

Hi Sanibel/Captiva property owners and island lovers,

Although SanibelSusan Realty has “gone green” & nearly paperless, some fans continue to miss our “snail mailed” newsletter—so here is another—the first since June 2012. Our plan is to continue to phase out this paper edition—& save more trees—but in the meantime, we hope you find this issue useful. It contains a summary of the islands real estate market after a terrific winter selling season.

If you would like more frequent island updates, please read SanibelSusan’s Friday blogs at www.SanibelSusan.wordpress.com. These contain island news items especially as they relate to real estate, all of the listing & sales activity posted in the Sanibel & Captiva Multiple Listing Service (MLS) that week, plus a calendar of upcoming island events & an easy link to search the islands MLS.

Interested in SanibelSusan’s island inventory tables of condos, homes, & lots, which include all of the property for sale & recent sales? We update them every weekend & will happily e-mail or mail them to you.

Please call The SanibelSusan Team for your island real estate needs! We all work together on every transaction! Susan—David—Elise—Lisa



Susan Andrews
aka SanibelSusan
Realtor®, Broker/Owner,
Sanibel & Captiva Islands Specialist (SCIS), Resort & Second Home Property Specialist (RSPS), Eco-Broker Certified, e-PRO®, & Transnational Referral Certified® (TRC); 22+year Sanibel resident; Past President, Realtor® of the Year, District V “Top Gun”, & 21-year Honor Society Member with the Sanibel & Captiva Islands Assoc of Realtors®; 15-year Honor Society Member with the Florida Realtors®; & 12-year Sterling “R” with the National Assoc of Realtors®



David Anderson
Realtor®, Office Manager & Closing Coordinator



Elise Carnes
Notary, Listing Coordinator, & Licensed Sales Associate



Lisa Murty
Realtor® Sales Associate



Sanibel & Captiva Real Estate Action — Good news for 2014! Check out the table below to see current inventory compared to the number of sold units (condos, homes, & lots) on Sanibel since the 2006 heydays (based on info posted in the Sanibel & Captiva Islands Multiple Listing Service). A similar table for Captiva is shown on the back of this newsletter. Market improvement correlates to higher prices once inventory is in line with demand. If you own island property, have been thinking of selling, & were waiting for the market to turn, it has. We are looking for new listings! Our track record is excellent, with \$238,984,475 in island sales. We are always looking for buyers too. Please call us!



SANIBEL	CONDOS		HOMES		LOTS	
	No.	Average Price \$	No.	Average Price \$	No.	Average Price \$
For Sale	130	710,576	177	1,331,305	90	681,314
Under Contract Awaiting Closing	29	774,803	47	953,068	4	324,225
Sold in 2014 thru 5/12	74	675,747	82	842,120	12	474,838
Sold in 2013	161	573,557	197	910,321	26	416,502
Sold in 2012	151	551,244	183	823,598	33	487,687
Sold in 2011	142	591,861	179	826,130	19	363,729
Sold in 2010	120	608,545	124	775,805	21	336,905
Sold in 2009	87	670,489	144	755,003	11	333,136
Sold in 2008	95	731,648	148	952,695	13	379,927
Sold in 2007	86	791,163	143	1,024,007	17	854,803
Sold in 2006	143	866,972	156	1,143,682	18	523,917

(Note the sale prices above are highlighted in grey. Those without highlighting are asking prices.)

This representation is based on data supplied by the Sanibel & Captiva Islands Assoc. of Realtors® Multiple Listing Service. Neither 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. The information provided represents the general real estate activity in the community & does not imply that SanibelSusan Realty Associates is participating or participated in all of these transactions.

SanibelSusan Realty Associates
 Suite 3 in Sanibel Square, 2242 Periwinkle Way, Sanibel FL 33957
239-472-HOME (4663) • Toll Free: 888-603-0603
 web site: SanibelSusan.com
 island blog: SanibelSusan.wordpress.com
 e-mail: Susan@SanibelSusan.com



Condo Update — On **Sanibel**, the condo market really turned around this year. Some baby boomers favor transitioning to homes, others want larger newer condos so that has been the product that has been moving best. We have a few condo listings that did not sell during high season, but they are the investment-rental variety which are apt to sell any time of the year. On **Captiva**, condos have not rebounded as quickly, but with most of the condos there being in South Seas Resort that could change as summer progresses. Resorts stay busy pretty much year-'round. Here is the breakdown by price-range of the number of island condos on the market now. Inventory is down!

