

TURKS & CAICOS REAL ESTATE **MARKET REPORT** YEAR IN REVIEW COMPARISON 2020



Year In Review
2020

Turks & Caicos 

Sotheby's
INTERNATIONAL REALTY

Turks & Caicos Market Report & Update

TCI Real Estate Posts A Successful Year in 2020

2020 TURKS & CAICOS REAL ESTATE MARKET CLOSES LIKE A CHAMP

The 2020 TCI real estate market performed better than we ever could have hoped for in the context of COVID-19, a four-month country-wide shutdown and stringent travel requirements. And I guess our task in this space is to seek to answer the question, as set forth by the great David Byrne of Talking Heads: "Well, how did we get here?!"

Let's start abroad: After the stock market cratered, it began to recover quickly and it became clear this was not a rerun of the 2008 financial crisis. Soon thereafter, we witnessed affluent buyers starting to move on luxury vacation property from Vail to Aspen, and from the Hamptons to South Florida. COVID-19 was triggering the opposite of the financial crash of September 2008, in that luxury real estate was highly desired by those looking for easy-to-access, safe-haven retreats away from urban areas and primary homes. With airports and resorts closed, and most commercial planes not flying, the luxury market was, quite urgently, seeking out real estate!

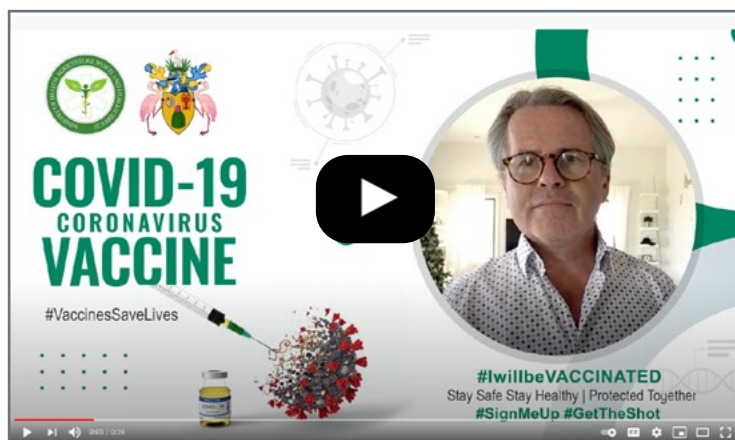
In TCI, initially, we were not so lucky, as our borders were completely closed from March 24 until July 22. We did however start to (virtually) close Q1 pipeline business and built a bit of momentum via the private jet class just prior to, and after, the airport closures. Q2, (led by the sale of a couple of a trophy properties and several new development villa sales) was also assisted by welcomed stimulus from the TCI Government with a concession halving stamp duty for the second quarter. This helped us close sales during this torturous time for our hotel, resort and villa rental partners grappling with the border's closures. And this is really the first time in our history that our real estate industry has not been so directly tethered to tourism flow.

After a steady Q3, usually our slowest quarter, Q4 started strong and ended with a flourish, bringing the market to within 15% of last year in gross sales volume (\$339M vs. circa \$290M) and ahead of 2018 which was a strong year in its own right. Our market has passed yet another stress test with flying colors, as buyers flocked to quality and new development based on ever-present fundamentals of great quality product and ease of access and use. As my partner Nina Siegenthaler simplified in a recent Zoom meeting: "People really want to be here!" Indeed, and now we are experiencing what the Hamptons and Vail Valley and other luxury vacation markets have, with similar buyers seeking a warm weather luxury, safe-haven destination.

We have also witnessed buyer motivations come into clear focus: They want quality, the ease-of-use and access and security, and are less motivated by rental income opting for personal use and long-term capital appreciation. As a Hamptons real estate agent said in early summer, "life plans changed in a weekend", and while that may be an overstatement for this market, it is clear that buyers (and most existing TCI property owners) have put their umbrellas in the sand with a clear intention: They really want to be here!

