

# TURKS & CAICOS REAL ESTATE **MARKET REPORT** YEAR IN REVIEW COMPARISON 2023



Year In Review  
**2023**

Turks & Caicos 

**Sotheby's**  
INTERNATIONAL REALTY

# Turks & Caicos Real Estate Market Report & Update

## Year In Review Comparison 2023

### Led by Significant Sales, 2023 Market Puts Exclamation Point on Happy New Year!

Wherever you were for the festive holiday and New Year's Eve celebrations we all had plenty to celebrate and be grateful for. The fireworks along the beach closed out 2023 in fine form with a celebration on Grace Bay and beyond that was the best we have ever seen! We look forward to 2024 as we take a brief look back in this report at our successful results within our real estate market.

Of notable mention are two significant sales, one a TCI record of \$88.75M for a 36-acre commercial parcel on Grace Bay known as Cotton Bay which is set to be developed into a new resort property. Details to come later this year. The other highly significant sale was a residential record of \$33.5M for Sole E Mare by our own Nina Siegenthaler. Both sales helped lead the market to a new record in 2023 of \$782,412,342, slightly surpassing our previous 2021 high of \$768,737,714. Another contributing factor to the high sales volume was the posting of completed new developments which are defined below and within the following charts and graphs.

In the Single Family Home Sector, the completion of numerous high-end villas at Emerald Estate, South Bank and Beach Enclave North Shore, many of which transacted in 2021, along with very strong new sales at The Strand, led to a whopping 104% annual increase in dollar volume (\$488M vs. \$238M) and a 128% increase in average price (\$3,642,014 vs. \$1,590,987). Of course, the record resale of Sol E Mare sale didn't hurt! The significantly higher average price signals a new day for luxury single-family residences attached to outstanding luxury brands. With other luxury and super-luxury villas in the pipeline and under development, along with occasional re-sales, we should continue to see this average price point hold steady and establish a new normal.

The Condominium Sector, with limited existing resale inventory, decreased by 37% in dollar volume (from \$182,337,530 to \$114,353,700) and in unit sales by 38% (151 to 93), with average price points remaining steady in the \$1.2M range. We are, though, seeing some record \$/SF sales of up to \$1,500 per SF for prime re-sales, often with competing bids. It appears that condo life is again highly attractive as everyone tends to enjoy having resort amenities at their fingertips. Owners are also finding that rental returns and operational standards are excellent in this sector. We have new development launches at St. Regis, The Loren and others, along with strong pending business with ARC Sky Villas at South Bank and The Point by Grace Bay Resorts and we expect both projects to break ground in the first half of 2024, on the heels of the upcoming completion of the Reserve Villas at Rock House, the second phase of this already widely acclaimed new resort.

The Land Sector was propelled by the \$88.75M sale of Cotton Bay exceeding 2022 numbers by 15% (\$166,507,799 vs. \$144,375,399) with average price up 70% (from \$575,241 to \$979,458). Another one or two significant land parcels could potentially transact in 2024 maintaining this new normal for land sales volume. Purchasers and investors remain thirsty for all forms of vacant land, from beach and waterfront, ocean view, canal front, near beachfront, and commercial, with momentum building in activity on our out-islands such as North, Middle and South Caicos.

On a macro level, the end of 2023 signals a close to the "Covid Era", where we have experienced unprecedented growth in the luxury tourism and real estate sectors and normalized at significantly higher levels of activity and values than ever before. Watch for our 30-year review next month as we examine the past three decades of development in the TCI and analyze data for clues to potentially forecasting future trends.

Special thanks to our valued industry and community partners. We look forward to the season ahead more immediately to our 9th Annual Art Auction for the Ed Gartland Youth Center, to be held Saturday, January 27th at The Shore Club. Please contact us if you would like tickets. We hope to see you there!

We also look forward to welcoming you to our new groundbreaking IMMERSION THEATRE™, where all our amazing developments and properties can be viewed in virtual realty on a 9' x 16' wall screen. We will be providing further information on this game-changing technology later this month.

Happy New Year from all of us at Turks and Caicos Sotheby's International Realty.

#### About Turks & Caicos Sotheby's International Realty

Turks & Caicos Sotheby's International Realty (TCSIR) is the premier luxury real estate brokerage firm in Turks & Caicos. Boasting a profound track record and significant foothold in all market segments, particularly new development and trophy properties, TCSIR is the go-to resource for developers, investors, home-buyers and sellers in this highly sought-after destination. With strong leadership backed by the world's greatest international luxury real estate brand, and a diverse array of international agents representing 15 countries, TCSIR is influential in both the local community as well as the greater real estate industry worldwide. The firm's signature office is ideally located in uptown Grace Bay with satellite offices at Grace Bay Club, The Palms and Point Grace. For more information please visit [www.turksandcaicossir.com](http://www.turksandcaicossir.com).



