

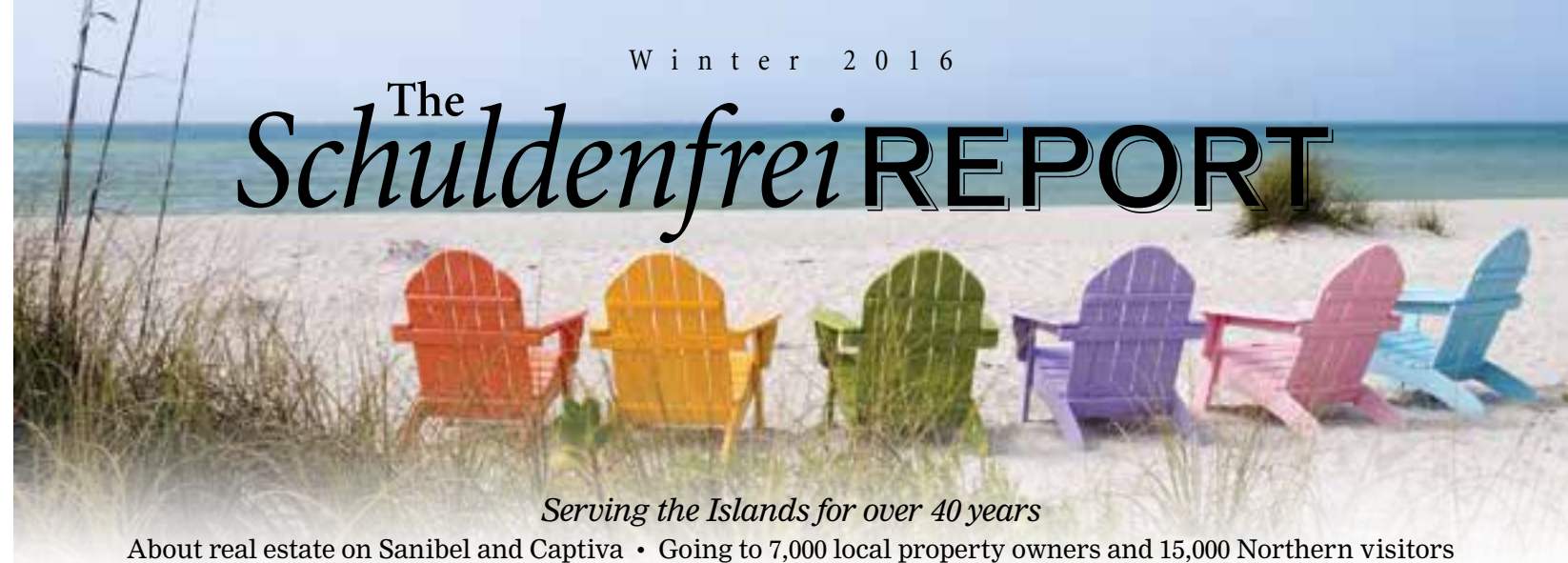
The *Schuldenfrei* REPORT



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

Winter 2016

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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



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

Selling the Islands for more than 40 years.

THE MARKET STILL LOOKS GOOD

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- Average sale prices for both homes and condominiums are on an upward swing. This is not surprising in light of the continuing low inventory levels. Fewer choices generally mean higher prices.
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All things considered the local market is looking pretty good. The general market supports continued confidence. The economy is gaining strength, the consumer is spending and taking on debt, living costs are holding steady, the job market is looking better, the retirement population is getting larger and Zillow and other forecasters are seeing growth. Any one of these things point to a positive picture. Taken all together they look like a reason to make plans. If all this sounds right for you maybe you should call David and talk some real estate. Whether you're listing, buying or renting property he will offer you his professional and skillful help. Or if you just want to ask a question, call and discover what a difference a Dave makes!



AND REMEMBER HIS ADDITIONAL SERVICES

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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.

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

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

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IT'S SMILE TIME

The Sanibel City Budget for 2016 is \$56,039,603 – a lot of money but close to 4% less than last year. It's a 23% decrease over the past 10 years and reflects the lowest millage rate since 1993. The debt obligation is down. Are we smiling yet? If not, we should be. Your city has been doing a great job – another reason to call Sanibel a paradise island.

CHAMBER OF COMMERCE AWARDS

The chamber awards those who show particular professionalism and customer service to the tourism industry. The winners this year are Pink Shell Beach Resort & Marina, Captiva Cruises, Endless Summer Charters and Beachview Cottages. Hats off to them.

FARMERS MARKET RETURNS



For the second year the market kicked off in October, one month earlier than usual. Last year the early opening was a trial run and the response was overwhelming. People loved it and it gave them 31 more days to enjoy the delicious and varied foodstuffs. The vendors offer organic produce, local seafood, hummus, cheeses, breads, grass fed beef, farm fresh eggs, pasta,

jams and local honey. All the vendors are licensed, insured and have the proper health permits. The market is held every Sunday, October thru April at City Hall on Dunlop Road. For more info go to www.BuyLocalLee.com.

