

# YOUR SANIBEL

February 2018

## Be a Backyard Tourist!

by Jim McCallion

Ok, I'll admit it, I've snickered at the tourists excitedly jumping when they see a dolphin or when they crowd the beach at sunset taking pictures with their phones. I've even quietly cursed when vacationers stop traffic on the causeway, gawking at the view or when they recklessly pilot their bicycles oblivious to traffic.

As an island resident, I've graduated above these shenanigans. After living on Sanibel for almost 10 years, I even considered myself a Sanibel Island expert, knowing what's up and about on the island. Maybe you feel the same way. You, like me, have activities and friends you've come to enjoy—you have your own Sanibel routine.

But with my experience, I've established a pattern that has somewhat blinded me to the wonders of our island.

Simply put, I don't see Sanibel as a tourist anymore - and I think it's a shame.

Tourists get excited when they see our prismatic sunsets or glimpse wildlife not seen elsewhere. They revel in our unique ecology, our shell covered beaches and our (mostly) spectacular winter weather.

So, this season I'm striving to be a Sanibel tourist again. I'm going to do at least one activity each week that is out of my routine, something that tourists do, but for some reason, I don't anymore. I want to see the island from a fresh perspective.

I challenge you to join me and refresh your Sanibel story.

Here are some ideas to get you started:

**Cheers the Sunset with Dinner on the Causeway** – You've probably watched the sunset from the beach, but have you ventured out to the

**CONTINUED ON PAGE 5**



SUSAN AND EMILY CONQUER COMMODORE CREEK TRAIL

### SANIBEL EVENTS



Sanibel Arts & Crafts Fair

### 35th Annual Sanibel Arts & Crafts Fair

Presented by the Sanibel-Captiva Rotary Club

February 17, 10 a.m. – 5 p.m.

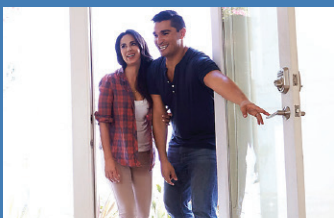
February 18, 9 a.m. – 4 p.m.

Sanibel Community House



See The Full Sanibel Event Calendar on Page 4

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## Recently Sold on Sanibel and Captiva Islands

We've compiled a list of every property that has sold on Sanibel and Captiva island over the past two and half months. Turn to page 2 to see what homes sold during the months of November, December and through mid-January. We also list how quickly each home sold, and the

final closing price of each transaction. If you're thinking of selling your Sanibel home, these details can help you better understand the current real estate market here on the islands. ■

**CONTINUED ON PAGE 2**

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# HOUSES SOLD

## Island Sales - November, December, Mid-January

### CAPTIVA ISLAND

	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
CONDOS	BEACH HOMES	7 Beach Homes #7	2	2	1,316	357	1/09/2018	\$1,795,000	\$1,400,000
	BEACH HOMES	8 Beach Homes #8	4	3	2,406	357	1/09/2018	\$2,625,000	\$2,350,000
	BEACH VILLAS	2523 Beach Villas #2523	1	1	687	61	12/06/2017	\$539,000	\$537,000
	LANDS END VILLAGE	1660 Lands End Vlg #1660	3	3	2,115	467	12/20/2017	\$1,625,000	\$1,537,500
	SUNSET CAPTIVA CONDO	15123 Captiva Dr #201	2	2	1,275	3	1/04/2018	\$895,000	\$830,000
SINGLE FAMILY	FA LANES BAYVIEW	11461 Old Lodge Ln	2	2	1,176	307	12/28/2017	\$1,025,000	\$995,000
	FA LANES BAYVIEW	14865 Mango Ct	2	2	1,176	29	1/12/2018	\$929,000	\$850,000
	GORES A M	11500 Gore Ln	3	2	1,625	301	1/03/2018	\$1,295,000	\$1,150,000

### SANIBEL ISLAND - EAST

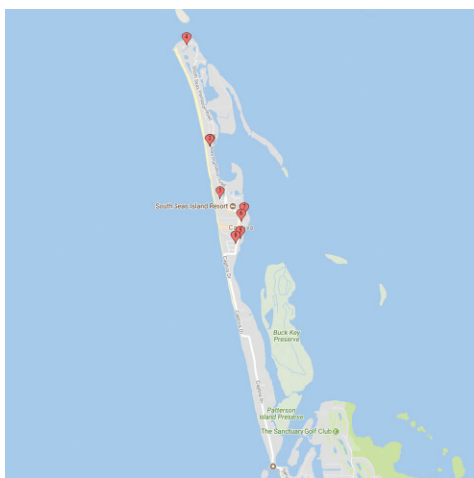
	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price	
CONDOS	CAPTAINS WALK UNIT	641 Periwinkle Way #B5	2	1	1,100	0	12/15/2017	\$349,000	\$340,000	
	CAPTAINS WALK UNIT	641 Periwinkle Way #A8	2	2	967	610	12/28/2017	\$358,000	\$347,000	
	COQUINA BEACH CONDO	631 Nerita St #5B	2	2	1,079	36	12/07/2017	\$399,000	\$390,000	
	LOGGERHEAD CAY	979 East Gulf Dr #153	2	2	1,248	94	1/08/2018	\$919,900	\$870,000	
	MARINER POINTE	760 Sextant Dr #811	2	2	1,227	17	11/06/2017	\$435,000	\$420,000	
	SANIBEL ARMS	805 E Gulf Dr #F2	1	1	638	83	12/29/2017	\$499,900	\$470,000	
	SANIBEL ARMS WEST	827 E Gulf Dr #G8	2	2	1,100	131	12/18/2017	\$499,000	\$475,000	
	SANIBEL MOORINGS	845 E Gulf Dr #612	2	2	981	68	11/30/2017	\$565,000	\$545,000	
	SANIBEL MOORINGS	845 E Gulf Dr #1221	3	2	2,350	151	1/10/2018	\$1,095,000	\$965,000	
	SANIBEL SIESTA	1246 Fulgur St #303	2	2	1,100	98	12/01/2017	\$529,000	\$507,000	
	SHELL ISLAND BEACH CLUB	255 Periwinkle Way #7B	2	2	966	228	12/12/2017	\$820,000	\$785,000	
	SUNDIAL EAST	1401 Middle Gulf Dr #0-405	2	2	1,516	72	11/01/2017	\$1,099,500	\$1,013,250	
	SUNDIAL WEST	1501 Middle Gulf Dr #B108	1	1	773	143	12/05/2017	\$469,000	\$450,000	
	SUNDIAL WEST	1501 Middle Gulf Dr #C306	1	1	642	89	12/19/2017	\$435,000	\$404,500	
	SUNDIAL WEST	1501 Middle Gulf Dr #G-105	1	1	728	17	1/05/2018	\$425,000	\$425,100	
	SUNSET SOUTH	1340 Middle Gulf Dr #6D	2	2	1,460	64	11/07/2017	\$499,900	\$470,000	
	SUNSET SOUTH	1341 Middle Gulf Dr #1C	2	2	1,400	331	12/13/2017	\$685,000	\$665,000	
	SINGLE FAMILY	BEACHVIEW CC ESTATES	1195 Par View Dr	3	2	2,451	42	12/29/2017	\$1,095,000	\$1,000,000
		BEACHVIEW CC ESTATES	1312 Par View Dr	3	2	2,068	129	1/08/2018	\$695,000	\$685,000
		DUNES SANIBEL	981 Sand Castle Rd	3	2	1,795	218	12/08/2017	\$499,000	\$480,000
		DUNES SANIBEL	1187 Sand Castle Rd	3	2	1,624	32	12/22/2017	\$635,000	\$635,000
KINZIE ISLAND		519 Kinzie Island Ct	3	2	3,018	442	12/22/2017	\$1,295,000	\$1,250,000	
SANIBEL ESTATES		655 Anchor Dr.	3	3	3,768	198	11/02/2017	\$749,000	\$605,000	
SANIBEL HARBOURS		1270 Bay Dr	3	2	1,936	6	11/28/2017	\$1,349,000	\$1,334,000	
SANIBEL SHORES		725 Nerita St	2	1	1,020	9	12/20/2017	\$419,000	\$385,000	
SANIBEL SHORES		700 Nerita St	3	2	1,400	60	01/08/2018	\$725,000	\$675,000	
SHELL HARBOR		750 Periwinkle Way	5	4	4,329	233	12/22/2017	\$1,750,000	\$1,490,000	
SHELL HARBOR		932 Whelk Dr	3	3	1,800	490	01/09/2018	\$1,224,000	\$1,150,000	
YACHTSMAN COVE		419 Lighthouse Way	4	3	2,445	34	11/03/2017	\$797,500	\$797,500	
1/2 DUPLEX		SEA PINES	1390 Middle Gulf Dr	3	3	1,680	81	12/22/2017	\$499,000	\$430,000