## Turks & Caicos Sotheby's International Realty - 2023 Significant Sales



Sole E Mare, Grace Bay Beach - \$33.5M



Coral House, Grace Bay Beachfront - \$18M



The Peninsula at Emerald Estate - \$16.96M



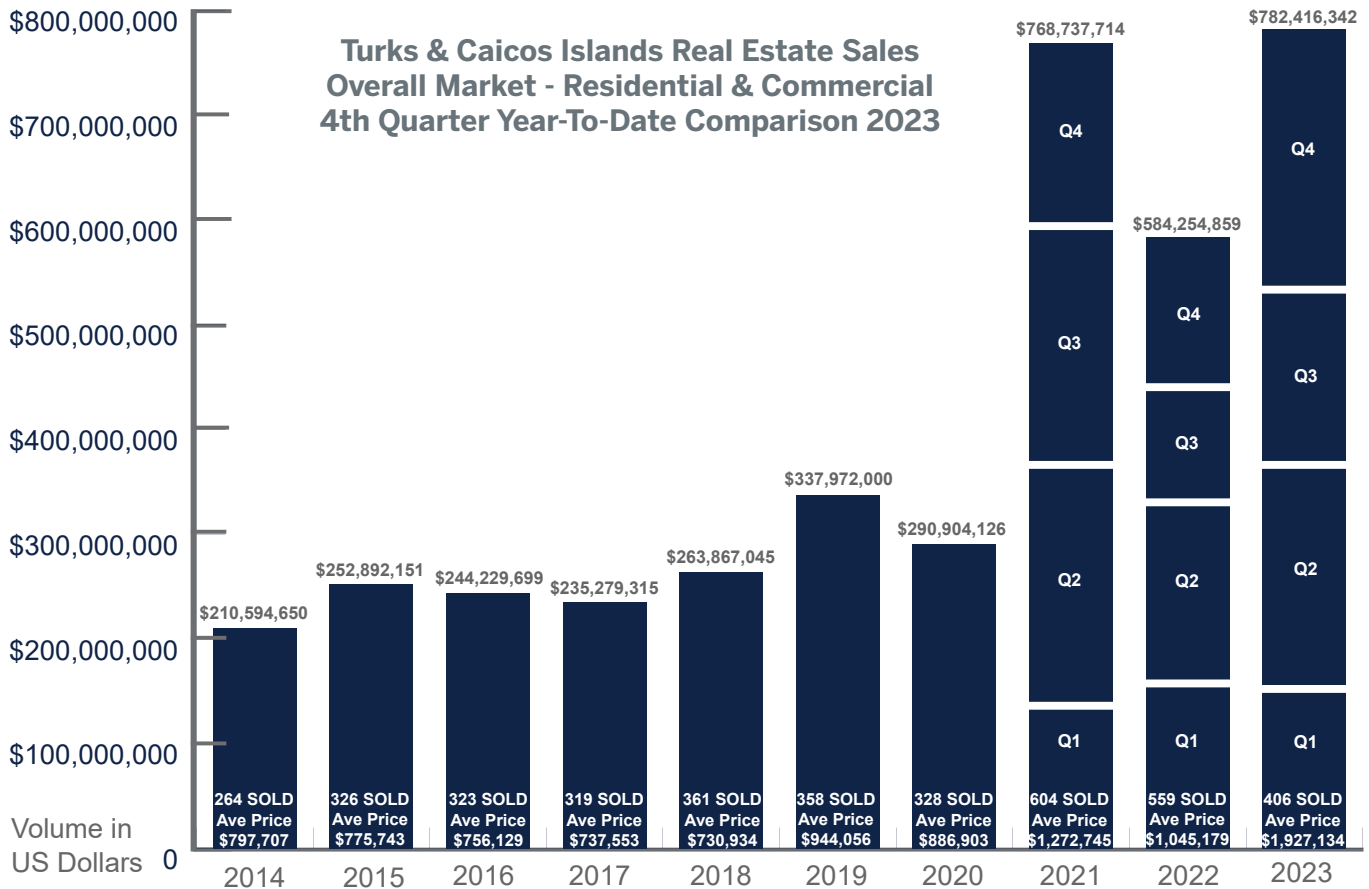
South Bank Dune Villa, Long Bay Beach - \$14.5M



South Bank Bluff Villa, Long Bay - \$12.25M



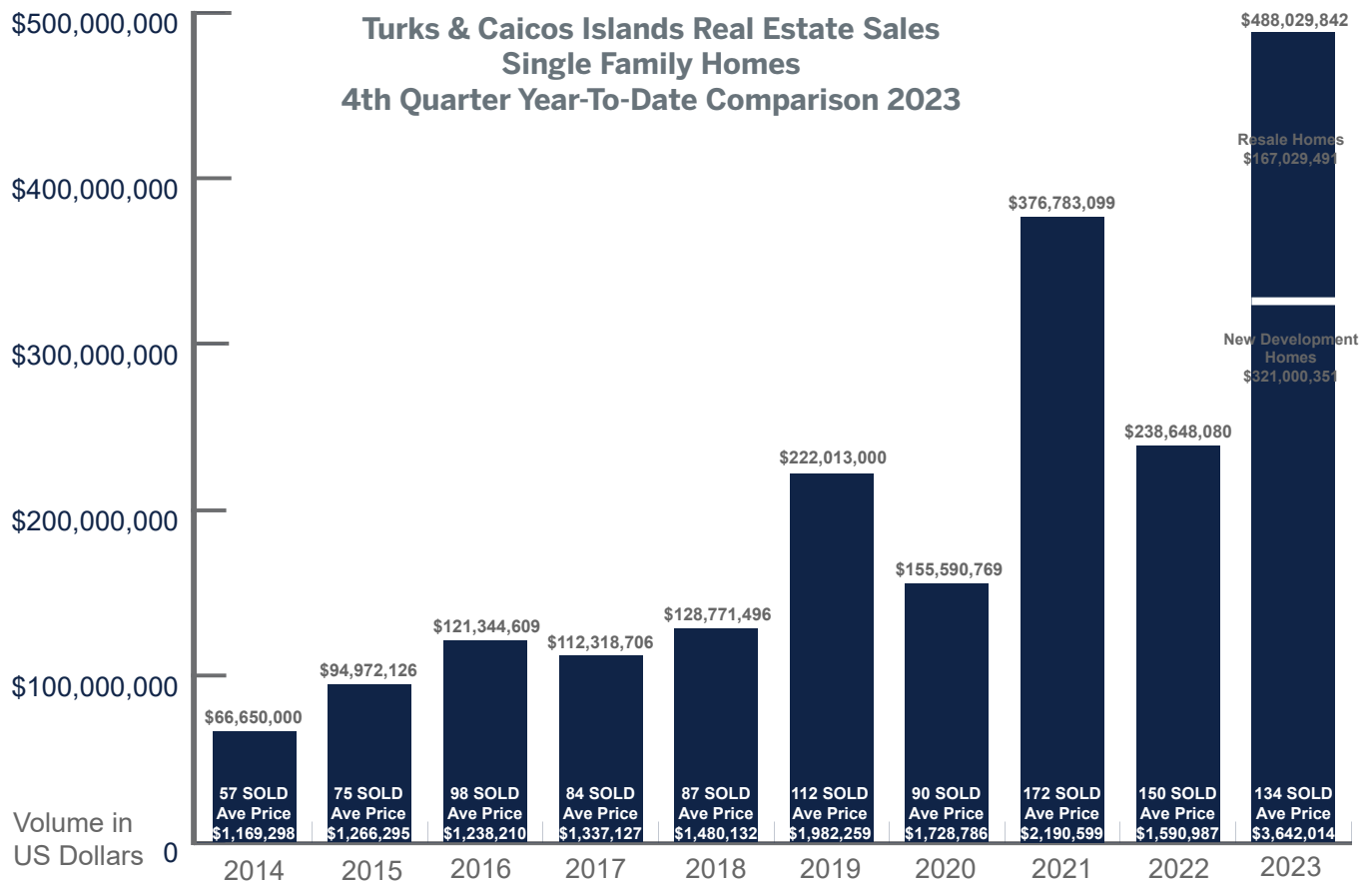
The Strand Luxury Residence, Cooper Jack - \$9.1M



