

ANNUAL LUXURY REPORT



CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE REAL STORY OF THE SOUTHWEST FLORIDA 2022 REAL ESTATE MARKET

All data herein represents properties priced \$1M+.

NEIGHBORHOODS

NAPLES AREA

Aqualane, Barefoot Beach	4
Bay Colony, Bay Colony Golf Estates	5
Collier's Reserve, Gordon Drive	6
Greater Naples, Grey Oaks	7
Gulfshore Boulevard	8
Mediterra, Moorings / Coquina Sands	9
Old Naples, Park Shore	10
Pelican Bay, Pelican Marsh	11
Pine Ridge, Port Royal	14
Quail West, Royal Harbor	15

MARCO ISLAND

Cape Marco, The Estates	16
Hideaway Beach, Tigertail Beach	17

LEE COUNTY

Bonita Bay	18
Bonita Beach	19
Cape Coral, Cape Harbor	20
Fort Myers Beach, Fort Myers Riverfront	21
Luxury Golf Properties, Sanibel/Captiva Islands	22
The Colony	23

*All information herein refers to the MLS listings and sales for residential properties of \$1M or above.
These are sales in our area of Southwest Florida – Collier and Lee Counties.*

MARKET OVERVIEW

Welcome to the John R. Wood Christie's International Real Estate Annual Luxury Report

Florida home prices rose 17.27% last year, the most in the United States*. The average value of a Florida home, per the most recent publicly available data measured in December 2022, was just under \$405,000. That's up more than \$56,000 from \$345,305 in January 2022.

The 17.27% change in value outpaced every other state in the nation. Despite reports of a slowed housing market, consumers are still buying and selling, and that activity is keeping prices elevated in many metro areas. As southwest Florida's exclusive Christie's International Real Estate affiliate, our powerful global affiliations keep affluent buyers focused on southwest Florida and attract buyers from across the country and around the world.

The luxury market traditionally remains strong when the rest of the country faces economic challenges. In fact, one current sign of a healthy southwest Florida real estate market is the presence of bidding wars, as homes in coveted locations with recent upgrades or renovations are currently attracting the highest interest. However, the one thing that does affect our local luxury market is the stock market, so we hope for a resurgence in the coming months, to free up discretionary dollars for would-be Florida buyers.



Contrary to recent news reports, the southwest Florida real estate market is alive and well. For more market specifics, please contact your John R. Wood agent.

Phil Wood, President & CEO

*Florida REALTORS® Jan. 23 Report

NAPLES AREA

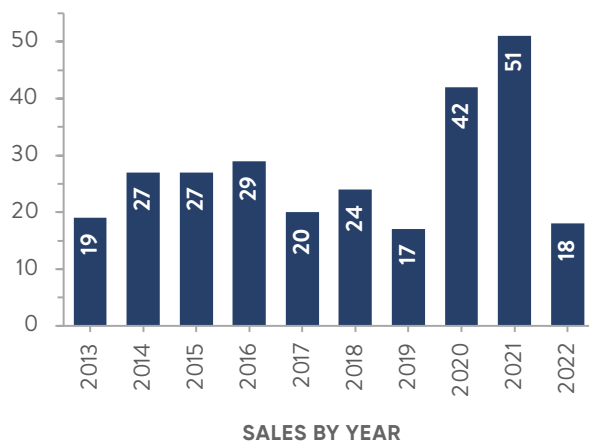


Aqualane Shores

Aqualane Shores is situated between the splendor of Port Royal and the ambiance of Old Naples, offering a quiet setting where deep-water canals entice boat owners of every variety. Wide coves and passages wind throughout Aqualane, allowing the residents to take full advantage of their prime waterfront lifestyles.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	18
2021 Closed Sales	51
Active Listings	21
Average Sales Price	\$12,546,389

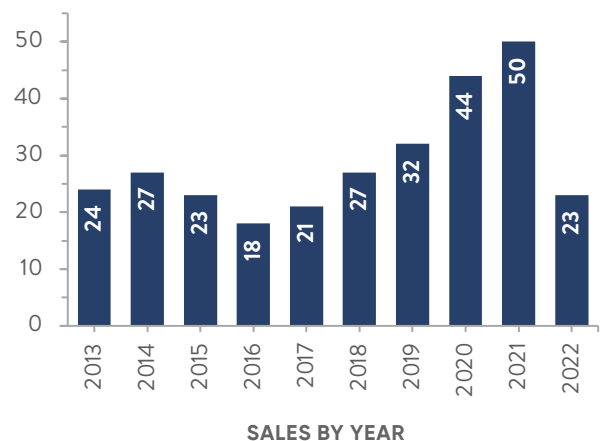


Barefoot Beach

Just south of Bonita Beach on Little Hickory Island is Barefoot Beach, a pristine area of Naples which includes one of Southwest Florida's most unique and desirable luxury gated communities. Here you'll find single-family beachfront estates and single-family bayside homes with boat docks and Gulf access, as well as townhouses, villas and beautiful Gulf view, mid-rise condominiums. Many homes are situated directly on the beach or just a few steps away with Gulf access by watercraft. Amenities include the beach, tennis and dining clubs, boardwalks, swimming pools and fitness clubs.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	23
2021 Closed Sales	50
Active Listings	1
Average Sales Price	\$5,451,739



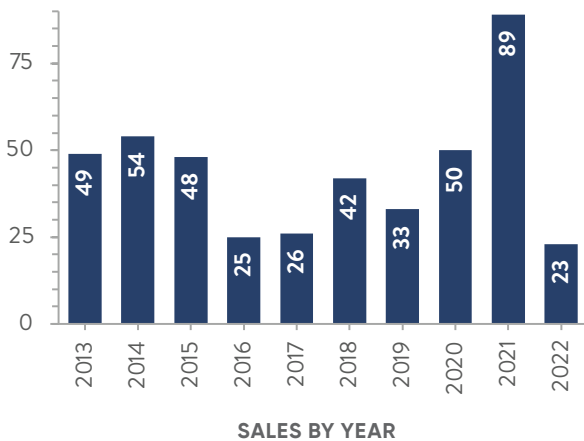


Bay Colony

Bay Colony, located within Pelican Bay in North Naples, is a private, intimate neighborhood that offers luxurious high-rise condominiums and grand estate homes steps from the Gulf of Mexico. Mangrove forests and pristine beaches border this exceptional community.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	23
2021 Closed Sales	89
Active Listings	6
Average Sales Price	\$4,664,984

