FROM THE DESK OF

Bry Locher

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Coldwell Banker St. Croix Realty

ST. CROIX REAL ESTATE NEWS

WARM GREETINGS FROM SUNNY ST. CROIX!

Labor Day festivities are behind us, and it is officially the end of summer. On St. Croix, we focus more on weather patterns and less on calendar dates to signify the start and end of seasons. September is typically the height of the hurricane season here and eyes and ears are alert to all weather reports and updates. The end of week 3 is when we release a collective sigh of relief because it usually means the possibility of a hurricane is behind us. We continue to experience record highs in temperature on island with occasional showers to temper the sweltering heat. Thankfully, our hills and mountaintops are still lush and green, and the cool waters of our unspoiled beaches welcome beachgoers with open arms.

This month, I'm excited about the newest airline in the territory offering additional flights between St. Croix and St. Thomas, and boy, was it needed! You'll also learn about a distinctive boutique art gallery on island geared towards helping children uncover their unique selves. Finally, I'll share a locally owned business quenching the thirsts of many in the territory and back in the mainland United States with their refreshing beverages.

If you're visiting us soon, you will likely begin considering homeownership in the Caribbean. Our Coldwell Banker St. Croix Realty team is ready to help you! We have several properties we'd be happy to share with you ranging from single and multi-family homes and condos to commercial buildings and land. Give us a call, anytime, we look forward to hearing from you.

Flights Between St. Croix and St. Thomas

Hip, hip, *horray!* The newest airline in the territory has landed, offering convenient flights between St. Croix and St. Thomas with a touch of luxury and comfort. Fly The Whale (FTW) made its debut in the territory in April 2023 for the people of the Virgin Islands to provide consistent, dependable travel at an affordable rate between St. Croix and St. Thomas. Fly The Whale President Omer EvSelcuk recognized the decline of the ability to travel back and forth between islands at a budget-friendly cost and the limited schedule availability. Living in the USVI for thirteen years, his frequent commute throughout the territory became more challenging over the last few years. He had the idea that it was time to be an aid to the situation by improving the ability to travel FREQUENT, FAST, and FRIENDLY which would allow passengers to see family and conduct business while stimulating visitor stays on all three islands.

Fly The Whale was founded in 2006 by Andrew Clark as a private charter business in the Northeast region of the United States. Their main mission is "Life is too short for traffic." By creating a charter service, it was an easy way for New York City commuters to go back and forth from the city to outside locations for the weekend, work commute, or vacation excursions. FTW expanded its private charter business to Florida and The Bahamas in the winter and offers on-demand aircraft charter services in the Northeast, Florida, and The Bahamas. Currently, nine daily flights are scheduled between St. Croix and St. Thomas for workdays, and eight flights are available on each weekend day. Once the St. Croix and St. Thomas routes are sustainable, growth is planned to include additional destinations that Virgin Islanders would like to travel to.

Supplying safe, comfortable travel to all passengers that Fly The Whale is of the highest priority to the company. They operate at the highest of safety standards, with extensive crew training requirements including annual training specific to Cessna Seaplanes, two pilot-operated flights, a premier Caravan maintenance facility, and dedicated COVID-19 procedures for the health and safety of passengers and crew.

To learn more about Fly The Whale and their flight schedule, visit their website www.flythewhale.com.

SOAR THE FRIENDLY SKIES WITH FLY THE WHALE

TAP INTO YOUR TRUE SELF

at Unique by Maria Banwaree Art Studio & Boutique

Art studio & boutique meets after school program that strives to help the children of the St. Croix community discover how unique they truly are! Unique by Maria Banwaree Art Studio & Boutique was founded in October 2019 with a primary goal to provide children with the help and encouragement needed to learn about who they are. Owner Maria Banwaree used to work with the children at her church in various capacities like art and reading and wanted to reach children beyond the holy sanctuary.