In closing, it is wonderful to see old and new friends coming back to the island enjoying our Beautiful By Nature experience. So far, we are doing well with our COVID protocols and travelers are getting used to testing and the authorization process for arrival. In this sense, as our friend and colleague Mark Durliat, CEO of Grace Bay Resorts, recently stated, we have created a bit of an "island bubble" that feels just right for the times. We must of course remain vigilant, but with light at the end of the tunnel in the form of vaccinations (TCI is already administering our first supply), consistent testing and stringent protocols, we envision a positive and hopeful 2021.

We wish you all much health and happiness in the New Year 2021, and many thanks to our team, partners, colleagues, clients and fellow community members by doing what we always do and rising to the occasion.



The Turks & Caicos Islands Government officials have worked hard to keep all of our residents safe throughout this past year. As a dependent territory, we are fortunate that the UK Government has provided a first batch of Pfizer vaccine which arrived on January 7th with vaccination to begin on January 11th. Thank you to all involved with this process and the arduous task of regulating the safety protocols during this pandemic.

We have provided the brief video from Governor Nigel Dakin above, for residents that may not have viewed it.

Turks & Caicos Sotheby's International Realty - 2020 Significant Sales



Emerald Pavilion - \$13M



Bajacu - Listed at \$18.8M



Amanyara Villa 16 - \$6.75M



Dream Big Villa - \$5.75M



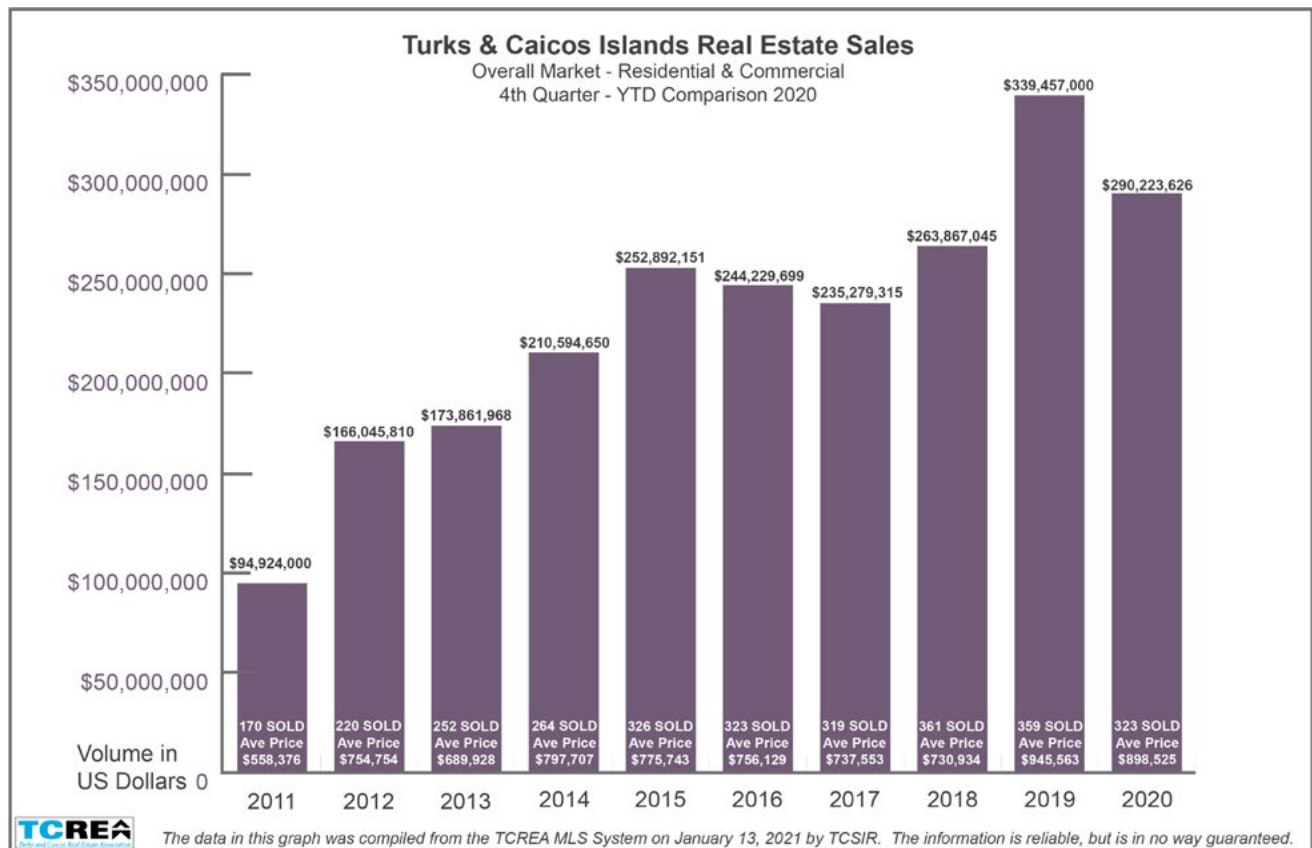
Long Bay House - \$5.825M



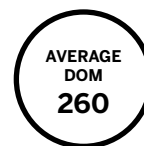
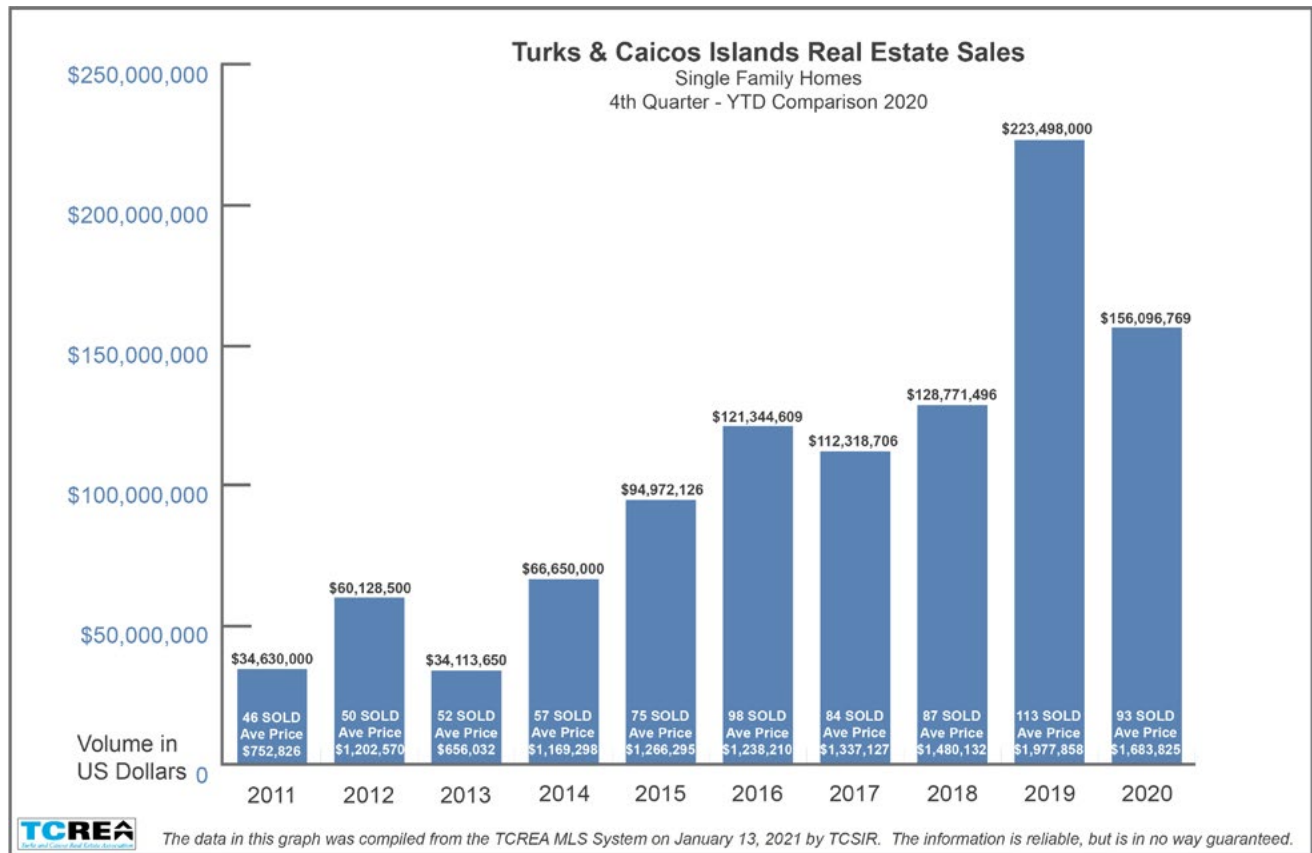
Cerulean - \$4.8M

