

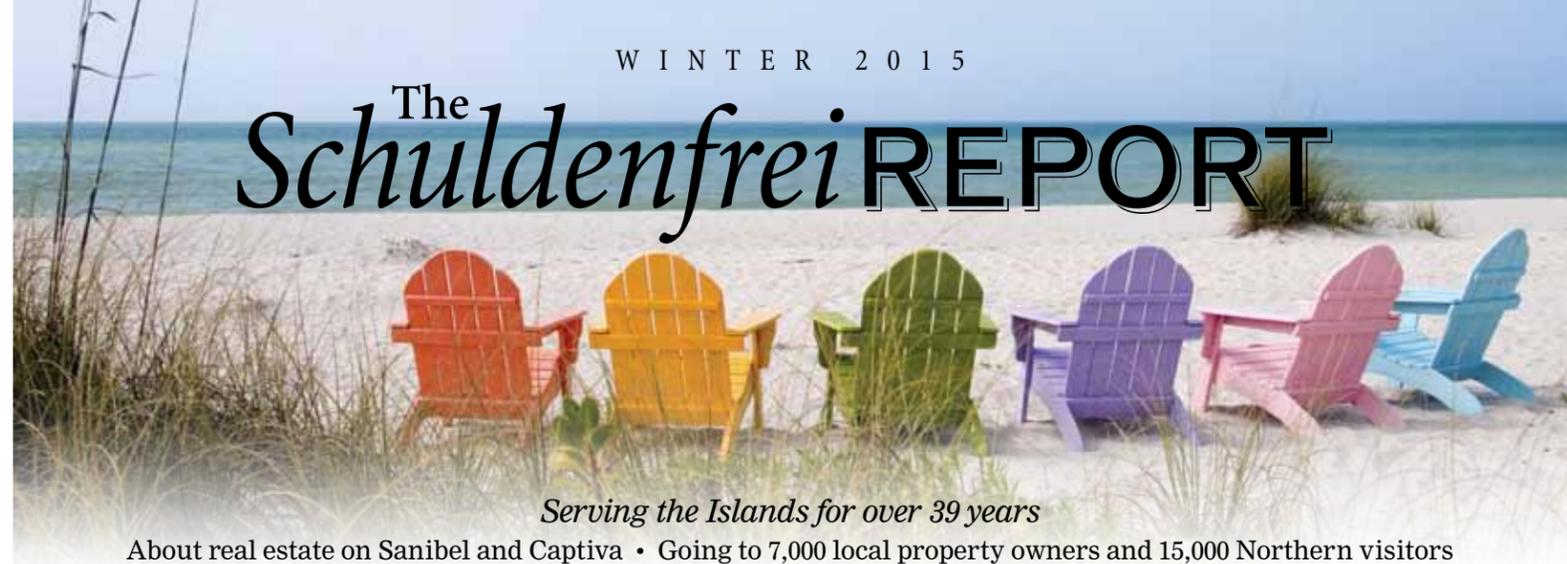
The Schuldenfrei REPORT



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

W I N T E R 2 0 1 5

The Schuldenfrei REPORT



Serving the Islands for over 39 years

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

THE MARKET CONTINUES TO BE GOOD!



David L. Schuldenfrei
Realtor®, CRS, GRI, SCIS
*Selling the Islands for
more than 38 years.*

The real estate market on these wonderful islands continues to look positive. We have been moving in a steady and positive direction since the market started its recovery in 2011. The market fundamentals that helped make that transition possible are still in place. We are looking for a strong close for the market this year.

- Single-family homes are modestly ahead of the same period last year and at levels we haven't seen since 2005. Homes that front on the gulf or bay are running behind last year while all other homes are in positive

territory.

- Condominium sales continue to show some weakness, perhaps due to general declines in investor purchases. The two bedroom units are the reason for the weakness while the one and three bedroom units show strong growth.
- Vacant land sold at the same rate as last year.

Average sale prices for homes are down on Sanibel and up on Captiva. Condominium sale prices are the opposite – slightly down on Captiva and up on Sanibel.

Inventory is still a problem. It continues to be very low. New listings this year are about 40% lower than they were in 2006. That can impact prices.

The really good news is the time a property stays on the market. It is markedly down. It takes less time to sell a property today than in recent years. That is really good news for a seller. If you're considering the sale of your property, now would be a good time to act. You will be faced with far less competition which is very much in your favor.

