

# Real Estate Blogs

ADVICE FOR BUYING, SELLING AND  
RENTING REAL ESTATE IN ST. LUCIA

*By Edward Harris*  
BUSINESS CONSULTANT/ REALTOR



2021

# **REAL ESTATE BLOGS**

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*Advice for buying, selling, and  
renting real estate in St. Lucia.*

**BY ED HARRIS**

**BUSINESS CONSULTANT/REALTOR**

# ABOUT THE BLOGGER

Edward Alphonso Harris is Guyanese by birth, currently a nationalized Saint Lucian who has travelled extensively. He has lived and worked in several countries outside of his homeland, Guyana, including Barbados, Dominica, Grenada, Jamaica, Saint Lucia, Sierra Leone and Tanzania.

He is tireless in his quest to share the Principles of Affirmation and to set alight the power of the Entrepreneurial Spirit as a means of assisting in alleviating poverty in the Caribbean and around the world. At 79, he is not about to retire and is actively engaged in the areas of Business & PR Consulting, Real Estate, Networking, Freelance Journalism, Motivational Speaking and Private Sector Advocacy. Currently, he owns and manages Ed Harris Real Estate & Consulting Services and holds the position of Broker/Consultant with offices at 31 Commercial Street, Vieux Fort, Saint Lucia.

Edward Harris founded the Guyana Association of Sales Personnel (GASP) in 1975 and the Guyana Small Business Association in 1989. In 1979, he sponsored the Castries Toastmasters Club and in 2007 he was elected Chairman of the Steering Committee which charted the course for the establishment of the Realtors Association (Saint Lucia) Inc. He was awarded the status of Honorary Member of the Association in May, 2010. He served the membership of the St. Lucia Industrial & Small Business Association (SLISBA) for sixteen consecutive years, during the period 1993-2009, in capacities as Secretary, Treasurer, President, Immediate Past President and Management Consultant.

He is passionate about sharing his experiences in Entrepreneurship with persons seeking to enter the field of business.

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**Mobile/WhatsApp: 1 758 485 1456**

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**“Tell us your needs, we bring the  
Experts together”**

# **ACKNOWLEDGEMENT**

**To all the wonderful persons who assisted in the production of my monthly Blogs, especially the team at Millennium Investment & Consultants Brokerage - Myrna George-Harris and Curtisha Flood, and my webmaster.**

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# REAL ESTATE BLOGS FOR 2021

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## **WORKING REMOTELY FROM SAINT LUCIA**

**(January 10, 2021)**

The year 2020 is no more, and the memories left behind are like what we never dreamed possible. While it has been the best of times for a few, the majority have got to pray for miracles, and if nothing else, RESET their lives to cope with the anxieties and uncertainties of 2021 and beyond. Life will never be as Usual; it is now Unusual. Things will never return to the way they were.

Many persons who worked in offices are now working from home, a trend which is likely to continue into the future and expand. Airlines will suffer a substantial drop in commercial passenger demand, and communication will be via the internet on Zoom and other similar platforms. More time for family.

While it is easy to blame COVID 19 for all the ills that came upon us in 2020, we have to take a fair share of the blame as many of us chose to ignore the advice from medical experts. As a result, many have lost loved ones, close friends and colleagues.

There are definitely some relatively safe spots in the world where the COVID 19 pandemic has not ravaged. The governments have managed the situation well and those countries can today be host to many who seek to live and work from locations overseas. Thanks to the digital age in which we live.

Saint Lucia happens to be one of those blessed countries, and the government and people of this island nation extend a warm welcome to visitors, investors and professionals who seek to establish residence in a country that is less plagued by COVID 19. Entry into our country is less restricted than many others. Collaboration between the Government and Hoteliers has produced excellent results to date, and will only expand in the months ahead.

Our Citizenship by Investment Programme (CIP) is one of the best in the world and the government continues to find innovated ways of making it more attractive to persons seeking such services.

You are invited to visit our website at <https://stluciagreatpropertydeals.com> and you will find at the bottom of the Home page, links that will provide you with the details on how to apply to enter the country, and the attractive Citizenship by Investment Programme for foreigners who are seeking to acquire a Saint Lucian Passport. Please feel free to check out Free E-Book Link and help yourself to a copy of "Introduction to Investing in Real Estate in Saint Lucia".

