



TURKS & CAICOS REAL ESTATE MARKET REPORT

YEAR END

YEAR IN REVIEW

2013

Turks &
Caicos



Sotheby's
INTERNATIONAL REALTY

Turks & Caicos Real Estate Sales

Jan to Dec 2013 ~ Year In Review

As we ring in 2014, Turks & Caicos Sotheby's International Realty (TCSIR) celebrates another record year, and our fourth consecutive year in the number one market share position, on the strength of the production of a great team - a team that was fortified on January 1, 2013 when TCSIR merged with Richard Sankar's Tropical Paradise Realty (TPR) to create an even stronger real estate brand.

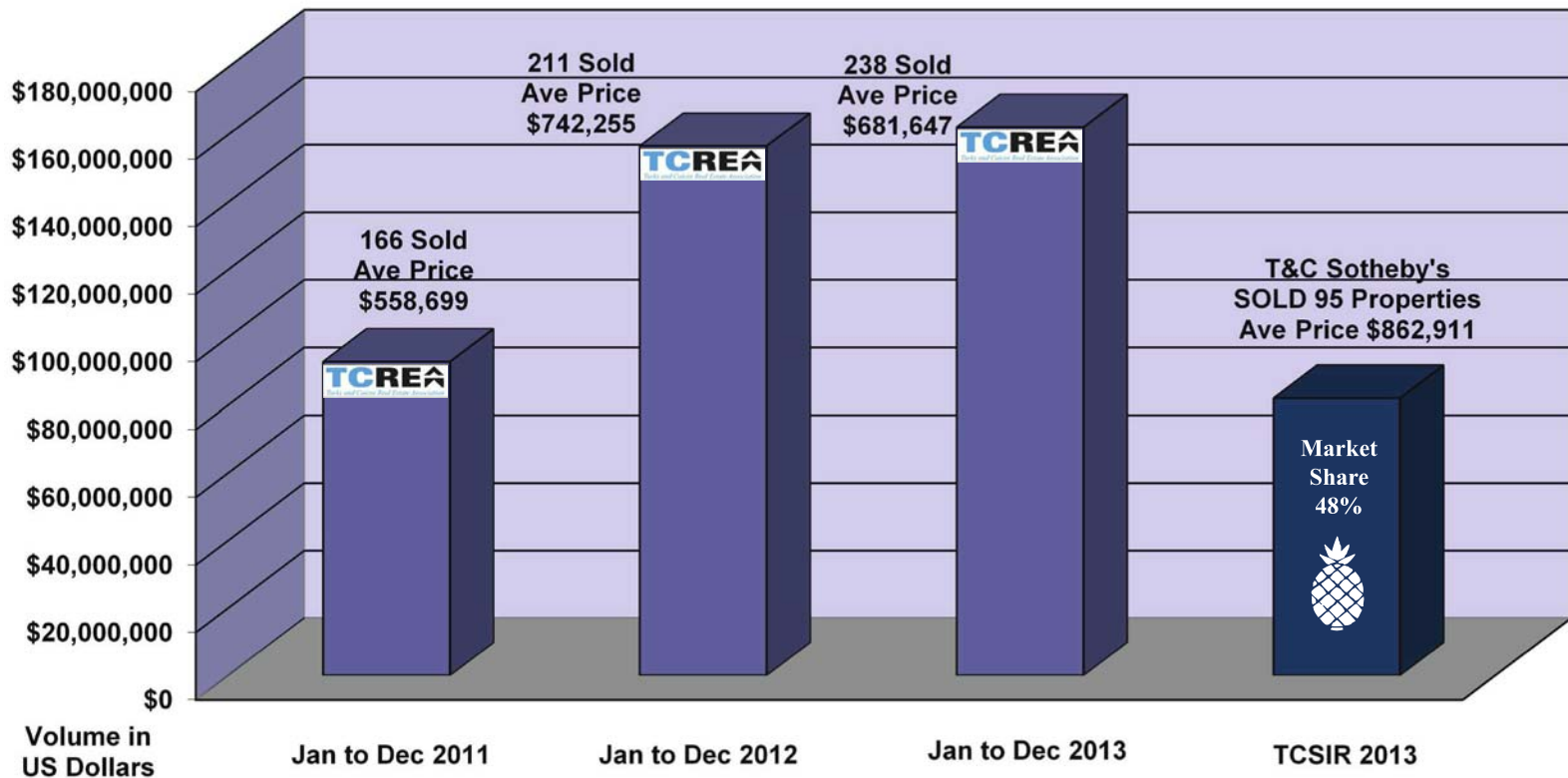
Highlights of the year include the significant listing and sale of the Leeward's Tranquillity site (4.9M), another beachfront site in Leeward (3.25M), Joe Grant's Cay (4.04M), Regent Grand Penthouse 701 (3.9M), Grace Bay Club Estate F501 (3.825M), Grace Bay Club Penthouse Villa (3.1M), Point Grace E302/3 (2.2M), Long Bay Villa (2.3M), the sale of a 10 acre beachfront parcel on International Drive (3.75M), along with a Regent Palms Penthouse (2.7M) and the pending sale of Saving Grace in Leeward (listed at 8M).

