

VOLUNTEERS NEEDED

There is always a need for volunteers on Sanibel and Captiva. In a city with such a strong community involvement and widespread visitor service needs, the call for volunteers is critical, particularly for the non-profits. There are four non-profits that are currently looking for volunteer help.

The Historical Village. There are quite a variety of things to do and the volunteers will be trained to what they choose. Go to www.sanibelmuseum.org or call 239-472-4648.

The Community House is looking for volunteers in many different areas. They are particularly anxious to find volunteers for the new Culinary Education Center but there is always a need for help in the lobby in the morning to answer questions, take reservations and lots more. Send an email to info@sanibelcommunityhouse.net if you're interested in volunteering.

F.L.S.H. is seeking volunteers for a variety

of programs. F.L.S.H. has over 40 different programs and services, all of which benefit from volunteer help. If you're interested go to www.fishosancap.org or call 239-472-4775. They'll be glad to hear from you.

BIG ARTS has opportunities that go from backstage to administration. Volunteers are the heart of BIG ARTS and they enjoy lots of benefits for their help. Visit them at www.BIGARTS.org to learn how to become a volunteer – or call 239-395-0900.

HURRICANE PASSES

Each year the city makes a decision about hurricane passes – whether to re-use current passes for the new year or issue new passes. In the interests of economy they have decided that the passes issued for 2016 will be extended to cover 2017. The pass allows those who evacuate due to hurricane danger to return to the island to assess property damage. There is a limit of two passes per address. For more information go to www.mysanibel.com or call the police department at 239-472-3111.



GO TO THE MOVIES AT DING DARLING

The fifth annual Ding Darling Wednesday Film series is continuing through April, 2017. The films are shown bi-weekly at the Visitor and Education Center starting at 1 PM. There are a full range of topics covered in the films. Seating is limited and on a first-come basis, so get there early. A full description of the schedule and the films can be found at the following link: www.dingdarlingsociety.org/articles/lecture-and-film-series. Enjoy!

SANIBEL SEA SCHOOL ON TV

Sanibel Sea School is featured in a new marine biology-themed television series on PBS Kids called Splash and Bubbles. Its title character, Splash, is a fish that migrates all over the oceans and comes home to teach his friends and neighbors what he's learned. Splash premiered in November and, so far, the Sanibel Sea School is featured in Episodes 3, 6 and 9. You can download episodes



on iTunes. To learn more visit www.sanibelseaschool.org or www.sanibelseaschool.org. This is a great way for kids who are not near water to learn about the sea and its inhabitants.

IT'S TIME FOR DAVID

When you think about real estate on Sanibel or Captiva David can be your best friend. He is a leader in the real estate community – as acknowledged by his customers and clients – and admired by his colleagues. His clients have made him a leading performer on Sanibel and Captiva. His colleagues have elected him Realtor of the Year 4 times and president of the real estate association 3 times. He is at the top of his profession and can put his considerable skill and service ethic to work for you. Call him and see for yourself what a difference a Dave makes. Listed below are some of the properties he's been asked to represent.

AND REMEMBER HIS ADDITIONAL SERVICES.

MLS NOTIFICATION – We have recently installed an updated, improved notification service that will be even more helpful to you. It is flexible and can be designed by you, changed by you, made to reflect your needs at your time. It can be your dynamic, versatile search tool. Just go to our website.

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 write him.

Office: 239.472.5187 x227 | 1.800.553.7338 x227

Home: 239.466.0514 | FAX: 239.437.7543

Address: VIP Realty Group, Inc.

1560 Periwinkle Way, Sanibel, FL 33957

E-Mail: DavidS@Schuldenfrei.com

Websites: www.Schuldenfrei.com



The *Schuldenfrei* REPORT



Serving the Islands for over 40 years

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

THE MARKET IS STILL LOOKING GOOD



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

Selling the Islands for more than 40 years.

The real estate market on Sanibel and Captiva continues to be attractive. It is currently in a holding pattern. We have just completed a run of five straight years of solid growth peaking in 2015, when unit volume hit record levels. The 2016 volume did not match that level. It was 20% lower but still comparable to the years immediately preceding 2015. Here is a summary of sales activity. Details are appended.

House unit sales for the two islands are down 20% overall but Captiva showed a nice gain.

Homes on the gulf or bay showed the steepest decline while homes that front on inland waters – canals, bays – showed the least decline.