Significant Sales that are Pending and under construction include:

2 BE Grace Bay Villas, 3 South Bank Ocean Estate Homes, 4 BE Long Bay Ph2 & 1 BE North Shore Ph2



The start to the new decade was certainly not what we expected, in terms of health and safety. In contrast the North American and many luxury real estate markets have had a positive year in 2020 with Turks & Caicos real estate included in this surprising economic shift. We are pleased to display this year-end report that exceeded our record year in 2018 and finished just shy of last years' record shattering performance.



The overall market in 2020 exceeded our projections noted in the 3rd Quarter report, finishing well above the predicted \$273M mark thanks to a busy 4th Quarter stimulated by a Stamp Duty reduction. On the luxury end, there were 16 home sales over the \$3M price point with the highest recorded home sale at \$13M for an existing villa. The average price decreased slightly finishing at \$1.68M as noted on the above graph. Completed sales in the new villa development category, represented 24.9% of the SFH sales volume. The chart below defines the villa/home sales volume by price point.

TCSIR Significant sales in this sector included: Emerald Pavilion \$13M, Bajacu-listed at \$18.8M, Beach Enclave Grace Bay \$8.78M, Blue Cay Estate \$8M, Amanyara Villa 16 \$6.75M, Blue Cay Estate \$6M, Long Bay House \$5.825M, Dream Big Villa \$5.75M, Beach Enclave North Shore \$5.2M and Cerulean \$4.8M.

Single Family Homes	Units	\$ Volume	Units	New Villa Developments
Sales Over \$11.1M	2	\$ 24,750,000		
Sales \$8M to \$11M	2	\$ 16,782,750	2	\$ 16,782,750
Sales \$5 to \$7.9M	6	\$ 45,266,500	1	\$ 6,000,000
Sales \$3M to \$4.9M	6	\$ 14,745,904	4	\$ 16,087,404
Sales \$2M to \$2.9M	3	\$ 8,050,000		
Sales \$1M to \$1.9M	17	\$ 23,202,566		
Sales \$700K to \$999K	10	\$ 8,859,800		
Sales \$400K to \$699K	17	\$ 8,583,500		
Sales Under \$400K	29	\$ 6,705,749		
Totals	92	\$ 156,096,769	7	\$ 38,870,154

New Development Listing for Providenciales in 2021



The Strand - A Private Residential Resort Community on Cooper Jack Bay

Recently launched, Turks & Caicos Islands newest luxury development, overlooking the sapphire waters of Cooper Jack Bay with dramatic vistas and an awe-inspiring setting, The Strand offers an exclusive, architecturally distinctive private community featuring a diverse array of custom oceanfront residences, all with access to a collection of shared community amenities for active spirits. Prices from \$2.2M to \$10M. [Link to further detail.](#)

New Waterfront Listings



Villa Seacliff, Ocean Point, \$7.5M

Located at the tip of Ocean Drive on a spectacular, elevated site offering stunning 360 degree views of the surrounding waters, Sapodilla Bay, Taylor Bay and Chalk Sound.
6 BR, 6 BATH, 7,200 SF - 232 of Frontage, 0.69 Acres.



Villa del Sol, Grace Bay Beachfront, \$6.5M

Located in the prestigious Leeward community. Open concept with vaulted ceilings and floor to ceiling glass doors and windows providing a direct view of Grace Bay.
3 BR, 3 BATH, 2,500 SF - 100 of Frontage, 0.75 Acres.