Other highlights include the introduction of The Residences, By Grace Bay Resorts, with two of the three villas sold in 2013 and now under construction, and the soft launch of Beach Enclave, a 9 villa, beachfront SWA designed project on the majestic, elevated 10 acre International Drive Site. Significant residential listings include Lucky House on Parrot Cay (10.75M) and Amanyara Villa 32 (10M), Villa Azure (6M) and Silver Sands (5.95M) and Bella Vita (5.69M).



Turks & Caicos Real Estate Sales

Jan to Dec 2013 ~ Year End Comparison



Significant Sales 2013



TRANQUILLITY PROPERTY - \$4,900,000
Listing & Selling Agency



JOE GRANT'S CAY - \$4,040,000
Listing & Selling Agency



REGENT GRAND 701 - \$3,900,000
Listing & Selling Agency



ESTATE AT GBC F501 - \$3,825,000
Listing & Selling Agency

Other Notable Sales 2013

- * THE RESIDENCE 2 - List Price \$4M - Listing & Selling Agency
- * THE RESIDENCE 3 - List Price \$4M - Listing Agency
- INTERNATIONAL DRIVE - \$3.75M - Selling Agency
- GRACE BAY LAND - \$3.25M - Listing & Selling Agency
- PELICAN HOUSE - \$3.2M - Listing Agency
- GRACE BAY CLUB PH.D500 - \$3.09M - Listing & Selling Agency
- REGENT PALMS 5501 - \$2.7M - Listing Agency
- VILLA PISCES - \$2.35 - Listing & Selling Agency
- POINT GRACE E302.303 - \$2.2M - Listing & Selling Agency
- SEVEN STARS 1406.1407 - \$1.796M - Listing Agency
- REGENT PALMS 5201 - \$1.7M - Listing Agency
- PINNACLE 306 - \$1.68 - Selling Agency
- WINDSONG PH243 - \$1.675 - Listing & Selling Agency
- SEVEN STARS 1504.1505 - \$1.65M - Listing Agency
- PINNACLE 206 - \$1.6M - Selling Agency
- WEST BAY CLUB 506 - \$1.58 - Listing & Selling Agency
- GRACE BAY CLUB E103.104 - \$1.475 - Listing & Selling Agency
- GRACE BAY CLUB D201 - \$1.465M - Listing & Selling Agency
- HAWKS NEST VILLA - \$1.44M - Listing & Selling Agency
- REGENT GRAND 301 - \$1.32M - Listing & Selling Agency
- GRACE BAY CLUB B303.304 - \$1.3M - Listing & Selling Agency
- REGENT PALMS 5404.5405 - \$1.275M - Listing Agency
- LONG BAY LOT - \$1.25M - Listing & Selling Agency
- SOMERSET C103 - \$1.25M - Listing & Selling Agency
- NORTH CAICOS LAND - \$1.25M - Listing & Selling Agency
- THE VENETIAN 702 - \$1.125M - Listing Agency
- SEVEN STARS 1109.1110 - \$1.1M - Listing Agency
- SEVEN STARS 2203.2204 - \$1.10M - Listing & Selling Agency
- LONG BAY LOT - \$1.1M - Listing & Selling Agency
- REGENT GRAND 406 - \$1.08M - Listing & Selling Agency
- THE VENETIAN 504 - \$1.05 - Listing Agency
- THE VENETIAN 202 - \$1.025M - Listing & Selling Agency
- NORTH CAICOS LAND - \$1.0M - Listing & Selling Agency
- GRACE BAY CLUB B103.104 - \$985k - Listing Agency
- SEVEN STARS 1703 - \$925K - Listing & Selling Agency
- THE VENETIAN 103 - \$925K - Listing & Selling Agency



* Pre-construction sale - due for completion in 2014

Turks & Caicos Condominium Sales

Jan to Dec 2013 ~ Year End Comparison

Driven by significantly improved demand at the high end, and combined with a slightly improved overall market, the condominium market showed strong improvement over last year with a 16.7% increase in \$volume and a 34% increase in average price, this on the strength of 8 penthouse sales (7 of which TCSIR listed and 6 of which TCSIR sold).

