

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 SANIBEL/CAPTIVA REAL ESTATE MARKET

Wow What A Year! 2021 Was Truly Record Breaking! The Island's Real Estate Market Is Still Red Hot & On Fire – Definitely A Seller's Market!!



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

The 4th quarter year end for 2021 real estate sales numbers are in. The COVID-19 virus continues to influence our real estate market with record sales volume. We start 2022 with the lowest listing inventory ever! As of this writing, there are only 22 houses total on both islands for sale and only 17 condos on the market. That said, properly priced updated properties continue selling within a few days of being listed many times with multiple offers. This will continue to put upward pressure on prices.

We have been super busy. This is still a fabulous time to be a seller of Sanibel and Captiva Islands real estate.

If you are looking for a specific type of property please call or email me what you are looking for and I will be sure to notify you of any properties that meet your requirements the moment they come on the market. Interest rates are still very low but steadily rising. If you are ready to buy, it is important that you are ready to make a decision very quickly. Good quality, updated, properly priced listings generally sell extremely fast, so be ready.

The picture of the island real estate market remains amazing and is still very resilient. There are lots of ready willing and able Buyers. Not near enough inventory to meet demand.

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

- Mortgage rates are still very low (under 3.5%). Note they are rising quickly!
- Weather and water quality have been wonderful so far.
- Demand is extremely high with no end in site.

YEAR TO YEAR COMPARISON

– CONDO UNIT SALES –

	Qty Sold	% Chg	Volume Sold	% Chg	Average Sale	% Chg	Median Sale	% Chg	Qty Active	% Chg
SANIBEL										
Current Period	286		250,739,099		876,710		767,450		348	
One Year Ago	193		141,495,295		733,136		600,000		379	
Increase/(Decrease)	93	48%	109,243,804	77%	143,574	20%	167,450	28%	(31)	-8%

CAPTIVA

Current Period	64		73,623,900		1,150,373		880,000		79	
One Year Ago	47		38,620,550		821,713		639,000		118	
Increase/(Decrease)	17	36%	35,003,350	91%	328,660	40%	241,000	38%	(39)	-33%

– RESIDENTIAL SALES –

SANIBEL										
Current Period	355		476,367,836		1,341,881		1,010,000		410	
One Year Ago	289		274,673,260		950,426		775,000		542	
Increase/(Decrease)	66	23%	201,694,576	73%	391,455	41%	235,000	30%	(132)	-24%

CAPTIVA

Current Period	44		131,494,902		2,988,520		2,305,000		61	
One Year Ago	27		78,925,000		2,923,148		2,400,000		98	
Increase/(Decrease)	17	63%	52,569,902	67%	65,372	2%	(95,000)	-4%	(37)	-8%

– BUILDING LOTS SALES –

SANIBEL										
Current Period	68		47,860,500		703,830		377,500		106	
One Year Ago	23		13,943,366		606,233		323,000		116	
Increase/(Decrease)	66	23%	201,694,576	73%	391,455	41%	235,000	30%	(132)	-24%

CAPTIVA

Current Period	2		5,900,000		2,950,000		2,950,000		3	
One Year Ago	4		10,150,000		2,537,500		1,925,000		8	
Increase/(Decrease)	45	196%	33,917,134	243%	97,597	16%	54,500	17%	(10)	-9%

Whether you are buying, selling or looking for a vacation rental, please remember David Schuldenfrei, the successful Sanibel & Captiva Islands marketing pro is here for you! He has over 46 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 an extreme 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.

**DISCOVER THE DIFFERENCE
A DAVE MAKES!**

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



LOCAL REALTORS COLLECT GIFTS FOR MERRY FISH-MAS

Sanibel Realtors love playing Santa. Throughout November, members of the Sanibel & Captiva Islands Association of Realtors (SCIAR) donated items for children, teens and seniors to benefit FISH of SanCap. The drive culminated on December 1st with the *Merry FISH-mas* drop-in event at the Blue Giraff 2 Restaurant. They raised around \$1,500 in donations. A load of toys and gifts for children, teens and seniors alike were delivered to the FISH Walk-in Center. There is so much kindness and support on this island, we can hardly handle it. It's a magical place. More information about FISH of San Cap's community services can be viewed at fishofsanacap.org.