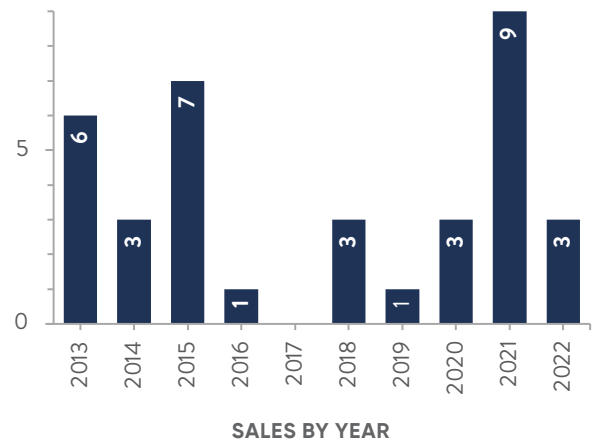


Bay Colony Golf Estates

For those who seek a secluded sanctuary with world-class amenities, The Estates at Bay Colony offers an exclusive enclave of homes surrounded by a championship golf course, beautiful clubhouse, tennis and beach club. No other neighborhood affords such stunning natural beauty, where privacy is paramount to your investment.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	3
2021 Closed Sales	9
Active Listings	1
Average Sales Price	\$6,425,333



NAPLES AREA

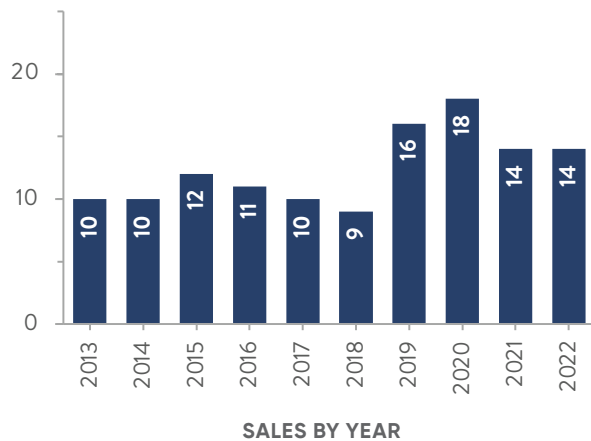


Collier's Reserve

Collier's Reserve is a gated, residential golf community nestled peacefully along the Cocohatchee River, one of Southwest Florida's most scenic waterways. The community features an 18-hole, Arthur Hills designed golf course as well as Har-Tru tennis courts, a state-of-the-art fitness center, lap pool, fishing pier, and an impressive calendar of social and special interest events.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	14
2021 Closed Sales	14
Active Listings	5
Average Sales Price	\$2,412,214

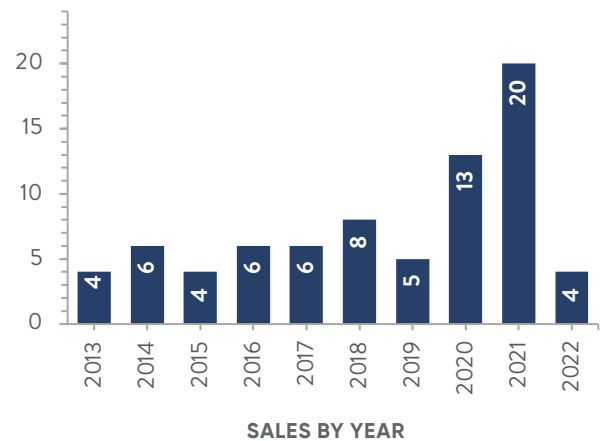


Gordon Drive

The Gordon Drive area is one of the most beautiful sections of Naples. Located adjacent to the magnificent Port Royal enclave, it contains some of the finest single-family estates in the area. Gordon Drive includes three smaller subdivisions; Sabre Cay, Little Harbour and Gordon Drive Estates.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	4
2021 Closed Sales	20
Active Listings	4
Average Sales Price	\$24,497,500



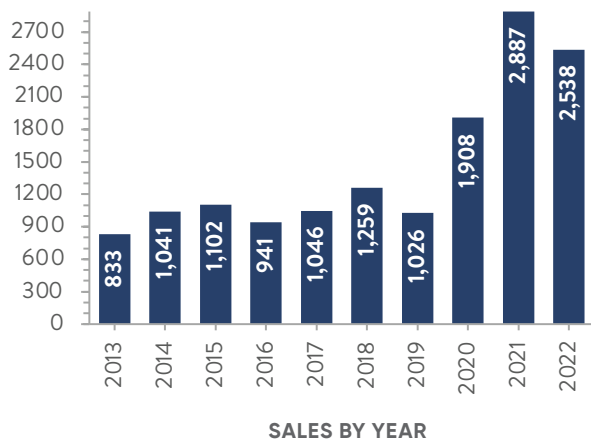


Greater Naples

The overarching Naples area, which consists of many revered luxury neighborhoods we explore in subsequent sections, is known for its pristine beaches and glorious sunsets, as well as an alluring cultural scene mixed with boutique shopping, gourmet restaurants, fine arts galleries and the most desirable waterfront living.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	2,538
2021 Closed Sales	2,887
Active Listings	920
Average Sales Price	\$2,694,141



Grey Oaks

Grey Oaks is an enclave of private homes, exclusive amenities, sophisticated dining, and natural beauty spanning two distinct communities – Grey Oaks and The Estuary. Located just minutes from downtown Naples, shopping districts, and spectacular Gulf Coast beaches, this prestigious neighborhood offers estate homes, villas, and coach homes. Amenities include three award-winning golf courses, two clubhouses, restaurants with outdoor dining, a state-of-the-art fitness center with personal trainers, and a pro shop.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	59
2021 Closed Sales	73
Active Listings	10
Average Sales Price	\$3,943,169



NAPLES AREA

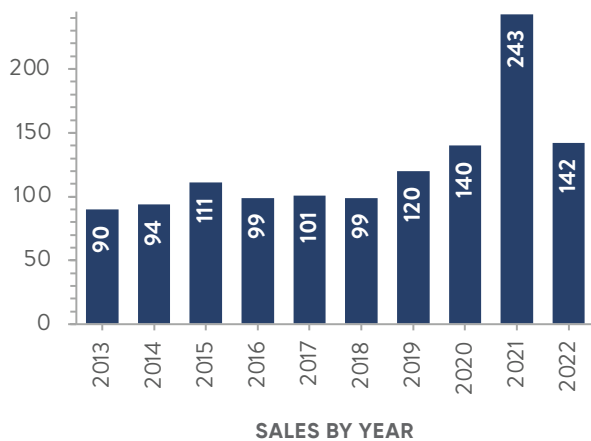


Beachfront Gulfshore Blvd

There are many special attractions unique to Naples, including the beachfront homes and condos along Gulfshore Blvd. Taking a drive up The Boulevard is an enchanting experience filled with beautiful landscaped medians and a diversity of interesting architectural styles.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	142
2021 Closed Sales	243
Active Listings	28
Average Sales Price	\$3,210,320

