



# HOLIDAY HOMES

## St John

EDITION 36

2020



This year marks Holiday Homes' 60th Anniversary—a milestone we are very proud and honored to be a part of. We would like to thank you...Our clients. Our customers. Our team. Our St. John community. You got us here and with your support we have been a leader in the St. John real estate market for 60 years!

Holiday Homes was founded in 1960 by Sis Frank as a community brokerage offering vacation rental dreams to visitors. The company developed over time through the many twists and turns that the real estate business can bring. Past Brokers Peter Griffith, Miles Stair and Christie O'Neil were leaders over our 60-year legacy in the brokerage community that held quality customer service, team spirit and the community in high regard. In the last few years we have modernized our brand, always pushing the envelope with marketing trends and we have evolved to be the brokerage with global reach while always honoring our deep local roots.

*Abigail Schnell O'Connell*

Managing Broker

## REAL ESTATE MARKET UPDATE

In 2019 we continued to see positive momentum in sales. The year ended with 54 residential units closed including 10 condos; presenting a residential sales volume of just over \$60 million. Holiday Homes closed out a record-breaking residential sale in Estate Contant for \$3,750,000. Despite the high number of residential sales in 2019, the new year offers the strongest inventory we have ever seen signaling a trend from last year's sellers' market to this year's buyers' market. Great timing for the 2020 peak season buyers who can preview a wide array of options in their price point, and benefit from interest rates now at their lowest in recent times.

Condos were in demand in 2019 with 10 sales at an average sales price in excess of \$760,000. The Hill's is filling a niche in the residential market providing a townhouse option with spacious floor plans, crisp finishes, and even a few units that offer private pools. With a limited number of units offered for sale at year's end it appears that demand for these turn-key, worry free ownership options is increasing.

Construction is also booming on island with a little bit of everything from brand new residences, remodels of existing homes to storm rebuilds. It can be more cost effective for a buyer to purchase an older existing home and tailor it to suit, than it is to purchase land and custom build. Even so, land sales have shown improvement again in 2019. The highest sale was a development parcel on Lovango Cay just off the north shore of St. John.

Our energetic and experienced team knows this market and is ready to assist you with all of your real estate needs. We love what we do and it shows! Cheers to 60!



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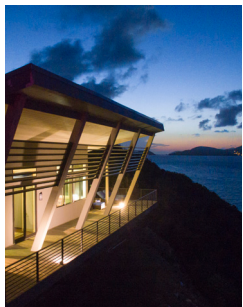
Located at the Marketplace

*St. John's Oldest  
Real Estate Firm.  
EST. 1960*

*Leading* REAL ESTATE  
COMPANIES  
OF THE WORLD®

**LP** LUXURY  
PORTFOLIO  
INTERNATIONAL

RESIDENTIAL SALES IN 2019				
Address	Beds	Baths	List Price	Sold Price
Annaberg 4-U-1	2	1	\$950,000	\$610,000
Carolina 1-30A	2	3	\$499,000	\$450,000
Carolina 10-10-6	4	3	\$515,000	\$450,000
Carolina 10-25J	3	3	\$1,399,000	\$1,065,000
Carolina 10-26-5	1	1	\$385,000	\$350,000
Carolina 10-27-11	1	1	\$327,500	\$252,000
Carolina 10-30-C-3R	2	2	\$695,000	\$647,500
Carolina 10-30C-1A	4	4	\$1,465,000	\$1,270,000
Carolina 6-3-114	2	3	\$999,000	\$950,000
Carolina 6-3-35&36	3	3	\$1,350,000	\$1,350,000
Carolina 6-3-51	1	1	\$495,000	\$460,000
Carolina 6-3-56	4	4	\$299,900	\$280,000
Carolina 7Ba-1	1	1	\$649,000	\$600,000
Carolina 7CC	3	3.5	\$1,425,000	\$1,250,000
Catherineberg 3-16	4	4.5	\$4,875,000	\$4,500,000
Catherineberg 3-2	3	2.5	\$2,199,900	\$1,800,000
Chocolate Hole 300-9	3	3	\$700,000	\$575,000
Chocolate Hole 123	4	4.5	\$1,550,000	\$1,300,000
Chocolate Hole 219	2	2	\$1,295,000	\$1,150,000
Chocolate Hole 26	3	2.5	\$1,650,000	\$1,600,000
Chocolate Hole 300-67	3	3	\$995,000	\$800,000
Chocolate Hole 400A,401	6	5	\$990,000	\$910,000
Chocolate Hole 403	3	3	\$1,199,000	\$950,000
Chocolate Hole 43	5	5	\$725,000	\$700,000
Chocolate Hole 440	5	4	\$1,195,000	\$1,087,500
Chocolate Hole 474	2	2.5	\$1,150,000	\$999,000
Chocolate Hole 97	4	5.5	\$3,330,000	\$2,500,000
Contant/Enighed 242	2	1	\$625,000	\$593,000
Contant 6-5	6	6.5	\$3,999,999	\$3,750,000
Emmaus 8-4	1	1	\$650,000	\$550,000
Enighed 10-17	0	0	\$375,000	\$325,000
Enighed 8B	2	2	\$350,000	\$340,000
Fish Bay 106	4	3	\$595,000	\$500,000
Fish Bay 159	1	1	\$525,000	\$410,000
Fish Bay 24	3	3	\$825,000	\$750,000
Friis 5G	3	3	\$1,200,000	\$832,000
Glucksberg 10-6B	5	4	\$649,000	\$629,000
Glucksberg 10-9-3	1	1.5	\$350,000	\$340,000
Mandahl 16EF	6	4	\$399,000	\$310,000
Peter Bay 1	3	3.5	\$14,250,000	\$9,000,000
Peter Bay 17-6	3	3.5	\$2,150,000	\$1,750,000
Rendezvous & Ditleff 15A-B-22	3	3.5	\$2,125,000	\$2,000,000
St. Quaco&Zimmerman 3B-8	2	2.5	\$799,000	\$739,500
St. Quaco&Zimmerman 6B-21	5	4	\$899,000	\$720,000
<b>44 HOME SALES</b>				<b>\$52,394,500</b>
<b>AVERAGE SALES PRICE</b>				<b>\$1,190,784</b>



