



## CUB SCOUTS ARE BACK ON THE ISLAND

And it's about time. This piece of Americana has been absent from the island since 1981. If a boy wanted to join the Cub Scouts he would have to travel off the island for meetings – which did not have a great response. Both Cub Scouts and Boy Scouts seemed to lose their lustre for a while in the face of a growing technical world. It's nice to see them back. It can be a welcome balance in the life of these young boys. Sanibel has formed Pack 1740 with 11 second graders. Maybe, in time, there will be more Packs and they can go on to become Scout Troops. It seems right to have cub scout activities back on Sanibel. Good news!

## SANIBEL SEA SCHOOL CELEBRATES 10 YEARS

This nonprofit marine conservation foundation just celebrated its 10th year of ocean education and outreach on Sanibel. It was opened as a tiny school offering ocean-themed classes for kids. Now it offers summer camps, boat trips, adult programs and more. All outings are field-based so students get a wet-feet connection with the marine environment. The kids who attend and experience the ocean for the first time have their minds opened to a whole new world. It's great. If you want to learn more go to [www.Sanibelseaschool.org](http://www.Sanibelseaschool.org).

## MORE GOOD NEWS

Your electric rates are going down. Lee County Electric Cooperative (LCEC) has reduced rates four times in the past two years with the possibility of further reductions. Your bill is now lower than it was in 2008. LCEC rates are well below the state average and the lowest among Florida cooperatives. Cooperative members (utility customers) own the utility and are assigned equity. When it makes financial sense the cooperative retires equity and returns a portion of it to members/customers. Over the years they have returned more than \$231 million in equity. That's really nice to hear. Combine that with our lower tax rate this year and we can have a party.

## LOCAL BANK DOES GOOD

Bauer Financial has been analyzing and reporting on the financial condition of the banking industry since 1983. The result of their analyses is a rating scale with 5 being the highest rating. The Sanibel Captiva Community Bank has been awarded the 5 rating meaning it has twice the capital the regulators require, is profitable and has kept delinquent loans in check. In fact, it generates the third highest return on equity of Florida's 157 chartered banks. Isn't it nice to know your money is safe.



## 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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SPRING 2016

# 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

## A NICE LOOKING MARKET



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

*Selling the Islands for more than 39 years.*

The coming year can be a good one for the real estate market on this island paradise. We have seen a pretty consistent growth pattern over the past five years – not spectacular growth, just a nice, comfortable growth. We have just completed a strong year in 2015. This year will probably not match that but performance should be on the positive side. Most market segments are down for the first quarter compared to last year. This is not too surprising since the first quarter last year was abnormally high. It was 50% greater than a normal first quarter. But, in terms of volume, the number of properties sold was about the same as for the first quarters during each of the past five growth years. Here is the first quarter comparison of 2016 vs 2015.

House sales were up on Captiva but down on Sanibel. Homes on the water did a bit better than those away from water. Condominium sales were down on both islands. The two and three bedroom units did better than the small, one bedroom units. Building lot sales were down on both islands. Not surprising since there is little land available to sell. Prices for single family homes increased on both islands. Condominium prices were stable on Sanibel and decreased on Captiva. The time it takes to sell a house or condominium has improved significantly on both islands.

The prospects for the year are pretty good. Inventory has been low. There is some evidence that it could be improving. The first quarter of 2016 saw a significant increase in new listings over the fourth quarter of last year. That's good news for both sales and pricing. General market conditions tend to favor a good, normal, real estate market. The investment sector is strong. Interest rates have behaved and are likely to continue, at least in the short term. The job market is good and people are spending. The demographics are particularly good for these islands. They make sunny, warm Sanibel weather and sandy beaches a nice goal for the retiring or near to retiring Boomer generation. This is all good news for the market. And good news for you if you are considering a move to a warmer place. Sanibel and Captiva should be on your list of places to look at. These islands offer beauty, elegance, good governance and friendly neighbors – and David is an acknowledged expert on this real estate market.