Condos	On Sanibel	On Captiva
Under \$299,999	9	6
From 300K to \$499,999	49	5
From \$500K to \$699,999	30	10
From \$700K to \$999,999	23	6
From \$1M to \$1,999,999	14	12
Over \$2M	5	3
TOTAL	132	42



Beach-Front With Income
Bright remodeled & fully-appointed Sanibel Surfside 2 bedroom on 2nd floor. Used many years as a seasonal rental \$874K



Gulf View & Sunsets
One of the few complexes on West Gulf Dr that allows weekly rentals, this Sand Pointe condo has new kitchen & baths \$749K



Walkout With Super Income
Grossing nearly \$60K/yr, this Sandalfoot 2 bedroom has new tile, stainless steel appliances, & living room furniture \$699K



Courtyard to Beach View
Check-out the bottom line—this 3rd floor roomy cheerful Loggerhead Cay 2 bedroom has excellent rental history (grosses \$35K/yr) \$499K



Looking for a Condo With Water Amenities Including Boating? How About Mariner Pointe?

It is Sanibel's only peninsula complex & has several floor plans, the peace-of-mind that comes with an on-site manager, long-time staff, plus 2 pools, tennis courts, deeded beach access, private fishing pier, shuffleboard, bbq areas, dockage (by annual lease), & more. Here are four condos—each has special features: #711 updated ground-floor 3-bedroom walk-out with wood floors & expanded kitchen \$599.9K; 3 units available in the wide 2-bedroom floor plan (1130 sq.ft): #811 1st floor canal-side w/custom maple cabinetry \$499K, #332 2nd floor fully remodeled & with bay/marina views \$520K, #631 direct bay-front with open kitchen & granite in baths \$549K



Beach Across Street
2nd floor spacious (950 sq. ft.) 1 bedroom at Spanish Cay. Tropical view from screened balcony & 2-week rentals allowed \$274K

Island Events Between Now & Year-End

Jun 7—National Trails Day Celebration
 Jul 4—Independence Day Celebration
 Oct 6—Celebrity Island Dinner to benefit The Bailey-Matthews Shell Museum
 Oct 14 to 25—25th Annual "Ding" Darling Days at the National Wildlife Refuge
 Oct 18—6th Annual 10K Race 4 F.I.S.H.
 Oct 26—BaileyFest 2014
 Nov 2—Sanibel Farmers Market reopens (Sunday 8 a.m. to 1 p.m. at City Hall)
 Dec 5—Sanibel Luminary
 Dec 6—Captiva Luminary
 Dec 9—BIG ARTS Chorus Holiday Concert (with SanibelSusan in the alto section)



Scoop on Island Residential Communities — Both islands had good home sales action this winter. Today Sanibel inventory is less than a one-year supply—for the first time in a long time. The Sanibel communities that have had more sales, than current inventory are: Castaway Estates, Chateaux Sur Mer, Gulf Ridge, Gumbo Limbo, East Rocks, Sanibel Center, Sanibel Pines, Seagull Estates, Shell Harbor. On Captiva, the most action has been on the Gold Coast. Like Sanibel, high-end homes are what have been moving most. Here is a breakdown by price-range of the number of island homes that are on the market now:

Homes	On Sanibel	On Captiva
Under \$299,999	1	0
From 300K to \$499,999	26	0
From \$500K to \$699,999	32	0
From \$700K to \$999,999	45	4
From \$1M to \$1,999,999	52	10
From \$2M to \$2,999,999	11	9
From \$3M to \$3,999,999	5	2
From \$4M to \$4,999,999	3	6
Over \$5M	2	10
TOTAL	177	41



Looking for Listings—The fall, just before the snowbirds start arriving, is the most popular time for new listings to come on the market on the islands. This year could be the exception—or at least we hope so at SanibelSusan Realty. We are looking for listings. All of our home listings this year have sold, only the three lot listings remain show below, & the condo listings on the previous page. If you are thinking of selling, please consider the island experts. Susan has sold nearly \$240 million here. If you are wondering if she has sold in your community, here is a breakdown, first by subdivision, then by condominium complex. Let The SanibelSusan Team help you too!

RESIDENTIAL COMMUNITIES: Bayshore Village \$2,232,500; Beachview Country Club Estates \$5,650,000; Bright Water \$995,000; Butterknife \$250,000; Caloosa Shores \$1,162,500; Castaway Estates \$3,748,500; Chateaux Sur Mer \$875,000; Del Sega \$2,532,000; Dinkins Bayou \$345,000; The Dunes \$7,318,800; Eastwood Landings \$1,090,000; Foley, aka Sanibel Place \$360,000; Gopher Walk \$1,136,000; Gulf Pines \$1,200,000; Gulf Shores \$1,881,500; Gumbo Limbo \$7,571,400; Harbour Cottages \$470,000; Heron's Landing \$2,060,000; Island Woods \$1,650,550; Lagoon Estates \$535,000; Lake Murex & Little Lake Murex \$3,843,750; Las Conchas del Mar \$375,000; Metes & Bounds, aka unplatted areas \$16,600,600; Mitzi \$535,000; Moon Shadows \$890,000; Palm Lake \$685,000; Poinciana Circle \$500,000; Richardsons \$3,640,000; Rocks \$2,990,000; The Sanctuary \$1,522,500; Sanibel Bayous \$1,020,000; Sanibel Estates \$22,417,000; Sanibel Highlands \$298,000; Sanibel Isles \$2,050,000; Sanibel Lake Estates \$2,485,000; Sanibel River Estates & Windrow \$2,137,000; Sanibel Shores \$2,140,000; Seagull Estates & Long Acre Lake \$7,240,250; Seaspray \$1,362,500; Sea Oats \$951,500; Shell Harbor \$5,939,000; Southwinds \$950,000; Watershadows \$974,000; Woodring \$2,300,000.