All in all it's an attractive market. It's shown sustainable growth over the past four years. Mortgage rates are still low and there's a high level of affordability. The economy is gaining traction and the consumer is feeling pretty good. The Conference Board and the University of Michigan both say confidence is on the upswing. Zillow predicts a 5% market growth and the national realtor organization (NAR) sees bright skies. Local merchants say their summer business was the best in seven or eight years. It sounds like the right time to call David and put yourself in his capable hands. Whether you're listing or buying a property or want rental information or just have a question, David is your go-to-guy. Discover the difference a Dave makes!



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



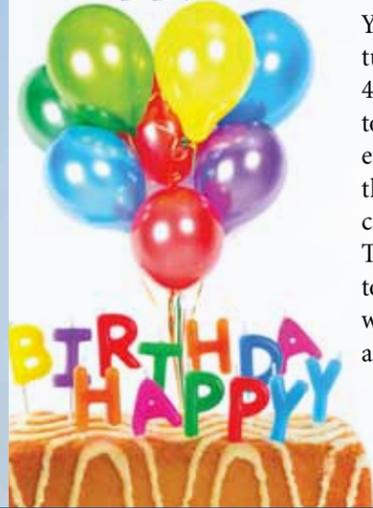
He will provide professional and practical guidance to help you buy, sell or rent the property that's right for you. Call or email him today.

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

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Happy Birthday, Sanibel!



Your favorite island has just turned 40. It was November 4, 1974 that the island voted to incorporate and we all have enjoyed the unique culture of the island since. We thank the citizens of 1974 for their vote. That's about when David started to do business here. Is it any wonder that he knows the island and its values so well?

and specific high value apps. A handout will recap the course for learning to continue at home.

WILDLIFE HAVEN

Sanibel has been a haven for wildlife long before it was incorporated. Fully half of the island's land mass is a federal wildlife refuge. While this is the major influence on the culture of the island we thought it might be useful to put some numbers to it. The



presence of so much wildlife in such a small populated area is impressive. The wildlife refuge is, of course, their major attraction. Just through September of this year one man sighted 105 different creatures – most were birds, 67 different species of birds and the rest were critters - alligators, otters, rabbits, opossum, manatee, snakes, bobcats, coyotes, raccoons and several kinds of butterflies. It's a remarkable balance of wildlife and people.

FOR THE SPORTS FOLKS

In the interest of keeping up with current sporting activities we bring you YOLO. They offer you the Flyboard, the revolutionary watersport that allows you to fly like a bird or swim like a dolphin. Instructors will teach you to do either in minutes. You can hover more than 30 feet in the air or do dolphin dives. If you're crazy enough to do this just call them at 472 9656 for more information.

For the more subdued there is pick-up softball every Monday night at the ball fields. All you do is show up – men and women, 18 years old or more. Just bring your glove, wear closed toe shoes, (no metal cleats, no sandals or bare feet). Good time for all.

HOSPITAL NEWS

We have reported on the wonderful health facilities available to us at Healthpark quite often but we would like to acquaint you with another hospital. It is the Golisano Childrens Hospital of Southwest Florida. They have been recognized by the National Research Corporation as the best performing children's hospital nationwide in delivering an excellent patient experience. They scored highest among all 109 children's hospitals they were compared to. Really good news for them – and for us. We just seem to attract the best kind of institutions and the best kind of people.

MORE GOOD NEWS

Sanibel Moorings is now on the Expedia Insider Select List for 2014. The Select List identifies the best of the 290,000 properties

available on their website based on reviews. Pretty impressive. Maybe it's because of the wonderful Botanical Garden at the Moorings, which nobody seems to know about. Go see it. It's a gem.

VOLUNTEERS NEEDED

The need for volunteers on Sanibel and Captiva is ongoing. Most of the wildlife related organizations and activities on the island are supported by volunteers. CROW, The Refuge, SCCF each get things done because of their volunteers. In addition, the need for volunteers in other areas – churches, the community emergency team, community housing and others rely on volunteers to meet their goals. It doesn't make any difference if you are a full time or part time or a visitor, your help will be appreciated. Just find the place you'd like to volunteer and go there and offer to help. They'll love you and you get to practice hands-on philanthropy.