Villa Cassis, Leeward Canal, \$2.6M

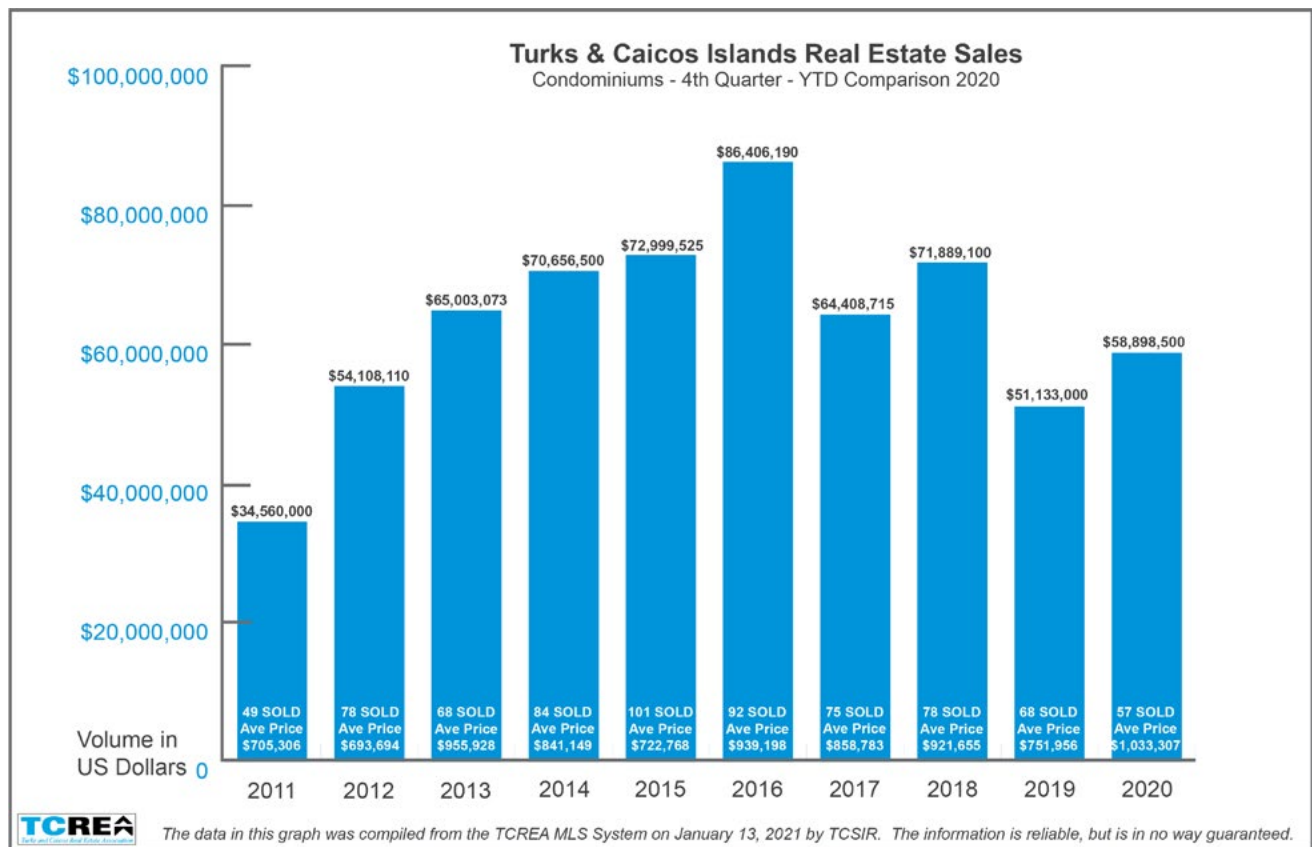
Fully furnished inside and out, professionally landscaped, spacious waterfront terrace with infinity edge pool, 60-foot dock on 120 ft of turquoise canal.
3 BR, 3.5 BATH, 2,600 SF - 121 of Frontage, 0.75 Acres.



