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# ST. CROIX REAL ESTATE NEWS

OCTOBER 2021



**C**rucian-born Shanya Williams always had a passion for fashion. Her worldly travels deepened her love for this form of self-expression in a way she never expected. After visiting places like Thailand, Australia, Costa Rica and Caribbean islands like St. Lucia and Jamaica, Williams was “intrigued by the different cultures and how they represent fashion.” Enter Kasavah – a bohemian lifestyle boutique with a modern twist. This intimate space nestled in the historic Caravelle Arcade in downtown Christiansted features earth-friendly, eco-friendly apparel and accessories for women and children. Kasavah’s style offers modern hipster vibes with an edgy twist. “My goal for Kasavah was to make it appealing to a wide range of people,” said Williams, “and introduce a style that was different from the norm found on St. Croix.”

Williams knew having a business on St. Croix was going to be a challenge. That’s why she didn’t hesitate to open the boutique during the throes of a global pandemic. “This was a personal goal for me to open during the pandemic,” said Williams. “If we can get through this and be successful, we can literally do anything.” Opened on November 27<sup>th</sup>, 2020, Kasavah was welcomed with open arms by locals and visitors to the island with an unwavering support that surprised Williams. It became clear that many craved this free-spirited, hipster apparel and there was truly something for everyone.

Shopping at Kasavah is more than a shopping experience but a lifestyle! When you enter the boutique, you will quickly discover that every garment and accessory is a statement piece. The featured brands in Kasavah originate from countries and continents that many on St. Croix wouldn’t normally gravitate towards. Additionally, the clothing for most of the brands are rooted in sustainability and made with organic materials.

Kasavah is open Tuesday through Saturday from 11am to 5pm. For more information and to shop online, visit their website at [www.Kasavah.com](http://www.Kasavah.com). Follow them on Instagram and Facebook for the latest updates on what’s happening in and around the boutique

*This newsletter written by Anquanette Gaspard  
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*Bry Locher*

## Message from Bry...

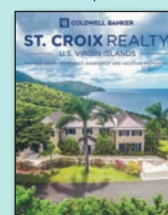
**A**s we enter the last quarter of 2021, I can’t help but reflect on how much our lives have changed in the past 19 months. Despite the ups and downs endured, I am proud to be part of this St. Croix community that continues to support one another during these challenging times. The 2021 Atlantic Hurricane Season is coming to an end soon and we remain hopeful that this year will leave our beautiful island home unscathed from any potential storms.

This month, I am sharing three businesses on St. Croix that have risen to the occasion when the going got tough and persevered regardless of the challenges they faced. Providing an escape for our community as well as visitors to the island is what these businesses have in common, and we are lucky to have such a vibrant, entrepreneurial spirit throughout St. Croix. We hope you enjoy learning about these businesses as much as I enjoyed sharing them!

Are you considering home-ownership in the Caribbean? If this is a dream for you and your family, let us turn that dream into reality! We have several 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 today; we’d love to hear from you.

*Bry*

Bry Locher, Managing Broker  
Coldwell Banker St. Croix Realty





Learn how to dance like a pro at St. Croix Ballroom & Latin Dance Studio! Owners Garincha and Jennifer Hilaire have over 20 years of knowledge and experience in the art of dancing and brought their expertise to St. Croix. After honeymooning in St. John, the couple fell in love with the idea of island living. They decided a larger island was more their speed and chose St. Croix as their home, moving to the island in October 2020.

Garincha & Jennifer tried to find a social ballroom and dance spaces on the island and realized there weren't any. From there, St. Croix Ballroom & Latin Dance Studio was born offering various types of dance styles under one roof – salsa, swing, tango and ballroom. Originally, the couple planned on creating a dance club. "We wanted to create a space where groups of people could come together and dance," said Garincha. However, the COVID-19 pandemic made that option impossible; instead, they opened their dance studio in June 2021.

Three types of lessons are offered – private, group and practice – with each one offering different benefits for the student. **Private lessons** are one-on-one coaching and is the most efficient way to learn how to dance. Students can practice any style of dance they want; questions are answered right away and lessons take place at the convenience of the student. A manual is provided to track progress, learning and development. **Group lessons** are always fun and energetic. With these lessons, students can use it as repetition and to fine tune what they've learned in one-on-one lessons. "Our group lessons are great because of the people who attend." There is no need to be

shy as the groups are non-competitive where everyone supports one another. **Practice sessions** round out the offerings with a real-life setting featuring disco lights. Here, students get to apply the material they've learned and are supervised throughout the session. According to Garincha, it is ideal to have all three forms to be a well-rounded dancer. However, you can mix and match lessons as you choose.

As a beginner specialist studio, anyone who feels they have two left feet should come and see their teaching method. "We can make anyone a believer that they can be a great dancer." The first lesson,

which is a private lesson, is free. This ensures that each person enjoys their time with St. Croix Ballroom & Latin Dance Studio before making a decision to join. At that time, the pricing, packages and other offerings will be discussed and decided on.

For more information, visit their Facebook page [here](#) or visit their listing on GoToStCroix.com at <https://www.gotostcroix.com/theatre-dance/st-croix-ballroom-and-latin-dance-studio/>.



