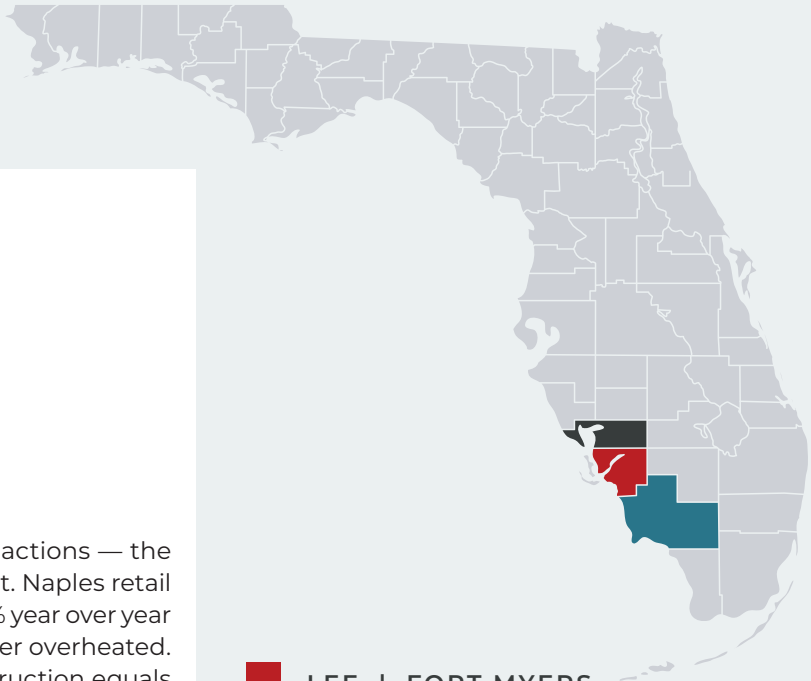


SOUTHWEST FLORIDA RETAIL



MARKET COMMENTARY

RETAIL ABSORBED ALMOST EVERYTHING IT BUILT

821,000 SF delivered. 641,000 SF absorbed. Vacancy moved a few tenths of a point. That is what a market in balance looks like.

Retail remains the steadiest sector in Southwest Florida and the tightest of the three property types the firm tracks. Vacancy finished Q3 2026 between 3.1% and 4.3% across the region — Fort Myers at 3.4%, unchanged year over year; Naples at 4.3%, up half a point; Punta Gorda at 3.1%, up three tenths. All three sit below their own historical averages. The reason is simple arithmetic: developers delivered roughly 821,000 SF over the past twelve months and tenants absorbed about 641,000 SF of it, with Fort Myers alone taking down 519,000 SF. Demand continues to follow rooftops, and Cape Coral led the region with 191,000 SF absorbed.

Capital treated retail accordingly. The region traded \$830.1 million across 313 transactions — the highest dollar volume of any sector this quarter — at the richest pricing in the market. Naples retail changed hands at a 5.9% market cap rate and \$355/SF, while Fort Myers values rose 5.6% year over year to \$257/SF. Rent growth was modest at 1.4% to 1.7%, consistent with a sector that never overheated. The one number worth watching is Punta Gorda's pipeline: 404,000 SF under construction equals 3.5% of its inventory, concentrated in general retail, in a market that absorbed just 17,600 SF this year.

Our Outlook

FORT MYERS

The balance should hold. 519K SF absorbed against 408K SF underway (0.8% of stock) in a market backed by real household growth. Watch Estero at 7.9% vacancy — the one submarket carrying meaningful availability.

NAPLES

Scarcity plus affluence should keep Naples the premium retail market — \$30+/SF rents and a 5.9% cap rate are the lowest-yield, highest-price combination in the region. Power centers at 9.1% vacancy are the subtype to watch.

PUNTA GORDA

The supply risk in this quarter's data. 404K SF underway is 3.5% of inventory against just 17.6K SF absorbed this year — expect vacancy to rise as that space delivers, even with population growth on the market's side.

