

# YOUR SANIBEL

February 2019

## 15 THINGS ONLY SANIBEL RESIDENTS UNDERSTAND

by Jim McCallion

Many folks visit from afar to vacation on our island, and lots of nearby Floridians find Sanibel a great place to spend the day and unwind. But island locals know that living here (especially as a full-time resident), gives you a different understanding of "island life."

**1. You understand that the beach can be enjoyed year-round**

Wear a sweater in January and enjoy the brisk, clean breeze. During the warm months, lounging in a beach chair with your morning coffee or watching the sunset with your favorite beverage are perfect starts and ends to the day.

**2. You feel blessed by Sanibel**

After all, you get to live somewhere that people yearn to visit all year.

**3. You never get bored of the view**

Especially the sunsets. And the sunrises. And anytime crossing the causeway.

**4. You take it personally when people litter on our island**

You wouldn't trash up their hometown, so why do some people think it's okay to trash up your beach?

**5. You always have something to do when you live on Sanibel**

Besides the beach, there are numerous watersports like paddleboarding and kayaking. Big Arts has a full program of more 'cultured' activities. Clubs and groups abound. And you can always help out your neighbor with the multitude of non-profits to involve yourself.

**6. You know that any food tastes better with sand between your toes**

You've mastered the art of dining on the beach while ingesting only a minimal amount of gritty sand. This

**CONTINUED ON PAGE 5**



### SANIBEL EVENTS



**FEB 13, 2019**

### Go Wild for Ding Call of the Osprey

February 13  
5:30 – 8:30 p.m.  
Community House



See The Full Sanibel Event Calendar on Page 4

### INSIDE THIS ISSUE:



Remodel Now, Sell Later 3  
Ask Susan



Happening on the Island 4  
Local Events



Pricing Secret 5  
Spotlight on Selling



Seasonal Color 7  
Landscaping



Active Listings 12  
Homes for Sale

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**15 Condos Sold**  
**26 Single Family Homes Sold**  
on Sanibel & Captiva in November & December

## 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 the page to see what homes sold during the months of November and December, 2018. 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 2018

### CAPTIVA ISLAND

	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
<b>CONDOS</b>	BEACH COTTAGES	1408 Beach Cottages #1408	2	2	903	246	12/13/2018	\$1,160,000	\$1,160,000
<b>SINGLE FAMILY</b>	CAPTIVA BEACH	11534 Laika Ln	4	3	3,465	257	11/30/2018	\$1,799,000	\$1,610,000
	GORES A M	11525 Chapin Ln	4	4	2,080	55	12/12/2018	\$1,499,000	\$1,400,000
	SUNSET CAPTIVA	38 Sea Hibiscus Ct	3	2	2,218	448	11/14/2018	\$1,049,000	\$950,000
	SUNSET CAPTIVA	44 Oster Ct	2	2	1,920	26	11/05/2018	\$1,095,000	\$1,025,000

### SANIBEL ISLAND - EAST

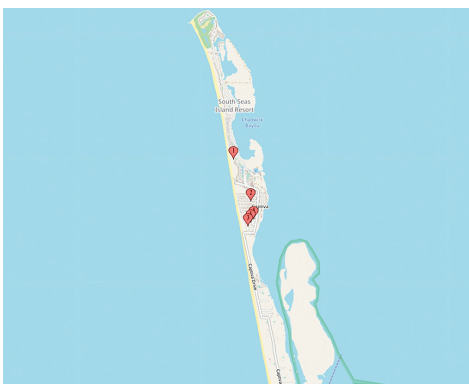
	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
<b>CONDOS</b>	SHELL ISLAND BEACH CLUB	255 Periwinkle Way #5 D	2	2	966	8	12/19/2018	\$799,000	\$760,000
	SUNDIAL EAST	1401 Middle Gulf Dr #T-402	2	2	1,519	28	11/07/2018	\$855,000	\$800,000
	SUNDIAL EAST	1401 Middle Gulf Dr #T 301	2	2	1,519	300	12/28/2018	\$845,000	\$700,000
	SUNDIAL WEST	1501 Middle Gulf Dr #H-309	1	1	778	38	12/28/2018	\$455,000	\$447,900
	SUNSET SOUTH	1341 Middle Gulf Dr #5D	2	2	1,524	22	12/4/2018	\$1,189,000	\$1,141,500
	SUNSET SOUTH	1340 Middle Gulf Dr #6B	2	2	1,460	51	11/16/2018	\$599,000	\$569,000
	SUNSET SOUTH	1340 Middle Gulf Dr #6D	2	2	1,460	56	11/13/2018	\$649,000	\$611,000
<b>SINGLE FAMILY</b>	BAYSHORE VILLAGE	718 Oliva St	3	2	1,352	74	12/10/2018	\$789,000	\$725,000
	BEACHVIEW CC ESTATES	1304 Eagle Run Dr	3	3	2,483	101	12/14/2018	\$1,100,000	\$1,025,000
	DUNES SANIBEL	1350 Sand Castle Rd	3	2	2,448	62	11/13/2018	\$699,000	\$650,000
	DUNES SANIBEL	8991 Mockingbird Dr	3	2	1,725	39	12/28/2018	\$875,000	\$830,000
	DUNES SANIBEL	9028 Mockingbird Dr	4	3	2,257	423	12/27/2018	\$799,000	\$787,000
	DUNES SANIBEL	1190 Sand Castle Road	3	2	1,920	381	12/21/2018	\$585,000	\$558,000
	DUNES SANIBEL	1236 Sand Castle Rd	2	2	1,614	67	12/18/2018	\$565,000	\$545,000
	SANIBEL ESTATES	1035 S Yachtsman Dr	5	4	2,992	500	11/30/2018	\$999,000	\$850,000
	SANIBEL HARBOURS	1238 Isabel Dr	5	3	5,126	43	11/28/2018	\$2,590,000	\$2,200,000
	SANIBEL SHORES	746 Nerita St	3	2	2,371	97	12/07/2018	\$749,000	\$717,000
	SEAGRAPE	1150 Seagrape Ln	3	2	2,010	52	12/19/2018	\$1,279,000	\$1,220,000
	SHELL HARBOR	794 Conch Ct	3	2	2,354	372	12/12/2018	\$1,295,000	\$1,255,000
<b>1/2 DUPLEX</b>	DUNES SANIBEL	1643 Sand Castle Rd	3	2	1,330	211	11/08/2018	\$528,500	\$490,000
	MOONSHADOWS	1350 Middle Gulf Dr #2f	3	3	2,643	114	11/30/2018	\$849,000	\$820,000