TCSIR enjoyed leading market share positions in all segments, led by a 69% market share of all condominium sales as per the Turks & Caicos Real Estate Association MLS data. TCSIR further broadened its strength not only in condominiums, but also in single family villas, residential land and commercial properties.

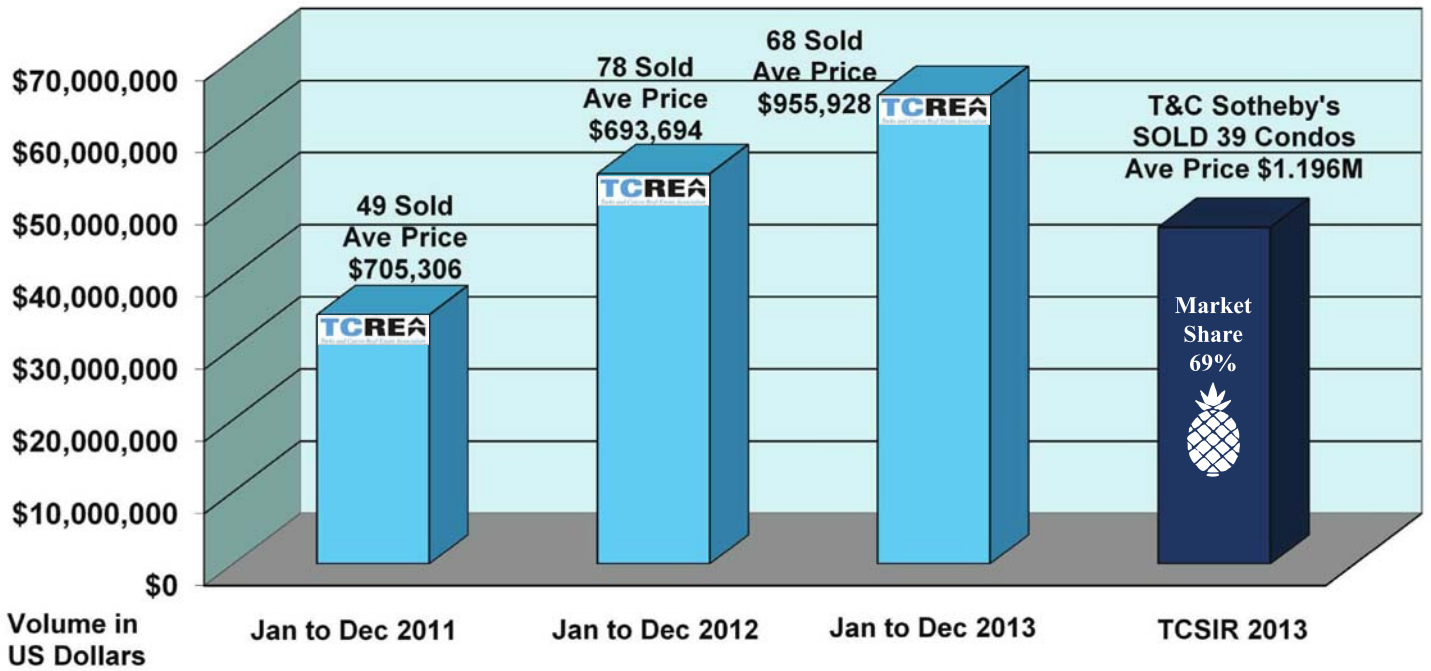
TCSIR captured a 72% Market Share in \$ Volume in the Luxury Market of all sales over \$1M.

With 7 of the top 10 MLS sales agents in \$ volume, TCSIR truly led the market in 2013.



