

TURKS & CAICOS REAL ESTATE MARKET REPORT

FIRST QUARTER COMPARISON

1st QUARTER

2014

Turks &
Caicos



Sotheby's
INTERNATIONAL REALTY

Turks & Caicos Real Estate Sales

1st Quarter 2014 Comparison

The Turks & Caicos Real Estate Market continues to be led by the strong performance of the luxury sector. Condominium sales were up 82% over Q1 of last year in \$ volume (from 9.7M to 17.8M), with a 21% increase in average price (\$697K to \$848K). Single Family Homes Sales were up a whopping 279% in \$ volume (from 6.63M to 25.2M) with a 160% increase in average price (from 602K to 1.57M) led by the sale of Saving Grace on Leeward beach at 7M. While Q1 last year was a bit tepid in closings, its pipeline set the foundation for the sustained momentum. See Home/Villa Sales Graph and Condominium Sales Graph on page 4.

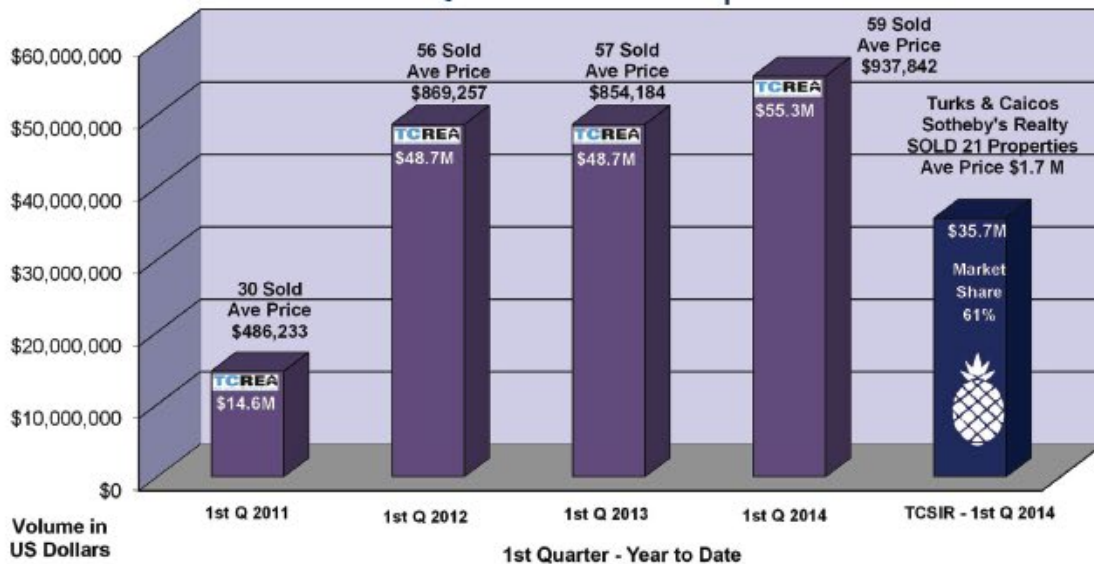
We are seeing, over the past fiscal year, a shrinkage of quality inventory and improvement in demand has also led to a decrease in New Listings and Average Days on Market.

The forecast for Q2 is also strong, with a number of luxury and ultra-luxury transactions looking to close in Q2. For sellers who have been sitting on the sidelines waiting for the market to return, now would seem to be the time to list, and for buyers, there is a sense of urgency with quality inventory continuing to shrink.

At Turks & Caicos Sotheby's International Realty, we continue to lead the market with a significant number one market share position. We thank our key industry partners, colleagues, vendors, clients, customers and of course our wonderful team as we happily and humbly move towards better days together.

Turks & Caicos Residential Sales

1st Quarter 2014 Comparison



The data displayed in this chart was compiled from the TCREA MLS Realty Server on April 18th, 2014 and is the exclusive property of Turks & Caicos Sotheby's International Realty. TCSIR cannot warrant the accuracy of this information, which is otherwise unavailable through any other private or public sector database.

Turks & Caicos Villas

New Listings

Click on these pictures to view each new listing: Villa Souion, Villa Jasmine, Mimosa Villa, and Le Mer Villa



On The Cover

The Villas At Blue Mountain



The uptick of luxury villa sales as our current real estate market indicates brings a greater interest to the new managed villa developments. Developments such as The Residences, Beach Enclave and the Shore Club, two of which are now under construction, will help fill the gap in the demand for private villas managed by resort developers whereby owners have the best of both worlds in their vacation home investment properties.

On the cover of this issue of our Market Report we present The Villas At Blue Mountain, the pioneer developer for managed luxury villas. Originally launched in 2003 ahead of the curve on both concept and quality, and with 4 villas and all common area infrastructure and grounds completed including the serviced and secluded private neighborhood beach, The Villas At Blue Mountain is perfectly positioned to meet the growing demand for the managed villa market in the Turks & Caicos.

The Villas At Blue Mountain is an oceanfront community of 10 waterfront and ocean view home-sites (4 villas complete) for those who desire a more private and serviced expression of island villa lifestyle. The community of luxuriously appointed homes combines the amenities of a luxury resort with the privacy of a luxury villa to give you the best of both worlds with a dramatic outlook over the Atlantic Ocean. This superb location on the island affords breathtaking panoramic views of the barrier reef and the brilliant turquoise waters beyond.

