SUMMER 2019

The Schuldenfrei REPORT

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

THE MARKET MAYBE A LITTLE SOFT BUT STILL LOOKS GOOD!

David L. Schuldenfrei
Realtor®, CRS, GRI, SCIS
Selling the Islands for more than 40 years.

The real estate market for the 1st quarter of 2019 was off to a slower than normal start. January & February were the slowest. March cranked right up and was extremely strong but not quite strong enough to carry the 1st quarter. Sanibel condo & home unit sales were down -29% from 1st quarter 2018. The number of single family homes sales in the 1st quarter was 38 units in 2019 versus 63 units in 2018. The number of condominium sales in the 1st quarter 2019 were 31 units in 2019 versus 37 units in 2018. Building lots are down considerably although that is not disturbing since there is so little land to sell. We have appended the details.

Here is a quick summary for the 1st quarter 2019.

- Single family home sales were 38 properties.
- Condominium sales were 31 properties.
- Building lots were way down due to low inventory.
- The average selling prices were down -17.13 %
- New listings of all properties increased to 225 properties in 2019 versus 209 properties in 2018.

The picture of the island real estate market is that it is holding its own, which is due, in part at least, to a strong and growing economy. But there is still some uncertainty. On the positive side, mortgage rates are still historically low.

Did environmental issues slow sales and hurt values? Yes but only for the 1st two months of the first quarter. We now have a new Governor who has just pledged $2.5 billion dollars to environmental issues cleanup.

There is also a new 501 C-4 Corporation in town The Florida Economic Council - www.TheFLEC.org made up of leading businessmen from Sanibel and other Florida areas negatively affected by environmental issues. They are dedicated to water quality issues and proper enforcement of existing clean water laws and the passage of all protections for the environment necessary to clean up the pollution of our waters. Clean waters and beaches are the life blood of all Florida.

The first quarter of the new year, at least, things look fairly good even though the number of units sold is soft, prices have remained mostly stable. The real estate market, which came under the new tax legislation in the first quarter, didn't overreact, explode or die as some predicted. The buyers of island property are less affected by the general market constraints. And they are motivated by a different set of values. Most important, they have David Schuldenfrei, the island pro. He has the most experience that is acknowledged by his clients, customers and colleagues. Call him and see for yourself.

The Islands still have a shortage of quality, properly priced sales listings. If you are a potential Seller of Sanibel or Captiva property please call David and let him guide you through the process of selling your Island slice of paradise. To view all current Sanibel & Captiva real estate listings go to www.Schuldenfrei.com

If you want it done right the first time...Discover the Difference A Dave makes.

GOVERNOR DESANTIS WORKS FOR WATER QUALITY

Following a meeting with San Cap Conservation Foundation and other South Florida non-profit leaders on January 10th, Governor Ron DeSantis called for all nine members of the South Florida Water Management Board to resign. The board had acted just two days after Desantis' election in November to extend a lease to sugar farmers on land designated for Everglades Agricultural Area Reservoir despite his request for a delay on that decision.

In addition, Desantis signed an Executive Order to accomplish he following: to designate $2.5 billion for Everglades restoration and protection of water resources over the next 4 years; to establish a blue green algae task force; to immediately start work on the EAA Storage Reservoirs; to create a new office of Environmental Accountability; and to appoint a Chief Science Officer. SCCF salutes Governor DeSantis' consensus driven, solutions oriented actions.

The final budget included:

- Over $360 million for Everglades protection and restoration, including,
- $32 million for Restoration Strategies
- $145.5 million for Comprehensive Everglades Restoration Plan
- $107.8 million for the Everglades Reservoir (almost $44 million more than required, which will allow the urgently needed reservoir development to be accelerated)
- $40 million to complete the Tamiami Trail Project, to move water south to the parched national park
- $5 million for Dispersed Storage
- $32.8 million for the Northern Everglades and Estuary Protection Program

In addition, the Legislature appropriated:

Water

- $50 million to the Lake Okeechobee Watershed Restoration Project as well as $10 million for innovative technologies to combat or treat harmful algal blooms and nutrient enrichment in Florida's waterbodies including Lake Okeechobee.
- $50 million for restoration of Florida's freshwater springs—this will combine with another $50 million appropriated during the 2018-19 Legislative Session that the Legislature failed to release. These funds are now available to be used towards much needed springs restoration.
- $25 million for water quality projects that help meet water quality restoration goals ("Total Maximum Daily Loads," or TMDLs).
- $25 million for water quality projects to target sources that contribute to harmful algal blooms.
- $40 million for alternative water supply projects to help communities implement conservation and reuse programs.

