

COMMERCIAL SHOWROOM + WAREHOUSE

3040 Fowler Street, Fort Myers, FL

FOR SALE



EXECUTIVE SUMMARY

Apex Capital Realty is pleased to present 3040 Fowler Street, a ±25,489 SF fully air conditioned commercial showroom and warehouse facility on a substantial ±1.95-acre site in the heart of Fort Myers' primary commercial corridor. Positioned just south of the rapidly expanding Midtown District, the property suits an owner-user, an investor, or an adaptive reuse or Live Local Act play.

The CI-NR (Commercial Intensive) base district permits a broad range of commercial uses by right. With 800 amp three-phase power, full building air conditioning, a full interior fire sprinkler system, ±16' clear height and low site coverage, the asset supports far more than warehouse use.

- ±25,489 SF Fully A/C Showroom + Warehouse
- ±1.95 Acres | Fenced & Gated | Vacant or Leaseback

PROPERTY OVERVIEW

BUILDING SIZE	±25,489 SF
LAND AREA	±84,811 SF (±1.95 Acres)
ZONING	CI-NR Commercial Intensive (PUD 2881)
DELIVERY	Vacant at Closing or Sale Leaseback

ASKING PRICE
\$4,800,000



PROPERTY OVERVIEW

The property consists of a single-story commercial building of concrete block and stucco with a rigid frame and bar joist roof, built in 1985. It is configured as warehouse space with a front-facing showroom and office of approximately 1,556 SF, roughly 6% of enclosed area, fronted by a glass storefront suitable for customer-facing operations.

The building is fully air conditioned throughout, including the warehouse, and carries a full interior fire sprinkler system installed in 2006. The site is fully paved, fenced and gated with dual electric gates, $\pm 30\%$ coverage.

BUILDING & SITE SPECIFICATIONS

- **Building Size:** $\pm 25,489$ SF
- **Land Area:** $\pm 84,811$ SF (± 1.95 Acres)
- **Clear Height:** Approximately 16 feet
- **Loading:** Two (2) grade-level roll-up doors
- **Construction:** Concrete block with steel framing
- **HVAC:** Fully air conditioned
- **Fire Protection:** Full interior sprinkler
- **Power:** 800 Amp, 208Y/120V 3-phase
- **Security:** Fully fenced and gated perimeter
- **Parking:** Extensive on-site surface parking; Low site coverage ratio
- **Site:** $\pm 46,409$ SF blacktop
- **Included:** Racking conveys



INVESTMENT HIGHLIGHTS

STRATEGIC SIZE: Functional $\pm 25,489$ SF footprint with a $\pm 16'$ clear height.

EXCESS LAND: The ± 1.95 -acre paved site provides ample room for fleet parking and customer parking at $\pm 30\%$ site coverage.

COMMERCIAL INTENSIVE ZONING: CI-NR permits a broad range of commercial uses by right, including retail, restaurant and brewery, fitness, medical, laboratory, office, self storage, and vehicle sales and service.

PRIME ACCESS: Direct frontage on Fowler Street, a primary north-south artery connecting Downtown to the southern commercial hubs.

SELLER FLEXIBILITY: Open to parcel breakup or selling portions of the land separately.

OPTIONAL BUSINESS SALE: Seller open to selling operating business and inventory.



INTERIOR PHOTOS



LOCATION OVERVIEW



3040 Fowler Street is centrally located within Fort Myers, providing direct connectivity between Downtown Fort Myers, Colonial Boulevard (SR-884), and surrounding commercial districts. Fowler Street serves as a major north-south arterial **carrying approximately 26,000 AADT**, supporting a blend of industrial, service commercial, and adaptive reuse properties.

