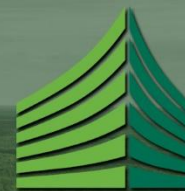


Market View

Collier County

1st Quarter 2023



CRE

CONSULTANTS

Commercial Real Estate Consultants, LLC
Florida Licensed Real Estate Broker

LAND

SECTOR OVERVIEW

Commercial land, inherently a long-term investment, is always most susceptible to the short-term uncertainty and increased expense that continues to roil the CRE market on a national basis. The 1Q2023 Collier County market is no exception.

Overall, closings continued to fall with only 4 commercial parcels and for the 2nd consecutive quarter zero industrial parcels transferring. Industrial land in the county faces the additional challenges of lack of supply and end-users continuing to reassess their future needs. While commercial closings were down, dollar volume was nearly flat due primarily to the sale of the former Port Marco Association waterfront land on Marco Island at an incredible \$11-million/acre.

Fundamentally, the county and region continue to benefit from above average population growth, unemployment remaining low at 3%, down from the post-lan high of 3.6%. While tourist tax revenues and airport activity were well below their prior year numbers, there is every reason to expect a return to normal as the year progresses.

COMMERCIAL 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	1	2.8	\$1,006,000
Lely	2	3.4	\$3,030,000
Marco Island	1	1.4	\$16,000,000
Outlying Collier Co.	0	n/a	n/a
TOTAL	4	7.7	\$20,036,000

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	Unionville Sportsman Club, Inc.	1219 Bald Eagle Dr, Marco Island	1.44	C-5	\$16,000,000 \$255.08 PSF	\$11,111,182
2	11760 Property LLC	11760 E Tamiami Trl, Naples	1.92	C-3	\$2,100,000 \$25.11 PSF	\$1,093,753
3	Les Voyageurs Celestes Pentecostal Worship Ctr, Inc	5890 Golden Gate Pky, Naples	2.81	E	\$1,006,000 \$8.22 PSF	\$358,006

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	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	n/a	n/a	n/a	n/a	0	0.0	0.0	n/a	n/a
LAND FROM 1 ACRE - 5 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	1	2.8	2.8	\$358,006	\$8.22	0	n/a	n/a	n/a	n/a
Lely	2	3.4	1.7	\$852,798	\$19.58	0	n/a	n/a	n/a	n/a
Marco Island	1	1.4	1.4	\$11,111,182	\$255.08	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	7.7	1.9	\$852,799	\$19.58	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.	0	n/a	n/a	n/a	n/a	0	n/a	n/a	n/a	n/a
TOTAL	0	0.0	n/a	n/a	n/a	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.	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
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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