### SANIBEL ISLAND - MID

	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
<b>CONDOS</b>	ATRIUM	2929 W Gulf Dr #201	3	3	1,939	180	11/01/2018	\$1,349,000	\$1,209,711
	COTTAGE COLONY WEST	2255 W Gulf Dr #132	1	1	827	540	11/05/2018	\$634,900	\$610,000
	SANDY BEND	3057 W Gulf Dr #4	2	2	1,030	278	11/30/2018	\$738,000	\$710,000
	SEASHELLS OF SANIBEL	2840 W Gulf Dr #43	2	2	933	209	11/09/2018	\$329,000	\$318,000
	TAMARIND AT THE REEF	3225 W Gulf Dr #B202	2	2	2,454	22	11/28/2018	\$1,749,000	\$1,690,000
<b>SINGLE FAMILY</b>	BEACHVIEW CC ESTATES	1286 Par View Dr	3	3	2,265	18	11/16/2018	\$969,000	\$935,000
	LAKE MUREX	617 Lake Murex Cir	3	2	2,302	274	12/3/2018	\$797,000	\$750,000
	SANIBEL HIGHLANDS	1717 Atlanta Plaza Dr	2	2	1,008	185	11/09/2018	\$420,000	\$395,000

### SANIBEL ISLAND - WEST

	Subdivision	Address	Beds	Baths	Sq.Ft.	DOM	Close Date	List Price	Sold Price
<b>CONDOS</b>	BLIND PASS	5117 Sea Bell Rd #G201	2	2	1,237	30	11/30/2018	\$479,000	\$468,000
	BLIND PASS	5117 Sea Bell Rd #C102	2	2	1,207	0	12/17/2018	\$459,000	\$455,000
<b>SINGLE FAMILY</b>	BETTS	6093 Henderson Rd	3	2	1,412	0	11/14/2018	\$450,000	\$450,000
	GULF SHORES	4436 Waters Edge Ln	3	3	1,896	155	12/28/2018	\$729,000	\$675,000
	ROCKS WEST	3837 Coquina Dr	2	2	1,243	318	11/30/2018	\$665,000	\$621,000
	ROCKS WEST	3790 W Gulf Dr	3	2	2,172	269	12/20/2018	\$1,699,000	\$1,500,000
	SEA OATS	544 Sea Oats Dr	4	4	2,453	187	12/11/2018	\$1,250,000	\$1,150,000



Captiva Island



Sanibel Island

Data is taken from the Sanibel and Captiva MLS and represents the number of homes sold from November 1, 2018 - December 31, 2018.

## Q & A with the real estate expert



# REMODEL NOW, SELL LATER?

**Q** Dear Susan, My husband and I and our two children live in a home that was built over 30 years ago and have never updated or remodeled. We're planning on selling our home in three years when both of the kids are in college but, until then, we would like to make some improvements that we can all enjoy now and will also increase the resale value down the road. What type of updates or remodeling projects do you recommend that will hold their value and raise the overall worth of our home when it comes time to sell?

- Katie



**Susan McCallion**  
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**A** Dear Katie, Thanks for writing and this is a great question! Right now, many people, just like you and your husband, have owned their homes for decades and are thinking about listing for the first time.

I typically stress to homeowners that getting it listed as soon as possible will generally put more money in your pocket than making improvements or embarking on a large remodeling project. In fact, a recent study published by the Harvard University Joint Center for Housing Studies, recently reported that only 30% of homeowners in the past year have remodeled, and this includes urgent repair projects such as cracked foundations or pipes.

It's also important to keep in mind that there are all types of buyers out there that want vastly different things, from fixer-uppers to move-in ready, right now there's likely someone out there looking for your home—exactly as it is at the moment. However, since you're planning on staying put for a few more years and are ready for a change now, there are updates you can make that you will love and will generally hold their value, as well as many that are not worth the time or money.

For starters, updating the kitchen or a bathroom is, more often than not, a pretty safe investment. Last year,

on average, kitchen and bathroom remodels produced a 102% return to home homeowners. For resale purposes, replacing outdated cabinets, fixtures, counters and backsplashes are all relatively inexpensive improvements that will please your family and certainly appeal to buyers later. Although these types of projects won't necessarily add a lot of extra value to the home, it's safe to say you'll be able to recoup most (if not all) of the money invested. Just be sure to steer clear of anything too busy or eccentric and choose colors, patterns, materials and designs that give the room an open, modern and natural feel.

With that said, there are many other types of remodels that are notoriously poor at returning the investment and may end up costing you more in the long run. Areas that tend not to have good resale value are media rooms, theaters, offices, basements, attic remodels, decks, and extensive backyard work. Garage conversions are typically not held in high regard by buyers, either.

With replacing windows, my rule of thumb is to only do this if you plan to remain in a house for at least five more years. Since you are planning to move in three, I would advise against replacing any windows unless they are not functioning. For people that are looking to sell immediately, the money

spent on replacing windows is rarely recouped after closing.

Removing lighting instead of replacing fixtures is, in most cases, a bad move. Even distasteful lighting is generally better than none at all. In fact, many cities have codes that all rooms must have a switch-controlled lighting so removing a ceiling light for cosmetic reasons may result in being asked to replace it when it comes time for an inspection.

Consulting with a seasoned real estate agent is always best when considering making changes to your home, especially if you're planning on taking out a home equity loan or intend to put the house on the market soon.

As a licensed local real estate agent, I am up-to-date with our area, current housing market trends, city codes and can advise you about the cost vs. value angle of remodeling projects, as it relates to your unique home and neighborhood.

Feel free to call me anytime and I would be happy to answer any other questions about buying or selling a home or to set up a time for me to come walk-through your home and suggest more specific low-risk remodeling projects for your family. ■

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

## 3 Seller Mistakes You Can't Afford To Make

**SANIBEL** - Selling your island home can be an emotional experience. You likely have countless number of years and memories in your Sanibel or Captiva home, sometimes even multi-generational. The process of selling your island home can also feel foreign if you haven't sold a home in Florida or in a vacation marketplace like Sanibel and Captiva Island.

That's why we have compiled a report of 3 Common Mistakes Sellers Make to help you navigate these issues when it comes time to sell your island home.

The decision to sell your home is not always easy. But knowing some of

the hardships you'll face ahead of time helps prepares you for a less stressful and more successful sale of your property.

So don't wait until after you list your property to read this report. It's best to know what you are getting into ahead of time, and prepare yourself and your home accordingly.

