

Market View

Collier County
3rd Quarter 2022



LAND

SECTOR OVERVIEW

Whether a function of a changing investment climate, increasing scarcity of available property, or both, the Collier County Land Sector delivered disappointing results for 3Q2022. Sales dropped from their already subdued levels earlier in the year, bearing more of a resemblance to the first 3 quarters of 2020 than the furious pace of 2021. Of particular note, and almost certainly a reflection of increasingly scarce offerings, is the fact that no industrial sales were reported for the first time since 3Q2019. While one would expect increasing scarcity to fuel higher prices, the quarter also saw the lowest median price per acre for all land types fall below \$500k/acre for the first time since 2020 as well.

While it will take time for the effects of end of quarter Hurricane Ian to manifest themselves, it appears that Collier was spared much of the hardship suffered by the surrounding area. Until that point, fundamental metrics such as unemployment and tourist tax revenues were on par with or up slightly from seasonal expectations and other regional and state-wide averages.

COMMERCIAL LAND DEMAND

SUBMARKET	SOLD	ACRES SOLD	SALES VOLUME
North Naples	3	7.0	\$9,261,900
Naples	0	n/a	n/a
East Naples	1	0.6	\$1,200,000
Golden Gate	0	n/a	n/a
Lely	1	2.0	\$3,000,000
Marco Island	0	n/a	n/a
Outlying Collier Co.	4	80.4	\$19,395,000
TOTAL	9	90.0	\$32,856,900

INDUSTRIAL LAND DEMAND

SUBMARKET	SOLD	ACRES SOLD	SALES VOLUME
North Naples	0	n/a	n/a
Naples	0	n/a	n/a
East Naples	0	n/a	n/a
Golden Gate	0	n/a	n/a
Lely	0	n/a	n/a
Marco Island	0	n/a	n/a
Outlying Collier Co.	0	0.0	n/a
TOTAL	0	0.0	\$0

NEW PERMITS ISSUED



New Commercial Permits



New Multifamily Permits

TOP COMMERCIAL LAND SALES

	BUYER	ADDRESS	ACRES	ZONING	SALE \$ PSF	SALE \$ ACRE
1	Latigo Naples LLC	8552 Collier Blvd, Naples	18.48	C-4	\$8,995,000 \$11.17 PSF	\$486,742
2	The Shoppes at Orange Blossom, LLC	1921 Hawthorne Rd, Naples	40.39	CO	\$5,000,000 \$2.84 PSF	\$123,793
3	Naples Collier Boulevard Owner, LLC	8686 Collier Blvd, Naples	9.5	MPUD	\$4,400,000 \$10.93 PSF	\$463,158

TOP INDUSTRIAL LAND SALES

	BUYER	ADDRESS	ACRES	ZONING	SALE \$ PSF	SALE \$ ACRE
1						
2						
3						

LAND

Market Statistics

COMMERCIAL LAND						INDUSTRIAL LAND				
	# Sold	Total Acres Sold	Avg Deal Size	Median Sales Price/Acre	Median Sales Price PSF	# Sold	Total Acres Sold	Avg Deal Size	Median Sales Price/Acre	Median Sales Price PSF
LAND UNDER 1 ACRE										
North Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
East Naples	1	0.6	0.6	\$1,967,170	\$45.16	0	n/a	n/a	n/a	n/a
Golden Gate	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Lely	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Marco Island	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Outlying Collier Co.	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
TOTAL	1	0.6	0.6	\$1,967,170	\$45.16	0	0.0	0.0	n/a	n/a
LAND FROM 1 ACRE - 5 ACRES										
North Naples	3	7.0	2.3	\$1,436,173	\$32.97	0	n/a	n/a	n/a	n/a
Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
East Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Golden Gate	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Lely	1	2.0	2.0	\$1,500,206	\$34.44	0	n/a	n/a	n/a	n/a
Marco Island	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Outlying Collier Co.	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
TOTAL	4	9.0	2.3	\$1,450,766	\$33.31	0	0.0	0.0	n/a	n/a
LAND FROM 5 ACRES - 10 ACRES										
North Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
East Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Golden Gate	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Lely	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Marco Island	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Outlying Collier Co.	1	9.5	9.5	\$463,043	\$10.63	0	n/a	n/a	n/a	n/a
TOTAL	1	9.5	9.5	\$463,043	\$10.63	0	0.0	0.0	n/a	n/a
LAND FROM 10 ACRES - 50 ACRES										
North Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
East Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Golden Gate	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Lely	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Marco Island	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Outlying Collier Co.	2	30.5	15.3	\$284,822	\$6.54	0	n/a	n/a	n/a	n/a
TOTAL	2	30.5	15.3	\$284,822	\$6.54	0	0.0	0.0	n/a	n/a
LAND OVER 50 ACRES										
North Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
East Naples	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Golden Gate	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Lely	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Marco Island	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
Outlying Collier Co.	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
TOTAL	0	0.0	0.0	n/a	n/a	0	0.0	0.0	n/a	n/a

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