Turks & Caicos Condominium Sales

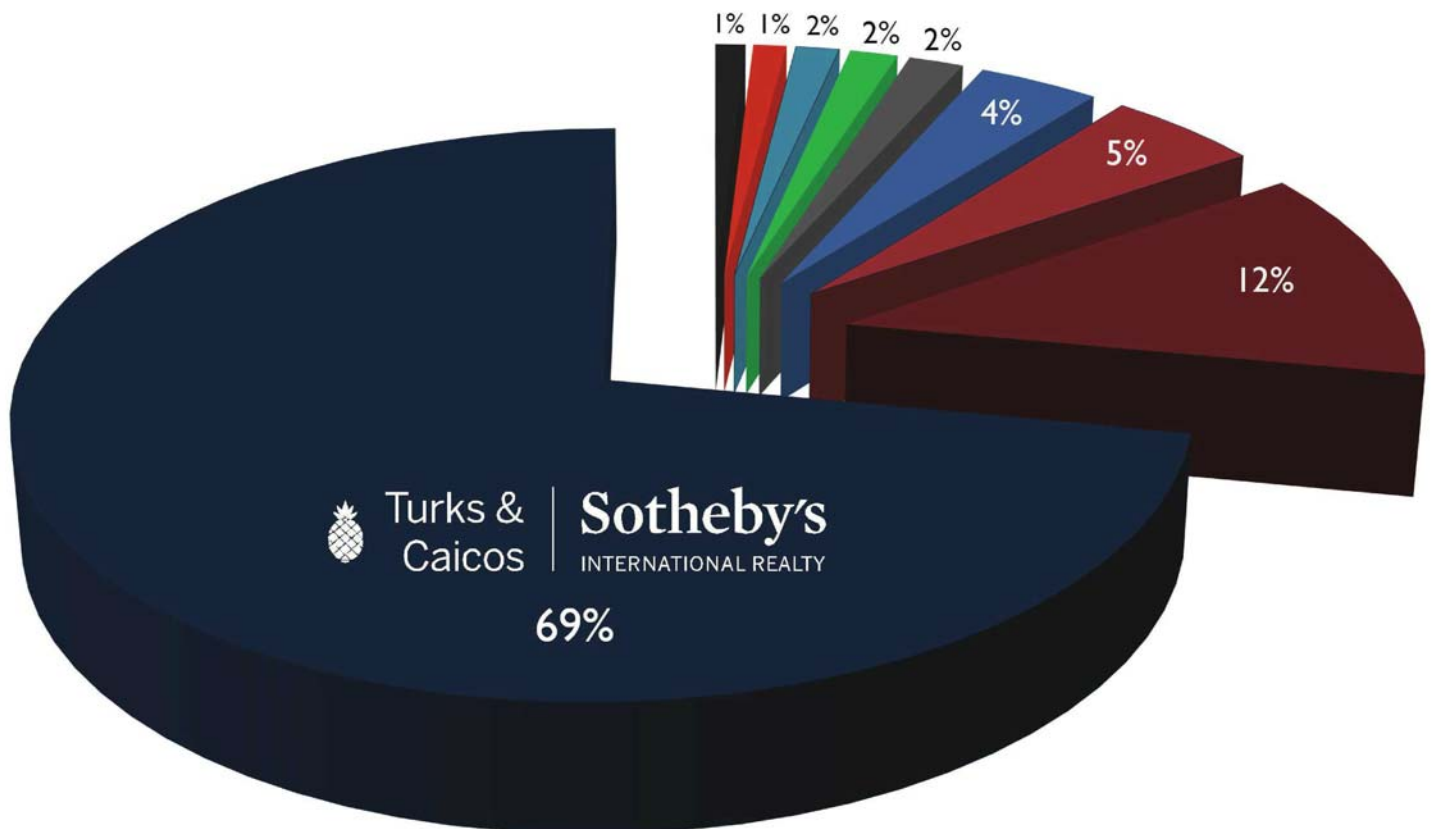
Jan to Dec 2013 ~ Year End Comparison



The data displayed on these two charts was compiled from the TCREA MLS Realty Server on January 2nd, 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.

Market Share of Condominiums Sold

January to December 2013



Turks & Caicos Additional Highlights

Jan to Dec 2013 ~ Year In Review

The year also saw TCSIR expand its footprint with the listing of Dellis Cay, 1,400 acres on East Caicos, a 169 acre prime development beachfront parcel on Northwest Point adjacent to Amanyara, the Blue Horizon Resort in Mudjin Harbor on Middle Caicos, Las Brisas Restaurant & Villas, as well as, a wonderful villa development on the beach in Grand Turk called Sandpiper Court at Lucayan Shores.