- LEE | FORT MYERS
- COLLIER | NAPLES
- CHARLOTTE | PUNTA GORDA

TRI-COUNTY STATS

85.1M

SF TRI-COUNTY INVENTORY

3.6%

BLENDED VACANCY (SF-WEIGHTED)

\$830.1M

12-MO SALES VOLUME · 300 DEALS

880K

SF UNDER CONSTRUCTION

MARKET FUNDAMENTALS

FORT MYERS

Lee County · 49.7M SF

3.4%

VACANCY

\$23.25

ASKING RENT / SF

519K

12-MO NET ABSORPTION SF

408K

SF UNDER CONSTRUCTION

The region's retail engine: 519K SF absorbed against 548K delivered held vacancy flat at 3.4%. Cape Coral alone took down 191K SF as household growth keeps pulling tenants north and west.

NAPLES

Collier County · 23.7M SF

4.3%

VACANCY

\$30.38

ASKING RENT / SF

104K

12-MO NET ABSORPTION SF

68K

SF UNDER CONSTRUCTION

The region's premium retail market: \$30.38/SF rents and a 5.9% market cap rate, the lowest yield in Southwest Florida. Outlying Collier absorbed 133K SF, offsetting softness in the established submarkets.

PUNTA GORDA

Charlotte County · 11.6M SF

3.1%

VACANCY

\$20.46

ASKING RENT / SF

17.6K

12-MO NET ABSORPTION SF

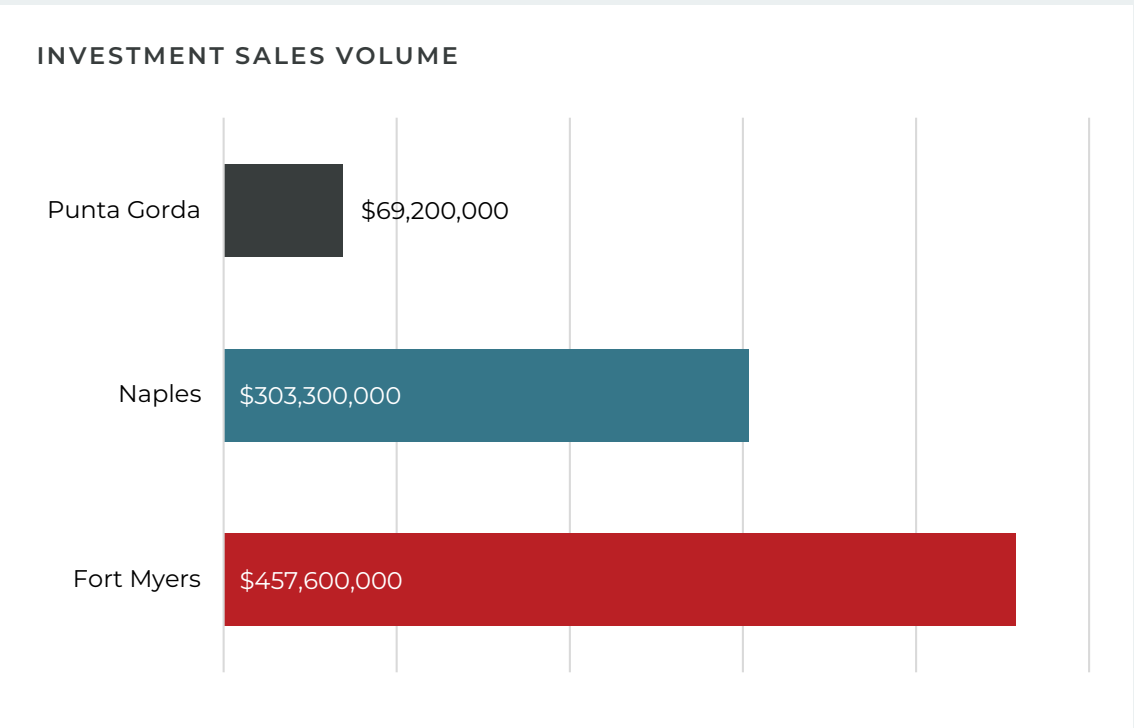
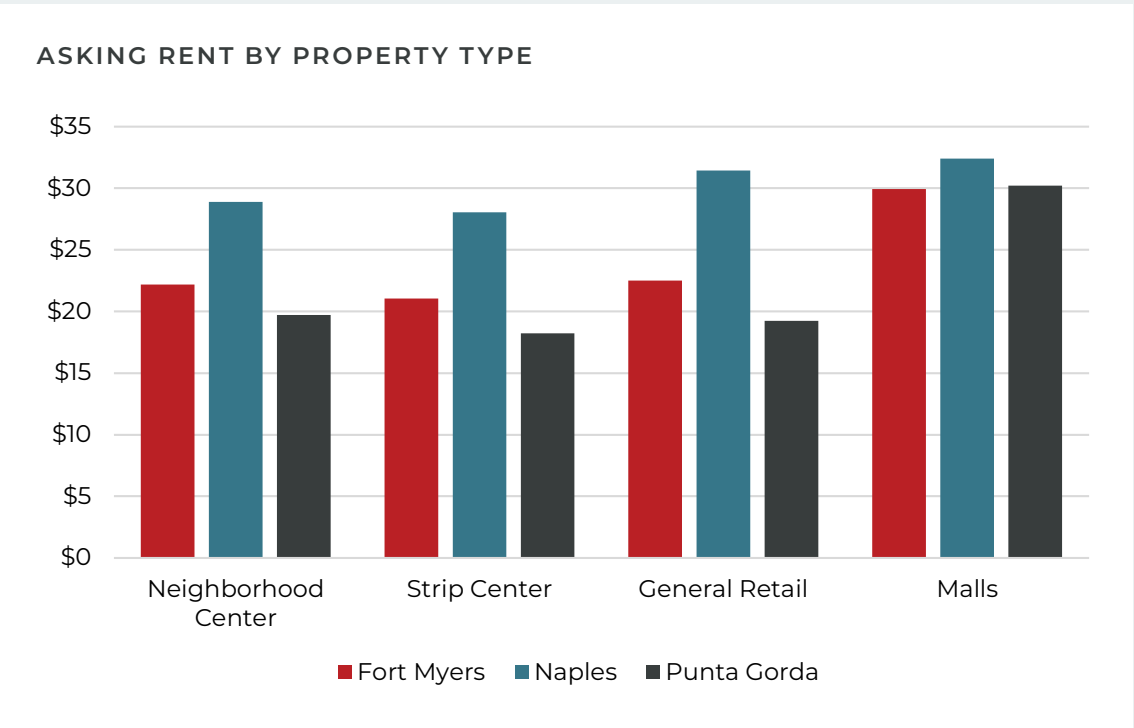
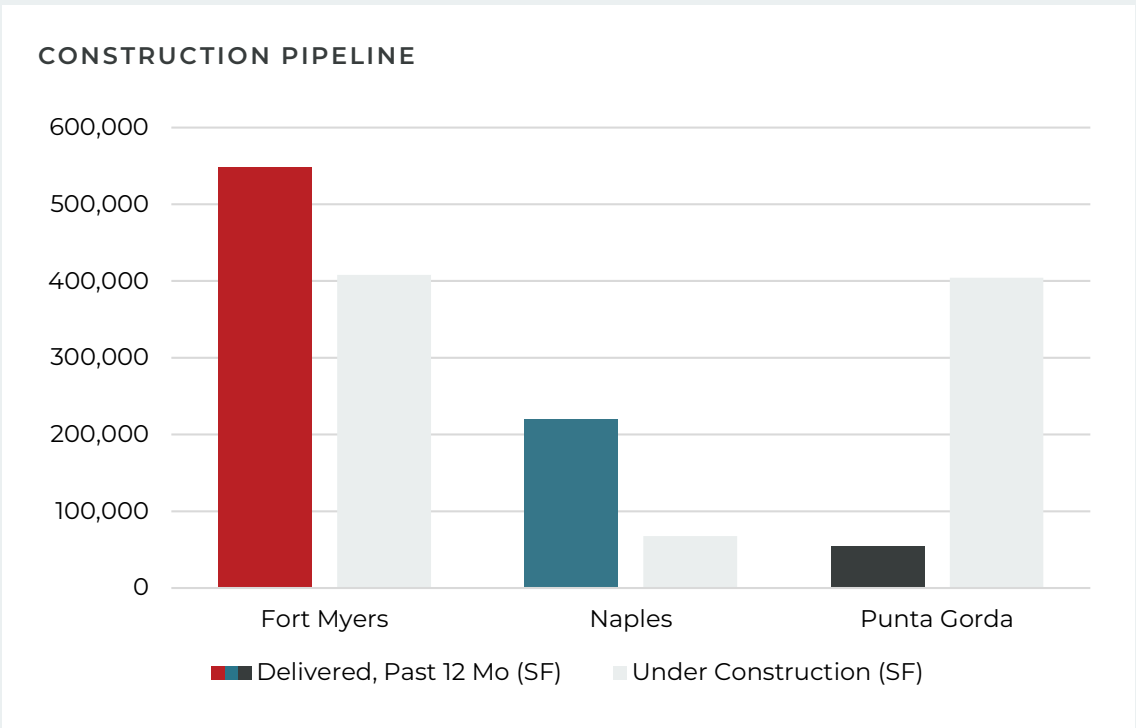
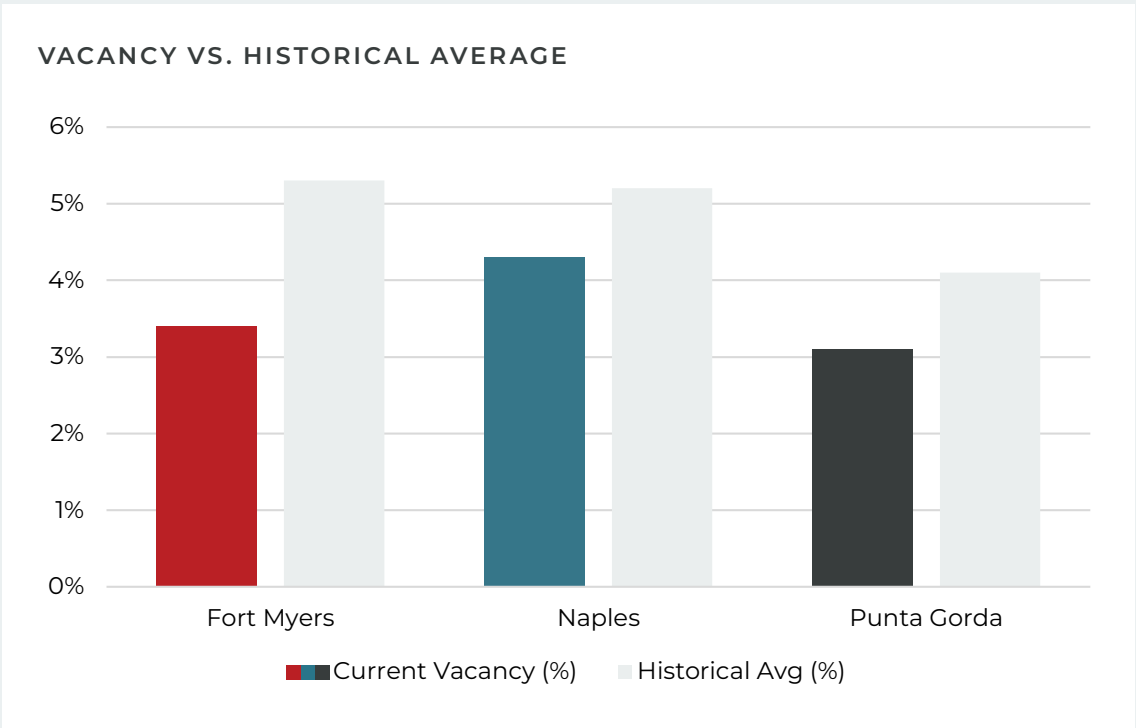
404K

SF UNDER CONSTRUCTION

Tight today at 3.1%, but the pipeline is the story: 404K SF underway equals 3.5% of inventory against just 17.6K SF absorbed this year — mostly general retail along the U.S. 41 corridor.

SUPPLY, DEMAND & PRICING

HOW THE MARKETS COMPARE



12-MONTH TRAILING SALES ACTIVITY

TRANSACTION DETAIL

LEE	
SALES VOLUME	\$457.6M
TRANSACTIONS	184
TRANSACTIONED SF	2.2M
MARKET PRICE / SF	\$257
TOTAL ASSET VALUE	\$12.9B

COLLIER	
SALES VOLUME	\$303.3M
TRANSACTIONS	94
TRANSACTIONED SF	961K
MARKET PRICE / SF	\$355
TOTAL ASSET VALUE	\$8.5B

CHARLOTTE	
SALES VOLUME	\$69.2M
TRANSACTIONS	35
TRANSACTIONED SF	464K
MARKET PRICE / SF	\$189
TOTAL ASSET VALUE	\$2.3B