The first phase of the business was to build out the artist studio. In doing so, Banwaree helped students focus on mental health through the arts. "When you embrace who you are, that you are a unique and particular creation, everything works better in life," said Banwaree. A secondary need became apparent through this first phase — the homework and task room. According to Banwaree, students would often need assistance with their homework when they participated in the artist studio. "Creating this room helped to fill the gap for a short-needed service, and it all went hand in hand." The six-week summer camp is full of fun and learning where children can develop their artistic skies in the following areas: arts and crafts, painting, jewelry, beading, reading and writing, Spanish classes, agriculture, and much more. "At the end of the six weeks, the kids are completely transformed with more confidence and stronger belief that they are capable of accomplishing whatever they put their minds to."

The global pandemic resulted in a shift in the business from school-based classes and everyone sheltering in place, Banwaree started to offer selling name-brand items like Michael Kors, Guess, Calvin Klein, and Coach. The boutique offers an array of items including handbags, luggage, jewelry, women's clothing, sweatsuits, candles, and books in English and Spanish. The boutique's inviting atmosphere and top-notch customer service allow for a pleasant shopping experience for anyone who walks through its doors. Banwaree is quick to point out that the business is a complement to what artists, with the studio being the true core of the business.

Be sure to check out the various events hosted at the studio. Embroidery and crystal candle-making classes are a few of the options available regularly, along with paint and sip classes and kid's art classes. The studio's first women's retreat, *I Am A Woman*, was held on September 16, 2023. In collaboration with 506 Scents & Co., the retreat was geared towards helping women overcome their daily struggles, insecurities, and challenges by focusing on their mental and emotional well-being.

Unique by Maria Banwaree is located at 9 Company Street in downtown Christiansted and is open Monday through Friday from 10am to 6pm and Saturday from 10am to 7pm. Find out about their specialty classes and programs on their Facebook page at www.facebook.com/uniquebyMB or by calling 340.473.1104.

QUENCH YOUR THIRST WITH LOCAL SIPS

from Just Drinks VI

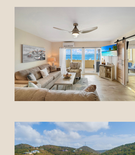
Enjoy unique and delicious cocktails and juices made locally with love! Just Drinks VI, LLC is the brainchild of husband-and-wife team, Kenny and Verna Walcott. Both born and raised on St. Croix, the pair transformed what started as a fun hobby of making drinks for family and friends into a thriving small business five years in the making. "We would make drinks for family gatherings and events, and they were always a big hit," said Verna. This is how Just Drinks VI was born.

Since 2018, Kenny and Verna have manufactured convenient made-to-order bottled cocktails and juices, offering pick-up and delivery options. According to them, Just Drinks VI is the perfect beverage choice for their "amazingly refreshing pouches and mini bottles to 1-liter and gallon-sized bottle options, their diverse range of alcoholic and non-alcoholic beverages ensures there is something for everyone to enjoy. Traditional cocktails like rum punch and painkillers are familiar favorites, while their exciting new flavors like mango lemonade add a flavorful local twist to a classic drink. "This past mango season saw an abundance of the beloved fruit," recalled Kenny, "and the mango lemonade was a natural spin-off from our popular strawberry and watermelon lemonade flavors." Just Drinks VI caters to a wide range of tastes and preferences and offers various sweetener options for their juices. They shared that this option allows customers to choose the level of sweetness that suits their taste or dietary needs.

Just Drinks VI is committed to creating enhanced experiences for every customer. It's why their customized flavors are such a hit at events. Using premium liquors and local juices made with fresh ingredients undoubtedly leaves a lasting impression on guests, resulting in a memorable event. Not only do they customize flavors, but they also work closely with clients to ensure the look and feel of the product aligns with the theme or branding of each event. They also provide professional bartending services to support client events, making them a one-stop shop for all your event servicing needs. Lastly, their recently launched merchandise collection embodies the essence of the brand, offering an assortment of t-shirts, hats, visors, tank tops, and on-fit apparel.

To learn more about Just Drinks VI, find them on Facebook and Instagram at @JustDrinksVI or visit their website at www.justdrinksvi.com. You can also contact them by phone at 340.690.3150 or 340.690.0651 or send an email at contactus@justdrinksvi.com.

