



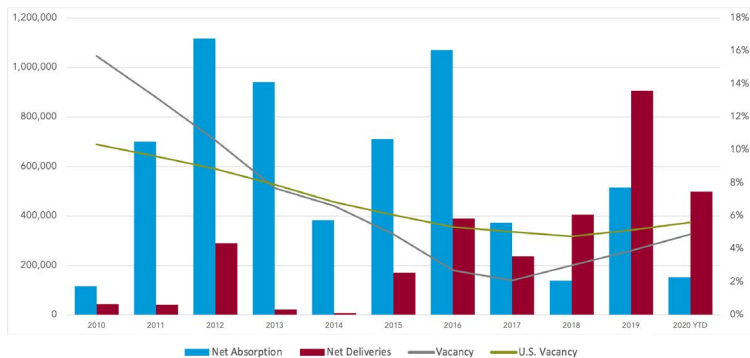
### INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

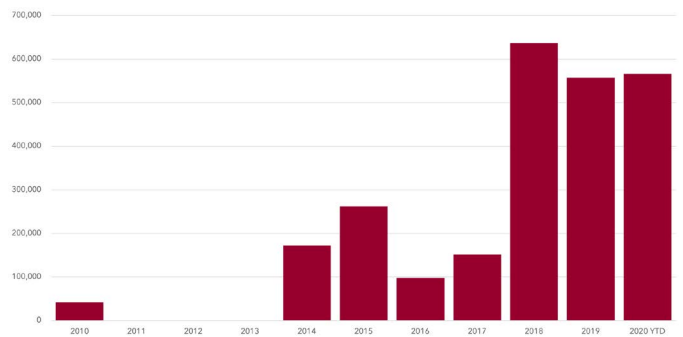
Absorption was positive for the Fort Myers Metropolitan Statistical Area (MSA) with some of the largest leases for second quarter in the City of Fort Myers submarket. The COVID-19 pandemic reduced leasing activity by 48% from this time last year. The slowdown in second quarter pre-leasing activity resulted in a 140-basis point (bps) increase in vacancy from one year ago to 4.8%. However, Fort Myers remains a desirable market for new spec construction with nearly 565,944 sf in the pipeline. The increased demand for e-commerce makes the need for quality warehouse/distribution space even more desirable as an increased volume in goods will need to reach consumers along Southwest Florida's I-75 corridor.

MARKET INDICATORS	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019
▲ Net Absorption	97,242 SF	82,099 SF	49,590 SF	141,560 SF	162,700 SF
▲ Vacancy Rate	4.80%	3.80%	3.90%	3.50%	3.40%
▲ Avg NNN Asking Rate	\$8.79 PSF	\$8.50 PSF	\$8.17 PSF	\$8.09 PSF	\$8.15 PSF
▼ Under Construction	565,944 SF	614,618 SF	557,070 SF	572,499 SF	399,294 SF
▲ Inventory	33,752,924 SF	33,381,154 SF	33,254,536 SF	33,028,749 SF	32,929,509 SF

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9350 Laredo Ave Fort Myers, FL	99,432 SF	\$7,650,000 \$76.94 PSF	9350 Laredo LLC TSI Property LLC	Class B
7225 Sanibel Blvd Fort Myers, FL	45,551 SF	\$5,375,000 \$118.00 PSF	7225 Sanibel Blvd LLC MyGarage, LLC	Class C
12065 Metro Pky Fort Myers, FL	22,594 SF	1,225,000 \$54.00 PSF	Sorei, LLC MGM Enterprises	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9373 Laredo Ave Fort Myers, FL	20,340 SF	EastGroup Properties LP	Ferguson Enterprises, LLC	Plumbing Distributor
12601 Corporate Lakes Dr Fort Myers, FL	19,200 SF	Seagate Development Group	Red Bull Distribution Company	Soft Drink Manufacturing
12702 Trade Way Dr Bonita Springs, FL	10,560 SF	McGarvey Development Company	CatapultMD	Manufacturing