

**950 NEW HARVEST ROAD
IMMOKALEE, FL 34112**

The asking price for the entire parcel is \$10,000,000 or about \$690,000 an acre. The owner will sell all or any part of the property. The site consists of an 8.4 acre parcel with frontage on CR29 which is scheduled to be 4 lanes and a 5.4 acre parcel which is contiguous to the rear. The land is cleared and filled to the approximate level of the road.

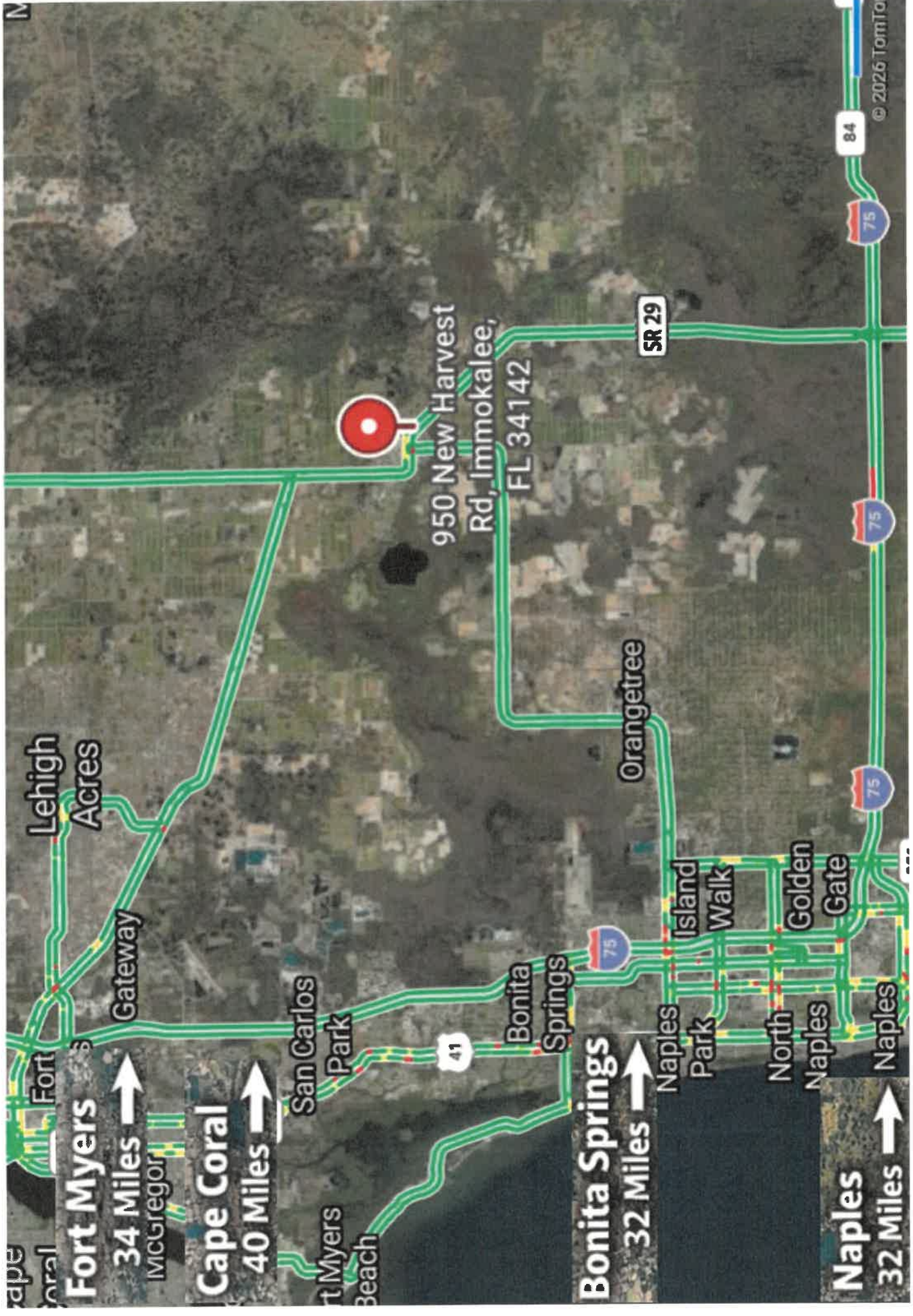
Attached you will find a map to show the distance to surrounding cities to serve the fast growing future housing in Collier County. According to the Naples Area Board of Realtors February 2026 report (see attached), "Construction by several developers on 14,000 new homes is slated to start in eastern Collier County in the next nine to 12 months. Being near the beach isn't a driving factor in home sales for Naples anymore. Most of these new communities will be 30 miles from I-75."

