



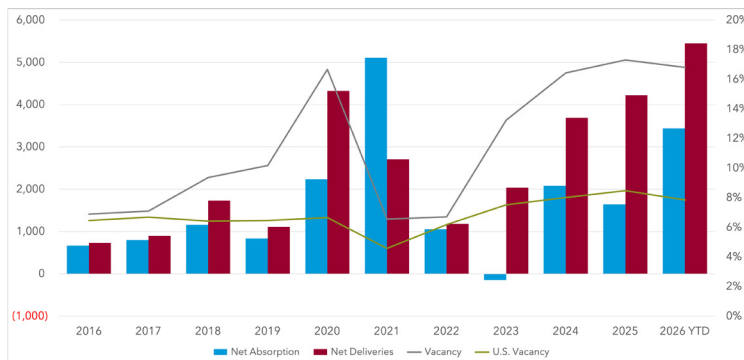
MULTIFAMILY MARKET OVERVIEW

LINDA GARRISON, Office Manager

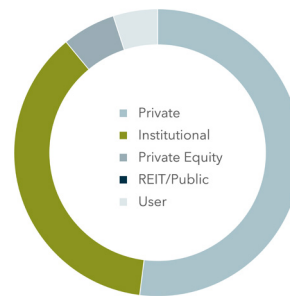
The Fort Myers multifamily market in Q3 2026 remains in a corrective, supply-heavy phase characterized by double-digit vacancy rates, declining asking rents, and conservative investor underwriting. Vacancy rates are hovering at 16.8% across Fort Myers (near 25-year highs reached earlier in the cycle). Annual rent growth is down 3.6%, with average asking rents sitting around \$1,700 per month. Sales prices per unit generally range between \$195,000 and \$215,000, while cap rates have pushed upward to 6.1%–6.4% as the market rebalances. Landlords face heightened competition, frequently relying on tenant concessions (such as free months or reduced move-in fees) to maintain occupancy.

MARKET INDICATORS	Q3 2026	Q2 2026	Q1 2026	Q4 2025	Q3 2025
▲ 12 Mo. Absorption Units	3,437	2,820	1,268	1,643	2,403
◀▶ Vacancy Rate	16.80%	16.80%	17.20%	17.30%	15.00%
▼ Asking Rent/Unit	\$1,695.00	\$1,705.00	\$1,689.00	\$1,673.00	\$1,699.00
▲ Sale Price/Unit	\$206,000.00	\$202,921.00	\$202,144.00	\$202,866.00	\$206,728.00
▼ Cap Rate	6.10%	6.40%	5.99%	5.96%	5.87%
▼ Under Construction Units	2,949	3,788	4,585	5,349	5,420
▲ Inventory Units	121,826	121,594	119,193	116,012	111,735

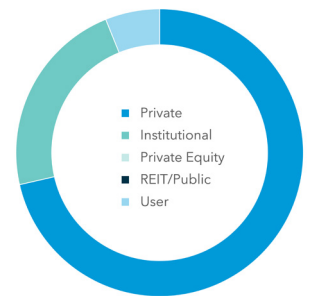
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
5500 Spectra Cir Fort Myers, FL	\$67,000,000 \$206,790.12 Per Unit	324	The Embassy Group, LLC Coastal Ridge Real Estate
16175 John Morris Rd Fort Myers, FL	\$11,602,016 \$43,130.17 Per Unit	269	Indian Creek Property Owner, LLC Sun Indian Creek, LLC
541 - 581 Prospect Ave Fort Myers, FL	\$5,600,000 \$121,739.13 Per Unit	46	KGB Properties 111, LLC Dealmeida Rentals, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Uniprop	\$181,562,500
Rock	\$181,562,500
Cornerstone Group	\$162,741,855
ApexOne Investment Partners	\$152,800,000
Blue Roc Premier	\$152,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Cove Communities	\$363,125,000
Blackstone, Inc.	\$294,380,088
Cardinal Capital Partners, Inc.	\$191,880,000
TerraCap Management, LLC	\$161,255,000
Grant Cardone	\$155,250,000

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