to grow monthly income by approximately 50% through a 30-day furnished-rental strategy on the residential units.
- **Zero landlord utility burden.** Each suite is separately metered and all utilities are paid directly by the tenants — the owner is responsible for no utility payments.
- **Diversified mixed-use rent roll.** Two oversized 2-bed / 2-bath residential apartments over a ground-floor medical / retail suite, blending residential stability with commercial income.
- **Turnkey, renovated residences.** Both apartments have been thoroughly upgraded with new flooring, countertops, and appliances, and each enjoys a private balcony overlooking picturesque New England Avenue.
- **Newer roof — reduced capital risk.** The roof is only approximately 7 years old, limiting near-term capital expenditure and deferred-maintenance exposure for a new owner.
- **Abundant parking.** Ample free street parking supplements the on-site spaces, and the building sits immediately adjacent to a 7-story public parking garage with available spaces.
- **Recession-resistant income mix.** Essential-service medical / retail income paired with residential demand — in a deeply established, affluent community — supports durable cash flow across market cycles.
- **Irreplaceable, supply-constrained real estate.** Winter Park's strict development guidelines and acute scarcity of commercially zoned land create a durable barrier to new supply and support long-term value.
- **Ideal 1031 exchange vehicle.** A clean, manageable, trophy-quality asset well suited to a 1031 buyer seeking long-term appreciation and a foothold in a legacy market.

The Opportunity — Value-Add Upside

Grow monthly income by ~50% through 30-day rentals. The two oversized residential units are exceptionally well suited to a 30-day furnished-rental program. Repositioning the residences to a 30-day model is projected to increase monthly residential income by approximately 50% — meaningfully expanding net operating income while preserving flexibility.

- **Regulatory-compliant income upside.** Because the strategy relies on a 30-day minimum stay, it complies with Winter Park's rental regulations — capturing premium furnished-rental rates without the licensing and regulatory risk that burdens conventional nightly short-term rentals.
- **A built-in demand engine.** Winter Park generates steady mid-term furnished-housing demand from Rollins College — visiting faculty, parents, and executive-education guests — and from nearby AdventHealth Winter Park hospital, whose traveling nurses, physicians, and patient families need quality 30-day housing. That same hospital proximity reinforces demand for the ground-floor medical suite.
- **Turnkey furnished channels.** Corporate relocation programs and medical-staffing agencies provide stabilized, lower-turnover 30-day occupancy — a managed, dependable alternative to self-marketing each unit month to month.



Historic Hannibal Square along West New England Avenue — steps from the property.

Strategy & Investor Advantages

Beyond in-place income and near-term upside, the asset offers a rare combination of optionality, tax efficiency, and durability that appeals to long-term and 1031 buyers alike.

- **Multiple exit strategies.** The oversized 2-bed / 2-bath residences with private balconies can be held for income, individually sold, or converted to condominiums over time, and the ground-floor commercial suite can be sold separately — preserving optionality and several paths to liquidity.
- **Owner-user flexibility.** A buyer may occupy one residence or the commercial suite while leasing the balance — an efficient owner-user or “house-hack” structure that broadens the pool of potential purchasers and can improve financing terms.
- **Compelling tax profile.** The recent renovations and building components lend themselves to a cost-segregation study and bonus depreciation, potentially accelerating deductions and enhancing after-tax returns for a qualified investor. (Prospective buyers should consult their own tax advisors.)
- **Below replacement cost — you can’t build this today.** Winter Park’s strict development guidelines and the scarcity of commercially zoned downtown land make a comparable mixed-use building effectively impossible to entitle and construct today — positioning the asset as an irreplaceable, below-replacement-cost acquisition.

Location & Market Overview

Downtown Winter Park is widely regarded as one of Florida’s most prestigious and enduring markets. Anchored by historic Park Avenue, Rollins College, and a collection of museums, parks, and lakefront estates, the city pairs old-Florida charm with genuine affluence. The subject sits within Hannibal Square — the vibrant, walkable west-of-Park district that has drawn a wave of acclaimed restaurants and boutiques and continues to attract institutional capital.

- **Affluent demographics.** Winter Park’s median household income is approximately \$105,700 — well above state and national levels — with just 4.6% of families below the poverty line and a population of roughly 30,000 within a highly educated, established community.

- **Institutional validation.** In 2024, Demetree Global acquired the adjacent Hannibal Square portfolio on West New England Avenue for \$55.3 million (~\$327 per SF), calling it “an irreplaceable piece of real estate in the heart of Winter Park’s downtown” — underscoring deep institutional demand on this very block.
- **Momentum in Hannibal Square.** Recent openings including JAM Hot Chicken and a roster of chef-driven concepts and boutiques have intensified foot traffic and cemented the district as a premier lifestyle destination.
- **Strict development guidelines.** Winter Park enforces some of the most protective design and development standards in the region, tightly limiting height, density, and new construction downtown — preserving character and constraining future supply.
- **Scarcity of commercial land.** The acute shortage of commercially zoned land in the downtown core makes existing mixed-use assets like this one exceptionally difficult to replicate, supporting long-term appreciation.
- **Walkable, generational location.** Within easy reach of Rollins College, SunRail, and the West Meadow — an address positioned to benefit from decades of continued, carefully managed growth.



At the Doorstep — Dining, Walkability & Convenience

Tenants step directly into the best of downtown Winter Park. A curated collection of acclaimed restaurants sits immediately in front of the building, with historic Park Avenue, Central Park, and everyday conveniences all within an easy walk or short drive.

- **Dining immediately out front.** A collection of popular restaurants is steps from the entrance, including Armando's Cucina Italiana & Pizzeria, Pepe's Cantina, Café Piano, and The Corner Chophouse.
- **Two blocks to Park Avenue.** A short two-block walk reaches historic Park Avenue, with a close stroll to Central Park and Winter Park's famed weekly farmers market.



- **Everyday convenience nearby.** A quick drive to Winter Park Village, with three major grocers — Publix, Trader Joe's, and Whole Foods — all within roughly a three-minute drive.

Why 470 W New England Avenue

This is a rare opportunity to own a trophy, generational asset in a market defined by scarcity, affluence, and disciplined growth. With income in place, no landlord utility exposure, a clear value-add path through 30-day rentals, and an irreplaceable Hannibal Square address, 470 W New England Avenue offers a 1031 buyer or long-term investor a durable foundation for appreciation in one of Florida's most protected and prized downtowns.

FOR MORE INFORMATION, PLEASE CONTACT

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