There are eight new villages approved for eastern Collier County and a ninth was just approved last week. See attached article.

Consultants for Collier County have provided me with some charts to document future growth (See attached). We are concerned with the "Rural Land Stewardship Area." The chart shows 5,963 homes in 2025 and a projected 29,338 homes in 2045. That's a total of 23,345 New Homes built in the next 20 years. According to the Naples Area Board of Realtors, the growth will be significantly more than that. Strategically, this is a once in a lifetime chance to lock in a rapidly growing market with only one competitor!!! My listing of 15 +/- acres is the ONLY industrial lot for sale in ALL of Collier County. Buy now and own 50% of the hottest market around.

Sincerely,

Michael J. Carr
CCIM, SIOR
Coldwell Banker Commercial Realty
239-572-1165
Michael.carr@cbcnrt.com



February Buyers Absorbing Inventory Rapidly

Fri, Mar 20, 2026 12:28 PM – Naples Area Board of REALTORS® (NABOR®)

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Buyers from the north and east descended on Naples in February resulting in a 55.9 percent increase in pending sales (homes under contract) compared to February 2025; and a 23.4 percent increase in pending sales compared to January 2026.

NAPLES AREA REAL ESTATE ACTIVITY

February 2026 compared with February 2025 (percent reporting using rounded figures)



The information published on the NABOR® blog is a service of the [Naples Area Board of REALTORS® \(NABOR®\)](#). NABOR® compiles and publishes monthly and annual Naples real estate market statistics which can be found [HERE](#). To discover more about NABOR®'s work to protect property rights, go [HERE](#). To find a local REALTOR® who understands the Naples area housing market, go [HERE](#).

Naples, Fla. (March 20, 2026) – Buyers from the north and east descended on Naples in February resulting in a 55.9 percent increase in pending sales (homes under contract) compared to February 2025; and a 23.4 percent increase in pending sales compared to January 2026. Broker analysts reviewing the February 2026 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), remarked that agents were busy in February in both the resale and new construction home markets.

With the deadline for structural integrity reserve studies and milestone inspections on condominiums three stories or higher and over 25 years old if within three miles of the beach now in the rearview mirror (December 31, 2025), pending sales of condominiums in Naples during February rocketed up 82 percent to 714 pending sales from 392 pending sales in February 2025.

"Unlike many areas on the east coast of Florida, milestone inspections of condominiums that fell under the new state requirements in the Naples area revealed fewer issues because they were built well originally and have been maintained to a higher standard," said Jeff Jones, Broker at Keller Williams Naples.

Eyes on the Horizon

Overall closed sales in February increased 21.3 percent to 718 closed sales from 592 closed sales in February 2025. Not surprisingly, closed sales in the condominium market increased a remarkable 39.3 percent to 390 closed sales from 280 closed sales in February 2025. In comparison, the single family homes market had a 5.1 percent increase in closed sales during February to 328 closed sales from 312 closed sales in February 2025. The momentum for closed sales in the single family home market is expected to continue as pending sales in the single-family home market increased 33 percent in February to 600 pending sales from 451 pending sales in February 2025.

According to Ryan Bleggl, Regional VP, West Coast of Florida for William Raveis Real Estate, "We will continue to see solid closed sales numbers in the next few months, and the Naples beach [34102, 34103, 34108] condominium market significantly improved where closed sales in February increased 63 percent."

The overall median closed price in February decreased 4 percent to \$647,500 from \$650,000 in February 2025. Of the 6,447 properties in inventory during February, there were 2,104 price decreases recorded in the month. Increased pending sales activity in both January and February indicate sellers are following REALTOR® advice to price homes competitively for a faster sale.

