



### LOCAL EXPERT SAYS "GOOD NEWS!"

*The Sanibel Captiva Trust Company* is an independent firm of considerable substance. It has \$1.4 billion in assets under management and provides wealth management services that are return oriented and performance driven. In describing their view of the coming year they say things are looking pretty good. They see nice GDP growth going into 2017, no surge in inflation and continued improvement in housing and industrial production. *Maybe it's the right time to rethink those plans for that new house or vacation place?*



**DAVID'S GOPHER ENTERPRISES**  
*Offers a new vacation rental portal for owners who rent for themselves.*

In addition to helping Vacation Rental customers obtain vacation rentals through all the Islands' rental companies and on-site rental offices for over 20 years, Gopher Enterprises will now assist property owners in renting their property through Gopher Enterprise's new rental listing Portal feature. This Portal has been developed as part of Gopher Enterprises of Sanibel & Captiva ([www.Gopherrental.com](http://www.Gopherrental.com)). David was the first to locally establish a Sanibel/Captiva Central Reservation Service and has been a major provider for accommodations for our vacation guests. When you promote your property through David's Gopher Enterprises Listing Portal it will be presented to thousands of vacationers resulting in high traffic for your unit at a low annual cost and no booking fee. There will also be a direct link to your own website or any other website you choose, letting you deal directly with your vacation rental prospects. Email [gopher@gopherrental.com](mailto:gopher@gopherrental.com) for program details and answers to your questions. See what a difference a Dave can make! [Gopher@Gopherrental.com](mailto:Gopher@Gopherrental.com) - 800 794-3107

### UNCOMMON EXPERIENCE AND CARING SERVICE

This is a claim that's so easy to make, which is why so many agents do. David is proud to make it and pleased to back it up. He has been engaged in local real estate longer than almost anyone else and been in the top tier of agents each year. He has the highest professional ranking – broker – and the highest designations – GRI, CRS and SCIS. He was elected president of the real estate association 3 times by his colleagues and Realtor of the Year 4 times. Clients and customers reward him for his caring and skillful attention by referring family and friends to him on a regular basis. *Call him and see what a difference a Dave can make. Listed on the right are some of the properties he has been asked to represent.*

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### "BEAT THE BUTTS" CAMPAIGN

Did you know that it takes one to five years for a cigarette filter to biodegrade in the ocean? You didn't! Well, it does and they wash up on the beach.

There are also lots of butts that are just tossed onto the beach from that comfy beach chair.

It's messing up all the beaches on this island paradise. To address the problem the

"Keep Lee County Beautiful" committee has started a new initiative – Beat The Butts. They are forming a partnership with 7-11 gas stations so that all who purchase cigarettes at a 7-11 will get a free plastic ashtray that fits right in your pocket. *Come on - get on board.*



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

S U M M E R 2 0 1 6

# 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 IN A GOOD PLACE



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

*Selling the Islands for more than 39 years.*

The island real estate market is doing fine - a little confused but it's OK. It's in a negative position in relation to 2015 but it's in a positive position in relation to the trend line of the preceding four years (2011-14). The year 2015 was an unusually strong year for the island real estate market. The number of units sold – houses, condos and land - was much higher than expected – which made it a tough act to follow. But in spite of that the condition of the market in 2016 is good. The

unit sales for the first seven months are where they should be in relation to the recent sales trend. It's particularly good given the election cycle and the uneasiness that has gone with it. Neither buyers nor sellers like the lack of clarity that accompanies an election cycle. What has happened in the past is that buying falls off during the campaign and then accelerates in the spring and summer following the election. We expect this pattern to be repeated - a good fourth quarter and then nice growth in the first quarter of next year. Here is a look at the market and its segments thru July, 2016.

Unit sales of single family homes are down 24% compared to the same period last year. But they're at about the same level as the preceding four normal years. Some of the waterfront homes – canal and bayou homes – saw a modest increase.

Condominium sales are down by about the same amount – 21% - versus 2015. One bedroom units declined the most and three bedroom units the least.

Vacant land is down a lot – 41% below last year. That's not surprising since they were up 60% last year.

The average selling price continued its upward movement. This is expected since inventory continues to be low. The bright part is that the price movement is well within historical growth standards.

*The really good news is the selling time. The time it took to close a sale in 2016 was 40% less than in 2015 for condominiums and 29% less for houses.*

All things considered the island real estate market continues to be an attractive investment. While buyers and sellers are a little hesitant, their confidence is still good.

The important thing is the fundamentals are there for market growth. Even with the rate increase by the Federal Reserve the mortgage rate is still low. And we all know we'll be seeing a surge in retirees. Now is the time to list your property before the listings start to build-up after the election. Beat the crowd and face less competition. Call David. Let him help you understand this island paradise and let him show you how he can bring you buyers. *Call him and see the difference a Dave can make!*



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## THE CITY CONTINUES TO GET HIGH MARKS

One of the nice things about these islands is the great reviews they regularly get from people who come here to enjoy our pleasures.