**Ed Harris Real Estate Agency** has access to a network of over 100 Professionals, Real Estate Agents and Brokers, and will be willing to assist you with your investment in Real Estate in Saint Lucia. It is important to note great property deals are currently available with substantial reduction in price due the owners having difficulty in meeting their mortgage obligation. It is currently a buyers' market. Cash is King!

We wish our readers a Healthy, Happy, and Prosperous New Year!



## **THERE HAS NEVER BEEN A BETTER TIME TO INVEST IN REAL ESTATE!**

**( February 10, 2021)**

What are you waiting for? Wake up to the possibility of investing now. Are you waiting for things to change before investing in Real Estate? Well, I am here to tell you that this is your time. In the United States of America, the stock market is on fire, and the real estate market is low on stocks as a result of the market over performing 2019/2020 sales. The end results in both cases, in spite of the COVID 19 pandemic, prices are rising. Luxury homes surprisingly continue to be in demand. That is the story in the U.S.A.

Unfortunately, for us in St. Lucia, the story related to real estate is not the same as it relates to prices which in most cases are in decline. The principle of buying low and selling high can now be also applied to real estate on this island State. Equity can be gained immediately in most transactions.

Everyone is not broke; many people, apart from their hefty bank accounts and other investments are making more money during these challenging times than ever before; employees are working whether at office or factory, or at home, receiving regular level of income. There is no gainsaying that in spite of the opportunities for investing profitably in real estate, there are many home owners who are running scared, thinking about the possibility in not meeting their mortgage payments due to the fact that their take home earnings are substantially reduced or they lost their jobs.

Those who can do it, just do it. Keep it simple. Investing in real estate can be straight forward and hassle free if you plan your steps to investing. Whether you are a first time buyer or a seasoned developer, this is your time.

In spite of all it challenges, St. Lucia always bounces back better. Moving forward my advice to you is to establish a relationship with a Real Estate Agent, and tell him/her your needs. Be specific. Many first time property investors will need to kick off their investment in the sector by purchasing land to build their dream property. If that is what you wish to do, let your preference be known to your Real Estate Agent. Decide on a location, advise on a Budget, and let the Agent know how you propose to finance the purchase. You are at liberty to discuss your needs with other Agents, especially if you are seeking to deal with the matter expeditiously. However, do not rush at any time to make investment decisions. Gather as much information on the subject so that you can make informed decisions

In recent weeks, there has been a lot of new property listings placed on the market in Saint Lucia. Do not be turned away by the asking prices, even though when compared with other properties in the vicinity may appear on the high side, but there are reasons for everything. In real estate a LOT is not simply a LOT, it is the actual location of the property. It is about views and other characteristics for which the Seller may demand a premium for the special features. Be a top of the mind client for your Real Estate Agent and the best deals will come your way. There are properties that will never be advertised because there is someone waiting to grab it.

Whether you are seeking to invest in residential or investment property you will need advice from competent professionals, especially an Attorney at law.

Happy Investing; stay safe!

## **THIS IS THE TIME TO OWN PROPERTY IN ST. LUCIA**

March 2, 2021

#stluciagreatpropertydeals

In spite of the health challenges posed by the COVID 19 Pandemic, the world moves on, and making MONEY continues to be the number 1 priority for the vast majority of persons. Building Wealth, by utilising Real Estate Investment for self and family is of paramount importance, and that is my primary focus as I present this month's Blog.

From my vantage point here on the beautiful island of St. Lucia in the Caribbean, professionals in the real estate industry are not as fortunate as their counterparts in the United States of America, where the performance of the industry continues to over perform previous years, to the point where there is a situation of low inventory of properties.

Property sales in the Caribbean continue to be in decline and will continue on this path until the pandemic is brought under control. The situation, as it affects the travel and tourism industries has impacted the ability of Foreign Direct Investors, persons seeking to acquire 2<sup>nd</sup> homes, and returning residents to travel. It is not unusual for tourists to visit our island and fall in love its beauty and culture, and decide to purchase vacation property. It is evident that the performance of the Real estate Industry is highly dependent on freedom of movement. Having to quarantine for 14 days is not something that busy Executives are willing to experience.