SANIBEL GOLF CLUBS STAYING GREEN AND CLEAN



Sanibel Island golf clubs, The Dunes, the Sanibel Island Golf Club and the Sanctuary Golf Club came up with winning scores from the city's department of environment for their measures to improve water quality on the golf courses. The city's program started in 2010 and provides a checklist of best management practices to follow. This is the first time all three clubs achieved full compliance with the city's recommendations and scores in the 90s. The city's environmental biologist, Dana Dettmar reported that the clubs had done a good job of maintaining buffers on the lakes, installing 180-degree instead of 360-degree spray heads and made significant improvements to their golf cart wash down facility so contaminated water would not run off into the vegetation. We thank them for all their efforts to maintain and protect the natural beauty of our paradise islands plus make sure there is plenty of golfing fun for all!

FISHING RULES & OPEN SEASONS



Recreational fishing of amberjack in the Gulf of Mexico closed on November 1st. The season is scheduled to reopen in May. The red snapper quota was also met during the June 4 to July 28 open season. Anglers enjoyed a 55-day summer season this year which was the longest since FWC started overseeing the season for private recreational anglers. The season was chosen to maximize harvest during the summer (when snapper fishing is most popular) and allow as much of Florida's 2021 quota to be harvested as possible. Seasonal closures are managed to ensure the fishery can rebuild for the future. For updates on all fishing regulations, visit MyFWC.com/Marine and click on *Recreational Regulations*. Then select your category under the *Regulations by Species – Reef Fish* tab. Or download the *Fish Rules App* at [Instagram.com/FishRulesApp](https://www.instagram.com/FishRulesApp) or [Facebook.com/FishRulesApp](https://www.facebook.com/FishRulesApp).

RECORD BREAKING AIRPORT TRAFFIC

Last September a record-breaking 551,041 passengers traveled through the Southwest Florida International Airport in Fort Myers which reflected a 115% increase over September 2020 and 19.5% increase over the 2019 stat. Year to date, passenger traffic is up 69.5% over last year(!!!). The traffic leader in September was Delta Air Lines with 125,437 total passengers, followed by Southwest (121,813), American (86,508), United (76,160) and JetBlue (51,269). Page Field Airport in Fort Myers also saw a 15% increase in aircraft operations over September 2020. Sanibel showed a similar pattern of increased occupancy. Further proof that Sanibel Island is the place to be!

REFUGE RECOGNIZED FOR ACCESSIBILITY

The Ding Darling Nature Preserve was commended by accessibility advocate and founder of Wheelchair Travel, John Morris. He visited the Fort Myers area over the summer to experience the area and create a guide. The Ding Darling Friends of the Refuge Society proudly reported that he included the refuge on his online blog *13 Wheelchair Accessible Things to Do in Fort Myers and Sanibel*. Morris gave the Refuge high praises. The board walk, trails, restrooms, observation tower, tram tours and Visitor & Education Center are wheelchair accessible thanks to ramps, lifts and other concessions. The tower even boasts a wheelchair height viewing scope also engineered to assist colorblind visitors. To see the article go to wheelchairtravel.org/?s=sanibel+island.



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

SEA SCHOOL GOINGS ON



The Sanibel Sea School staff enjoyed an educational *Lunch and Learn* seminar with members of the Deaf and Hard of Hearing Center (DHHC) of Fort Myers to learn the basics of American Sign Language. DHHC's goal is to empower Southwest Florida's deaf and hard of hearing citizens and their families through education, advocacy and community involvement. For the Sea School's part, they discussed ways to make their programs more accessible to the deaf community. Staff members learned to sign the alphabet, common phrases and even the signs for sea creatures. They made sure they learned how to sign the Sea School's *One rule and three goals* motto: be kind, stay safe, have fun and learn something. The current Marine Science Educator, Brianna Machuga, was already studied in ASL and looks forward to bringing hearing impaired students to the Sea School. To schedule a Sea School class in ASL with Machuga, call 239-472-8585 or email sanibelseaschool@sccf.org. Additional information about DHHC can be found at dhhc.life/community-education.

