



ROCHE REALTY

ST BARTH

# Buying in St Barts

GUIDE 2021/2022

[www.roche-realty.com](http://www.roche-realty.com)

2021

# ANNUAL REPORT

Following our regular practice, our team has reviewed the real estate market on St Barts by taking a quarterly inventory of the properties on the market.



*Is this the beginning of  
our return to normality?*

After two exceptional quarters, during which time we recorded 75 sales thereby halving the number of properties available, this third quarter 2021 is similar to previous years. The market remains active with more than 20 new properties available.



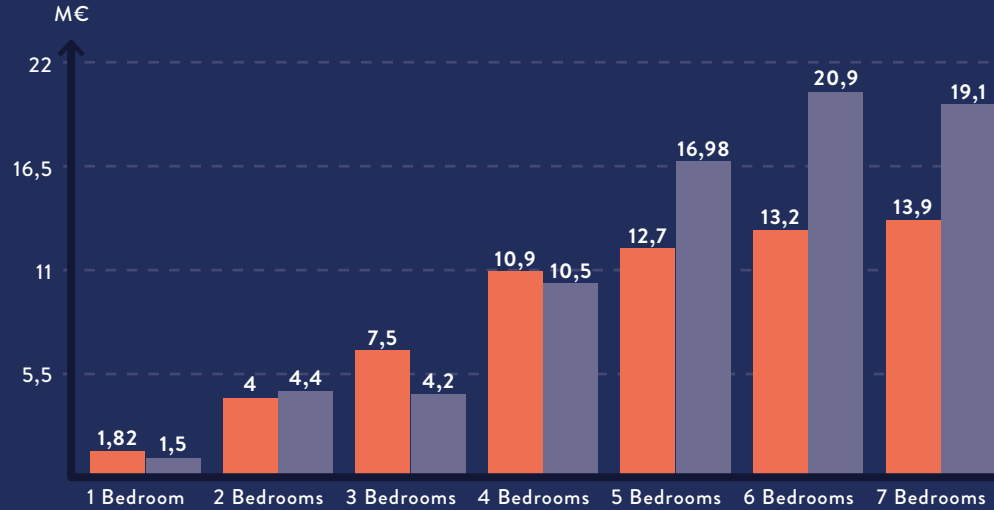
# VILLA

# MARKET

## EVOLUTION OF AVERAGE PRICES

Prices in millions of euros

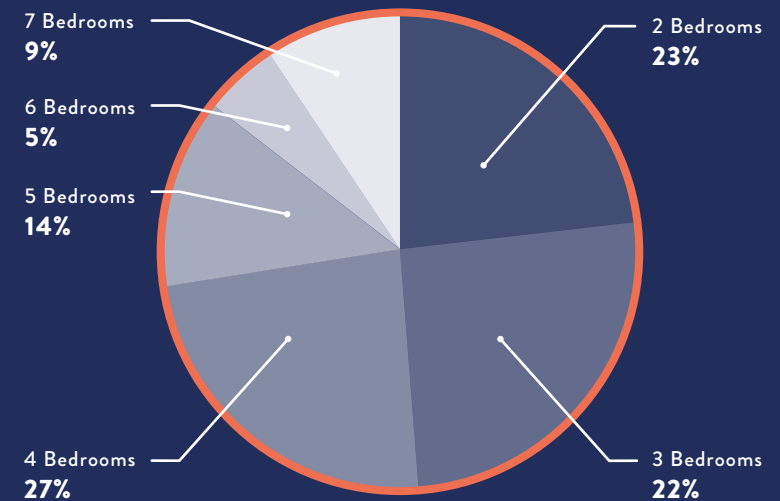
T2 2020 T3 2021



This third quarter 2021 shows price stability for 5 bedrooms and above

## CROSS-SECTION OF THE MARKET

According to the number of bedrooms



## PROPERTIES

### AVAILABLE

### SOLD

	T2 2020	T3 2021	T2 2020	T3 2021
7 Bedrooms	5	6	1	1
6 Bedrooms	5	3	0	3
5 Bedrooms	11	9	1	0
4 Bedrooms	21	17	1	5
3 Bedrooms	23	14	3	6
2 Bedrooms	25	15	2	1