However, the Saint Lucia market is fuelled by local for rental properties and land. Apart from the saturation of Agents, the economic situation on the island, like almost everywhere else in the CARICOM region, except for Guyana, the real estate business in general is in decline.

St. Lucia, is currently gearing up for Election by June of this year, and as a result, we can expect citizens to exercise caution in making long term financial commitments.

Regardless of the current challenges, I am convinced that the time to acquire property in St. Lucia is now. Stop thinking about owning a piece of the rock – Just do it! There are quite a few great deals on island at this time.

My recommendations for this month are as follows.

1. When you are thinking about investing in property, the first consideration should be – how much do you wish to invest in a property? Will it be CASH or borrowed funds?
2. When seeking to borrow money to acquire a property, your first move should be to discuss with your Banker, how much will you be allowed to borrow to acquire a mortgage, and the terms – how many years, and what will be the repayment per month.
3. When the source of financing the transaction is ascertained (whether self or a financial institution), then make your decision on the type of property and the location, before discussing your interest with a reliable Agent/Broker.

4. Only begin to view properties when you are assured of your source of finance. Too many persons engage in viewing properties without knowing if they have the ability to purchase.

Do not expose yourself unnecessary. COVID 19 is still very much with us. Stay Safe.

## **AN ISLAND LIFESTYLE AWAITS YOU – WHETHER FOR BUSINESS OR PLEASURE!**

**(April 4, 2021)**

#stluciagreatpropertydeals #islandlifestyle #premierdestination

**“Don’t wait to buy real estate, buy real estate and wait.” T. Harv Eker.**

We are at the beginning of the 2nd quarter of 2021 and are ready to declare, we have the deals. Unlike the USA, Saint Lucia’s property inventory is solid in all categories, – Residential, Commercial, Industrial, and Touristic Properties.

Saint Lucia stands out as a unique destination for business, pleasure and retirement. We invite you to share in our wonderful lifestyle where working remotely can be a joy to experience. Our Citizen by Investment Programme is world class. [www.cipsaintlucia.com](http://www.cipsaintlucia.com)

We are ready to receive offers on some very attractive properties in the North and South of the island. In the North we have an apartment building – 2 levels at EC\$30K/US\$129K, and beach front Land in Cap Estate at EC\$30/40.00/US\$11.00/14.72 per sqft. In the South of the island, we have Guest Houses, Commercial Building and vacant residential and industrial lands.

It is now time to make your move. Our mortgage rates at this time are at their lowest. Investors are few and the banks are ready to make genuine offers to serious enquirers. It is a guaranteed situation that can yield immediate equity as high as 50%. I have in my portfolio, a lot of great deals for investors willing to invest upward of US\$750K. You can check out some of our offerings at <https://stluciagreatpropertydeals.com> and take advantage of our free e-books.

It is recommended that serious thought be given to your investment future, especially as you seek to build generational wealth. Real estate can be the surest investment you will ever make. We offer FREE initial Consultancy. You are invited to take advantage of this offer, especially if you plan to establish business on island.

## IMPORTANT SUGGESTIONS FOR FIRST TIME RESIDENTIAL PROPERTY BUYERS!

May 9, 2021

In this blog, I will like to direct my attention to the category of **first-time residential buyers**. It is necessary for all parties that will be involved in the buying transaction to work it through together, whether you are living with, soon to be wed, or already married. There must be no surprises in this decision. It is not an engagement ring. It is an investment, with mortgage repayments that can last for as long as 20/30 years. In many instances, a partner will retire or even die before the term is finished.

Let us get down to some important suggestions.

1. Let your partner in on your interest in acquiring a property. Begin to check out Realtors' websites and get acquainted with areas and prices. Do this before getting together to make the decision to go ahead.
2. Get together with your partner in an atmosphere that is conducive to a financial transformational experience, and discuss what is very likely to be the largest single investment you will make in your life time. Decide upon how much you are willing to invest in property and what type of property you wish to acquire (single family or income). **Ask yourselves hard questions**. Project your thoughts where you are likely to be financially, 3 years, 5 years, 10 years, 15 years, 20 years, 30 years from the moment you make the decision to go ahead with the investment and sign the legal documents. It will definitely take planning on your part. Engage your Excel work sheet to plot your path.
3. Make a decision whether it will be a cash purchase, or part cash and part mortgage, or 100% mortgage. Never spend all of your available cash to buy real estate, always keep a reserve for emergencies.
4. In the event a decision is made to access a mortgage, go to your banker and get prequalified, using the income of both parties if necessary.
5. Now that you are clear in your mind about how much you are prepared to invest in property, go ahead and discuss with family members, friends and colleagues who have travelled this course before, and get their experiences. In today's fast paced world, it will be beneficial for anyone to seek the experiences of others, especially when it comes to making a substantial financial investment.
6. When it comes to financial investment you have to be frugal. Seek out the best Mortgage Interest Rate in the market and try to negotiate even a lower rate.
7. Talk with your Attorney and alert him about your intention to acquire property. Seek his advice.
8. Discuss your interest with at least 3 Real Estate Agents/Brokers and begin to view properties in the area you wish to acquire a property. Be specific about the type of property you are seeking.