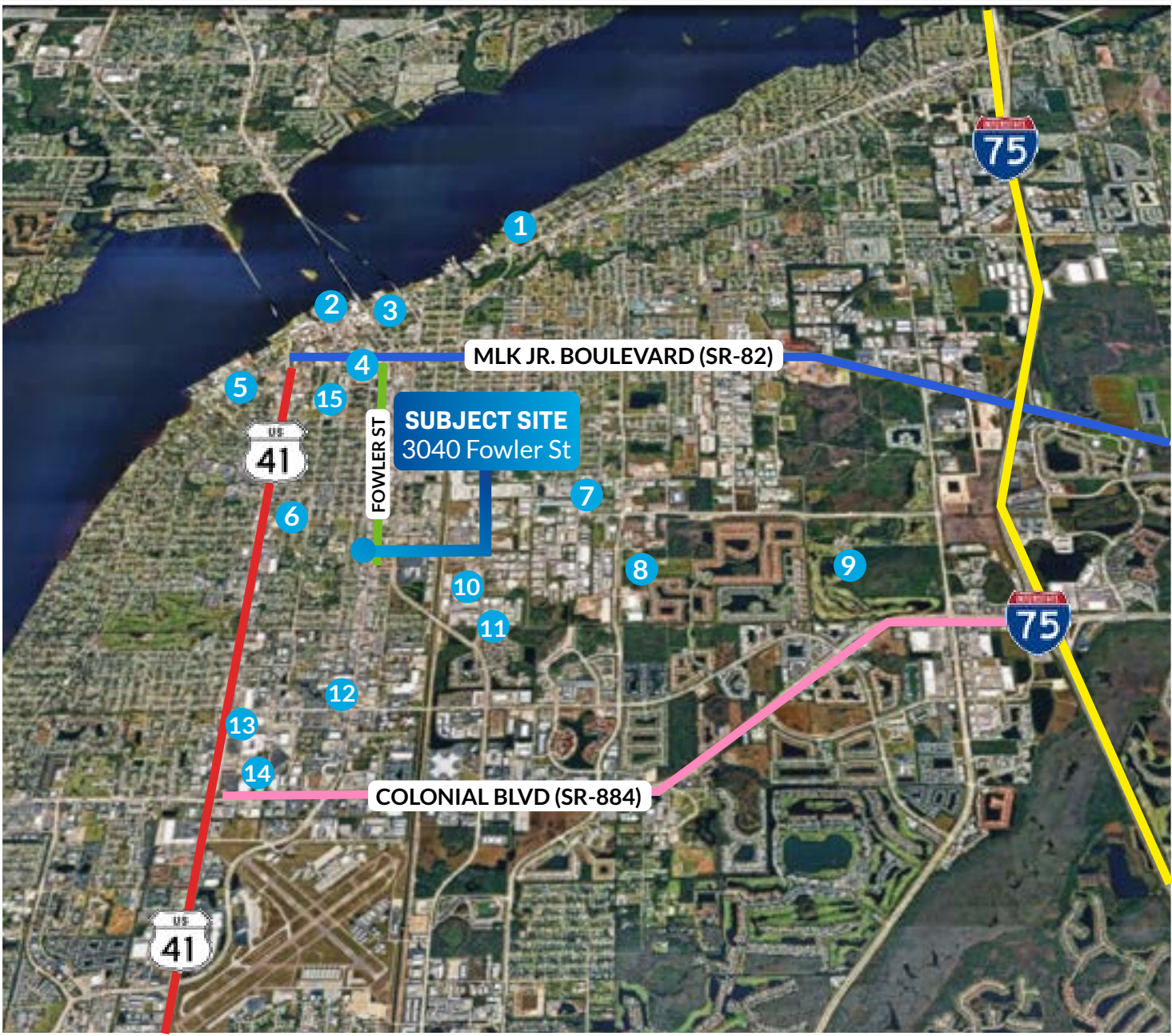
The corridor benefits from strong visibility, established commercial activity, and proximity to population centers, making it suitable for hybrid industrial-commercial uses.

NEIGHBORHOOD OVERVIEW & HIGHLIGHTS

The Fowler Street corridor is transitioning from traditional industrial to a mix of “maker spaces,” retail showrooms, and residential infill.

- **The Midtown Surge:** The City’s Midtown Plan is transforming the area immediately north of the property into a high-density urban core with 6,000+ planned residential units.
- **Infrastructure Connectivity:** Direct proximity to MLK Jr. Blvd (SR-82) and US-41, providing seamless logistics for distribution or service-based businesses.
- **Commercial Maturity:** Surrounded by established trade partners, including automotive, construction supply, and specialty wholesale.

LOCATION MAP



1 - First Street Apartments



2 - Sip & Sizzle



3 - Swamp Cat Brewing Company



4 - The Catalyst



5 - Lee Memorial Hospital



6 - dd's DISCOUNTS



7 - Shooters LLC



8 - Extreme Rage Paintball Park



9 - Eastwood Golf Course



10 - 84 Lumber



11 - IMEX Stone



12 - Victory Layne Chevrolet



13 - Edison Mall



14 - Vicky Bakery



15 - Montage at Midtown

REPOSITIONING POTENTIAL

OWNER-USER STRATEGY

Ideal for contractors, distributors, or service businesses requiring frontage, yard space, and immediate occupancy.

SHOWROOM / FLEX REPOSITIONING

Suitable for building products, specialty retail with warehouse support, medical equipment users, or hybrid office-industrial concepts.

LAND RECONFIGURATION / REDEVELOPMENT

Low site coverage and seller flexibility allow for parcel splits, additional improvements, or future redevelopment subject to approvals.