GOT YOUR 2016 CALENDAR?

The Sanibel-Captiva Nature Calendar is now available. Just send \$14.95 per calendar (plus \$2.00 for S&H) to Sanibel-Captiva Nature Calendar, P.O. Box 356, Sanibel Island, Florida 33957. You can be reminded of your precious time on paradise every day!

VOLUNTEERS NEEDED

Captiva Cruises is looking for volunteers to serve as docents during its Dolphin & Wildlife Cruises on Pine Island Sound. These are ninety-minute cruises and are a collaboration between Captiva Cruises and The Sanibel-Captiva Conservation Foundation. The docents will be trained and should be comfortable talking to groups in formal and informal settings.

It is a wonderful opportunity to learn more about our natural surroundings and history and get a boat ride as well. If interested go to RichardFinkel@captivacruises.com.

SCHOOLS AND THE "DING" DARLING WILDLIFE SOCIETY

The "Ding" Darling Wildlife Society has been providing grants to teachers for ten years. Teachers submit grant applications to the DDWS Environmental Education Committee who judges them based on need and relevance to conservation. They have awarded nearly \$58,000. It originally was limited to the Sanibel School but has expanded to a five county area. This year they awarded grants to 13 schools in Lee and Collier counties. The Sanibel School received grants for Plant Growth and Predator Prey. To learn more about this or about the Society go to www.dingdarlingsociety.org.



WANT TO SING?

Well, we have the place for you. The Sanibel Congregational Church is inviting those who are interested to participate in their chancel choir.

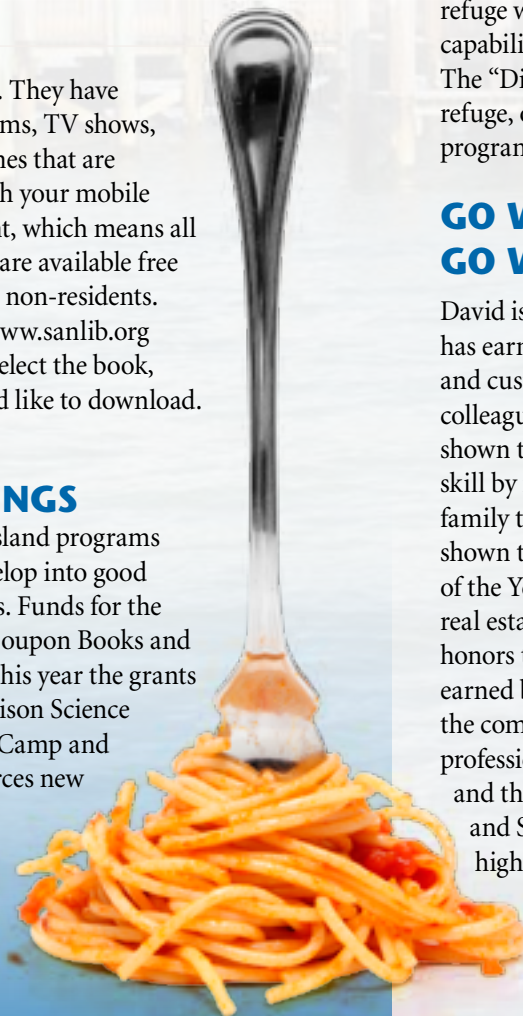
You don't need to be a member of the church – many active members of the choir are not members of the church, they just like to sing. The choir rehearses on Wednesday evenings from 7 to 8:30 p.m. and they sing at Sunday morning services from November thru April. If you're interested call the choir director, Dr. Smith at 939-3903 or just go to a Wednesday rehearsal at the church.

LIBRARY NEWS

The Sanibel Library is up to date. They have thousands of movies, music albums, TV shows, ebooks, audiobooks and magazines that are available to you online or through your mobile device. All you need is an account, which means all you need is a library card. Cards are available free to residents and for a small fee to non-residents. Once you have your card go to www.sanlib.org and click on eshelf or hoopla to select the book, magazine, tv show, etc. that you'd like to download. It's a good deal!

KIWANIS CLUB DOINGS

Kiwanis business is supporting island programs that help local young people develop into good citizens. They do this with grants. Funds for the grants come from their 2 For 1 Coupon Books and their annual Spaghetti Dinner. This year the grants are going to the Thomas Alva Edison Science Fair, the CROW Youth Summer Camp and the Community Housing Resources new playground. Kiwanis also has a scholarship program for college bound seniors based on an essay submission. Good work done by a good crew.



THE "DISCOVER DING" APP



It's been about a year since the Discover Ding App has been introduced. The reviews have been extremely positive. The few bugs and glitches have been minor because the platform is stable and very intuitive. There have been about 10,000 downloads so far but the biggest challenge is, still, getting it into peoples hands. It's pretty easy. Download the Discover Nature app at the Apple Store or Google Play. Load "Discover Ding" from within the app and use the app to play games, post field tips and take photos along the Drive. It's engineered to give users of Apple and Android products an interactive experience that enhances their visit to the refuge with photo and social media sharing capability and other fun and functional tools. The "Ding" Darling Refuge is the first wildlife refuge, of over 500 refuges, to offer such a program. Congratulations to them!