The overall market results continues to thrive due to all the new developments sales now posted as sold in the MLS system. With tourism volume remaining high most vendors are happy to hold on to their investments for personal usage and income while others have listed their property at record prices. We are pleased to display this report which is likely to be the all-time high for the next few years as and when the new development condominiums are completed.

The data was compiled from the TCREA MLS System on Jan 9, 2024 by TCSIR. The information is reliable, but is in no way guaranteed.





In the Single Family Home sector there were 61 home sales over the \$3M price point with the highest recorded home sale at \$33.5M for an existing villa which contributed to raising the average price by 128% as noted on the above graph. Completed sales in the new villa development inventory, represented 66% of the SFH sales volume. The average days on market for resale homes is the lowest in history at 204 days.

The chart below defines the villa/home sales volume by price-point along with the newly completed villa sales volume.

TCSIR Significant sales in this sector included: Sole E Mare \$33.5M, Coral House \$18M, two Peninsula Estate Beach Houses \$16.96M & \$12.2M, fourteen South Bank OE Homes \$5.4M - \$14.5M, four homes at The Strand \$7.8M - \$9.16M, Bliss Villa \$9.1M among many others.

Single Family Homes	Units	\$ Volume	Units	New Villa Developments
Sales \$8M to \$11M	13	\$ 174,777,740	9	\$ 106,127,740
Sales \$5 to \$7.9M	20	\$ 128,990,312	15	\$ 97,340,312
Sales \$3M to \$4.9M	28	\$ 102,788,827	22	\$ 79,948,827
Sales \$2M to \$2.9M	15	\$ 39,669,972	11	\$ 29,044,972
Sales \$1M to \$1.9M	14	\$ 18,498,000	3	\$ 4,513,000
Sales \$700K to \$999K	15	\$ 12,030,500	5	\$ 4,025,500
Sales \$400K to \$699K	12	\$ 6,773,242	-	-
Sales Under \$400K	17	\$ 4,501,250	-	-
<b>Totals</b>	<b>142</b>	<b>\$ 488,029,843</b>	<b>65</b>	<b>\$ 321,000,351</b>

## NEW LISTINGS ON PROVIDENCIALES



**Coral Pavilion, Grace Bay Beach - \$19.5M**  
6-BR, 6.5-BATH, 8,086 SF - 0.96 Acres, 118' of Frontage



**Beach Enclave Long Bay - \$5.1M to \$8.25M**  
4-BR to 7-BR, 4,128 to 6,980 SF Under Roof, Beachfront Homes



**Villa Khaya, Leeward Canalfront - \$4.5M**  
4-BR, 4-BATH, 3,678 Total SF - 0.59 Acres, 100' of Frontage



**South Bank, Lagoon Villa 9, Long Bay - \$3.65M**  
4-BR, 4.5-BATH, 4,730 SF - 0.35 Acres, 65' of Frontage



**The Shore Club, Long Bay - \$2.795 to \$3.85M**  
2-BR+Den, 2,271 SF, Beach Level or 3BR, 3,159 SF, 3rd Level



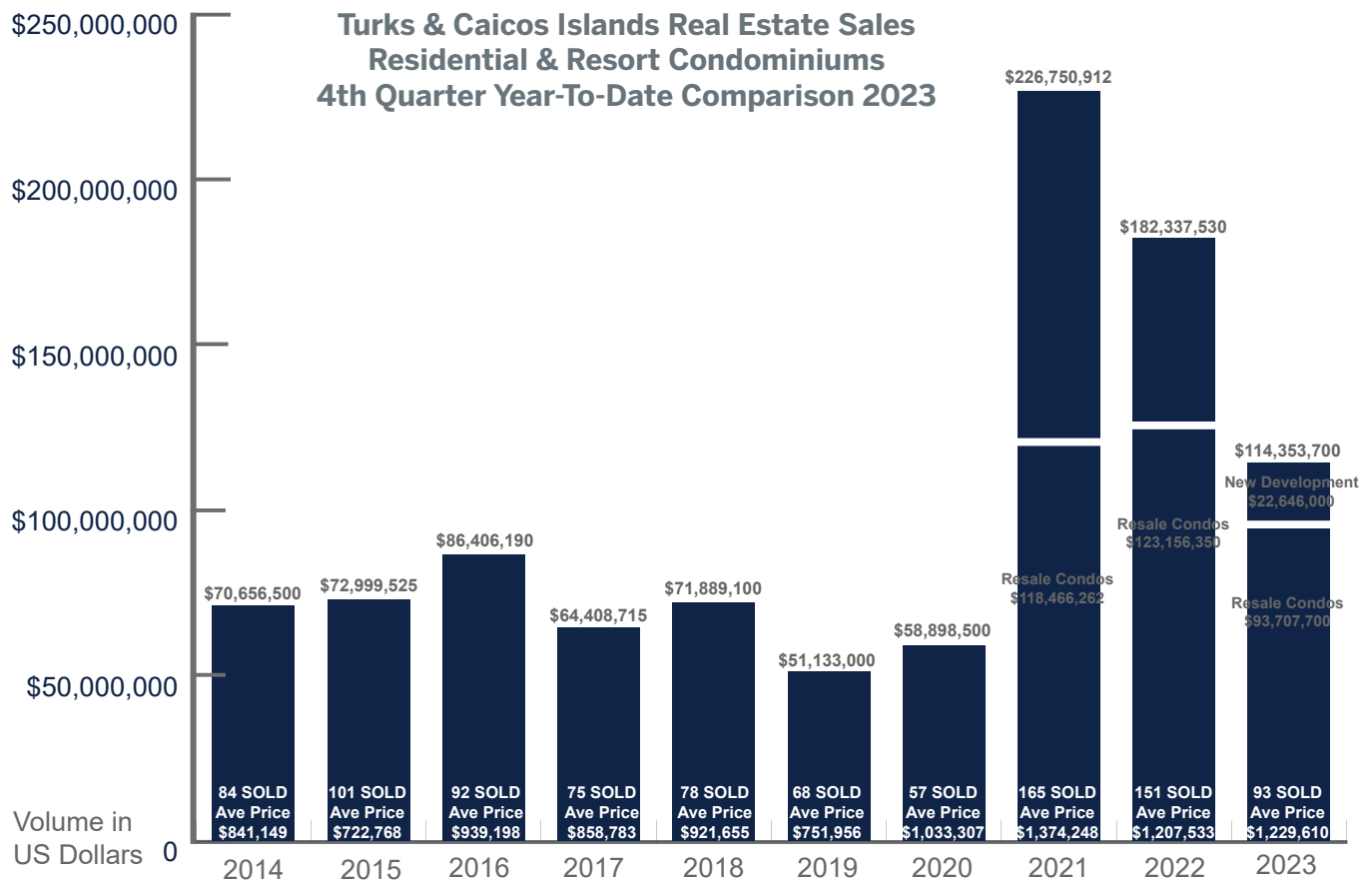
**Seven Stars Resort & Spa, Suite 2605.06 - \$3.5M**  
2-BR, 2.5-BATH, 2,043 SF - 6th Level, Maia Building



