

DON'T FORGET

The Sanibel Farmers Market is now open. Mingle with your friends and neighbors while perusing the booths of fresh produce, plants, and other delightful offerings that will please the palate. It's open every Sunday through April from 8 AM to 1 PM.

SANIBEL NEIGHBORS CLUB

There is a new loyalty program now available for Sanibel residents, offering weekly specials and discounts from 50 island businesses. New specials are added weekly and posted on the club website and emailed to members. For more information on the Sanibel Neighbors Club, visit www.SanibelNeighborsClub.com.

'TWEEN WATERS INN

This wonderful resort was started in 1931 as a single building. It was expanded to include additional buildings and cottages and was soon a favorite winter resort for wealthy northerners. One of the buildings well known to locals is the Old Captiva House. It was originally built as a one room schoolhouse for the children of the early settlers of Captiva. It is now, of course, a beautiful restaurant where many of us have enjoyed a good dinner and all of the charm of this captivating place.

NEW GUY IN TOWN

You may have noticed recent ads for a program called Seafood Savvy in our local media. Its purpose is to make people aware of the decline in available seafood in our oceans due to over-fishing and increased demand. It is an initiative of START, a non-profit organization based in Sarasota whose objective is to preserve the coastal waters of Florida. It partners with restaurants and seafood markets to help make people aware of the seafood species that are still sustainable and urging them to make their choices with that knowledge. The Sanibel-Captiva chapter of START is funding the campaign with money from the San-Cap Cracker Fest.

FISH NEEDS HELP

FISH (Friends in Service Here) is a volunteer organization that helps people in need. Right now their pantry needs help. They're in need of food, paper products and cleaning products. Particular needs are canned meats, mac 'n cheese, peanut butter, juices, coffee, ketchup, paper towels, shampoo, detergent and toilet paper. They can be dropped off at FISH on Periwinkle Way, Bank of the Islands or Baileys. Nothing goes to waste at FISH. If it can't be used it goes to the Salvation Army in Fort Myers. If it's not suitable for people to eat it's donated to CROW on Sanibel for the animals. Your help would be really great.



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

PRICING – We'll prepare a report for you to help you price your property by showing what similar 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.



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.

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FALL 2012

The Schuldenfrei REPORT

Serving Sanibel & Captiva for over 37 years.

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



David L. Schuldenfrei
Realtor® CRS, GRI, SCIS

Selling the Islands for more than 36 years.

THE MARKET IS STILL ON THE MOVE

And the move has been upward. The continued positive movement of the market is looking more and more like a pretty good market recovery. There is almost no segment of the market that has not participated in this forward movement – and the indications are that it will continue. Part of this growth is due to the slowly improving economy. But we also believe that the attractiveness of this island paradise plays a significant role. People who come to our island paradise just plain like it. This translates to an attachment that is almost emotional and works to the favor of the market. Here is what happened during the first three quarters of this year.

- The number of sales of single family homes is 2% ahead of last year. All homes participated in this market growth except those that front on either the gulf or the bay. They are running behind last year. The homes that are located in the interior of the island – the inland and near beach homes - are selling at a rate that is almost 40% ahead of last year.
- Condominium sales are 15% ahead of last year. All size units shared in this growth but the 1 bedroom units had a surge that took them to new heights – almost double the units sold versus last year.
- The sale of building lots also doubled over last year. That continues the rate of growth reported in our last letter.
- Average selling prices continue to move lower, but at marginal rates.
- The time it takes to sell a property, either a home or a condominium, is a mixed picture overall. Sanibel has shown improvement in houses but not condominiums, while Captiva has improved with condos but not houses.

So, we can report that the market picture continues to be encouraging. Virtually all measurements continue to show a positive direction. It is a market that can be very attractive to any of you who are interested in either buying or selling property on these islands. If you are leaning in that direction you should have a conversation with David. He will use his skill, his knowledge and his considerable experience to help you understand the market and how it can best serve your needs.

