

The Schuldenfrei REPORT



VIP Realty Group, Inc.
1560 Periwinkle Way
Sanibel, FL 33957



DON'T FORGET THESE ADDITIONAL SERVICES

MLS NOTIFICATION

We'll notify you the same day a property comes on the market that meets your needs.

PRICING

We'll help you price your property by preparing a report showing what other like properties have sold for.



GOPHER ENTERPRISES

We'll find the perfect place for you to rent. Just let us know what you need and we will deliver it to you - guaranteed.



LET DAVID BE YOUR GUIDE – CALL HIM

He will provide professional and practical guidance to help you buy, sell or rent the property that's right for you. Call or email him today.

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W I N T E R 2 0 1 4

The Schuldenfrei REPORT

Serving the Islands for over 38 years

About real estate on Sanibel and Captiva • Going to 7,000 local property owners and 15,000 Northern visitors



David L. Schuldenfrei
Realtor®, CRS, GRI, SCIS

*Selling the Islands for
more than 38 years.*

HAPPY NEW YEAR!

The real estate market on these paradise islands was both active and positive during 2013. Just about every market segment has shown growth. Even commercial property sales are up. Here's a summary of market activity for last year:

- Single family homes were 3% ahead of 2012. Homes on the water as well as homes away from the water have shown gains. Gulf front and inland homes have been particularly strong – up 44% and 63% respectively. This points to a market that seems to be attractive to a broad range of buyers.
- Condominiums were up 6% over the previous year. All of the gain has been in the two bedroom units – up almost 20% over 2012.
- Building lots continued to decline, and for the same reasons as noted in the past. There simply is not much vacant land to sell.
- Prices have started to move upward, which they have not done for a while.

So, all things considered, the market is doing fine. It's up almost 50% in the past three years with plenty of room for growth. Unit sales are still well below our high point in 2005. Even with the upward movement the average selling price is still close to 20% below where it was in 2005. So the market is ready and waiting for further growth.

We expect 2014 will be a happy year. We are looking forward to a year of positive market movement. Many others seem to share that feeling. Whether it's The Association of Realtors, The Urban Land Institute or the Conference Board, they're all saying essentially the same thing – the market looks good for 2014. The general feeling is that the real estate recovery will gain momentum. That gain in momentum might include an increase in interest rates, given the recent actions by the Federal Reserve. So, if you're thinking about either selling or buying a property you should probably review your schedule with an eye toward moving it up. This will be an active season for your favorite islands. Winter and spring reservations are already at a higher than expected level. That's usually an indication of good times ahead. So if you're planning to rent a unit you should probably get your reservation in to David soon. But whether you'll be renting, buying or selling now is the time to call David. Discuss your plans with him. Let him work with you to help you navigate this market to your maximum benefit. He's very good at that!



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IT'S NICE TO BE THE BEST

Every year we have a "Best of the Islands" survey, asking the newspaper readers to tell us which is the best restaurant, the best shopping, the best entertainment, etc. One of the categories is "the best real estate agency." Modesty does not keep us from saying that VIP ran away with that. And why should anyone be surprised. They are the leaders in their field by a wide margin. They are the only firm on the islands offering a complete service, with title, mortgage and rental service in addition to the traditional real estate services. Their goal is to make it as easy as possible for their customers and clients. And people see and appreciate that. Maybe that's why they keep knocking on David's door.

AND THEY KEEP COMING

People just love to come to our Islands and enjoy all the wonderful things we have to help them relax and enjoy themselves. The 2012-2013 year (YTD 9/30) was a record year for Lee County according to the Visitor & Convention Bureau (VCB). Tourist Tax Revenue has been running 8% over last year and 31% over 2010. Visitor expenditures are up almost 5%, and occupancy is up almost 7%. It's great to see county growth because your islands get a big share of that growth. Good news!

KEEP YOUR EARS OPEN

The bike paths on the islands are shared paths, not just for bicycles. The paths are also used by those who choose to walk or jog or just go full tilt. All users are a potential source of danger or a potential subject for danger. So, know what's going on. Open your ears and listen. That means put the earbuds away so you can hear what's going on around you. In fact it's against the law in Florida for cyclists to use headsets or headphones or other listening devices. So, let's shape up!



MAKING READING EASY FOR YOU

The Island Book Nook is a bookstore that sells a wide variety of used books – mostly paperbacks. They have provided a unique service to islanders for some time by making books available for purchase then, when finished, buy the book back from the reader at a reduced price. They have introduced a new service, rent-a-book. Renters will pay a deposit which is refunded when the book is returned, minus a dollar a day rental. If the renter chooses not to return the book then the reader owns it outright. Nice idea. If you would like to use this service the Book Nook is located on Palm Ridge Road.