9. You are nearing decision making time, go over the figures again and sign off on your commitment. Make sure that all aspects of finances are considered and you are ready to undertake the decision that can be a pillar for building Generational Wealth.

10. Do not rush into investing in property if you are not confident that you can live up to the commitments that are associated with property ownership. There are annual expenses such as Property Taxes, Insurances (Personal & Property), Maintenance, and Repairs.

Recommended reading – Introduction to Investing in Real Estate in Saint Lucia

Get your Free Copy at <https://stluciagreatpropertydeals.com/shop/>

Here's wishing you every success in your real estate investing in Saint Lucia.

Edward A. Harris, Real Estate Agent/Broker

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## **WHICH POLITICAL PARTY WILL REGULARISE THE REAL ESTATE INDUSTRY IN SAINT LUCIA?**

May 23, 2021

“In the real estate business, you learn more about community issues, you learn more about life, you learn more about the impact of government, probably than any other profession that I know of.” Johnny Isakson.

Both the United Workers Party (UWP) and the Saint Lucia Labour Party (SLP) in the past 24 years have held office for a minimum of two terms. During each administration’s term, representation was made at the highest level by the Realtors Association in an effort to get the industry regularised. Unfortunately, we are almost at the end of yet another term of government, and no decision has been made regarding the future of the industry. As far as I am aware, the most aggressive representation was made to this current Government to regularise the industry, even to the point where the Association presented draft legislation to the Attorney General, in an effort to speed up the necessary action.

Since 1989, Mrs. Karleen Greenidge has been at the forefront of organising the association to represent Real Estate Agents, and putting forward their position in respect of regulating the real estate industry. She introduced a professional approach to the industry many years ago. The story of the industry must be told, and at the core of blazing the trail, stands a woman of strength and vision. She owned the first REMAX international real estate franchise in St. Lucia.

I am appalled at the way pacesetters and dedicated leaders are treated in relation to recognising their contributions to industry and civil society. I will always recognise the contributions of those who are dedicated to a cause. After Mrs. Greenidge failed at sustaining the membership of the association on the first attempt, she continued to carry the vision, and on the second attempt, she succeeded in bringing together a team of practising Realtors who formed a steering committee to spearhead the formation of a “non-profit organisation” namely, the Realtors Association St. Lucia Inc.

It took almost three years of negotiations, and filing of the necessary documentation to attain “non profit organisation status”. When it was finally granted, a meeting was subsequently convened to establish the Association as a legal entity in the later part of 2009. At that meeting, the writer relinquished the position as Chairman and handed over the administration of the association to a new Board of Directors, headed by Ms. Heather Floissac, who officially became the first President of the Association.

The Association continues to maintain a high level of membership and places high priority on education where it collaborates with Monroe College to train new entrants to the real estate industry, and established, practicing Real Estate Agents. It is interesting to note that in spite of successive governments’ failure to recognise the industry, the industry is still being recognised for its ability to generate employment. Monroe College is currently offering various certified FREE courses, including Real Estate Training. The courses are sponsored by Monroe College in collaboration with Skills for Youth Employment in the Caribbean, and the UK government. The programme targets young persons aged between 15 to 30, who have recently been displaced, or



need training to enable career advancement in their current job. It is very clear that the sponsors of the courses see opportunities for young persons to be engaged in worthwhile professions. It is time for the government to step up! Let those persons who have kept the profession alive, and those who seek to enter the industry at this time be given the recognition they deserve.

