

ST. BARTH SELLING GUIDE



COLDWELL BANKER
ST. BARTH





SELLING ON ST. BARTH

Is it time to sell your home? Maybe you're ready to downsize because the kids have moved out, or perhaps you need more space for a growing family. Whatever the reason, selling a home is often one of the most significant undertakings you'll face, both emotionally and logistically.

Selling your property is a significant life event, and we're here to make the process as seamless and rewarding as possible. As experienced real estate professionals, we understand the complexities and emotions that can come with selling a home. Our goal is to provide you with the expertise, tools, and personalized support you need at every step.





COLDWELL BANKER® - BRAND POWER

More agents in more places means local expertise and powerful connections, all across the world. Benefit from our powerful network and get world-class guidance when you sell with Coldwell Banker.

40 - Countries
100K - Agents worldwide
\$234 billion in sales volume closed in 2023

Selling your property is a major milestone, and you deserve a company that's up to the task. In 2022, Coldwell Banker® closed an impressive \$295 billion in sales volume.

This brand is dedicated to empowering agents with the latest technology, strategic marketing, and a robust network, all designed to showcase your property in the best possible light.

PRICING STRATEGY

When it comes to the asking price, it would be perfect if the market considered what you paid for the property, how much you need to sell it for and what you think its worth. Unfortunately, that's not how it works, there are however plenty of online tools for you to use to determine how much your home should be priced at, and you can always go to open houses in your area to check out the competition. Although these methods can give you an idea of what your home is worth, nothing compares to the expert opinion of your agent.

A comprehensive market analysis will be carried out by your real estate agent comparing your property to similar properties in the same area. Your agent will produce a report showing homes that are currently on the market, homes which have been sold recently, and homes that failed to sell, so that you can price your home correctly.

A CMA includes:

1. Comparable Properties: Nearby homes similar in size, age, and features.
2. Adjustments: Price adjustments for unique property differences.
3. Market Trends: Insights into local market conditions affecting pricing.
4. Suggested Listing Price: A recommended price that's competitive yet realistic.



MARKETING YOUR HOME

Marketing is essential in selling a house because it maximizes exposure, attracts qualified buyers, and highlights the property's unique features to create emotional connections. With strategic marketing, a property can reach a broader audience, both locally and globally, capturing interest from serious buyers who may not have otherwise seen it. Quality images, social media presence, open houses, and online listings play a pivotal role in creating a compelling first impression, which can lead to faster sales and potentially higher offers.





SELLING YOUR ST. BARTH HOME - THE COSTS

When selling a property in St. Barthélemy, several key expenses should be anticipated:

1. **Agency Commission:** Real estate agents typically charge a commission of 6% of the sale price, payable by the seller when the sale is finalized.
2. **Inspection Fees:** Sellers must cover the cost of mandatory property inspections, which check for electrical and gas compliance, termite presence, asbestos, and septic system standards. These inspections are required to ensure the property meets local regulations.
3. **Capital Gains Tax:** If the sale results in a profit, a capital gains tax of 35% for sales occurring before 8 years of ownership. After 8 years, the rate is reduced to 20%. The sale of a primary residence benefits from a reduced rate of 20%, regardless of the length of ownership.
4. **Translation Costs:** Fees are the responsibility of the party who does not speak French, whether buyer or seller.
5. **Additional Taxes:** Depending on the seller's residency status and ownership structure, additional taxes which include several social taxes can apply, up to a ****maximum amount of 17.20%****.

Consulting with a local real estate expert or legal advisor is recommended to fully understand the costs and obligations when selling property in St. Barthélemy.



LUXURY HOMES

For specialty properties, we have many niche programs available to make your property stand out including:

Coldwell Banker Global Luxury
Coldwell Banker Commercial

In addition to our Coldwell Banker services, we also have an association with many of the world's top real estate marketing brands and publications.



THE SELLING PROCESS







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For additional information on selling property in St. Barth please reach out to us:

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