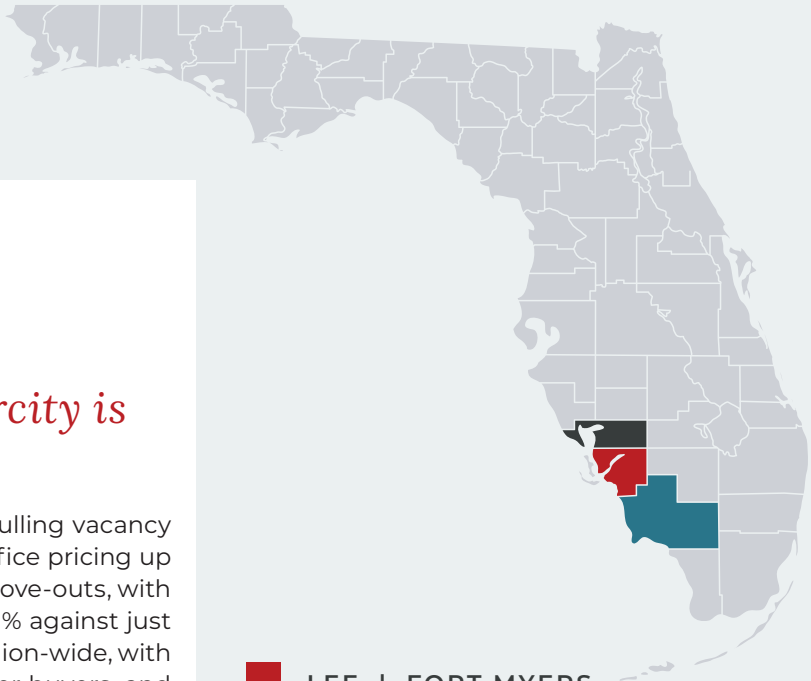


SOUTHWEST FLORIDA OFFICE



MARKET COMMENTARY

NOTHING WAS BUILT, AND THAT IS THE WHOLE STORY

Not one square foot of office space delivered in the region this quarter. In a sector the nation has written off, scarcity is still doing the work.

Southwest Florida office finished Q3 2026 with zero deliveries across all three counties and just 134,000 SF under construction — a rounding error against a 37.4-million-SF base. That supply discipline continues to separate this region from the national office narrative. Fort Myers vacancy of 6.2% sits nearly three points below its 9.0% historical average, Naples at 4.5% is well under its 7.9% norm, and Punta Gorda at 4.0% compares to a 7.0% long-run average. Every market in the region is running tighter than its own history.

Demand diverged by county. Naples was the standout, absorbing 84,900 SF and pulling vacancy down 0.8 points while rents grew 2.9% — and investors followed, pushing Naples office pricing up 9.3% year over year to \$285/SF. Fort Myers gave back roughly 100,000 SF on tenant move-outs, with the softness concentrated at the top of the market: 4 & 5 Star vacancy stands at 11.1% against just 4.7% in 1 & 2 Star product. Punta Gorda was essentially flat. Capital stayed engaged region-wide, with \$425.9 million trading across 240 transactions, led by medical office and owner-user buyers, and pricing up in every county.

Our Outlook

FORT MYERS

Negative absorption reads cyclical, not structural — with only 75K SF underway, vacancy should hold near 6%. The pressure point is the top of the market: at 11.1%, 4 & 5 Star space will likely see concessions before rents reset.

NAPLES

The region's strongest office market, and getting stronger — positive absorption, falling vacancy, 2.9% rent growth and 9.3% pricing gains. With 17K SF underway, expect Naples to hold its \$10/SF rent premium over its neighbors.

PUNTA GORDA

A small, stable, service-driven market where 1 & 2 Star space is the engine at 2.9% vacancy. The 42K SF of 4 & 5 Star product underway is meaningful against a 247K SF premium base — watch how quickly it leases.

