

## YOUR OWN BUTTERFLY GARDEN

Everyone seems to like a butterfly garden. A garden filled with the kind of blooms that entice the graceful, lovely creatures to feed or create a new generation. Sanibel has places that can help you establish your own. The most prominent is the Sanibel Captiva Conservation Foundation's Native Landscape and Garden Center. You can see what butterflies are flying and what flowers they lay their eggs on. With the help of the staff you can learn to build your own garden and which plants will attract the butterflies you would like to see in your garden.

Another is Sanibel City Hall. The grounds of City Hall are planted exclusively with native plants and the Vegetation Committee members conduct tours and are happy to explain the proper planting and care of native vegetation that reseeds itself with little maintenance, is good for the environment and will attract birds and butterflies. *If you would like more information go to [www.san.dnr@mysanibel.com](mailto:www.san.dnr@mysanibel.com) or phone 472-3700.*



## SEE WHAT A DIFFERENCE A DAVE MAKES!

David Schuldenfrei is a professional businessman who has chosen to use his skills in the real estate market. He has been doing it on Sanibel and Captiva Islands for longer than anyone else. During this time he has earned the highest professional level as Broker as well as all professional designations – CRS, GRI, SCIS. He has been an admired market leader whose success is acknowledged by his customers, clients and colleagues and helped make the VIP Realty Group the best agency on the island by popular vote for the past six years. Call him and see how much he cares about what he does and how he does it. *You'll be glad you called!*



## LET DAVID HELP YOU WITH HIS SPECIAL 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.

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*Gopher@Gopherrental.com - 800 794-3107*

## CALL HIM OR GO TO HIS HELPFUL WEBSITES –

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[GopherRental.com](http://GopherRental.com)



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SECOND QUARTER 2018

# The Schuldenfrei REPORT



*Serving the Islands for more than 40 years*

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

## THE MARKET IS UP!



**David L. Schuldenfrei**  
Realtor®, CRS, GRI, SCIS  
*Selling the Islands for more than 40 years.*

The real estate market on Sanibel and Captiva Islands is showing really positive performance. We reported in our last letter that the first quarter of 2018 was looking good. We can now report that the second quarter was even better-leading to a strong performance for the first half of 2018. Houses and condominiums are both showing healthy gains. The prospects for continued growth is good since pending sales (those

under contract but not yet closed) are running at three times the growth rate of closed sales. Another indication is the number of new listings. Newly listed houses and condominiums during the first half of this year are higher than they've been since 2009 and on an upward trend. That can be good for pricing. ***Here is a quick summary of the market for the first half of the year. Details are appended.***

