

# ST. CROIX REAL ESTATE NEWS

ColdwellBankerVI.com  
 Info@ColdwellBankerVI.com  
 StCroixForRent.com  
 340-778-7000 or 340-718-7000  
 5030 Anchor Way Suite 12  
 Christiansted, VI 00820



**JUNE 2019**



Photo by Tom Eader

**B**ring together craft beer, food trucks and live entertainment on a sunny Saturday - what's not to like? Leatherback Brewery was the site and a sponsor of St. Croix's first Food Truck Festival, held Saturday, May 11. Food trucks and other vendors lined up along the grounds at Leatherback with fare ranging from tacos to barbeque to local Crucian dishes. Some attendees chose to sample small bites at a number of booths, while others made their way to their favorite truck for a meal. Live entertainment included St. Croix musicians Gyasi Clarke and Kurt Schindler, and Nashville artist Karen Waldrup. They all made the perfect backdrop for a breezy May afternoon.

Chef and owner Yolandita Lake of the Cruzarican Spot departed her usual location on Northside Road for a spot at the festival. Lines formed outside her bright orange truck for a taste of barbeque ribs, barbeque chicken, wings, chicken soup, and traditional side dishes.

Promoter Kleon Gaskin says he's noticed the growth of food trucks over the past three years, both stateside and in the Virgin Islands. After coming up with the idea for the festival, he got together with the Leatherback team to make it a reality. Gaskin personally invited individual food truck vendors across the island and was pleased with the turnout. "We wanted to make this a family event, a free event, so that everyone can experience it," he said. In addition to Leatherback, other sponsors included KSS Sound Company, Marco Trucking, Hotel Caravelle, VIGL Operations, LLC, USVI Tourism and Flawless Promotions.

Events like this inspire us to catch up with old friends and meet new people. We hope this will be the first of many food truck festivals to come!

*This newsletter written by Jennifer Burns  
 jennifer.burns@amplivi.com*

## Message from Bry...



*Bry Locher*

**J**une finds many of us putting our summer vacation plans in motion, with parents of school-age children taking advantage of summer break to visit family and friends stateside. Of course, living on St. Croix means that a staycation can be just as fun and we get to explore parts of the island that we don't see as often as we would like.

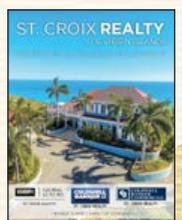
Speaking of travel, May was Travel and Tourism month in the Virgin Islands. Governor Bryan recently signed the proclamation, acknowledging the importance of the tourism and hospitality industries to the territory's growth. He also called on Virgin Islanders to participate in cultural activities, while the USVI Department of Tourism invited us to wear red to display our support for tourism in the USVI.

June is time for dads and grads. I love hearing stories of extended families coming together on St. Croix to celebrate graduations, retirements and other milestones. Families are the fabric of our culture here and it seems fitting for generations to gather on St. Croix to mark special occasions.

We invite you to experience St. Croix any time of year. While you're here, be sure to visit our Coldwell Banker Realty offices in Christiansted and Frederiksted. We hope to see you soon!