The rush of sales is reducing overall inventory, which decreased 15.1 percent in February to 6,447 properties from 7,594 properties in February 2025. Not even a historically consistent level of new listings is helping to replenish what's being sold. New listings decreased 13.5 percent to 1,527 new listings from 1,765 new listings.

New Builds Fill the Gap

Improved sales in the resale market have paved a path for home builders again. According to Mike Bone, Director of Sales at Christopher Alan Homes, "Sales of homes in the SW Florida new construction market hit their stride in January and improved in February. Some builders sold more homes in January than the previous 15 months! Builders are still offering incentives which are driving the sales. And they are also able to provide some lower interest rates, often one to one and a half points lower than the market rate."

"We are four years out of the top of the market and maintaining stability," said Cindy Carroll of Carroll & Carroll Appraisers & Consultants, LLC. "Everything we are seeing today in the new construction market will only improve the resale market."

However, according to Carroll, new construction of speculative homes in several desirable communities like Aqualane Shores, Royal Harbor, Vanderbilt, and Pine Ridge are oversupplied. "There are few homes under \$10 million in Aqualane Shores. In fact, there is one and a half years of inventory in this community. And we're seeing similar oversupply issues in pockets around Old Naples too."

This isn't stopping new home development in Naples though. Bone added that "construction by several developers on 14,000 new homes is slated to start in eastern Collier County in the next nine to 12 months. Being near the beach isn't a driving factor in home sales for Naples anymore. Most of these new communities will be 30 miles from I-75."

"This is great news for buyers from the east coast like Miami who are looking for more affordable single-family home options or need a home that is more centrally located because members of the family work on both coasts," said Albert Yabor, Managing Broker, Coldwell Banker Realty. "Also, wealthy international buyers from many South American countries who typically purchase homes in Miami are now looking at Naples real estate."

Closed sales of single family homes in eastern Collier County (34114, 34117, 34120, 34137) increased 19.1 percent in February.

"There's been a shift in demographics for young families moving to Naples too," said Jennifer Reedy, Managing Broker, John R Wood Properties. "With a great number of charter and private school options in the area, families are not limited by school zones when they purchase a home here anymore."

The NABOR® February 2025 Market Report provides comparisons of single-family home and condominium sales (via the Southwest Florida MLS), price ranges, and geographic segmentation and includes an overall market summary. NABOR® sales statistics are presented in chart format, including these overall (single-family and condominium) findings for 2025:

CATEGORIES	FEB 2025	FEB 2026	CHANGE (percentage)
Total closed sales (month/month)	592	718	+21.3%
Total pending sales (homes under contract) (month/month)	843	1,314	+55.9%
Median closed price (month/month)	\$650,000	\$647,500	-0.4%
New listings (month/month)	1,765	1,527	-13.5%
Total active listings (inventory)	7,594	6,447	-15.1%
Average days on market (month/month)	85	91	+7.1%
Single-family closed sales (month/month)	312	328	+5.1%
Single-family median closed price (month/month)	\$780,000	\$775,000	-0.6%
Single-family inventory	3,619	2,967	-18.0%
Condominium closed sales (month/month)	280	390	+39.3%
Condominium median closed price (month/month)	\$500,000	\$499,500	-0.1%
Condominium inventory	3,975	3,480	-12.5%

Perception vs. Reality

According to Mike Hughes, Vice President and General Manager for Downing-Frye Realty, Inc., "Some buyers are still sitting on the fence because they believe interest rates will go back down soon. But the reality is, if sales activity continues to reduce inventory at the rate we saw in January and February, then it's likely these buyers will have less room to negotiate price when they do finally reenter the market. Plus, prices could also rise again because of the laws of supply and demand, so waiting and hoping for an incremental rate drop may not improve home affordability."

If you are considering buying or selling your home, look to a Naples REALTOR® who can provide an accurate market comparison and give you expert advice on how to capitalize on today's market conditions. A REALTOR® can ensure your next purchase or sale in the Naples area is a success. Search for your dream home and find a Naples REALTOR® on [Naplesarea.com](https://www.Naplesarea.com).