Climate

- $5.5 million towards coastal resiliency planning in the face of climate change.

Land Conservation

- $33 million for Florida Forever, the state's conservation land buying program.

LECTURE ON PLASTIC POLLUTION

The 2019 Ding Darling Friday Lecture Series brought Sanibel many great topics this winter including the "Drastic Plastic –Turning the Tide on Plastic Pollution". The speaker, Lauren Blickley is a Hawaii based marine biologist and member of the Hawaii Marine Debris Action Plan committee. Says Blickley, "Five trillion plastic pieces are currently floating in the ocean. Scientists estimate that plastics will outweigh fish in the next 30 years. Recent research indicates that plastic is present in bottled water, sea salt, and even beer." Her lecture goes on to explore actionable steps the public can take to decrease its personal plastic footprints. Our Island community has already passed the plastic straw ban. Sanibel discourages plastic food container waste on our beaches by placement of recycle bins and proper trash receptacles at every beach access. Community volunteers scan the beach for trash and we are already exploring the best way to enact bans on single use plastic bags and Styrofoam as well. We are on the right track and we thank Lauren for her inspiring work to "Turn the Tide on Plastic Pollution" here on our Paradise Islands as well!

HELP OUR NESTING SEA TURTLES

Lights out for sea turtle nesting season has begun. How can you help? After sundown, turn off any lights that can be seen from the beach. Use long wavelength, downward directed LED lamps when outdoor lighting is necessary and shield lights so they are not visible from the beach. Close all shades and curtains facing the beach. On the beach at night, don't take flash photos and avoid using flashlights or cell phone lights. Do not leave beach toys or furniture on the beach at night. They become obstacles that block hatchlings from finding their way to the water line. Also fill any holes dug in the sand for the same reason. If you see a nesting sea turtle, stay back and never interfere with their work. Turtles are protected. It is illegal to harm or disturb sea turtles, their nests, eggs, or hatchlings. Florida Fish Game & Wildlife provides wildlife friendly lighting recommendations on their site. Go to MyFWC.com/conservation or MyFWC.com/SeaTurtle for more.

SAN CAP BLUES NEWS

Our Island has the Blues in a good way! Young local blues musician, Johnny Jensen opened for the Marshall Tucker Band at SW Florida Event Center May 9th. The 15 year old Captiva native was scouted by the manager of the SW Florida Event Center after seeing him perform at the Bonita Blues Festival last March. Young Jensen has already been performing alongside Blues greats such as Elvin Bishop, Matt Schofield, Bryan Lee and various local bands at events such as the Sanibel Blues & Jazz Festival. He participated in the International Blues Challenge winning the Youth Solo Showcase in 2018. Our shining star has yet to finish high school! To follow this exciting young Blues artist, visit Johnny Jensen Music at Facebook.

GO WILD FOR DING!

The sold out "Call of the Osprey 2019 Go Wild for Ding" auction on February 13th raised nearly $500,000 for preserve land acquisition. The auction hall guests were surrounded by "Juvenile Ospreys" (children dressed in beautiful winged osprey costumes doing their best flying moves to dazzle) and sounds of osprey calls to get bidders in the mood to bid often and high on silent and live auction items. The DDWS Land Acquisition board announced the Wulfert Campaign and $3 million private philanthropy goal. This auction was a fantastic start toward their effort. Way to give, Sanibel!
tinyurl.com/y54d5k6k

– CURRENT LISTINGS –

HOUSES:

1743 Venus Drive – 4 bed 3.5 bath direct Gulf access east end canal home with new heated and screened in pool. Priced at $1,670,000. Call for details.

