

GOOD NEWS FOR YOUR INSURANCE RATES

The Sanibel Fire & Rescue recently received notice that its ISO (Insurance Service Organization) rating has been reduced from a former rating of 5 to a current rating of 3. This is good news. The ratings can go from 1 to 10, with 1 being the best and 10 having little or no fire department. The rating schedule looks at three items - emergency communications (911 dispatch), water supply (fire hydrants) and fire department. Congratulations to the chief, commissioners and firefighters for the improvements made to earn this better rating. If you'd like a copy of the report go to the Sanibel Fire Administration office on Pine Ridge Road.

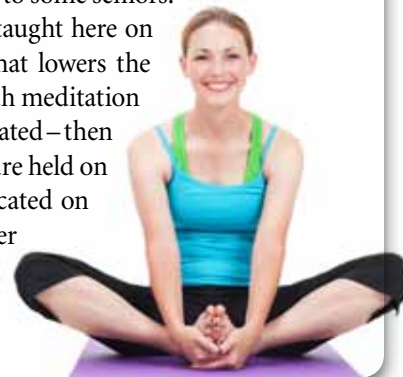
EXPERIENCE THE DAVID DIFFERENCE

When you look for real estate services you probably look for certain qualities in the person you select to deliver

those services. You would probably want outstanding service, professional credentials, island knowledge, local experience and evidence of success. David easily meets those criteria. In fact, it's not hard to find an agent who can meet them. But David has quiet qualities that make the difference between good and best. He has been awarded a Governors citation for volunteer services during a time of crisis. He has been elected president of his association three times by his peers. He has been elected Realtor of the Year four times by his colleagues. He gets regular referrals of friends and family by his clients and customers. These are the unsung things that define the quality of a person. They define David as an effective professional who can be trusted with your goals, who is skilled in meeting them and who is thoughtful in the process. Call him and see for yourself what a difference a Dave can make.

YOGA TIME

Yoga has been described by some as a miracle that creates a space that helps relax and, in some cases, offers relief from chronic health conditions - kind of like rehab. It can be physically demanding which might make it difficult to some seniors. That led to the development of Gentle Yoga which is taught here on Sanibel. Gentle Yoga is a calming form of exercise that lowers the heart rate and improves breathing. Each class starts with meditation followed by a number of postures - both standing and seated - then a breathing exercise and finally a resting pose. Classes are held on Tuesday and Thursdays mornings at Center 4 Life, located on Library Way. Members of the Sanibel Recreation Center can attend classes by showing their membership card. Guest fee is \$6.75 per class. For more info call 472 5743.



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



If you're interested in buying, selling or renting property, you will need timely and useful information that will help in your decision making process. Our new website is designed to do that, to help you get to the information you want, when you want it and how you want it. Then you can call David and he will provide professional and practical guidance.

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FALL 2015

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 IS DOING FINE



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

Selling the Islands for more than 39 years.

The real estate market on your paradise island looks pretty good. It has continued to show a broad based positive movement. The rate of growth slowed a bit after the first quarter - which was a particularly aggressive quarter - but this is not surprising. Market activity usually slows during the easy-going, summer months. Here are some of the market highlights for the first seven months of the year.

- Single-family unit sales are up 16% over last year (YTD 7/31). All segments of the market showed growth but the homes fronting on the gulf or the bay were particularly active, up 67% over last year.
- Condominium unit sales are up 6% over last year. They slowed a little during the summer months after a very aggressive first quarter. The units showing the greatest activity are the smaller, one-bedroom units. They grew at five times the rate of the two or three bedroom units.
- Vacant land unit sales show much smaller numbers than those for houses or condominiums but the rate of growth is very high. They grew 60% over last year. It's interesting that they're so active after such a long period of little or no activity. Maybe it precedes a building boom on the island.

• The average sale prices are moving upward. Both houses and condominiums showed higher prices during the summer after fairly stable prices during the first quarter. This is the result of low inventory. There are lots of buyers but not too many properties to buy. The inventory is at the lowest level we have experienced. There are cases where a property sold before it ever got on the MLS. It's a great opportunity for sellers. If your property is listed now, during this inventory shortage, chances are it will sell fast.