**Upper East Side, Long Bay - \$2.995M**  
4-BR, 4-BATH, 2,465 SF, 0.35 Acres- Gated Community



**West Bay Club, Grace Bay - \$2.25M to \$2.495M**  
2-BR, 2,261 SF, 4th Level or 3 BR, 2,532 SF, Penthouse Level



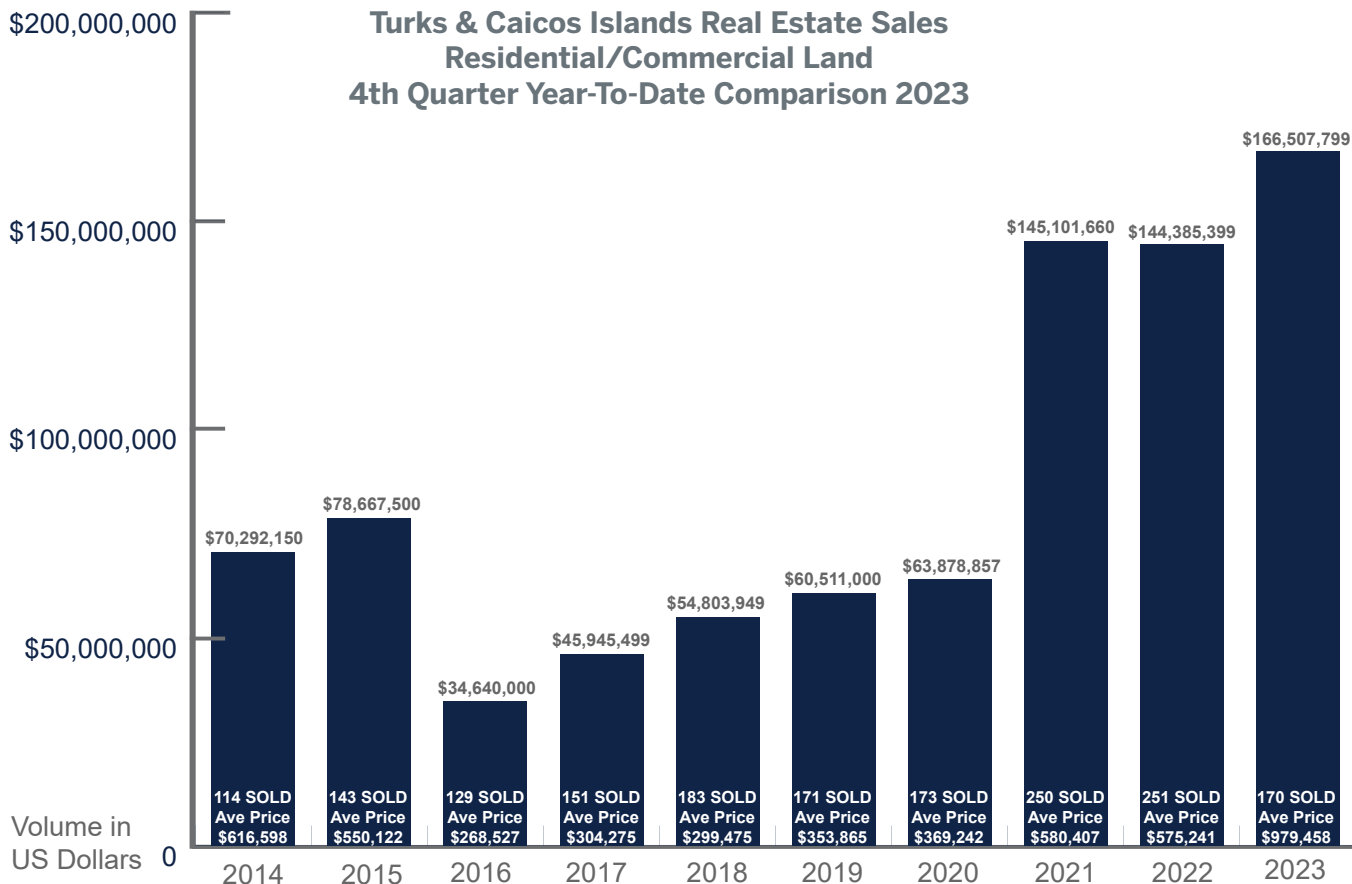
Condominium sales performance finished this year end 37% lower than last year but still well ahead of previous years (2021 and 2022 excepted). Of the 93 condominium sales, 22 were new development representing 24% in units sold and 18% in dollar volume. The average price held steady at \$1,229,610 and the list-to-sell ratio at 96% with average days on market incredibly low at 131 days. The price per square foot for re-sale condominiums over \$1M increased from \$814 to \$1000 and for condos under \$1M it averaged out at \$500 per SF. Contact your sales agent for a \$/SF within a specific development.