TripAdvisor, the online travel website, is one of the places where the reviews are published. It has recently issued certificates to several places on the island that received great reviews. **Billy's Segway Tours of Sanibel** has received a Certificate of Excellence for 2016. Billy has been providing transportation for visitors and locals for over 15 years. Also awarded a Certificate of Excellence was the **Sanibel Library** for the third year in a row. These awards are great. There's no greater approval than being recognized by your customers. *Congratulations to them!*



## WANT A GREAT BANK? WE'VE GOT IT!

Independent Banker magazine has ranked the **Sanibel-Captiva Community Bank** as one of the top 25 best performing banks in the country among those with assets of \$150 to \$300 million. That makes it one of the country's best-run financial institutions. The full list was published in the May 2016 issue and includes only five Florida community banks. Pretty good for little old Sanibel. The bank is well capitalized with \$277 million in assets and generates the third highest return on equity of Florida's 157 chartered banks. *Bauer Financial gives it a five star rating. Not bad!*



## SANIBEL LIGHTHOUSE IS OFFICIALLY HISTORIC

*The Sanibel Lighthouse and environs is finally on the city's Register of Historic Sites and Structures. It was originally intended to be listed when the city was incorporated way back when but the property was then owned by the U.S. Department of Interior and under the control of the Coast Guard. It was placed on the National Register of Historic Places in 1974. The city's Historical Preservation Committee recently approved it to be included on our local list. So, finally, the lighthouse, the Keepers Quarters and the Brick Hut are now officially historic and it's about time ---Whew!*

## DO YOU HAVE YOUR 2017 NATURE CALENDAR YET?

If not, it's easy to get one. It's the 29th edition of this popular calendar, first issued in 1988. It has photos of creatures that spend their lives at waters edge on Sanibel, Captiva and other aquatic environments - water birds, shore birds, a manatee, an alligator and several animals that spend most of their time on or near the water. It truly shows the natural beauty of the islands.

The calendar has a retail price of \$14.95 and is sold throughout the area in book stores and gift shops. *For mail orders send \$14.95 plus \$2.00 shipping and handling to Sanibel-Captiva Nature Calendar, PO Box 356, Sanibel, FL 33957*



## THE ANNUAL CHRYSALIS AWARDS

These annual awards are made by the Fort Myers Chamber of Commerce and the Lee County Visitor and Convention Bureau to businesses and individuals who have promoted Lee County as a destination.

There are a number of firms that have been nominated. One is in the local real estate business. VIP Realty is nominated and awarded in the sales and marketing category. *It's nice to be associated with a winner! You can be too!*



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## THE ISLANDS ARE NOT JUST FOR RETIREES

Young professional groups are forming all over the country and these islands are no exception. This past June marked the first year anniversary of the island group - **Young Professionals Association of Sanibel and Captiva**. It's a great group of talented friends that aim to provide leadership development, networking opportunities and philanthropic support for their beloved islands. The group has been active in meeting these goals and has made quite an impact during its first year. *Those interested in becoming a part of the group can contact Laura Richardson at Lrichardson@bigarts.org and find YPASC on Facebook at www.facebook.com/ypasc.*

## THE EARLY BIRD CATCHES THE WORM!

*Beat The Winter Rush and Put Your Property on The Market Now!! Inventory Is Low And Buyers Are Looking!!*

### - ACTIVE LISTINGS - HOMES

1743 Venus Drive - 4 bed 3.5 bath east end canal home \$1,750,000

### CONDOS

Sanibel Surfside 225 - 2 bedroom 2 bath updated unit with beautiful Gulf views \$799,000  
Pointe Santo B23 - 2 bed 2 bath tastefully decorated with excellent rental income \$849,000

### LOTS

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

### - 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 7/31)

	SANIBEL		CAPTIVA		TOTAL		%CHNG
	2015	2016	2015	2016	2015	2016	
CLOSED SALES (Units)							
Houses	175	128	17	17	192	145	-24%
Condos	110	94	25	13	135	107	-21%
Lots	30	17	2	2	32	19	-41%
Total	315	239	44	32	359	271	-25%
PENDING SALES (Units)							
Houses	134	87	13	9	147	96	-35%
Condos	79	66	12	4	91	70	-23%
Lots	18	10	2	1	20	11	-45%
Total	231	163	27	14	258	177	-37%
HOUSES							
Gulf/Bay	14	7	11	4	25	11	-56%
Other A*	43	42	1	3	44	45	+2%
Other B**	118	79	5	10	123	89	-28%
Total	175	128	17	17	192	145	-24%
CONDOS							
1 Bedroom	23	14	3	2	26	16	-38%
2 Bedroom	68	58	11	6	79	64	-19%
3 Bedroom	19	22	11	5	30	27	-10%
Total	110	94	25	13	135	107	-21%
AVERAGE SALE PRICE (000\$)							
Houses	899	982	3420	3018	1122	1222	+9%
Condos	715	754	1102	940	787	776	-1%
AVERAGE DAYS ON MARKET							
Houses	234	172	455	252	254	181	-29%
Condos	335	189	236	209	317	191	-40%

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



VIP Realty Group, Inc.