All things considered there are many reasons to feel good about this island real estate market. While inventory is low, buying activity is high and will probably continue to be in the near term. Mortgage rates are still historically low, the job market and the economy are good. Buyer confidence is high. Pending sales on the island are high - that is sales that have sold but not yet closed. Things look very nice. If you're sitting on the fence maybe it's time to talk to David. Let his skill and experience work for you. Whether it's answering your questions or selling your property, working with David does make a difference.

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A WELL DESERVED SCHOOL RECOGNITION

Our Sanibel School is a nationally recognized Blue Ribbon school of excellence. It is always one of the top ten elementary schools in the state and one of the top three in Lee County. This is due to the staff and the principal - Barbara Von Harten - who has been leading the school for the past 18 years. This year she was awarded the prestigious Lee County School District's Principal Achievement Award for Outstanding Leadership. One principal from each county in the state was recognized for improving student achievement, promoting a safe learning environment and enriching the lives of Florida students through exemplary leadership. Congratulations to Barbara. Good schools generally help make good communities.



as a financial plan, an operations guide and an external communication guide. Good to know we've got pros on board.

LET'S HEAR IT FOR KIWANIS

Our local Kiwanis Club has been accepting old computers to donate to needy children on Sanibel who cannot afford new computers. The memory of the computers is wiped clean (using accredited erasure software) before they are released. The children to receive them are identified with the help of F.I.S.H and The Sanibel School. All computer, monitors and cords are needed if available along with any obsolete software. If you have a spare computer that you would like to donate just call Kiwanis or any of its members that you know.

MORE ON KIWANIS

Children living in the Airport Way neighborhood sent one of their own (a fourth grader) to a recent Kiwanis meeting to thank the club for making their new playground a reality. Kiwanis provided a grant that funded the playground equipment, site preparation and installation. The underwriting of the playground by Kiwanis is part of the annual program of grants they make to projects and programs that benefit island youth. The local Kiwanis Club raises over \$100,000 a year to fund these grants. Great work! Another feather in Sanibel's cap.

CAPTIVA FILMDOM

There was a new film recently shown on Captiva titled "Discover Captiva Island." It shows the beauty and grace of the island and all the well-known personalities and sites of the island. It can be found at Discovercaptiva.com. A second film, "Our Mailboat Santiva," which captures the spirit of the mailboat which serviced the islands before the causeway has also been produced. Much of this can be seen at the Captiva Historical Society. For more information, email to mail@captivaislandhistoricalsociety.org.

WIFI AVAILABILITY

The Sanibel Public Library now provides high speed Internet access as part of its mission to provide a variety of resources to the community. The data at the library is consistently transmitted at 50Mbps (megabytes per second). This is well above the national average speed and the 30Mbps available at most U.S. libraries. This

access is available at no extra charge throughout the library for those cardholders who bring their own device or notebook. In addition, the library has computers available to use for internet access at no charge. Library cards are free to residents and \$10 annually for visitors.

THOSE ONGOING TRAVEL AWARDS

Sanibel continues to be recognized as a highly desirable destination for people from around the world. Trip Adviser recently awarded The Shell Museum, Blue Dolphin Cottages, Endless Summer Charters, Sanibel Public Library, Anchor Inn and Cottages, Tarpon Bay Explorers, and the Chamber Visitor Center in addition to the many other businesses they have recognized in recent years. Booking.com recently awarded Captiva Inn. Family Fun Magazine found Sanibel to be the number one top family-friendly vacation spot in the country. This is based on 2,000 respondents from all four regions of the country rating 460 vacation spots in five categories. This is all nice news but doesn't really capture the essential nature of this island paradise - or the reason



why it's so popular. It's a quiet, comfortable residential community with all the essential utilities that just happen to have vacation amenities, unspoiled sanctuary lands and one-lane roads. No Honky-Tonk, no big chains, no big signs, no city noise. Just quiet, untroubled paradise. No wonder you can really relax here.

