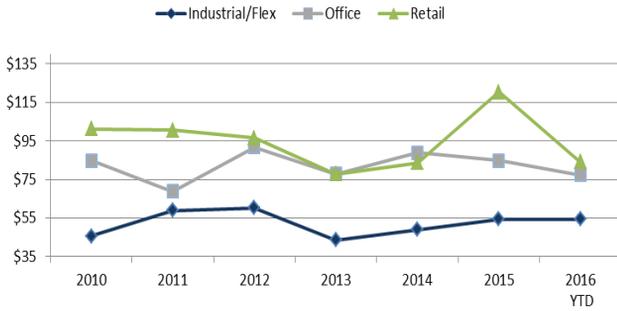


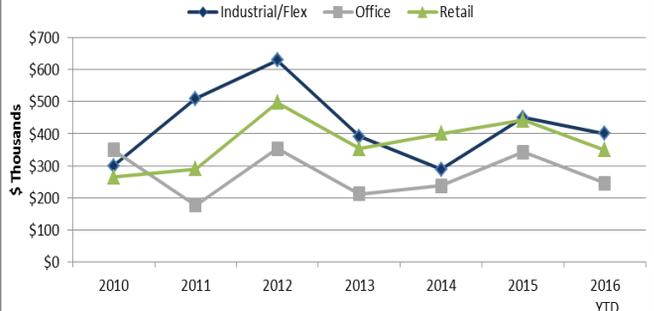


Charlotte County Commercial

Charlotte County Commercial Sales (Per Sq. Ft)



Charlotte County Commercial Sales (Per Transaction)



As summer comes to a close, the Charlotte County commercial market seems to be cooling off more quickly than our temperatures. However, this market never really heated back up with any significance since the Great Recession. Over the past three years, the commercial market has experienced only modest improvement. Though 2016 is not over yet, and the data set for the year is relatively small, it is safe to say that overall market prices are beginning to level off.

The bright note for Charlotte in 2016 has been a flurry of activity with hotel properties and net lease/corporate purchased retail properties. On Sandhill Boulevard, the sale of Hampton Inn and Holiday Inn Express represented \$9,000,000 out of \$31,000,000 in sales volume from the top ten transactions. Properties occupied, or to be occupied, by retailers

such as 7-11, Bob Evans, Outback, Longhorn Steakhouse, O'Reilly Automotive, Dunkin Donuts and Subway make up the majority of the major transactions on the retail side.

The industrial market remains strong with minimal vacancy (2.8% per CoStar) at the end of the second quarter 2016. Last year, the market was blessed with the construction of the Cheney Brothers distribution facility. This same company has already announced plans for expansion on this property which is exciting news for the Charlotte industrial market. As rents continue to creep up, look for potential development opportunities.

Conversely, the office market, albeit improved from the days of 14%+ vacancy in 2012, is still experiencing relatively high vacancy with a reported 9.1% vacancy (per CoStar) in the second quarter.

The largest transaction in Charlotte County in 2016 has been the acquisition of the "Mercabo" property, which is the former Mercury outboard testing site, at the entrance to Boca Grande Causeway. The property consists of approximately 30 acres on the intracoastal waterway and was acquired for \$20.6M. Any guesses as to the plans for this property? The Gasparilla Island Conservation and Improvement Association acquired the property for redevelopment into a preserve/park into perpetuity. This group acquired out of fear of significant development on the site. This will be a wonderful addition for the residents in this area.

Notable 2016 Sales

- 14050 Gasparilla Rd
Sold January 29, 2016
Preserve- 30 acres
\$20,600,000
- 1381 Tamiami Tr
Sold February 26, 2016
Longhorn Steakhouse
\$3,100,000/ \$481.37 per square foot
- 19650 Cochran Blvd
Sold June 29, 2016
Advance Auto Parts
\$2,670,000/ \$381.43 per square foot



- ♦ Commercial and Residential
- ♦ Litigation Support/Eminent Domain
- ♦ Subdivision/Development Analysis
- ♦ Insurable Value
- ♦ Estate/Taxation Appraisals
- ♦ Ad Valorem Issues
- ♦ Rental Studies/Lease Analysis
- ♦ General Consulting

