



COLDWELL BANKER
ST. CROIX REALTY

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



GLOBAL
LUXURY

ST. CROIX REAL ESTATE NEWS

OCTOBER 2020

CRUISE CHRISTIANSTED HARBOR WITH



Tropical Tiki Tours

Kick up the fun factor a notch or two on Christiansted Harbor's best party boat! Tropical Tiki Tours is a new and exciting boat cruise experience on St. Croix. Enjoy the cool tropical breeze as you sit back and relax on this unique boat that features an all-around open-air bar with a handcrafted bar top, comfy bar stools, safety railings and its distinctive tiki hut thatched roof. Husband-and-wife team Leslie Thompson and Steve Buchan moved to St. Croix in the beginning of 2017. They launched Tropical Tiki Tours in collaboration with Leslie's brother Matt Thompson. "Matt actually had the idea of having a tiki boat and we put our heads together to create this new, exciting excursion on island," said Leslie. "Our boat cruise is a great way to experience the boardwalk from the waterfront. It's amazing how many people don't get to see the boardwalk from that perspective."

With Tropical Tiki Tours, guests get to take in the town in a relaxed setting and have a fun time doing it. 2020 has been a challenge due to the global pandemic. "We got our license the week of St. Patrick's Day, which was the week the quarantine safety measures went into effect," said Leslie. Despite these challenges, Tropical Tiki Tours continue to provide sunset and harbor cruises three times a day, seven days a week with hopes to offer their boat cruise in Frederiksted in the future. This excursion fits the bill when it comes to practicing social distancing. Each cruise accommodates no more than 6 people and are perfect for group outings and birthday and anniversary celebrations.

All cruises are BYOB (Bring Your Own Bottle) for alcoholic beverages, food or snacks. Each cruise includes a United States Coast Guard certified captain and one crewmember, coolers packed with ice and a Bluetooth radio to play your favorite tunes. Beer, wine, bottles of liquor along with soda and juice mixers will be made available through their concierge service if needed. For more information, visit <https://tropicaltikitours.com/> to book your sunset harbor cruise with Tropical Tiki Tours.

This newsletter written by Anquanette Gaspard
agaspard@cruzanfoodie.com

Message from Bry...



Bry Locher

October marks the beginning of the last quarter of 2020. While this year has been full of unexpected twists and turns, we've really pulled together as a community to support each other and I look forward to the joys that the rest of the year brings us. St. Croix is looking as lush and green as ever due to heavy rains across the region, signaling the start of what some may call our "rainy season." While days lounging on the beach aren't as plentiful, we are grateful that our home cisterns are overflowing with fresh rainwater, and our local farmers are growing some of the best produce they've seen in years.

On September 16, 2020, Coldwell Banker Real Estate announced their newest partnership benefiting St. Jude Children's Research Hospital. In this month's newsletter, I am excited to share more about this charitable promotion program that is making a difference in the lives of children and their families and how you can contribute. I'm also continuing to highlight new and exciting businesses on island that are pushing forward despite the challenges of this year; their strength and tenacity is unmatched.

If homeownership in the Caribbean is still a dream for you and your family, let us turn that dream into reality! We have a number of exceptional St. Croix properties we'd be happy to share with you. As always, safety remains our top priority as we work with you to find your dream home. Give us a call; we'd love to hear from you.

Bry

Bry Locher, Managing Broker
Coldwell Banker St. Croix Realty



EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED



An iconic restaurant location in downtown Christiansted has been revamped with a new name and new style but the same great food, owners and staff! **40 Eats & Drinks**, formerly 40 Strand Eatery, opened in July 2020 with a brand-new menu, style and atmosphere. Owners Todd Manley & Brant Pell already had plans in place to change up the restaurant this spring but then the pandemic hit. All non-essential businesses were forced to close their doors; they decided to use this time to make the changes they planned for. “We wanted to make 40 Eats & Drinks a more casual restaurant,” said Pell, “and have it fit in more effectively with our sister restaurants, Rum and Wine Bar Restaurant, Toast Diner and The Mill Boardwalk Bar & Brick Oven Pizza.” To do this, they transformed the former fine dining restaurant into a more casual bistro with a walk-up counter, lunch counter style seating facing Strand Street and an outdoor seating space. They revamped the menu with a fresh, eclectic style, adding farm-to-table garden salads, smørrebrøds (open-faced sandwiches), savory pies and hearty soups to the lineup. They retained their ever-popular Mac & Cheese Shoppe the previous restaurant was known for.



Guests can build their own mac & cheese dish with add-ons like jalapeños, bacon, spinach, mushrooms, shrimp and lobster. A wide array of specialty cocktails made with local favorites Mutiny Island Vodka and Cruzan Rum are infused with flavors using house made simple syrups like lemongrass and basil. Lastly, the restaurant hours were changed to open weekdays* 11:30am – 7:30pm with a brunch menu on the weekends from 9am – 3pm. Order any of their specialty brunch items like Challah Chambord French Toast, Surf & Turf Eggs Benedict and Pumpkin Chocolate Chip Pancakes along with items from their regular menu. 40 Eats & Drinks has something for everyone with fresh food packed with flavor. *Current hours through October 30th are Wednesdays for Italian Night from 6pm – 9pm and weekends with brunch from 10am – 2pm.