To access your free report, visit [www.7costlyerrors.com](http://www.7costlyerrors.com), or to hear a brief recorded message about how to order your report, call toll-free 1-800-298-9845 and enter 1010. You can call any time, 24 hours a day, 7 days a week.

Get your free special report NOW to find out the 3 Most Common Mistakes Home Sellers Make. ■

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ASK SUSAN

YOUR SANIBEL



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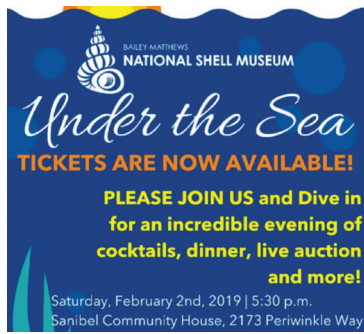
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# ISLAND EVENTS

## what's happening on Sanibel and Captiva



**Under the Sea**  
TICKETS ARE NOW AVAILABLE!  
PLEASE JOIN US and Dive in  
for an incredible evening of  
cocktails, dinner, live auction  
and more!  
Saturday, February 2nd, 2019 | 5:30 p.m.  
Sanibel Community House, 2173 Periwinkle Way

**FEB 2** **Under the Sea Gala**  
Feb 2 • 5:30 pm  
Community House  
The Bailey Matthews National Shell Museum hosts its annual Under the Sea Gala on Saturday, Feb 2, 2019. Dive in for an incredible evening of cocktails, dinner, live auction and more. The fundraiser helps the museum to teach kids about the ocean!



### Island Churches and Service Times:

**Bat Yam Temple of the Island**  
Friday, 7:30 pm (November - April)  
Saturday, Adult Ed 9-11:30 am  
Saturday, Jewish Current Events  
11:15 am-12 noon

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Friday, 7:30 pm (Nov-Apr)  
Saturday, Adult Ed 9-11:30 am  
Saturday, Jewish Current Events  
11:15 am-12 noon

**Captiva Chapel By The Sea**  
Seasonal, November - April  
Sunday, 11:00 am

**Sanibel Community Church**  
Sunday  
8:00 am - Traditional w/  
Communion  
9:00 am - Contemporary w/ Kid's  
Church  
10:15 am - Fellowship in Courtyard  
11:00 am - Traditional w/ Choir

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

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

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

**FEB 2** **m-pact "Signed Sealed, Delivered"**  
Feb 2 • 8:00pm  
BIG ARTS Schein Hall  
m-pact is respected worldwide as a cutting-edge trailblazer in the realm of vocal music. If you loved Modern Gentlemen last year, you are in for a treat with m-pact - a vocal group like no other. Tickets on sale via BIG ARTS website.

**FEB 4** **Voter Registration Event**  
Feb 4 • 10:30am-3:00pm  
Sanibel Public Library  
Lee County Supervisor of Elections staff will be at Sanibel Public Library providing Voter Registration Services. The public is invited, there is no registration required and no additional cost to participate.

**FEB 13** **Go Wild For Ding**  
Feb 13 • 5:30-8:30pm  
Community House  
The 7th annual fundraiser for "Ding" Darling Wildlife Society-Friends of the Refuge (DDWS). The evening will include great food and drinks, unique live and silent auction items, and a fun, laid-back program. As always, 100% of event proceeds will directly benefit conservation and education efforts at the J.N. "Ding" Darling National Wildlife Refuge.



**GO WILD FOR "DING" CALL OF THE OSPREY**  
FEB 13, 2019

**FEB 14** **New Shanghai Circus**  
Feb 14 • 7:00pm  
BIG ARTS  
The cast of roughly 30 Chinese performers can't be given enough credit for their top-notch agility, flexibility, impeccable timing and ability to entertain with skillful zeal. An exciting experience for the whole family.

**FEB 14** **Valentine's Sunset Cruise**  
Feb 14 • 5:30-7:00pm  
Port Sanibel Marina  
Adventures in Paradise hosts - Cruise into your loved ones heart with the Valentine's Day Sunset Dolphin Cruise. Complimentary soft drinks, bottled water & cupcakes!

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**FEB 17** **Island Jazz**  
Feb 17 • 3:00-5:00pm  
Big Arts Boler Garden  
An island favorite returns for the season, every other Sunday in February (the 3rd and 17th). 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 19** **An Evening on the Old Algiers**  
Feb 19 • 6:00-10:00pm  
Community House  
Annual gala fundraiser hosted by the Sanibel Historical Museum & Village. An Evening on the Old Algiers - is in keeping with our tradition of spotlighting and celebrating a memorable aspect of Sanibel's history.

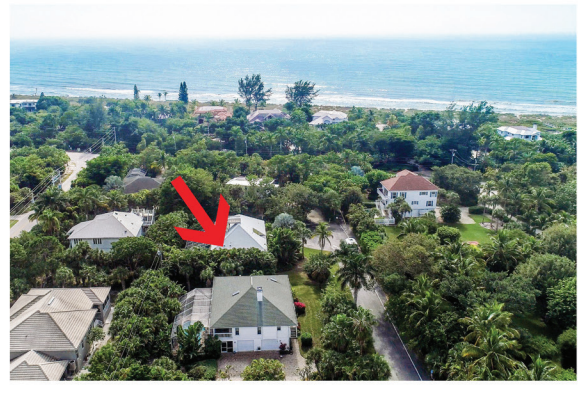
**FEB 19** **Social Media Discussion**  
Feb 19 • 10:00am  
BIG ARTS  
"The Growing Influence of Social Media and its Impact" presented by Ian Sherr executive editor for the west coast at CNET News. He manages coverage of Internet giants, cybersecurity, the gig economy and Silicon Valley culture.

**FEB 19/26** **Captiva Farmer's Market**  
Tuesdays  
9:00am-1:00pm  
South Seas Resort  
Captiva has started its own Farmer's Market every Tuesday from January through April 30th. Located at the entrance to South Seas Island Resort from 9:00am - 1:00pm - open to the public!