The top selling re-sale beachfront condominium developments was Grace Bay Resorts' portfolio (Grace Bay Club, West Bay Club and Point Grace) with 7 condos sold followed by Wymara with 5. Included in the high-end sales were 3 Penthouses (Bianca Sands, Point Grace and Villas at Grace Bay Club) and a residence at The Ritz-Carlton. The moderately priced condominiums sold well at Ocean Club West and La Vista Azul with the most sales as noted in the chart below along with the 'Number of Condos Sold' in a small selection of the condominium developments for the past five years.

Resale Condominiums	2019	2020	2021	2022	2023
Grace Bay Resorts	3	7	9	11	7
Wymara	0	1	6	7	5
The Palms	5	5	6	3	4
Seven Stars	2	1	5	2	2
The Shore Club	1	3	4	8	2
The Somerset	0	0	4	6	2
Bianca Sands (The Regent Grand)	4	3	3	9	2
Villa Renaissance	0	0	3	2	0
Ocean Club West	2	2	9	6	6
La Vista Azul (oceanview)	1	0	10	2	6
Royal West Indies	1	2	4	5	4
The Sands	6	1	9	4	3
The Alexandra	7	4	10	8	2
North West Point	4	4	9	4	1



## Turks & Caicos Islands Real Estate Sales Residential/Commercial Land 4th Quarter Year-To-Date Comparison 2023



Undeveloped Land sales volume increased slightly due to a very large transaction which sold for \$88.75M. Cotton Bay on the eastern end of Grace Bay, a 36-acre parcel will be developed into a new resort property, details to be announced some time this year. There were a few other large land sales transactions, Leeward Hwy 60-Acres \$10M, Leeward Hwy 7.6-Acres \$4M and a beachfront parcel at Emerald Point \$7.92M. Other large development parcels transacted including North West Point 5-acres sold for \$1.75M, Blue Hills 11-acres \$1.15M, Venetian Road 8-acres \$1.1M and Turtle Tail lakefront 5-acres \$1.2M. Within the 170 sales there were 17 land sales over \$1M and the overall average price for all land sales, as noted on the graph, experienced a 70% increase. There were 23 oceanfront parcels sold throughout five islands with land sales in Providenciales centered around Long Bay and The Bight. North Caicos witnessed another great year in sales with 31 land parcels sold, 17 were located in the Bottle Creek area. Grand Turk had a record year with 22 land parcels sold, Middle Caicos saw 6 land sales, and South Caicos 4 parcels sold. Below is a chart of the main residential areas of Providenciales displaying the Number of Transactions over the past five years and this years' price per acre for waterfront lots.

Providenciales Land	2019	2020	2021	2022	2023	Ocean/Beach or Canal Front	Waterfront Average \$/Acre
Chalk Sound / Sapodilla Bay	5	3	17	18	4	1 Ocean Front	\$939K
Grace Bay	7	2	4	2	2	-	-
Blue Mountain	9	7	3	3	0	-	-
Thompson's Cove	0	3	10	2	3	-	-
Turtle Cove / Richmond Hill	10	17	17	11	5	-	-
The Bight	12	28	9	29	20	-	-
Leeward (Cotton Bay & Emerald Point)	13	19	22	10	8	3 Canal Front 2 Beach Front	\$ 2.6 M \$ 2.4 & 7.2 M
Turtle Tail	8	11	23	11	11	3 Ocean Front 1 Beach Front 1 Lake Front	\$ 2.0 M \$ 3.0 M \$ 210K
Long Bay	42	42	51	43	28	-	-
Discovery Bay / Cooper Jack	24	18	18	17	15	-	-

The data was compiled from the TCREA MLS System on Jan 9, 2024 by TCSIR. The information is reliable, but is in no way guaranteed.

## ARC SKY VILLAS, South Bank, Long Bay Beachfront



### ARC SKY VILLAS – Seven Reservations in Place with Site Preparation for Ground Breaking!

Looking ahead to 2024, the developers of South Bank are preparing for an exciting new chapter with the construction of Arc. The site for Arc is currently being leveled, with the Wastewater Treatment plant works well underway and the beach works having commenced. This striking addition to the South Bank community will break ground in Q1 2024.

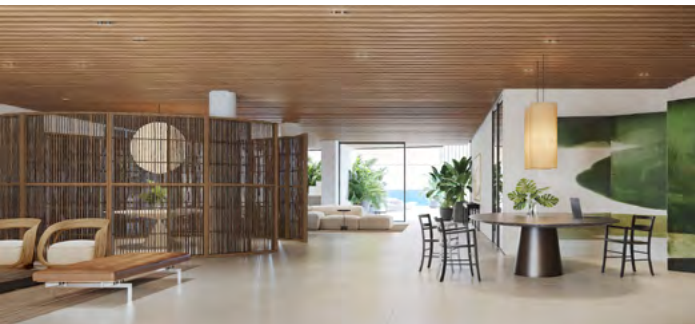
Only ten ARC Sky Villas remain available for sale, including one last remaining sunset-facing end unit. All residents of South Bank will enjoy access to a new resort beach, pool, bar, and restaurant that will be part of this new South Bank neighborhood.

#### **Sky Villas:**

Sky, sea, nature and space are their signature. Intimate havens where thoughtful combinations of materials play together to create silent details, and transitions between indoor and outdoor spaces are seamless. Surrounded by the beauty of place, every aspect offers a new perspective over the breathtaking Caicos Bank, Juba Sound and the South Bank Lagoon and Marina. Inspired by the daily patterns of villa lifestyles and a sense of place, the freedom and seclusion of private villa living has been embraced and enhanced. Immense Air Gardens create an organic, living structure for unparalleled indoor and outdoor living.