CONDOMINIUMS: Janthina \$900,000; Kings Crown \$3,362,500; Lake Palms \$235,000; Lighthouse Point \$2,605,500; Loggerhead Cay \$8,488,500; Mariner Pointe \$11,731,600; Nutmeg Village \$987,500; Pointe Santo \$10,059,000; Sandalfoot \$6,706,400; Sanddollar \$605,000; Sandpebble \$335,000; Sandpiper Beach \$1,315,000; Sand Pointe \$3,108,000; Sanibel Arms \$330,000; Sanibel Arms West \$1,426,000; Sanibel Moorings \$1,569,000; Sanibel Shores \$830,000; Sanibel Surfside \$1,025,000; Seawind \$1,386,400; Sea Shells \$1,588,425; Sedgemoor \$2,247,500; Shell Island Beach Club \$2,080,000; Somerset at the Reef \$2,575,000; Spanish Cay \$3,277,500; Sundial \$12,292,400; Sunset South \$1,100,000; Tantara \$1,195,000; Tarpon Beach \$740,000; Tennisplace \$925,000; Villas of Sanibel \$950,000; Wedgewood \$740,000; White Sands \$1,025,000; Yacht Haven \$520,000.

FREEBIES

SanibelSusan Realty offers:

- FREE proposals on how we will sell your property,
- FREE comparative market analyses to help you decide where to position your property to sell,
- FREE island maps,
- FREE inventory lists by island, property type, & complex/subdivision, including sales history,
- FREE advice on when is the best time to buy or sell, & how best to do it,
- FREE advice on how to structure an offer if you want to buy,
- FREE price opinions for estate planning & insurance,
- FREE service from four real estate professionals for the price of one! Every team member of The SanibelSusan Team is well-versed in each of our listings & the island market. We also have compiled sales histories of each property on Sanibel & Captiva.



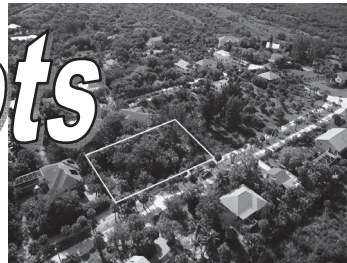
Views Shell Harbor Canals

Over 1/2 acre with patio dock on Limpet Dr sea-walled cul-de-sac, pie-shaped with just 40' on canal but plenty of room for large pool home & motor to marina \$749K



Sanibel Bayous Near Beach

Large wooded parcel on Umbrella Pool Rd cul-de-sac just a short walk or bike ride to Clam Bayou & Bowman's Beach beyond \$399K



Terrific Value in Belle Meade

Lowest-priced lot of this size on Sanibel (~155' wide) —south side borders conservation land—perfect spot for pool home with privacy \$185K

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blog: SanibelSusan.wordpress.com & 2nd website: SanibelSusan.com



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SUSAN ANDREWS
Realtor® Broker/Owner
SanibelSusan Realty Associates
Suite 3 at Sanibel Square
2242 Periwinkle Way
Sanibel Island, FL 33957

If your property is currently listed with another broker, this is not intended as a solicitation of that listing.

CAPTIVA	No.	Average Price \$	CONDOS	No.	Average Price \$	HOMES	No.	Average Price \$	LOTS
For Sale	42	953,126		41	4,079,890		4	2,428,500	
Under Contract Awaiting Closing	4	680,626		4	5,033,750		0	N/A	
Sold in 2014 thru 5/12	7	459,929		14	2,317,250		0	N/A	
Sold in 2013	36	659,185		18	2,522,056		2	675,000	
Sold in 2012	35	836,129		26	1,536,019		3	1,221,667	
Sold in 2011	24	737,754		22	1,782,059		1	485,000	
Sold in 2010	25	696,159		10	2,258,250		2	2,850,000	
Sold in 2009	22	804,818		16	2,573,016		3	2,241,667	
Sold in 2008	21	894,536		13	3,465,385		4	3,251,250	
Sold in 2007	12	906,042		19	3,270,300		1	3,575,000	
Sold in 2006	21	1,362,476		10	2,307,375		4	2,218,750	

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