

Market View

Charlotte County

4th Quarter 2025



RETAIL

SECTOR OVERVIEW

In 4Q2025, the Charlotte County retail sector once again shifted direction across several key metrics, though underlying fundamentals remain notably tight and resilient. Vacancy rose 70-bps QoQ and is up 140-bps YoY; however, at just 4%, the market remains highly constrained by industry standards. New supply played a role, with annual deliveries exceeding 140k-sf—the highest level since 2019—contributing to demand-side pressure. Net absorption turned sharply negative in Q4, pushing the sector into its first annual contraction since 2015.

Leasing activity provided a clear counterbalance. Deal volume increased 9% QoQ and 58% YoY, while SF leased surged 75% from Q3 and 40% annually, signaling healthy tenant demand despite elevated occupancy costs. Average asking rates held flat QoQ but climbed >10% YoY, reinforcing continued pricing power.

Sales activity moderated in pace but remained constructive overall. Transaction count declined 25% from Q3 but finished flat YoY, while dollar volume rose 9% QoQ and 23% annually—marking the strongest year since 2022. SF traded fell sharply (-60% QoQ; -6% YoY), reflecting a shift toward smaller assets. Pricing adjusted accordingly, with average and median values settling at \$191 PSF and \$198 PSF, respectively—down from prior peaks but more aligned with long-term norms.

SUPPLY

SUBMARKET	# BLDGS	TOTAL SF	VACANCY RATE
Punta Gorda	248	2,368,348	2.3%
Port Charlotte	528	7,304,844	4.1%
All Other Areas	333	2,790,471	5.2%
TOTAL	1,109	12,463,663	4.0%

DEMAND

SUBMARKET	LEASES	LEASED SF	NET ABSORPTION
Punta Gorda	10	29,144	5,575
Port Charlotte	6	9,670	-52,956
All Other Areas	8	78,808	-24,519
TOTAL	24	117,622	-71,900

NEW & UNDER CONSTRUCTION



143,428

SF Delivered YTD

196,988

SF Under Construction



TOP LEASES

	DESCRIPTION	ADDRESS	BUILT	SF LEASED	TENANT
1	Class A Freestanding Retail	Crescent B Commons 42051 Cypress Pky, Babcock Ranch	2021	49,962	Publix
2	Class C Strip Center	Fisherman's Village 1200 W Retta Esplanade, Punta Gorda	1979	7,080	The Islands
3	Class B Retail (Proposed)	Jones Loop Rd & Indian Springs Cemetary, Punta Gorda	2027	6,500	Mavis Discount Tire

* Excludes Renewals

TOP SALES

	DESCRIPTION	ADDRESS	BUILT	ASSET SF	SALE \$ PSF	SALE TYPE
1	Class C Veterinarian/Kennel	4200 Kings Hwy, Port Charlotte	2010	7,556	\$2,778,700 \$369.07 PSF	Investment
2	Class B QSR	Burger King 12531 S Mccall Rd, Port Charlotte	3281	3,281	\$1,055,550 \$321.72 PSF	Investment
3	Class C Auto Repair	Caliber Collision 23309 Harbor View Rd, Port Charlotte	1961	12,000	\$1,000,000 \$83.33 PSF	Investment

* Includes User and Investment Sales

RETAIL

Market Statistics

LEASE ACTIVITY					SALES ACTIVITY			
	# Executed Leases	Total SF Leased	Avg Deal Size	Current Avg. Asking Rate	# Sold	Median Sold PSF	# Sold	Median Sold PSF
SPACES UNDER 2,500 SF					BASE RENT	USER SALES		INVESTMENT SALES
Punta Gorda	6	8,548	1,425	\$15.67	0	n/a	0	n/a
Port Charlotte	5	5,470	1,094	\$19.03	0	n/a	1	\$178
All Other Areas	3	5,746	1,915	\$10.49	0	n/a	0	n/a
TOTAL	14	19,764	1,412	\$16.03	0	n/a	1	\$178
SPACES FROM 2,500 - 4,999 SF					BASE RENT	USER SALES		INVESTMENT SALES
Punta Gorda	2	7,016	3,508	\$16.16	0	n/a	0	n/a
Port Charlotte	1	4,200	4,200	\$20.25	1	\$292	1	\$322
All Other Areas	0	0	n/a	\$12.22	0	n/a	0	n/a
TOTAL	3	11,216	3,739	\$16.19	1	\$292	1	\$322
SPACES FROM 5,000 - 9,999 SF					BASE RENT	USER SALES		INVESTMENT SALES
Punta Gorda	2	13,580	6,790	\$16.16	0	n/a	0	n/a
Port Charlotte	0	0	n/a	\$21.01	0	n/a	1	\$369
All Other Areas	4	23,100	5,775	\$9.27	0	n/a	0	n/a
TOTAL	6	36,680	6,113	\$15.95	0	n/a	1	\$369
SPACES FROM 10,000 - 24,999 SF					BASE RENT	USER SALES		INVESTMENT SALES
Punta Gorda	0	0	n/a	\$15.00	0	n/a	1	\$65
Port Charlotte	0	0	n/a	\$17.12	0	n/a	1	\$83
All Other Areas	0	0	n/a	\$9.27	0	n/a	0	n/a
TOTAL	0	0	n/a	\$13.17	0	n/a	2	\$74
SPACES FROM 25,000 SF+					BASE RENT	USER SALES		INVESTMENT SALES
Punta Gorda	0	0	n/a	n/a	0	n/a	0	n/a
Port Charlotte	0	0	n/a	\$15.74	0	n/a	0	n/a
All Other Areas	1	49,962	49,962	\$10.23	0	n/a	0	n/a
TOTAL	1	49,962	49,962	\$12.43	0	n/a	0	n/a

7.4%
Charlotte
County

**CAP
RATES**

Reflect the average of advertised rates as reported to Costar over past 4-quarters (10 Total Sales)

6.6%
Punta
Gorda

7.7%
Port
Charlotte

8.0%
All Other
Areas

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