GO WITH THE BEST – GO WITH DAVID

David is a seasoned professional who has earned the loyalty of his clients and customers and the esteem of his colleagues. His clients and customers have shown their recognition of his professional skill by regularly referring friends and family to his care. His colleagues have shown their esteem by voting him Realtor of the Year 4 times and president of the real estate association 3 times. These are honors that are not just awarded, they're earned by an acknowledged leader in the community. David has the highest professional ranking – real estate broker – and the highest designations – GRI, CRS and SCIS. These credentials promise a high level of performance. Call David and experience high performance and caring attention. Go with the best – Go with David..

DAVID'S ACTIVE LISTINGS

CONDOS

Sanidollar C101 – \$870,000 2 bedroom 2 bath Gulf front unit
Pointe Santo C41 – \$850,000 2 bedroom 2 bath Gulf view unit

HOUSES

1743 Venus Drive – \$1,895,000 4 bedroom 3.5 bath Canal front home

LOTS

5821 Pine Tree Drive – \$569,000 Double canal front lot

2015 SOLD

Nutmeg Village 209 – 2 bedroom 2 bath sold for \$720,000
Sundial West J203 – 1 bedroom 1 bath sold for \$385,000
Compass Point 101 – 3 bedroom 2 bath sold for \$1,130,000
Compass Point 111 – 2 bedroom 2 bath sold for \$1,130,000
1130 Seagrape Lane – 4 bedroom 3 bath sold for \$815,000
732 Durion Court – 3 bedroom 2 bath sold for \$700,000
Wedgewood of Sanibel 204 – 3 bedroom 3 bath sold for \$2,062,500
820 Sand Dollar Drive – 3 bedroom 2 bath sold for \$950,000
Dosinia 2B – 3 bedroom 2 bath sold for \$1,275,000
Junonia 201 – 3 bedroom 2 bath sold for \$1,125,000

BACKGROUND DATA (YTD 12/31)

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2014	2015	2014	2015	2014	2015	
CLOSED SALES (Units)							
Houses	206	235	23	21	229	256	+12%
Condos	164	157	22	35	186	92	+3%
Lots	27	43	0	4	27	47	+74%
Total	397	435	45	60	442	495	+12%
PENDING SALES (Units)							
Houses	152	167	19	17	171	184	+ 8%
Condos	134	111	12	15	146	126	-14%
Lots	21	26	0	3	21	29	+38%
Total	307	304	31	35	338	339	+/-0%
HOUSES							
Gulf/Bay	12	16	10	13	22	29	+32%
Other A*	54	60	3	2	57	62	+9%
Other B**	140	159	10	6	150	165	+10%
Total	206	235	23	21	229	256	+12%
CONDOS							
1 Bedroom	26	33	8	6	34	39	+15%
2 Bedroom	109	97	7	14	116	111	-6%
3 Bedroom	29	27	7	15	36	42	+17%
Total	164	157	22	35	186	192	+3%
AVERAGE SALE PRICE (000\$)							
Houses	839	914	2826	3365	1038	1110	+7%
Condos	650	705	624	10381	634	765	+28%
AVERAGE DAYS ON MARKET							
Houses	245	239	339	408	255	252	-1%
Condos	269	283	410	264	286	280	-2%

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



VIP Realty Group, Inc. REALTORS

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A NEW ISLAND ATTRACTION

You probably thought you'd seen all the "must-see" things on the island. Well, think again. Jensen's Marina, on Captiva, has the world's smallest fishing museum. By small we mean small – six feet by seven feet – but filled with antique rods and reels and other fishing paraphernalia. Along with the fishing things are photographs of renowned people who have fished there – including Rob Lowe, Emmylou Harris, Ted Turner, Christopher Walken, Kevin Costner, and John F. Kennedy Jr. It sounds like fun. Well, just going to Jensen's is always a lot of fun.

BIRTHDAY WISHES

Congratulations to the Bailey-Matthews National Shell Museum. They celebrated their 20th birthday with an open house on November 18th with over 800 close and intimate friends. The shell museum is an attraction in which we can all take pride. It is nationally recognized yet distinctly local. It offers beauty and art and many educational opportunities to learn more about shells. To give an idea of its scope – it has more shells within its four walls than are found in the Smithsonian. Big time stuff.



MORE THINGS TO SEE & ENJOY

We have mentioned this in earlier letters but it's worth a repeat. The island has a botanical garden that is outstanding. It's on the grounds of the condominium, Sanibel Moorings, and is six acres that overflow with mature and unusual tropical flora and fauna. Every Wednesday, at 9:00 AM, the head gardener leads a two-hour walking tour of the garden. It's open to the public but they have to know you're coming. There is a \$5.00 fee per person. If interested go to www.sanibelmoorings.com or call 472-4119.



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