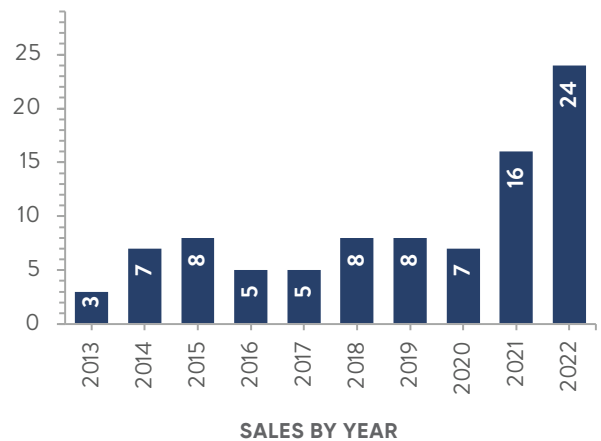


Bayfront Gulfshore Blvd

The bayfront condominiums and cooperatives along The Boulevard begin just north of the Naples Beach Hotel & Golf Club and continue northward to Naples Grand Hotel and Resort at the south end of Pelican Bay. Building vintages vary from the late 1950s to present day.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	24
2021 Closed Sales	16
Active Listings	6
Average Sales Price	\$1,682,470



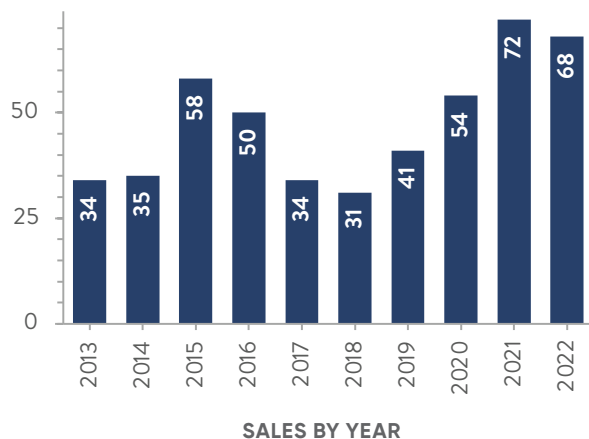


Mediterra

This exquisite community extending across the border of Collier and Lee counties is best described as enchanting and romantic. The manicured landscapes and architecture of its magnificent residences express its Italian-coast-inspired personality. Luxury single-family homes, grand family villas and breathtaking estate homes grace lakefronts and secluded lots on winding lanes, surrounded by an enviable array of amenities including two championship golf courses, a private beach club, sports club/fitness center, beautiful historic-themed parks and miles of trails.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	68
2021 Closed Sales	72
Active Listings	21
Average Sales Price	\$2,808,825

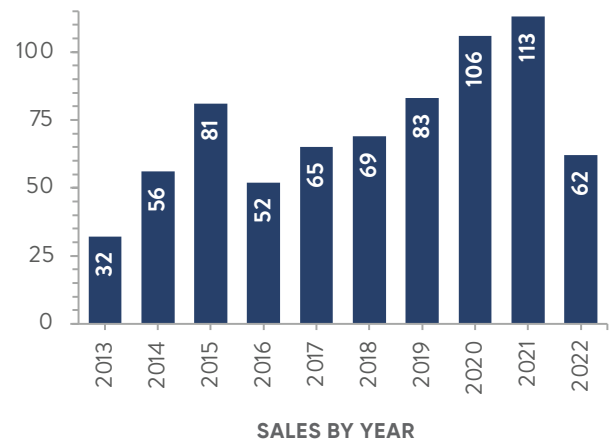


Single-Family Moorings / Coquina Sands

The neighborhoods known as Moorings and Coquina Sands are a paradise for both boaters and beach goers, offering beachfront and bayfront condominiums, waterfront homes with direct access to the Gulf of Mexico, and single-family homes situated along quiet Banyan tree-lined streets. Coquina Sands is also the home to beautiful Lowdermilk Park Beach and is just north of the Naples Beach Hotel & Golf Club.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	62
2021 Closed Sales	113
Active Listings	36
Average Sales Price	\$4,921,774



NAPLES AREA

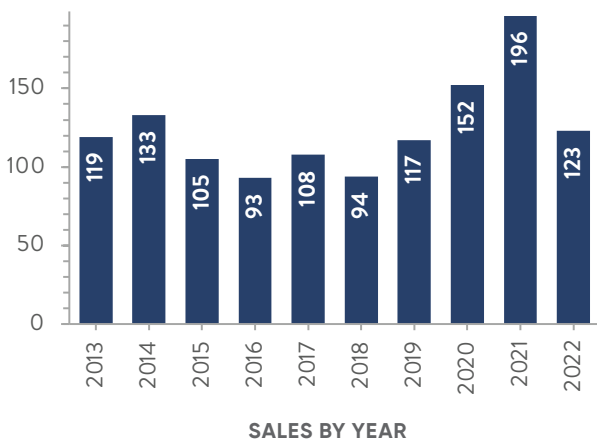


Old Naples

A charming area characterized by hundreds of coconut palms with each street ending at the beach, Old Naples offers a rich history still evident in some of the remaining small cottages that have been restored. With the new beachfront estates continuing to shape the shoreline, this area offers something truly unique for everyone.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	123
2021 Closed Sales	196
Active Listings	50
Average Sales Price	\$4,895,628

