

MARKET REPORT Q4 2018

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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.

This report highlights:

- Sales between April & December 2018**
- Prices evolution**
- A promising 2019 market**

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HOMES FOR SALE COMPARABLES

A dynamic post hurricane Irma market!

Indeed the number of closed deals has been multiplied by three since hurricane Irma.

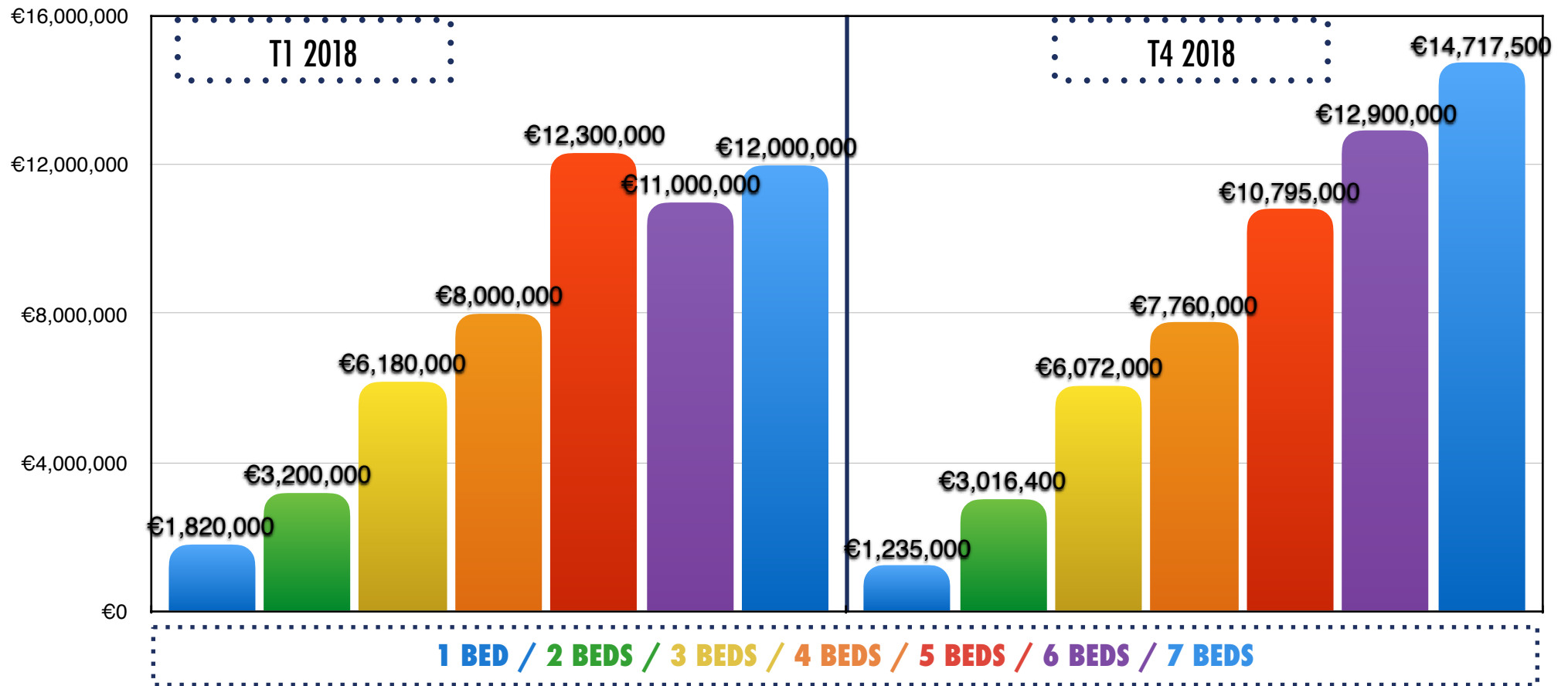
The number of new homes for sale has been divided by half during the last nine months.

