

YOGA THE EASY WAY

Are you one of those many people who like the idea of practicing yoga but just can't get into it? Well, in our constant search for ways to help you in your quest for self-improvement we have found a way for you to gain the benefits of yoga without all the floor activity. It's called hand yoga. According to ancient yoga traditions you can sit in a chair and shape your fingers into simple positions that direct energy for different purposes. It is a great alternative form of yoga that provides the same benefits as a floor yoga session. You can learn all about it by putting yoga mudras in your search window and going there. Good luck!



EXPERIENCE THE SCHULDENFREI EXCELLENCE

David has been helping people who love Sanibel and Captiva to find the right place to buy or to rent for over 40 years. He has spent those years learning the island and finding out what's helpful to those interested in the real estate market – be it to buy a property, sell or rent a property. He has learned and understands the nuances of this island market of which he has been a leading part for longer than most anyone else. His colleagues have elected him President of the local association 3 times and he was voted Realtor of the year 4 times by customers. David is a man who can get it done. Call him and see what a difference a Dave can make.



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

DO YOU HAVE YOUR 2018 ISLAND CALENDAR?

The 2018 Nature Calendar is available. This lovely calendar is published every year and features photographically, different facets of the natural life on Sanibel - beaches, birds, reptiles and the many other forms of wildlife. The 2018 calendar is the Blind Pass Tide Edition with beautiful views of the sunrise and sunset. If you would like a lasting reminder of your lovely time on Sanibel just send \$14.95 per calendar plus \$2.00 shipping to P.O. Box 356, Sanibel Island, Florida 33957. Many of the island stores also carry the calendar.



REMINDER

Rec Center members can get discount movie tickets. If you have a membership in the Rec Center there will be a 40% discount off regular price tickets plus you get to work out and stay in shape. There are daily, weekly, and semi-annual memberships available for visitors – daily - \$19, weekly - \$79, 6 months - \$372. So, go to the center at 3880 San-Cap Road and get your membership and stay in shape. Or call 472-0345 for more info.

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. If you're an owner and want to rent your property to vacationers we can offer a professional web-site Portal that will give you direct access to the active vacationer market.

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.

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THE ISLAND'S TRUE COLORS

It is said that the true nature of a person is shown best when in difficult times. The resilience and caring nature of our islanders after Irma brushed by was fully on display. Neighbor helped neighbor, business owner helped business owner. Sanibel Taxi offered free rides for those in need, Sanibel Rec Center, SCCF, Center 4 Life, and others offered refuge with child care if needed. Sanibel Sea School offered free camp to anyone needing child care while schools were still out of session. Those kind and caring acts, and many more, were standard on this special island. It is great to see the genuine caring that islanders showed for each other. A very special place is this small wonderful island community. No wonder people love it!



FREE PASSES

The Sanibel Public Library now offers passes to four of the areas popular attractions – The Shell Museum, The Historical Village and Museum, The Golisano Children's Museum in Naples and the CROW Visitor Education Center. In addition to checking out books, movies, music and magazines you can check out these passes. Call the library (472-2483) to reserve a pass for one week using a library card. Library cards are available at no charge to all county residents. Visitors may purchase a card for \$10, valid for one year. Go to www.sanlib.org for more info.

HISTORICAL VILLAGE IS REOPENED

The Sanibel Historical Village and Museum reopened in October and is looking for volunteers. The hours for the village and museum are from 10 am to 4 pm on Tuesday through Saturday. It is located at 950 Dunlop Road. There is handicap access to the buildings. Admission is \$10 for adults 18 or over. Children are free. For more information call 472-4648 or go to www.sanibelmuseum.org.