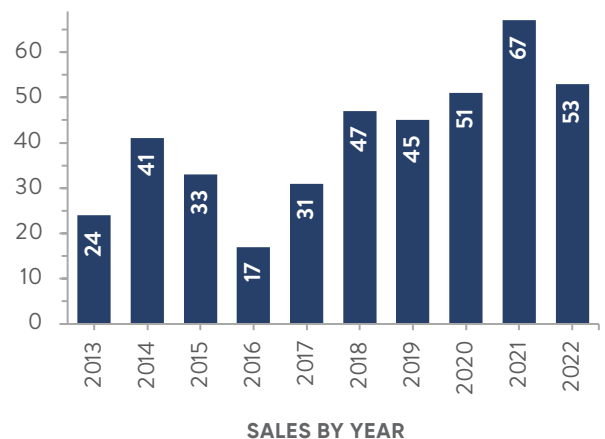


Single-Family Park Shore

Park Shore is a highly coveted, luxurious oasis with a private beach club, exclusively for its homeowners. The neighborhood is a cosmopolitan blend of both the French and Italian Rivas, characterized by grand European-inspired villas and estate homes in traditional and contemporary architectural styles. Tall elegant beachfront towers gaze upon the most breathtaking, unobstructed views of the Gulf, bays and great subtropical expanses.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	53
2021 Closed Sales	67
Active Listings	25
Average Sales Price	\$3,891,529



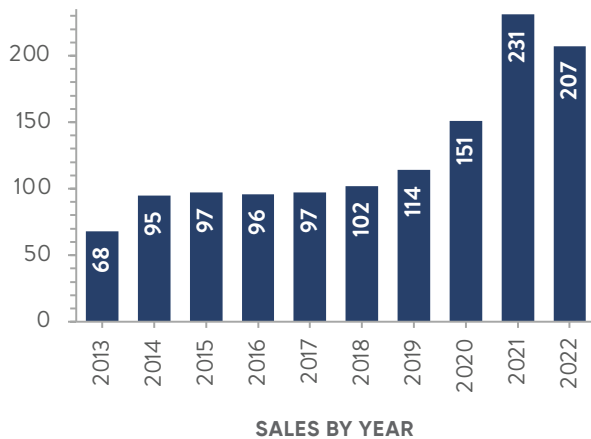


Pelican Bay

Pelican Bay is a Westinghouse community consisting of 2,100 acres at the north end of Naples. It has achieved fame throughout the U.S. as the recipient of numerous environmental, landscaping, and architectural awards for outstanding design.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	207
2021 Closed Sales	231
Active Listings	42
Average Sales Price	\$2,441,488

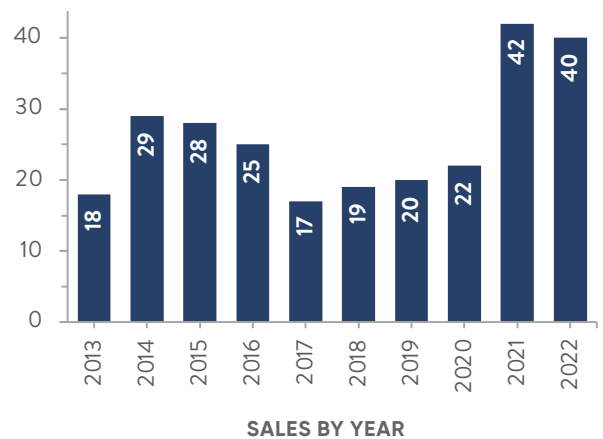


Pelican Marsh

Made up of more than 1,000 acres of tropical landscaping, including an award-winning nature preserve, Pelican Marsh is an ideal community for biking, jogging, and walking. The neighborhood also offers residents a championship golf course and a very active tennis and fitness center that includes spa services and social events.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	40
2021 Closed Sales	42
Active Listings	0
Average Sales Price	\$1,710,925



There are no boundaries

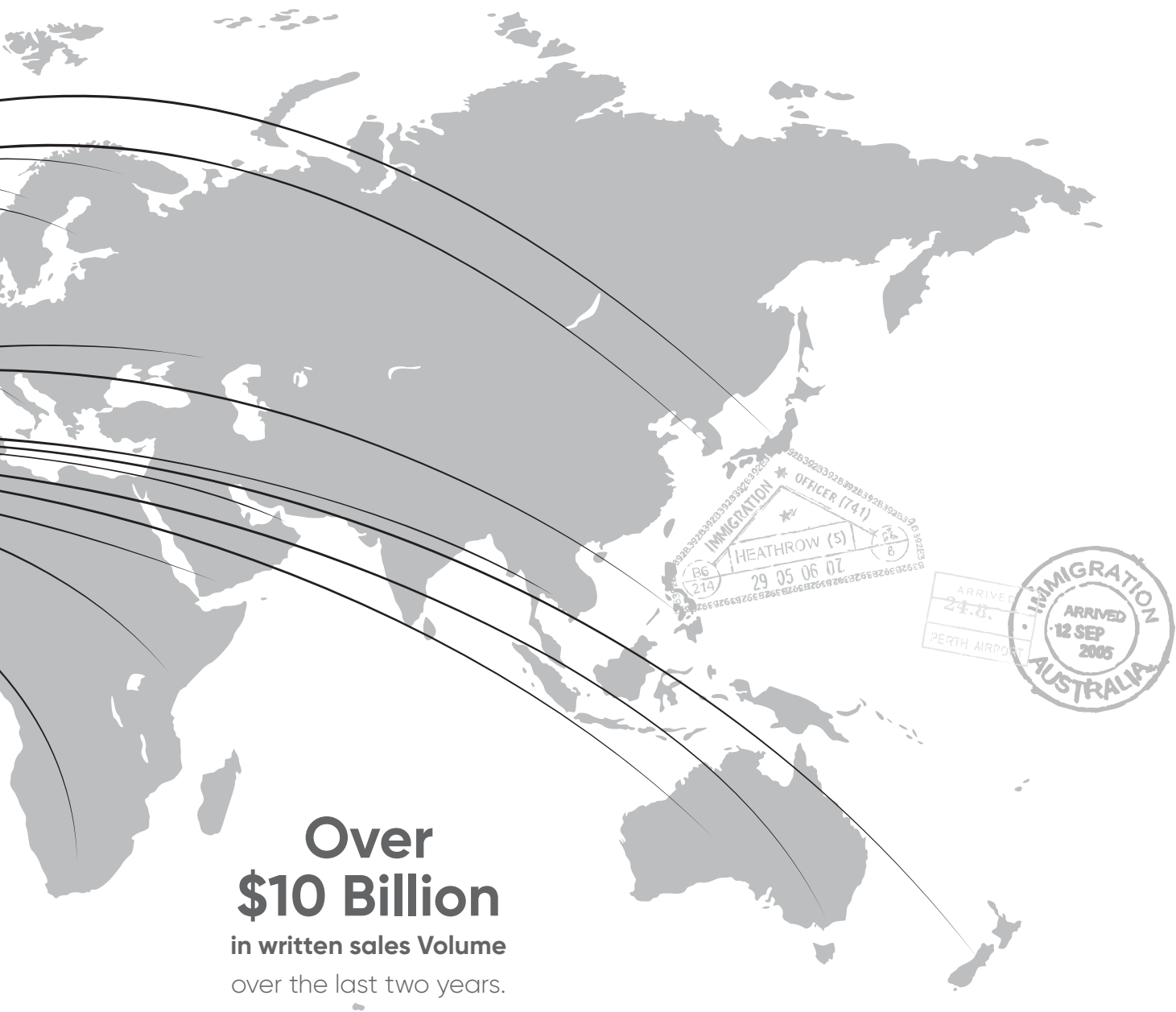
When you list with John R. Wood Christie's International Real Estate,



With global alliances and international relationships, your home

to marketing *your home*.

you place your home among the most noteworthy residences on earth.