VIEW LISTING

500 Kinzie Island Court – 3 bed 3 bath Gulf and beach access updated canal home. Priced at $1,499,000. Call for details.

VIEW LISTING

731 Durion Court – 3 bed 2 bath west end home with large pool and long lake views. Priced at $799,000

VIEW LISTING

CONDOS:

Pointe Santo E-23 - 2 bed 2 bath + den recently remodeled with outstanding Gulf views. Priced at $980,000

VIEW LISTING

Pointe Santo A-1 - 2 bed 2 bath + patio ground floor walk out to beach with excellent Gulf views. Priced at $925,000

VIEW LISTING

Pointe Santo D-3 - 2 bed 2 bath recently remodeled and handicap friendly ground floor unit. Priced at $690,000.

VIEW LISTING

Pointe Santo C-4 – 1 bed 1 bath tastefully decorated ground floor Gulf view unit. Priced at $585,000

VIEW LISTING

LOT:

5821 Pine Tree Drive – Large west end double lot on canal with direct Gulf access. Priced at $499,000.

VIEW LISTING

VIP Realty Group, Inc.

SCCF

SANIBEL-CAPTIVA CONSERVATION FOUNDATION

SANIBEL NATURE ARTIST HONORED

Sanibel's beloved artist, Ikki Matsumoto was honored posthumously with the SCCF/"Ding" Darling Brush of Excellence Environmental Art award last December. This award was created to provide a continuing tribute to Pulitzer Prize winning artist "Ding" Darling's legacy with this annual recognition of environmental artists. Ikki Matsumoto truly captured the spirit of Sanibel and Captiva with his beautiful silk screens of every aspect of our Island's wildlife from wading birds to ospreys, sea turtles, river otters and shore life. His artwork adorns many an island residence as well as posters, hats, and T-shirts for island non-profits. Even the SCCF logo bears his design. Thank you, Ikki, for sharing your vision of our Island's awe inspiring web of life. Ikki Matsumoto passed away on December 31, 2013. His wife Polly accepted the honorarium.

www.sccf.org/our-work/education/brush-of-excellence-environmental-art-award

EVERGLADES RESTORATION FORUM

An Everglades Restoration forum was held last February at the Captiva Island Yacht Club. The lecture drew a standing room only crowd with speakers from the Everglades Foundation. Topics included the affects of red tide and blue green algae on South Florida's shorelines, how to prevent future algae blooms, water resource protection projects such as retention quarries, impacts of sugar farming industry on water quality, health concerns from exposure to water algae blooms, and efforts by Florida's new governor to increase funding for water protection projects and fast track results. The forum had a positive tone and encouraged Floridians to keep up the pressure on state and federal government to keep water quality in the forefront. For more info visit www.evergladesfoundation.org.

SEE WHAT A DIFFERENCE A DAVE MAKES!

David Schuldenfrei is a professional businessman who has chosen to use his skills in the real estate market. He has been practicing real estate on Sanibel and Captiva Islands for longer than anyone else. During this time he has earned the highest realtor status, Broker, as well as all professional designations – CRS, GRI, SCIS. He has been an admired market leader whose success is acknowledged by his customers, clients and colleagues and helped make the VIP Realty Group the best agency on the island by popular vote for the past six years. Call him and see how much he cares about what he does and how he does it. *You'll be glad you did!*

LET DAVID HELP YOU WITH HIS SPECIAL 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.

Gopher@Gopherrental.com - 800 794-3107

CALL HIM OR GO TO HIS HELPFUL WEBSITES –

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Home: 239.466.0514 | FAX: 239.437.7543
Address: VIP Realty Group, Inc.
1560 Periwinkle Way, Sanibel, FL 33957
E-Mail: DavidS@Schuldenfrei.com
Websites: www.Schuldenfrei.com
GopherRental.com