SHOW US YOUR SHOREBIRD PHOTOS



The San-Cap Conservation Foundation is gathering historical information on shorebird conservation efforts on the islands. Staff is seeking stories, photos, documents and oral histories from long time residents and local experts. They are especially lacking photos. Should you have any gems in your family photo albums from Sanibel beach vacations of yore, which might coincidentally show shorebirds nesting or other activities, staff would love to see them. Please contact SCCF shorebird biologist Audrey Albrecht if you can help. She can be reached at shorebirds@sccf.org or 239-472-3984 ext. 1305.

ATTENTION ALL SANIBEL & CAPTIVA PROPERTY OWNERS! THE ISLANDS ARE ALMOST SOLD OUT!

We are in a **RED HOT SELLERS MARKET!**

You may be very surprised as to what your property is worth. Call me **NOW** and **DISCOVER THE DIFFERENCE A DAVE MAKES!**

– ACTIVE LISTING –

Pointe Santo D-5 – Deluxe updated 2 bedroom 2 bath Ground floor walk out. Gulf & courtyard views. Excellent rental history. – \$1,300,000 – <https://tinyurl.com/bdh6tahc>

Pointe Santo D-41 – Gorgeous 4th floor 2 bedroom 2 bath Penthouse (brand new roof top sundeck). Amazing panoramic views of the courtyard and Gulf of Mexico. – \$1,450,000 – <https://tinyurl.com/25dks8nh>

Loggerhead Cay 584 – Welcome to your island paradise located at the popular Loggerhead Cay complex! This beautiful updated unit offers privacy, angled Gulf views and pool views from your screened lanai. Brand new living room sofas. Complex is pet friendly – \$895,000 – <https://tinyurl.com/yryh3ddv>

– UNDER CONTRACT –

500 Kinzie Ct – Welcome home to this exclusive east end three bedroom custom built canal home on a private corner cul-de-sac. This updated home offers plenty of space for family and friends to gather. Meticulous custom gourmet kitchen offers high end appliances. Boat dock and covered boat slip. Located on the largest lot on Kinzie Island and features a beautifully secluded very private highly landscaped tropical setting – \$2,295,000 – <https://tinyurl.com/ycktdk8s>

1666 Middle Gulf Dr – Directly across the street from the Gulf of Mexico with gorgeous canal views- this charming island home awaits! Offering a split floor-plan, 3 Bedrooms, 2 Bathrooms with cozy kitchen open to living room and large enclosed lanai with amazing canal views perfect for entertaining. Large Master Bedroom, . Private fenced in pool area and patio with outdoor shower make for an inviting retreat after a day at the beach! – \$1,200,000 – <https://tinyurl.com/42m4r6ze>

– CLOSED IN 2022 –

Breakers West C-4 – Highly sought after weekly rental condo on West Gulf Dr. Low density complex, this condo is a top floor unit adjacent to rooftop sundeck. Deeded beach access to the Gulf. Two spacious bedrooms and 2 full baths. Lush landscaping and pool views from the lanai and master bedroom. ALL impact glass through – \$749,000 – <https://tinyurl.com/2p887hyn>

2021 4TH QUARTER (YEAR TO DATE) MARKET SUMMARY

	SANIBEL		CAPTIVA	
	2020	2021	2020	2021
SOLD LISTINGS YTD				
Single Family	88	56	10	7
Condo	23	16	23	16
Vacant Land	12	7	2	0
MEDIAN SALE PRICE (000s)				
Single Family	\$820,000	\$1,200,000	\$2,300,000	\$4,375,000
Condo	\$570,000	\$769,900	\$755,000	\$967,500
Vacant Land	\$309,000	\$410,000	\$3,150,000	\$0
NEW LISTINGS YTD				
Single Family	200	93	55	19
Condo	197	90	29	22
Vacant Land	79	32	5	0

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

VIP Realty Group, Inc.