**Over
\$10 Billion**
in written sales Volume
over the last two years.

will be seen worldwide in places both near and far.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

NAPLES AREA

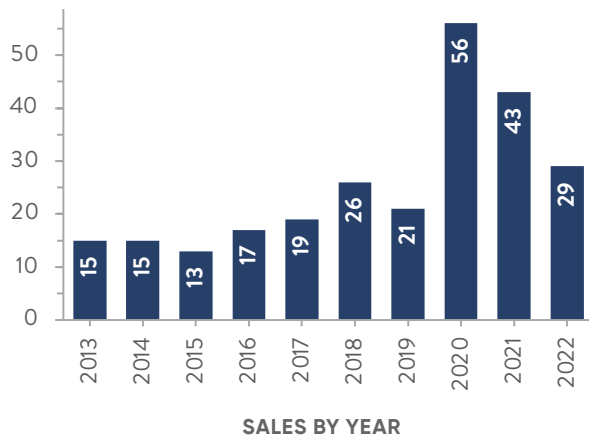


Pine Ridge

Pine Ridge offers peaceful estate living in a beautiful wooded setting with many pine trees and small lakes. The community is comprised of large parcels of land, with an average lot size of one acre. For those who desire estate-sized lots in close proximity to shopping and dining, no other subdivision in the area can offer the best of both worlds like this rare neighborhood.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	29
2021 Closed Sales	43
Active Listings	12
Average Sales Price	\$5,721,827

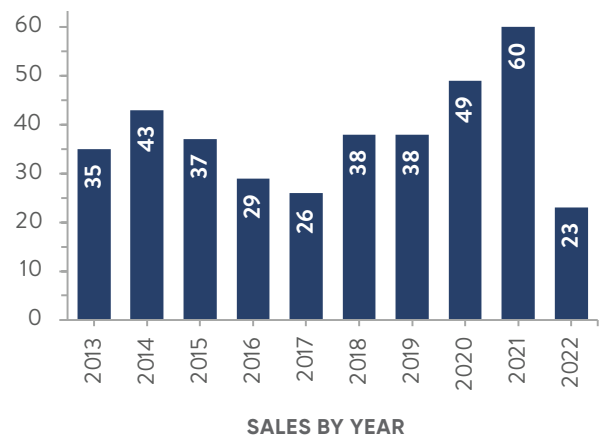


Port Royal

One of Naples' most esteemed landmarks, Port Royal could be considered one of the world's finest neighborhoods. This exclusive single-family community is home to approximately 560 families. Most residents enjoy breathtaking water views from the comfort of their own backyards.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	23
2021 Closed Sales	60
Active Listings	15
Average Sales Price	\$19,657,394



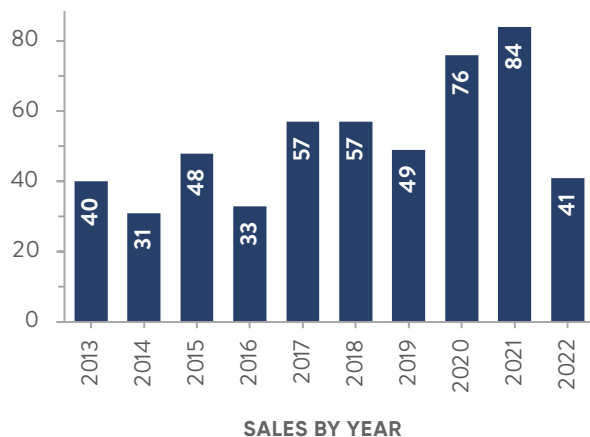


Quail West

Another premier neighborhood in Southwest Florida, Quail West is already recognized in many parts of the world for its opulent country club lifestyle. Its exclusive, estate-sized home sites are situated on hundreds of naturally wooded acres, surrounded by picturesque lakes and 36 holes of championship, Arthur Hills-designed golf courses.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	41
2021 Closed Sales	84
Active Listings	15
Average Sales Price	\$3,989,561

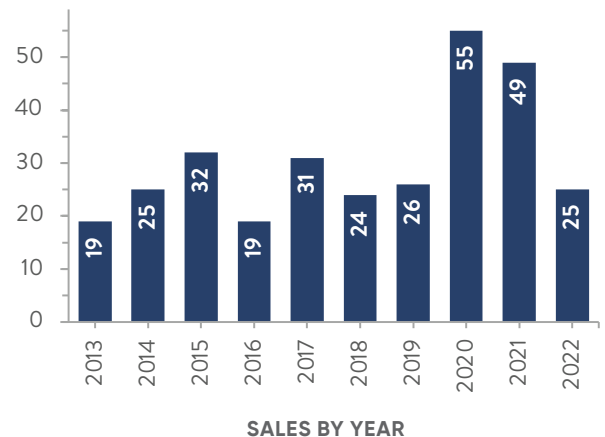


Royal Harbor

Royal Harbor is a community of single-family homes, many of which are new or have been remodeled, and offers direct access to Naples Bay, the Inland Waterway, and the Gulf of Mexico. Deep-water canals are especially enticing for boating enthusiasts, making Royal Harbor home to some of Naples' most exclusive properties.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	25
2021 Closed Sales	49
Active Listings	14
Average Sales Price	\$5,360,280



