

# 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 37 years.*

## THE MARKET IS STILL GOOD

*The real estate market on your favorite island paradise is still looking good. We reported in our last letter that things were looking more and more like a growing market and we still think so. We've had about four years of good solid growth. And there is still plenty of room to go. The number of houses and condominiums sold has been twice the current level so there is good reason to feel positive that the market can continue to move upward.*

*In any growing market, when the growth is at an unsustainable rate for the long term, there is usually a pause, a market correction. That is what we experienced during the first quarter of this year. The sale of most market segments is down from last year. We're neither surprised nor concerned about this since last year showed an unusually high rate of growth. Here are the numbers for the 1st quarter of 2013 versus 2012.*

- **Total market – houses, condos and lots – are down 25%**
- **Houses are down 28% with gulf or bay front properties up 20%**
- **Condos are down 19% with two bedrooms units even with last year**

Market performance is usually expressed in sales terms which show past performance. In real estate it's usually closed listings. There are other measurements, however, that express market expectations rather than past performance. They are pending and contingent listings. These are properties that have gone to contract but are not yet final. They have shown a very positive 1st quarter trend which indicates growth.

### 5 YEAR GROWTH (2009 THRU 2013)

Contingent listings	+43%
Pending listings	+62%
Closed listings	+102%

In addition, the inventory of active listings is the lowest it's been in years which will start to drive prices up again. If you have been considering buying on the islands, **NOW IS THE TIME.** That's good news. More good news, David has been performing well ahead of the market. He has had the best 1st quarter in 20 years. That should not be too surprising. When you're good you're good. So if you want to either buy or sell property you would be well advised to call David and get the expert counsel and advice from a leader in this market. One who doesn't just say he can do it, he has demonstrated he can do it.





## THE CHAMPIONS

We are pleased to report that VIP Realty is number one among all the real estate companies on Sanibel and Captiva Islands. VIP commanded over 20% of the real estate business on the islands during 2012 and David is proud to be a member of the VIP family. So if you want a personal commitment with the backing and resources of the leading real estate company on the islands, then David is your man.

## THE FOUNDING OF A PARADISE

Sanibel Island, as we know it, was almost a non-starter. The early thinking by the county, who governed the island back in the early 1970's, was to create a high population cash cow. Little thought was given to the culture and natural beauty of the island. It was all about the money that could be generated for the county by a large island population. I think the original county projections had an island population in the 30 thousand range. Fortunately, cooler heads prevailed and Sanibel petitioned for independence from the county and the City of Sanibel was born. A small group of residents put together the structures that made Sanibel a model for other communities showing that a successful economy can be driven by conservation and public enjoyment of the natural resources. We now enjoy the benefits of those pioneering people.

## BUILDING FOR OUR KIDS

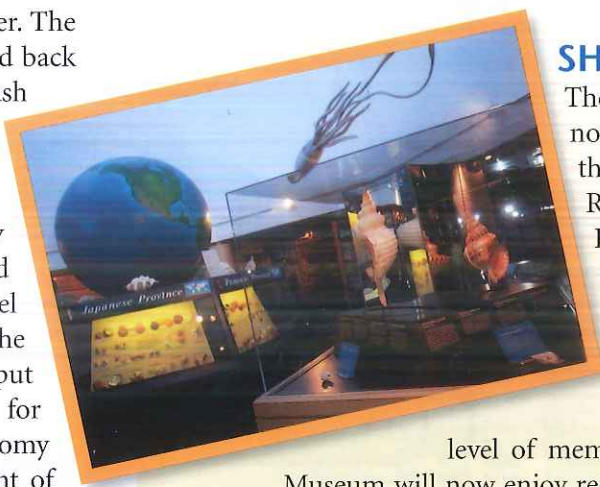
One of the really nice things about the island is the relationship between the school and the refuge. The two are right next door to each other and the refuge has consistently worked with the school. They put together programs that let the kids participate in activities that develop an understanding and appreciation of our conservation minded lifestyle. Now the refuge has gone the next step. They have raised the funds to build a Children's Education Boardwalk, which will directly connect the school and the refuge. From a locked gate on school property, the boardwalk will cross a brackish wetland currently inaccessible to the public and let the kids see up close the alligators, waterbirds and other wildlife. It will end in an in-the-round structure that will accommodate up to 25 kids for educational programs. If you would like to contribute to or learn more about this worthy program go to [www.dingdarlingsociety.org](http://www.dingdarlingsociety.org) for more information.

## ANOTHER

It is difficult to keep up with all the various awards and kudos that are bestowed on our paradise islands. The latest is from Travelocity, the online travel search and booking company. They say that the Captiva Island's sunset is the most romantic in America. Where in the world can you find a better and clearer view of the sunset. So get to the beach on Captiva. Afterward you can go to the Captiva House or Mucky Duck and have a little libation. Life is good.

## WATCH OUT

The island seems to be attracting some visitors who don't need to pay rent. We've already told you about the coyote which is roaming the islands. Then we told you about the Florida black bear that's been seen and documented. Of course there have been bobcats that call the islands home for some time. We have reported these to you to be on the side of caution. Now we have another. An iguana. It was seen on the eighth hole of the Sanibel Island Golf Club. So, keep your eyes open in this island jungle.