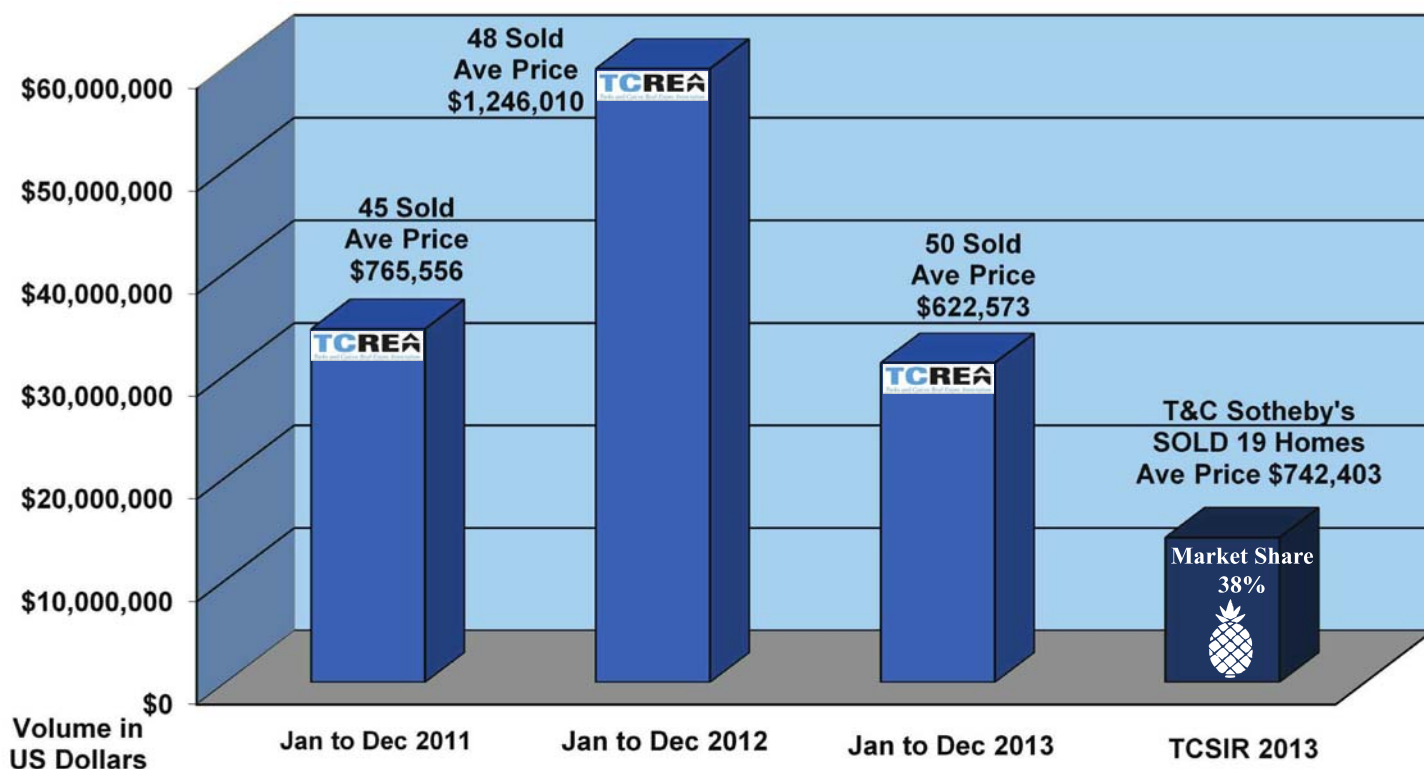
Further, the visionary Sailrock project South Caicos is just breaking ground on the Villas at Great House, with three of the beachfront villas pre-sold as well as Peninsula Villas under way.

TCI highlights include the welcoming of newly appointed Governor H.E. Peter Beckingham in October, ongoing construction of the airport expansion, the successful recapitalization of the West Caicos project, the slated JW Marriott Hotel, increased air service with Delta announcing new flights from JFK and Boston as well as new flights from other key feeder markets, increased tourism demand and an inexorable rise on the world stage for the TCI Brand.



Turks & Caicos Home/Villa Sales

Jan to Dec 2013 ~ Year End Comparison





TCSIR further continued to reach out in the community in 2013 with the successful Joe Zahm Band fundraiser in April and the November Art Show and Live Auction showcasing Local Artists at Amanyara. With these two events, TCSIR helped raise nearly \$20,000 for the Ed Gartland Youth Center in addition to contributing to several other charitable and community programs.

We thank our friends and families, colleagues, clients, customers, and fellow community members for their great support in 2013, and look forward to your continued support as we gear up for an even better 2014.

May your New Year be filled with much joy, health and prosperity.

Turks & Caicos Land Sales

Jan to Dec 2013 ~ Year End Comparison



The data displayed on these two charts was compiled from the TCREA MLS Realty Server on January 2nd, 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.

LOCAL EXPERTS ~ WORLDWIDE

Leading the Overall and Luxury Markets Again in 2013.

Looking forward to working with you in 2014!!



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.