MARCO ISLAND

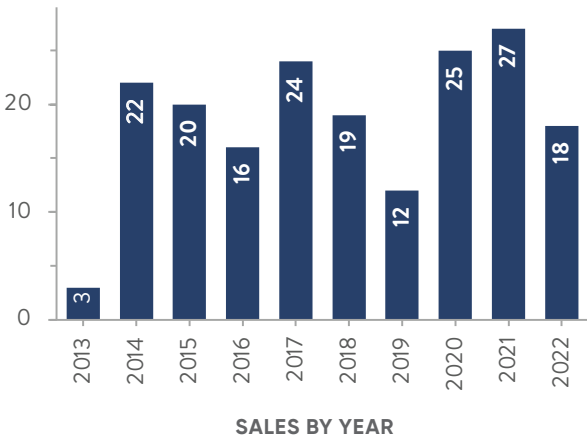


Cape Marco

Cape Marco, located on the southwest tip of Marco Island, is a luxury gated community consisting of six high-rise condominium buildings - Belize, Cozumel, Merida, Monterrey, Tampico, and Veracruz. Cape Marco amenities include a fishing pier, promenade path on Caxambas Pass, a tennis club with saunas, exercise, and entertainment rooms, plus six lighted Har-Tru tennis courts.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	18
2021 Closed Sales	27
Active Listings	3
Average Sales Price	\$2,562,722

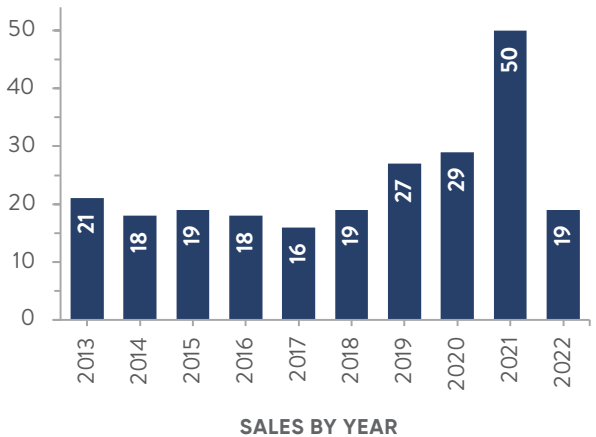


The Estates

On the southeast corner of Marco Island, you will find the epitome of luxury real estate with large lots, flawless architecture, and breathtaking views. Most of the properties in the Estates section of Marco Island are waterfront, and with no bridges comes no limit to boat size. The Estates area of Marco Island offers spacious living spaces ranging from 5,000 square feet to more than 10,000 square feet. Some of the largest Estates are located on Caxambas Bay and Roberts Bay, while there are also Estate properties along North Collier Boulevard.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	19
2021 Closed Sales	50
Active Listings	21
Average Sales Price	\$4,025,132



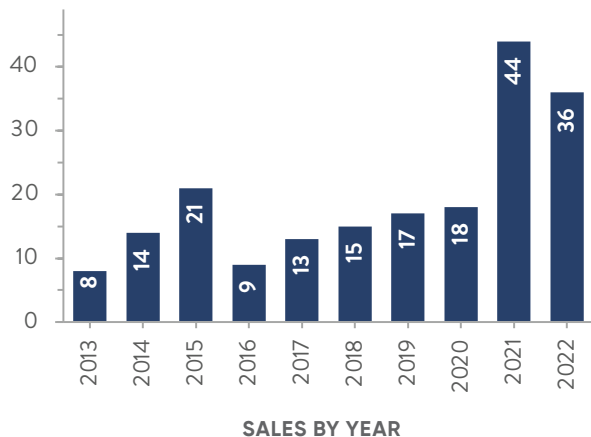


Hideaway Beach

Located on the Gulf of Mexico on Marco Island is a private gated community consisting of condominiums, beach villas, single-family homes, and vacant buildable lots. Hideaway Beach features a clubhouse located on the beach with several dining options, a sports center with modern fitness center, pro shop, spa, multifunction rooms for member activities, and an oversized covered deck. In addition are nine hydrogrid Har-Tru tennis courts, a nine-hole executive golf course, a regulation-sized croquet court, and two hydrogrid bocce courts.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	36
2021 Closed Sales	44
Active Listings	11
Average Sales Price	\$3,041,833

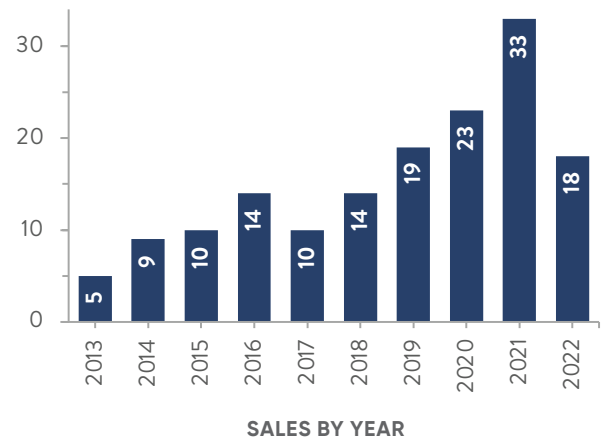


Tigertail Beach

Tigertail Beach adorns the northern end of Marco Beach. Largely overlooked by tourists and absent the high-rises commonly found along the coast of Marco Island, Tigertail is very quiet and relaxed. Homes adjacent to the beach are popular not only for their proximity to the sugary sand and sparkling Gulf waters but also the serene atmosphere of the neighborhood, blending single-family and estate homes with low-to-midrise luxury condominiums. Upscale shopping, dining and entertainment at The Esplanade and the center of town are only a short bike ride away.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	18
2021 Closed Sales	33
Active Listings	11
Average Sales Price	\$2,307,778



LEE COUNTY

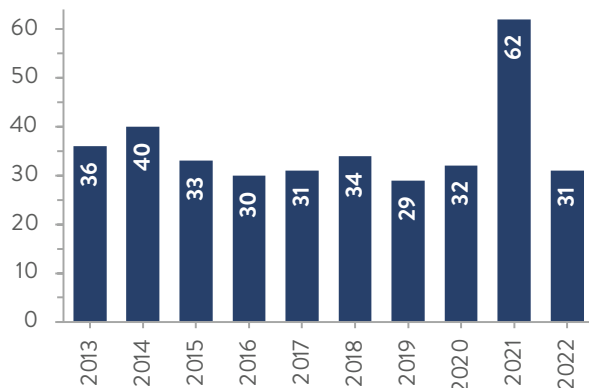


Single-Family Homes Bonita Bay

Bonita Bay is a 2,400-acre, master-planned and award-winning gated community recognized for its enviable landscaping, environmental responsibility, and creative land use. This includes three waterfront parks, 1,400 acres of open space, 12 miles of biking and walking paths, multiple lakes, and beautiful nature preserves.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	31
2021 Closed Sales	62
Active Listings	6
Average Sales Price	\$2,567,871