In St Barts the average months on the market is 26!

Villas available for sale are, for the majority recently built (less than 5 years old), these villas are smaller in size by 43% compared to our analysis for 03/31/2018.

Therefore the average listing price has gone down by 10% for sea view homes; while homes with a mixed view between, countryside and sea remain stable.

VILLAS AVERAGE LISTING PRICE



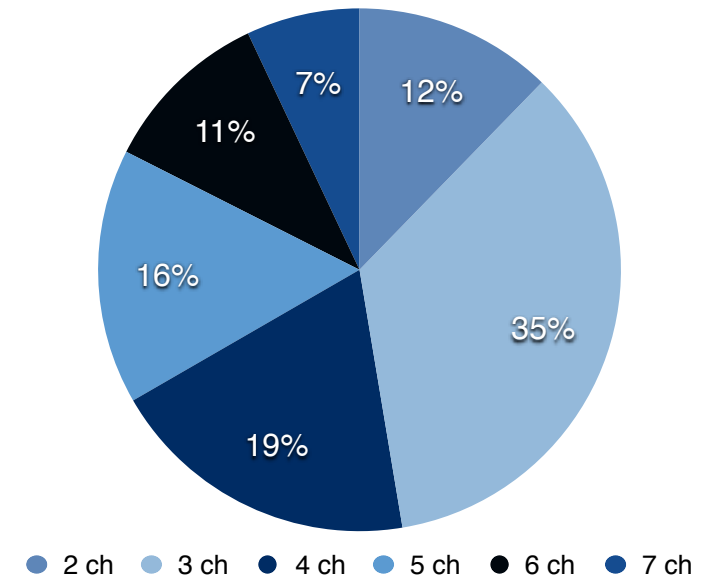
Prices presented here are an average between all the homes listed for sale.
Therefore villas with a view or without a view could find themselves below or above these prices.

VILLAS MARKET

AVAILABLE FOR SALE		
BEDS	Q1 2018	Q4 2018
7	2	4
6	2	6
5	9	9
4	10	11
3	27	20
2	8	7

LISTINGS SOLD		
BEDS	Q1 2018	Q4 2018
7	1	0
6	1	1
5	3	3
4	3	3
3	1	12
2	3	6

Market share by beds #



The 3 bedrooms villas make up a large part of villas available for sale and thus of sold homes. Indeed this type of villa is the #1 choice of investors. We have observed a post-crisis behavior which consists in liquidating assets. For a fact 22 villas were listed for sale after hurricane Irma and only 5 new during the last 9 months.