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SANIBEL LOOKS OUT FOR ITS PEOPLE

The City of Sanibel will continue to enjoy a high rating in the Community Rating System (CRS) through 2016. Good news for those holding flood insurance policies. CRS is a voluntary incentive program that encourages community floodplain management activities that exceed the minimum National Flood Insurance requirements. Sanibel attained a rating of Class 5 so that island policy holders will be entitled to a 25% savings. Good going! The city is looking out for us.

SANIBEL BIKE CLUB DOES IT AGAIN

The Bike Club has been named as the 2015 Florida Bicycle Association Club of the Year making it one of the best in the state of Florida. This is the second time they’ve been recognized in their short existence. They also received the prestigious award for the year 2011. The club has weekly rides every Wednesday and Saturday and also sponsors the donation of rehabilitated bikes to the farm workers in Immokalee. They have donated over 600 bikes in their five years. To learn more about the Bike Club or join their weekly rides go to [sbcsite.altervista.org](http://sbcsite.altervista.org). It’s better than dieting.



CROW ESTABLISHES AN ENDOWMENT FUND

The Clinic for the Rehabilitation of Wildlife (CROW) has received an inaugural gift of \$100,000 to launch the newly created Endowment Fund. It will provide a permanent, self-sustaining source of funding that will support CROW’s mission forever. Income from the endowment will supplement funds that are raised annually to ensure continuous delivery of educational material and patient service.

LIVING WITH THE WILD ONES

Sanibel has a long history of attracting many representatives of the wildlife community to its shores for the island reaches out and protects these creatures. The Island is best known for its migratory bird population. A rare sighting of a Great White South African Pelican was observed at Ding Daring in January 2016. There have also been sightings of black bears, a panther, fox and bobcats. The



bobcats are plentiful and sometimes seen in the open but there is no real danger to you. They are very secretive and will avoid confrontation. If you do see one report it to the Conservation Foundation.

THE HISTORICAL MUSEUM & VILLAGE

It has been a labor of love to assemble, manage and maintain this treasure of our past. The museum had an affair in mid-March – the USO Dinner and Dance – to announce this goal of raising \$501,650 over the next three years to meet urgent needs. This is a worthwhile effort since the village is the only accurate portrayal of early life on Sanibel. Those interested in hearing more of the needs or to make a pledge call 239 472 4648.

SANIBEL COMMUNITY HOUSE

The Community House is one of the best known buildings on Sanibel. It was built in 1927 and today 57 different organizations hold their activities there. More than 50,000 people visit the facility each year. It has been a focal point of island social and civic activities. After 88 years it needs to be updated. Construction is scheduled for this summer provided the \$3 million needed for the restoration is pledged or donated. The building is owned by the Sanibel Community Association (SCA) a non-profit 501c – so no government funding. If you would like to support this effort contact Riska Hall at (239) 472-2155.

SUMMER JUNIOR SAILING PROGRAM

Once again there will be a summer junior sailing program sponsored by the Captiva Yacht Club. Families do not need to be members of the Yacht Club to participate. The sessions are scheduled for June 13-24 and July 11-22. At the end of the first session each camper will be able to rig and sail a boat single-handed and properly handle a kayak. After the second session they should be skilled sailors. The enrollment fee is \$400 per session. Each child will be assigned his/her own sailboat and there will be a certified instructor for every three to five students. There is a swim test needed to pass for enrollment. Forms are available for download on [captivayc.net/activities/junior\\_sailing](http://captivayc.net/activities/junior_sailing) – or call 239 472 9627.



CAPTIVA CRUISES RECOGNIZED

Captiva Cruises has been nominated for two Chrysalis Awards for Eco-Innovation and Sales & Marketing. The Lee County Visitor & Convention Bureau and the Greater Fort Myers Chamber of Commerce co-produce the Chrysalis awards. They celebrate the value of tourism and community teamwork involved in marketing and enhancing tourism as a major economic engine for the county. The cruises have been around for years and are a much used and enjoyed recreational resource. They offer daily cruises to the islands of Useppa, Cabbage Key and Cayo Costa plus sunset and dolphin cruises. It’s a fun time. For more information, or to make a reservation go to [www.CaptivaCruises.com](http://www.CaptivaCruises.com).