*Bry*

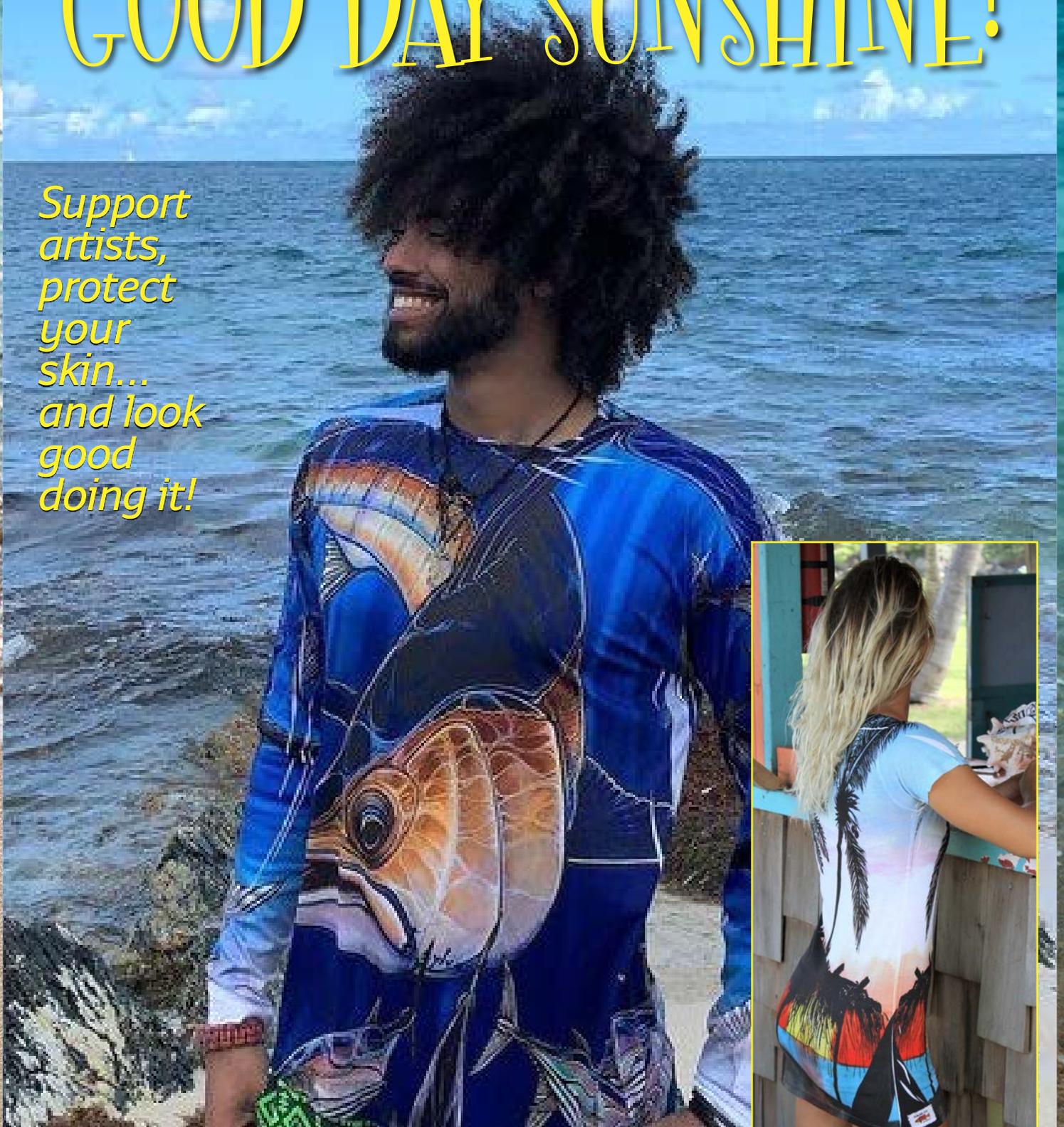
Bry Locher, Managing Broker  
 Coldwell Banker St. Croix Realty



# GOOD DAY SUNSHINE!

*Support artists, protect your skin... and look good doing it!*

Photos by Bert Woodson



We love the energy that new merchants bring to downtown. Sublime STX is the latest retailer in the Caravelle Arcade and offers something for everyone. Sublime STX sells UPF 50+ (Ultraviolet Protection Factor) sun-protective clothing with styles that make you look good too! All styles block both UVA rays (that penetrate deep into the skin) and UVB rays (that are the chief cause of sunburn), protecting your skin from sun damage. They're also moisture-wicking to make you feel cooler, and treated with zinc to defend against odor-causing bacteria.

Owner Bert Woodson became a clothing retailer in an unexpected way. After his mother took up painting well into retirement, Bert and his siblings decided to digitize one of her paintings for a giclee print. After printing the digital result on fabric, the idea for Sublime STX was born.

What makes Sublime STX's clothing unique is that all of the styles feature images of original paintings. After Bert's team digitizes the artwork, they apply it to the garment using a technique called sublimation dyeing. This process turns the dye into a gas, which permeates the fabric and solidifies into its fibers. The fabric is permanently dyed so it can be washed without damaging the quality of the image or causing the image to peel off. Sublime STX also carries solid-color shirts that protect skin equally well.

All of the Sublime STX clothing is made right here at their studio in Gallows Bay. If you see a print you like but don't see it in your size, they can make it on-demand in Gallows Bay and have it ready for you to pick up the next day.