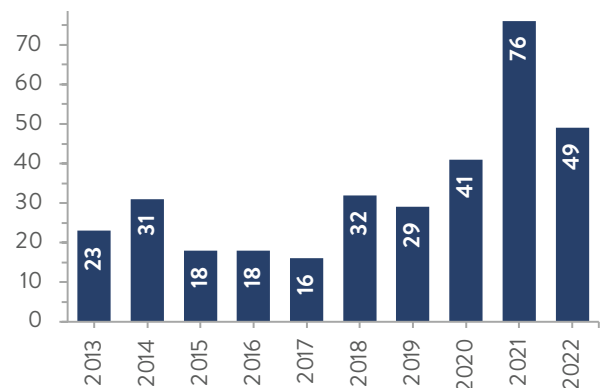
SALES BY YEAR

Condos Bonita Bay

Residents of Bonita Bay can enjoy five championship golf courses designed by two legendary architects, a tennis center with 18 Har-Tru courts, two impressive clubhouses, and a lifestyle center with a state-of-the-art fitness center plus a luxury spa and salon. The community also offers direct access to the Gulf of Mexico via an on-site marina, as well as a private beach pavilion located off Hickory Blvd at Bonita Beach.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	49
2021 Closed Sales	76
Active Listings	21
Average Sales Price	\$2,305,245



SALES BY YEAR

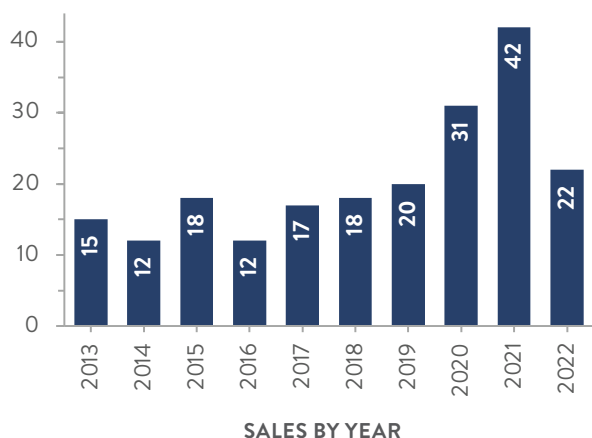


Bonita Beach

Located between Naples and Fort Myers, Bonita Beach offers single-family, villa, and condominium living with beachfront and bayfront options close to area shopping and dining. Many zoning issues experienced by other single-family beachfront communities can also be avoided in this highly desirable area.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	22
2021 Closed Sales	42
Active Listings	8
Average Sales Price	\$2,873,559



CHRISTIE'S
INTERNATIONAL REAL ESTATE

The Unrivaled Leader in *Real Estate*

700+
accomplished
agents

23
local offices

100%
family-owned

3
generations
of leadership

#1 *in sales volume
in listings sold
in transactions*

Closed sales for Lee and Collier counties combined, MLS statistics, 2014-2022
Residential improved property excluding manufactured

LEE COUNTY

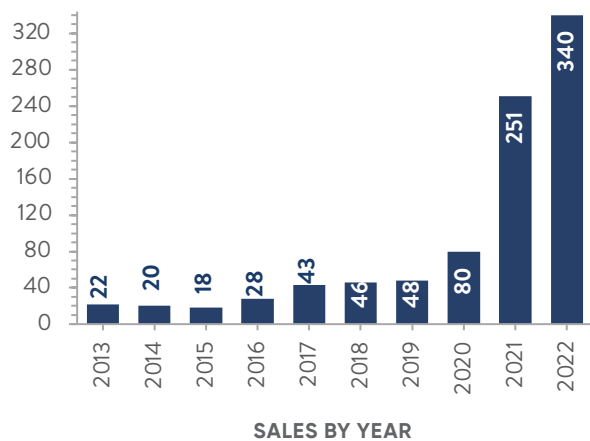


Cape Coral

Cape Coral offers access to more than 30 recreational parks and is known by birding enthusiasts for its wide variety of wildlife, including burrowing owls. The area supports waterfowl, wading birds, migrant songbirds, gopher tortoises, dolphins, and reptiles.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	340
2021 Closed Sales	251
Active Listings	161
Average Sales Price	\$1,537,564

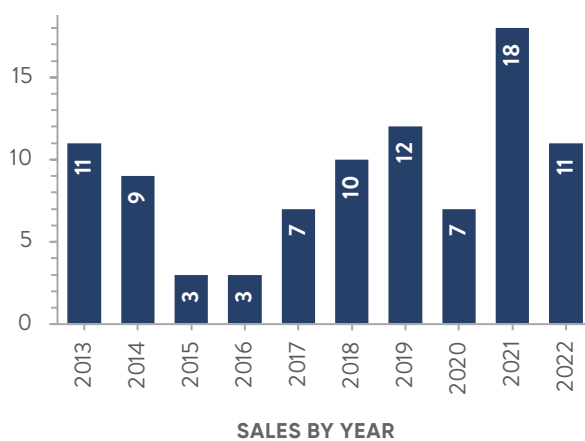


Cape Harbour

Located at the southern end of Chiquita Boulevard, Cape Harbour is home to some of the best restaurants, boat tours, and fishing charters in the area. It's also where you'll find luxury yachting communities filled with enviable waterfront properties.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	11
2021 Closed Sales	18
Active Listings	5
Average Sales Price	\$2,351,818



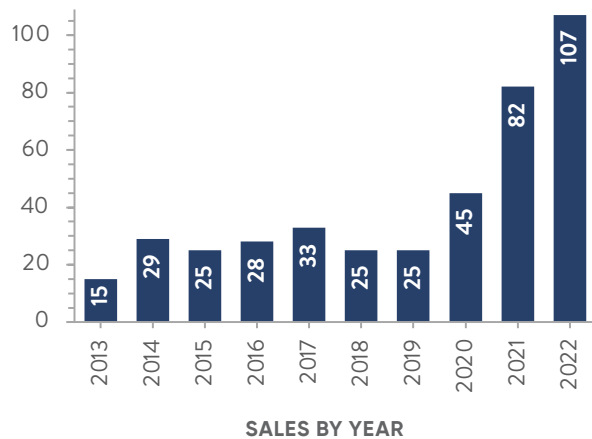


Fort Myers Beach

Fort Myers Beach is a seven mile-long island with plenty of sand, surf, and fun. Tourism fuels the restaurant and hotel, industries on the island. With Gulf of Mexico water temperatures ranging from a balmy 74 degrees in January to 91 degrees in July and August, Fort Myers Beach will always be a choice vacation destination for families and international visitors of all ages.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	107
2021 Closed Sales	82
Active Listings	60
Average Sales Price	\$1,991,847