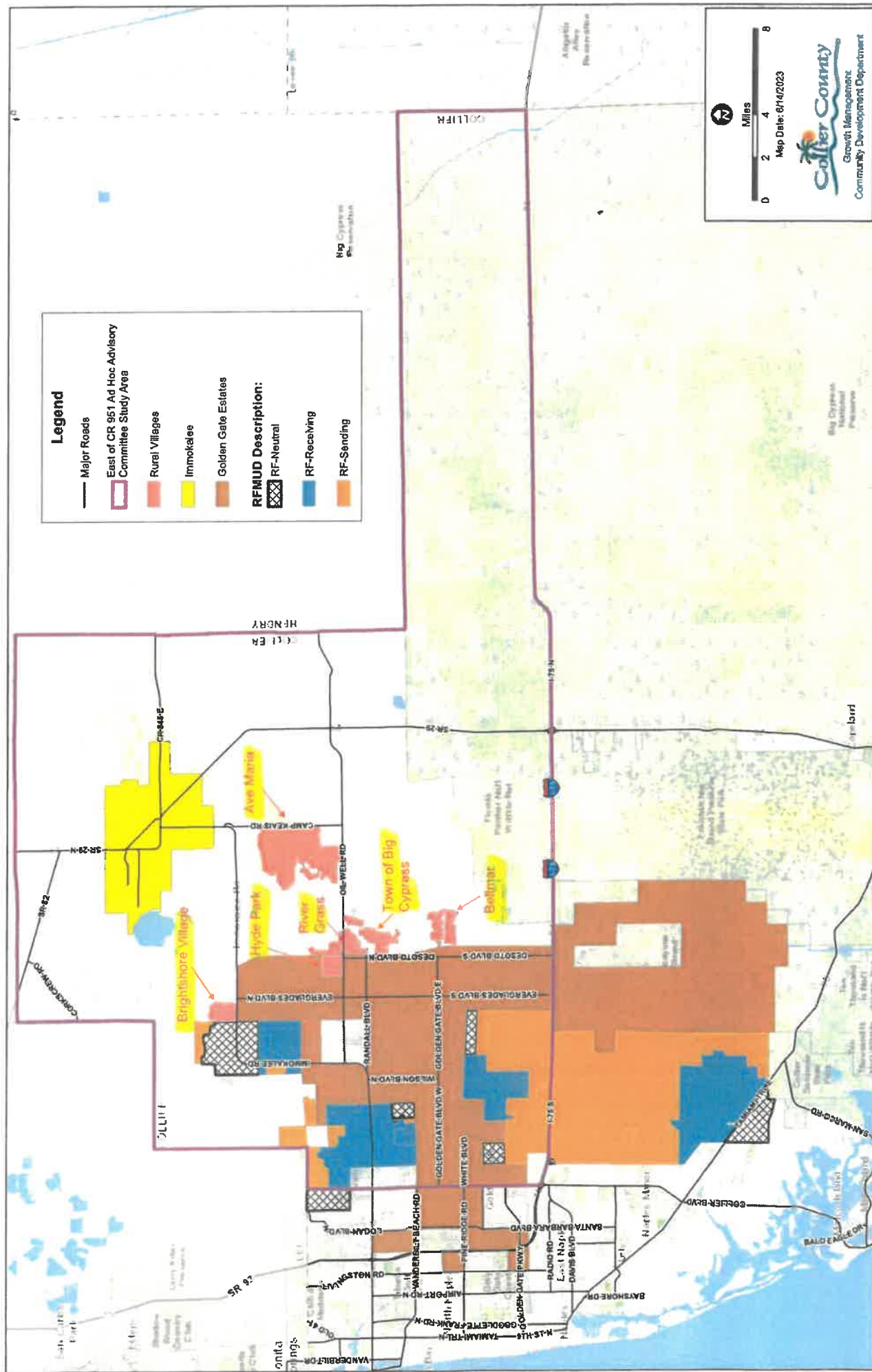
Housing Forecast								
	2021	2025	2030	2035	2040	2045	2050	9995
Bayshore	8,061	8,741	9,496	9,798	9,923	9,990	10,024	10,109
Chokoloskee	609	637	666	690	708	723	734	767
Conservation	1,080	1,128	1,176	1,211	1,239	1,257	1,271	1,294
Everglades	539	585	628	660	683	697	707	726
Golden Gate	8,369	8,587	8,758	8,859	8,912	8,940	8,955	8,965
Goodland	386	399	412	422	429	434	438	447
Immokalee	7,105	7,521	8,027	8,560	9,111	9,581	9,929	13,230
Marco Island	19,171	19,488	19,802	20,042	20,219	20,350	20,447	20,704
Naples	18,566	18,856	19,077	19,264	19,387	19,451	19,488	19,533
Rural Estate	15,947	19,243	22,563	24,806	26,136	26,920	27,377	27,974
Rural Fringe North	0	303	891	2,000	3,109	3,697	3,908	4,000
Rural Fringe North Belle Meade	33	113	199	533	1,045	1,322	1,621	8,017
Rural Fringe Sending	966	1,258	1,383	1,496	1,609	1,739	1,912	2,475
Rural Fringe South	2,105	2,560	2,861	3,121	3,488	4,331	5,957	14,703
Rural Fringe West	3,447	4,322	4,882	4,986	5,000	5,002	5,002	5,002
* Rural Land Stewardship Area	2,993	* 5,963	11,001	16,849	22,833	* 29,338	35,020	104,511
Urban Coastal Fringe	12,065	13,874	15,387	16,158	16,471	16,585	16,629	16,656
Urban Estate	3,871	4,068	4,226	4,320	4,368	4,396	4,414	4,430
Urban Residential	128,023	135,143	138,316	139,948	140,754	141,120	141,277	141,389
Sum	233,336	252,789	269,751	283,723	295,424	305,873	315,110	404,932

