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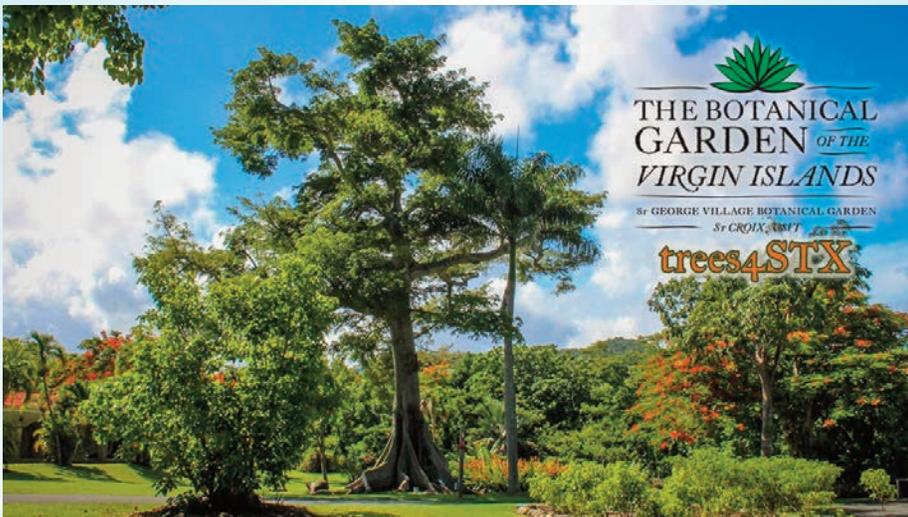
GLOBAL LUXURY

ST. CROIX REAL ESTATE NEWS

OCTOBER 2019

TREES FOR ST. CROIX

Photo courtesy of Trees for St. Croix



An ambitious and worthy project has taken shape on St. Croix, and it's one that benefits us all. The Trees for St. Croix project is currently nurturing seeds from dozens of different types of trees with a goal of distributing 6,000 trees to the public in the next six months.

The project was officially launched last month – appropriately, on Arbor Day – with a tree-planting ceremony at The Botanical Gardens of the Virgin Islands at St. George Village. Individuals can place an order for trees of their choice and the seeds will be planted on demand. By the spring, the young trees will be mature enough to distribute. Anyone can place an order for up to five trees and will receive their trees next year, ready to plant. Best of all, the trees are free of charge!

To meet the anticipated demand, the Trees for St. Croix project is asking for volunteers to become Seed Stewards. Seed Stewards are individuals who collect, save, and share seeds from herbs, edible crops, ceremonial plants, native trees, and shrubs. Trees for St. Croix is also collecting seeds from restaurants and supermarkets.

There are 54 different trees being offered including local trees, palm trees, and fruit trees. Availability is dependent upon the success of the Seed Steward initiative.

The project also hopes to educate the public about the importance of having trees in both our homes and in our neighborhoods. Trees are vital to the air we breathe. They protect our drinking water and contribute to healthy communities. In short, trees improve our quality of life! Imagine how different our landscape will look in five, ten, or twenty years with 6,000 new trees planted.

To place an order for trees or to become a Seed Steward, visit the Botanical Gardens web site at sgvbg.org/trees4STX.

*This newsletter written by Jennifer Burns
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Message from Bry...



Bry Locher

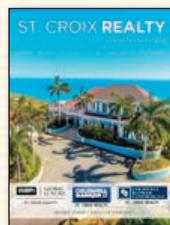
The calendar may say that fall is here but on St. Croix we're enjoying warm breezes. Our beautiful Sandy Point National Wildlife Refuge is open again for us to enjoy on weekends and cruise ship days.

Throughout September we saw a tremendous amount of support to help students and teachers prepare for the school year ahead. The generosity of our island community was visible everywhere, from collection boxes to backpack giveaways to donated classroom supplies.

Ten VI businesses recently graduated from the U.S. Small Business Administration's Emerging Leaders program. The SBA selects businesses to participate that show growth potential and the ability to create jobs. The seven-month program is designed to stimulate and support each business' expansion and ends with business owners creating their own three-year strategic growth plan. Congratulations to all of the graduates!

