Market View
Southwest Florida
4th Quarter 2023

CRE CONSULTANTS
Commercial Real Estate Consultants, LLC
Florida Licensed Real Estate Broker

MULTIFAMILY

SWFL MARKET INDICATORS

	Q4 2023	Q3 2023	Q2 2023	Q4 2022
Inventory of Rentable Units	62,343	60,697	59,618	58,524
Avg. Asking Rent | Unit	$18	$1,877	$1,842	$1,928
Vacancy Rate	10.6%	8.9%	8.5%	6.1%
Unit Absorption	611	540	-113	968
Units Under Construction	8,928	12,163	12,062	4,226
Units Delivered to Market	1,913	1,255	491	886
Sales Volume	$61,428,000	$180,690,628	$115,430,000	$287,225,000
Avg. CAP Rates	8.5%	7.2%	7.0%	5.8%

SECTOR OVERVIEW

As the multifamily sector, both regionally and more so nationally, seeks to find new equilibrium as migration and work patterns change and as capital constraints continue to add friction, Q4 and 2023 as a whole in the Southwest Florida multifamily sector were no exception.

Average asking rates across the region stabilized for the quarter finishing the year with a moderate 5% decline from highest-ever 2022 rates. Vacancies also crept up again, by 2% from Q3 and 3.6% from 2022, again the best year-end in at least a decade. Net absorption remained positive for the 17th straight year, almost 1,000-units absorbed; still well below the pandemic peaks at less than ½ the 2022 units & down 86% from the 2021 peak.

With Class A-Luxury developments leading the way over the past 2 years, and the majority of those having turned over at least once in the past 2-years, it is no surprise that sales fell dramatically in 2023. Sales by contract and by $ volume fell to their lowest points since 2014 & 2018, respectively while units transferred hit the lowest point in a decade. Despite that, average price per unit remained steady while median price per unit jumped 20% YOY.

PERMITS

LEE COUNTY
12 Permits
66 Units

COLLIER COUNTY
9 Permits
275 Units

CHARLOTTE COUNTY
0 Permits
0 Units

LEE COUNTY EFFECTIVE RENTS

CLASS	STUDIO	1 BR AVG.	2 BR AVG.	3 BR AVG.
A	$1,714	$1,816	$2,069	$2,269
B/C	$1,251	$1,479	$1,771	$2,023

COLLIER COUNTY EFFECTIVE RENTS

CLASS	STUDIO	1 BR AVG.	2 BR AVG.	3 BR AVG.
A	$1,909	$2,188	$2,559	$3,011
B/C	$787	$1,830	$2,061	$2,065

CHARLOTTE COUNTY EFFECTIVE RENTS

CLASS	STUDIO	1 BR AVG.	2 BR AVG.	3 BR AVG.
A	$1,576	$1,745	$1,924	$2,080
B/C	$1,471	$1,093	$1,213	$1,504

SUPPLY

	# BLDGS	# UNITS	VACANCY
Lee County	758	38,351	5.4%
Collier County	209	19,063	6.2%
Charlotte County	142	4,929	18.9%
TOTAL	**1,109**	**62,343**	**10.6%**

UNITS NEW / UNDER CONSTRUCTION

	DELIVERIES	UNDER CONSTRUCTION
Lee County	1,318	5,735
Collier County	0	2,778
Charlotte County	595	415
TOTAL	**1,913**	**8,928**

MULTIFAMILY
Market Statistics

MARKET SUMMARY (BY COUNTY)

LEE COUNTY					
Sales Volume	$15,625,000	# of Sales	4	Inventory Buildings	785
Avg. Sales Price	$3,906,250	# of Units Sold	89	Inventory Units	38,570
Avg. Sales $ | Unit	$175,562	Avg. CAP Rate	8.3%	Avg. Asking Rate | Unit	$1,775
Avg. Sale PSF	$186	Unit Absorption	271	Vacancy Rate	5.4%
COLLIER COUNTY					
Sales Volume	$43,528,000	# of Sales	2	Inventory Buildings	209
Avg. Sales Price	$21,764,000	# of Units Sold	120	Inventory Units	19,063
Avg. Sales $ | Unit	$362,733	Avg. CAP Rate	n/a	Avg. Asking Rate | Unit	$2,084
Avg. Sale PSF	$323	Unit Absorption	205	Vacancy Rate	6.2%
CHARLOTTE COUNTY					
Sales Volume	$1,400,000	# of Sales	1	Inventory Buildings	142
Avg. Sales Price	$1,400,000	# of Units Sold	6	Inventory Units	4,929
Avg. Sales $ | Unit	$233,333	Avg. CAP Rate	7.7%	Avg. Asking Rate | Unit	$1,589
Avg. Sale PSF	$135	Unit Absorption	135	Vacancy Rate	18.9%

LEE COUNTY TOP SALES

	ADDRESS	UNITS	SIZE (SF)	SALE PRICE	SALES $ | UNIT	VACANCY	YEAR BUILT	AVG. UNIT SIZE
1	11900-11971 Palm Bay Ct, Bonita Springs	36	33,840	$5,250,000	$145,833	5.9%	2006	Unk
2	Park Villa Apartments 2505-2525 Royal Palms Ave, Fort Myers	36	25,060	$4,200,000	$116,667	9.6%	1973	820
3	4365 Tarpon Ave, Bonita Springs	9	6,934	$3,400,000	$377,778	5.9%	1976	713

COLLIER COUNTY TOP SALES

	ADDRESS	UNITS	SIZE (SF)	SALE PRICE	SALES $ | UNIT	VACANCY	YEAR BUILT	AVG. UNIT SIZE
1	Soluna Townhomes 3697 Soluna Loop, Naples	108	100,000	$42,228,000	$391,000	60.8%	2023	1,631
2	3000 Areca Ave, Naples	12	5,789	$1,300,000	$108,333	0.4%	1957 2012	Unk
3								

CHARLOTTE COUNTY TOP SALES

	ADDRESS	UNITS	SIZE (SF)	SALE PRICE	SALES $ | UNIT	VACANCY	YEAR BUILT	AVG. UNIT SIZE
1	225-227 Rotonda Blvd W, Rotonda West	6	10,364	$1,400,000	$233,333	5.0%	2007	1,183
2								
3								

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