Condominium unit sales are down 16%. All size units showed declines except three bedroom units on Sanibel, which showed a slight increase.

Building lots are way down since there are few left to sell. The average sale price for houses and condominiums continued their upward trend on Sanibel but showed a significant decline on Captiva.

The time it takes to sell a property has sharply declined. Both houses and condominiums are selling at a faster rate – Sanibel a little faster than Captiva.

In spite of a disappointing performance in 2016 we expect that the market in 2017 will be a good market. Not a run-

away market but a good, solid market. The reasons for this are several:

- It's not unusual for a market to pause and then continue after five years of steady growth.
- The interruption in growth is probably due to two short term factors:
- The impact of the election and the uncertainty it's created about the tax and regulatory environment. This should be clarified shortly and is expected to have a positive influence on the housing market.
- The strong dollar and the negative impact it had on foreign buyers. This will improve as the foreign economies continue to improve.
- As these factors moderate or disappear the fundamental market values will surface and they bode well for your island paradise.
- There's a Boomer generation that can't wait to retire and buy that home on the island.
- There's a record breaking investment sector that's creating new investment funds for the Boomers who are retiring.
- There's a mortgage market that's still low by historical standards.
- There could well be an improved inventory picture. The year 2016 saw a 5% increase in new listings.

It's a beginning. So hold on! Call David and let him help you navigate this special island that offers friendly people, wonderful services, great places to live and David.



Discover the Difference A Dave Makes • "Your Best Interest Is My Only Business"

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THE PEOPLE KEEP COMING

The passenger traffic at the Southwest Florida Regional Airport continues to expand. The year 2015 had a record 8.4 million passengers and the year 2016, through November, showed a 3% increase over that same period last year. Since a significant portion of these passengers end up going to Sanibel or Captiva it creates a wonderful and growing pool of potential buyers. It's really good for the real estate market.



CITY COUNCIL SETS GOALS FOR 2017

The council has established their goals for this new year. They will continue to focus on improved water quality and building on the strength of Sanibel's financial stability as they have in past years. They will, in addition, have a third goal for 2017 – to enhance the efficiency and quality of the city's planning and building departments. This is good news to a lot of people dealing with the building and zoning regulations of the city.

A NEW CHILDREN'S HOSPITAL IS ON THE WAY

And it's taken many years to bring it to fruition. It started back in 2012 when a matching grant of \$20 million was offered by Mr. B. Thomas Golisano as a challenge to the community to support children's health care and build a new children's hospital. It became a five year, \$100 million capital campaign to build the Golisano Children's

Hospital to serve a five county area. This is a strong testament to the generous hearts of the community. The contributors included philanthropists and businesses but also citizen

sponsored lemonade stands, fishing tournaments, golf events and lottery winners. The hospital is 292,000 square feet and 128 beds and is scheduled to open in April, 2017. Is this a great place to live or what!!!!

FARMER'S MARKET IS BACK

Every Sunday from 8 AM to 1 PM at City Hall parking area. The market sells produce and artisan products that are grown or made locally. It's been operating for a number of years now and has had a wonderful consumer response. This year there is a second vendor of fresh produce. The Community Church has collaborated with Worden Farms to make organic vegetables available to Sanibel residents in a "veggie box". A box includes eight items and enough to feed two to four people for the week. The boxes are delivered to Community Church Wednesday afternoon. Worden emails members on Tuesday so they know what's coming the next day. Membership is \$580 for 20 weeks. For more info go to wordenfarms.com.

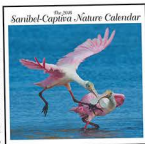


SOUTH SEAS ISLAND RESORT HONORED

South Seas was named one of the top resorts in Florida by Conde Nast Traveler magazine. In their 29th annual Readers' Choice Awards they rated South Seas tops in quality of rooms, service, location, food, design, facilities and value. This was among 7,394 hotels in 606 cities. Considering that the South Seas was badly treated by Hurricane Charlie just a few years ago, this is great news!

GOT YOUR CALENDAR YET?

The 2017 Sanibel-Captiva Nature Calendar is now available at stores throughout the island. It's only \$17.95 (plus \$2.00 handling for mail order.) If you would like to get yours by mail send your request to Sanibel-Captiva Nature Calendar, PO Box 356, Sanibel, FL 33957. It's a beautiful calendar and will remind you of the wonders of this island paradise every day.



