

Schuldenfrei REPORT



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

FALL 2011

The Schuldenfrei REPORT



Serving Sanibel & Captiva for over 36 years.

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



David L. Schuldenfrei
Realtor®, CRS, GRI

*Selling the Islands for
more than 36 years.*

THE MARKET IS STILL GOOD

There is reason to smile and feel optimistic about your real estate market. The positive movement of the market we described in our last newsletter has continued through the third quarter of the year. Unit sales of houses and condos are both up over last year. The sale of building lots is down, as we would expect in a maturing market. Also, pending sales (under contract but not yet closed) are well ahead of last year, which makes the market direction in the near future, look really nice.

HERE'S WHAT IT LOOKS LIKE

Unit sales of houses are 47% ahead of last year. The greatest percentage growth is in homes that front on the gulf or the bay. They have more than doubled. The greatest volume of growth is in the near beach and inland properties – the heartland of the market. They represented about 60% of total unit growth.

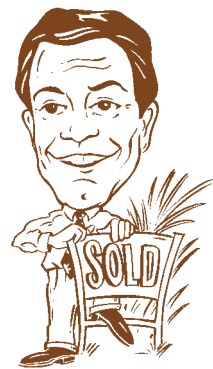
Unit sales of condos are 20% ahead of last year. The greatest percentage growth is in the three bedroom units. They are up by more than half. It's interesting that the three bedroom units had as much volume growth as the two bedroom units.

The average selling price of both houses and condos is up. But, averages can be misleading. They reflect the higher growth in the more expensive properties – gulf and bay front homes and three bedroom condos. The probability is that prices for properties that are similar were flat.

Time on the market remains high. That could well be reluctance on the part of buyers to jump in with both feet. That should change as the market grows. But for now it gives the buyer some negotiating leverage.

All in all, it looks pretty good. The market seems to be stabilizing. Your favorite islands seem to be on the right side of that curve. We're doing a lot better than our

neighbors in Fort Myers, Cape Coral and Punta Gorda, which isn't surprising since your island paradise is such a desirable place to be. We can expect that this positive sales picture will continue with a compensating decline in inventory and the upside impact that will have on prices. It's a good time to buy that island property you've been considering. While the market has grown by almost 50% over our low point in 2009 there is lots of room for growth just to get back to where we were in 2006. Maybe it's time to call David. He can help you with his special brand of professional skill and knowledge. When you call him you will see what a difference a Dave makes.



DON'T FORGET THESE ADDITIONAL SERVICES

MLS NOTIFICATION – We'll notify you the same day a property that will meet your needs comes on the market.

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

GOPHER ENTERPRISES – We'll find the perfect place for you to rent. Just let us know your needs and we will deliver - guaranteed. Make your reservations now because winter season is booking up early this year.



LET DAVID HELP YOU

If you want to buy, sell or rent island property just call or write David. He will serve you with professional skill and unmatched island knowledge and experience.

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

WEBSITE: WWW.SCHULDENFREI.COM

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

CROW'S NEW PROGRAM

The Clinic for the Rehabilitation of Wildlife (CROW) has launched a new educational program designed to teach kids the importance of peacefully coexisting with our wildlife neighbors. The program is called the Fun Patch Series and is held at the Crow education center. Participants will explore the education center and participate in hands-on activities from building an animal rescue box to observing gopher tortoise grazing. At the end of each workshop the kids will be given a Fun Patch to wear. There are nine workshops scheduled through February. For more info go to www.crowclinic.org.

A FAMILY BEACH WALK

The shell museum and the Ding Darling Refuge are collaborating in a free monthly beach walk. It started on August 30th. The walk starts at Gulfside City Park/Algiers Beach. It lasts for about an hour during which a refuge ranger will give a presentation about marine life on Sanibel and a Shell Museum volunteer will give tips on finding and identifying shells and explaining how they live, eat, reproduce and move. And they will answer any questions you have and help you identify shells and anything else found along the way. If you are interested, call 239-393-2233.

SANIBEL TOWN CENTER

The idea of a town center has once again become a matter of interest. The possibility was first approached five years ago and a lot of time and energy went into the planning. Consultants were hired to help establish guidelines and many Sanibelians put in a lot of hours to try to make it work – but to naught. The community simply could not get together. City Council wants to revisit the concept and discuss what direction the city should take. It will be one of the 2011-2012 goals. It would be nice.

VOLUNTEERS NEEDED

The Shell Museum would welcome anyone interested in becoming a volunteer. It's a great way to spend some quality time with other shell lovers. You don't have to be a shell expert to be a volunteer. There are lots of activities both up front and in the background that fill a real need. The museum will customize to suit your skills, interests and schedule. Call 239-395-2233 or email dotho-mas@shellmuseum.org.