**ECO HAUTE'**  
\$1,750,000  
MLS ID 19-273



**VILLA LAIR-a'MAR**  
\$1,275,000  
MLS ID 19-400

LAND SALES IN 2019			
Address	Acres	List Price	Sold Price
Calabash Boom 29-BA	.50	\$199,000	\$261,320
Calabash Boom 29-CA	0.50	\$275,000	\$210,000
Carolina 1-10	0.565	\$499,000	\$450,000
Carolina 1-46	0.253	\$45,000	\$37,000
Carolina 1-GB-1	0.24	\$119,000	\$110,000
Carolina 8-4-10	0.50	\$99,000	\$89,000
Carolina 9-10	8.82	\$199,000	\$190,000
Carolina 9-9-6	0.50	\$60,000	\$44,000
Chocolate Hole 300-30	0.56	\$790,000	\$750,000
Chocolate Hole 412	0.70	\$199,000	\$165,000
Chocolate Hole 455	0.66	\$595,000	\$518,480
Chocolate Hole 63A	0.53	\$185,000	\$150,000
Contant 10-I	.38	\$289,000	\$289,000
Contant 15A-15	0.73	\$725,000	\$810,000
Contant 9-3	0.501	\$249,000	\$249,000
Enighed 19	0.50	\$225,000	\$221,500
Fish Bay 17	0.52	\$295,000	\$225,000
Fish Bay 81	.62	\$69,000	\$65,000
Fish Bay I	0.54	\$199,000	\$150,000
Glucksberg 11-D Rem	0.23	\$49,900	\$30,000
Glucksberg 4	0.53	\$65,000	\$60,000
Glucksberg 9-12A	0.258	\$49,995	\$40,000
John's Folly 14-1-A-2	0.310	\$150,000	\$150,000
Lovango	5.05	\$3,599,000	\$1,081,556
Lovango 5 Rem.	.50	\$175,000	\$165,000
Mandahl 16A-11A	.274	\$110,000	\$95,000
Pastory 3-5C	0.34	\$175,000	\$162,500
Rendezvous & Ditleff 15A-2-5	0.717	\$425,000	\$345,000
Rendezvous & Ditleff 15A-8-B-19	0.541	\$227,000	\$180,000
Rendezvous & Ditleff 15A-9-1	0.88	\$199,000	\$92,000
Rendezvous & Ditleff 15A-9-11	0.613	\$890,000	\$750,000
Sans Soucci & Guinea Gut 3B-20	0.43	\$299,000	\$282,000
St. Quaco & Zimmerman 3B-12	0.25	\$150,000	\$100,000
St. Quaco & Zimmerman 6A-1-32	0.279	\$225,000	\$175,000
St. Quaco&Zimmerman 6A-1-C-5	0.715	\$110,000	\$90,000
St. Quaco & Zimmerman 6B-42	0.345	\$250,000	\$175,000
<b>36 LAND SALES</b>			<b>\$8,957,356</b>
<b>AVERAGE SALE PRICE</b>			<b>\$248,815</b>