Other professions within the Construction Sector are regulated – Valuation Surveyors, Land Surveyors, Engineers, and Architects, all these professions are governed by legislation. What is so different about Real Estate Agents, that there is no urgency to regulate their industry? The Realtors who promote their businesses through websites and on social media platforms make a serious contribution to promoting tourism and investment on behalf of St. Lucia. This is further proof that Real Estate professionals should be recognised.

It is time for the political parties contesting the upcoming general elections to make a statement on the future of the real estate industry, and meet with all persons who are engaged in the marketing, sales, and services in the real estate industry in St. Lucia, in an effort to understand at first hand, the opportunities available within the sector and challenges being encountered by real estate agents. Every opportunity should be taken to energise all sectors of the economy with the goal of achieving maximum productivity and economic returns.

Keep the faith, help is on the way. Let us continue to dream big, and expect miracles.

Stay safe!

Edward Harris

## **IT IS GOING TO BE A HELL OF A SUMMER, 2021!!!**

June 11, 2021

It is already happening; people around the world are exhaling now that COVID 19 restrictions are relaxed. Summer 2021 in the Northern Hemisphere will begin on Sunday, June 20 and end on September 22, 2021. I am ready to predict that this Summer will break all previous records in air travel, shopping and entertainment recorded at this time of year. No one will be able to stop the party. The pent up emotions will be released like never before. The celebrative mood will linger all the way into the Christmas holidays.

It is one great thing about the USA, the people who make money – the investors, the entrepreneurs, the businesspersons never take their eyes off the ball. Making money is their second nature. As we turn our eyes to the real estate industry, there will be a shortage of residential properties for a long time as developers play catch up. As a result, prices are rising as buyers seek to out bid each other to get the property of their choice. There is a lot of money in the market, many persons have cashed in on the various money market gains. The smart investors know when to take the profits, and many Crypto investors have done just that. The stock market has also been playing its part in delivering profits to its shareholders.

It is a great time to be an investor, for many, going forward, investing will no longer be a passive exercise; it will be a full time project. Information is key. Those of you who are reading my blog will be happy to learn that the property market in St. Lucia is operating at almost 33% below market value, while in the USA, the market is operating at around 25% above market value. Those persons who are seeking vacation homes are best advised to look beyond the borders of North America and invest in the sunshine Caribbean, beginning with Saint Lucia, an island State where the lifestyle is beyond the expectation of the most discriminating investor and vacationer.

Here are my selected property specials for the Summer.

1. Well developed land in La Caye, Dennery, all infrastructure in place, including – all weather road, water, electricity, fantastic view of the Bay. Price: EC\$13.50/US\$4.97 per sqft. **Just a few lots left.**
2. Dugard Ridge, Ti Rocher, Micoud, **a brand new development** (48 Residential Lots) to be launched July 7, 2021. Price EC\$10.50/US\$3.87 per sqft
3. Residential Property in Canelles, Micoud reduced from EC\$1.4M to 1,100,000.0 (1M)/US\$404,873.00. This is a great investment – 4 Bedrooms
4. Land in Canelles, Micoud reduced from EC\$30.00 to 25.00/US\$9.20 per sqft
5. Prime Commercial Building in Vieux Fort from EC\$1.9M to 1.6M/US\$588,907.00
6. Commercial Buildings/Warehouses. **Very attractive rates per sqft.**

**EVERYTHING IS NEGOTIABLE FOR SERIOUS BUYERS. Let us make a DEAL!!!**

**Our beaches await you!**

Recommended reading – Introduction to Investing in Real Estate in Saint Lucia

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Here's wishing you every success in your real estate investing in Saint Lucia.

**Stay safe. Exercise caution as you enjoy the upcoming Summer Season!**

Edward A. Harris, Real Estate Agent/Broker

## **GET READY FOR POST ELECTIONS INCREASED PROPERTY PRICES IN SAINT LUCIA!!!**

July 10, 2021

Through this Blog, I continue to bring great deals to your attention, and give you the assurance that what you don't see on my site, don't be afraid to request information. My friendly staffers/Associates are always on hand to assist you. Advice is always FREE! Provide your preferred location, property type and your budget, and I am ready to go to work for you along with the help of fellow Agents/Brokers nationwide.