For a preview of The Villas At Blue Mountain click on the pictures above to download a PDF brochure.

Construction Update

The Residences ~ By Grace Bay Resorts



We are pleased to advise that two of the three residences are now fully under way with scheduled completion dates of June and July, respectively, this year. The above photo taken on April 4th, an aerial of the construction site, indicates that The Residences have completed the roofing stage and the crew are now well into the interior finishing work. We look forward to presenting a new set of photos once these two villas are fully completed. For information on the one remaining villa offering please click on this link: [The Residences I](#)

Newly Launched Villa Development

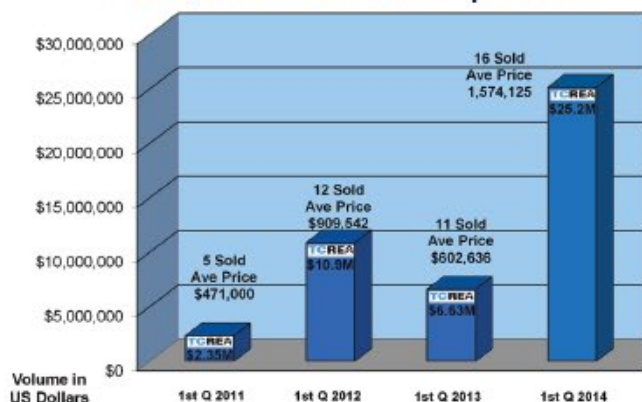
Beach Enclave



Beach Enclave is Providenciales' premier gated beachfront villa enclave, combining private home ownership with tailored rental and management services. This new development offers magnificent homes with an elevated and low-density living experience, blending footprints-in-the-sand living with majestic panoramas of the island's North Shore - a truly unique opportunity. The master plan allows for 6 beachfront homes with private beach and 3 hilltop homes with a footpath to the beachfront. The two design options, offered in a 3 or 4 bedroom layout, are your choice of a single storey design or a two storey design. Hilltop villa prices start at \$1.795M. Beachfront villa prices start at \$3.295M. This community of 9 homes will be security gated, fenced, provide owner and guest services, fitness center and yoga pavilion, beach amenity and optional rental program. Two advantages of purchasing new construction are: payments are only released on milestones as construction progresses and stamp duty fees are on land purchase price only. For more information on Beach Enclave we welcome you to contact our office or click on the pictures above for the listing information.

Turks & Caicos Home/Villa Sales

1st Quarter 2014 Comparison



Turks & Caicos Condominium Sales

1st Quarter 2014 Comparison



The data displayed in these charts was compiled from the TCREA MLS Realty Server on April 18th, 2014 and is the exclusive property of Turks & Caicos Sotheby's International Realty. TCSIR cannot warrant the accuracy of this information, which is otherwise unavailable through any other private or public sector database.

Turks & Caicos Condominiums

New Listings

Click on these pictures to view each new listing:

Seven Stars 3601.02, Grace Bay Club Villa B203.204, The Sands PH 3303.04, West Bay Club 206



RESIDE MAGAZINE

Spring 2014



Sotheby's International Realty has taken our brand's Northeast RESIDE Magazine one step further by producing an exclusive section dedicated to the Caribbean region. The section will also be published as an insert for the issues of the Wall Street Journal, Sotheby's magazine published by the Sotheby's auction house, as well as the master Sotheby's Realty RESIDE Magazine. This additional new venture will provide valuable exposure for our listings and our office in the Turks & Caicos Islands. Pick up a copy at our office or view the digital edition of the insert by clicking on the pictures above.

TURKS & CAICOS MAGAZINE

Spring 2014



Turks & Caicos Magazine is Turks & Caicos' luxury magazine showcasing the finer points of TCI with luxury content. Turks & Caicos Sotheby's International Realty has exclusive real estate content along with property profile and editorial. Pick up a copy or view the digital edition by clicking on the pictures above.

LOCAL EXPERTS ~ WORLDWIDE

Looking forward to working with you!



Joe Zahm,
President/Broker



Nina Siegenthaler,
Vice President/Sales Exec.



Karen Biker,
Director/Sales Exec.



Richard Sankar,
Director/Sales Exec.



David Green,
Sales Executive



Dee Agingu,
Sales Executive



Lisa Lopes-Wilson,
Sales Executive



Imelda Burke,
Sales Executive



Peter Crawford Smith,
Sales Executive



Michael Bovell,
Sales Associate



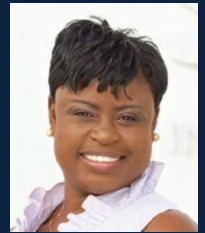
Heather Simpson-Forbes,
Sales Associate



Anna Richardson,
Sales Associate



Thomas Watkins,
Sales Associate



Thashena Adderley,
Sales Associate



Denise Douglas,
Office & Marketing Manager



Takeria Francis,
Reception/Office Admin.



Courtney Miller,
Sales Assistant



Bianca Harvey,
Sales Assistant



Turks &
Caicos



Sotheby's
INTERNATIONAL REALTY

Venture House, Grace Bay , Providenciales
t 649.946.4474 | f 649.946.4433 | info@tcsothebysrealty.com

Sotheby's International Realty is a licensed trademark to Sotheby's International Realty Affiliates, Inc. Each office is independently owned and operated.