Immerse Yourself In The Interactive Sky Villa Unit Browser: <https://livesouthbank.com/arc/>

For Further Detail on the Developer: [Link to The Developer Spotlight Volume 4](#)





## SOUTH BANK, Long Bay - Construction Update



Link to Construction Update on YouTube



### **SOUTH BANK, Long Bay – Now Accepting Reservations for stays commencing May 1st! - [LiveSouthBank.com](https://www.livesouthbank.com)**

South Bank is excited to announce that all Lagoon Villas have been handed over welcoming new residents to their exceptional homes to enjoy the Malibu-inspired lifestyle. Atilla Cimsit, our General Manager, and his dedicated hospitality team are ready to assist owners and guests with any requirements and can offer personalized recommendations to enhance the island living experience. Owners who are part of the South Bank rental program managed by Grace Bay Resorts and non-owners looking to experience the South Bank lifestyle next Spring, GBR is now accepting reservations for villa stays commencing on May 1st, 2024.

#### ***The Fitness Center:***

For health and wellness enthusiasts, the state-of-the-art Gym featuring the latest Technogym equipment will be opened this month. Strategically located at the water's edge, the Gym overlooks breathtaking views of the serene lagoon. Fully air-conditioned, it offers residents and guests the ideal setting for maintaining an active lifestyle. Next to the Gym, the Spa is also nearing completion to receive guests and residents into an array of bespoke wellness services.

#### ***The Clubhouse:***

Those who have visited South Bank recently will have noticed the Clubhouse structure is now at roof level, promising an inviting indoor-outdoor experience with picturesque lagoon views. As the hub of South Bank, the Clubhouse will feature an internal dining arrangement that flows out to a central landscaped courtyard and romantic beach seating with dining options to include a relaxed yet sophisticated restaurant, an outdoor pizza oven, and a chic cocktail bar.

#### ***The Ocean Estates:***

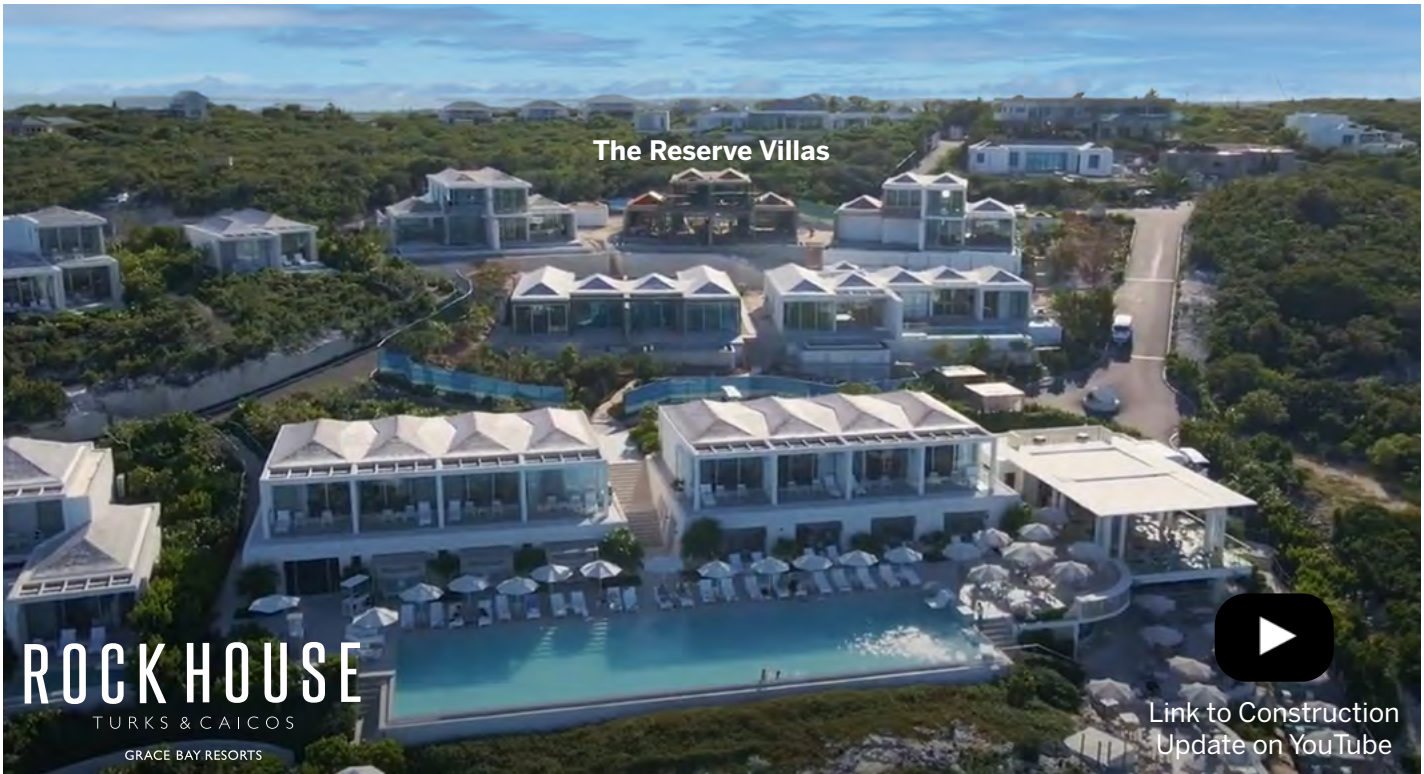
Oceanfront living is becoming a reality at the Ocean Estate, with some owners already settling into their villas. The remaining Ocean Estate Villas are making progress, promising serene vistas and pure waters.

#### ***The Launch Boathouses:***

Anticipating waterfront living with instant ocean access, the first two blocks of The Launch Boathouses, E and D will be handed over for occupancy in March 2024. These homes offer direct boat access, inviting owners to explore the archipelago at their leisure. Two remaining Boathouses are available for purchase. If you would like to know more on the latest availability, please contact our office.