TRI-COUNTY STATS

37.4M

SF TRI-COUNTY INVENTORY

5.5%

BLENDED VACANCY (SF-WEIGHTED)

\$425.9M

12-MO SALES VOLUME · 300 DEALS

134K

SF UNDER CONSTRUCTION

MARKET FUNDAMENTALS

FORT MYERS

Lee County · 22.1M SF

6.2%

VACANCY

\$28.61

ASKING RENT / SF

(100K)

12-MO NET ABSORPTION SF

75K

SF UNDER CONSTRUCTION

Still nearly three points tighter than its 9.0% historical average despite 100K SF of move-outs. The softness is at the top: 4 & 5 Star vacancy is 11.1% against 4.7% for 1 & 2 Star space.

NAPLES

Collier County · 11.1M SF

4.5%

VACANCY

\$38.71

ASKING RENT / SF

84.9K

12-MO NET ABSORPTION SF

17K

SF UNDER CONSTRUCTION

The regional standout: 84.9K SF absorbed with zero deliveries cut vacancy to 4.5%, rents grew 2.9%, and pricing jumped 9.3% year over year to \$285/SF — the strongest capital story in the region.

PUNTA GORDA

Charlotte County · 4.2M SF

4.0%

VACANCY

\$25.79

ASKING RENT / SF

(10.3K)

12-MO NET ABSORPTION SF

2K

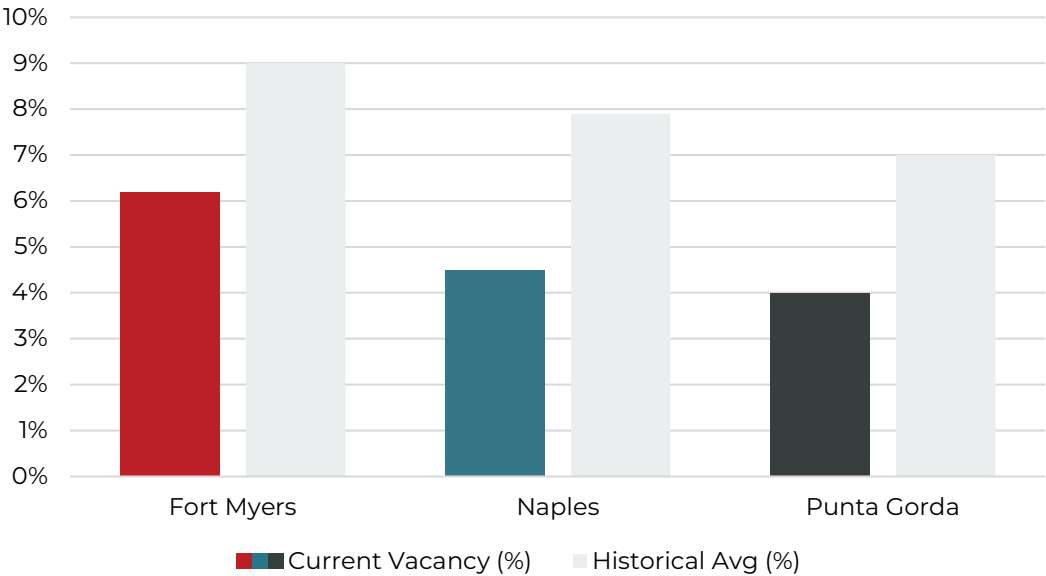
SF UNDER CONSTRUCTION

Small and steady at 4.0% vacancy, well inside its 7.0% historical average. Workhorse 1 & 2 Star space is the engine here at 2.9% vacancy and makes up 57% of inventory.