### SANIBEL ISLAND - MID

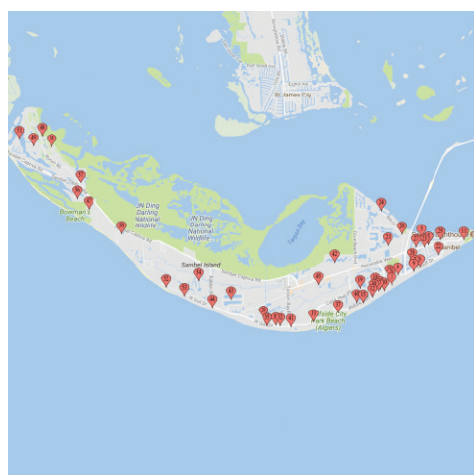
	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
CONDOS	BOUGAINVILLEA	2665 W Gulf Dr #A3	4	4	3,226	0	12/18/2017	\$3,695,000	\$3,550,000
	BY THE SEA	2611 W Gulf Dr #9	3	2	1,750	30	1/12/2018	\$1,749,000	\$1,749,000
	COTTAGE COLONY WEST	2255 W Gulf Dr #138	1	1	806	273	11/06/2017	\$575,000	\$570,000
	NUTMEG VILLAGE	2777 W Gulf Dr #100	2	2	1,657	387	11/28/2017	\$1,070,000	\$950,000
	NUTMEG VILLAGE	2777 West Gulf Dr #205	2	2	1,275	0	1/04/2018	\$769,000	\$745,000
	NUTMEG VILLAGE	2777 W Gulf Dr #211	2	2	1,276	184	1/12/2018	\$675,000	\$630,000
	SANDPIPER BEACH	1919 Olde Middle Gulf Dr #501	2	2	1,071	68	11/20/2017	\$695,000	\$690,000
	SEASHELLS OF SANIBEL	2840 W Gulf Dr #11	2	2	933	203	11/20/2017	\$350,000	\$331,000
	SEASHELLS OF SANIBEL	2840 W Gulf Dr #44	2	2	942	131	12/18/2017	\$339,000	\$320,000
	SPANISH CAY	1610 Middle Gulf Dr #E3	2	2	1,128	15	11/20/2017	\$369,000	\$370,000
	TARPON BEACH	2475 West Gulf Dr #A102	2	2	1,145	189	11/14/2017	\$749,000	\$730,000
SINGLE FAMILY	GUMBO LIMBO	9459 Begonia Ct	3	4	1,997	196	12/06/2017	\$639,000	\$600,000
	LAKE MUREX	3273 Twin Lakes Ln	3	2	1,866	0	12/29/2017	\$825,000	\$820,000
	METES AND BOUNDS	3547 W Gulf Dr	4	4	3,856	273	11/30/2017	\$4,250,000	\$3,900,000
	PERIWINKLE PROPERTIES	2030 Sunrise Cir	3	3	2,489	50	12/22/2017	\$649,000	\$605,000

### SANIBEL ISLAND - WEST

	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
CONDOS	BLIND PASS	5117 Sea Bell Rd #f108	3	2	1,556	184	11/16/2017	\$594,900	\$568,300
	BLIND PASS	5117 Sea Bell Rd #B207	2	2	1,352	82	12/21/2017	\$499,997	\$469,000
	IBIS AT THE SANCTUARY	5775 Baltusrol Ct #B102	2	2	1,459	165	11/22/2017	\$449,900	\$443,000
SINGLE FAMILY	BETTS	6081 Henderson Rd	3	2	1,872	123	11/06/2017	\$799,900	\$740,000
	CHATEAUX SUR MER	4775 Rue Helene	4	3	2,285	304	12/15/2017	\$799,000	\$737,500
	DEL SEGA	2628 Coconut Dr	3	2	1,964	267	11/02/2017	\$1,350,000	\$1,224,500
	METES AND BOUNDS	4155 W Gulf Dr	4	3	2,992	50	1/02/2018	\$4,295,000	\$4,000,000
	METES AND BOUNDS	3869 W Gulf Dr	6	7	10,450	491	1/12/2018	\$8,495,000	\$7,800,000
	ROCKS EAST	714 Durion Ct	3	2	1,701	78	12/15/2017	\$609,000	\$585,000
	SANCTUARY AT WULFERT	5639 Baltusrol Ct	4	4	3,534	315	11/07/2017	\$1,695,000	\$1,695,000
	SANIBEL BAYOUS	5292 Umbrella Pool Rd	3	2	1,858	77	1/02/2018	\$569,000	\$540,000
	SANIBEL BAYOUS	4606 Brainard Bayou Rd	2	2	1,008	86	01/12/2018	\$465,000	\$455,000



Captiva Island



Sanibel Island

Data is taken from the Sanibel and Captiva MLS and represents the number of homes sold from November 1, 2017 – January 15, 2018

## Q & A with the real estate expert



# NEW YEAR, NEW YOU, NEW HOME

**Q** Dear Susan, As we head into a new year filled with new opportunities, I'm anticipating that a new home will be one of those opportunities for me and my family. I would like to close on a house and be moved in prior to the beginning of Spring. And I'm hoping you can tell me if my goal is realistic. How can I make sure that I am in the best position to close quickly once I find my new home?

Jonathan

**A** Dear Jonathan, It sounds like 2018 is going to be a great

year for you!

If you're ready to start looking at homes, the first thing you'll need is a pre-approval letter from your bank. Getting pre-approved can take anywhere from a few days to a few weeks, depending on the complexity of your income and debt situation, so start now!

Once you have been pre-approved (and have a copy of your pre-approval letter in hand), house hunting can begin. Finding the perfect home can take 30-60 days depending on the inventory in your specific market. Don't get discouraged if it takes time to find a home—

keep in mind you may be competing with many other buyers. The key is to act quickly when you find a home you like; "sleeping on it" instead of submitting an offer is how too many of my clients have lost out on great homes.

When you're ready to make an offer, your agent should submit it immediately. Then, it can take 1-5 days to negotiate and finalize the offer. A skilled agent will help you navigate this process while minimizing the risk of the seller backing out altogether.

It typically takes about 30-45 days to close on a

home once an offer is accepted. During this time, the mortgage is underwritten and given a final approval and the inspection and appraisal are conducted. The more you and your agent have prepared prior to placing your offer, the better your chances are for a quick close.

I hope you've found this information helpful. Remember: with so much at stake, it is critical to have a trusted and experienced real estate professional at your side to help you secure your new home without a hitch. ■



**Susan McCallion**  
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## 3 Common Sanibel Home Inspection Fails and How to Address Them

**Sanibel** - When you have your Sanibel home under contract, you have often negotiated an inspection period where the potential buyers may hire various professionals to come out and inspect your home. During this inspection period, various tests will determine the overall health of your home and all of its systems and appliances.