This month marks the 55th year celebrating the relationship between the Virgin Islands and Puerto Rico. The VI-PR Friendship Committee was formed in 1964, to keep the bond between the islands strong. Equally important, the annual celebration encourages the next generation to understand and appreciate the ties between the islands.

Come and experience the culture and vitality of our island. Coldwell Banker St. Croix Realty offices in Christiansted and Frederiksted are open to welcome you. See you soon!



Bry

Bry Locher, Managing Broker
Coldwell Banker St. Croix Realty

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

GIRL POWER!



Grant encourages girls to get hooked on tennis

Thanks to a grant from the U.S. Tennis Association, there's a new incentive for girls to learn the game of tennis and develop their skills. Three tennis clubs in the territory that are known for their junior programs have been selected to provide free tennis lessons to girls ages 5 through 10.

On St. Croix, The Buccaneer is hosting a free 12-week tennis instruction program. Coach Kevin Motta says that the program is a way to increase female tennis participation in the Virgin Islands. "Boys tend to stick with tennis as they get older simply because they like to play," says Motta. Girls like the competitive aspect of tennis – and that can discourage them from staying with the sport as they get older. "Our long-term goal is to see more girls get hooked on tennis and become high-performance players," Motta says, "staying and playing into their college years." Girls who want to continue playing tennis after the program ends can

participate in The Buccaneer's junior program, which runs year-round.

Coach Motta is an example of someone who was bitten by the tennis bug at a young age. He has been playing tennis since he was seven years old. As a born and raised Virgin Islander, he says it's a "dream come true" that he gets to practice his passion on his home of St. Croix.

Parents can sign their daughters up at any time during the session, which is held after school on Tuesdays and Thursdays through December 12. Space is limited to 20 girls and all equipment is provided including racquets, balls, and a t-shirt. A final team tennis event with awards is scheduled for December 14. The Buccaneer asks that girls wear sneakers and tennis-appropriate clothing (no denim). To register, call The Buccaneer Tennis Shop at 340-712-2143.

INEXPENSIVE WAYS TO INCREASE THE VALUE OF YOUR HOME

By Corinne King

There is often a misconception that in order to get the best return on your home you need to do BIG projects such as redoing the kitchen or bath. We find that working with what you have and pricing right is the key to getting the best return. It just takes some elbow grease and a little creativity! Here are some tips on how to prep your home to sell without breaking the bank.

CLEAN, CLEAN, CLEAN!

Make your home/condo sparkle from floor to ceiling! In addition to sweeping, mopping and wiping everything down, you can...

- Do a full overhaul on the refrigerator – remove old dressings, clean it and organize
- Remove cob webs from corners
- Clean the fan blades or replace if you can't get them to shine
- Scrub the toilets and add a new toilet seat
- Take a magic eraser to your high traffic areas where you tend to use your hands a lot on doors and cabinets

LESS IS MORE! This is one of the first things that should be done when you decide to list your home: start packing up. Pack up

the trinkets, personal items and photographs. Removing your personal items will allow the Buyer to really picture themselves in your home. You can replace with beautiful photos of St. Croix to remind the Buyer why it is such a great place to live.

FRESH PAINT! A coat of fresh paint can really transform a room or an entire home. This is where you really get your best return on investment, especially if you put a little sweat equity into it. The standard rule of thumb is to go with a neutral color. However, living in the Caribbean we have a bit more leeway to go brighter and bolder, within reason. A bright purple room or creamsicle orange exterior may deter a Buyer who is not ready for bright Caribbean colors.

ADD FRESH PLANTS (and remove the dead ones). Plants are not only beautiful while adding a different texture and color to a space, they also add positive energy. Trim off any wilting or dead leaves before a showing.

REMOVE THE RUST. Look at light fixtures, lamps, fans and even the small hooks that you may

overlook – survey every inch of your home/condo and make sure there isn't a spec of rust to be seen.

FRESHIN' UP THE ENTRANCE.

Make a good first impression! Remove the junk, from dead plants and bicycles to trash cans and rusty grills. Pressure wash or grade your driveway, keep your yard freshly cut more than usual while it's listed, add potted plants to the entryway, add driveway rocks if it appears patchy, trim back any pathways and add a cute sitting area with a bench or bistro table set.