*Ready,  
Set,  
Dance!*



# MOVE YOUR BODY

*With Purpose*

## AT STUDIO 360

**S**tudio 360 is your one stop shop for wellness on St. Croix. This state-of-the-art chiropractic wellness and movement center combines chiropractic wellness care with a functional fitness center. Together, these pieces create an environment that supports the goal of helping the body heal itself. Designed with holistic wellness in mind, Studio 360 owners Amanda & Kendall Holmes opened the center in late 2017 after the devastating hurricanes Irma and Maria. “Right after we unloaded the equipment into the space, Irma came with little to no damage and Maria soon after,” said Amanda. Unfortunately, hurricane Maria’s 175-mph winds caused catastrophic damage to the island. Although everything was still in plastic, their plans on opening were delayed due to the storm.

Despite the delay, Amanda and Kendall were determined to open Studio 360. With no power for 4 months, they provided personal training sessions at their home and did wellness visits at the studio in the heat. Amanda stated how badly people wanted care after dealing with the stress of the storms. “This is why we train – to stay healthy.” In doing so, the couple was able to help many and be resilient during the tough times post hurricanes. Creating a healthy community is the purpose and mission at Studio 360 because “a happy community equals healthy people.”

Studio 360 stands out from other fitness centers with their focus on functional movement, which is a new area of exercise, and wellness. The studio strives to help patients achieve an optimal level of wellness where they’re not coming in because of an issue but maintaining overall health before an issue occurs. In addition to the chiropractic wellness session and fitness classes, Studio 360 offers acupuncture, massage therapy, diet and nutrition consultation and reiki, a relaxation, stress reduction and holistic energy

*“...a happy community equals healthy people.”*

healing practice that helps manage health and well-being. Their specialty equipment is also one of their standout features, most specifically the K-Mill 360 which was created and designed by Kendall. This multi-directional treadmill allows for movement in all 360 degrees where one can burn up to 52% more calories than walking alone. Using this one-of-a-kind piece of equipment allows muscle utilization in all the ranges they were designed to move, creating a balance physique, stimulated nervous system and improved posture.

Studio 360 is located at Five Corners in Estate La Grande Princess in the old National Guard Building. For more information about Studio 360, visit their website at [www.studio360vi.com](http://www.studio360vi.com) or give them a call at (340) 514-8376.





# THIS MONTH'S FEATURED PROPERTIES



## 110 ANNA'S HOPE | \$3,200,000

**Pure Caribbean Luxury.** This elegant knolltop estate with sweeping views in the preeminent gated community on St. Croix sits on 1.59 acres. The long driveway lined with manicured hedges gently guides you to the top of one of the highest points in Buccaneer Bay Estates. An elegant koi pond leads you to the expansive pool deck, perfect for entertaining. The primary bedroom suite enjoys privacy in a separate wing of the home adjoining the substantial library. The sophisticated kitchen and living room both open up onto a spacious covered gallery overlooking The Buccaneer Resort Golf Course and Christiansted Harbor. Three upstairs bedrooms and the lower level 1BD apartment enjoy stunning views. *Listing courtesy of Bry Locher*

## 2A PROSPECT HILL | MLS 21-529 | \$1,680,000

**Price Reduced.** Modern villa feeling in a lush, well appointed compound with impeccable old world landscaping. Designer details in this renovated home take full advantage of the gorgeous West facing sea views and large 3.8-acre lot immediately across the road from the water. Brand new pool overlooks the sea. Home has two master suites, a third guest bedroom, large sun room, and an art studio or office. Relax on the elevated deck nestled in a huge tree, dine alfresco to the soothing sounds of the fountain, cut fresh orchids for your table, or wander through your own fruit orchard. Includes solar power & backup generator. *Listing courtesy of Diane Burns*



## 701-B SAMAN | MLS 21-1453 | \$315,000

You will fall in love with this totally remodeled 2BD, 2BA first floor unit. Immaculate and so much attention to detail. Perfectly situated to catch the Caribbean breezes and just steps away from the complex pool. The kitchen has beautiful granite countertops, new under cabinet lighting and all new appliances. Bathrooms have been totally remodeled with new electrical and plumbing, granite countertops and porcelain tile showers. *Listing courtesy of Lorine Williams*



## 86 SOUTH GRAPETREE | MLS 21-1480 | \$149,000

**Great large lot!** Wonderful 1.43-acre building site with beautiful Caribbean Sea view! This moderate sloping and large triangular shaped lot is located with two easy access roads - (paved) South Shore Road, and (dirt) Hibiscus Road. Located just minutes from beautiful sandy beaches, a few restaurants, and plenty of nature adventures. New construction in the area enhances the future value. Come and fall in love with the serenity of South Grapetree! *Listing courtesy of Chris Powers*



## 11 WOOD COTTAGE | MLS 21-541 | \$249,000

Gorgeous waterfront lot in exclusive growing neighborhood of unique upscale custom homes. Excellent building site on 0.64 acres off a paved road. *Listing courtesy of Jill Cherubin*



## ST. CROIX REAL ESTATE MARKET WATCH

### CLOSED SALES COMPARISON: 9/30/19-9/30/20 VERSUS 9/30/20-9/30/21

	2019-2020 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE	2020-2021 SOLD	AVERAGE DAYS ON MARKET	MEDIAN SOLD PRICE
Home Sales	167	238	\$349,000	220 ↑	296	\$488,000 ↑
Condo Sales	83	178	\$226,000	136 ↑	217	\$260,000 ↑
Land under \$39,999	73	359	\$29,000	62	423	\$29,000
Land over \$40,000	64	314	\$69,000	128 ↑	385	\$70,000 ↑
Commercial	10	534	\$287,500	18 ↑	356	\$525,000 ↑

The Good News...  
**HOMES SOLD FOR 40% MORE**

Through September, 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.

RESIDENTIAL

LUXURY

CONDO

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