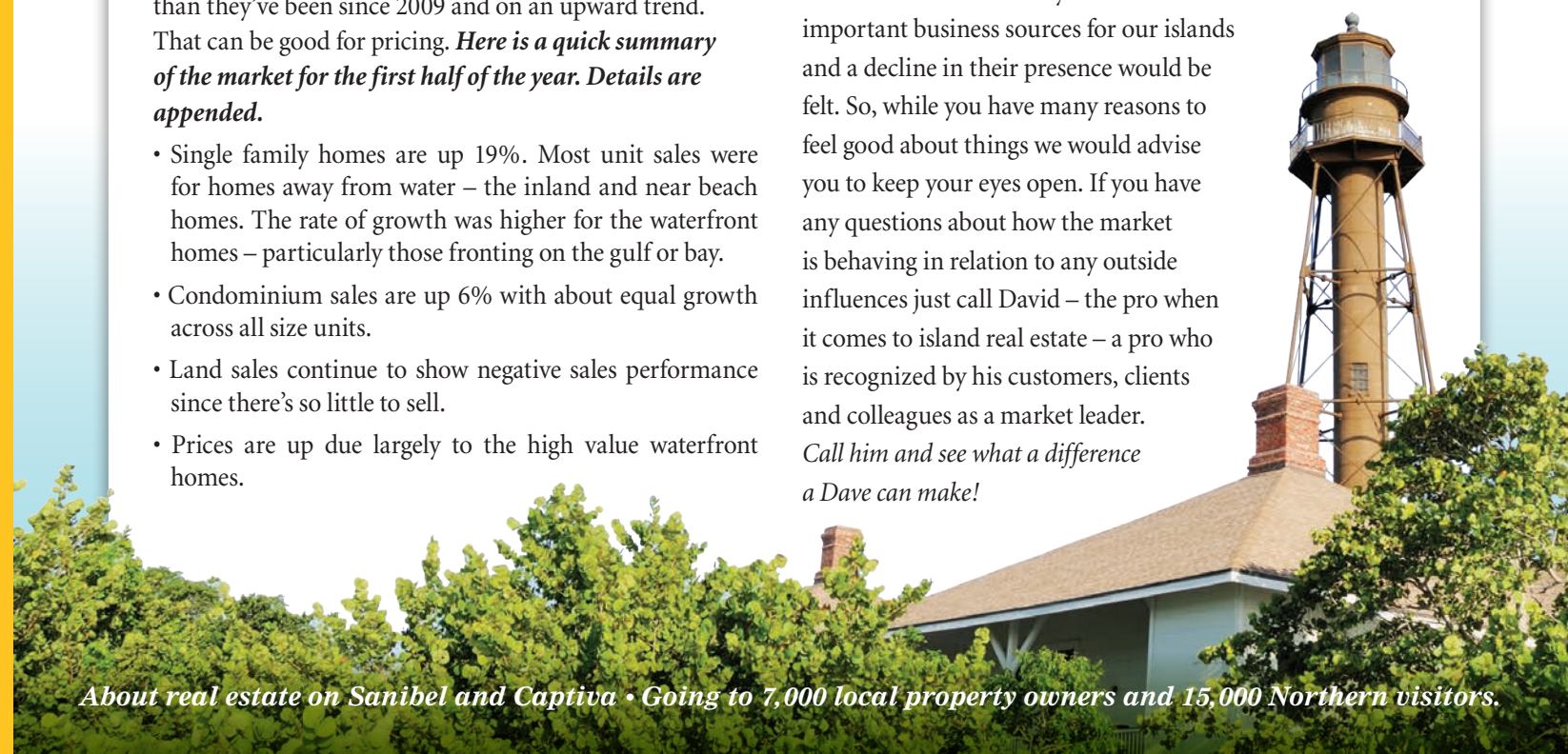
- Single family homes are up 19%. Most unit sales were for homes away from water – the inland and near beach homes. The rate of growth was higher for the waterfront homes – particularly those fronting on the gulf or bay.
- Condominium sales are up 6% with about equal growth across all size units.
- Land sales continue to show negative sales performance since there's so little to sell.
- Prices are up due largely to the high value waterfront homes.

- Selling time is unchanged for houses and down for condominiums.

***All in all it's a pretty bright picture with some very positive market conditions.***

- Mortgage rates are up a bit and will probably go up again this year but they're still low in relation to historic data.
- The economy is bubbling with a good job picture and wages that are starting to catch up.
- The “feel good” factor is growing with confidence at a 15 year high.

Not that there aren't uncertainties out there that can be a little bothersome. The most prominent being the tariffs and the influence it can have on prospective buyers or renters. Will the tariffs affect our Midwest market or the Canada, Great Britain or Germany markets? These are important business sources for our islands and a decline in their presence would be felt. So, while you have many reasons to feel good about things we would advise you to keep your eyes open. If you have any questions about how the market is behaving in relation to any outside influences just call David – the pro when it comes to island real estate – a pro who is recognized by his customers, clients and colleagues as a market leader. *Call him and see what a difference a Dave can make!*



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PEOPLE LOVE SANIBEL – THEY KEEP COMING

And the way they get here is mostly through the Southwest Florida International Airport in Fort Myers. Their first quarter passenger traffic was 10% higher than last year and many of them ended up on Sanibel or Captiva as renters and potential buyers of island real estate. Lee County growth has resulted in the airport becoming one of the top airports for passenger traffic in the country with almost 9 million passengers in 2017. They had a record breaking first quarter, 2018, with March showing the largest single month for passenger traffic in their 35 year history. *That’s all to the good – particularly for the island businesses.*



WHY SANIBEL IS DIFFERENT

It’s probably the only city in Florida with a skyline not dotted with highrises because of the island commitment to conservation. The vision statement created at the birth of the city starts with the statement “we shall remain a small town community whose members choose to live in harmony with one another and with nature.” That pervades everything done on the island and creates that special feeling you get every time you come over the causeway. That’s why people keep coming to Sanibel. *That’s why they like to live on Sanibel.*



THE SANIBEL ALL-STARS

Sanibel competes in the Greater Pine Island Little League. Part of the competition is the annual “Duel of the Islands” which pits the Pine Island All-Stars against the Sanibel All-Stars for the Tarpon Bay Cup. The seventh annual Duel took place in May of 2018 and it was exciting. They even have a seven-year old beauty sing the national anthem to start the games. They play two games to be sure that every kid gets a chance to play and there are five innings per game. The first game ended in a tie and in the second game the Sanibel All-Stars came out on top for the second year in a row. The Cup comes home. This is a great program. It teaches the kids the fundamentals and value of teamwork and they have a safe and fun experience. *Good news!*



OUR ELECTRIC NEWS!

