

# Market View

Collier County  
2nd Quarter 2022



# RETAIL

## SECTOR OVERVIEW

After a slight breather in Q1, the Collier County Retail Sector shrugged off fears of recession to deliver overall positive results for 2Q2022.

While the number of sales transactions stayed essentially flat, dollar-volume, aided by +\$50-million in sales on Fifth Ave alone, jumped nearly four-fold. Of course, average PSF sale prices rose also, more than doubling from Q1. Contrary to inflationary concerns, CAP rates declined by 70-basis points overall from the prior quarter returning to the levels of 4Q2021.

Vacancy continued to tick down slightly to reach 4.0% overall, down nearly a full percent from 2Q2021. While leasing activity fell in number of deals, square footage transacted rose slightly from the prior quarter as overall average NNN rents rose an additional 8.8% from Q1, up 20.7% from a year ago. This is now the 2<sup>nd</sup> consecutive quarter with rents exceeding the prior high-water marks set in 2007-2008.

## SUPPLY

SUBMARKET	# BLDGS	TOTAL SF	VACANCY RATE
North Naples	571	11,051,608	4.0%
Naples	228	3,032,863	2.0%
East Naples	379	4,036,837	2.3%
Golden Gate	109	1,000,881	8.7%
Lely	81	1,074,155	3.8%
Marco Island	124	1,356,180	2.1%
Outlying Collier Co.	229	2,349,777	9.1%
<b>TOTAL</b>	<b>1,721</b>	<b>23,902,301</b>	<b>4.0%</b>

## DEMAND

SUBMARKET	LEASES	LEASED SF	NET ABSORPTION
North Naples	45	135,643	-31,553
Naples	7	17,966	10,752
East Naples	6	35,275	20,456
Golden Gate	0	0	16,120
Lely	0	0	3,197
Marco Island	2	2,003	8,908
Outlying Collier Co.	0	0	327
<b>TOTAL</b>	<b>60</b>	<b>190,887</b>	<b>28,207</b>

## NEW & UNDER CONSTRUCTION



**195,676**

SF Delivered YTD

**115,373**

SF Under Construction



## TOP LEASES

	DESCRIPTION	ADDRESS	BUILT	SF LEASED	TENANT
1	Class B Office	3500 Corporate Plaza 3530 Kraft Rd, Naples	2007	13,000	Radiology Regional Center
2	Class B Office	3500 Corporate Plaza 3520 Kraft Rd, Naples	2007	12,696	Fischer Identity
3	Class A Office	Commons Professional Park 704-708 Goodlette-Frank Rd N, Naples	2004	12,241	Stepping Stone Kids Therapy, LLC

\* Excludes Renewals

## TOP SALES

	DESCRIPTION	ADDRESS	BUILT	ASSET SF	SALE \$   PSF	SALE TYPE
1	Storefront Retail (Part of a Portfolio)	Inn on 5th Shops 680-698 5th Ave S, Naples	2013	21,000	\$31,687,940 \$1508.97 PSF	Investment 100% Leased
2	Storefront Retail/Office	765-799 5th Ave S, Naples	1952	19,675	\$27,000,000 \$1,372.30 PSF	Investment 100% Leased
3	Freestanding Retail	Walgreens 30 Golden Gate Blvd W, Naples	2009	16,854	\$7,841,317 \$465.25 PSF	NNN Investment