RESTAGE AND ADD ACCENTS.

This is the fun part! After decluttering, determine the best use for each room and the features of your home. Position furniture to highlight a sea view or outdoor living space. Add pops of color with throw pillows, blankets and rugs. Place lamps in dark areas and use bright light bulbs turned on for every showing. Enlist the help and professional opinion of your real estate agent – they see a lot of homes so they will have some great ideas for your space!

COASTWEEKS CLEANUP



Professor Marcia Taylor with students Joshua Travis and Tia Hughes.

Like most things in life, it's the little things that matter most. The same is true when it comes to protecting our oceans. Volunteers took to three St. Croix beaches last month to support the Ocean Conservancy's 34th annual International Coastal Cleanup event. This year's theme was "Turn the Tide on Trash – Every Tiny Piece Matters."

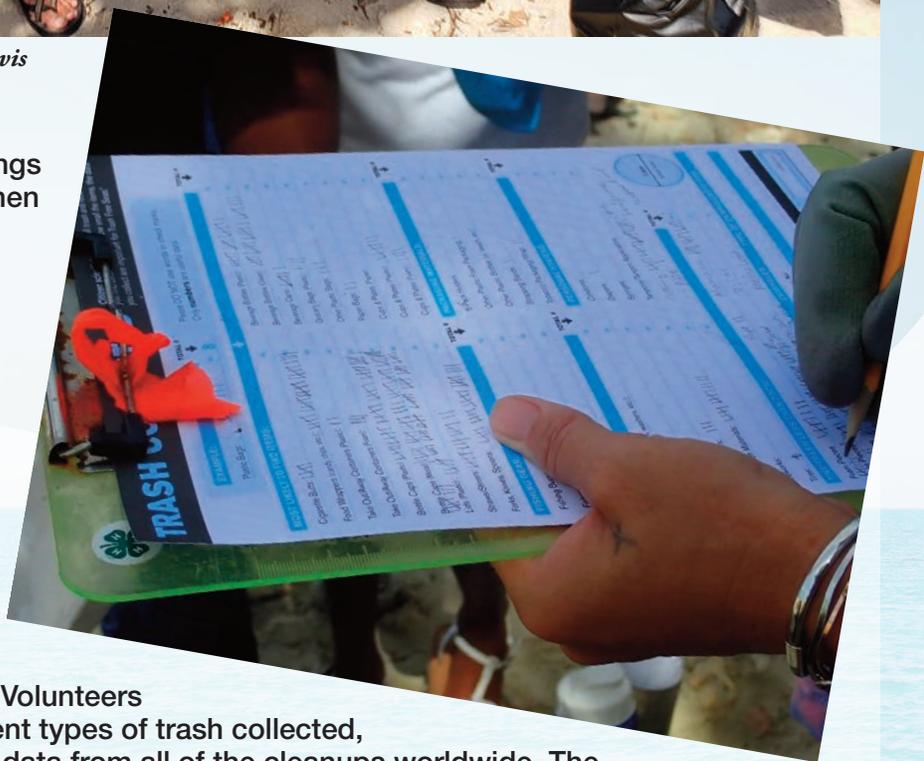
The Virgin Islands Marine Advisory Service (VIMAS), a division within the UVI Center for Marine and Environmental Studies, led the events. St. Thomas held a corresponding cleanup at Brewer's Bay.

The International Coastal Cleanup takes a traditional beach cleanup one step further. Volunteers document the number of pieces and different types of trash collected, then the Ocean Conservancy compiles the data from all of the cleanups worldwide. The numbers are staggering. In 2018, volunteers globally collected over 97 million pieces of trash. The most common items found are cigarette butts, metal and plastic bottle caps, plastic utensils, and food wrappers.

Although these items are small, over time they break down into smaller pieces. These fragments are often mistaken as food and ingested by a range of marine life.

Professor Marcia Taylor along with UVI students Tia Hughes and Joshua Travis scoured Dorsch Beach. Other cleanups were held at Southgate Beach and Altona Lagoon. The Dorsch group found most of the same items that are found worldwide, but this year noted the absence of discarded plastic grocery bags. Our plastic bag ban is working!