ISLAND JEWELER HOSTING ROTARY ART FESTIVAL



Congress Jewelers is supporting the San-Cap Rotary Club Arts & Crafts Festival with a \$10,000 host sponsorship. The 2021 event was cancelled due to COVID concerns. This major Rotary Club fundraiser generates money donated locally and around the world. Despite the 2021 set back, San-Cap Rotary helped FISH provide the Sanibel community assistance during the pandemic, funded local scholarships, helped provide oxygen generators to Peru, polio vaccinations to India, hurricane relief in Guatemala, and clean water to Haiti. They are just unstoppable! Scot and Melissa Congress have additionally involved Seaholm Watch Company to provide a beautiful seaworthy watch (valued at \$1,995) as a raffle item to further aid this year's fundraising. Tickets are \$10 each or six for \$50. Only 1,000 tickets will be sold. This year's San-Cap Rotary Arts & Crafts Festival will be held February 19th and 20th. See you there! For more information visit sanibelrotary.org.

VOLUNTEERS NEEDED

Osprey nesting season is beginning and the International Osprey Foundation (TIOF) is recruiting citizen scientists to monitor our area's osprey nests. This is a great experience. There's high drama: building the nests, defending the nests, watching the hatchlings emerge from the eggs and following their progress as their parents eventually teach them to fly and fish. Meerkats can eat their hearts out! Osprey are an environmental indicator species and mirror the health of our island's ecosystem. The data gathered will be shared with global databases to compare the effects of water quality and climate change on the osprey population. So sign up and start training. It's an eye opening experience that will put you in intimate touch with our island's environment and help us build knowledge to protect our osprey as well. To sign up, contact tiof@outlook.com

TURTLE NESTING DATA IS IN

FoCC (Friends of Cayo Costa Park) reported a banner year for its *Adopt a Nest* program. The total turtle nests and hatchlings increased 10% over 2020. Loggerhead turtles counted 452 nests with 20,708 hatchlings. Green turtles had 11 nests with 892 hatchlings. This is good news! FoCC is grateful to all *Adopt a Nest* volunteers and gave special thanks to FGCU's Dr. Phil Allman and his interns for all their hard work during the 2021 nesting season, May to October. More turtle stats can be viewed at sccf.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 –

Office: 239.472.5187 x227 | 1.800.553.7338 x227

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”

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

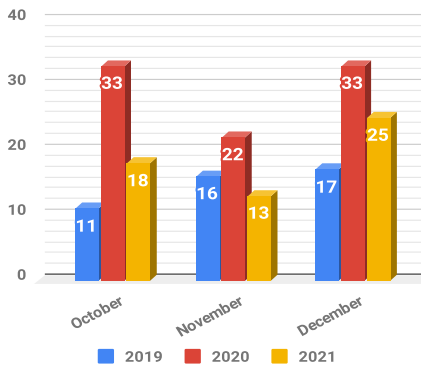


2021 Q4 & YEAR END MARKET REPORT

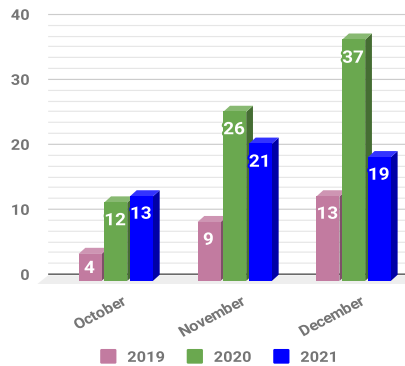


SANIBEL STATS Q4

Sanibel Single Family # of Sales



Sanibel Condo # of Sales



Residential Summary 2021 Q4

Listings Sold	56
Total Sold Volume	\$84,703,899
Average Sale Price	\$1,512,569
Median Sale Price	\$1,200,000
Average Days on Market	71
List to Sell Price Ratio	97%
New Listings	52

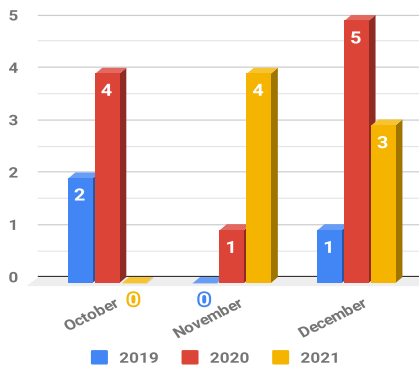
Condo Summary 2021 Q4

Listings Sold	53
Total Sold Volume	\$48,487,500
Average Sale Price	\$914,858
Median Sale Price	\$769,900
Average Days on Market	39
List to Sell Price Ratio	100%
New Listings	61