CONDO SALES IN 2019				
Condo	Beds	Baths	List Price	Sold Price
Battery Hill	2	1.00	\$525,000	\$475,000
Gallows Point	1	1.00	\$695,000	\$600,000
Gallows Point	1	1.00	\$849,000	\$790,000
Grande Bay	3	2.00	\$850,000	\$800,000
Mango Terrace	2	2.00	\$749,000	\$712,500
Mango Terrace	4	3.00	\$880,000	\$795,000
The Hills	2	2.50	\$888,000	\$875,000
The Hills	3	3.50	\$1,290,000	\$1,000,000
The Hills	3	3.50	\$1,250,000	\$975,000
Villa Caribe	2	2.00	\$650,000	\$585,000
<b>10 CONDO SALES</b>				<b>\$7,607,500</b>
<b>AVERAGE SALE PRICE</b>				<b>\$760,750</b>



**CARIBBEAN HOME**  
\$875,000  
MLS ID 19-467



**LAS FLORES**  
\$3,250,000  
MLS ID 19-443



**ORCHID VILLA**  
\$1,499,000  
MLS ID 19-335



## 2019 MARKET FACTS

**44** Homes sold.

Highest home sale:  
**\$9,000,000**

**156** Homes currently listed.

**10** Condos sold.

Highest condo sale:  
**\$1,000,000**

**15** Condos currently listed.

**36** Land Parcels sold.

Highest land sale:  
**\$1,081,556**

**251** Land parcels



**WE ARE SOCIAL! FOLLOW US FOR DAILY UPDATES**





**CINNAMON RIDGE**  
\$4,450,000  
MLS ID 19-240



**VILLA DE VIDA**  
\$2,495,000  
MLS ID 18-343



**JASMINE**  
\$1,785,000  
MLS ID 20-12



**TIME OUT**  
\$1,350,000  
MLS ID 19-229



**MONKEY NO CLIMB**  
\$875,000  
MLS ID 19-3

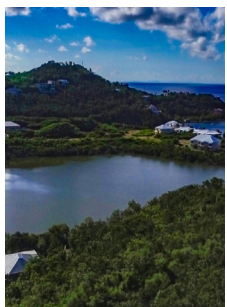
## ISLAND NEWS

St John is looking towards a very busy 2020 after a record breaking holiday season and we are excited to share some island news for the new year! As of January 1st, non-reef safe sunscreens are banned from sale or import to the territory; this is one more great environmental effort to join the plastic bag ban that went into law a few years ago. On the Cruz Bay side of the island, a lot has been happening and we're very happy to now have 1864 The Restaurant in Mongoose Junction which features great lunch, a raw bar, sushi, and of course delicious dinners. Over at Wharfside Village, we're thrilled to tell you that just about everything is open! Island Cork Wine Bar has expanded and re-opened as Kati Lingo, a gorgeous Greek tapas and wine bar. The Beach Bar and Rum Hut are both beautifully renovated and are also now open for cocktails on the beach!

Very soon Shaibu's Gourmet Grab & Go will be opening in the old Rhumblines location in downtown Cruz Bay featuring healthy and Vegan options. Also, down the beach from Wharfside Village, the St. John Yacht Club has a new set up with access to a lot of great sailing fun for the kids and adults and hosted their first event the middle of January. On the Coral Bay side, a new restaurant, The Danforth, opened up with beautiful water views and, Concordia Eco Resort has refurbished 8 rooms and is ready for visitors! Yet one more exciting new venture is the announcement that Zozo's H2O, a new restaurant concept from the former owner of Zozo's (the restaurant which operated out of Caneel Bay Resort,) will be opening to the public at the beginning of February on Lovango Cay! The secondary phase of the project will include a full eco resort on the 40 acres they acquired at the end of 2019!



Cheers to 2020 and all that is to come!!



**63B CHOCOLATE HOLE**  
\$155,000  
MLS ID 19-305



**ISLAND STYLE WEDDINGS**  
\$190,000  
MLS ID 20-26



**5D-A HAULOVER**  
\$825,000  
MLS ID 19-323



**BAY RUM BREEZE**  
\$1,995,000  
MLS ID 19-499



**1-7 HAULOVER**  
\$750,000  
MLS ID 19-318



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