**For Further Detail:** [Link to Remaining Boathouse Listings](#)

## ROCK HOUSE, Blue Mountain - Development Update



### DEVELOPMENT UPDATE – FROM THE DESK OF GRACE BAY RESORTS

Grace Bay Resorts is pleased to update you on Rock House, their latest luxury creation that has rapidly captured the imagination of a sophisticated clientele. With the property already producing incredible vacation experiences for its owners, the resort has commanded the attention of international press generating enormous awareness for our owner rental program.

Recent accolades included: Conde Nast Travelers 2023 Hot List for the Best New Hotels and named one of Travel + Leisure's 'It List' of the 100 Best New Hotels in the World. With our affiliation to Leading Hotels of the World helping the property, it is quickly establishing a reputation for excellence.

### THE RESERVE VILLAS CONSTRUCTION UPDATE - JANUARY 2024

The well-isolated Phase 2 construction works adding 10 new super luxurious single-family homes of 2, 3 and 4 bedroom layouts have not affected our guest experience. The link to the video above shows that the Rock House Reserve Villas are well on their way to completion with the five sold villas' estimated completion date of March 2024. The newly reserved Villas 36 & 37 estimated completion of Summer 2024. The remaining limited availability of Villa 30 & 31 will be completed shortly afterward. With the resorts' main amenities completed and the resort fully operational since May 2022 new owners will be able to move right in and enjoy their vacation time. The Reserve is a unique residential area within Rock House that offers an exclusive living experience for families.

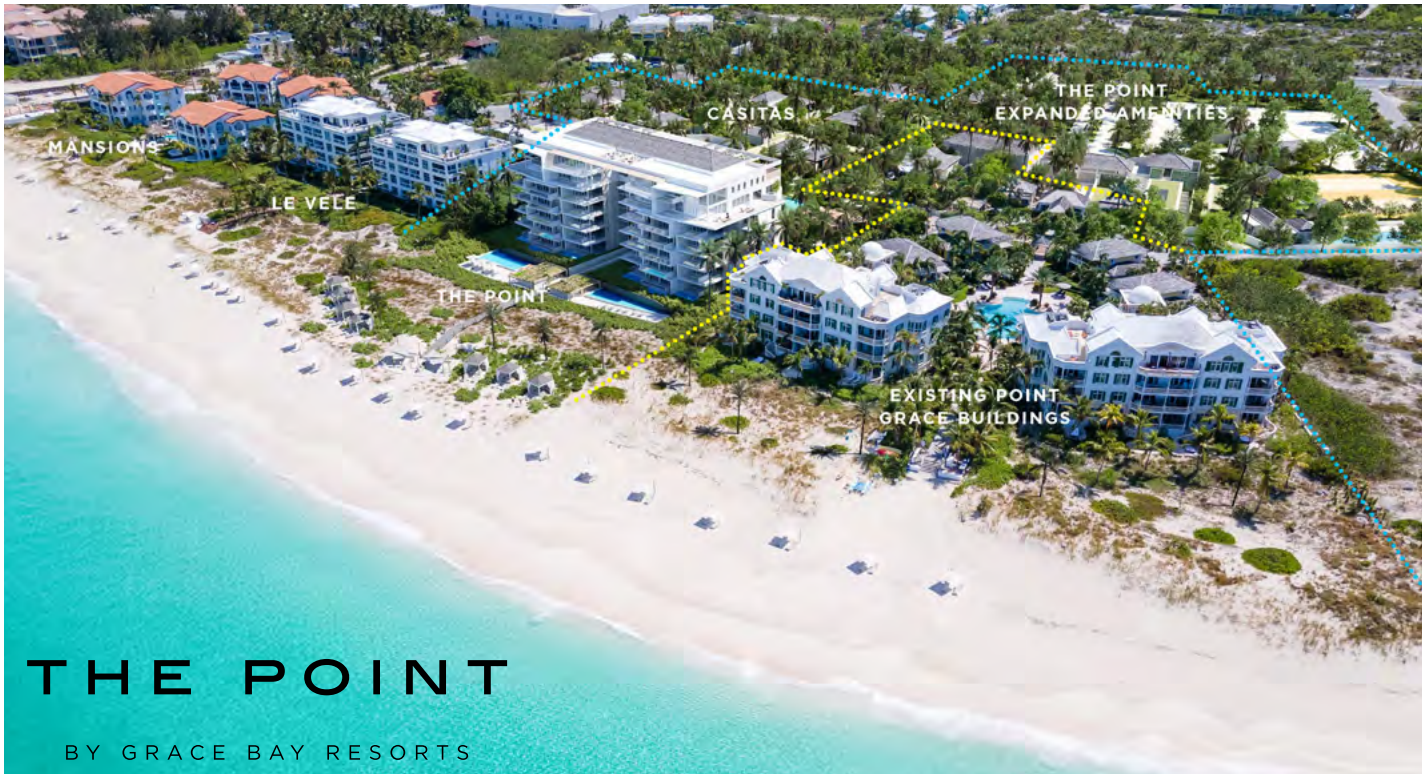
Priced from \$2.5m these carefully designed residences provide incredible ocean views, expansive living spaces, full sized kitchens, and generous swimming pools. The properties also feature a designated workspace exclusively for owners who prefer to work remotely even while vacationing. These residences are all within steps of the resort's amazing 100-foot pool, private cabanas, Beach Club, Cave Bar, Vita Restaurant, fitness center and the Mykonos-inspired Coco boutique.

**For Further Detail:** [Link to Rock House Development](#)

**For Further Detail on the Developer:** [Link to Developer Spotlight, Volume 1](#)



## THE POINT, Grace Bay Beachfront - New Development



### THE POINT at POINT GRACE – FROM THE DESK OF GRACE BAY RESORTS

Grace Bay Resorts is delighted to introduce the latest chapter in the evolution of the iconic Point Grace Resort, one of the boutique pioneers in Turks & Caicos upon its completion in 1999. As a member of Small Luxury Hotels of the World, Point Grace has been renowned for its prestigious stretch of beach on Grace Bay, unparalleled level of tranquility, and one of the island's iconic restaurants, Grace's Cottage.