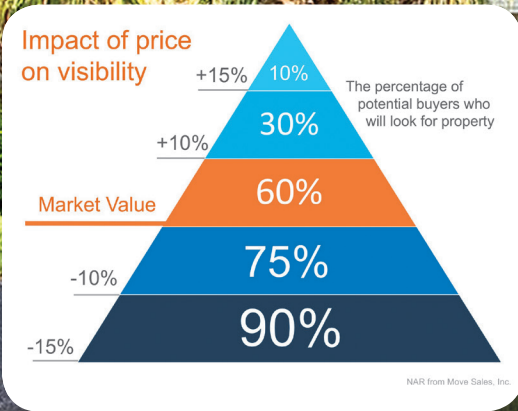
## Featured Home

WANT TO SEE YOUR HOME FEATURED HERE?  
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# SELLING SECRET: PRICE YOUR HOME UNDER MARKET VALUE



by Susan McCallion

That's not a typo. Pricing your home just under market value can actually earn you a higher final sales price on your property. Most homeowner's think the opposite. They price their property just over the market value, so there is room for negotiation. While this is a logical way of thinking, let's look at how this typically plays out.

### SCENARIO 1: PRICING OVER MARKET VALUE

A house that is worth \$800k at market value, is listed at \$850k to allow room for negotiation. Those who are searching for homes up to \$800k, will not even see this listing in their search parameters. Therefore, you are missing the audience most likely to purchase your home!

Those who are searching for homes up to \$900k will see your listing, along with the other homes whose true market value is between \$850k-900k. How do you think your \$800k home stacks up compared to a home whose actual market value is

\$100k higher? These prospective buyers will likely flip through a few photos of your property, make a mental note that the price is too high for the value, and move on.

The result? Your home might sit on the market for a season or two until the right buyer comes along, sees the potential, and offers you \$775k as a starting point, after all, it's been on the market for over a year now. Maybe you'll end up agreeing on a final sales price of \$800k when it's all said and done, however long that takes.

### SCENARIO 2: PRICING UNDER MARKET VALUE

Let's take the same scenario and price the home at \$799k instead of \$850k. Now, your property will be at the top of the page when viewing a list of homes for sale under \$800k. And guess what, it will be the best looking home in that price range, since you're now competing with homes that might be overpriced with a true market value of \$700k-750k.

The result? Buyers now see your home as "a great

value," and there's a chance it may receive more than one offer in a short amount of time. Especially when the market is hot and inventory is low. When this happens, the two offer usually end up pushing your sales price ABOVE market value. But even if you only receive one offer, the demand of the property allows you to stick close to your list price of \$799k, without having to negotiate down on price.

Of course, it does not work this way for every property here on the islands. But I use this example to show you a different strategy for pricing your Sanibel home. The most important key to the equation that I haven't mentioned is understanding the true market value of your home. That's where you enlist the help of an experienced Realtor® who can research the recent sales data, look at your property in detail, and compare it to the current market conditions in order to assess a fair market value for your home. ■

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

THE BEST PROPERTIES

## Only if you live on Sanibel

(continued from page 1)

is a skill envied by the casual beach visitor... and the snowy plovers.

### 7. You've come to terms that your home will never be completely sand-free

Ditto your car, bikes, shoes, children and pets.

### 8. With a quick glance, you can group visitors into beach "types"

There are your shellers, sunworshippers, strollers, sunset seekers, speed walkers and sitters. I'm mostly a sitter, Susan sunset seeker.

### 9. You continue to have a childlike awe of the beach

The joy of finding a special shell, watching the birds feed or dolphins dance is not only for children and tourists. It never gets old.

### 10. Contrary to common belief, you know sitting on the beach and staring at the ocean is an extremely productive activity

Contemplating life while lounging on the sand can help you uncover solutions to the problems nagging at you. For deeper thinking, try digging your toes in the sand. Anywhere else, sitting around doing nothing is just a waste of time.

### 11. You know the best sound in the world is the lapping of waves against the shore

And no smell better than clean sea air, minus the occasional washed-up seaweed.

### 12. You don't understand anyone who doesn't like the beach

This opinion is unfathomable, similar to not liking ice cream, or puppy dogs.

### 13. You get upset when someone compares Sanibel unfavorably to other coastal communities

These people clearly haven't experienced Sanibel properly. You must correct their ignorance and educate them on all that makes Sanibel truly special and unique.

### 14. You don't want to live anywhere else

If you do leave, your heart will always remember our island. You can always come back.

### 15. You know that our beaches cannot be taken for granted

As a local, you need to stay involved and advocate for our island. This is the only way to protect and ensure both visitors and residents alike can enjoy our island for decades to come. ■

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



accessories for the house

## 8 HELPFUL SMALL KITCHEN APPLIANCES

by Kathryn Weber

There's no question that large kitchen appliances get the job done. But when you need something done quickly or efficiently, sometimes it's the little devices that offer big benefits. Here are eight that can help your kitchen efficiency and make meals faster and easier to get on the table, with less clean up to boot.

### TOASTER OVEN

Far from their older versions, toaster ovens today can do more than just brown bread. Toaster ovens can defrost and broil as well. If your toaster oven simply toasts and reheats, it might be time to get more versatility with a replacement that can help you bake a quick batch of cookies quickly or broil a steak.

### ELECTRIC SKILLET

They may seem old-

fashioned, but if you're tired of cleaning up your stove's nooks and crannies, and the grates, these workhorses can save you time and cleaning. An electric skillet can be placed on a counter to brown or sear food before going into the slow cooker or make a meal that requires a skillet and do it with fast cleaning.

### ROASTER OVEN

When you have a turkey,

dressings, pies and rolls to cook, your oven can run low on space. Counter top roaster ovens are terrific for holidays when you need extra oven space. Plus, they're not as drying as a standard oven giving you moister results.

### PANINI PRESS

If you think these are just for sandwiches, think again. Panini presses can be used to cook bacon quickly, cook crispy hash brown servings, create flatbreads, grill chicken paillards, or whip up an oozy, cheesy hot sandwich.

### RICE MAKER

Tired of eating undercooked or mushy rice? Try a rice cooker. It's a small appliance that can whip up a batch of rice that's perfectly steamed every time. To give your rice maker more versatility, get one with a vegetable steamer basket; then you'll have two sides made in one appliance.

### WAND BLENDER

Nothing beats a cup of soup on a winter day, and with just some vegetables and broth, you can whip up a cream of spinach, potato or broccoli soup in a snap with your wand or immersion

blender. Better still, some wand blenders come with attachments that will quickly whiz up a batch of salad dressing or tartar sauce, or chop up onions, parsley or garlic in small quantities in seconds.

### ELECTRIC KETTLE

Whether it's a cup of instant noodles, a warm mug of hot chocolate or hot water for your French press coffeemaker, an electric kettle will get it all done fast. Maybe you like a three-minute egg in the morning or need to make some hard cooked eggs quickly. Add your eggs to your water kettle, and cook to desired consistency.