Having seen hundreds of inspection reports for Sanibel homes, we've put together a report of the three most common issues that inspectors reveal. In our experience, it's easier and cheaper to identify and fix these three problems BEFORE your home even goes on the market.

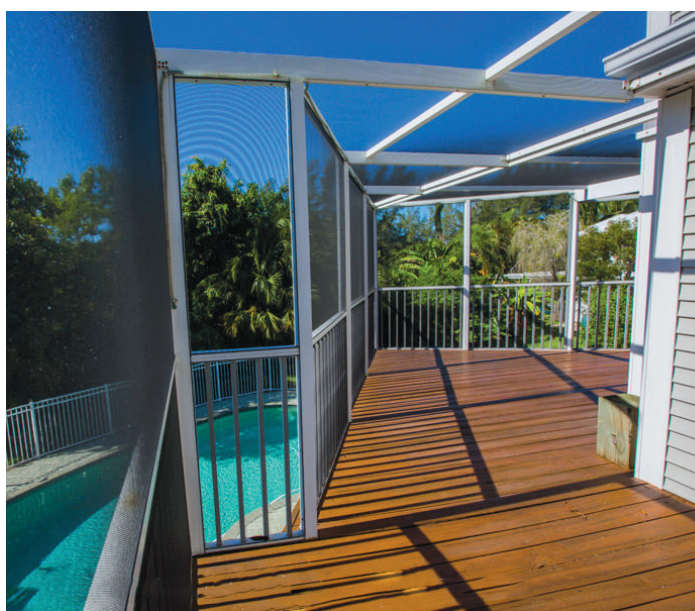
In fact, if you wait until the inspector identifies these common issues, it could cost you more money to have it fixed on

a rushed timeline, and will likely result in a delayed closing on your home. It could even cause the buyers to walk-away from the contract depending on the terms negotiated.

To avoid these unnecessary hardships, we have put together a report containing the three most common inspection fails found with Sanibel homes, and how to address the issues.

To order your FREE report, visit [www.inspectionfails.com](http://www.inspectionfails.com), or to hear a brief recorded message about how to order your report, call toll-free 1-800-298-9845 and enter 1002. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to find out how you can avoid major setbacks with your Sanibel home sale. ■



Disclaimer: This report is courtesy of McCallion & McCallion. Not intended to solicit buyers or sellers currently under contract. Copyright © 2018

# ASK SUSAN

YOUR SANIBEL



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# what's happening on Sanibel Island



**FEB  
10**

**6th Annual CHR Mardi Gras**  
February 10, 6 – 9pm  
Sanibel Community House

Join Sanibel's Community Housing and Resources, Inc. at their 6th Annual Mardi Gras celebration event featuring Live Music and Dancing, Cajun Food, Bailey's Bourbon Bar, Fortune Telling, Photo Ops and much more!



## Island Churches and Service Times:

**Captiva Chapel by the Sea**  
Seasonal, November - April  
Sunday, 11:00am

**Sanibel Community Church**  
Sunday  
8:00am - Traditional  
w/Communion  
9:00am - Contemporary w/Kid's Church  
11:00am - Traditional w/Choir

**Sanibel Congregational United Church of Christ**  
Sunday  
7:45am - Chapel  
9:00am - Full Service w/Childcare and Sunday School  
11:00am - Full Service w/Childcare

**St. Micheal and All Angels Episcopal Church**  
Saturday, 5:00pm - Rite II  
Sunday, 8:00am - Rite I  
Sunday, 10:30am - Rite II

**St. Isabel Catholic Church**  
Saturday, 5:00p m  
Sunday, 8:30am & 10:00am

# EVENTS

**FEB  
11**

**Island Jazz**  
February 4th, 11th, and 18th  
3:00-5:00pm • Boler Garden

Spend a lazy Sunday afternoon enjoying the tunes of the ever-popular Island Jazz musicians. Bring a chair and come early to enjoy this free concert in the open air.

**FEB  
13**

**Alzheimer's Discussion**  
Feb 13  
10am • Schein Hall

BIG ARTS and Ronald Petersen will present "How Early Can We Diagnose Alzheimer's Disease." The discussion will include the current state of the art clinical diagnosis system and more. Tickets on sale at bigarts.org.

**FEB  
13**

**WWII Lecture:  
The Siege of Budapest**  
Feb 13  
10:00-11:00am  
Sanibel Community House

This Library program will host WWII Lecture: "The Siege of Budapest: Victory at All Costs." Duane E. Shaffer of Sanibel Public Library will discuss the Siege of Budapest; the encirclement by Soviet forces of the Hungarian capital, near the end of World War II.

**FEB  
17**

**BIG ARTS: The Hot Sardines**  
Feb 17  
8:00pm • Schein Hall

Fueled by the belief that classic jazz feeds the heart and soul, The Hot Sardines are on a mission to make old sounds new again and prove that joyful music can bring people together in a disconnected world.

**FEB  
17-18**

**35th Annual Sanibel Arts & Crafts Fair**  
Feb 17 – Feb 18  
Sanibel Community House

Presented by the Sanibel-Captiva Rotary Club, the Arts & Crafts Fair will be held Saturday, Feb 17, from 10am-5pm, and Sunday, Feb 18, from 9am-4pm. As the primary fundraiser for the Rotary Club, all proceeds are used to support college scholarships and other local projects.

**FEB  
18**

**BIG ARTS - The Forum**  
Feb 18  
7:30pm • Schein Hall

Bill Burns, the President of the Carnegie Endowment for International Peace, will speak on U.S. Foreign Policy. Ambassador Burns retired from the U.S. Foreign Service in 2014 after a thirty-three-year diplomatic career.

**FEB  
20**

**Chris Coile  
Concert for F.I.S.H.**  
Feb 20  
6:30-8:00pm • George & Wendy's Seafood Grille

On the third Tuesday of every month, Chris Coile, a local Sanibel entertainer and F.I.S.H. Board Member, showcases his musical talent at George & Wendy's to benefit F.I.S.H. of SanCap. Other island talent, including Sandy Greco, Cindy Cola, and Dee Kelly join Chris periodically throughout the season.

**FEB  
21**

**F.I.S.H. Health & Wellness  
Lunch**  
Feb 21  
2:00-3:00pm  
Sanibel Community House

Learning Series Topic: Parkinson's Balancing Act, with Lee Health expert Nathalie Grondin, the seminar will offer possible remedies for better mobility for those with Parkinson's.



**FEB  
25**

**BIG ARTS: Fandango!**  
Feb 25  
3:30pm  
Philips Gallery

A toe-tappingly spicy mix of Latin, Spanish, Sephardic, Balkan, and classical sounds founded by four multi-award-winning, globe-trotting virtuosos. Fandango is the most exciting new group on Chicago's musical scene.

**For a complete list of events, visit [www.YourSanibel.com](http://www.YourSanibel.com)**

## Meet Your New Neighbors!

### *Kate & Elan purchased a Condo at Tarpon Beach*

"Hello! We are Kate and Elan Bush from Park City, Utah. We have been visiting Sanibel regularly and are thrilled to be snowbirds! Susan helped us find the perfect Gulf-front condo at Tarpon Beach. We love waking up to the sound of the waves and seeing the light on the water, so different from the mountains!

Elan is a business analyst for a small software development company and works from home. Kate is a personal trainer helping women over the age of 50. Now that we are settled on island, Kate would love to add a few Sanibel residents to her clientele! (Let Susan know if you're interested).

Sanibel already feels like home to us, and we look forward to becoming more involved with the island community!"