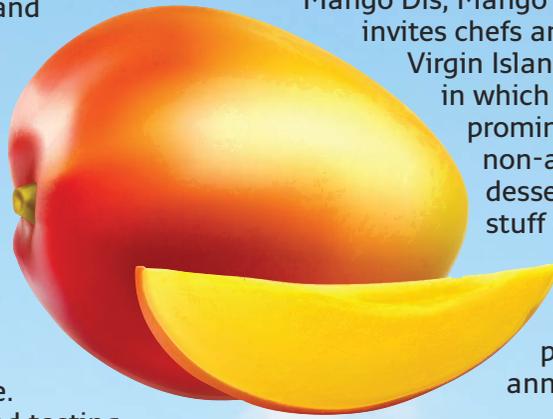
Sublime STX can design clothing for teams and businesses, even creating a one-of-a-kind design for your group. Each sale generates a royalty for the artist. Sublime STX currently uses artwork from artists in Costa Rica and Florida, and is working to add local artists in the near future. Sublime STX also sells sandals from Kenya, reef-friendly organic and ayurvedic sunscreen, jewelry, and coming soon, sunglasses.

# Mango Melee

It's peak mango season in St. Croix and it's time to celebrate at Mango Melee on Sunday, July 7. This popular event is hosted each summer by the St. George Village Botanical Gardens to raise funds for SGVBG programs and to educate the public about mangoes and the variety of ways they can be used.

Come see dozens of varieties of mangoes on display in the Great Hall. Attend an educational workshop to enhance your mango-growing expertise. Watch a tropical fruit demonstration and tasting. There are activities for children too, including the not-to-be-missed mango eating contest! If you're ready for more, enjoy local food and drinks while you stroll through items for sale by local craft vendors and artists.

One of Mango Melee's many highlights is the



Mango Dis, Mango Dat food competition which invites chefs and cooks from around the Virgin Islands. There are four categories in which mangoes must feature prominently: sips (alcoholic and non-alcoholic drinks), sweets (and desserts), salsas (and sauces), and stuff (food that doesn't fit in the other categories). Best of all, tastes of the winning entries are available for purchase after the winners are announced.

In addition to food, Mango Melee has cultural dance performances, moko jumbies, music and more. The Botanical Garden's museum and store will be open, as well as the nursery which has plants available for sale. Mango Melee is always a great day out with family and friends and an opportunity to appreciate the beauty of St. Croix.

## Our Real Estate Family is Growing... Meet our new agents!

We at Coldwell Banker St. Croix Realty have built a great real estate company thanks to the amazing agents who make up our family! And that is exactly what this company is – family! A couple of years ago at a Realtor® Christmas party we all stood, linked arm in arm, singing (well maybe off-key and very loudly) “We are Family” into the karaoke microphone. A great testament to who we are! The Coldwell Banker Schmidt Family of Companies also prides themselves in creating a fun, loving and supportive family environment and we are blessed for our new extended family in Michigan, Ohio and Florida. Not only has our family grown to other regions, we have added on some very talented agents to our local Coldwell Banker St. Croix Realty office and we are excited to introduce them to you!

Please meet Stephen Swanton, Brooke Meyers, Chris Westfall and Malerie Gleason!

### Stephen Swanton



Stephen, new member of Team Fedeles, moved to St. Croix in 2015 from California, having always dreamed of living in the Caribbean. He had been an avid cyclist prior to moving to St. Croix, but never participated in any endurance racing. In 2015, he signed up for a triathlon on a whim, without even knowing how to swim! Since then he has become a top triathlete and elite cyclist on St. Croix. Stephen is also the Vice President of the Virgin

Islands Triathlon Federation. He competed at the international level in both cycling and triathlon and was the overall winner of the 2018 “Beauty and the Beast Triathlon” (formerly the Ironman 70.3 race).

In his trainings, he has explored every inch of this beautiful island and uses this knowledge to help clients find their perfect island homes, condos, or homesites. “I look forward to helping others find the same joy and fulfillment I have found since moving to St. Croix.”

### Brooke Meyers



Brooke is a Texas girl who made the move to paradise in 2015 with her boyfriend Colt. Now recently engaged, Brooke and her fiancé are busy planning their dream island wedding. Brooke received a Bachelors in Journalism degree from the University of Texas at Austin. After working in the corporate world, Brooke and Colt decided to swap cold weather and traffic jams for sunshine and suntans. Fast forward a few years later and you will find Brooke and Colt enjoying life on the North Shore of St. Croix in their new home with their three adopted island kitties.

### Chris Westfall



Chris, a native Long Islander, spent the past 30 years in Syracuse, New York before coming in from the cold to live in sunny St. Croix with his beautiful wife, attorney Melody.

Before joining Coldwell Banker St. Croix Realty Chris was an industrial and retail real estate agent for one of the largest commercial firms in the world. Now he is dedicated to helping others from the frozen north find their own version of paradise here in St. Croix. When not working with clients Chris enjoys scuba diving, snorkeling, sailing, fishing, hiking and the diverse flora and fauna on the island. Chris really enjoys showing visitors all of the unique and beautiful things this island has to offer and would be happy to help you make your dream a reality.