MORE AWARDS FOR SANIBEL

Every year the Lee County Electric Cooperative (LCEC) makes awards to those in the county that have been notably effective in providing environmental information that benefits the community. This year the awards were made to four organizations and include The Clinic for the Rehabilitation of Wildlife (CROW) and The Sanibel-Captiva Conservation Foundation (SCCF) on Sanibel. CROW received \$4,000 and SCCF received \$3,000 for their projects and programs related to the environment. It is so nice to live in a place that honors and cares for the island wildlife and flora as well as the people. Sanibel and Captiva have created a culture that is unique to our islands. It's enjoyed by the residents and admired by all. Good for Sanibel and Captiva!



F.I.S.H. RECEIVES TOP AWARD

F.I.S.H. of SanCap has been honored by GreatNonprofits, the leading provider of user reviews about non-profit organizations. SanCap F.I.S.H. provides food from their food pantry, youth scholarships and financial assistance where needed for many island neighbors. It is a community volunteer group with clients who report that they are making a real difference in their lives. The reviews are written by volunteers, donors and clients. The large number of positive reviews formed the basis for SanCap F.I.S.H.'s award. It's good to live on a community that gives of itself. A pat on the back for F.I.S.H. – and the community!



FREE CONCERT SERIES

The Sanibel Community Church wants to raise your spirits with something in addition to the Sunday spiritual guidance. They have scheduled a series of dynamic and moving musical performances through the end of April. There will be choral music plus barbershop, acappella, gospel and bluegrass and plenty of music to move your soul – and maybe your pocketbook. The concerts will be at the Community Church and, while they are free, there will be an opportunity to donate to a local compassion project. All are welcome to attend. The church is located by Jerry's Market. For information go to www.sanibelchurch.com or call 239-472-2684.

THE EARLY BIRD CATCHES THE WORM!

Beat The Winter Rush and Put Your Property on The Market Now!! Inventory Is Low And Buyers Are Looking!!

– ACTIVE LISTINGS – HOMES

1743 Venus Drive – 4 bed 3.5 bath east end direct Gulf access canal home \$1,795,000
CONDOS

Sanibel Surfside 225- 2 bed 2 bath updated unit with beautiful Gulf views \$799,000
Pointe Santo B23 – 2 bed 2 bath tastefully decorated with excellent rental income \$849,000

LOTS

5821 Pine Tree Drive – Canal front double lot on the west end of Sanibel \$549,000

– 2016 SOLD –

Pointe Santo D5 – 2 bedroom 2 bath sold for \$675,000
Clamshell C – 2 bedroom 2 bath sold for \$975,000
249 Daniel Drive – 2 bedroom 2 bath sold for \$755,000
Pointe Santo C41 – 2 bedroom 2 bath sold for \$795,000
Sundial B207 – 1 bedroom 1 bath sold for \$470,000

BACKGROUND DATA (YTD 12/31)

	SANIBEL 2015	2016	CAPTIVA 2015	2016	TOTAL 2015	2016	%CHNG
CLOSED SALES (Units)							
Houses	236	180	21	26	257	206	-20%
Condos	160	142	35	22	195	164	-16%
Lots	43	25	4	2	47	27	-42%
Total	439	347	60	50	499	397	-20%
PENDING SALES (Units)							
Houses	167	122	17	14	184	136	-26%
Condos	111	100	15	9	126	109	-13%
Lots	27	15	3	1	30	16	-47%
Total	305	237	35	24	340	261	-23%
HOUSES							
Gulf/Bay	16	9	13	10	29	19	-34%
Other A*	60	54	2	3	62	57	-8%
Other B**	160	117	6	13	166	130	-22%
Total	236	180	21	26	257	206	-20%
CONDOS							
1 Bedroom	33	26	6	6	39	32	-18%
2 Bedroom	100	87	13	10	113	97	-14%
3 Bedroom	27	29	16	6	43	35	-19%
Total	160	142	35	22	195	164	-16%
AVERAGE SALE PRICE (000\$)							
Houses	912	978	3365	3029	1113	1237	+11%
Condos	701	717	1038	874	761	738	-3%
AVERAGE DAYS ON MARKET							
Houses	230	177	408	295	244	192	-21%
Condos	304	218	259	314	296	231	-22%

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