THIS MONTH'S FEATURED PROPERTIES

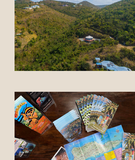


99 & 67 Eliza's Retreat · $1,225,000 · MLS 23-1389

LIVING

Nestled within the exclusive neighborhood of Spyglass Hill, a gated community, lies this impressive 4-bedroom, 3-bathroom villa that is the essence of Caribbean living. A true masterpiece of design, this private villa, with solar, net-metering and battery backup, is perched atop a ridge, with an additional lot, has views stretching from the Caribbean Sea past Christiansted Harbor out to sunsets at Judith's Fancy. The villa has two levels of expansive outdoor living space, including a swimming pool.

Listing courtesy of Amy Land-de Wilde and Kali Diaz



6B & 6BA Carlton · $350,000 · MLS 23-1296

LIVING

Great location on Centerline Road! This beautiful, flat grassy lawn is a full acre, with 175 feet of road frontage on Centerline/Queen Mary Way and a driveway entrance on a side road. The 4-bedroom, 2-bath home sits off the road and is separated by a grassy divide. With its separate entrance, the large living room and front bedroom could be easily closed off for your home occupation. Mature coconut palm and mango trees. Plenty of space and zoning for a second home!

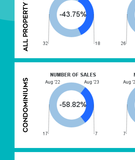
Listing courtesy of Diane Burns

103-D Colony Cove · $434,900 · MLS 23-1392

LIVING

If you've dreamed of a waterfront condo, this is the one! Step outside your private gallery and curl your toes in the delicate white sand! Relax while gazing at your unobstructed view of the blue Caribbean Sea! This unit was completely remodeled after Hurricane Maria — wiring, plumbing, cabinets, countertops, tile floor, appliances, mini-split AC units, doors — including impact glass sliders, etc. Decorated tastefully with attention to details, this condo is everything you could want!

Listing courtesy of Chris and Christie Powers

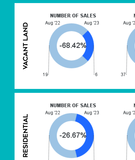


59 & 60 Grange Stock · $140,000 · MLS 23-1371

LAND

Privacy and refreshing breezes await you at the end of a quiet cul-de-sac. Plots 59 and 60 Grange Stock total 4.49 acres, allowing you plenty of space to construct your island dream home. Only minutes from the beach, and just a short drive to Sunny Isle or Christiansted. Located down Mahogany Road, these plots can be purchased together totaling the 4.49 acres or separately. Look to the MLS numbers for individual information about the separate plots.

Listing courtesy of Bry Locher and Brooke Cook



St. Croix Explorer · $100,000 · MLS 23-1374

LAND

St. Croix Explorer LLC, a successful business in its 25th year on St. Croix, which designs, produces, and distributes the St. Croix Explorer Map, as well as rack cards promoting other tourist related businesses, is for sale! Great reputation with loyal advertisers and distribution sites including the airport, hotels, villas, and other locations. If you're looking for an opportunity to grow a great business with your marketing, design, and photography skills while promoting our island paradise, this is it!

Listing courtesy of Diane Burns

ST. CROIX REAL ESTATE MARKET WATCH

ALL PROPERTY TYPES

-20.73% Median Sales Price
-27.21% Average Sales Price
-1.23% Median List Price
-27.43% Average List Price

CONDOMINIUMS

-41.45% Median Sales Price
-29.56% Average Sales Price
-43.09% Median List Price
-30.09% Average List Price

VACANT LAND

47.69% Median Sales Price
24.36% Average Sales Price
41.33% Median List Price
33.85% Average List Price

RESIDENTIAL

-15.52% Median Sales Price
-35.06% Average Sales Price
-15.23% Median List Price
-20.30% Average List Price

Comparison to the same period last year. Information from various sources, such as county records and the Multiple Listing Service, and it may include approximations. Although all the information is believed to be accurate, it is not guaranteed, and you should not rely on it without personal verification.

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