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

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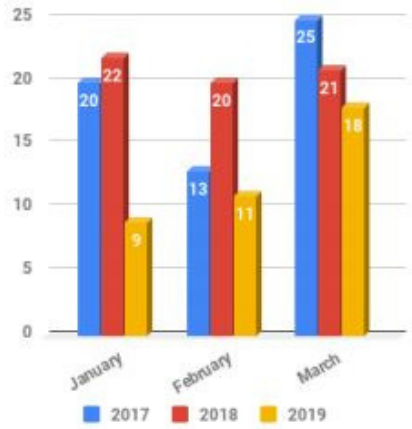
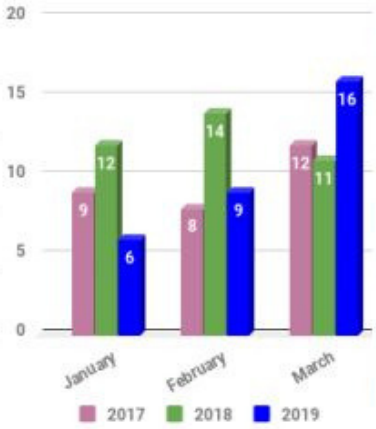
2019 Q1 MARKET REPORT

SANIBEL STATS Q1

Sanibel Single Family # of Sales



Sanibel Condo # of Sales

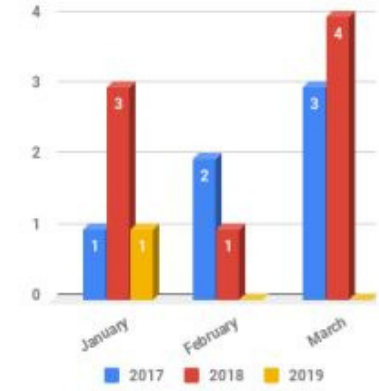


Single Family	
Listings Sold	38
Total Sold Volume	$43,128,130
Average Sale Price	$1,134,950
Median Sale Price	$857,500
Average Days on Market	166
List to Sell Price Ratio	92%
New Listings	120

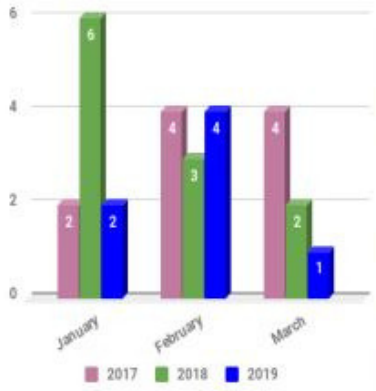
Condo	
Listings Sold	31
Total Sold Volume	$18,748,750
Average Sale Price	$604,798
Median Sale Price	$585,000
Average Days on Market	130
List to Sell Price Ratio	95%
New Listings	73

CAPTIVA STATS Q1

Captiva Single Family # of Sales



Captiva Condo # of Sales



Single Family	
Listings Sold	1
Total Sold Volume	$2,800,000
Average Sale Price	$2,800,000
Median Sale Price	$2,800,000
Average Days on Market	181
List to Sell Price Ratio	93%
New Listings	14

Condo	
Listings Sold	7
Total Sold Volume	$9,048,000
Average Sale Price	$1,292,571
Median Sale Price	$900,000
Average Days on Market	343
List to Sell Price Ratio	92%
New Listings	28

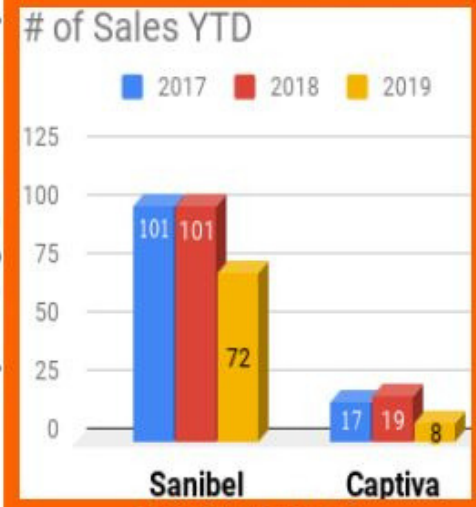
Sanibel Captiva Islands ASSOCIATION OF REALTORS®

*Source: Sanibel & Captiva Islands Association of REALTORS® Multiple Listing Service as of March 31, 2019. The Association nor its MLS guarantees or is in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the market.

2019 YTD

MEDIAN SALE PRICE

LISTINGS SOLD



NEW LISTINGS