Housing Forecast

	Housing Unit Forecasted									
	2025	2030	2035	2040	2045	2050	9995			
Immokalee	7,682	8,289	8,767	9,246	9,696	10,064	11,531			
Rural Land Stewardship Area*	5,016	8,921	14,472	21,590	29,662	36,165	48,061			
Ave Maria	5,016	7,814	9,898	12,123	14,320	15,860	18,633			
Silver Strand	0	417	1,450	3,885	6,752	8,301	9,000			
Horse Trials & RGC	0	534	2,396	3,250	3,400	3,500	3,201			
Corkscrew Village (Alico)	0	162	541	1,642	3,940	6,580	8,999			
Serenoa	0	0	0	102	297	819	6,728			
Future Village	0	0	213	638	1,153	1,406	1,500			
Total	12,698	17,210	23,239	30,836	39,358	46,230	59,592			

Table 1: CCIGM Housing Forecast.

- At Buildout, IFCD has the potential for nearly 60,000 housing units based on known development plans today
 - nearly 5X the number in the 2025.
- By 2050, the number of housing units will grow to more than 46,000 new units.



Map of the RLSA Program Area in Volusia County, Florida

Legend

- Major Roads
- RLSA Program Area
- Area of Critical State Concern
- Stewardship Receiving Area (SRA)
- Stewardship Sending Area (SSA)
- Public Lands
- 500 Foot Restoration Area
- Flowway Stewardship Area (FSA)
- Habitat Stewardship Area (HSA)
- Water Retention Area (WRA)
- Open
- Panther Corridor

Map Labels:

- North Corridor General Location**
- South Corridor General Location**
- Panther Corridor**
- Stewardship Areas:** SSA 1, SSA 2, SSA 3, SSA 4, SSA 5, SSA 6, SSA 7, SSA 9, SSA 11, SSA 12, SSA 13, SSA 14, SSA 15, SSA 16, SSA 17
- Village SRAs:** RIVERGRASS VILLAGE SRA, HYDE PARK VILLAGE SRA, LONGWATER VILLAGE SRA, BELLMAR VILLAGE SRA
- Roads:** CORKSCREW RD, SR 82, SR 29 N, LAKE TRAFFORD RD, NEW MARKET RD, MAIN ST W, 1ST ST S, OIL WELL RD, CAMP KEAIS RD, OIL WELL GRADE RD, SR 16, SR 858, SR 29 S, I-75, EVERGLADES BLVD, DESOTO BLVD S, GOLDEN GATE BLVD
- Other Labels:** ACSC, WRA, FSA, HSA, Lake Trafford, Big Cypress National Forest, Florida Panther National Wildlife Refuge