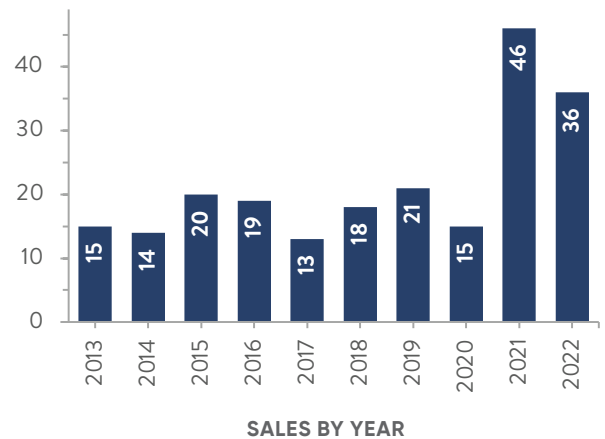


Fort Myers Riverfront

The Riverfront in Fort Myers which extends from the downtown River District south along the Caloosahatchee River, includes some of the finest waterfront communities in Southwest Florida. Palm tree-lined streets, eclectic boutiques, art galleries, and award-winning restaurants offer residents the perfect balance to an ideal boating lifestyle.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	36
2021 Closed Sales	46
Active Listings	16
Average Sales Price	\$2,238,167



LEE COUNTY

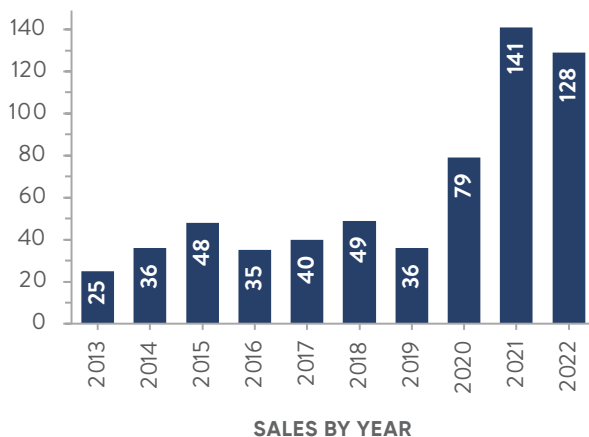


Fort Myers Golf Properties

A luxury lifestyle centered on award-winning, world-class golf experiences can be found beyond Naples. Fort Myers boasts more than 25 golf communities, most of which are located in private country club settings. Miromar Lakes in Estero is the only community in Southwest Florida to offer waterfront living, beaches and golf all within one location. Woven through Gulf Harbour Yacht & Country Club are 18 challenging holes of championship golf designed by Chip Powell. Shadow Wood Preserve features three signature courses and a golf academy.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	128
2021 Closed Sales	141
Active Listings	35
Average Sales Price	\$1,969,907

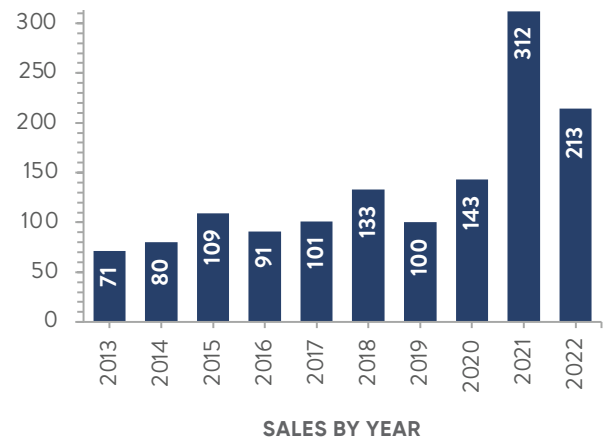


Sanibel / Captiva Islands

Sanibel and Captiva Islands are recognized worldwide for outstanding beaches, shelling, and a sincere concern for preserving the natural habitat and tropical flora and fauna that has made it such a well-known jewel along the Gulf Coast. Art galleries, theaters, upscale resorts, and famous restaurants also dot the coastline.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	213
2021 Closed Sales	312
Active Listings	57
Average Sales Price	\$2,235,840



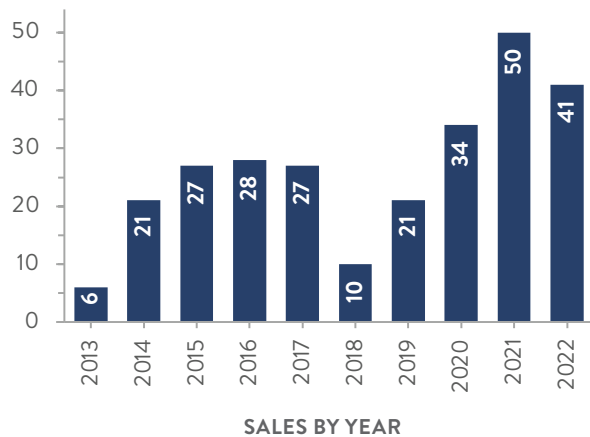
Pelican Landing The Colony



The Colony offers a property collection of towers, mid-rises, estates, and custom home sites—all with access to a private beach club with daily shuttle, tennis courts, pool and spa, fitness center, and the Bay Club. Residents also enjoy a 34-acre island beach park and 18 holes of Jerry Pate-designed championship golf.

MARKET SUMMARY OF \$1M+

2022 Closed Sales	41
2021 Closed Sales	50
Active Listings	22
Average Sales Price	\$1,726,951



Leading
REAL ESTATE
COMPANIES
OF THE WORLD

The #1
Network
in the World

136,000
associates

4,700
offices

550
international
brokerages

70
countries
& territories

LP
LUXURY
PORTFOLIO
INTERNATIONAL®



The Global Authority in *Luxury Real Estate*

John R. Wood Christie's International Real Estate. Known for legendary service and Southwest Florida's leader in home sales. 100% family owned and operated.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE UNRIVALED LEADER IN REAL ESTATE

Contact us to market your home today | JohnRWood.com | (239) 262-1900  