CRUISING

Captiva Cruises has introduced some new cruises called the Eco-Cruise Expedition series. It consists of five cruises. The Science at Sea Cruise, Shoreline Discovery Cruise, Beach & Shelling Cruise, Dolphin & Wildlife Adventure Cruise and the Night Sky Astronomy Cruise. Children can take part in the Junior Naturalist program. If they complete two of the

five cruises they will be a member of the Junior Naturalists and receive a certificate of membership. More information can be found at www.captivacruises.com.

THE IMPORTANCE OF BEACHES

We tend to take the beaches for granted. We enjoy them but are they really worth all the time and effort it takes to keep them in pristine condition for ourselves and our visitors. The answer is yes. Protecting beaches is a very sound investment. There are 673 coastal counties in the country. If they were a separate country their economy would be the second largest in the world.

Economists have estimated that the contribution of beaches to the American economy is \$320 billion annually. (2007 dollars)

Each year the government takes in \$320 in taxes from beach tourists for every dollar it spends on beach nourishment. That sounds like a good deal to us. Save those beaches.

DDWS RECOGNIZED

The Ding Darling Wildlife Society (DDWS) has been awarded the Regional Director's Conservation Award by the U.S. Fish & Wildlife Service. An honor well deserved. DDWS is one of the first Friends groups in the nation and one to whom many other groups look to for advice and help. It funds projects, which enhance the visitor services programs at the refuge that meet its mission of conservation, wildlife, habitat protection and education. It generates funds through donations, membership dues and sales at the Refuge Nature Shop. If you would like to join the Society and/or make a tax-deductible gift go to www.dingdarlingsociety.org. They'd love to hear from you.

COMMUNITY HOUSE CAMPAIGN

The Sanibel Community Association has announced a \$3.5 million capital campaign to preserve, renovate and modernize The Community House. The Community House was built in 1927 on donated land by islanders working side by side to construct the building and turn it into the social gathering place for the island. It has served generations of islanders as the home for every conceivable civic, educational and social event. The site plan for the renovated structure is on display in the lobby as well as on www.sanibel-communityhouse.net.



DAVIDS GOAL

David's goal is to deliver the highest level of professional and skilled service to you. If you're buying, selling or renting real estate on Sanibel, Captiva or environs he will provide useful and practical information that will help make your transaction both successful and comfortable. His 36 years of experience on these islands has resulted in a standard of performance that's been acknowledged by clients, customers and his peers. Let him put his talent to work for you. Listed below are some of the properties he represents.

CONDOS

Sanddollar B-104	\$995,000	2B/2B Direct Gulf front
Pointe Santo E-3	\$885,000	2B/2B Ground floor, Gulf view
Pointe Santo C-35	\$879,000	3B/2B Gulf view; good rentals
Sundial L-305	\$835,000	2B/2B +den Direct Gulf front
Pointe Santo A-21	\$795,000	2B/2B Remodeled, Gulf view
Island Beach Club P1E	\$699,500	2B/2B Gulf view
Sandpiper Beach 303	\$610,000	2B/2B Gulf view
Sundial G-104	\$495,000	1B/1B Ground level; garden view

HOUSES

2228 Starfish	\$1,250,000	3B/2.5B Custom built, near beach
4960 Joewood	\$945,000	4B/3B Secluded, near beach
9440 Begonia	\$599,500	3B/2B Gumbo Limbo

*Thinking of selling your island property?
Call David and get the exposure
and personal attention you deserve.*

BACKGROUND DATA (YTD 9/30)

	SANIBEL		CAPTIVA		TOTAL		
	2010	2011	2010	2011	2010	2011	% Chng
CLOSED SALES (Units)							
Houses	102	142	6	17	108	159	+47%
Condos	98	118	18	21	116	139	+20%
Lots	19	14	2	1	21	5	-29%
Total	219	274	26	39	245	296	+21%
PENDING SALES							
Houses	86	124	8	16	94	124	+32%
Condos	87	105	6	14	103	119	+16%
Total	17	229	4	30	197	243	+23%
HOUSES BY LOCATION (Units)							
Gulf/Bay	6	16	3	8	9	24	+167%
Other A (waterfront)*	20	24	0	1	20	25	+25%
Other B**	76	102	3	8	79	110	+39%
Total	102	142	6	17	108	159	+47%
CONDOS BY SIZE (Units)							
1 Bedroom	7	7	5	7	12	14	+17%
2 Bedroom	76	84	7	9	83	93	+12%
3 Bedroom	15	27	6	5	21	32	+52%
Total	98	118	18	21	116	139	+20%
AVERAGE SALE PRICE (000)							
Houses	\$754	\$846	\$1911	\$1993	\$818	\$969	+18%
Condos	\$574	\$610	\$645	\$715	\$585	\$625	+ 7%
AVERAGE DAYS ON MARKET							
Houses	291	361	438	330	299	357	+19%
Condos	376	279	255	493	357	311	-13%

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



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