

Market View

Lee County
2nd Quarter 2022



RETAIL

SECTOR OVERVIEW

In 2Q2022, the Lee County Retail sector apparently opted to ignore discussions of recession and proceed with business as usual.

While average PSF sale prices fell a bit from Q1, transactions and dollar volume remained effectively flat or slightly higher along with CAP rates holding steady or constricting in most submarkets.

Leasing activity did decline significantly with number and size of deals dropping by roughly 20% & 30%, respectively. However, vacancy continued to decline to 3.4%, an occupancy number not seen since 1Q2007 with net absorption remaining strongly positive and NNN rents climbing 4.6% from Q1, up 16.5% from 2Q2021.

Both seasonally adjusted tourist tax revenues and RSW flight traffic fell into their typical seasonal patterns effectively mirroring pre-pandemic 2019 trends.

SUPPLY

SUBMARKET	# BLDGS	TOTAL SF	VACANCY RATE
Bonita Springs/Estero	455	7,949,740	5.7%
Cape Coral	821	9,581,335	2.2%
City of Fort Myers	804	8,414,233	2.9%
Lehigh Acres	152	1,754,531	110.0%
North Fort Myers	179	1,999,925	5.3%
South Fort Myers	1,048	17,605,987	3.4%
TOTAL	3,459	47,305,751	3.4%

DEMAND

SUBMARKET	LEASES	LEASED SF	NET ABSORPTION
Bonita Springs/Estero	17	41,820	37,304
Cape Coral	29	65,297	12,723
City of Fort Myers	10	22,445	13,627
Lehigh Acres	5	14,820	-3,250
North Fort Myers	3	4,420	26,864
South Fort Myers	28	67,783	73,414
TOTAL	92	216,585	160,682

NEW & UNDER CONSTRUCTION



106,042

SF Delivered YTD

291,296

SF Under Construction



TOP LEASES

	DESCRIPTION	ADDRESS	BUILT	SF LEASED	TENANT
1	Neighborhood Center	Cape Coral Commons 915 NE 15th Pl, Cape Coral	2023	10,005	City Mattress
2	Community Center	South Plaza 4610-4650 S Cleveland Ave, Fort Myers	1982	8,400	Express Furniture
3	Flex/Showroom	2134 Andrea Ln, Fort Myers	1979	8,000	Undisclosed

* Excludes Renewals

TOP SALES

	DESCRIPTION	ADDRESS	BUILT	ASSET SF	SALE \$ PSF	SALE TYPE
1	Power Center (Part of a Portfolio)	The Forum at Fort Myers 3230-3330 Forum Blvd, Fort Myers	2008	189,578	\$29,000,000 \$152.97 PSF	Investment National Portfolio
2	Community Center	Bay Landing 27241-27251 Bay Landing Dr, Bonita Springs	1998	62,958	\$10,400,000 \$165.19 PSF	Investment 1031 Exchange
3	Neighborhood Center	Royal Palm Square 1400 Colonial Blvd, Fort Myers	1981 1993	144,146	\$9,000,000 \$62.44 PSF	Investment 100% Leased

* Includes User and Investment Sales

RETAIL

Market Statistics

LEASE ACTIVITY

SALES ACTIVITY

	# Executed Leases	Total SF Leased	Avg Deal Size	Current Avg. Asking Rate
SPACES UNDER 2,500 SF				BASE RENT
Bonita Springs/Estero	12	17,687	1,474	\$18.32
Cape Coral	20	29,129	1,456	\$23.21
City of Fort Myers	7	6,777	968	\$13.74
Lehigh Acres	4	4,620	1,155	\$14.50
North Fort Myers	3	4,420	1,473	\$9.67
South Fort Myers	21	28,697	1,367	\$17.25
TOTAL	67	91,330	1,363	\$16.73
SPACES FROM 2,500 - 4,999 SF				BASE RENT
Bonita Springs/Estero	2	6,438	3,219	\$19.82
Cape Coral	8	26,163	3,270	\$26.38
City of Fort Myers	2	7,810	3,905	\$15.76
Lehigh Acres	0	n/a	n/a	\$20.75
North Fort Myers	0	n/a	n/a	\$9.22
South Fort Myers	3	10,068	3,356	\$16.44
TOTAL	15	50,479	3,365	\$16.92
SPACES FROM 5,000 - 9,999 SF				BASE RENT
Bonita Springs/Estero	3	17,695	5,898	\$12.52
Cape Coral	0	n/a	n/a	\$25.45
City of Fort Myers	1	7,858	7,858	\$13.27
Lehigh Acres	0	n/a	n/a	n/a
North Fort Myers	0	n/a	n/a	n/a
South Fort Myers	4	29,018	7,255	\$23.67
TOTAL	8	54,571	6,821	\$21.34
SPACES FROM 10,000 - 24,999 SF				BASE RENT
Bonita Springs/Estero	0	n/a	n/a	\$16.29
Cape Coral	1	10,005	10,005	\$20.04
City of Fort Myers	0	n/a	n/a	\$12.68
Lehigh Acres	1	10,200	10,200	\$14.10
North Fort Myers	0	n/a	n/a	\$9.22
South Fort Myers	0	n/a	n/a	\$17.69
TOTAL	2	20,205	10,103	\$15.91
SPACES FROM 25,000 SF+				BASE RENT
Bonita Springs/Estero	0	n/a	n/a	n/a
Cape Coral	0	n/a	n/a	\$17.75
City of Fort Myers	0	n/a	n/a	n/a
Lehigh Acres	0	n/a	n/a	n/a
North Fort Myers	0	n/a	n/a	\$9.22
South Fort Myers	0	n/a	n/a	\$17.50
TOTAL	0	0	n/a	\$13.87

# Sold	Median Sold PSF	# Sold	Median Sold PSF
USER SALES		INVESTMENT SALES	
0	n/a	0	n/a
0	n/a	0	n/a
0	n/a	1	\$240
0	n/a	0	n/a
1	\$272	3	\$175
0	n/a	2	\$986
1	\$272	6	\$208
USER SALES		INVESTMENT SALES	
0	n/a	0	n/a
3	\$388	7	\$200
0	n/a	1	\$181
0	n/a	0	n/a
1	\$261	0	n/a
0	n/a	2	\$599
4	\$324	10	\$220
USER SALES		INVESTMENT SALES	
0	n/a	3	\$563
1	\$339	4	\$180
1	\$430	1	\$500
0	n/a	0	n/a
1	\$262	0	n/a
0	n/a	4	\$280
3	\$339	12	\$230
USER SALES		INVESTMENT SALES	
0	n/a	1	\$241
1	\$320	1	\$206
0	n/a	0	n/a
0	n/a	0	n/a
0	n/a	0	n/a
3	\$233	3	\$189
4	\$235	5	\$206
USER SALES		INVESTMENT SALES	
0	n/a	2	\$151
0	n/a	1	\$179
0	n/a	1	\$153
0	n/a	0	n/a
0	n/a	0	n/a
0	n/a	2	\$121
0	n/a	6	\$159

5.7%
Bonita Springs/Estero

6.3%
Cape Coral

7.2%
City of Fort Myers

CAP RATES

Reflect the average of advertised rates as reported to Costar over past 4-quarters (67 Total Sales)

6.1%
Lehigh Acres

4.7%
North Fort Myers

6.4%
South Fort Myers

6.3%
Lee County

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

NAPLES OFFICE
1100 5th Avenue S, Suite 404
Naples, FL 34102
239.659.1447 Tel
239.659.4028 Fax



Commercial Real Estate Consultants, LLC
Florida Licensed Real Estate Broker

CRECONSULTANTS.com