## SHELL MUSEUM

The Shell Museum is now a participant in the North American Reciprocal Museum Program. This is a network of more than 700 museums throughout the country. Those with the required

level of membership to the Shell Museum will now enjoy reciprocal membership privileges at historic properties and museums throughout the country as well as receiving discounts at the museum gift shops. Sounds like a good deal.

## PRESERVING AN HISTORIC PROPERTY

The Ding Darling Wildlife Society has embarked on a preservation campaign to acquire over 6 acres of land on Woodring Point. This bayfront property is the last remaining undeveloped land on Tarpon Bay. The preservation of this land has been endorsed by the Sanibel City Council, SCCF and the refuge. Lee County's Conservation 20/20 program will help with the purchase of the property and the refuge will be responsible for restoring and managing the property. The goal of the campaign is \$1.4 million with a deadline of September of this year. If you would like to learn more about this or contribute to the fund go to [www.dingdarlingsociety.org](http://www.dingdarlingsociety.org).

## MORE GOOD INFO

There is a new product now available at the recreation center. It is called the Sanibel Fit 4 Life collapsible water bottle. Nobody should be without one. Just flatten it and throw it in your bag and you're good to go. No more bulky bottles. It is available for \$5 at the Rec Center. Wanted to let you know!



## DON'T WAIT- CALL DAVID NOW

David has been providing professional real estate services for those interested in either the purchase, sale or rental of property on these islands for over 37 years. During that time he has been a leader in both the community and VIP Realty. He has been recognized by his peers as a leader and been recognized by his clients and customers as a consummate professional who is worthy of their trust. These accolades haven't come easily. They've been earned. They are the result of providing many years of outstanding service that has put him at the top of his profession. Let him put his considerable skill and service ethic to work for you. He will serve you with the kind of advice and counsel that can help you decide how the islands best meet your needs. Call him and find out for yourself.

## EXCLUSIVE LISTINGS

Listed below are some of the properties he represents.

### CONDOS

Compass Point 212	\$599,000	2B/2B Weekly rentals; garden view
Pointe Santo A-22	\$759,000	2B/2B Gulf view
Pointe Santo C-32	\$640,000	2B/2B Lagoon and Gulf view
Pointe Santo E-32	\$749,000	2B/2B Gulf view
Pointe Santo E-3	\$849,000	2B/2B Ground floor, Gulf view
Sanddollar C-101	\$860,000	2B/2B Remodeled, direct Gulf
Sundial L-305	\$850,000	2B/2B +den direct Gulf front
Sundial R-202	\$649,900	2B/2B +den & cabana, remodeled
Oceans Reach 1B4	\$649,000	1B/1B Direct Gulf; great rentals

### HOUSES

4279 Gulf Pines	\$799,000	4B/3B Custom built, near beach
1838 Buckthorn	\$1,450,000	3B/2B Secluded; pool & spa, beach access

### 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.*

### BACKGROUND DATA (YTD 3/31)

	SANIBEL		CAPTIVA		TOTAL		% CHNG
	2012	2013	2012	2013	2012	2013	
<b>CLOSED SALES (Units)</b>							
Houses	55	41	10	6	65	47	-28%
Condos	40	32	7	6	47	38	-19%
Lots	9	5	1	1	10	6	-40%
<b>Total</b>	<b>104</b>	<b>78</b>	<b>18</b>	<b>13</b>	<b>122</b>	<b>91</b>	<b>-25%</b>

### PENDING SALES (Units)

Houses	44	49	9	5	53	54	+02%
Condos	42	32	8	2	50	34	-32%
Lots	11	5	1	1	12	6	-50%
<b>Total</b>	<b>97</b>	<b>86</b>	<b>18</b>	<b>8</b>	<b>115</b>	<b>94</b>	<b>-18%</b>

### HOUSES

Gulf/Bay	7	7	3	5	10	12	+20 %
Other A*	12	5	1	0	13	5	-62%
Other B**	36	29	6	1	42	30	-29%
<b>Total</b>	<b>55</b>	<b>41</b>	<b>10</b>	<b>6</b>	<b>65</b>	<b>47</b>	<b>-28%</b>

### CONDOS

1 Bedroom	7	5	1	1	8	6	-25%
2 Bedroom	23	23	4	4	27	27	+0%
3 Bedroom	10	4	2	1	12	5	-58%
<b>Total</b>	<b>40</b>	<b>32</b>	<b>7</b>	<b>6</b>	<b>47</b>	<b>38</b>	<b>-19%</b>

### AVERAGE SALE PRICE (000\$)

Houses	772	960	1695	4124	914	1365	+49%
Condos	631	487	705	587	642	503	-22%

### AVERAGE DAYS ON MARKET

Houses	239	267	573	420	291	286	-2 %
Condos	318	386	570	201	215	187	-13%

\*Bayou, Canal and Roosevelt Channel \*\*Near beach, inland

Source: Market Activity Report and Monthly Statistics Report



VIP Realty Group, Inc.



# The Schuldenfrei REPORT



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## 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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