*Sincerely,  
Elan & Kate*





## WHICH HOMEOWNER INSPECTIONS WILL YOU NEED FOR YOUR SANIBEL HOME SALE?

by Susan McCallion

Did you know there are nine different home inspection reports that could be conducted before the closing of your Sanibel home? That's a lot! However, not all are required for each buying situation. Still, we thought you might like to know which pre-purchase reports could be involved in your home sale here on the island.

### 9 PRE-SALE HOME INSPECTION REPORTS

**#1. The General Inspection** - Almost every buyer will conduct a general inspection, which tests nearly every aspect of the home from appliances, to water pressure, the HVAC system, electrical systems, and more.

**#2. Termite Inspection** - Completed for most single family homes on the island, this inspection looks for any sort of wood destroying organisms such as termites (live or previous), and also includes information on wood rot that can stem from fungus or another source of wood decay.

**#3. Mold Test** - Sometime conducted separately from the general inspection if mold is suspected,

this is a more in depth test that obtains a sample of the air quality inside the home, and compares it to an air quality sample from outside.

**#4. Radon Test** - Radon gas is not common here on the islands, and therefore, the test is rarely a part of the home sale process. But buyers do have the option to include a radon test on your Sanibel home.

**#5. Pool Inspection** - While the general inspector will check for any sign of visible cracks in the pool, a thorough pool inspection can determine if there are any leaks or instabilities in the pool system.

**#6. Four-Point Inspection** - This is often needed for insurance purposes, and includes a closer look the roof, the plumbing, the heating system, and the electrical system.

**#7. Wind Mitigation** - Another common report needed for insurance agencies, the wind mit covers all openings in the home, including windows, doors, garage doors, the roof, etc.

**#8. Elevation Certificate** - Conducted by a surveyor, some insurance companies require an elevation certificate that shows the exact elevation of your home above sea level.

**#9. Property Survey** - A survey is required in cases where a buyer is looking to add anything like a pool, fence, or garage to the property. The survey will need to be send to the Sanibel Building Department and approved before any construction can be done.

Actually, we even add a 10th report to the list in checking with the City of Sanibel for any open permits on each home we sell. This helps resolve any un-finished business for both the buyers and sellers to have a smooth transaction with no surprises!

There's a lot that happens once your home is under contract! Don't worry, we have experience with each of the home reports above and can help you navigate the reports when they come in. We also have a list of inspection company's and contractors that our clients have used and recommend, which we're happy to share. Email us at [team@mccallionrealty.com](mailto:team@mccallionrealty.com) for more information! ■

*About the Author: Susan McCallion, Island Resident, Co-Founder and Broker of McCallion & McCallion Realty.*

## Be a Tourist! (continued from page 1)

Causeway Islands to have a nice dinner picnic while watching the sun go down? It's a relaxing way to end any of' week day.

**Kayak the Bay** - Whether you rent gear from Tarpon Bay Explorers or have it yourself, get out there and experience Sanibel's nature up close and personal. Our family loves kayaking the Commodore Creek trail, spotting manatees and all sorts of birds along the way.

**Get Schooled by a Guide** - Think you know it all? I bet you'd be surprised at how much you learn with a guided tour of some of your favorite Sanibel sites, such as Ding Darling, the Shell Museum, Sanibel Historic Village, and even the Sanibel Lighthouse. There's lots of great stories and histories to share about our island!

**Shop the Sanibel Farmers Market** - If you haven't checked out the local market during the Fall/Winter months... what are you waiting for? The Sanibel Farmers Market at City Hall is the place to be on Sunday mornings

during season, and your home for fresh produce, seafood and local goods. If you already shop the market, make a point of shopping from a merchant you've never visited before.

**Bike or Walk to Dinner** - It sounds simple, but for those of us who live on island or aren't exactly "walking-distance" to Periwinkle Way, we automatically jump in the car when heading out. Plan ahead and prep the bikes or take a nice stroll to dinner. It's a great change of pace, and we have 26-miles of paved shared-use paths for a reason!

**Hire a Captain** - Getting out on the water can change your whole perspective. We have many wonderful boat captains and fishing guides that know the best spots to visit whether you want a no-hassles fishing experience or just to explore the islands. This is a McCallion family favorite.

So instead of bemoaning the onslaught of tourists, join them. There are tons of opportunities to see Sanibel as a tourist again. Go

out and do something different and re-experience the island that you fell in love with years ago.

*About the Author: Jim McCallion, Island Resident and Co-Founder of McCallion & McCallion Realty.*

**RIGHT: FARMERS' MARKET LOCAL VENDORS**

**BELOW: MCCALLIONS**



# IN THE HOME

## organizing and style

by BPT

Disco may be dead, but the spirit of the 1970s is not. In homes all across the country, people are adding their own splash of '70s style in updated, modern ways.

Here are five current top decorating trends that have an unmistakable '70s flair.

### MORE MACRAMÉ, PLEASE

From dip dyed wall hangings to simple plant hangers, macramé is coming back in a big way. Whether you purchase these items already made or you enroll in a class to make them yourself, macramé offers an easy way to add texture and an artistic touch to your home.

### GROOVY COLORS

The blazing orange walls of the '70s may not be back anytime soon, but homeowners are again using more dynamic colors to define the insides of their home. In fact, Sherwin-Williams has named a bold, jewel-toned blue-green color, Oceanside SW 6496, as its 2018 color of the year. "This trendy color is perfect for a '70s palette," said Sue Wadden, director of color marketing at Sherwin-Williams. "The complex collision of deep blue and green in this color is somewhat grounding for more vibrant colors in a '70s-inspired palette. You can use large doses of it on the walls and then add brighter pops of color with orange or green a la Sherwin-Williams Amber Wave SW 6657 or Avocado SW 2861 on throw pillows and blankets."

### A SHAGADELIC RUG

Yes, shag is more than an Austin



## That '70s Home: 5 Trends Making a Comeback Today

Powers euphemism. It's also a resurgent design trend. Homeowners frequently purchase these cozy rugs for children's areas like nurseries and playrooms. Whether sheepskin or conventional textiles, a shag rug is something you'll go out of your way to walk across.

### WICKER MAN ... AND FURNITURE

A staple in sun porches for generations, wicker furniture is making a big comeback this year, from headboards and chairs to mirror frames. Available in a wide array of

colors and shades, wicker can be used to create the perfect centerpiece in your bedroom, living room or, yes, even your porch.

### GREEN LIVING ... LITERALLY

In the 1970s, people believed that there was no such thing as too many plants in their home. This affection for indoor greenery is back, and homeowners have revitalized confidence in their green thumbs. From large potted plants in the corner to hanging basket plants, green living is in and people are

loving the opportunity to create an urban oasis of their own.

### BRING A LITTLE '70S TO YOUR HOME TODAY

From fresh colors and plants to wicker and wool, the '70s are back this year, and this modernized trend is defining homes across the country. Now is the time to experiment, so swing down to your local paint or furniture store and find the perfect '70s accent that fits your style. ■

2018 Brandpoint

by Kathryn Weber

We start the new year with high hopes of weight loss or eliminating unhealthy habits. At home, thoughts turn to slimming down too. Minimalism is trending now as stuff has overtaken our homes, making them an unruly mess. This year, take on small decluttering jobs that you can do quickly rather than massive undertakings. Over the year, it can result in a pared down home that's lighter and more organized.

### BATHROOMS

The countertops in bathrooms are often overflowing. Buy a stackable countertop organizer that can corral beauty items. Better still, borrow an idea from the kitchen and install pull out drawers on a free weekend afternoon. This will enable you to pull out items, see what's on hand, and keep the counters clear and neat. Edit the shower and cabinets, tossing out any unused bathroom items. Even if you paid good money for the shampoo that never lathered, you're not getting your money's worth if you're not using it. Dump the contents and recycle the containers.