### SLOW COOKER

Nothing beats coming home from work with dinner ready and waiting. The slow cooker has been around for decades, but recently more celebrity chefs have been embracing their versatility and how they can have a ready-to-eat meal. From cooking up pulled pork sandwiches to creamy mac and cheese, slow cookers are a must for busy home chefs. ■

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by Kathryn Weber

There's no doubt how the eat-in kitchen has changed. Once large enough to accommodate a full table, kitchens now are outfitted with islands, countertop eating or dining bars. These new uses are great for space saving, but they need the right seating, which means selecting the right bar stool that fits your needs and style.

### HEIGHT FIRST

When selecting a bar stool, finding the correct height is critical. Too high, and your legs will hit the counter. Too low, and you'll find yourself eating with your arms raised. You'll be both uncomfortable and your bar stool won't look right.

Start by measuring from the floor to the top of the counter. Standard counters are 36 inches high. This is often the height of a kitchen island. This will require a 24- to 26-inch stool. If this is for occasional use, choose one that doesn't have a back and you may be able to store it under the counter.

For a tall dining bar that's about 42 inches high, a traditional tall barstool that's 30 inches tall will fit the bill.

### OPTIONS

You'll have a variety of choices. Start first with how you'll use the chair. If you'll only be using it at the counter and not to interact with others in the room, then a stationary bar stool will do. For kitchens that are part of a larger living space, you may want a bar stool that swivels. These might be a bit more costly,



## HOW TO CHOOSE THE RIGHT BAR STOOL

but they enable you to turn and view the TV or for guests to interact with those in the living room.

Think about who will be using the stools as well. For young children or older guests, take weight into consideration. If the chair is too heavy, they could topple and hurt a child or may be too heavy for younger or older family members to move easily. Some also come

with pneumatic height adjustment, something that's nice for family members of varying heights.

Another consideration is whether you want your stool to be backless. These are usually slim and streamlined, but they can become uncomfortable after sitting for prolonged periods of time; though they often store easily. Arms are another choice in bar stools. These

are wonderful for those sitting for longer periods of time. However, having arms on your bar stools will take up more space, so measure the width of your counters stools, and allow for space between the stools. It may be better to have one less stool than have them too crowded.

### STYLE

There is a wide range of styles in

bar stools. You'll find stools in wood, metal and rattan, as well as stool seats covered in fabric. Acrylic is another chic and trendy choice that looks fresh and updated. Look for these in backless, armless and armed styles, and with gold or silver accents. ■

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ORCHID & BROMELIAD GARDEN



SUCCULENT GARDENS



SEASONAL COLOR



SEASONAL COLOR



CONTAINER GARDENS



SEASONAL COLOR ANNUAL BEDS



# Cool Season Color For Your Landscape

by Leigh Gevelinger

Cool morning temperatures and gusts of dry air offer a refreshing reminder that Southwest Florida is a great place to spend the winter months, especially when many of our northern friends and family are experiencing sub-zero temperatures!

The respite from high summer temperatures, humidity and rains allow for an opportunity to incorporate seasonal enhancements, color and interest to your property. Luckily, there is a much greater selection of seasonal varieties than the traditional and somewhat tired geraniums and impatiens of year's past.

## COLOR IS NOT LIMITED TO ANNUALS!

### ORCHID & BROMELIAD GARDEN

The cool seasonal air promotes blooms from many varieties of orchids and bromeliads. Most phalaenopsis, large vandias, cattleyas and dendrobiums can tolerate temperatures in the mid 50's to mid 40's. A few weeks with temps in the mid 50's will tell your orchids and cool season bromeliads to set their bloom spikes.

The Match Stick Bromeliad in the photo, sets its bloom spike after the first or second cold snap and often blooms in December. If temperatures dip cooler than the 40's it may be time to cover the orchids or move them indoors to prevent damage.

Where to plant them?

- Decorate palm trunks

- Insert into trees
- Plant in shady areas for tropical interest

### SUCCULENT GARDENS

Our cool season is also the dry season in SWFL, which is ideal for incorporating succulents into the xeriscape. Statement silver or variegated agave, soft tip agave, sun bromeliads, specimen cactus and orange bird of paradise survive year-round in the Florida climate, provided there is adequate drainage.

These plants are the backbone of the succulent garden and will grow larger with time. Smaller succulents like Kalanchoe sp., flapjacks, iceplant, Echeveria sp. and Sedum sp. varieties can be planted after rainy season to add immediate color and variety to the xeriscape garden.

Succulents thrive with:

- Full sun location
- Good drainage
- Rock, shell or aggregate mulch

### SEASONAL COLOR TRENDS

New varieties and cultivars of seasonal annuals are making a lasting impression and increasing in popularity in the landscape. Dwarf Hibiscus, available in a full array of colors from reds and pinks to yellow and orange, have become a hit in the landscape. They are treated with a dwarfing agent that inhibits the overall height keeping them at 2-3' overall. With proper care, some cultivars may last well beyond 12 months and up to 24 months in some landscapes.

### DON'T TOSS THE POINSETTIAS!

After the Holiday's, consider planting poinsettias in the landscape as they will thrive in the SWFL landscape well into the Spring, declining when warmer temperatures return.

### CONTAINER GARDENS

Dress up your outdoor patio or front entrance with colorful containers planted with a tropical statement and mix of bright seasonal annuals. Add scent with a standard gardenia or interest with a large leaf Alocasia.

Container Quick Tips:

1. Select a central focal point – a blooming feature such as the Gardenia shown in the photo or an upright tall feature or leafy statement like an Alocasia.
2. Underplant with a middle layer of short pentas, sun-patients, or dwarf hibiscus.
3. Select a trailing vine or annual like sweet potato vine, dichondra or sweet alyssum.

### SPORTS THEME:

Are you a Crimson Tide fan? Plant a wave of sun-patients or begonias with a burgundy leaf in combination with a white bloom in the shape of the team logo. For the Florida Gators fan, blue daze with orange crossandra or orange sun-patients will make a snap. This works especially well if you have a circular drive or view of a prominent landscape bed location from a window above.

### TRADITIONAL SEASONAL COLOR ANNUAL BEDS

Traditional seasonal annuals such as colorful impatiens, sun-patients, geraniums, sweet alyssum, and pentas can be incorporated into landscape beds at driveway entrances or in the front of landscape beds as the first layer of color. These annuals can be planted in full sun or partial shade and will offer immediate and continuous color for 5-6 months from Thanksgiving to Easter.

