

MARKET REPORT
Q4 2020

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METHOD

EACH YEAR SINCE 2017 WE TAKE ON THE TASK TO KEEP YOU INFORMED WITH THIS REPORT

It's an exclusive piece of work that our team has put together. Reviewing the whole St Barth Real Estate Market. We base our analysis on a quarterly inventory.

We highlight:

- Sales between January 1st 2020 & December 31st 2020**
- Prices evolution**
- A 2021 market where the stock is going down**

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FOR SALE COMPARABLES

Do all disasters benefit St Barths?

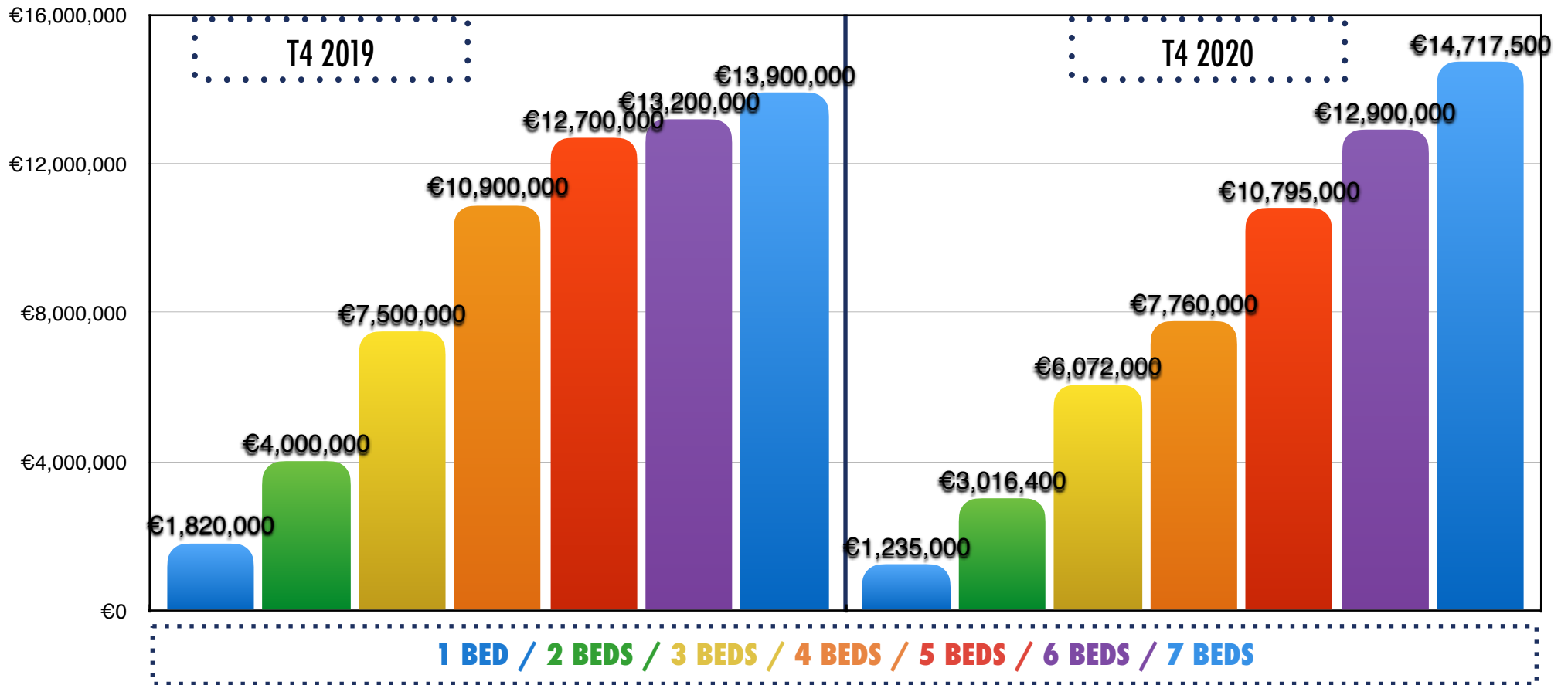
Two months after hurricane IRMA the island was ready to host its first visitors. The global marketing of COVID-19 petrifies all western economies whereas St Barth is doing well.

Are fears of economic collapse redirecting money towards stone ?

Saint-Barthélemy is becoming a safe haven just as gold.

We see a turning point here, with global warming the traditional winter destinations are being left for the Caribbean. The underlying trend of remote work also comes into play.

AVERAGE LISTING PRICE (VILLAS)



Prices presented here are an average between all the homes listed for sale.
Therefore villas with a view or without a view could find themselves below or above these prices.

VILLAS MARKET

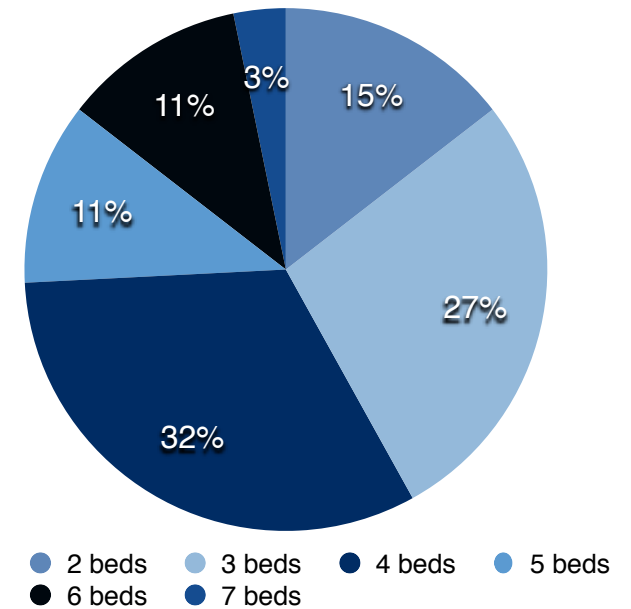
AVAILABLE FOR SALE

<i>Bedrooms</i>	<i>T4 2019</i>	<i>T4 2020</i>
7	3	2
6	5	7
5	7	7
4	18	20
3	20	17
2	16	9

