

Lee County Industrial Market Report

Q1 2025 Update with Submarket Data & Forecasting

Executive Summary

Lee County's industrial real estate market in Q1 2025 was shaped by its position within the Southwest Florida region, the functionality of available warehouse and flex inventory, and access to I-75, US-41, SR-82, Southwest Florida International Airport. At the start of 2025, occupiers remained selective as new supply and elevated financing costs increased negotiating leverage in many Florida markets. Population growth, construction supply, service distribution and last-mile demand support the industrial base. I-75 access and the depth of local labor are central site-selection considerations. County-level rent, vacancy, absorption and construction statistics are shown only when public market coverage reports them separately.

Key Market Fundamentals

Metric	Q1 2025 Performance
Total Industrial Inventory	42,463,606 SF
Quarterly Net Absorption	-165,034 SF
Overall Vacancy Rate	5.9%
Average Asking Rent	\$14.48/SF NNN
Under Construction	1,637,068 SF

Submarket Breakdown & Analysis

- **Fort Myers:** The county's principal concentration of warehouse, flex, service-industrial or manufacturing activity.
- **Cape Coral:** A secondary industrial node serving local distribution, contractors and population-driven users.
- **Airport/I-75:** A specialized or emerging operating area where utilities, zoning and access should be confirmed.
- **Bonita Springs:** A location-dependent node whose performance is influenced by available sites and freight connectivity.
- **Freight and access framework:** I-75, US-41, SR-82, Southwest Florida International Airport.

Notable Industrial Transactions & Development

- No Q1 2025 county-specific industrial sale, lease or development transaction with complete, independently verifiable public terms was selected for this report. This does not mean no transaction occurred; confidential leases, private sales and off-market activity may not appear in public reporting.

Market Forecast & Outlook (Q1 2025)

1. Leasing and rents: Over the following 12 months, asking-rent performance should remain most defensible for functional infill warehouse, flex and service-industrial space. Older product may require concessions or capital improvements when loading, clear height or truck access is deficient.

2. Supply and vacancy: New construction should be evaluated at the applicable metro or corridor level. For Lee County, a small number of deliveries or move-outs can materially affect availability, particularly where the industrial inventory is limited.

3. Investment and off-market activity: Buyer demand should continue to favor durable occupancy, replacement-cost advantages and properties with yard, power or location characteristics that are difficult to reproduce. Confidential and off-market transactions may not appear in public statistics.

Industrial Property Focus

For Lee County acquisitions and leasing requirements, evaluate warehouse and flex functionality, loading, clear height, power, truck circulation, flood exposure, zoning, outside-storage permissions, yard security, utilities and proximity to I-75, US-41, SR-82, Southwest Florida International Airport. HDK Capital also canvasses owners for off-market industrial, IOS, fenced-yard and sale-leaseback opportunities.

DISCLOSURE: County totals are shown only when a public source reports that county separately. Regional, metro and multi-county totals are never presented as county totals. Public information is believed reliable but has not been independently audited and may be incomplete, delayed or revised. "Not publicly reported" does not imply zero activity. This is not an appraisal, valuation, legal, tax or investment opinion. Verify all facts, availability and transaction terms independently.