



JILL NESBITT
269.274.2650
Jill@TheDunesTeam.com

LARRY LANG
239.572.3311
Larry@TheDunesTeam.com
YourDunesTeam.com

Dunes Insider

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NEWS, PERSPECTIVE AND REAL ESTATE INSIGHT FOR THE DUNES OF NAPLES

A Quieter Summer, With *Plenty Happening*

Summer has brought its familiar change of pace to The Dunes. Afternoon rains have helped fill our ponds and green the landscaping. The Club is on its seasonal schedule, many residents are away, and community teams are using the quieter months to complete projects.

The Club at The Dunes and its pool will close for annual maintenance on Monday, August 3, and reopen Wednesday, August 19. The Wellness Center and Racquet Courts will remain open. The Floridian Club will close for annual maintenance September 8 and reopen September 28.



RECIPROCALS

Summer is a good time to explore golf, tennis, pickleball and dining at the many reciprocal clubs available throughout the Naples area. It is an opportunity to enjoy other communities' amenities—and return home with a renewed appreciation for the lifestyle we enjoy at The Dunes.

POA SETTLEMENT NOW COMPLETE

The Dunes Property Owners Association announced that its dispute with the community's former developer has been fully resolved. The Association now controls the former hold-back land, the marina interest and related development rights.

Why it matters: Future decisions involving these properties will now be made by the Association and its members—not an outside developer. Source: The Dunes of Naples POA owner update, June 19, 2026.



MEMBERSHIP SATISFACTION SURVEY

The 2026 Dunes Membership Satisfaction Survey was recently released. Participation among residents was strong with 459 survey responses completed out of our 634 residences. There were also hundreds of individual comments, suggestions, and compliments, an indication of how involved our residents are in our community.

The 2026 results were excellent, with continued improvement across nearly every critical area. Of the responses, 91% said they were Extremely Satisfied or Satisfied with their overall experience at The Dunes; 95% expressed satisfaction with The Dunes staff, and 91% would recommend The Dunes to a friend. Not surprising results for those of us living in Paradise!

THE DUNES MARKET: WHAT THE NUMBERS SUGGEST

The summer market is quieter, as expected, but activity during the first half of 2026 remained ahead of the same period last year. Buyers continue to be selective, and the strongest response are for residences that are priced and presented in line with their building, floor plan, condition and view.

CURRENT OFFERINGS

On August 1st there were 15 active listings in the Dunes: 13 in the Grande Preserve; one in Barbados and one in Cayman. An outlier in the Grande Preserve is Dominica Penthouse 2 listed at \$6,495,000. Excluding that listing, the median list price in the Grande Preserve was \$1,999,375 and \$1,522,000 in Barbados and Cayman. Days on market varied considerably, reflecting differences in pricing history, condition, location and cumulative exposure.

RECENT RESULTS

There were 14 sales in the 120 days prior to August 1: 11 in the Grande Preserve, two in Antigua and one in Cayman. Twelve of the sold properties were on the MLS. Your Dunes Team handled two transactions that were not listed on the MLS. The median sold price in the Grande Preserve was \$1.95 million and median sold price for the two in Antigua and the one in Cayman was \$1.2M.

OUR TAKEAWAY

Limited inventory continues to support well-positioned sellers, but scarcity alone does not overcome overly ambitious pricing or presentation issues. For buyers, the relatively small number of choices makes detailed building knowledge and careful comparison especially important. Two residences with similar square footage can differ meaningfully based on floor plan, renovation quality, exposure, view, amenities and membership options.

LOOKING AHEAD TO FALL

The pace around The Dunes will likely remain relatively quiet through the balance of the summer, with activity typically increasing as residents return and the seasonal market gains momentum. The coming months provide owners with a valuable opportunity to assess their property's current market value, complete improvements and prepare thoughtfully for the fall and winter selling season. For serious buyers, this quieter period can also present attractive opportunities with less competition.

A Dunes-Specific Conversation

Whether you are considering selling, evaluating a purchase or simply curious about your resident's current value, we are available to provide clear, building-specific guidance.



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