LISTINGS SOLD

<i>Bedrooms</i>	<i>T4 2019</i>	<i>T4 2020</i>
7	0	2
6	0	2
5	1	3
4	0	4
3	4	5
2	2	6

Market share per bedroom



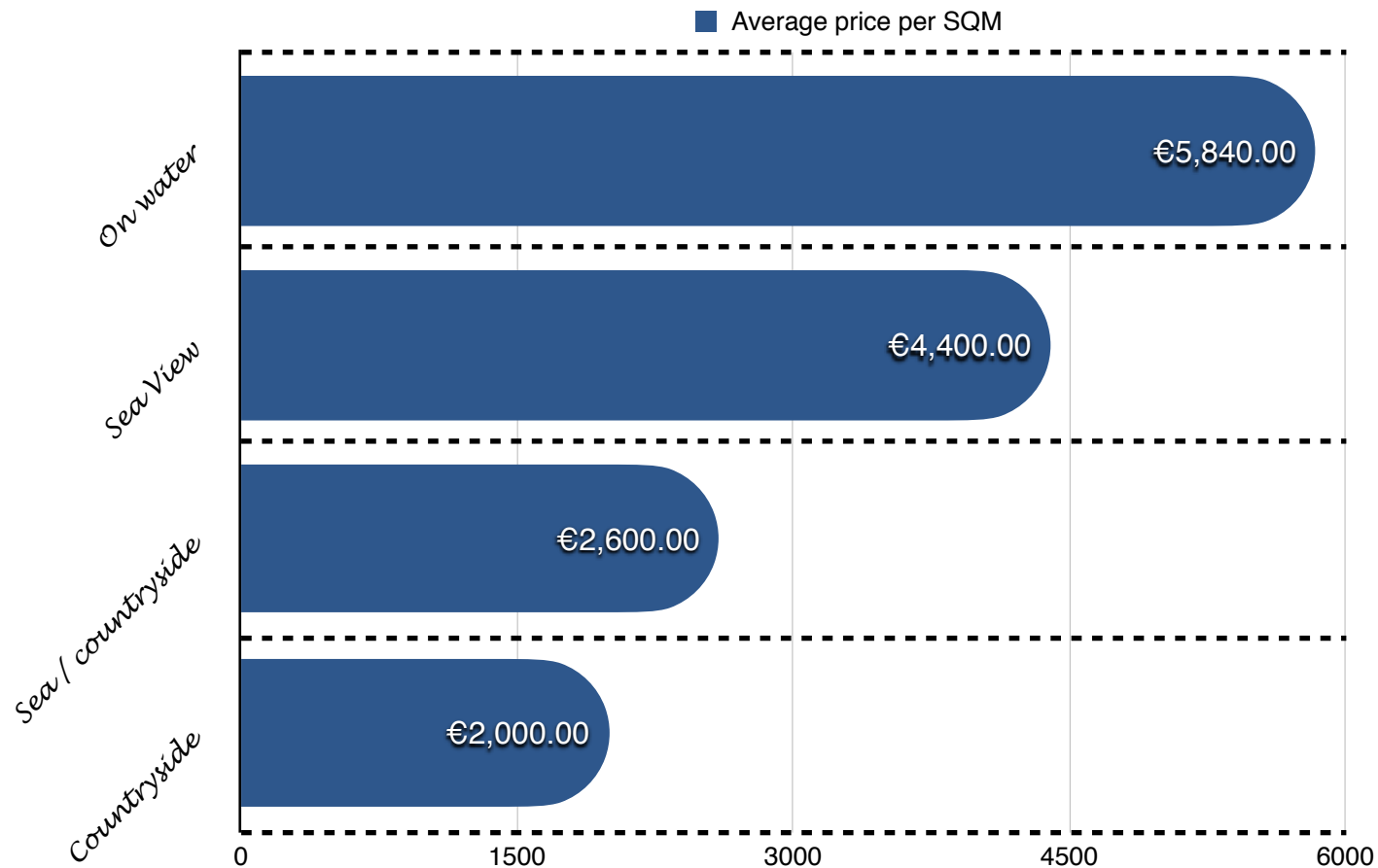
AVERAGE PRICE PER SQM

Listings available for sale		
<i>View</i>	<i>Old</i>	<i>Recent</i>
<i>On water</i>	NA	€41,000
<i>Sea view</i>	€24,000	€33,000
<i>Sea / Countryside</i>	€23,000	€24,000
<i>Gustavia</i>	€33,400	NA

LAND MARKET

Lands available for sale		
	T4 2019	T4 2020
Lands	20	21

Sold		
	T4 2019	T4 2020
Lands	6	7



**We also keep track of prices per neighborhood.
Do not hesitate to reach out to us!**

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CONCLUSION

The average time on market goes from 21 month to 17 in 2020, pressure from buyers will lead to an increase in prices.

The increase to 35% of the capital gain tax is drying up the market on recent villas. In 2018 90% of villas for sale were new, on this 4th quarter of 2020 they only represent 35%.

Owners prefer to wait 8 years and then pay a 20% tax on capital gain.



WHO WE ARE



THESE STUDY RESULTS ARE A SNAPSHOT OF THE RE MARKET ON DECEMBER 31ST 20120. WE BASE OUR ANALYSIS ON A WIDE SELECTION OF WEBSITES AND PARTNERS SPECIALIZED IN ST BARTHS REAL ESTATE