PRICE REDUCTION

Turtle Beach Villa, Turtle Cove, \$4.9M

Located at the tranquil west end of Grace Bay Beach, only a short walk to water sports, shopping and an array of restaurants at Turtle Cove Marina.
5 BR, 5 BATH, 4,867 SF - 160 of Frontage, 0.49 Acres.



Condominium sales performance finished the year end with a slight increase after the significant drop in sales volume last year. The average price increased by 37% due to the sale of several luxury re-sale condominiums. The sale-to-list ratio remained high at 92% and the overall-average price per square foot increased slightly to \$488. The price per square foot for condominiums over \$1M was \$661 and over \$3M was \$780.

In the luxury end the top selling re-sale condominium development was Grace Bay Resorts (Grace Bay Club, West Bay Club and Point Grace) with 6 condos sold this year followed by The Palms with 5 condos and Bianca Sands (formerly The Regent Grand) with 3 condos sold this year. Included in these high-end sales was a Penthouse at Bianca Sands and 3 residences at The Estate at Grace Bay Club. Please note that these statistics do not include the Ritz-Carlton Residences, where the 38 condominiums in the beachfront building are sold out.

The chart below is a snap shot of a few of the beachfront condominium developments and the Number of Condos Sold in each of the past five years.

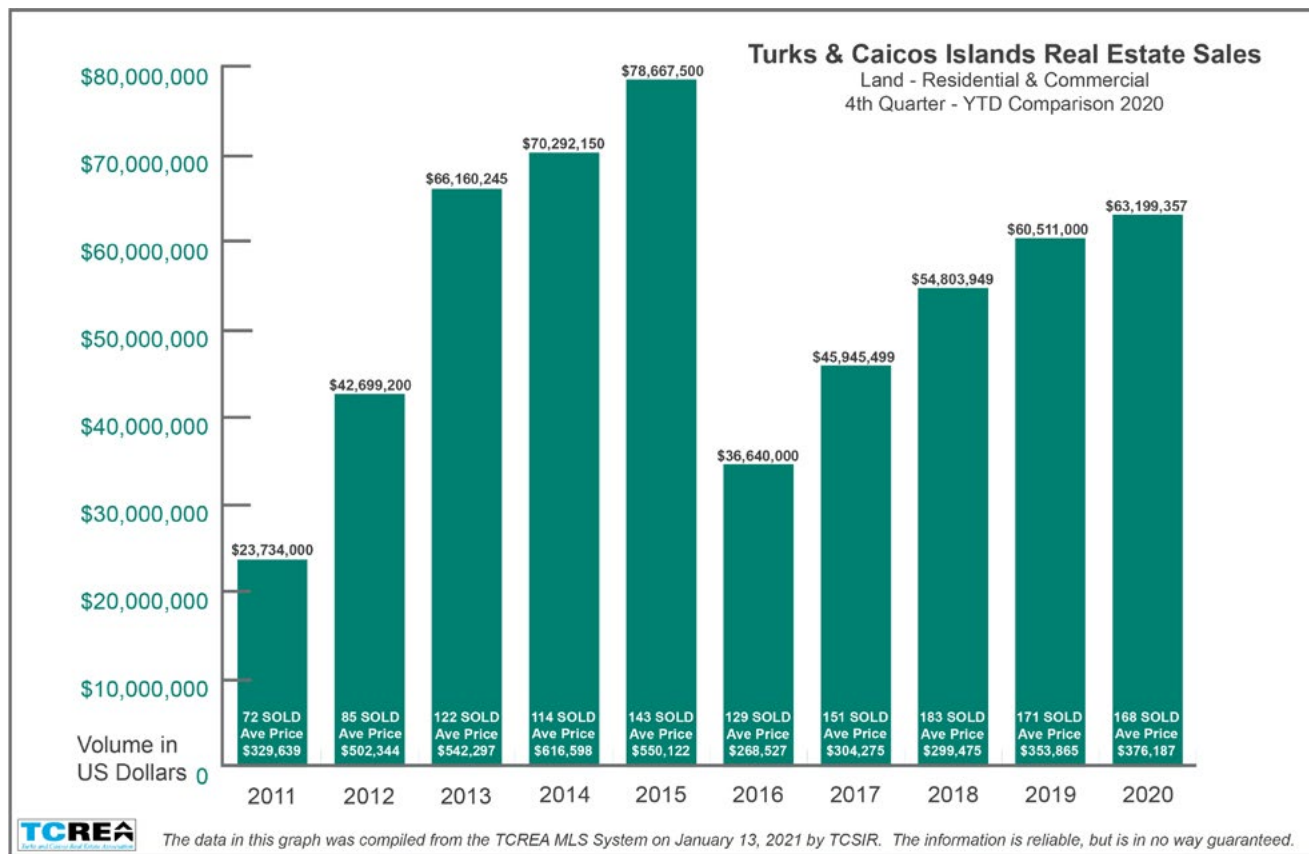
Resale Condominiums	2016	2017	2018	2019	2020
Grace Bay Resorts	4	4	8	1	6
The Grandview	0	0	0	4	1
Ocean Club	9	4	6	5	3
The Palms	9	5	8	5	5
The Pinnacle	0	0	4	1	0
Bianca Sands (The Regent Grand)	2	0	1	4	3
The Sands	3	5	3	6	1
Seven Stars	5	1	1	2	1
The Shore Club	0	4	0	1	3
Somerset	2	3	3	0	0
The Tuscany	4	1	0	2	2
Villa Renaissance	2	3	2	0	0
West Bay Club	2	2	0	2	1
Wymara	6	3	5	0	1