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

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

THE VISITORS KEEP COMING

The Lee County Tourist Development Council has reported that tourism is up for the county – including Sanibel and Captiva. The latest available month – July – saw year to year increases in both people and dollars. That makes some people smile and others frown. We're on the smile team.

FYI

Do you know how many people come on to this island for one reason or another? Well, it's a lot. Our latest report, for the month of March, counted 340,000 cars that went over the bridge to Sanibel. If we assume just 2.5 people per car it means 850,000 people. Wow! That's over a month, of course, but it still represents 30,000 per day. It's no wonder that our business people are so happy.

OSPREYS ARE IN GOOD SHAPE

Sanibel has had a banner year for the ospreys. The International Osprey Foundation has reported that the 2012 nesting season was a great success. There were 125 osprey chicks that survived the season and left their nest. The Foundation has records that go back to 1979 and this has been the best year yet. So let's be glad for our ospreys. They are an important part of the island experience.

FOR YOU READERS

The Sanibel Library announced last December that they were going digital so you would have access to the books in their catalog, called the eshelf. Up until now you have been limited to five items per download. Effective immediately you can increase that to seven ebooks or audiobooks. This has been a very popular ruling.

THE SHELL MUSEUM

The Bailey-Matthews Shell Museum has, once again, been recognized for its excellence by receiving the Certificate of Excellence Award from TripAdvisor. TripAdvisor is a website (TripAdvisor.com) where travelers rate the places they have visited during their trip. Those places that receive the greatest volume of very positive reviews over 12 months receive an award. The award gives highly rated establishments around the world the recognition they deserve. Sanibel scores again.

GOOD NEWS FOR THOSE IN NEED

The Gulf Coast Medical Center that's located just across the bridge in Fort Myers has been included in the U.S. News & World Report annual rankings of the best hospitals. This report showcases more than 720 of the nations 5,000 hospitals. Our hospital was ranked 23rd. Not bad for little old us.

THE ISSAC AFTERMATH

The Tropical Storm Issac was deemed to be a significant threat to Sanibel and Captiva. We were under a tropical storm watch for a while and the islands just closed down. But, happily, the storm followed a path that spared the islands. There was minor flooding and beach erosion and all the people and wildlife are fine.

LARC

This is an organization that focuses on individuals with developmental disabilities to help them achieve independent living. They recently joined with our Tampa Bay Explorers to help them see the natural side of life. They went on a nature tour that included a tram ride through the refuge, a Nature and Sealife Cruise of Tampa Bay and the pleasing experience of a touch tank. It was an exciting trip for them. It was so successful on all levels that it's being considered as an annual event.

BIG ARTS WORKSHOPS

There are a variety of new workshops that will be available to you during the 2012-13 season. All are welcome to participate. The new classes include writing for the theatre, weaving, painting with alcohol inks, the basics of applied drawing, creating sculpture using basket weaving techniques, African dance and African drumming and health classes that teach self-hypnosis to improve sleep. It's a big schedule. The full schedule can be found on their website – www.BIGARTS.org. If you enjoy or have a curiosity about any of the activities feel free to attend. Many people hesitate because they don't feel they are skilled enough. Don't hesitate. All skill levels are welcome.

MORE ON THE SHELL MUSEUM

The museum offers a wide variety of activities that are designed to interest and educate those who are interested in shells and related matters. Their 2012-13 season offerings include live tank demonstrations, shelling 101, family beach walks, local field trips and field trips to foreign lands, natural science lectures, lunch at the museum with authors and illustrators, to mention some of the activities. All of these events will be led by an expert who will explain what you're seeing and answer your questions. You can find their complete event schedule on their website – www.shellmuseum.org.



DAVID IS READY TO HELP YOU

David is the go-to guy when it comes to knowledge and experience in this island real estate market. He has spent 37 years helping anyone who needed information or counseling in dealing with the ins and outs of real estate on this island paradise. He is ready and waiting to consult with you and provide any help you need to understand this market. Call him today and find out just how helpful he can be. Listed here are some of the properties he represents.

