

Holiday Homes of St. John



Miles Stair



Christie O'Neil



Jan Courlas



Sara Lovegreen

St. John's Oldest Real Estate Firm
Celebrating 50 years

"The company that gives back to St. John"

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www.HolidayHomesVI.com



Short Term rental managers and referral agents who are licensed through Holiday Homes: Abigail Schnell O'Connell with Artistic Villas & Villa Rotunda; Diane Jannelle with Caribbean Villas; Mark Shekleton with Seaview Homes; Michele Babcock with St. John Savvy; Richard Matheny with Gallows Point rentals and Suite St. John; Eileen Duffy with Catered To Vacation Homes; David Conro with Cimmaron Property Management; plus Corby Parfitt and Korin Dunford.

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Winter 2010/2011

MARKET UPDATE

The good news is that the real estate market on St. John continues to move. Over twenty houses have sold in the last year and the coming season promises historic low interest rates, plenty of inventory and sellers who are motivated by, in some instances, lengthy times on the market. All the elements are in place for a very active season with opportunities for deals on some great properties before inventory becomes limited and prices rise once again.

What that means is that the skills of a seasoned agent (your Holiday Homes of St. John, Inc., REALTOR® of course) will be even more important in the process. Among the many services that REALTOR®'s provide, is that of advisor in the negotiating process. Years of training and experience can assist a client when an offer is submitted to work towards making a deal "Win/Win" for both Buyer and Seller.

Although election years are notoriously slow for property sales (the unknown always puts a damper on spending) the results of our VI elections this year brought us more good news! Incumbents, Governor John deJongh and Lt. Governor Greg Francis were elected to continue for 4 more years so we should see good progress continuity. In addition, Congresswoman Donna Christian Christensen, and Senator at Large Craig Barsinger (from St. John) were both reelected by a substantial majority so we are expecting more good work from them as well.

While the market will continue to present challenges for all parties this coming year, we expect a renewed stream of St. John's loyal "fans" to be looking for that right combination of property and value that says Now is the Time To Buy!

REAL ESTATE SALES INFO

HOMES SOLD BETWEEN 1/1/10 AND 11/23/10

ADDRESS	Bedrms	Baths	List Price	Sold Price
Annaberg 4-0-1	3	3	\$1,999,000	\$1,999,000
Calabash Boom 29BB	1	1	\$879,000	\$725,000
Carolina 15-4	2	2	\$585,000	\$515,000
Carolina 6-3-115	3	2	\$675,000	\$665,000
Carolina 6-3-85	3	3.5	\$1,395,000	\$1,142,500
Chocolate Hole 432	3	3	\$1,200,000	\$900,000
Chocolate Hole 446	2	2	\$1,299,000	\$1,050,000
Chocolate Hole 175A+300-33A	3	2	\$1,495,000	\$1,225,000
Chocolate Hole 6C	4	4.5	\$2,650,000	\$2,650,000
Contant 238	4	4	\$895,000	\$780,000
Eden 2-6-3A	2	2.5	\$1,150,000	\$1,025,000
Fish Bay 102	3	2	\$495,000	\$420,000
Fish Bay 82	5	6.5	\$2,100,000	\$1,830,000
Glucksberg 4E	3	2	\$595,000	\$555,000
Glucksberg 4B-1+2	3	3	\$1,250,000	\$775,000
Glucksberg 1-5	3	3	\$995,000	\$995,000
Rendezvous & Ditleff 15A-7-6+7	4	5.5	\$3,995,000	\$3,000,000
Sans Soucci & Guinea 3B-47	4	4.5	\$2,250,000	\$2,100,000
St. Quaco & Zimmerman 6A-1-B-3	3	4	\$1,600,000	\$1,350,000
19 Home sales			\$23,701,500	
Average sale price			\$1,247,447	

CONDOS SOLD BETWEEN 1/1/10 AND 11/23/10

CONDO	Bedrms	Baths	List Price	Sold Price
Gallows Point	1	1.5	\$725,000	\$690,000
Grande Bay	2	2	\$635,000	\$570,000

CONDO	Bedrms	Baths	List Price	Sold Price
Palm Terrace Villas	3	3	\$1,299,000	\$932,300
Pastory Condos	2	1.5	\$379,000	\$300,000
Serendip	1	1	\$359,000	\$300,000
Sunset Ridge	1	1	\$254,500	\$200,000
6 Condo Sales			\$2,992,300	
Average sale price			\$498,717	