DEVELOPMENT POTENTIAL

The property's CI-NR Commercial Intensive zoning creates a “high-upside” scenario:

- **Adaptive Reuse:** The 16' clear height and concrete block construction are perfect for conversion into a Creative Flex Office or Brewery/Entertainment Venue, similar to the nearby Swamp Cat project.
- **Live Local Act (Density):** Under Florida's Live Local Act, industrial/commercial zoned lands may be eligible for high-density residential redevelopment if 40% of units are designated as affordable, potentially allowing up to 70 units per acre in this district.
- **Parcel Breakup:** Seller openness to partial land sales provides the opportunity to monetize excess land and reduce basis.

All development concepts are subject to zoning verification and municipal approval.



RENTAL RATE ANALYSIS (IMMEDIATE AREA)

Current market data for the Fowler Street and Winkler submarkets indicates strong upward pressure on “last-mile” industrial and flex space.

PROPERTY TYPE	ASKING RENT (NNN)	NOTES
Warehouse / Industrial	\$14.00 – \$16.50/SF	Older stock (1960s-80s) near Fowler St is commanding \$15+/SF due to low vacancy
Flex / Maker Space	\$18.00 – \$23.00/SF	High demand for units with small office showroom footprints
Showroom / Retail	\$22.00 – \$27.00/SF	Premium for Fowler St frontage and glass storefronts
Adaptive Reuse Office	\$24.00 – \$30.00/SF	Converted industrial "loft" style offices in the River District/Midtown area

OPERATING EXPENSES

3040 Fowler Street, Fort Myers, FL 33901
±25,489 SF | Seller-reported actuals

EXPENSE	2024	2025	\$/SF
Property Taxes	\$56,039	\$53,953	\$2.12
Building Insurance	\$9,360	\$9,360	\$0.37
Electricity	\$4,560	\$4,560	\$0.18
Water, Sewer & Waste	\$4,188	\$4,188	\$0.16
Service Contracts	\$1,000	\$1,000	\$0.04
TOTAL	\$75,147	\$73,061	\$2.87

Service contracts include landscaping, pest control, fire sprinkler, HVAC, alarm and gate maintenance.

NOT INCLUDED ABOVE

Property management. Typically underwritten at 3% of effective gross income.
Replacement reserves. Typically \$0.15 to \$0.25/SF for roof, pavement and HVAC.
Under a NNN lease, taxes, insurance and site expenses pass through to the tenant.

UNDERWRITING NOTE

Florida reassesses property to market value upon transfer. The parcel is currently assessed at \$2,892,067, below market. A buyer should underwrite taxes at the purchase price, not at the seller's current basis.

PROJECTED AT \$4,800,000

Property taxes	~\$83,400
All other expenses	\$19,108
Total operating expenses	~\$102,500

\$4.02 / SF buyer-adjusted

NEARBY DEVELOPMENTS

COMPLETED / NEARING COMPLETION

- First Street Apartments: A 274-unit, 4-story luxury complex located at First & Fowler (delivered 2024/2025).
- Montage at Midtown (Phase I): A \$72M mixed-use development including 200+ apartments and a 6-story parking garage, acting as the anchor for the neighborhood's revitalization.

PROPOSED / UNDER CONSTRUCTION

- The Catalyst Project (Midtown): A 10-acre redevelopment at MLK & Fowler proposed to include 600+ apartments, 50,000 SF of retail, and 150,000 SF of office space.
- Tempo by Hilton: An 11-story, 175-room hotel planned for downtown (target break ground Feb 2026).
- Amazon Mega Distribution Center: A 750,000 SF facility near I-75 and MLK (approx. 4 miles east), which will drive regional demand for secondary "last-mile" support warehouses like 3040 Fowler.



NEW BUSINESS ACTIVITY & SYNERGY



The vicinity is shifting toward lifestyle and experience-based uses, making the property's showroom potential highly valuable.

- **SWAMP CAT BREWERY:** Located at the NE corner of MLK and Fowler, this 1950s church conversion into a brewery is a prime example of successful adaptive reuse in the immediate area.
- **CENTRAL ROCK GYM & RESURGENCE BREWING:** A new “climbing and craft beer” concept recently announced for South Fort Myers, signaling the high demand for large-format entertainment venues.
- **SIP & SIZZLE:** A new dining concept recently opened in the Downtown/Midtown area.
- **VICKY BAKERY:** A popular South Florida franchise that recently expanded to a location near the Edison Mall (Fowler St corridor).



561 NE 79 ST - SUITE 420

Miami, FL 33138

www.APEXCAPITALREALTY.com

ALEXANDER REYES

COMMERCIAL ADVISOR

(786) 755-1105

ALEXANDER@APEXCAPITALREALTY.COM