AVERAGE PRICE PER SQUARE METER

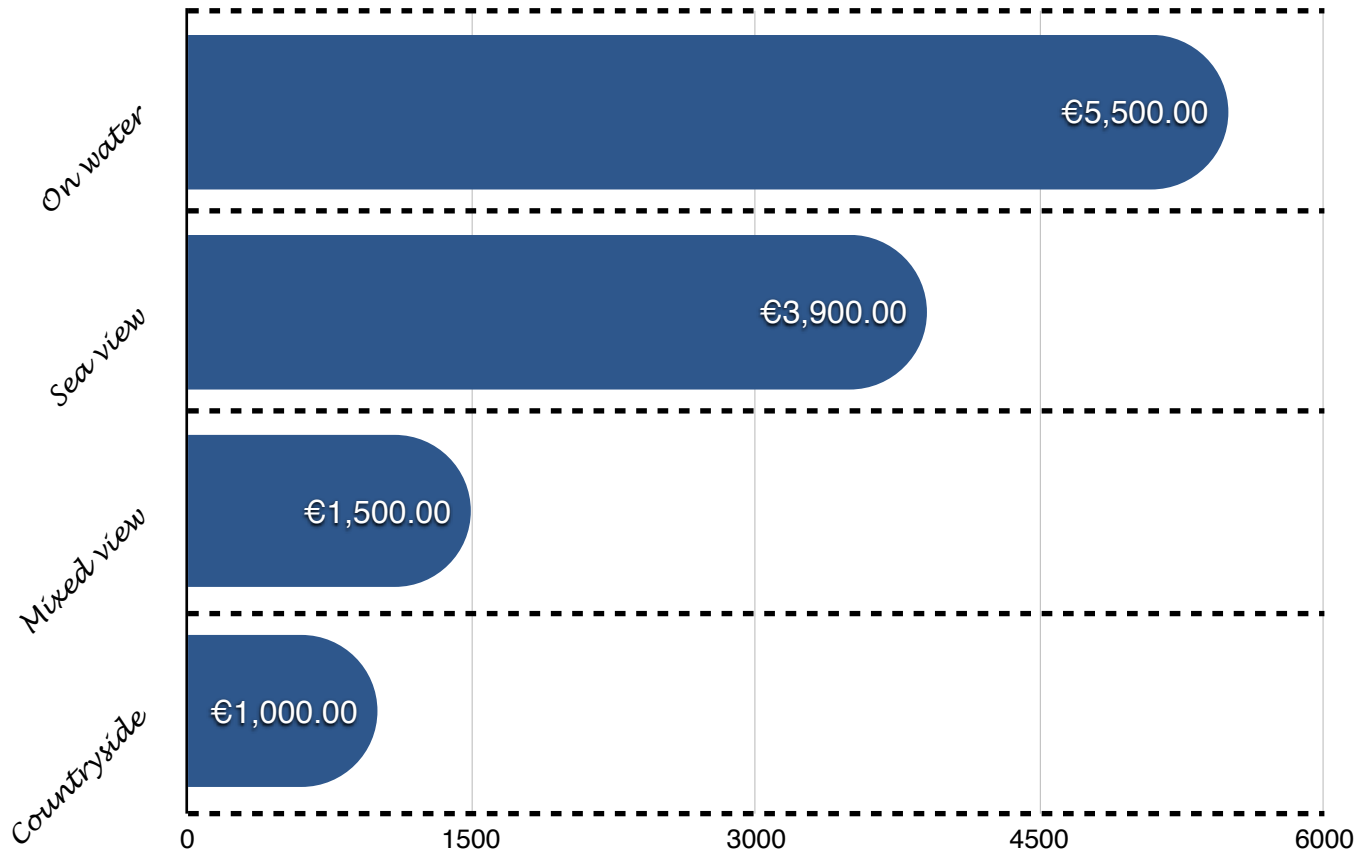
Listings available for sale		
<i>Type of view</i>	<i>Old</i>	<i>Recent</i>
<i>Right On water</i>	NA	€41,000 /m2
<i>Sea</i>	€24,000 /m2	€33,000 /m2
<i>Sea / Countryside</i>	€23,000 /m2	€24,000 /m2
<i>Gustavia</i>	€33,400 /m2	NA

LAND MARKET

LAND AVAILABLE FOR SALE		
	Q1 2018	Q4 2018
<i>LANDS</i>	11	9

LANDS SOLD		
	Q1 2018	Q4 2018
<i>LANDS</i>	7	NA

■ Average price per M2



The smaller the area, the higher price per square meter.

Out of eleven plots of land available for sale on 03/31/18 seven were sold.

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CONCLUSION

Our analysis suggests a rise of prices in 2019. Unarguably the island has recovered at great speed after hurricane Irma. The airport saw its traffic increase by 5% compared to the same period in 2016/2017.



WHO WE ARE



**BENJAMIN
ROCHE**

THESE STUDY RESULTS ARE A SNAPSHOT OF THE RE MARKET ON DECEMBER 31ST 2018.
WE BASE OUR ANALYSIS ON A WIDE SELECTION OF WEBSITES AND PARTNERS SPECIALIZED IN ST BARTHS REAL ESTATE.