General Elections will be held in Saint Lucia on the 26<sup>th</sup> of July, 2021. As normal the final year of a Government's term in office is usually a slow period as it relates to investment, especially when the future is uncertain and continuity of the incumbent government cannot be guaranteed. Apart from the uncertainties of the final year within the five-year term, the COVID 19 pandemic has not helped the situation in St. Lucia.

Because of the anxieties and uncertainties of the times, while property prices were soaring in the U.S.A., along with shortage of inventory, prices in Saint Lucia are falling, as much as 25% below market value. I need to reiterate the state of the Saint Lucia market which is currently a Buyer's market. I believe that this situation will continue to end of this year. However, the time to act is now. It is my intention to work with our clients to ensure that we provide great service to the mutual satisfaction (buyer/Seller) of our clients.

Recently, I subscribed to a PLR programme which will place valuable information in the hands of visitors to my website: <https://stluciagreatpropertydeals.com/> and clients to assist them in their real estate investment journey. Titles include – 1. Best Selling Options in a Divorce, and 2. Home Buyers Guide – Everything you need to know in buying a home.

**I invite you to own a piece of the rock.**

**EVERYTHING IS NEGOTIABLE FOR SERIOUS BUYERS. Let us make a DEAL!!!**

**Our beaches await you!**

Here's wishing you every success in your real estate investing in Saint Lucia.

**Stay safe. Exercise caution as you enjoy the Summer Season!**

## **ELECTIONS ARE OVER, LET'S GET DOWN TO BUSINESS!**

August 6, 2021

**“The best time to plant a tree is 20 years ago. The second best time is now.”**

— *Chinese Proverb*

General Elections were held in Saint Lucia on the 26<sup>th</sup> of July, 2021 and it resulted in a humiliating defeat for the incumbent. Honourable Philip Joseph Pierre was sworn in as Prime Minister on July 28, 2021 followed by the Cabinet of Ministers on August 5, 2021.

Saint Lucia now has a new government which promises to PUT PEOPLE FIRST and honours the laws of the country in a transparent manner. The St. Lucia Labour Party (SLP) which formed the government, in its Manifesto outlined some bold initiatives even though the road ahead will be difficult due to the global economic fallout from the COVID 19 pandemic.

It is hoped that this new government will early during its term in office resolve the concerns of Realtors and Brokers by regulating the Real Estate Industry. This matter has been outstanding during the term of several governments over the years without any resolution, even though the Realtors Association initiated a Draft of the proposed legislation. However, the industry continues to attract new entrants and as a result, the time has come for the Government to take action so that further employment opportunities could be generated.

While the local market continues to be depressed, the Real Estate sector in the USA continues to thrive and is currently outperforming last year's sales achievements. It is hoped that with prudent management and an investment friendly economic environment that fortunes will change for Saint Lucia, and in spite of the COVID 19 pandemic we will return to some degree of normalcy where the citizens of Saint Lucia will enjoy an acceptable level of prosperity.

It is great to be alive in a world that has changed so much in the past two years. The work from home opportunities presented a demand for more spacious homes, both at home and abroad and allows families to best serve their needs.

The real estate market has demonstrated its resilience and will continue to expand in the coming years in the developed countries while the lesser developed countries will continue to play catch up.

St. Lucia Great Property Deals continues to strive to offer as much information as possible to ensure our clients make informed decisions, and invite you to visit our website at <https://stluciagreatpropertydeals.com> We have three Developments – Residential Land only, currently listed,

1. La Caye, Dennery, Lots between 9,000 – 12,000 sqft at EC\$13.50 per sqft.
2. Dugard Ridge, Ti Rocher, Micoud, 6,000 – 12,000 sqft at EC\$11.50 per sqft
3. Upper Cedar Heights, Vieux Fort 8,000 – 25,000 sqft between EC\$18.00 and 25.00 per sqft

Now available, a wide range of Office, Commercial, Manufacturing and Warehousing space available in the town of Vieux Fort and environs, starting as low as EC\$2.00 per sqft – negotiable.

**Farms, under cultivation, 5 – 18 acres in the Quarter of Micoud. Starting price, EC\$350,000.00/US\$131,086.00 Great opportunity – Cocoa Farm with Water Source, 18 acres. Price US\$600,000.00**

**I invite you to own a piece of the rock.**

**EVERYTHING IS NEGOTIABLE FOR SERIOUS BUYERS. Let us make a DEAL!!!**

**Our beaches await you!**

Here's wishing you every success in your real estate investing in Saint Lucia.