Scale: 0 1 2 4 Miles

Amendment History:

- AMENDED - JANUARY 25, 2007 (Ord. No. 2007-18)
- AMENDED - OCTOBER 14, 2008 (Ord. No. 2008-59)
- AMENDED - SEPTEMBER 13, 2011 (Ord. No. 2011-26)
- AMENDED - JUNE 13, 2017 (Ord. No. 2017-22)
- AMENDED - JULY 13, 2021 (Ord. No. 2021-28)



Collier planners back new village in rural area near Lee County line



Laura Layden

Fort Myers News-Press & Naples Daily News

March 23, 2026, 6:55 a.m. PT

Key Points

A former citrus grower's plan to build a new village in rural Collier County has been recommended for approval by the county's planning commission.

The proposed Corkscrew Grove East village would include up to 4,502 homes, commercial space, and affordable housing.

In exchange for development, the developer, Alico Inc., will preserve about 4,500 acres of environmentally sensitive land.

While environmental groups like Audubon Florida praised the plan's conservation efforts, critics raised concerns about its impact on Florida panthers and traffic.

A longtime citrus grower's plans to build a new village in rural Collier County have cleared another regulatory hurdle.

On March 19, the Collier County Planning Commission voted unanimously in favor of allowing Fort Myers-based Alico Inc. to create a stewardship receiving area on land where the company has grown and harvested oranges for decades.

The designation as a receiving area would allow Alico to develop a more than 1,400-acre village, known as Corkscrew Grove East.

The planning commission, sitting as the local planning agency and the Environmental Advisory Council, voted 4-0 to recommend approval to county commissioners, who will make the final decision.

The proposed village would have up to 4,502 residences and nearly 240,000 square feet of commercial uses, including retail shops, restaurants and medical offices, along with at least 45,020 square feet of civic spaces, which could be used for schools, churches and emergency services.

The village would include affordable housing.

The land is in a corner of Collier County that borders Lee and Hendry counties, sitting off Corkscrew Road, close to State Road 82. It's within the county's Rural Lands Stewardship Area, or RLSA.

The RLSA encompasses 185,000 acres around Immokalee east of Golden Gate Estates with the Florida Panther National Wildlife Refuge to the south and the Okaloacoochee Slough State Forest to the north. The stewardship overlay allows developers to build towns and villages on property with lower conservation value, in exchange for preserving the most environmentally sensitive land through a credit system.

Alico's petition would create new sending and receiving areas. In sending areas, land is preserved, generating the credits needed to build more compact and concentrated developments in the receiving areas.

Attorney: Village is in its rightful place

Naples land use attorney Rich Yovanovich, who represents Alico, told planning commissioners the application is one of nine to be submitted under the RLSA, with the others already approved.

"This is exactly where development is supposed to occur under provisions adopted in the growth management plan back in 2002," he said.

With the development of the village, Alico has committed to preserve about 4,500 acres of more environmentally sensitive land it owns nearby.

Mitch Hutchcraft, Alico's executive vice president of real estate, told planning commissioners how the 125-year-old company is winding down its citrus operations in Southwest Florida, and focusing on land management and development instead.

In early 2025, the public company announced it was getting out of the citrus business for good after its trees failed to recover from the blow of Hurricane Ian in 2022.

Hutchcraft explained how Alico had worked over many years to put many of its properties into conservation areas, including in the Devil's Garden and the Okaloacoochee Slough State Forest.

"We're committed to conservation and stewardship, and our community involvement includes Alico donated the 760 acres that is now the site for Florida Gulf Coast University," Hutchcraft said. "So, we have been part of the community for a long time."

With its plans for a village, he said, Alico went "over and above the original foundation of the RLSA to make sure that we were putting development in the right place and preserving the correct property."

He shared details about the property Alico is preserving, which includes much of its Felda Grove farther east that has "lots of high priority wetlands," and has served as primary panther habitat and acted as a flood plain to contain excess water. It would continue to be used for cattle grazing, but layers of development rights would be stripped from it.