NEW SHELLING MAP

Shelling has always been one of the things that make Sanibel special. It's known widely for its prolific shelling. You can now scan the shores of Sanibel to find the best shelling spots on a new interactive map in the Shell Museum. The map allows shellers to post up-to-date information on shelling and beach conditions. The museum encourages enthusiasts to share their great finds with the museum and its guests on this interactive map. There is no fee to view the map or record your discoveries. Stop in before or after your beach visit to "work the map" or just enjoy the museum.

MORE AWARDS FOR SANIBEL/CAPTIVA

The Elaine McLaughlin Outstanding Hospitality and Service Award – the E-Awards – are presented each year by the Lee County Visitor & Convention Bureau. They cover six categories, Accommodations, Attractions, Restaurants, Other Services/Businesses, Transportation and Good Samaritan. Five local businesses won the 2013 awards.

- Beachview Cottages won the Accommodations award.
- Jensen's Twin Palm Resort won the Good Samaritan award
- Captiva postal service won the Other Businesses/Service award.
- Keylime Bistro won the Restaurant award.
- Tarpon Bay Explorers won the Attractions award.

Awards are always nice to get. But the story here is the consistent recognition your islands receive through awards for the various services and facilities it offers to our visitors and our residents. Those awards just come in, year after year. We know the islands are special. It's nice to see that expressed by third party opinions. It must be true!

NEW FILM ABOUT SANIBEL

We told you in our last letter about the documentary titled, "Growing Up On Sanibel." It is scheduled to premier in April, 2014. There is another film promoting the special charms of Sanibel that was premiered at BigArts in October. It's not a long film. Its about 8 minutes and it shows interviews of local personalities who shared their unique perspectives – why they love this place and just what it is about Sanibel Island that makes it a unique and special experience. The hope is that the film will be linked to websites hosted by local businesses and organizations to showcase the island. A trailer of the film is posted at sanibelislandvideo.com. There is a second film being planned that will feature Captiva Island. We'll let you know when it's done.

MORE BOBCAT SIGHTINGS

We've been getting reports over the past year about wildlife sightings on the island – black bears, bobcats, etc. It appears that we have more than a single generation of bobcats. A local resident recently photographed three baby bobcat kittens with their mother in the backyard of a friend. She has been sworn to secrecy about their exact location to keep the babies and their mother safe. It's nice to have a family here but where is the father?

A REMINDER

Just to make sure you don't forget, The Sanibel Island Farmers Market is open until April. It's open on Sunday from 8 AM until 1 PM at City Hall. Since it's Sunday there is plenty of parking available at City Hall or nearby property. For more information go to buylocallee.com.

There's lots of fresh, local produce so stop by and buy.



DAVID IS GOOD TO GO TO

Because he brings a wealth of experience and professional integrity to managing the real estate process – whether it be selling, buying or renting a property – or just providing you with information for consideration. Whatever form it takes he is good at it. He has been an active businessman and real estate expert on these islands for almost 40 years, years marked by business success and widespread recognition. His success has been earned by caring about what he does. He cares about the service he offers and the quality of the help he provides for you. Call him and find out for yourself. Many others have and been happy they did. As an example, here are some of the properties they've asked him to represent:

LISTINGS

Your listing needs to be here where the action is. Over 15 million in sales for 2013.

Condos

Compass Point 212	\$569,000	2B/2B Weekly rentals, partial Gulf view
Sanddollar C-101	\$854,000	2B/2B Remodeled, direct Gulf

Houses

1838 Buckthorn	\$1,100,000	3B/2B+cabana, spectacular near beach home
4279 Gulf Pines	\$730,000	4B/3B Custom built, near beach

Lots

5821 Pine Tree	\$539,000	Canal front with dock
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BACKGROUND DATA (YTD 12/31)

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2012	2013	2012	2013	2012	2013	
CLOSED SALES (Units)							
Houses	183	197	26	18	209	215	+3%
Condos	151	162	35	36	186	198	+6%
Lots	33	26	3	2	36	28	-23%
Total	367	385	64	56	431	441	+2%
PENDING SALES (Units)							
Houses	139	161	24	15	163	176	+8%
Condos	126	131	32	22	158	153	-3%
Lots	29	21	2	1	31	22	-29%
Total	294	313	58	38	352	351	+/-0%
HOUSES							
Gulf/Bay	19	23	7	7	26	30	+15%
Other A*	46	43	3	2	49	45	-8%
Other B**	118	131	16	9	134	140	+4%
Total	183	197	26	18	209	215	+3%
CONDOS							
1 Bedroom	22	22	10	7	32	29	-9%
2 Bedroom	103	116	13	20	116	136	+17%
3 Bedroom	26	24	12	9	38	33	-13%
Total	151	162	35	36	186	198	+6%
AVERAGE SALE PRICE (000\$)							
Houses	823	910	1600	1920	912	1045	+15%
Condos	551	570	758	640	604	587	-3%
AVERAGE DAYS ON MARKET							
Houses	273	267	593	337	313	273	-13%
Condos	390	313	368	407	385	330	-18%

*Bayou, Canal and Roosevelt Channel **Near beach, inland
Source: Market Activity Report and Monthly Statistic Report



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