

DID YOU KNOW?

The Sanibel Public Library has a variety of programs and activities including a vast display of sea shells. Nearly 100 pieces from a Victorian antique shell art collection by Jeffrey P. Oths who has been a resident of Sanibel since 2003 can be viewed by the library's main entrance. In addition to Oths shell display you will also find a 100 plus shell collection by Bob and Cookie Dugger who retired to Sanibel and built cottages on West Gulf Drive in the late 50's. Over 40 Christmas ornaments from the White House Historical Associations Official Christmas Ornament Collection that dates back to the early 1980's owned by Don Lambrix are on display as well. For information about weekly programs and activities please visit sanlib.org/



SHELL MUSEUM OPEN FOR BUSINESS AGAIN!

The Bailey-Matthews National Shell Museum on Sanibel Island has reopened after eight months of renovation work. Most of the museum is open to visitors however the new aquariums will not be ready for viewing until late March. Until then visitors are able to enjoy many new activities such as one of the new traveling exhibits from the Paly Foundation, "Coral Reefs: Nurseries of the Sea." To learn more about what the Shell Museum has to offer visit www.shellmuseum.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!*



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E-Mail: DavidS@Schuldenfrei.com

Websites: www.Schuldenfrei.com

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

FOURTH QUARTER 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 is Cautiously Optimistic.



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

The real estate market 2019 end of the year sales numbers are in. They are a bit of a mixed bag. Sales are down and inventory is up slightly. So far we do not have an oversupply of inventory that would begin to affect pricing. That said, should a significant number of new listings come on the market for Season prices will probably soften a bit.

Sanibel 2019 year end condo unit sales are down 18% (127 verses 155 a year ago). Sanibel 2019 year end average sale prices are down 4% (\$694,392 verses \$720,617 a year ago). Sanibel 2019 year end current listing inventory is up slightly but not enough to cause concern.

Captiva condo unit sales are slightly up 7% (29 verses 27 a year ago). Captiva 2019 year end average sale prices are up 30% (Due to many Gulf front unit sales). Captiva 2019 year end current listing inventory is up slightly but not enough to cause concern.

Sanibel single family home 2019 year end unit sales for were down 3% (211 versus 218 last year). Sanibel average single family home values 2019 year end are down 15% (\$949,790 verses \$1,112,747 last year). Sanibel 2019 year end listing inventory is up slightly but not enough to cause concern.

Captiva end of year unit sales for single family homes were down 32% (17 versus 25 a year ago). Captiva average single family home values 2019 year end are up 29%. Captiva

2019 year end current listing inventory is up slightly but not enough to cause concern.

Sanibel 2019 year end building lots sold are down considerably 29% (15 verses 21 a year ago), although that is not disturbing since there are so few lots to sell.

The picture of the island real estate market is that it is still holding its own, which is due, in part at least to a strong and growing economy.

The factors affecting the Sanibel & Captiva markets both good and bad are:

- Mortgage rates are amazingly low (under 4%). This is very good!
- Weather and water quality have been good so far.
- Advance winter season 2020 reservations are up, which is always a good sign.
- The talk of war generally keeps US travelers in the US which is good for rentals & real estate sales.

Whether you are buying, selling or looking for a vacation rental, remember David Schuldenfrei, the Island pro is here for you! He has over 44 years of successful Sanibel & Captiva Islands marketing and sales experience which has been acknowledged by his clients, customers and colleagues. Call him and see for yourself. The Islands still have a shortage of quality, properly prices 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.



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

CONGRATULATIONS TO THE WINNERS OF THE 38TH "TASTE OF THE ISLANDS EVENT"

There were 13 featured restaurants from Sanibel and Captiva, with well over 3,000 attendees. Funds raised from this event will benefit The Clinic for the Rehabilitation of Wildlife (CROW) mission to help wildlife with state of the art veterinary care. In an unprecedented twist both The Clam Shack and Sanddollar Restaurant took home the honor of "Best Seafood", presented by Bank of the Islands/Edison National Bank. This year's winners and pictures of the event can be found by visiting www.crowclinic.org/articles/38th-taste-of-the-islands



"DING" DOC FORD'S COMPETITION

Hosted by "Ding" Darling Wildlife Society and sponsored by Doc Ford's Rum Bar & Grill. Celebrating the history of the first documented tarpon caught on a rod and reel in the Refuge's Tarpon Bay in 1885. The tournament is scheduled for May 22nd. Registration began December 2nd for 55 teams taking part in the ninth annual catch, care and release competition. For questions or to learn more please call the Society office at 239-472-1100 ext. 239 or visit www.dingdarlingsociety.org/articles/tarpon-tournament-1

PLAY FOR PINK GOLF FUNDRAISER

The Dunes Women's Golf Association is planning its annual PINK Breast Cancer Research Foundation Fundraiser. The event will be held on February 8th at The Dunes Golf and Tennis Club. Last year's tournament donations totaled over \$31,500.00. For additional information or to donate visit www.island-reporter.com/page/content.detail/id/589810/Play-for-P-I-N-K-to-benefit-breast-cancer-research.html?nav=5053



CLEAR YOUR GEAR

Lee County Electric Cooperative (LCEC) has provided a grant for the production of 10,000 car stickers to Clear Your Gear, a nonprofit environmental organization based on Sanibel to bring awareness to the harm that fishing gear can cause to wildlife. The car stickers are free and available locally around the island. To request a sticker by mail visit the Clear Your Gear Facebook page or clearyourgear.ca/about-us.