IT’S TIME FOR DAVID



If you are considering a move to Sanibel or Captiva you should be talking to David. He is an acknowledged leader in the real estate community – appreciated by his customers and clients and admired by his colleagues. They have made him a leading performer in this island community. His colleagues have elected him Realtor of the Year 4 times and president of the real estate association 3 times. He is at the top of his profession and will put his considerable skill and service ethic to work for you. Call him and see for yourself what a difference a Dave makes. Listed to the right are some of the properties he represents.

“DING” DARLING CAMPAIGN

The “Ding” Darling Wildlife Society has completed the purchase of the historical Woodring Homestead to protect the water entrance to the refuge on Tarpon Bay. The Society, with their loyal members, has announced that they want to acquire 8.51 acres on Wulfert Road to protect another entryway to the refuge. If this parcel were developed it would mean as many as five buildings and one major boat dock. The activities associated with such development would seriously impact the feeding, birthing and nurturing grounds of a wide range of



wildlife. The Society must raise \$2 million to purchase the property by February 2017. Donors have already committed \$500,000 so the goal is to raise the remaining \$1.5 million. The Society wants to help the refuge preserve as much of the dwindling island habitat as it can and there is no help from Washington. If you’d like more information call Society Director Miller at 239 292 0566 or email [director@dingdarlingsociety.org](mailto:director@dingdarlingsociety.org).

ATTENTION SELLERS! YOUR LISTING BELONGS HERE WHERE THE ACTION IS!

– ACTIVE LISTINGS – HOMES

1743 Venus Drive 1,795,000  
4 bedroom 3.5 bath canal front home on private cul-de-sac road on the east end of Sanibel

CONDOS

Sanddollar C101 \$870,000  
2 bedroom 2 bath Gulf front unit on the east end of Sanibel

LOTS

5821 Pine Tree Drive \$549,000  
Double canal front lot on the west end of Sanibel

– 2016 SOLD –

Pointe Santo D5 – 2 bedroom 2 bath sold for \$675,000  
Clamshell C – 2 bedroom 2 bath sold for \$975,000  
249 Daniel Drive – 2 bedroom 2 bath sold for \$755,000  
Pointe Santo C41 – 2 bedroom 2 bath sold for \$795,000  
Sundial B207 – 1 bedroom 1 bath sold for \$470,000

BACKGROUND DATA (YTD 3/31)

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2015	2016	2015	2016	2015	2016	
CLOSED SALES (Units)							
Houses	67	44	6	8	73	52	-29%
Condos	45	37	9	4	54	41	-24%
Lots	10	6	2	1	12	7	-42%
Total	122	87	17	13	139	100	-28%
PENDING SALES (Units)							
Houses	66	39	6	6	72	45	-37%
Condos	36	30	7	0	43	30	-30%
Lots	8	4	2	0	10	4	-60%
Total	110	73	15	6	125	79	-37%
HOUSES							
Gulf/Bay	4	1	4	3	8	4	-50%
Other A*	17	15	1	0	18	15	-17%
Other B**	46	28	1	5	47	33	-30%
Total	67	44	6	8	73	52	-30%
CONDOS							
1 Bedroom	7	3	0	0	7	3	-58%
2 Bedroom	31	26	6	3	37	29	-22%
3 Bedroom	7	8	3	1	10	9	-10%
Total	45	37	9	4	54	41	-24%
AVERAGE SALE PRICE (000\$)							
Houses	891	967	3186	4096	1079	1448	+34%
Condos	708	713	1263	831	801	725	-9%
AVERAGE DAYS ON MARKET							
Houses	268	180	686	309	303	200	-34%
Condos	446	187	209	183	406	187	-54%

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



VIP Realty Group, Inc.