### Malerie Gleason



Malerie Gleason was raised on St. Croix and is so grateful to have experienced childhood on such a beautiful island with a tight-knit community and vibrant culture. After graduating from Country Day School she attended Emerson College, majoring in Media Studies. When she is not selling paradise you can find her working as an assistant coach for the Dolphin's Swim Team, or volunteering at the Caribbean Community Theater. She is a mother of two active boys, who keep her busy shuffling them around to swim practices and triathlons, and The Calico Cat Company at CCT. Helping people discover and rediscover the beauty of St. Croix is a passion of hers.

“A home is an extension of who we are and I'm honored that I can help people find the perfect fit for their lives.”

# THIS MONTH'S FEATURED PROPERTIES



## 114B La Vallee

MLS 18-1367 **\$1,099,000**

Sea Cliff is a one-of-a-kind ocean front stunner! Situated on the Caribbean Sea's edge, Sea Cliff has stunning views from every room. The house is an open concept with 2 pods, each with a kitchen and a pool in between. Catch the magnificent sunsets at Hamm's Bluff right from the deck or dive at Jimmy's Surprise right off the shore. There is room to grow with R3 zoning and the possibilities are endless. Numerous upgrades just completed. This home makes you one with the Caribbean Sea for the true island experience.

*Listing courtesy of Kelly Odom*

MLS 19-573 **\$798,000**

## 62H La Grange

Exquisite interior design with fabulous custom kitchen and gorgeous views make this home one-of-a-kind. Every detail has been addressed with high quality fixtures and workmanship. Custom mahogany doors open to the tasteful cut coral deck overlooking a beautiful valley and a West facing sea view with unbelievable sunsets. The kitchen is a work of art and the fabulous master suite boasts a spacious bedroom overlooking the sea, a large bath with glassed shower, Jacuzzi tub and double vessel vanity, and 2 walk-in closets. Vaulted ceilings throughout add an open spacious feeling. Nicely landscaped with many palms and fruit trees. On a clear day, you can see Puerto Rico and Vieques!

*Listing courtesy of Diane Burns*



## 15 Southgate Courtyard Villas

MLS 19-937 **\$155,000**

Beautiful well-maintained East End 1BR, 1 BA condo. High-end French doors, impact glass and newly replaced plantation shutters. New hot water heater, fridge and stove too! Owner recently installed new faucets as well as shower and toilet. Community pool and lush landscaping. Close to some of the best beaches and restaurants St. Croix has to offer. Full-sized washer and dryer are in bathroom closet!

*Listing courtesy of Pamela Hunt McFadden*

MLS 18-1576 **\$299,000**

## 35 Little Fountain

Dramatic sweeping views to Buck Island, Christiansted and around to the South Shore. Four acres of gently sloped land accessible from upper and lower roads giving you lots of options for how you would chose to build on the land. Quiet privacy at this property yet conveniently located with easy access towards North Shore or mid-island. Owner Financing considered!

*Listing courtesy of Bry Locher*



## 3A Queen Cross Street

MLS 18-1805 **\$649,000**

Completely rented commercial space in downtown Christiansted! Walk into an income-producing property as a landlord. These corner buildings on bustling Company Street in downtown Christiansted provide space for multiple businesses and is conveniently located around other businesses in the heart of Christiansted. It is located minutes to the Seaplane for flights to St. Thomas, the Christiansted Boardwalk, numerous fine dining experiences, charter companies and many other businesses. There are so many possibilities to add to your income in a busy part of town.

*Listing courtesy of Amy Land-de Wilde*

## ST. CROIX REAL ESTATE MARKET WATCH

Closed Sales Comparison :5/31/17-5/31/18 versus 5/31/18-5/31/19

	2017-2018 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE	2018-2019 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE
Home Sales	140	318	\$265,000	236 ↑	287	\$276,000 ↑
Condo Sales	79	227	\$155,000	144 ↑	205	\$182,500 ↑
Land under \$39,999	51	379	\$25,000	70 ↑	305	\$27,250 ↑
Land over \$40,000	38	447	\$87,500	71 ↑	385	\$75,000
Commercial	15	614	\$350,000	15	343	\$600,000 ↑

Information from the St. Croix Multiple Listing Service

\* The average sales price and the average days on market could be skewed greatly by only one sale or because of the small number of annual sales.

The Good News...

**82%  
MORE  
CONDOS  
WERE SOLD**

Through this April, compared to the same period last year.