### BEDROOM

Take a cue from hotel rooms, and work to clear off the tops of dressers and tables. If you use lots of nighttime lotions and potions, put them in a decorative box or basket that that keeps them neatly



## DECLUTTERING JOBS TO GET YOU ORGANIZED

in one place. If shoes are spread out on the floor, contain them in a tub that's tall enough to hold them, but still slip under the bed. Work at paring down artwork and pictures in the bedroom. Opt for a simpler look to make the bedroom

into a tranquil oasis. Place a box in the bedroom closet to collect clothing to donate throughout the year. Be sure to edit the linen cabinet, throwing out worn, mismatched or damaged sheets and towels.

### KITCHEN

Install cabinet door organizers on the sink cabinets to hold cleaning products you use every day, like spray cleaner or dish soap. Add a small basket inside the organizer to hold dishwasher detergent tabs.

Place other cleaning items under the sink that you use less often in a basket on one side, keeping the items you use the most, like trash bags on the other side, rather than haphazardly putting anything anywhere. This keeps the sink cabinet neater.

In the pantry and the refrigerator, remove any items that have been haunting the shelves too long. Specialty gourmet items you thought you'd use and haven't should go in the trash.

Clear out a shelf to put the toaster and other appliances inside a cabinet. If you don't use it daily, put it away. Throw out all mismatched items, like plastic or dinnerware, and donate any doubles. Make it a point to wipe down refrigerator shelves each week before you go grocery shopping. Your refrigerator will be more streamlined and cleaner.

### RECYCLING CENTER

To encourage getting rid of things, create a recycling and donation center at the back door. Junk mail can be dropped in easily on the way into the house, and when you're in the kitchen, throwing away plastic or glass containers is in easy reach. Be sure to include a bin to hold items for donation. When you have a dedicated container for donations, you'll use it more often and it'll encourage more decluttering. ■

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Damaged lower stems of 10-gallon Green Arboicola



Rabbits ate bottom of Bougainvillea, but not native Cocoplum



Ordorata Bromeliad safe up high

# A SALAD BAR FOR Rabbits

by Leigh Gevelinger

As the McCallion family's Landscape Architect, I couldn't help but respond to his recent, "Why, You Wascally Wabbit!," article with my thoughts on this hot-topic!

### WHY ARE MARSH RABBITS DESCENDING UPON OUR MANICURED LANDSCAPES!??

Well, from the tip of South Seas to Lighthouse Point, marsh rabbits are underfoot. While cute, these rabbits have been the cause of much headache and expense for homeowners and landscape installers alike. While it seems that some areas on island have higher populations of marsh rabbits than others... BEWARE, "If you plant it, they will come!"



**Leigh Gevelinger**  
Landscape Architect,  
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Leigh Gevelinger, is a Landscape Architect and President of Coastal Vista Design, Inc. For more than 8 years, Leigh has been helping homeowners and businesses on island with well-designed landscape solutions.

They may not come today, they may not come tomorrow, but as was the case with the McCallion's landscape, the rabbits arrived, under the cover of darkness, just a few days after their new installation!

### WHAT ARE THEY AFTER?

A variety of delicious, young, green plants that we commonly plant to beautify our yards and streetscapes. Rabbits get much of their water intake through eating new young shoots of plants. As winter is the dry season, freshwater sources dwindle, and rabbits seek out lush new shoots to satiate their hunger and thirst.

With seemingly no effective humane repellants, low populations of natural predators, and an abundance of food, they are thriving. While there is no rabbit-proof landscape there ARE some strategies to consider to encourage these pests to hop along to the next buffet.

### SWITCH IT UP!

Of course most of the common landscape plants we use happen to be favorite delicacies of the marsh rabbits as well, including:

- Green Island Ficus (*Ficus macrocarpa*)
- Dwarf Bougainvillea (*Bougainvillea 'Helen Johnson'*)
- Variegated & Green Arboicola (*Schefflera arboicola* var.)
- Bromeliad species, and even some types of sod!

Every day, we are seeing signs of damage on new types of plants formerly thought as unappealing to marsh rabbits! However, we do our best to select alternative plants with similar characteristics of the desired look, shape, and size, that have proven less-appetizing to the pesky rabbits.

In place of Green Island Ficus, use:

- Boxwood Beauty Carissa (*Carissa macrocarpa* sp.)
- Dwarf Podocarpus (*Podocarpus macrophyllus 'Pringles'*)
- Xanadu (*Philodendron 'Xanadu'*)

Alternative colorful plantings include:

- Variegated or Green Ginger (*Alpinia zerumbet 'Variegata'*)
- Petra Croton (*Codiaeum variegatum 'Petra'*)
- Orange Bird of Paradise (*Strelitzia reginae*).

Alternative groundcovers include:

- Giant Apostle Iris

- (*Neomarica caerulea 'Regina'*)
- Bulbine (*Bulbine frutescens*)
- Variegated Flax Lily (*Dianella tasmanica*)
- And even annual Geraniums

### RAISE THE SALAD BAR!

Consider raising the salad bar out of reach by selecting standard plant varieties, such as standard Hibiscus, Bougainvillea, and Gardenia, since the trunks are typically not appetizing to rabbits. Choose larger size plants with tougher stems that are more fibrous or woody at the base. This often deters rabbits—unless there is little else to eat.

Selecting 7 or 10-gallon plants over 3-gallon plants can be enough to raise the height of the new shoots out of rabbit's reach to ensure the plant's survival. Lastly, add some color and interest to your yard by planting the appetizing Gardenia shrub, Ti Cordyline, or bromeliads in tall colorful containers.

### GO NATIVE.

While not all native plants are bullet-proof, or rather bunny-proof, many natives stand a strong chance of survival over succulent exotics. Cocoplum (*Chrysobalanus icaco*) or Green Buttonwood (*Conocarpus erectus*) are great alternatives to Green Arboicola. Use Florida Coontie (*Zamia pumila*) in place of Green Island Ficus or Cardboard Palm (*Zamia furfuracea*) Yes, I've seen rabbits eat Cardboard plant!

Unfortunately, there are a few natives on the rabbit's dinner menu, which they turn to as a secondary preference after first devouring their favorite exotics. Susceptible natives include: Muhly Grass (*Muhlenbergia capillaris*), Dune Sunflower (*Helianthus debilis*) and Powderpuff Mimosa (*Mimosa strigillosa*).

### IT'S A TEAM EFFORT!

Protecting your existing landscape, or future landscape upgrade is a chore. Consult your landscape

maintenance contractor, or experienced professional for recommendations. Almost every local professional has had the unfortunate experience of rabbit damage, and has had to creatively adapt their planting techniques accordingly. This is an evolving situation, and we are learning new solutions every day. ■

About the Author:

Leigh A. Gevelinger, ASLA, LEED-AP, Landscape Architect and President of Coastal Vista Design, Inc. CoastalVistaDesign@gmail.com



Overnight Damage to Green Island Ficus & Variegated Arboicola



Same bed! Substituted w/ Podocarpus & Variegated Ginger



## TOP FIVE MISTAKES VACATION RENTAL HOMEOWNERS MAKE WHEN HIRING A RENTAL SALES COMPANY

### WHAT YOU DON'T KNOW CAN HURT YOU, SHORT TERM AND LONG TERM

by Jackie Royka

Own a vacation rental home or condo on Sanibel Island or Captiva Island is a dream come true for anyone who's visited and fallen in love with our islands. If you're among the lucky ones, there are important considerations you need to make of any vacation rental sales company you're thinking of hiring — whether you're a first time owner or you have multiple properties.