Some varieties of impatiens and sensitive annuals may need to be treated with a fungicide for optimal performance and longevity. Contact your landscape designer or maintenance contractor and pest control professional for recommendations on optimal seasonal color and performance. ■



**Leigh Gevelinger**  
Landscape Architect,  
President of Coastal  
Vista Design, Inc.  
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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.*

## nutrition

When you enter a grocery store, you're suddenly faced with thousands of options. You want to get the staples you need and you want the best nutrition for your family, but it's easy to get overwhelmed. How do you know what's your best choice?

"Options like brown versus vitamin-enriched white bread, or, grade A versus AA eggs can cause confusion for even savvy shoppers," says Registered Dietitian and Nutritionist Dawn Jackson Blatner, winner of the ABC television show "My Diet Is Better Than Yours." "With so many choices it's difficult to know what's what."

Blatner reveals the truth about some of the most common myths and misconceptions of grocery store staples to streamline trips and ensure you're bringing home the most nutritious option.

### BREAD

Many people believe the darker the bread, the healthier it is, causing them to skip labels and grab a brown loaf on the go. The problem is, just because bread is brown doesn't mean it's whole grain. That color could be achieved through caramel coloring.

"What you see doesn't tell the whole story, so it's important to look at labels to get the facts," says Blatner. "Whole grain and sprouted grain are always good bread choices for better nutrition. It's also important to pay attention to sugar content. There are many great options available with 0 grams of sugar."

### EGGS

Egg-grading systems were created by the USDA to mark interior and exterior quality of eggs. Many people



## THE GROCERY STORE SCOOP: Debunking common myths

ignore this system and simply choose eggs based on appearance or price. To get the best nutrition, buy from a producer that has its own quality standards that go above and beyond USDA requirements.

Blatner provides an example: "Grade A specifications for Eggland's Best eggs are actually more strict than standard grade AA specifications for regular eggs. That means, no matter what grade you choose, they provide the highest quality egg that's fresher and tastier. And with six times more vitamin D, 25 percent less saturated fat, more than double the Omega-3s, 10 times more vitamin E, and more than double the vitamin B12

compared to ordinary eggs, they're also the most nutritious choice."

### PRODUCE

The produce section is one of the healthiest places in the grocery store, but the notion that the misters are there to make items look good and add water weight so they cost more at checkout is a myth. That water helps ensure fruits and vegetables stay fresh, especially items that could wilt, like lettuce.

"Give items a good shake to get rid of water weight," suggests Blatner. "And remember to always rinse fresh produce well once you're home to clean the surface of any dirt and bacteria. The mist at the store isn't meant to clean,

only to help maintain freshness."

When fresh fruits aren't available, she reminds people to look for frozen alternatives, noting many frozen options are picked at the peak of freshness and flash frozen to capture high nutrient content. The best frozen varieties are those without added sauces or seasonings.

"When you know the truth, you are empowered to make smart decisions while you shop so you can get superior products with superior nutrition," says Blatner. "Then you can have fun making tasty recipes your family will devour." ■

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## senior safety

# ONE SURPRISING WAY TO PREVENT FRACTURES FOR THOSE OVER AGE 65

Loss of balance, dehydration, attention deficits and loss of cognition are symptoms of hyponatremia, a condition characterized by low salt levels in the blood. The symptoms can occur with just slight hyponatremia and can have particularly harmful effects for the elderly as the condition is difficult to diagnose. A study presented at an American Society of Nephrology meeting suggests that low-salt diets may be a contributing factor.

Falls are one of the most serious problems for the elderly and about a third of people over 65 fall at least once every year. Fall-related injuries in the elderly are associated with numerous psychological and physical consequences and are a leading cause of bone breakage and hip fractures, which can lead to complications and permanent disability or death. Falls account for nearly half of all injury-related deaths for senior citizens.

Mild Hyponatremia as a Risk Factor for Fractures: The Rotterdam Study, followed more than 5,000 Dutch adults over the age of 55 for a six-year period. The researchers found that 8 percent



of the participants were in assisted living facilities and all the people in this group were suffering from mild hyponatremia. Follow-up visits revealed that they had higher rates of diabetes and falls than those with normal levels of salt in their system.

Seniors in assisted living centers are routinely placed on low-salt diets, often without an individual assessment, according to a report published by the Pioneer Network titled "New Dining Practice Standards." This report was the

product of a task force of 12 professional medical, nursing and nutritional organizations. They concluded that low-salt diets were contributing to malnutrition and weight loss among a significant percentage of seniors in assisted

living facilities.

According to Dr. Ewout J. Hoorn, PhD, Erasmus Medical Center, Rotterdam, the Netherlands, "Although the complications of hyponatremia are well-recognized in hospitalized patients, this is one of the first studies to show that mild hyponatremia also has important complications in the general population." He added, "Screening for a low sodium concentration in the blood, and treating it when present, may be a new strategy to prevent fractures."

Americans are now living longer than ever before. In fact, one of the fastest-growing segments is people over the age of 85 who will represent 20 percent of the population by the year 2040. These elderly Americans deserve to be able to enjoy a high quality of life, and while some seniors do need a low-salt diet, many others may not. Without an individual medical assessment, it should not be assumed that all seniors will benefit from this intervention. ■

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# ECONOMIC AND INVESTMENT OUTLOOK

YOUR MONEY

by Gary W. Dyer,  
CFA - Senior Portfolio  
Manager, The Sanibel  
Captive Trust Company

Now that 2018 is in the books, it's time to reflect on the year just ended and look forward into 2019. As we all know, financial markets were on a roller coaster in 2018 with investors focusing on positive news in the first nine months of the year then turning their attention to political and economic uncertainties in the fourth quarter.

For most of the year, the market focused on several constructive items including: low U.S. unemployment (between 3.5% and 4.0% all year), tame inflation of around 2%, and soaring corporate profits (S&P 500 companies registered a nearly 25% gain vs. 2017).

However, during the fourth quarter, equity investors became increasingly anxious about the potential impact of several items. For example, the decision by the U.S. government to initiate tariffs on some of its trading partners created growing concern that U.S. companies will pay more for their input costs and that the growth rate of the entire global economy would slow.

Actions by the Federal Reserve Board also have increasingly worried investors. Short-term U.S. interest rates rose throughout the year as the Fed implemented several rate hikes. However, longer-term interest rates increased a more modest amount, which created a nearly "flat" yield curve as 2018 ended. If short-term interest rates ultimately rise above long-term rates – a phenomenon called an 'inverted' yield curve – recession fears will rise. It bears noting that the last seven U.S. recessions were preceded by an inverted curve. At the very least, the bond market seems to be signaling that the U.S. economy may have already experienced its peak growth rate during this economic cycle.