SALES VOLUME
15% ↑

AVERAGE PRICE
37% ↑

LIST TO SELL RATIO
92%

\$/SF CONDOS OVER \$1M
\$661



SALES VOLUME
4.4%

LIST TO SELL RATIO
88%

\$/ACRE BEACHFRONT
\$1.1-4.6M

\$/ACRE-AVG IRONSHORE
\$915K

Undeveloped Land sales volume continued its rise again this year including three commercial areas transacting, a 30 acre parcel along Leeward Highway, a 5.9-acre parcel beside the airport and a 3.53 acre parcel in Grace Bay. Within the 168 sales there were 14 land sales over \$1M and the overall average price, as noted on the graph, has experienced a slight increase. Nine beachfront parcels, three in Leeward and six in Long Bay transacted in 2020. The Bight experienced an uptick in sales which were predominantly along Leeward Highway. Leeward's growth continues with construction throughout and continued land sales as noted below. Discovery Bay shows steady land sales and we predict this will increase with the plans for road pavement along with the recently launched new development, The Strand, in Cooper Jack. Long Bay was the winner again this year posting 42 land sales. The outer-islands recorded land sales in North, Middle, West Caicos, Grand Turk & Ambergris Cay.

Below is a chart of the main residential areas of Providenciales displaying the Number of Transactions over the past five years as well as the price per acre for the waterfront lots that sold in 2020.

Providenciales Land	2016	2017	2018	2019	2020	Ocean/Beach or Canal Front	Waterfront Average \$/Acre
Chalk Sound / Sapodilla Bay	5	8	4	5	3		
Grace Bay	3	1	5	7	2		
Blue Mountain	1	4	5	9	7	1 Water Front	\$1.2 M
Thompson's Cove	4	2	9	0	3	1 Canal Front	\$180 K
Turtle Cove / Richmond Hill	4	4	11	10	17		
The Bight	4	5	14	12	28		
Leeward / Emerald Point	11	20	13	13	19	8 Canal Front 3 Beach Front	\$1.4 M \$3.1 M
Turtle Tail	4	23	24	8	11	3 Ocean Front	\$934 K
Long Bay	52	35	26	42	42	6 Beach Front	\$1.26 M
Discovery Bay / Cooper Jack	23	19	33	24	18	7 Canal Front	\$187 K

We welcome you to visit our office in Grace Bay or one of our resort locations.



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President/Broker



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Vice President/Sales Exec.



Karen Biker
Director/Sales Exec.



Richard Sankar
Director/Assoc. Broker



Denise Douglas
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Dee Agingu
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Lisa Lopes
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Imelda Burke
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Michael Bovell
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Manfred Smith
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Turks & Caicos



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