#### HOW MANY OF THESE MIGHT APPLY TO YOU?

##### 1. Assume That Size Matters.

Many people assume that the larger a vacation rental sales company is, the better it'll be for them as homeowners — because obviously, that firm is successful, right? Often, that's far from the truth. Rental sales companies with large numbers of properties too often treat you the same way: like a number. That's not only unfortunate; it's rude and wrong. Your investment deserves personal attention, from an assigned sales associate — someone

who's passionate about your property and understands how to best sell it; someone who knows you and the level of service you expect; someone you can have a relationship with built on trust. Ask who you'll be working with, and ask to meet her or him.

##### 2. You're Afraid to Change Horses Midstream.

This applies to anyone who's purchased a home or condo that's already in a rental program, or anyone who's been with the same firm for a number of years. The thought of change can be, well, frightening — you're afraid you may lose future bookings or long-term customers by making a switch. Don't be. Just do your research. Find a rental sales company that (see above) will bring a personal, passionate approach to you and your sales. Armed with this, along with an aggressive sales and marketing program, your new vacation sales team should be able to maintain most if not all of your current bookings — by being proactive, positive and personable when reaching out to your existing customers, while adding new ones. And don't ever allow

the rental sales firm you're currently contracted with suggest that you'll "lose all your future bookings" if you cease to work with them — that's just intimidation and unprofessional.

##### 3. Ask If They Have a Plan — Or Even a Clue.

When interviewing rental sales companies, make it a must to ask them to explain or outline their marketing plan — for their company and your property. Odds are, you'll be surprised at the variety of answers you get. What you want to hear is:

- We have an annual strategic plan for both our company and your property.
- We integrate our marketing efforts to reach potential renters of your home through a variety of high-performing digital means, including: website; search engine marketing and retargeting; e-marketing; professional photography and videography; professional writing; social media; multiple sales channels (like Home and Away, VRBO, etc.) that they manage for you; even employment of a professional branding or

marketing agency with experience in vacation rentals.

- We can supply you statistics, analytics and testimonials to back this up.

What you don't want to hear is: "Ah, well, um, you know, we do stuff, trust us."

##### 4. Ask If They Have an Incentive Program That Rewards Them for Sales.

According to the website Bigger Pockets (a real estate investing network), a vacation rental owner might expect to pay 25% or even more in commissions to the sales rental company. With more than 85 years of hospitality marketing experience, expertise and excellence on Sanibel and Captiva Islands, we can tell you those numbers are high — and just as importantly, they don't necessarily provide any added incentives for the company to perform better for you. Be sure to ask about not only commissions, but also incentives — does the company have performance goals that will reward them (and you!) for increasing your rental revenues? You want the answer to be: Yes!

##### 5. It's What You Know, and Who You Know.

It's true in life, and it's true in the vacation rental sales business. After you get past the "what they know," be sure to ask "who they know" — in other words, what kind of networks and connections does the company bring to marketing your home, helping to increase your rental revenues and profits. Key influencers you want to look for are:

- Affiliated entities such as resorts, restaurants and attractions (and the chance to leverage those outlets to help create more rentals for you and provide a better vacation experience for your clients).
- Affiliated travel and tourism organizations such as the Sanibel Captiva Chamber of Commerce, Lee County Visitor and Convention Bureau, Visit Florida and more.
- A preferred group of real estate professionals who are always fielding inquiries about vacation rentals, and who can refer potential renters to your sales team. ■



**Jackie Royka**  
Director of Sales  
Tween Waters Island  
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About Tween Waters Island Vacation Rentals  
Tween Waters Island Vacation Rentals (TWIVR) is a boutique vacation home and condo rental sales company that specializes in representing — and generating outstanding revenue — for highest quality properties on Sanibel Island and Captiva Island. One tool we use in negotiations and to help determine the value of a home is, of course, a list of recent home sales here on the island.

To learn more or to arrange a confidential meeting, visit [www.TWIVacay.com](http://www.TWIVacay.com) or contact Jackie Royka, Director of Sales, at [JRoyka@SanCapBeachResorts.com](mailto:JRoyka@SanCapBeachResorts.com) or 844-TWI-VACAY (844.894.8222).





# HOW TO PROTECT YOUR HEIRS AND THEIR INHERITANCE

## THE BENEFITS OF A CORPORATE TRUSTEE

by Robin L. Cook, Wealth Services Advisor – The Sanibel Captiva Trust Company

Over the many years, The Sanibel Captiva Trust Company has been in business, we have developed an understanding and appreciation for the unique family dynamics of our clients when it comes to helping with their estate plans. The selection of your trustee is the single most important decision you will make concerning the efficient execution of your will and full estate plan for your heirs. Why? Children may live in a different geographical location; have varying degrees of financial stability; possess special, medical or spendthrift needs, or be busy with their careers and family. Further, heartfelt gifts to your favorite charities or community projects are often considered, as well. These distinguishing circumstances are of critical concern when meeting with your attorney to draft your



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estate plans and trusts.

Considering the selection of your trustee choices often include a family member, friend, or a corporate trustee. The right decision can depend on the type of trust, the size and variety of the trust assets, how long the trust will last, and your relationship to the beneficiaries. Bear in mind that the trustee you choose will have a fiduciary duty to make the payments of income and principal according to the terms you specify and be required to make financial decisions guided by investment objectives that at the same time protect the trust assets and the interests of all beneficiaries.

Your trustee will also have important recordkeeping responsibilities for all investments and disbursements and will be required to file annual tax returns on behalf of the trust. They will need to stay current on the ever-changing laws of trust administration and be available in the future to provide continuity for the full term of the trust. As you weigh these responsibilities, it becomes apparent that naming a friend or family member as your trustee can burden them with undue hardship and potential liability, placing them in an awkward and emotionally charged environment with no experience and no support, and their advancing age or illness

could force them to resign as trustee in the future. The solution can be the appointment of a corporate trustee or \*corporate co-trustee, who can serve your family as a neutral, unbiased referee, so you can guarantee that your beneficiaries for generations to come will benefit from the professionalism, experience, objectivity and continuity that a

financial advisor that does not provide trust administration services, you might want to consider giving a portion of that portfolio to your corporate trustee now to determine if you are a good fit for each other. Your corporate trustee can also get an impression of your investment goals, risk tolerance and some background information on your

accumulate wealth, and navigating today's financial world is an increasingly complex task. In most circumstances, a corporate trustee or co-trustee, with the resources and infrastructure already in place, can be the best choice to protect your trust assets, your beneficiaries, and your legacy.

\*The co-trustee acts in cooperation with one or more additional trustees (a family member, attorney, or other persons selected by the decedent) of a trust. Provides professional knowledge and guidance of the trust to protect the wishes of the decedent and benefits to heirs. ■

*“Estate planning becomes much more important as you accumulate wealth ...”*

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well-established organization can provide.

It is also a key advantage if you have a prior relationship with your named corporate trustee before employing their services. If you currently manage your own investment portfolio, or work with

estate plan and your beneficiaries' lifestyles, ages and needs for the future. It's important for a corporate trustee or co-trustee to learn the clients' desires for their legacy and their beneficiaries.

Estate planning becomes much more important as you

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## staying active

# LIVING WITH OSTEOARTHRITIS OF THE KNEE: TIPS FOR MANAGING FUNCTION AND LEADING AN ACTIVE LIFE

by BPT

**K**en Meritt, 71, knew he had a serious problem with his right knee when the pain made it difficult for him to engage in even moderate activity. There was a constant, nagging ache when he walked, climbed stairs, got up from a sitting position or even rose from bed at night. A jogger, Meritt worried that he'd have to give that up, too.