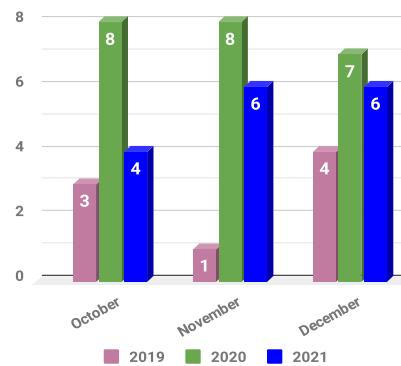


CAPTIVA STATS Q4

Captiva Single Family # of Sales



Captiva Condo # of Sales



Residential Summary 2021 Q4

Listings Sold	7
Total Sold Volume	\$28,574,500
Average Sale Price	\$4,082,071
Median Sale Price	\$2,800,300
Average Days on Market	290
List to Sell Price Ratio	95%
New Listings	8

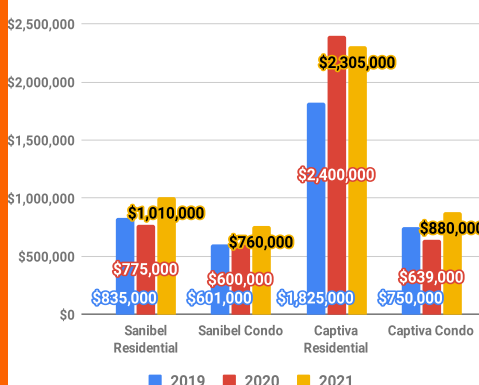
Condo Summary 2021 Q4

Listings Sold	16
Total Sold Volume	\$19,913,000
Average Sale Price	\$1,244,562
Median Sale Price	\$967,500
Average Days on Market	74
List to Sell Price Ratio	100%
New Listings	13

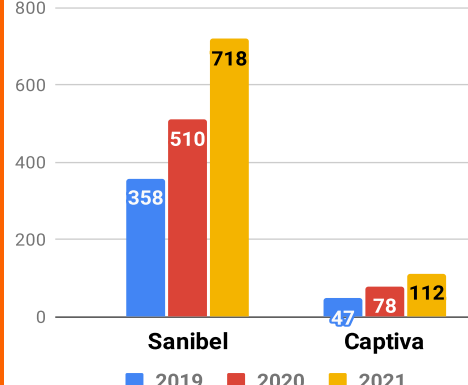


2021 YEAR END REPORTS

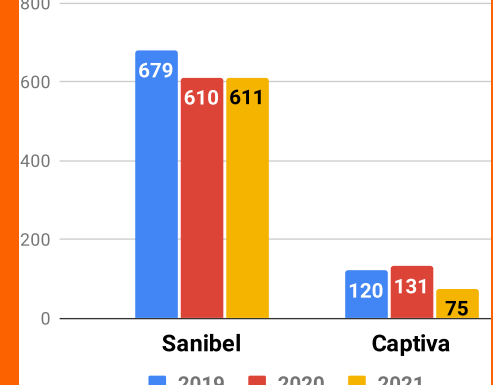
MEDIAN SALE PRICE YTD



LISTINGS SOLD YTD



NEW LISTINGS YTD



*Source: Sanibel & Captiva Islands Association of REALTORS® Multiple Listing Service as of January 18, 2022. 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.

David Schuldenfrei
Realtor®, CRS, GRI, SCIS

VIP Realty Group, Inc.
1560 Periwinkle Way
Sanibel FL 33957

.....
*Discover
the
Difference
A Dave
Makes*
.....

800.553.7338 x 227
davids@schuldenfrei.com
www.schuldenfrei.com

PRSRT STD
US POSTAGE
PAID
FT MYERS, FL
PERMIT 569



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