The potential for a moderate global economic slowdown has also unnerved investors. Recently released data from the Eurozone and China indicates both are experiencing a deceleration. Eurozone real GDP grew only 1.7% in the third quarter, while China reported 6.5% growth in the quarter (figures we always view as suspect). Even so, China's quarterly growth was its slowest since 2009.

Finally, the results of the November U.S. mid-term elections did not appear

to cheer investors. A split Congress, with the House controlled by the Democrats and the Senate by the Republicans, will likely result in legislative 'gridlock' like it has so many times in the past.

While it is likely some of these issues (tariffs, global

**“ While it is likely some of these issues (tariffs, global economic slowdown, etc.) will continue into the new year, our outlook for 2019 is cautiously optimistic.”**

economic slowdown, etc.) will continue into the new year, our outlook for 2019 is cautiously optimistic. Corporate profit growth will slow considerably from 2018, since a great deal of the growth in 2018 was due to the recent tax bill. But we still estimate healthy corporate profit growth in the mid-to-high single-digit range. When 2018 and 2019 corporate profit growth is combined with a relatively flat stock market, stock valuations are suddenly more attractive now than they were when we

began 2018 – that is, price-to-earnings ratios (P/E) have declined. We also foresee the Fed modifying or halting its rate hike plans, if necessary, so as not to throw the U.S. economy into a recession.

As always, portfolio construction is paramount

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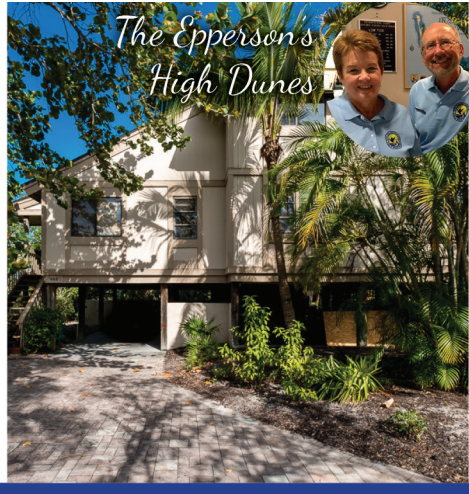


**Gary W. Dyer**  
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The Sanibel Captiva  
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**239.774.4000**

# COMMUNITY



*The Madda's  
Sanibel Shores*



*The Epperson's  
High Dunes*



*The Lamb's  
Sanibel Seaview*

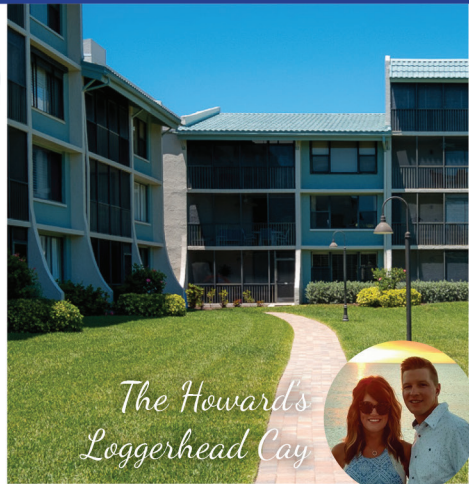


## Neighbors, Not Numbers

Meet some of your new neighbors that joined the Sanibel & Captiva community in 2018 courtesy of McCallion & McCallion Realty!