**Stay safe. Exercise caution as you continue to enjoy the Summer Season!**

## **BEST DEALS ARE CURRENTLY AVAILABLE ON LANDS IN THE SOUTH OF SAINT LUCIA!**

September 26, 2021

“The major fortunes in America have been made in land.”

**John D. Rockefeller**

It is better to be late than never. Sorry about the delay in releasing my monthly blog. COVID 19 is making it difficult to effectively carry out our duties as Realtors. However, we cannot close the doors, life goes on. Bills have to be paid, families have to be provided for. We have to adapt. No one can accurately predict when this pandemic will end. My recommendation to my readers is to tune in and execute the deals as they become available. Be in a state of being Ready, Willing, and Able!

There are opportunities for land owners to secure Joint Venture deals with local and overseas based Developers to develop currently idle lands. The owners of such lands need to step up and get ready to take advantage of post COVID 19 spectacular deals.

Developers and Architects should be working together to develop designs that can be adapted to specific lands where value can be added beyond the normal everyday design. Going forward it will be **business unusual**. Realtors must put their creative minds to work to bring the players in the industry together for better all round performance.

COVID 19 has not been kind to Commercial Properties generally – nationwide. Leases have been almost at a standstill, with large inventory currently available. The future expansion of the Construction Sector will take place in the South of the island. There are new Office and Retail Space, along with a reasonable amount of warehousing and manufacturing space currently available. There are deals to be made at this time. Beyond COVID 19, prices will definitely be on the rise.

St. Lucia Great Property Deals continues to strive to offer as much information as possible to ensure our clients make informed decisions, and invite you to visit our website at <https://stluciagreatpropertydeals.com> We have three Developments – Residential Land only, currently listed,

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3. Upper Cedar Heights, Vieux Fort 8,000 – 25,000 sqft between EC\$18.00 and 25.00 per sqft
4. Mount Le Blanc, Laborie, 5.01 acres. Offers are invited

Now available, a wide range of Office, Commercial, Manufacturing and Warehousing space available in the town of Vieux Fort and environs, starting as low as EC\$2.00 per sqft – negotiable.

**Farm, under cultivation, 18 acres in the Quarter of Micoud. Great opportunity – Cocoa Farm with Water Source, 18 acres. Price US\$600,000.00**

**I invite you to own a piece of the rock.**

**EVERYTHING IS NEGOTIABLE FOR SERIOUS BUYERS. Let us make a DEAL!!!**

**Our beaches await you!**

Here's wishing you every success in your real estate investing in Saint Lucia.

**Hope you had a wonderful summer and continue to stay safe as you seek to plan for the festive season!**

Edward A. Harris, Real Estate Agent/Broker,



## **GIFT YOURSELF & LOVED ONES A PROPERTY!**

November 17, 2021

### **IT IS JUST ABOUT THAT TIME OF YEAR – GIFT YOURSELF & LOVED ONES A PROPERTY!**

It is just about that time of year when everyone is thinking about GIFTING. There could be no better gift than a property investment for your love ones. Property ownership is one of the surest ways to create generational wealth. Congratulations to those who already own a home. Maybe it is time to get that overseas vacation home or secure an income property at home. Whatever is possible in respect of investing in property should be seriously considered.

Americans are at a stage in the housing market where properties are out of reach of the average person. The middle class is having a difficult time in acquiring property due to high market prices. There is urgent need for new inventory in the residential category. Last year we learned that prices increased as much as 32.5% in the USA. Here in St. Lucia it is the opposite, many home owners, due to COVID 19 have defaulted in their mortgage payments in spite of efforts by the banking sector to assist with payment terms that will cushion the harsh effects due to the COVID 19 pandemic. Many homes are now in the stage of foreclosure and others are being offered below forced sale prices. As a result, there are some great property deals on the market here in Saint Lucia.