Taylor recognized the V.I. Waste Management Authority for providing dumpsters for Coastweeks Cleanup. She added that additional cleanups are scheduled throughout the territory in October. Any group interested in organizing their own cleanup any time of year can contact VIMAS for supplies.



THIS MONTH'S FEATURED PROPERTIES



21 CLAIRMONT

MLS 19-1492 **\$2,950,000**

Once featured on the cover of Architectural Digest, this property offers unobstructed views of the Caribbean sea and St. Croix's rolling verdant hills. This breathtakingly unique property is built around and within a historic sugar mill situated on almost five acres. Five bedroom suites and plenty of indoor and outdoor living areas were perfectly arranged around the 18th century mill, with a gourmet kitchen in the base of the mill and a lookout bedroom suite at the top. The great house hosts a swimming pool surrounded by ample deck space all with incredible views. The property includes a detached guest house. Three of

the bedrooms are housed inside the sugar mill - a rarity on St. Croix! The fifth bedroom can be entered from the exterior with a charming barn door and private sitting area with sea views. *Listing courtesy of Amy Land-de Wilde*

44C QUEEN STREET

MLS 19-1174 **\$439,000**

Charming West Indian style home just 2 blocks from the waterfront in Frederiksted. The main floor is a 2-bedroom, 2-bath home with lower level 1-bedroom apartment. Many improvements including a spacious new kitchen, dining room and den have been added on, windows replaced, A/C added, fresh paint and beautiful wood floors. The open floor plan and the quality kitchen make it a great space for intimate entertaining. The original brick oven remains as a testament to the history of this nicely updated home. City water with a cistern for watering the beautifully landscaped courtyard, and a sky deck for your sea view. R-4 zoning allows for many possibilities.

Listing courtesy of Diane Burns



11 VILLA MADELEINE

MLS 19-903 **\$429,000**

Crystal Blue View! Spectacular south facing 2BR/2BA villa with amazing full sea views! Large sunning and dining deck is quiet and private. Walk to fabulous white sand beaches and a nine-hole golf course. Beautifully decorated, this villa has a lovely private pool with a spacious private gallery for relaxing or entertaining. Gated entrance and on-site management make for a safe, secure and easy lifestyle! Condo fees include full insurance coverage, weekly pool maintenance, newly installed fiber optic cable, phone & Internet service, cistern maintenance, grounds keeping, monthly pest service, trash removal, night security.

Listing courtesy of David Fedeles

106 JUDITH'S FANCY

MLS 19-1496 **\$135,000**

Gorgeous one-acre plus lot with beautiful Caribbean Sea views and soothing sounds of the surf in a well maintained gated community. Judith's Fancy is ideally located just 6 miles to Christiansted, and an easy drive to schools and shopping. Nicely located on a quiet corner, you have over an acre of gently sloping, easily buildable land to build the home of your dreams. Great views to Buck Island, North Shore and beyond. And just an easy short walk down to the beach!

Listing courtesy of Isabel Brady



6 COMPANY STREET MLS 18-1119 **\$1,999,000**

APOTHECARY HALL is an historical site located in the heart of downtown Christiansted at the corner of Company and Queen Cross Streets. This is a prime location with much history and so many possibilities. There is a Danish Museum that is open to the public, along with a number of businesses including two restaurants (Cafe Christine & Luncheria), an attorney's office, hair dresser and more.

Listing courtesy of Julie Rasmussen

ST. CROIX REAL ESTATE MARKET WATCH

CLOSED SALES COMPARISON :9/30/17-9/30/18 VERSUS 9/30/18-9/30/19

	2017-2018 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE	2018-2019 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE
Home Sales	172	299	\$287,500	209 ↑	262	\$260,000
Condo Sales	101	232	\$170,000	134 ↑	185	\$180,000 ↑
Land under \$39,999	49	377	\$25,000	72 ↑	319	\$27,500 ↑
Land over \$40,000	46	475	\$83,250	76 ↑	387	\$79,500
Commercial	14	624	\$523,500	17 ↑	389	\$480,000

The Good News...

22% MORE HOMES SOLD

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.

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