FOR THE HISTORY BUFF

The Captiva Historical Society has a new website devoted to the history of the island. It includes videos of past events, profiles

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SANIBEL LIBRARY NEWS

It's important for communities that are attractive vacation destinations to have services that meet the varied interests of the vacationer – one of which is library service. There are several things report about our excellent local library ---

1. They have earned the National Star Award for the fourth time. America's Star Libraries reflect how a library's performance stacks up to peers, measuring computer usage, circulation, program attendance and library visits.



of island characters, historic sites and trailers of the “Captiva Memories” documentary film. The site is interactive and compatible with mobile devices. It delivers useful, real-time information as well as stories about people and events that shaped the history of the island. Go to www.captivaislandhistoricalsociety.org.

FUN ON THE TROLLEY

There is a trolley service on the island. Adventures in Paradise uses two trolleys for historical tours of the island. The tours start from Port Sanibel Marina and various hotels and visit historical sites on the island on the east end and middle of the island. They run on Mondays, Wednesdays and Fridays through April. Tours are scheduled at 9:30 am and return by 11:30 am. The cost is \$35 per person with a portion of each ticket going to the city. It's a fun way to learn about the island. You can go to www.adventuresinparadise.com for a full list of pick up locations. They might pick up at where you're staying. Call 472-8443 for reservations.

THE COMMUNITY ASSOCIATION

This is a wonderful organization that has been providing a home for island civic and social life for the past 90 years. They have remained in operation thanks to the generosity of the community. They receive nothing from public funds or tax dollars. They operate



with contributions, membership fees and rental fees. They provide low fee rental space for all island nonprofits, service organizations and clubs. The CA is truly community oriented and they are looking for new members. Individual memberships are \$50 and family memberships \$100. If you would like to learn more about the benefits of membership or become a member go to www.sanibelcommunityhouse.net.

2. The library has also won TripAdvisor Certificate of Excellence this year. They've received it every year since 2014. It has also been rated as best library by Florida Weekly.

3. They now also offer the streaming service Kanopy. If you have a library card you can gain access by going to www.sanlib.org/eshelf. Kanopy is compatible with a variety of devices and platforms – including Roku, Apple TV, iOS, and Android. There is no charge to use it and you can borrow up to 10 movies per month for three days each. Good deal.

All this from that small town library on Sanibel Island. Way to go!!

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 STILL LOOKS POSITIVE



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

Selling the Islands for more than 40 years.

The real estate market on your favorite islands continues to show a positive movement and there are signs that it will continue. We suggested in our last letter that 2018 would be a good year. Not a record breaker but a good, comfortable year. That's the way it's starting. The first quarter is showing nice sales growth in almost all segments. Pending sales are on the plus side for Captiva but down a bit on Sanibel. All things considered, there is reason to feel good about the market.

Here's a summary of the first quarter.

House unit sales are up over the first quarter last year in all locations – from inland homes to waterfront homes.

Condominium unit sales are modestly down on Sanibel but up strongly on Captiva.

Vacant land sales are up significantly. The numbers are relatively small since there's not much land left to sell, but the numbers are not just up they're way up.

Average sale prices are fairly even on Sanibel but way down on Captiva. The Captiva performance is probably due more to the profile of sales rather than a real decline. The lower-end sales this year played a much larger role than last year.

The amount of time a property stays on the market before selling continues to improve. Properties now spend 50% less time on the market than just five years ago.

The market appears to be in pretty good shape with positive market influences in place.

Mortgage rates will continue to be low by historical standards – even with another increase sometime during the year.

The Boomers and retirees are expected to represent over 30% of real estate buyers in 2018. That's good news for Sanibel and Captiva.

The investor market is strong and growing which means healthy retirement portfolios for the Boomers entering this real estate market.

In spite of some improvement, inventory is still low. This makes the market less competitive for those interested in selling their property.

The general buyer attitude, as reported by major associations, is up and hopeful.

General consumer confidence is the highest since December 2000.

That's a pretty picture. If you're considering a real estate transaction on the islands now would be a good time to discuss it with that proven island expert - David Schuldenfrei. Pick up the phone and call him. See what a difference a Dave can make.



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– CURRENT LISTINGS –

CONDOS

Island Beach Club 340D - Direct Gulf front 2 bed 2 bath condo priced at \$1,379,000.