I am pleased to share with my readers some interesting offers that have come across my desk in recent months. **My best deal is for anyone seeking a Fixer Upper in the Quarter of Vieux Fort.** This property is built in a high traffic area on approx. 21,000 sqft of Residential/Commercial (mixed use) land, with a concrete structure, comprising of ground and first floor, totalling approx. 9,000 sqft. for under EC\$600,000.00/US\$220,840.00. This is a property with great equity. **This is my property of the year.**

There are a number of new developments in the South of the island. Lots with an average area of 8,000 sqft. are being offered on the market for as low as EC\$10.50/US\$3.87 per square foot in Dugard Ridge, Ti Rocher, Micoud.

If you are looking for a hideaway, I have two adjoining lots at Balenbouche, in the Quarter of Choiseul, approx. 21,000 and 25,000 sqft at EC \$10.00/US\$3.69 & 12.00/US\$4.42 per sqft respectively. Great for an eco-property with cottages / guest house / family house with lots of space for gardening.

Finally on deals, I have two adjoining commercial buildings on Mary Ann Street in the commercial centre of Castries, located at a corner. Asking price for both: EC\$700,000.00/US\$257,647.00. Owner will sell individually or together.

There could never a better time to invest, prices are declining; owners are ready to make real great deals. It is going to be a December to remember for many who have the vision to look ahead beyond the COVID 19 pandemic.

This opportunity is taken to welcome all returning citizens and visitors to our shores as we look forward to a peaceful and joyous Festive Season.

Please visit our website at <https://stluciagreatpropertydeals.com>

**EVERYTHING IS NEGOTIABLE FOR SERIOUS INVESTORS. Let us make a DEAL!!!**

**Our beaches await you!**

Edward A. Harris, Real Estate Agent/Broker,

## **OWNING A HOME IS A KEYSTONE OF WEALTH**

December 4, 2021

### **HAPPY HOLIDAYS 2021!**

*“Owning a home is a keystone of wealth... both financial affluence and emotional security”.*  
*Suze Orman*

This is not a normal Holiday Season as we are accustomed. We have been deprived of the many festivities and joy that are in keeping with this time of year. During the past two Christmases we had to curtail many of our cherished events. We were separated from our families and just when we were about to look forward to a normal Holiday Season this year, there came the OMICRON Variant, creating anxieties, and actual travel restrictions implemented by many countries. At the moment, President Joe Biden is not thinking about lockdown but rather vigorously pushing vaccination and shorter window on PCR tests for those wishing to travel to the U. S. A.

Looking towards the Festive Season and beyond, my suggestion is simple; don't be fearful of the COVID 19 pandemic, instead take heed to the advice of the medical professionals, get vaccinated, and follow the protocols. We must be ever conscious of our responsibility to ensure the safety of others, that we do not contribute to any situation that will cause others harm. Let us be each other's keeper.

There are a few concerns in the Real Estate industry with adjusting operational strategies, the end of the Mortgage Assistance Programme, and the need to add new inventory on the market. The discourse is getting louder as it relates to reduction in commissions, and pocket listing which is currently before the courts in the U. S. A. However, these issues will all be resolved in the New Year and Realtors and related service providers will come together again to provide quality service to their clients.

At this time of year everyone is thinking especially about the people who have brought the most value to their lives. In the Real Estate Business I see my associates and clients in that light. Firstly, I will like to thank my management and staff for supporting my efforts in providing quality service to our clients, and secondly my clients for placing their confidence in us to deliver a quality and hassle free service. It is my prayer that all those who gave us the privilege to serve them will be blessed beyond measure and be in health.

As we come to the end of 2021, whatever we fail to achieve in the past year, it is my fervent wish that everyone with a dream will be able to turn it into reality. I cannot over emphasise the fact that real estate is one of the surest ways to build generational wealth. We are committed to helping our clients in achieving that goal. Our advice to those who are yet to make their first investment in property is to establish a relationship with one of your community Brokers, sit with him/her and work out a strategy to launch your journey in investing in Real Estate. We at Ed Harris Real Estate & Business Consulting Services will be pleased to guide you on your journey to acquire property in Saint Lucia.

This opportunity is taken to welcome all returning citizens and visitors to our shores for the holidays as we look forward to a peaceful and joyous Festive Season.

Please visit our website at <https://stluciagreatpropertydeals.com> and request one of our FREE E-Books.

Have yourselves, a Festive Season, filled with Joy and Happiness!

**Our beaches await you!**

Edward A. Harris, Real Estate Agent/Broker

**HAPPY NEW YEAR 2022!**

**- END -**