

GOLD COAST REPORT



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Yacht Haven Grande

Tell us about Yacht Haven Grande in the U.S. Virgin Islands. When did sales launch?

It's a gem of an opportunity in the sense that it's bringing a new level of sophistication to Saint Thomas and the U.S. Virgin Islands. There are only 12 residences here on the Caribbean's newest megayacht harbor and marina overlooking the Charlotte Amalie Harbor. We held a grand opening in March of 2007, which was well-received due to not only the residences, but also, of course, the Marina at Yacht Haven Grande itself.

How easy is it to get to Yacht Haven Grande from Miami?

Direct flights from Miami take you right into Saint Thomas—so it's definitely easily accessible. The airport can accommodate larger aircraft, and it's a comfortable flight. Yacht Haven Grande is very close to the airport: It's about a 10-minute taxi ride right down on the Charlotte Amalie Harbor next to all the famous shopping Saint Thomas is known for. Once you're at Yacht Haven Grande, you're at the hub, a centralized location from which you can venture out into all the Caribbean, the British Virgin Islands and British West Indies. It's a good anchor point to explore all the beautiful islands of the area.

Describe this part of Saint Thomas.

Homes sit right on the harbor overlooking the yachts and marina and the retail. The shopping and dining at Yacht Haven Grande is exceptional. You have [stores such as Salvatore Ferragamo, Coach, Bulgari and Louis Vuitton] and three on-site restaurants, ranging from casual to very fine dining. Much more is planned down the line. And there are so many other activities that go along with being in that location: tennis facilities, a health club and more.

How large is the marina?

The marina itself will accommodate the boats and yachts of others, besides those of the 12 residents. There are 48 slips available to the public, and it can accommodate the largest megayachts in the world—more than 450 feet long! In fact, Larry Ellison's *Rising Sun* is currently berthed there, at 452 feet, 8 inches.

Describe the 12 homes currently for sale.

The residences themselves are extremely livable. You



An aerial view of Yacht Haven Grande and Charlotte Amalie Harbor in the U.S. Virgin Islands.

TOP RIGHT: GARY FELTON; BOTTOM (2): DOON HERBERT



A master bedroom at Yacht Haven Grande.



A living room, with stunning views, at Yacht Haven Grande.

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can certainly enjoy a short stay as well as a year-round residence. The floor plans allow for three bedrooms, three and a half baths on a little more than 2,000 square feet. The building has three levels, and all residences—built on levels two and three—are about the same size. It creates a nice air of privacy, and the elevation expands the views. All homes are on the water, with private terraces and plunge pools right off the master bedroom. We have a furnished residence there now that we can show prospective buyers. If someone comes to visit, they can get a first-hand feel of the residence. On occasion, we've had guests stay there. They've experienced it, fallen in love with it and understand what Yacht Haven Grande actually has to offer—from the residence itself to the lifestyle.

What are the price points for its residences?

They range from \$1,850,000 to \$2.1 million. We're still

in the process of deciding maintenance charges. Right now they're projected to be in the \$3,000-a-month range, because we're offering so much and such a high quality of lifestyle.

Does the maintenance fee include the use of a yacht slip and marina?

Yes, each residence comes with the use of a yacht slip that can dock a boat up to 70 feet. For this, buyers pay only about \$300 a month [additional] maintenance. So when you combine the usage of a slip as well as the residence itself, the magnitude of Yacht Haven Grande Marina, and the amenities and qualities of the complex, you can see where the value is. There's a pool, clubhouse and restaurants on site. Everything you need is truly right there. It's the whole experience of being in that environment. The service is there, the staff is there and buyers will truly have red-carpet-treatment living at Yacht Haven Grande. 🏠