NEW APP LAUNCHED FOR EDISON AND FORD WINTER ESTATES

The world of technology is evolving every day and Edison and Ford Winter Estates is keeping their audio tour up to date with the new and now. Recently, a new app was launched for patrons to use on their audio tour in place of the hand-held audio wands that were previously used. Some features of the app include commentary for guests of all ages, a gallery to display historic photos, current and future events, announcements for new exhibit launches and the ability for content to be edited and kept up to date in real time. The app has accommodations for everyone and that includes guests that are hearing impaired or in need of visual assistance as well as those who speak languages other than English. For those without internet capable devices such as an android or apple device there is still a printed script option as well as a call-in feature so they can still get the most out of their tour. For more information, call 239-334-7419 or visit www.edisonfordwinterestates.org/visit/visitor-information/



2ND ANNUAL PAUL MCCARTHY LECTURE

The legendary oceanographer Dr. Sylvia Earle will be hosted by The Sanibel-Captiva Conservation Foundation on February 7th at the Community House. Earle was named a "Hero for the Planet" by Time Magazine in 1998. An in-residence explorer for National Geographic since 1998, she will share her knowledge and perspective on the future of Southwest Florida's waterways. Mission Blue is a global coalition in which Earle leads the mission to bring public awareness and support for a worldwide network of protected areas called "Hope Spots" with Florida's Gulf Coast being named one of the "Hope Spots". The McCarthy Lecture Series was conceived by the Boler family to honor Paul McCarthy, founder of Captiva Cruises as well as active presence on the Islands for many years.

Tickets to attend can be purchased at www.eventbrite.com/

ADAPTIVE TRICYCLES AT ANNUAL GRAMPY'S PRO-AM

Robbie's Riders Grampy's Charities and Sanibel Captiva Community Bank have presented adaptive tricycles to Southwest Florida children for the third consecutive year. The 2019 event raised over \$100,000.00 to benefit the Ronald McDonald House Charities of Southwest Florida. Three children were selected to receive custom tricycles that will assist with general strengthening, new proprioceptive sensory input and improve reciprocal coordination with legs. With the help of the tricycles, the children can now participate in activities with their families and their peers along with enjoying the childhood experience of riding a bike.

To learn more about adaptive tricycles visit sancapbank.com/robbees-riders-grampys-charities-and-sanibel-captiva-community-bank-present-custom-made-adaptive-tricycles-to-local-special-needs-children-2/



- CURRENT LISTINGS -

HOUSES:

1743 Venus Drive – 4 bedroom direct deep water Gulf access updated east end home \$1,599,000 tinyurl.com/vl78zn2

1480 Middle Gulf Drive – Exquisite 4 bedroom canal view house across from the beach \$1,650,000 tinyurl.com/thh6ols

731 Durion Court – 3 bedroom 2 bath house with long lake views \$737,000 tinyurl.com/ydtnkm55

CONDOS:

Cyprina Beach 1 – freestanding 3 bedroom 3 bath Gulffront condo \$1,395,000 tinyurl.com/sgef9y3

Atrium 103 – spacious 2 bedroom, 2 bath + den condo with expansive Gulf and pool views \$1,299,900 tinyurl.com/qqqjv8y7

Sanddollar A101 – 2 bedroom 2 bath Gulffront tastefully updated unit \$1,250,000 tinyurl.com/rnmfp33

Sanddollar C202 – 3 bedroom 2 bath Gulffront unit with great rental history \$1,300,000 tinyurl.com/sxcwdxp

Pointe Santo E-24 – 3 bed 2 bath Gulffront beauty that allows weekly rentals \$1,425,000 tinyurl.com/umglq9z

Pointe Santo C-45 – 3 bed 2 bath Gulfview immaculate unit with rooftop sundeck \$1,200,000 tinyurl.com/tlqsbel

Pointe Santo E-23 – Unique 2 bed 2 bath + den and sweeping Gulf views \$980,000 tinyurl.com/wn46fsa

Pointe Santo A-1 – 2 bedroom 2 bath Gulfview condo with side patio \$875,000 tinyurl.com/w7p9yem

Pointe Santo D-3 – 2 bedroom 2 bath handicap friendly Gulfview condo \$690,000 tinyurl.com/yx4l6ouw