\* Includes User and Investment Sales

# RETAIL

## Market Statistics

LEASE ACTIVITY					SALES ACTIVITY			
	# Executed Leases	Total SF Leased	Avg Deal Size	Current Avg. Asking Rate	# Sold	Median Sold PSF	# Sold	Median Sold PSF
<b>SPACES UNDER 2,500 SF</b>					<b>BASE RENT</b>	<b>USER SALES</b>	<b>INVESTMENT SALES</b>	
North Naples	31	35,513	1,146	\$27.18	2	\$423	0	n/a
Naples	3	4,302	1,434	\$45.38	0	n/a	0	n/a
East Naples	3	4,522	1,507	\$22.29	0	n/a	0	n/a
Golden Gate	0	0	n/a	\$25.00	0	n/a	0	n/a
Lely	0	0	n/a	\$14.29	0	n/a	0	n/a
Marco Island	2	2,003	1,002	\$24.43	0	n/a	0	n/a
Outlying Collier Co.	0	0	n/a	\$24.24	0	n/a	0	n/a
<b>TOTAL</b>	<b>39</b>	<b>46,340</b>	<b>1,188</b>	<b>\$26.87</b>	<b>2</b>	<b>\$423</b>	<b>0</b>	<b>n/a</b>
<b>SPACES FROM 2,500 - 4,999 SF</b>					<b>BASE RENT</b>	<b>USER SALES</b>	<b>INVESTMENT SALES</b>	
North Naples	10	37,521	3,752	\$29.60	0	n/a	0	n/a
Naples	4	13,664	3,416	\$58.54	0	n/a	0	n/a
East Naples	0	0	n/a	\$24.79	1	\$98	1	\$476
Golden Gate	0	0	n/a	n/a	0	n/a	0	n/a
Lely	0	0	n/a	\$16.03	0	n/a	0	n/a
Marco Island	0	0	n/a	n/a	0	n/a	0	n/a
Outlying Collier Co.	0	0	n/a	\$9.65	0	n/a	0	n/a
<b>TOTAL</b>	<b>14</b>	<b>51,185</b>	<b>3,656</b>	<b>\$28.03</b>	<b>1</b>	<b>\$98</b>	<b>1</b>	<b>\$476</b>
<b>SPACES FROM 5,000 - 9,999 SF</b>					<b>BASE RENT</b>	<b>USER SALES</b>	<b>INVESTMENT SALES</b>	
North Naples	1	5,922	5,922	\$31.19	0	n/a	1	\$371
Naples	0	0	n/a	\$28.00	0	n/a	0	n/a
East Naples	1	7,172	7,172	\$9.00	0	n/a	3	\$699
Golden Gate	0	0	n/a	n/a	0	n/a	0	n/a
Lely	0	0	n/a	n/a	0	n/a	1	\$645
Marco Island	0	0	n/a	n/a	0	n/a	0	n/a
Outlying Collier Co.	0	0	n/a	\$9.65	1	\$152	0	n/a
<b>TOTAL</b>	<b>2</b>	<b>13,094</b>	<b>6,547</b>	<b>\$22.97</b>	<b>1</b>	<b>\$152</b>	<b>5</b>	<b>\$645</b>
<b>SPACES FROM 10,000 - 24,999 SF</b>					<b>BASE RENT</b>	<b>USER SALES</b>	<b>INVESTMENT SALES</b>	
North Naples	2	25,696	12,848	\$33.00	0	n/a	3	\$316
Naples	0	0	n/a	\$70.00	0	n/a	2	\$1,441
East Naples	2	23,581	11,791	\$28.50	0	n/a	0	n/a
Golden Gate	0	0	n/a	\$15.00	0	n/a	0	n/a
Lely	0	0	n/a	n/a	1	\$163	0	n/a
Marco Island	0	0	n/a	n/a	0	n/a	0	n/a
Outlying Collier Co.	0	0	n/a	\$9.65	0	n/a	2	\$402
<b>TOTAL</b>	<b>4</b>	<b>49,277</b>	<b>12,319</b>	<b>\$23.40</b>	<b>1</b>	<b>\$163</b>	<b>7</b>	<b>\$465</b>
<b>SPACES FROM 25,000 SF+</b>					<b>BASE RENT</b>	<b>USER SALES</b>	<b>INVESTMENT SALES</b>	
North Naples	1	30,991	30,991	\$33.18	1	\$278	0	n/a
Naples	0	0	n/a	n/a	0	n/a	0	n/a
East Naples	0	0	n/a	n/a	0	n/a	0	n/a
Golden Gate	0	0	n/a	n/a	0	n/a	0	n/a
Lely	0	0	n/a	n/a	0	n/a	0	n/a
Marco Island	0	0	n/a	n/a	0	n/a	0	n/a
Outlying Collier Co.	0	0	n/a	n/a	0	n/a	0	n/a
<b>TOTAL</b>	<b>1</b>	<b>30,991</b>	<b>n/a</b>	<b>\$33.18</b>	<b>1</b>	<b>\$278</b>	<b>0</b>	<b>n/a</b>

**4.9%**  
Collier County

**CAP RATES**

Reflect the average of advertised rates as reported to Costar over past 4-quarters (9 Total Sales)

**4.6%**  
North Naples

**5.8%**  
Golden Gate

**5.0%**  
Outlying Collier Co.

**FORT MYERS OFFICE**  
12140 Carissa Commerce Ct, Suite 102  
Fort Myers, FL 33966  
239.481.3800 Tel  
239.481.9950 Fax

**NAPLES OFFICE**  
1100 5<sup>th</sup> Avenue S, Suite 404  
Naples, FL 34102  
239.659.1447 Tel  
239.659.4028 Fax