*The Bolz's  
Sanibel Estates*



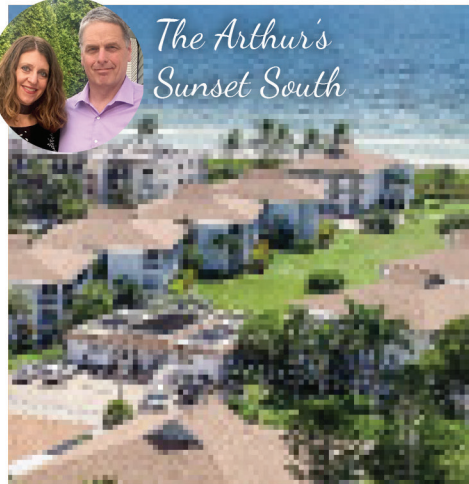
*The Howard's  
Loggerhead Cay*



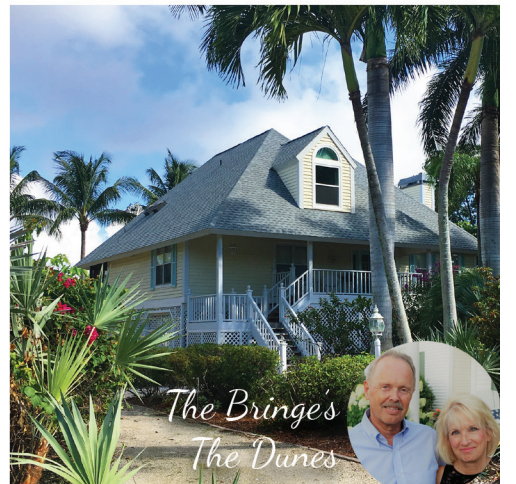
*The Jarrell's  
Seagull Estates*



*The Martin's  
Seawind*



*The Arthur's  
Sunset South*



*The Bringe's  
The Dunes*



*The Stoneback's  
Near Wulfert*



*The Fishburn's  
Sunset South*



*The Urfer's  
Sundial West*



*The Scott's  
Spanish Cay*



*The Roger's  
Punta Rassa*



*The Lee's  
Gulf Pines*



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- The Urfer's



*The Musselman's  
Seawind II*



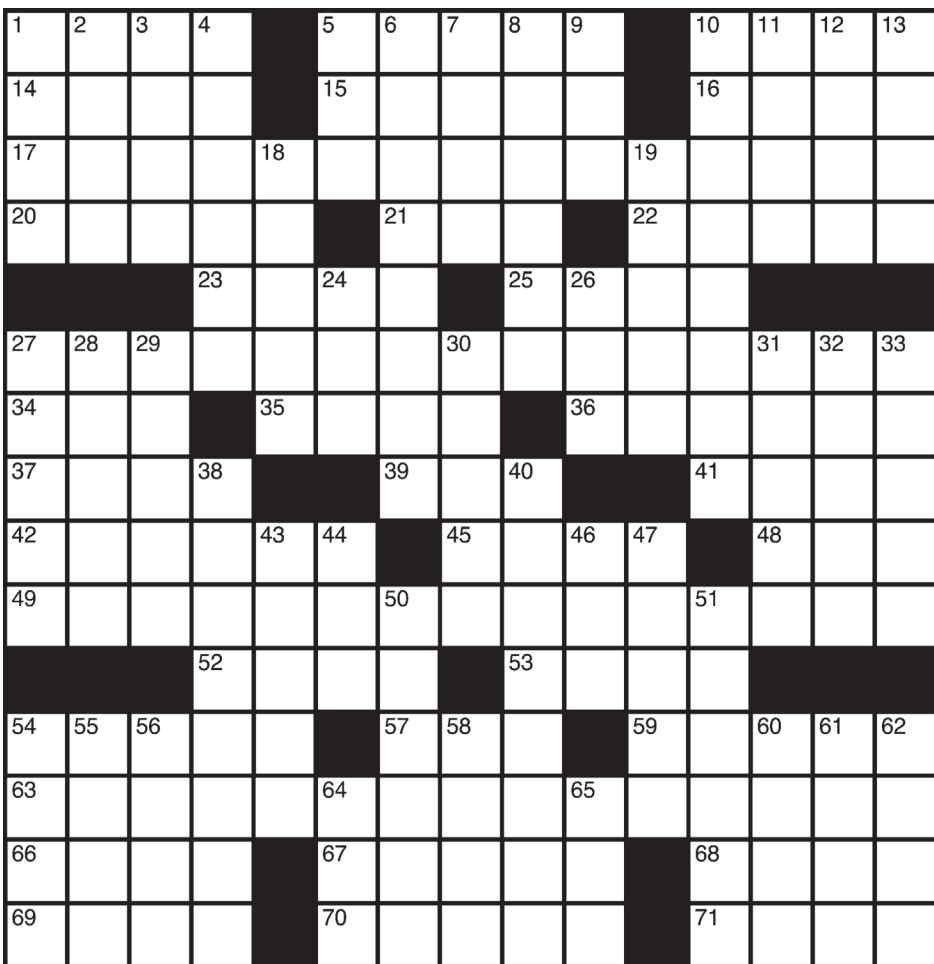
*The Mercurio's  
Mariner Pointe*



*Barb McCullough  
Beachview CC*



# CROSSWORD PUZZLE



## ACROSS

- 1 Just open
- 5 Hot under the collar
- 10 Loot from a heist
- 14 Dainty trim
- 15 West Indies volcano
- 16 Site of Napoleon's first exile
- 17 Tweak some violin holders?
- 20 Maker of many kitchen rolls
- 21 Wall St. deal
- 22 Baking soda targets
- 23 Like used fireplaces
- 25 Tach nos.
- 27 Tweak some church chimers?
- 34 Brit. record label
- 35 A few bucks?
- 36 Fuss over
- 37 Part of a sitcom farewell
- 39 Pulled off
- 41 Spot for a 48-Across
- 42 Representatives
- 45 Nintendo rival
- 48 Short snooze
- 49 Tweak some ski parkas?
- 52 \_\_\_ helmet
- 53 Pre-coll. catchall
- 54 Torch job

- 57 And such: Abbr.
- 59 Trims, as a lawn
- 63 Tweak some business outfits?
- 66 Arctic formation
- 67 Transparent
- 68 Scientology guru Hubbard
- 69 Like most fairways, daily
- 70 Some Parliament members
- 71 A whole bunch

just for fun

## DOWN

- 1 NATO alphabet starter
- 2 Monopoly corner
- 3 Adapter letters
- 4 New Jersey's state tree
- 5 Chest thumper
- 6 One recently hitched
- 7 Smooth-talking
- 8 Parting shot
- 9 Slangy "Sure"
- 10 Hands-free devices
- 11 To boot
- 12 Lyft rival
- 13 Scottish miss
- 18 Performed light surgery on?
- 19 Jazz club performers
- 24 Eur. power until 1806
- 26 Third deg.?
- 27 Midmorning hour
- 28 Reflection
- 29 Little League teams
- 30 Like Oscar Wilde
- 31 Big name in spaghetti westerns
- 32 OK for dieters
- 33 Breaks like a branch
- 38 Implied
- 40 Down in the dumps
- 43 Shipping department supply
- 44 Lab order?
- 46 Milk purch.
- 47 Feels the pain
- 50 "My Generation" band
- 51 Portmanteau for a grown-up who hasn't yet grown up
- 54 Switch on a boom box
- 55 Caramel-filled candy
- 56 Put one over on
- 58 Stadium ticket specification
- 60 Copter's forerunner
- 61 David Cameron's alma mater
- 62 Three-part figs.
- 64 Monogram on some pricey handbags
- 65 Store door nos.

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## PUZZLE answers



8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71			
5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71

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A <sub>1</sub>	E <sub>1</sub>	I <sub>1</sub>	P <sub>3</sub>	T <sub>1</sub>	C <sub>3</sub>	N <sub>1</sub>				RACK 3
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
A <sub>1</sub>	I <sub>1</sub>	Y <sub>4</sub>	C <sub>3</sub>	P <sub>3</sub>	M <sub>3</sub>	R <sub>1</sub>				RACK 4
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A <sub>1</sub>	E <sub>1</sub>	O <sub>1</sub>	P <sub>3</sub>	X <sub>8</sub>	S <sub>1</sub>	L <sub>1</sub>				RACK 5

PAR SCORE 265-275  
**BEST SCORE 354**  
**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**  
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## Sudoku

created by Crosswords Ltd.

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

## Did You File For Your Homestead Exemption?

Just a quick reminder to file for your Florida Homestead Exemption. The filing period starts January 1 and ends March 1.

### What is a homestead exemption?

The Florida Homestead Exemption is a constitutional benefit of up to a \$50,000 exemption removed from the assessed value of your property.

### Who gets a homestead exemption?

If you own real estate in Florida, and are a Florida resident living in your home as a primary residence you can qualify for the exemption. However, you will need documentation that proves you are a resident.

### How do you file for exemption?

You may file for your homestead exemption by mail, in person or on-line at [www.leepa.org](http://www.leepa.org).



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

★★★★★ **Highly likely to recommend**



Selling your home in a vacation market is different from your usual housing market. Timing, marketing channels, pricing strategies - they're all different. The McCallion team understands this market well, and has a good approach to capture the widest interest. They helped us make a good deal on our home.

-- Dale & Sandy | July, 2018

# M&CALLION M&CALLION

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