THE BUBBLE ROOM

Captiva Island's Bubble Room was recently featured on television. They were on the Food Network in their "Weird, Weirder, Weirdest" segment on June 24th. We had hoped to give you a heads up on that but couldn't. Sorry.

DAVID'S LISTINGS

1795 MIDDLE GULF DR Unit C101 - Sanibel Sandollar Condo

Direct Gulf Views! Newly remodeled 2 bed 2 bath unit has plantation shutters throughout, open kitchen with stainless appliances and, lots of space. Ready to move right in! Separate private balcony off the master bedroom. Corner unit with extra windows for light and bright beach living. This unit has great rental income.



5821 PINE TREE DR - Sanibel Lot

Large double lot located in a private and secluded setting on a direct access canal. Over 180' of canal frontage with boat dock in place. Ready to build your dream home. This is a perfect location for both boaters and fishermen.



Sanibel & Captiva SALES DATA

	ANNUAL YTD 7/31			QUARTER YTD 3/31		
	2014	2015	%CHNG	2014	2015	% CHNG
CLOSED SALES (Units)						
Houses	164	190	+16%	63	71	+13%
Condos	124	132	+6%	38	53	+40%
Lots	20	32	+60%	6	12	+100%
Total	308	354	+15%	107	136	+27%
PENDING SALES (Units)						
Houses	125	146	+17%	55	70	+27%
Condos	93	89	- 4%	47	41	-13%
Lots	14	20	+42%	4	9	+125%
Total	232	255	+10%	106	120	+13%
HOUSES						
Gulf/Bay	15	25	+67%	6	8	+33%
Other A*	44	44	0%	18	17	- 6%
Other B**	105	121	+15%	39	46	+18%
Total	164	190	+16%	63	71	+13%
CONDOS						
1 Bedroom	21	26	+18%	6	8	+33%
2 Bedroom	75	77	+ 3%	21	34	+62%
3 Bedroom	28	29	+4%	11	11	0
Total	124	132	+ 6%	38	53	+40%
AVERAGE SALE PRICE (000\$)						
Houses	1042	1129	+ 8%	1037	1088	+ 5%
Condos	678	779	+15%	695	804	+16%
AVERAGE DAYS ON MARKET						
Houses	234	265	+13%	299	338	+13%
Condos	269	295	+10%	285	353	+24%

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



FOR THE FOODIES

Maybe local bay scallops are on the way back. Prior to the construction of the causeway, in the early 1960's, there were enough bay scallops in Pine Island Sound to support commercial scallop fishing. Since that time they have been scarce. The SCCF Marine Lab has been conducting experimental restoration efforts since 2009 and might recently have found credible evidence of new scallop populations. It will take time for the local population to grow but just the idea of eating local bay scallops again is pretty exciting. Thanks SCCF.

BE CAREFUL

But don't worry. If you eat too many of those scallops we've got you covered. Two local residents have started an Overeaters Anonymous chapter. It is based on the 12-step agenda and covers all kinds of food issues - maybe even overeating scallops. We understand if it's not a program for you but if you're curious call 781-799- 9957.

WE ALSO HAVE RECOGNITION OF THE CITY

Sanibel city government has been honored by the Government Finance Officers Association to receive the GFOA Distinguished Budget Presentation Award for their 2015 budget document. Sanibel is one of 141 government agencies this year to receive this award. The award was made based on the high evaluation of the document



"DING" DARLING DAYS | OCTOBER 18-24

"Ding" Darling Days are an annual Fall event at the refuge. It will be held this year in late October. It is co-presented by the U.S. Fish and Wildlife Service, the Wildlife Society and Tarpon Bay Explorers and attracts over 6,000 people. The refuge is 8,000 acres and part of the largest undeveloped mangrove ecosystem in the United States. It is the second most visited of the 550 refuges in the national system. And it is our treasure, right here on Sanibel. Bring the kids. Go to the Education Center. The refuge is a valuable educational resource and is habitat for many migratory birds, mammals and amphibians.

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