

For more information, please visit www.coldwellbankervi.com or call us at either location, the Buccaneer Hotel (340) 773-7000 or at Gallows Bay Marketplace (340) 778-7000



Amy Land-de Wilde

June is here and the island is really heating up. We have had a lot of rain for this time of year, so our lawns are very green.

The tourist season is coming to a close, and many shops and restaurants will close for seasonal maintenance and repairs. However, several shops and restaurants that usually close for the summer will remain open this year due to the increase in tourism.

June 1st also marks the official beginning of the 2006 hurricane season. Local disaster response and relief agencies say they are ready for the upcoming hurricane season. Elroy Harrison, deputy director of Virgin Islands Territorial Emergency Management Agency (VITEMA) says "We are ready, but people need to make sure they are ready."

Please take a moment to review the National Hurricane Center's recommendations on hurricane preparation printed at the side of this newsletter.

As properties on the island are selling faster and the average number of days on the market for properties is getting smaller, we have decided to print a supplement to our 2006 *St. Croix Showcase Properties* book to include our newest listings. Our *Summer Supplement* to the book will be printed and ready for distribution this month.

The real estate market on St. Croix is as hot as the weather. The inventory of homes for sale is still low, which means that homes for sale are moving quickly.

If you are interested in buying or selling a property, please do not hesitate to give us a call. We will be happy to talk to you.

Regards,

Amy Land-de Wilde
Broker/Owner
Coldwell Banker Land-de Wilde Realty

MANDATORY DONATIONS FOR EDC COMPANIES A POSSIBILITY

A bill currently making its way through the Legislature will require companies applying for Economic Development Commission tax benefits to contribute \$1,000 for student scholarships if it is approved.



During an Economic Development, Planning and Environmental Protection Committee meeting the senator sponsoring the bill said the measure sets up a permanent funding source for the Territorial Scholarship Fund, which is used to subsidize scholarships awarded to students by the V.I. Board of Education.

SUNSHINE MALL ENTRANCE IMPROVEMENTS

Beginning June 2, the newly installed traffic signal system at the main entrance to Sunshine Mall Shopping Center on Queen Mary Highway will be operational.

"Improvements to this intersection now provide dedicated turning lanes into the Sunshine Mall Shopping Center and the old Cost-U-Less location through traffic lanes on Queen Mary Highway," said George Phillips, Public Works Commissioner. "It also provides turning pockets to other businesses in the immediate area, pedestrian crosswalks and Vitran bus stop pull-offs with shelters."



National Hurricane Center Family Disaster Plan

- ◆ Discuss the type of hazards that could affect your family. Know your home's vulnerability to storm surge, flooding and wind.
- ◆ Locate a safe room or the safest areas in your home for each hurricane hazard. In certain circumstances the safest areas may not be your home but within your community.
- ◆ Determine escape routes from your home and places to meet. These should be measured in tens of miles rather than hundreds of miles.
- ◆ Have an off-island contact so all your family members have a single point of contact.
- ◆ Post emergency telephone numbers by your phones and make sure your children know how and when to call 911.
- ◆ Check your insurance coverage - flood damage is not usually covered by homeowners insurance.
- ◆ Stock non-perishable emergency supplies and a Disaster Supply Kit.
(see next page of newsletter)
- ◆ Use a NOAA weather radio. Remember to replace its battery every 6 months, as you do with your smoke detectors.

Staging Savvy

Here are 10 easy steps to help you stage your home when you are ready to sell:

- 1. Declutter your home**-If you do not have time to plan a garage sale or sort through your personal belongings, pack the items in boxes and store off site
- 2. Pack early**-Before you list the home for sale start packing for the move. Packing early clears the rooms and makes it easy for buyers to mentally view themselves in the home.
- 3. Clean house**-When getting ready to list or show your home, you should clean your home from ceiling to floor. That includes making sure that all lighting fixtures are clean and working properly. In addition, remove some furniture from rooms that are heavily furnished and move it to emptier rooms or to storage.
- 4. Remember the "Rule of Three"** - When re-accessorizing, use three items of varying heights on tabletops. When staging a home, first de-accessorize

by removing all things from counters and table tops, including coffee tables and side tables. Then re-accessorize using the rule of three. For example, on an end table you can place a lamp (high), a small plant (medium), and a book (low).

5. Use affordable items to accessorize - Affordable items that can be used for staging include baskets of all sizes and styles, which help conquer clutter and add a decorative touch

6. De-clutter shelves and closets in a child's room - When staging a home, your goal is to make it easy for potential buyers to see themselves living in the space. Growth charts, posters, and school projects are personal items and will distract those who view the home, especially if they don't have children.

7. Three things to remember - A properly staged home will have the following: a pleasant smell (or no smell at all); a furniture layout that complements the size and flow of each room; and well-maintained landscaping that makes the home and outdoor space look its best.

8. Neutral colored walls - The best colors for walls in a staged home are neutral colors, such as taupe and warm off-whites. If wall colors are intense or change from room to room, your house will appear to be smaller than it really is. You also risk startling buyers as they walk through the home, drawing attention away from the property.

9. Don't forget the carpet - If carpet in the home is worn, stained, or patterned replace the worn carpet with a neutral color such as beige. Buyers remember nice carpeting, and it's often a major factor in a decision to buy. Why? Most buyers simply can't envision a different carpet in a home. Your best bet is to re-carpet; beige works well with most furnishings and flows well from room to room.

10. Tidy laundry room - To make a laundry room look its best keep counters and sinks empty and replace wire hangers with white plastic hangers.



FEATURED HOME OF THE MONTH

Beautiful home with mature landscaping and great view of the sea and Green Cay. The main home with 3 bedroom, 3 baths awaits your finishing touches. The lower level is exquisite! Must see to believe. Completely gutted and brand new; with two bedroom suites all on nearly an acre. Easy access to marina, beach and gated community too. MLS #06-744. \$995,000. Call Amy Land-de Wilde or Lorine Williams.



ST. CROIX REAL ESTATE AT A GLANCE

Jan-May 2005 vs. Jan-May 2006	Sold J-M '05	Avg. days on market	Avg. price	Sold J-M '06	Avg. days on market	Avg. price
Home sales	67	301	\$322,220	87	277	\$555,199
Condo sales	72	213	\$158,181	86	151	\$186,196
Land under \$39,999	52	836	\$25,857	80	871	\$27,561
Land over \$40,000	43	438	\$104,216	100	381	\$139,349
Commercial properties	8	331	\$743,750	7	294	\$445,429

* Information from the St. Croix Multiple Listing Service