Pointe Santo C-4 – 1 bedroom 1 bath meticulously updated Gulfview unit \$585,000 tinyurl.com/sl95ayc

Pointe Santo C-2 - 2 bed 2 bath ground floor unit \$765,000



LAND:

5821 Pine Tree Drive – Large double canal lot with dock on the secluded west end of Sanibel \$439,000 tinyurl.com/yjahmmz9

2019 4TH QUARTER MARKET SUMMARY

| | SANIBEL | | CAPTIVA | |
|--------------------------|---------|------|---------|-------|
| | 2018 | 2019 | 2018 | 2019 |
| Median Sale Price (000s) | | | | |
| Single Family | 865 | 858 | 1,228 | 2,800 |
| Condo | 675 | 585 | 830 | 900 |
| Sold Listings | | | | |
| YTD | 101 | 72 | 19 | 8 |
| New Listings | | | | |
| YTD | 209 | 225 | 33 | 44 |

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

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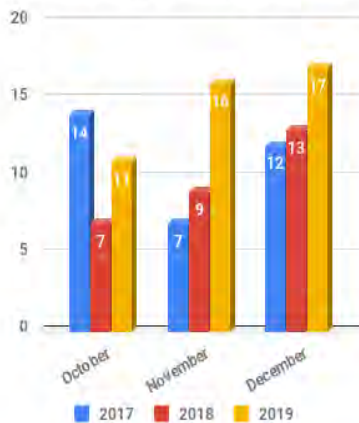
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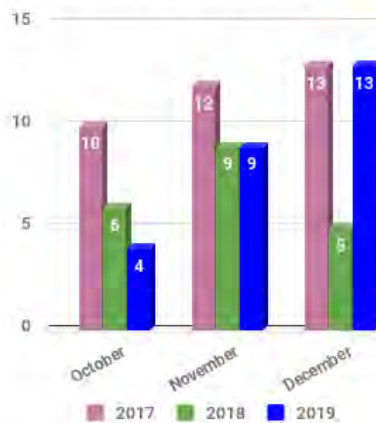
2019 Q4 MARKET REPORT

SANIBEL STATS Q4

Sanibel Single Family # of Sales



Sanibel Condo # of Sales



Single Family

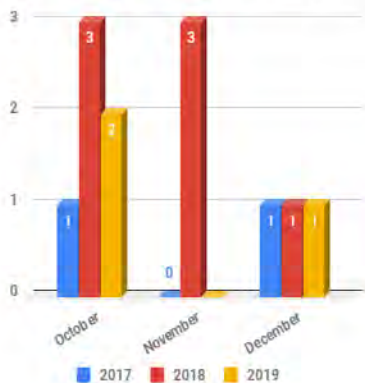
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|--------------------------|--------------|
| Listings Sold | 44 |
| Total Sold Volume | \$40,515,000 |
| Average Sale Price | \$920,795 |
| Median Sale Price | \$757,000 |
| Average Days on Market | 146 |
| List to Sell Price Ratio | 93% |
| New Listings | 144 |

Condo

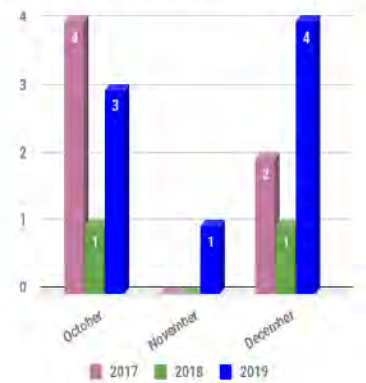
| | |
|--------------------------|--------------|
| Listings Sold | 26 |
| Total Sold Volume | \$20,804,350 |
| Average Sale Price | \$800,167 |
| Median Sale Price | \$685,000 |
| Average Days on Market | 169 |
| List to Sell Price Ratio | 95% |
| New Listings | 83 |

CAPTIVA STATS Q4

Captiva Single Family # of Sales



Captiva Condo # of Sales



Single Family

| | |
|--------------------------|-------------|
| Listings Sold | 3 |
| Total Sold Volume | \$4,757,000 |
| Average Sale Price | \$1,585,666 |
| Median Sale Price | \$1,600,000 |
| Average Days on Market | 414 |
| List to Sell Price Ratio | 93% |
| New Listings | 20 |

Condo

| | |
|--------------------------|-------------|
| Listings Sold | 8 |
| Total Sold Volume | \$8,265,250 |
| Average Sale Price | \$1,033,156 |
| Median Sale Price | \$489,000 |
| Average Days on Market | 208 |
| List to Sell Price Ratio | 96% |
| New Listings | 15 |

2019 YTD

MEDIAN SALE PRICE

Median Sale Price YTD



LISTINGS SOLD

of Sales YTD



NEW LISTINGS

NEW LISTINGS

New Listings YTD



*Source: Sanibel & Captiva Islands Association of REALTORS® Multiple Listing Service as of October 15, 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.