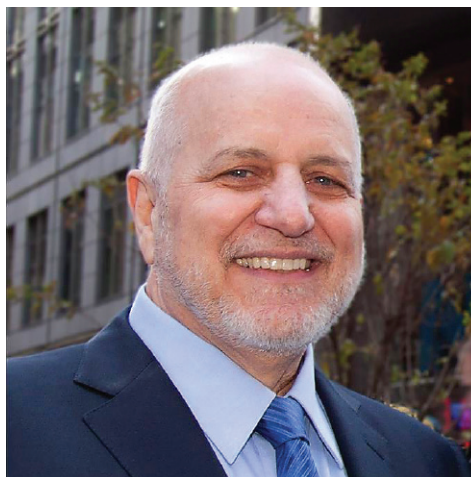
After a visit to the doctor, he received the diagnosis: Osteoarthritis of the knee (OAK).

### OSTEOARTHRITIS OF THE KNEE (OAK)

Approximately 21 million people in the U.S. are currently diagnosed with osteoarthritis of the knee, a progressive disease characterized by gradual degradation and loss of cartilage. While the exact cause of OAK is debatable, the impact is well known - pain and a loss of function. The prevalence of OAK has increased rapidly in recent years and is anticipated to continue growing due to factors that include age, obesity, genetics, injury and overuse of the knee in activities such as running, as Meritt found out.

### TAKING CONTROL

Getting a diagnosis like OAK can be debilitating. While you're exploring options to treat the physical part of the disease, don't forget the mental aspects as well. Stress can have an effect on OAK, so anything from



Dr. David Bar-Or, M.D.

yoga to meditation to spa days can help with that. Depression can also creep into your life on the back of an OAK diagnosis. Talk to your doctor honestly and learn all you can about your options.

### RANGE OF TREATMENTS

After consulting with his physician, Meritt learned that for patients with severe OAK, treatment options included a total knee replacement or opioids. Neither sounded like a good option to him.

Alan Stanley, 70, a retired deputy director of the Colorado Bureau of Investigation, knows all about knee replacement. He had one knee replaced because of bone-on-bone osteoarthritis, and was not looking forward

to having the same procedure done on the other knee.

But he didn't have to endure another knee replacement, and Meritt is back to jogging again. How? Both men were able to participate in a clinical trial for a low molecular-weight filtrate biologic of an FDA-approved human serum albumin (HSA) developed by Ampio Pharmaceuticals, Inc. (NYSE MKT: AMPE). The non-surgical treatment involves a single intra-articular injection, with a goal of reducing inflammation, relieving pain and improving function of the knee. For Meritt, the injection worked like a charm.

"Now I can walk, jog, climb stairs, get up from a chair and sleep without knee pain," Meritt said. "Ampion most certainly worked for my knee. It's pain free."

Stanley experienced similar results. Not only did the pain and disability associated with his OAK disappear after his injection some 18 months ago, but he didn't need that knee replacement after all. In fact, it feels better than the replaced knee, he reported.

### BACKGROUND ON HSA

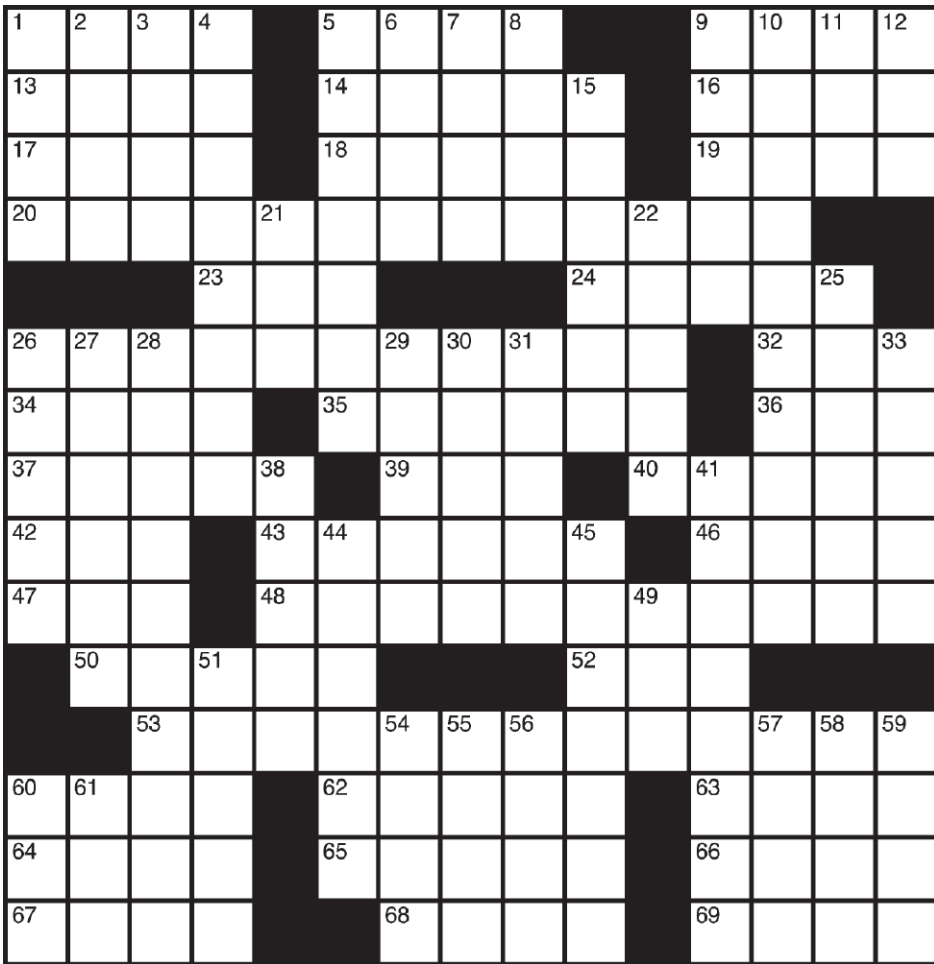
What is this promising drug? Led by Dr. David Bar-Or, the treatment is based on a low molecular filtrate of commercial human serum albumin (HSA). Dr. Bar-Or now serves as Chief Scientific Officer and Director of Ampio Pharmaceuticals and the compound, named Ampion™, just reported results in a pivotal Phase 3 trial.

### MAINTAINING AN ACTIVE LIFESTYLE

Here are some tips for staying healthy, easing pain and getting the most out of life while dealing with OAK. (*Hint: These tips make sense for people who don't have arthritis, too!*)

- 1. Match activity to ability.** Don't run harder than your knees can handle, and in general, make sure you are mindful of your abilities.
- 2. Optimize your exercise.** Exercise might be the last thing you want to do when you're hurting, but it will improve the quality of your life. It can also strengthen the muscles that support and protect your knees.
- 3. It's OK to take a day off.** Listen to your body. Rest and relaxation can be just what you need to feel pampered and recharged.
- 4. Diet matters!** Foods rich in vitamin C, like fruits and vegetables, can help, along with omega-3 fatty acids like those found in fish oil. Focus on healthy eating, choosing low-fat dairy, whole grains, fish and lean meats.
- 5. Lose weight.** Carrying extra weight around puts extra stress on your joints.
- 6. Keep up-to-date on medical initiatives.** There is always something new on the medical landscape, so consult with your doctor for developments that may be important to you. ■

# CROSSWORD PUZZLE



## ACROSS

- 1 Birthstone between sapphire and topaz
- 5 Frees (of)
- 9 Russian ruler until 1917
- 13 Get a better mtge.
- 14 Take by force
- 16 Germany's von Bismarck
- 17 Biting remark
- 18 "Divine Comedy" poet
- 19 Auntie of Broadway
- 20 Lena Horne classic that begins "Don't know why there's no sun up in the sky ..."
- 23 Historic time
- 24 Earth tremor
- 26 Measure of a store's visitors
- 32 Tic-tac-toe win
- 34 Dryer screen buildup
- 35 German-born sex therapist, familiarly
- 36 Neither here \_\_\_ there
- 37 Choir members
- 39 John, in Scotland
- 40 "All My Children" vixen
- 42 "Not so hot"
- 43 Tangerine kin
- 46 Subj. for nature lovers
- 47 Before, to Byron
- 48 Bright spot in tough times
- 50 Sales talk