COMPUTER CLASSES

The Lee Memorial Health Systems SHARE club offers computer classes for those 50 plus. They have excellent teachers and coaches who teach fellow seniors all you want to know about computers from beginners to beyond. The instruction is one-on-one so you don't feel rushed or embarrassed. The classes are usually five weeks and range from \$40 to \$50. If you call 424 3765 they can give you full details with dates and times.

IT'S HARD TO FIND THAT ONE OF A KIND

It's not hard to find a Realtor, but it is hard to find that special one of a kind – one who is professionally trained and earned the designation of CRS (Certified Residential Specialist), SCIS (Sanibel Captiva Island Specialist), and GRI (Graduate Realtor Institute), is a consistent leader in his field, and has been recognized for his leadership by his colleagues and by state and local governments. If these credentials seem right to you, then you should be talking to David. He's the man who delivers – he's that one of a kind. That's why so many seek his considerable skill and competence to help sell their property – such as the ones listed below.

LISTINGS

Condos

Nutmeg Village 209 \$730,000 2B/2B Residential complex, Gulf views
Sanddollar C-101 \$880,000 2B/2B Remodeled, Gulf front

Houses

1130 Seagrape \$827,000 4B/3B Heated pool, very near beach access
4279 Gulf Pines \$699,950 4B/3B Custom built, community beach, pool, tennis

Lots

5821 Pine Tree \$539,000 Canal front with dock, double lot

SCCF HONORED!

The Sanibel-Captiva Conservation Foundation was presented the Conservation Organization of the Year Award by the Florida Wildlife Federation in June at the Naples Hilton. They were selected because of their outstanding accomplishments on water quality, land use policy, sea turtle monitoring and conservation education among other things. Congratulations to SCCF and all the volunteers who help them reach their goals.

SEA TURTLES LOVE SANIBEL

The nesting statistics are in for 2014 and Sanibel has established a new record. According to the Sanibel-Captiva Conservation Foundation we had 411 nests this year shattering the record high mark of 358 in 2000. Even the turtles know a good place to cuddle up to when they see it. We had one case recently where a turtle that had been rehabbed was released back into the Gulf but she wouldn't leave. She circled the shore a few times and returned. She just couldn't seem to leave this paradise island. Pretty deep stuff.

IPHONE AND IPAD CLASSES

If you have either or both of these devices and need help in understanding how to use them help is at the Community House. Beginner course will be 9:30 to 11:00 AM on 11/3, 1/8, 2/11 and 4/2. Intermediate course will be 10/16, 12/11, 1/29 and 3/12. Courses cover setup and techniques to improve efficiency, use of the cloud

UPCOMING CONCERT SERIES

Every year The Shell Point Retirement Community schedules a series of concerts for their residents. They have also been enjoyed by Sanibel residents. This year they have scheduled five concerts from November through April. They include Behind the Mask with Hansen and Chandler, The Tommy Dorsey orchestra, The Lettermen, The Freddy Cole Quartet and The David Osborne Trio. Tickets are \$35 each or three for \$90. For more information go to www.shellpoint.org/concerts or call 454 2067.

	BACKGROUND DATA (YTD 10/31)						
	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2013	2014	2013	2014	2012	2013	
CLOSED SALES (Units)							
Houses	180	180	16	23	196	203	+4%
Condos	145	143	33	18	178	161	-10%
Lots	21	22	1	0	22	22	+0%
Total	346	345	50	41	396	386	-3%
PENDING SALES (Units)							
Houses	142	136	13	19	155	155	+/-0%
Condos	121	116	21	10	142	126	-11%
Lots	16	17	2	0	18	17	-6%
Total	279	269	36	29	315	298	-5%
HOUSES							
Gulf/Bay	21	10	6	10	27	20	-26%
Other A*	39	49	1	4	40	53	+33%
Other B**	120	121	9	9	129	130	+1%
Total	180	180	16	23	196	203	+4%
CONDOS							
1 Bedroom	19	20	5	6	24	26	+8%
2 Bedroom	105	95	19	5	124	100	-19%
3 Bedroom	21	28	9	7	30	35	+17%
Total	145	143	33	18	178	161	-10%
AVERAGE SALE PRICE (000\$)							
Houses	923	822	2579	2827	1058	1049	-1%
Condos	553	662	682	671	577	663	+15%
AVERAGE DAYS ON MARKET							
Houses	270	241	336	339	276	253	-8%
Condos	331	245	403	470	344	270	-21%

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