Sanibel’s electricity is served by a cooperative – the Lee County Electric Cooperative. They have a station on the island and have been a rewarding island servant. They have decreased their rates five times since 2014 and have not had a rate increase for 10 years. As a result we are paying less for electricity today than we were a decade ago. The latest statewide comparison of electricity providers, made in April 2018, finds that LCEC has the fourth lowest rates in the entire state. *No matter where we look there are really good reasons for living on Sanibel.*



SANIBEL VERSUS PLASTIC

We mentioned in our last letter how the abundant use of plastic straws by the island businesses represents a danger to the wildlife and island beaches. The Coastal Keepers, a branch of the Sanibel Sea School, developed “Strawless on Sanibel” to help reverse this and it’s been joined by a number of businesses. In addition there have been other programs introduced to meet the same goal of reducing the presence of unrecyclable plastic on the island.



Reusable Bags - plastic bags take 1,000 years to decompose and are rarely recycled. They’re a threat to wildlife that see them as food and eat them. Bailey’s General Store makes reusable bags available. Bottled Water – Plastic single-use water bottles are widely used, not recyclable and a danger to wildlife. The Refuge has eliminated such bottles and replaced them with a bottle that’s still a bit plastic but 82% renewable. They also have refill stations along the drive so you don’t have to be particularly parsimonious on that really hot, sunny day. So, join the effort. *Use the recyclable product when you have the choice.*

SANIBEL LIBRARY NEWS

The Sanibel Library card is now good for passes to several of the popular attractions on the island. In addition to checking out books, movies, music and magazines you can now use your library card for free passes to The Bailey-Matthews National Shell Museum, Sanibel Historical Museum



and Village, Golisano Children’s Hospital of Naples and CROW’s Visitor Education Center. These cultural passes can be reserved for one week with your card. If you don’t have a card you can get an annual card for \$10. *Call the library at 472-2483 to get more information or go to www.sanlib.org.*

RESORT AWARD

TripAdvisor presents awards to businesses such as restaurants or resorts that deliver a high quality experience according to the reviews sent in by their users. It is generally viewed as a badge of honor by the



recipient. The Sundial Beach Resort & Spa was recently awarded their 2018 Certificate of Excellence. To qualify for this award the business must maintain an overall TripAdvisor rating of at least four out of five and have consistently good reviews. There are a number of Sanibel businesses that have earned that award which is one of the reasons why people return here year after year and buy property to live here. It’s a special place.

– CURRENT LISTINGS –

Homes:

- 500 Kinzie Island Court – Near beach 3 bedroom 3 bath canal home priced at \$1,525,000
- 585 Lake Murex Circle – Bike to the beach from this West end 3 bed 2 bath house priced at \$699,000

Condos:

- Pointe Santo E-23 – unique 2 bed 2 bath + den floorplan with Gulf views priced at \$950,000

- Pointe Santo C-34 – 1 bed 1 bath with exceptional Gulf views priced at \$560,000

Lots:

- 5821 Pine Tree Drive – Double canal lot with dock in place priced to sell \$499,000

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2017	2018	2017	2018	2017	2018	
CLOSED SALES (Units)							
Houses	124	154	15	12	139	166	+19%
Condos	84	93	20	17	104	110	+6%
Lots	21	8	2	0	23	8	-65%
Total	229	255	37	29	266	284	+7%
PENDING SALES (Units)							
Houses	84	117	10	5	94	122	+30%
Condos	47	65	10	10	57	75	+32%
Lots	14	8	1	0	15	8	-47%
Total	145	190	21	15	166	205	+23%
HOUSES							
Gulf/Bay	7	20	7	35	14	25	+78%
Other A*	36	39	0	0	36	39	+8%
Other B**	81	95	8	7	89	103	+15%
Total	124	154	15	12	139	167	+20%
CONDOS							
1 Bedroom	6	10	8	6	14	16	+14%
2 Bedroom	62	62	7	9	69	71	+3%
3 Bedroom	16	21	5	2	21	23	+10%
Total	84	93	20	17	104	110	+6%
AVERAGE SALE PRICE (000\$)							
Houses	985	1229	2668	2163	1167	1297	+11%
Condos	761	749	698	931	749	774	+3%
AVERAGE DAYS ON MARKET							
Houses	157	157	221	202	164	161	-2%
Condos	200	168	221	142	204	167	-18%

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