## AVERAGE PRICE

PER SQUARE METRE

VIEW	OLD	RECENT
Beachfront	NA	90 000 €
Sea	32 500 €	33 000 €
Sea and Countryside	26 100 €	30 600 €
Gustavia	28 500 €	27 900 €



# AVERAGE MONTHLY RENT

ACCORDING TO THE NUMBER OF BEDROOMS

## Countryside View

## Mixed View

## Sea View

Rental Income / Professional Activity

**Old apartment**

**Recent apartment**

**New apartment**

**Old house with pool**

**Recent house with pool**

**New house with pool**



For year round renting, a professional furnished rental is the best option.

For weekly renting, a para-hotel is a better choice.

1 BDR 2 BDR 3 BDR 4 BDR

2 400 3 500 5 000 6 500

3 000 4 200 6 500 8 000

3 500 5 000 7 000 8 000

3 000 4 500 6 500 8 000

5 600 7 700 10 000 15 000

4 000 6 000 8 000 10 000

Price in Euros

1 BDR 2 BDR 3 BDR 4 BDR

3 000 4 300 6 250 8 000

3 400 5 000 7 000 8 500

4 000 6 000 8 000 10 000

4 000 5 500 8 000 10 000

6 000 9 000 14 000 17 000

5 000 7 000 10 000 13 000

Price in Euros

1 BDR 2 BDR 3 BDR 4 BDR

3 500 5 000 7 000 9 500

4 000 6 000 8 000 10 000

5 000 7 000 10 000 12 000

4 500 6 500 9 000 12 000

7 500 11 000 15 000 21 000

11 000 16 000 22 000 27 000

Price in Euros

# LAND MARKET

## AVAILABLE

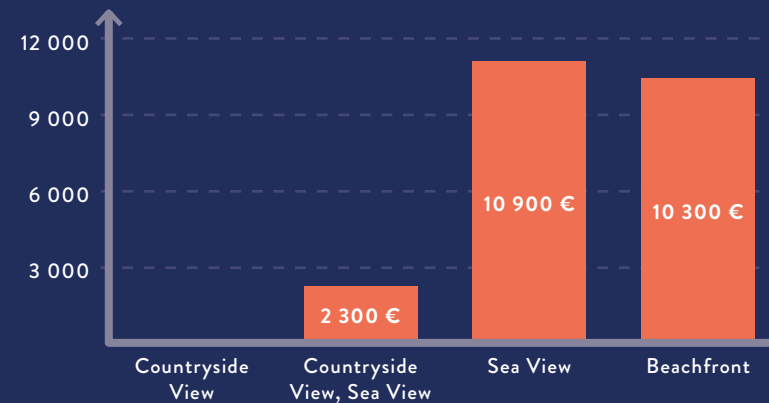
T2 2020	T3 2021
31	19

## SOLD

T2 2020	T3 2021
3	0

## SALES 2020

Average price per square meter



*Some buyers have been put off by price increases for properties with sea view and beach view*

# BUYING PROCESS

## Signing of the sale agreement

Transfer of 10% of the sale price

## Offer to purchase



### Cancellation period of 10 days

The buyer has the right to cancel the purchase without paying any indemnity

### Possible loan

+/- 3 MONTHS

### Signing of the notarised deed

in the presence of a notary. Transfer of the sale price and handing over of the keys



## Capital Gains Tax

### PRINCIPAL RESIDENCE

35% of capital gains for the first 5 years, which falls to a rate of 20%, followed by a decrease of 20% per year after year 8, which falls to zero after 13 years.

### SECONDARY RESIDENCE

35% of capital gains for the first 8 years, which falls to a rate of 20%, followed by a decrease of 10% per year, which falls to zero after 18 years.



Notary fees are 6,3% of the sale price

*N.B. When making an investment, it is necessary to form a company in order to avoid social tax charges of 17.2% for 30 years on any capital gains.*





*St Barts, like Monaco and New York, is a safe investment during these times of financial uncertainty.*

*We are happy to provide you with further information regarding buying or selling a property on the island.*



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*The results of this study reflect the reality at the end of 2021 presented by a set of sites and partners specializing in real estate in St Barts.*