LAND SOLD BETWEEN 1/1/10 AND 11/23/10

ESTATE	Acres	List Price	Sold Price
Carolina 10-16J	0.48	\$88,000	\$86,000
Carolina 10-25F	0.3471	\$99,000	\$90,000
Carolina 10-16B	0.258	\$132,000	\$95,000
Carolina 10-16H-REM	0.26	\$149,900	\$95,000
Carolina 1-1B&1-1RM	0.347 & 0.323	\$149,900	\$110,000
Carolina 10-10-24	1.075	\$725,000	\$400,000
Chocolate Hole 7	0.78	\$350,000	\$350,000
Chocolate Hole 52	0.416	\$455,000	\$385,000
Chocolate Hole 182	0.50	\$499,000	\$435,000
Emmaus 8-5	0.387	\$169,000	\$136,000
Fish Bay 71-15	0.801	\$110,000	\$110,000
Fish Bay 114	0.56	\$235,000	\$190,000
Haulover 5 GA 1&2	0.35 & 0.44	\$875,000	\$875,000
Rendezvous & Ditleff 15A-1-2	0.649	\$274,900	\$250,000
Rendezvous & Ditleff 15A-8-A-3	0.538	\$399,000	\$288,000
15 Lot sales		\$3,895,000	
Average sale price		\$259,667	

WESTIN VACATION CLUB TIMESHARE RESALES SOLD BETWEEN 1/1/10 AND 11/23/10

UNIT & WEEK	Bedrms	Baths	List Price	Sold Price
3412	46	0	\$4,800	\$4,650
3213	2	0	\$17,500	\$11,250
3315	1	0	\$15,000	\$13,500
3313	4	0	\$15,900	\$14,500
3418	3&4	0	\$20,000	\$20,000
3126	27	1	\$15,000	\$250
3328	27	2	\$2,500	\$2,500
3121	28	2	\$2,500	\$2,500
3428	17	2	\$22,000	\$15,000
3428	8	2	\$25,000	\$19,500
3428	9	2	\$25,000	\$19,500
4311	17	3	\$19,000	\$17,250
4213	3	3	\$25,000	\$30,000
4215	10	3	\$55,000	\$32,500
4215	11	3	\$55,000	\$32,500
4211	25	3	\$55,000	\$47,000
4115	51	3	\$100,000	\$80,000
4210	51	3	\$110,000	\$85,000
4210	52	3	\$110,000	\$85,000
3422	WI1R	1	\$18,000	\$15,000
FLOAT	33-50	3	\$15,000	\$13,500
21 WVC RESALES			\$560,900	
Average sale Price			\$26,710	

This is a recap of real estate activity on St. John taken from the St. John Board of Realtors® MLS and is for informational purposes only.

COMPANY NEWS

As we close our 50th year of doing business on St. John, Holiday Homes continues to be the market leader in real estate sales and services with almost 30% of market share by volume. We are proud to give back to this wonderful island on a personal level and offer the finest services in our professional capacities.

Miles Stair is Chair of the board of Trustees of Giff Hill School, and serves on the VI Hospitals Health Facilities Commission, and the Schneider Regional Medical Center Board of Directors (which includes the Myrah Keating Smith Health Center on St. John).

Christie O'Neil received her CIPS (Certified International Property Specialist) designation this year and continues on her path to "GREEN Certification" while serving as a director on the boards of National Association of Realtors®, VI Territorial Association of Realtors® and the Island Green Builders Association.

Jan Courlas is 2010 & 2011 Vice Chair of the board of Trustees of Giff Hill School.

Sara Lovegreen continues to head up the SJBOR MLS Committee and was elected President Elect of the St. John Board of Realtors for 2011.

Abby Schnell O'Connell is now the Client Development Officer at Merchants Commercial Bank after numerous active years with Holiday Homes of St. John, Inc.

The Holiday Homes team does bi-annual Coast Week clean-ups of Reef Bay and Genti Bay beaches and they look great! This season we also plan to participate in the 1st Annual Relay for Life here on St. John on February 19, 2011. We need 10 teammates. There are many ways to become involved so please let us know if you wish to help us take up the fight against Cancer.



Janet Foote will be retiring at the end of this year, we will miss her greatly, but she will still be with us on St. John so we expect to see lots of her.

Best wishes!

HOLIDAY HOMES IS GOING GREEN

According to Rafe Boulon, the Resource Director of the VI National Park who monitors rainfall at Trunk Bay, 2010 will be a record breaking year for precipitation here. The prior annual record was 75.1" during one year in the late seventies, but Rafe reports we have already had 74.48" year to date (as of Nov. 21). He also commented that average yearly rainfall for the same time period is only 40.31". WOW! No wonder our island is so lush and GREEN!

Holiday Homes of St. John Inc. is also GREENER than ever! We are leading St. John Realtors® into the future by utilizing the latest technologies to reduce the amount of paper we use without reducing our services to you. We have initiated a secure digital file system for transactions records, implemented electronic signature technology (DocuSign™) and are exploring smart phone technology to help distribute more information without distributing more paper. Holiday Homes has also purchased a heavy duty shredder to protect privacy and shred old documents which are then donated to the St. John Animal Care Center where it is recycled into kitty litter. It's a "Win/Win" which is always the result we like to provide our customers and clients!