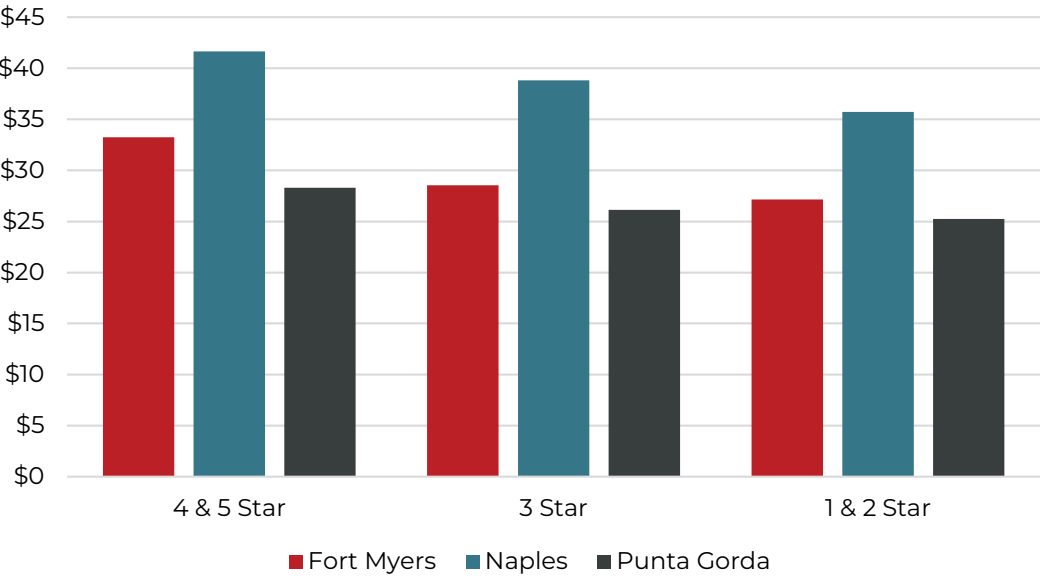
SUPPLY, DEMAND & PRICING

HOW THE MARKETS COMPARE

VACANCY VS. HISTORICAL AVERAGE



ASKING RENT BY PROPERTY TYPE



12-MONTH TRAILING SALES ACTIVITY

TRANSACTION DETAIL

LEE

SALES VOLUME	\$274.8M
TRANSACTIONS	139
TRANSACTIONED SF	1.4M
MARKET PRICE / SF	\$214
TOTAL ASSET VALUE	\$4.8B

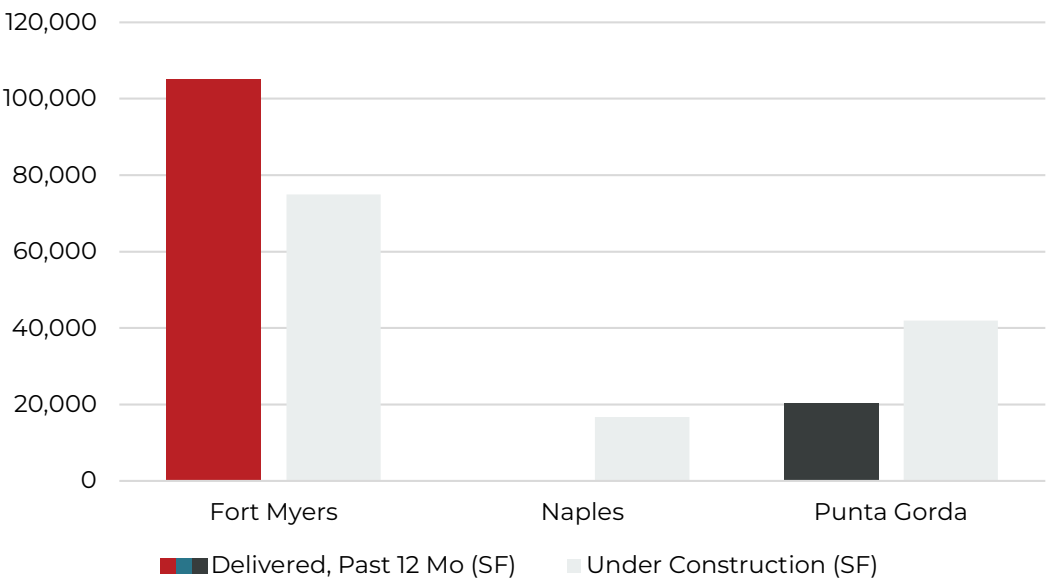
COLLIER

SALES VOLUME	\$137.0M
TRANSACTIONS	80
TRANSACTIONED SF	428K
MARKET PRICE / SF	\$285
TOTAL ASSET VALUE	\$3.2B

CHARLOTTE

SALES VOLUME	\$14.1M
TRANSACTIONS	21
TRANSACTIONED SF	72.8K
MARKET PRICE / SF	\$192
TOTAL ASSET VALUE	\$807.9M

CONSTRUCTION PIPELINE



INVESTMENT SALES VOLUME