Pointe Santo B-2 - updated ground level 2 bedroom 2 bath unit priced at \$799,000

Pointe Santo E-23 - 2 bedroom 2 bath + den with beautiful Gulf views priced at \$995,000

Pointe Santo C-42 – penthouse 2 bed 2 bath + rooftop sundeck priced at \$949,000

Sanddollar A101 – Gulf front 2 bed 2 bath meticulously updated unit priced at \$1,195,000

Sundial F201 – Beach and Gulf view 2 bed 2 bath unit with tropical décor priced at \$849,900

Sandpiper Beach 302 – Exquisite 2 bed 2 bath Gulfview condo priced at \$850,000

HOMES

1743 Venus Drive – Updated 4 bed 2 bath direct Gulf access canal home priced at \$1,670,000

500 Kinzie Island Court – 3 bed 3 bath Gulf and beach access canal home priced at \$1,599,000

585 Lake Murex Circle – 3 bed 2 bath lake view near beach home priced at \$725,000

LOTS

5821 Pine Tree Drive – Direct Gulf access double canal front lot priced to sell at \$556,000

COMMERCIAL LISTING

The Bait Box – Prime commercial location. Business, structures and land priced at \$2,500,000..

IT'S NOT HARD TO FIND A REALTOR ON SANIBEL

Sanibel has a lot of realtors – and some are very good realtors. But if you'd like a special realtor who has all the professional designations including CRS (Certified Residential Specialist), and GRI (Graduate Realtor Institute), been recognized for his leadership by his colleagues (voted President of the real estate association 3 times) and by the community of clients and customers (voted Realtor of the year 4 times) you should be talking to David. He's an accomplished business man who has been a consistent market leader with professional skill, caring attention and the results to show for it. That's why so many seek his considerable skill and experience to help sell their property – such as the ones listed to the right.

DING DARLING FILM SERIES

The Ding Darling Wildlife Society will show it's Wednesday Film Series for the sixth year in the Visitor and Education Center. They are scheduled bi-weekly starting on January 10th and going through April 4th. They are free and explore natural facets from pollinators and coral to wild Florida and the war on coal. Seating is limited and on a first-come basis. Films are scheduled to start at 1 pm. For a full description of the films go to www.dingdarlingsociety.org.



COASTAL KEEPERS ALERT

Coastal Keepers is an independent branch of the Sanibel Sea School. Their mission is to create special initiatives to improve the future of our natural resources. The current initiative is to promote reusable bags when shopping. Plastic bags are rarely recycled and pose a threat to wildlife as many animals get entangled or mistake them for food and eat them. You can get reusable bags at Baileys General Store. Go to www.coastalkeepers@sanibelseaschool.org for more info.

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2016	2017	2016	2017	2016	2017	
CLOSED SALES (Units)							
Houses	181	186	27	22	208	208	+0%
Condos	143	139	22	34	165	173	+5%
Lots	25	32	2	2	27	34	+26%
Total	349	357	51	58	400	415	+4%
PENDING SALES (Units)							
Houses	122	116	14	16	136	132	-3%
Condos	99	85	9	20	108	105	-3%
Lots	15	20	1	1	16	21	+31%
Total	236	221	24	37	260	258	-1%
HOUSES							
Gulf/Bay	9	11	11	9	20	20	+0%
Other A*	55	62	3	1	58	63	+33%
Other B**	117	113	13	12	130	125	-4%
Total	181	186	27	22	208	208	+0%
CONDOS							
1 Bedroom	27	12	7	18	34	30	-12%
2 Bedroom	87	102	9	10	96	112	+17%
3 Bedroom	29	25	6	6	35	31	-4%
Total	143	139	22	34	165	173	+5%
AVERAGE SALE PRICE (000\$)							
Houses	979	1004	3195	2457	1267	1158	-8%
Condos	718	731	874	672	738	719	-3%
AVERAGE DAYS ON MARKET							
Houses	176	163	284	394	190	188	-1%
Condos	217	187	314	261	230	202	-12%

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

VIP Realty Group, Inc.



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