With its village, Alico has gone the extra mile to protect wildlife, Hutchcraft said.



RSW celebrates major milestone for its expansion project

LOCAL & STATE, 3A

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Naples Daily News

THURSDAY, DECEMBER 11, 2025 | NAPLESNEWS.COM

PART OF THE USA TODAY NETWORK

New village could have 3,200 homes

Developer agrees to preserve over 560 acres off-site

Laura Layden

Fort Myers News-Press & Naples Daily News
USA TODAY NETWORK - FLORIDA

With a unanimous vote, Collier commissioners approved a new rural village. At a meeting Dec. 9, the board green-

lighted the new village, known as Horse Trials.

The development is planned on nearly 1,218 acres on the north side of Oil Well Road, west of State Road 29. It's the eighth village or town the county has approved in the environmentally

sensitive Rural Lands Stewardship Area (RLSA).

The stewardship area, adopted nearly 20 years ago, encompasses 185,000 acres around Immokalee, east of Golden Gate Estates, with the Florida Panther National Wildlife Refuge to the south and the Okaloacoochee Slough State Forest to the north.

The voluntary RLSA program allows developers to build higher-density towns and villages on property with lower conservation value in exchange for preserving the most environmentally sensitive land through a credit system.

See **VILLAGE**, Page 6A

Air rescue
team pulls

What the 2026 Commercial Real Estate Data Is Really Telling Us About Southwest Florida

What are the numbers really saying?

Every year, our Managing Partner Matt Simmons takes the stage at the Market Trends of Southwest Florida event to cut through the noise and share what the data actually says about our commercial real estate market. This year, the contrast between national headlines and local reality was sharper than ever.

The headline the media wanted to write: commercial real estate is struggling, construction is soft, industrial vacancy is spiking. **The headline the data actually supports: \$1.6 billion in commercial transaction volume — up 14% year-over-year. Commercial permits up 24%. The number of individual projects permitted up 61%. And commercial land transaction velocity accelerating dramatically into early 2026 as capital comes off the sidelines.**

Industrial: Two Speeds, Not One Story

The industrial vacancy headlines are technically accurate but wildly misleading. Yes, overall vacancy has risen above 7%. But when you break that number down by building age, a very different picture emerges. Buildings constructed in 2023 or later are sitting at 30%+ vacancy — and up to 46% in Charlotte County. Buildings from 2020 or earlier are essentially full. The problem is concentrated entirely in new, large-scale institutional distribution product that simply requires a longer lease-up runway.

The regional supply figure — 93 square feet of industrial space per household across all three counties — is within the healthy benchmark range of 50–90 sq ft. **And with Collier County unable to accommodate its own industrial demand**, Lee and Charlotte are absorbing that overflow. A major undisclosed industrial user is also expected to announce in Charlotte County in the coming weeks.

Office: A Structural Advantage

While major metros wrestle with 18% office vacancy, Southwest Florida sits at 3–6% — a remarkable figure that reflects the fundamental character of our market. Our office stock is predominantly small, owner-occupied buildings. We simply don't have the high-rise, multi-tenant towers that are suffering nationally. The market is bifurcating between distressed traditional office (selling at \$150–\$160/sq ft, far below replacement cost) and thriving medical office (\$470–\$545/sq ft), where new construction economics work and demand continues to grow.

Retail and Hospitality: The Real Story

Retail led all asset classes at 49% of total transaction volume. Major national brands are entering or expanding rapidly across Lee, Collier, and Charlotte counties — from Walmart and Lowe's on SR-82, to Buc-ee's in Port Charlotte, to Starbucks and Chick-fil-A retooling existing sites for drive-through-only formats targeting 80,000 daily vehicles.

Meanwhile, hospitality is undergoing a generational brand upgrade: Four Seasons in Naples, a JW Marriott on the East Trail, a billion-dollar South Seas rebuild on Captiva, and Margaritaville reportedly available at a price that could reset the barrier island hospitality market.

What This Means for Your Assets

Whether you own, lend against, or invest in commercial real estate in Southwest Florida, the market conditions in 2026 demand precise, locally grounded valuations — not estimates built on