CB SUPPORTS ST. JUDE: HOW COLDWELL BANKER IS GIVING BACK

Coldwell Banker Real Estate is proud to announce our newest partnership benefiting St. Jude Children's Research Hospital, a place kids from all over the country and the world call home while being treated for cancer and other life-threatening diseases. **CB Supports St. Jude** is a charitable promotion program that allows affiliated agents and companies of Coldwell Banker Realty to make an automatic donation for every home sale or purchase they complete.

No one understands the value of home better than the dedicated agents of Coldwell Banker Real Estate. Since 1906, we have been committed to guiding people to the place that holds everything they love and cherish, the place that many long for at the end of the day – home. St. Jude Children's Research Hospital also understands the value of home; they have been providing families of the 8,500 kids treated each year in their facilities a home-away-from-home at a time when they need it most.

The only worry a family should have when their child is in the hospital is helping them live. That's why families never receive a bill from St. Jude for treatment, travel, housing or food. More than 75% of St. Jude budgeting costs come from generous donors and programs such as **CB Supports St. Jude**. This support will continue the organization's laser focused mission: Finding cures. Saving children. ® The **CB Supports St. Jude** charitable promotion will run through September 16, 2021. Homebuyers and sellers can also donate to the program at <https://www.coldwellbanker.com/stjude>.

Coldwell Banker St. Croix Realty is proud to support not only this important initiative but also the Schmidt Community Fund, the philanthropic arm of our franchise owner, Schmidt Family of Companies. Founded in 2019, the Schmidt Community Fund focuses on investing in youth, programs and initiatives in the communities where they live and serve while fulfilling their philosophy that together, we can do more. For more information on this initiative, visit <https://www.schmidtcommunityfund.org/>.



THIS MONTH'S FEATURED PROPERTIES

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200 JUDITH'S FANCY | MLS 20-23 | \$1,099,000

Located in the wonderful gated community of Judith's Fancy is this charming West Indian designed home. The great room opens out to a large covered gallery with unobstructed sea views and is perfect for entertaining. Steps lead down to a large pool with lots of deck space and is quite private. With 3 large bedrooms plus a library and a family room there is ample space for everyone. The spacious kitchen with stainless steel appliances also has a darling window that overlooks the lush courtyard, keeping with the tropical ambiance. Besides a triple filtration system, net metering, and a propane generator, there is a large laundry room off of the kitchen, and a man cave down below.

Listing courtesy of Debby Babb

91 SOUTHGATE FARM | MLS 20-998 | \$450,000

PRICE REDUCED! Spacious three bedroom home with large, flat yard minutes from Christiansted, Green Cay Marina, restaurants and beaches. Six hundred square foot screened room is perfect for entertaining! Open living room, dining room, and kitchen with vaulted ceilings. Solar hot water heater for reduced energy costs.

Listing courtesy of Bry Locher



M-50 QUESTA VERDE | MLS 20-1673 | \$279,000

Surround yourself with the warmth and tranquility that this spectacular 3BD, 2.5BA unit at Questa Verde has to offer! Truly one of the best units in the complex, you are welcomed by an open floorpan and captivated by high end upgrades, including marble tile throughout. The enclosed gallery has a reading nook and office space where you can take in the rolling verdant hills and historic ruins of a sugar mill. The kitchen features solid oak cabinetry, granite counters, gas stove, and an island complete with breakfast bar. There is a formal dining area with granite bar and additional storage. AC unit in every room, including the kitchen!

Listing courtesy of David Fedeles



3A NORTHSIDE | MLS 18-884 | \$199,000

PRICE REDUCED! Beautiful oceanfront property with ruins on this 0.54 acre site ready to be developed to your specifications.

Listing courtesy of Diane Burns



56 & 56A KING ST | MLS 20-1707 | \$6,500,000

Great opportunity to own one of St. Croix's finest investment properties in downtown Christiansted and located within the opportunity zone. Hamilton House is a grade A commercial building with a solid rental history. 33,000+ square feet of well laid out office and retail spaces over four floors with numerous options for dividing the spaces to maximize their full rental potential. Hurricane resistant windows and a new roof was installed in 2017. A newly installed elevator system provides access to all floors in the building and should the power go out, the property has two fully automatic Onan generators (350K and 100K). Currently operating at 8% Cap rate with 11.5% at full occupancy! Owner financing available 50% down over 5 years.

Listing courtesy of Sanni Craft



ST. CROIX REAL ESTATE MARKET WATCH

CLOSED SALES COMPARISON: 9/30/18-9/30/19 VERSUS 9/30/19-9/30/20

	2018-2019 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE	2019-2020 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE
Home Sales	211	260	\$260,000	166	240	\$349,450 ↑
Condo Sales	135	185	\$180,000	81	201	\$226,000 ↑
Land under \$39,999	74	311	\$27,750	70	372	\$28,950 ↑
Land over \$40,000	77	384	\$79,000	62	308	\$69,000
Commercial	17	389	\$480,000	8	457	\$250,000

The Good News...
HOMES SOLD FOR 34% MORE

Through September 2020, compared to the same period last year.

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.

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