- 52 U.N. advocate for workers' rights
- 53 What a Geiger counter measures ... or, as two words, what the ends of 20-, 26- and 48-Across are
- 60 Tiny "smashing" target
- 62 Gem measure
- 63 \_\_\_ of expertise
- 64 Works on the lawn
- 65 Subway entrance
- 66 Fish home, at home
- 67 Game on horseback
- 68 Piped up
- 69 Grinds to a halt

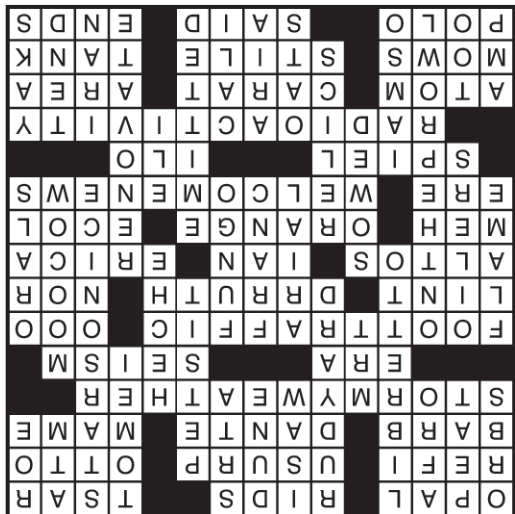
- 21 "The A-Team" muscleman
- 22 Actress Anne
- 25 Milked animal, in kiddie-speak
- 26 Olympic stadium centerpiece
- 27 Mideast ships
- 28 Hunting, catlike
- 29 Common typeface
- 30 Old French money
- 31 Practice fly ball, e.g.
- 33 Postgrad tests
- 38 Spread, as seed
- 41 Do over, as a kitchen
- 44 They're dug up at digs
- 45 Gave off
- 49 Yalie
- 51 "You are not!" rebuttal
- 54 Cheerios grain
- 55 Opera showpiece
- 56 Colombian city
- 57 Persia, now
- 58 See to
- 59 Jabbers
- 60 Rock band need
- 61 As well

## DOWN

- 1 Planets, to poets
- 2 Gardening moss
- 3 Oversize coif
- 4 Opera text
- 5 Poet Kipling
- 6 "\_\_\_ Mommy kissing ..."
- 7 Sandy hill
- 8 Madrid miss: Abbr.
- 9 Marisa of "My Cousin Vinny"
- 10 Touring figure skating show
- 11 Emer. cash source
- 12 Caviar
- 15 Feed the neighbor's cat, say

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## PUZZLE answers



6	7	1	9	3	8	2	5	4
4	5	9	2	7	1	3	8	6
3	2	8	5	6	4	9	1	7
2	1	7	6	4	5	8	9	3
9	6	5	3	8	7	4	2	1
8	3	4	1	2	9	6	7	5
7	8	2	4	5	6	1	3	9
1	4	3	7	9	2	5	6	8
5	9	6	8	1	3	7	4	2

## SCRABBLE GRAMS

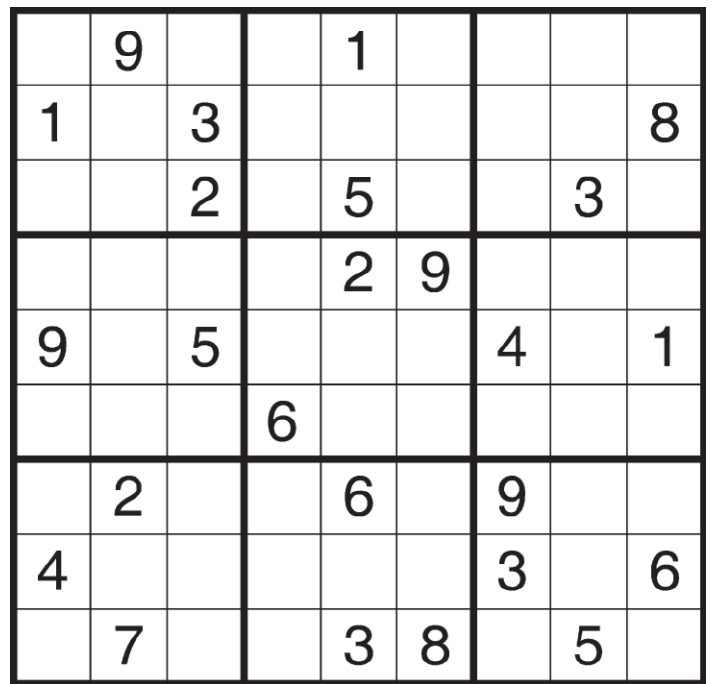
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E <sub>1</sub>	I <sub>1</sub>	I <sub>1</sub>	R <sub>1</sub>	R <sub>1</sub>	M <sub>3</sub>	F <sub>4</sub>	Triple Word Score	RAK 1
A <sub>1</sub>	E <sub>1</sub>	I <sub>1</sub>	W <sub>4</sub>	S <sub>1</sub>	N <sub>1</sub>	M <sub>3</sub>	3rd Letter Double	RAK 2
A <sub>1</sub>	E <sub>1</sub>	O <sub>1</sub>	O <sub>1</sub>	B <sub>3</sub>	C <sub>3</sub>	S <sub>1</sub>		RAK 3
A <sub>1</sub>	I <sub>1</sub>	P <sub>3</sub>	T <sub>1</sub>	S <sub>1</sub>	B <sub>3</sub>	T <sub>1</sub>		RAK 4
E <sub>1</sub>	I <sub>1</sub>	I <sub>1</sub>	R <sub>1</sub>	T <sub>1</sub>	Z <sub>10</sub>	D <sub>2</sub>		RAK 5

PAR SCORE 265-275  
**BEST SCORE 338**  
**FIVE RACK TOTAL TIME LIMIT: 25 MIN**  
**DIRECTIONS:** Make a 2- to 7-letter word from the letters in each row. Add points of each word, using scoring directions at right. Finally, 7-letter words get 50-point bonus. "Blanks" used as any letter have no point value. All the words are in the Official SCRABBLE® Players Dictionary, 5th Edition. **SOLUTION TOMORROW**  
 For more information on tournaments and clubs, email [NASPA-North American SCRABBLE Players Association info@scrabbleplayers.org](mailto:NASPA-North American SCRABBLE Players Association info@scrabbleplayers.org). Visit our website-[www.scrabbleplayers.org](http://www.scrabbleplayers.org). For puzzle inquiries contact [scrgrams@gmail.com](mailto:scrgrams@gmail.com)

# Sudoku

created by Crosswords Ltd.



## What Island Residents Say About Susan...

★★★★★ Highly likely to recommend

01/03/2018 - Robert D.  
 Purchased a Home in Sanibel, FL

Local knowledge: ★★★★★  
 Process expertise: ★★★★★  
 Responsiveness: ★★★★★  
 Negotiation skills: ★★★★★

"Susan navigated the delicate passage of representing both seller and buyer ever so gracefully in our recent home sale. She is knowledgeable, professional, and personal in how she manages all of her client transactions.

Her firm has an excellent sense of marketing and the tools that are appropriate for the level of market on Sanibel. We highly recommend Susan to either a Buyer, or a Seller."



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## But Don't Take It From Us! Here's What Our Clients Say...

★★★★★ **Highly likely to recommend**

"We were dealing with another real estate agent and were not satisfied. We called McCallion & McCallion and they were a breath of fresh air - professional, friendly and knowledgeable. They kept in touch and closed the deal quickly and efficiently."

-- Barry M. | February, 2017

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