ST. JOHN RESTAURANT SCENE

Things have been moving and shaking in the restaurant world, many have gone but others have come in their place. Here is the latest update:

These NEWER Restaurants	Have filled these OLD spaces
La Plancha.....	Paradiso (at Mongoose II)
Spyglass.....	The Balcony (2nd level Wharfside Village)
Cactus on the Blue.....	Stone Terrace (below Banana Deck)
Cruz Bay Prime.....	Chloe & Bernard's (Westin Resort upper level)
Fatty Crab.....	Hind's (fka Taj, Olivers, etc.)
Cast Aways.....	The Crazy Cracker (fka Duffy's, once the Back Yard)
Lone Star Taquiera.....	Opening on 2nd level at the Marketplace
Baked in the Sun.....	Now adjacent to Kilroy's Dry Cleaner The
Sam and Jack's Deli.....	old Baked in the Sun location (3rd level at The Marketplace)

Many favorites remain, long standing landmarks such as "The Lime Inn", "The Fish Trap", "Morgan's Mango", "Margarita Phil's", "La Tapa", "Asolare" and "Zo Zo's" are still going strong. On the other side of the island where things move at a slower pace so do the changes so never fear, "Skinny Legs" is still there as are "Shipwreck Landing", "The Donkey Diner", "Island Blues", "Miss Lucy's" with Sunday Jazz brunch, and "Sweet Plantains". In recent years those Coral Bay favorites have been joined by "Aqua Bistro", "Café Concordia" and "The Tourist Trap".

GOOD WORKS ON ST. JOHN

- October 23** **Animal Care Center "No Fleas Please"** Annual Flea Market raised \$ 7,000 for the Animal Care Center (ACC)
- October 23** **"SAVE 2nd Base" Woody's Block Party** raised \$23,800 for Breast Cancer Prevention
- November 1** **"An Evening at Asolare" to benefit the Animal Care Center** raised \$4500
- November 13** **St. John Rotary's "Flavors of St. John"** at the Westin Resort Ballroom raised money to support the Rotary scholarship fund
- November 16** **Giff Hill School Gives Back.** Community service by the students in Cruz Bay
- November 26** **"Evening in the Courtyard" at Mongoose Junction**
- November 26-27** **Coral Bay Yacht Club "Thanksgiving Regatta"** raised money for K.A.T.S. (Kids and the Sea)

Please join us in giving back to our island!

UPCOMING EVENTS 2010-2011

- December**
- 11** All Island Holiday Party at Mongoose Junction – 8:00 pm
- December – April**
- Friends of the Park Seminar Series
- January – April**
- Friends of the Park Cultural Evenings at Cinnamon Bay
- January, 2011**
- 8** Holidays for the Animals, Animal Care Center at "Villa Chocohallic"
- 16** Friends of the National Park, Annual Meeting, Cinnamon Bay
- February**
- 15** Friends of the National Park Gala, "Villa Butterfly Beach", Fish Bay
- 19** Relay for Life Cancer Benefit
- 24-26** Folk Life Festival at the Annaberg Plantation
- 26** 8 Tuff Miles (Cruz Bay to Coral Bay) Road Race
- March**
- 12** Giff Hill School – 25th Annual Auction Dinner - Westin Resort
- 16-20** 8th Annual St. John Blues Festival, Coral Bay Ball Field
- April**
- 29** Friends of the National Park Environmental Earth Day Fair, Beach & Trail Clean-up
- 30** Friends of the National Park Reef Fest, Hawksnest Beach
- May**
- 14** Animal Care Center's "Wagapalooza" – Sprauve School Ballfield
- 29** 7th Annual Beach to Beach Power Swim



THE LOSS OF AN ICON

Our cherished founder, Ruth Frank, better known as "Sis" passed away in her home on St. John in late November. She was 86, and beloved by the entire St. John Community. Sis started **Holiday Homes of St. John** in 1960 as the first home rental company on the island. Along with her late husband, Carl Frank, they expanded into real estate sales, then also created St. John Insurance Company which shared our former office at Mongoose Junction. She also managed St. John's youth steel orchestras, Steel Unlimited and Steel Unlimited II, that traveled throughout the United States and Europe. She later co-founded the St. John School of the Arts and was its executive director from 1980 - 2005. Sis was a St. John icon who will be remembered most fondly by all of us.

If you currently have your property listed with another real estate agency, this newsletter is not intended to solicit your business.

Please feel free to contact us at:

HOLIDAY HOMES OF ST. JOHN

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