BACKGROUND DATA (YTD 6/30)

	Sanibel		Captiva		Total		% Chng
	2011	2012	2011	2012	2011	2012	
Closed Sales (Units)							
Houses	142	139	17	18	159	162	+ 2%
Condos	118	130	21	30	139	160	+15%
Lots	14	25	1	5	15	30	+100%
Total	274	294	39	58	313	352	+12%
Pending Sales							
Houses	124	109	16	21	140	130	- 7%
Condos	106	112	14	27	120	139	+16%
Land	13	27	1	1	14	28	+93%
Total	243	248	31	49	274	297	+ 8%
HOUSES BY LOCATION (Units)							
Gulf/Bay	18	14	8	6	26	20	-13 %
Other A (waterfront)*	24	32	1	2	25	34	+36%
Other B**	100	93	8	15	108	108	- 0%
Total	142	139	17	23	159	162	+ 2%
CONDOS BY SIZE (Units)							
1 Bedroom	7	19	7	7	14	26	+86%
2 Bedroom	84	87	9	11	93	98	+ 5%
3 Bedroom	27	24	5	12	32	36	+13%
Total	118	130	21	30	139	160	+15%
AVERAGE SALE PRICE (000)							
Houses	\$846	\$807	\$1980	\$1529	\$969	\$909	- 6%
Condos	\$584	\$567	\$660	\$896	\$626	\$597	- 5%
AVERAGE DAYS ON MARKET							
Houses	361	270	337	617	358	320	-11%
Condos	279	387	462	353	312	380	+22%

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

LISTINGS

CONDOS

Sundial L-305	\$899,000	2B/2B +den Direct Gulf front
Sanddollar C-101	\$860,000	2B/2B Remodeled, Direct Gulf
Pointe Santo E-3	\$849,000	2B/2B Ground floor, Gulf view
Pointe Santo A-21	\$749,000	2B/2B Totally remodeled, Gulf view
Pointe Santo E-32	\$749,000	2B/2B Gulf view
Pointe Santo A-22	\$789,000	2B/2B Gulf view
Pointe Santo C-32	\$640,000	2B/2B Lagoon and Gulf view
Island Beach Club P1E	\$649,000	2B/2B Gulf view penthouse
Sandpiper Beach 303	\$599,000	2B/2B Gulf view, corner unit

HOUSES

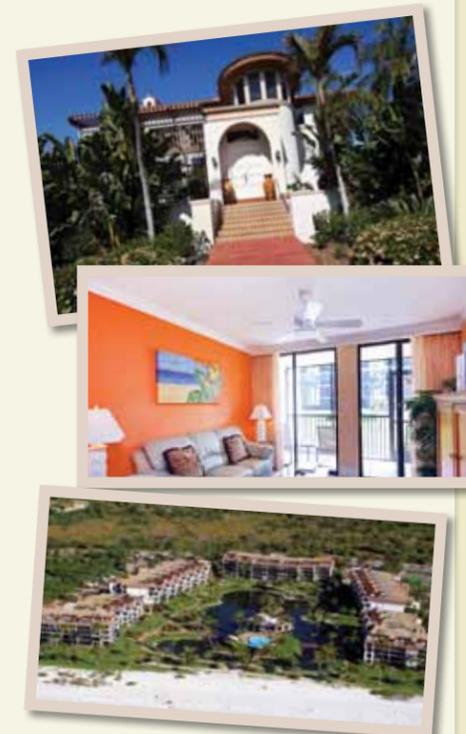
9440 Begonia	\$499,900	3B/2B Gumbo Limbo
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LOTS

5821 Pine Tree	\$550,000	Canal front with dock
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Thinking of selling your island property?

Call David and get the exposure and personal attention you deserve.



VIP Realty Group, Inc.