Spanning over 9.5 acres, The Point is an exceptional low-density oceanfront development of the highest caliber. The development comprises 38 stunning oceanfront condominiums, ranging from two to five bedrooms, and 4 poolside loft one-bedroom units along with a diverse range of new resort amenities. These include a new adults-only swimming pool and three additional pools for families, new oceanfront dining and bars, a new world-class spa and fitness center, tennis and pickle ball courts, a discovery center for kids, and a new arrival pavilion. All of these amenities have been redesigned with a new entrance off the main thoroughfare of Grace Bay.

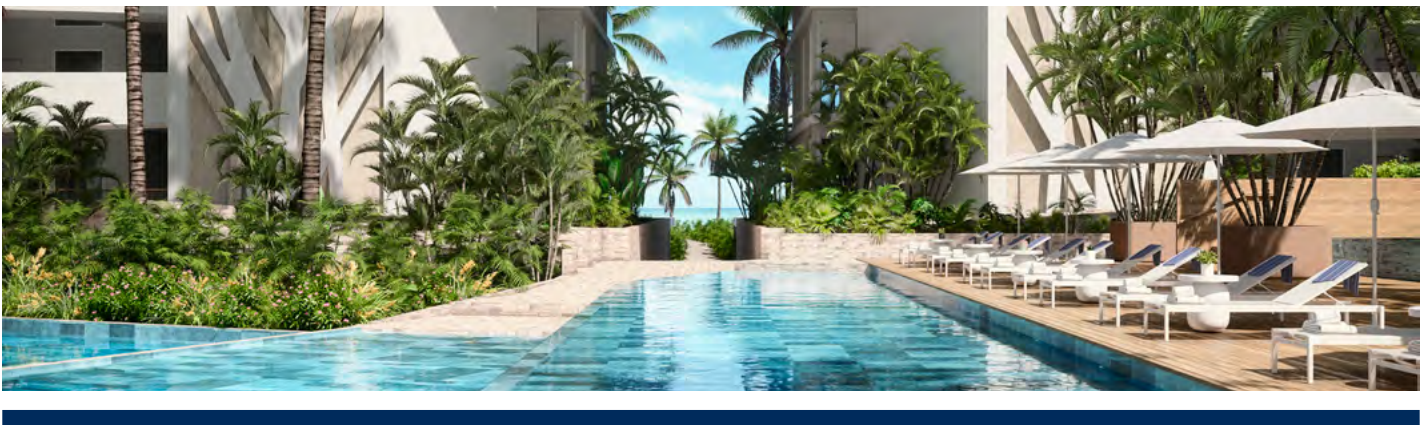
Furthermore, the project unveiled 16 innovative and sophisticated "casitas" in an elegant residential grove. Each casita boasts two-bedrooms, a private pool, and garden. These casitas also enjoy all the benefits and amenities of Point Grace, just steps away from its dining and beach. They offer a level of privacy that has not been seen in a resort on Grace Bay before.

After a friends and family launch period The Point was introduced to the public in early December and now over 50% of the residences now reserved or sold we are excited to announce that the project is set to start construction in the 1st Quarter of this year.

We welcome you to visit our sales office on location to view the site and plans for the resort enhancements.

**For Further Detail:** [Link to The Point Brochure](#)

**For Further Detail on the Developer:** [Link to Developer Spotlight, Volume 1](#)



## Nivå, Turtle Tail Oceanfront - New Development



### Nivå, Turtle Tail Oceanfront - REFINED INTERRUPTION

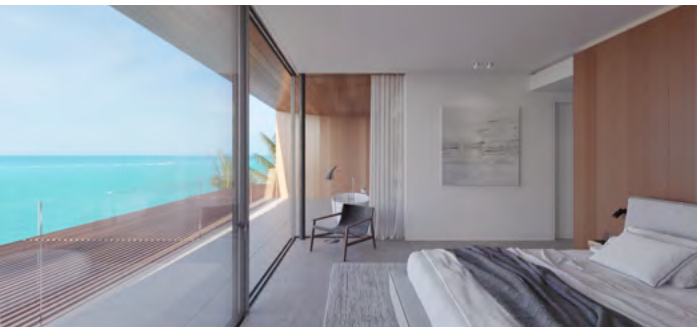
Carved into the organic ridge of the landscape, Nivå leaves the natural iron shoreline as untouched as possible. The unapologetic contemporary design integrates into the natural coastline with the innate ease of something borne of its environment. Strong structural forms accentuate the flow and function of the houses and lend the design to a clear separation of materials.

Expansive social spaces capture every inch of the ocean through edge-to-edge glass, and slender exterior timber sleeves offer protection from the elements, welcoming you to live outside as much as inside. Taking advantage of the signature ridgeline, the architecture plays with multiple levels while the sleeves frame the views intelligently to accentuate the sunrise views across the Caicos Bank and the sunset views over Juba Sound from one of the most private parcels of land at the end of Turtle Tail.

Nivå is one of the premium residential communities in Turks and Caicos and will be a unique opportunity to live on the ocean's edge in one of a limited series of architecturally designed villas. Nivå's design makes a daring impression with an unassuming finesse, settling it seamlessly into its enclave on the south side of Providenciales, only minutes from away from shopping and dining. A bold architectural statement, designed to serve into the views, elements and landscape. An architectural masterpiece by Windward and Ström Architects at Turtle Tail.

**For Further Detail:** [Link to Nivå, Turtle Tail Development](#)

**For Further Detail on the Developer:** [Link to The Developer Spotlight Volume 4](#)



## THE STRAND, Cooper Jack Bay - Construction Update



### THE STRAND CONSTRUCTION UPDATE - JANUARY 2024

Last year (2023) the developers delivered three Luxury Residences to the new owners who were all thrilled with their new homes and the quality of construction. The common remark was that it “looks exactly like the renderings, only better.”

#### **Construction Highlights**

- Luxury Residence R1 is nearly complete, and will be delivered in January 2024.
- The rock groin work for all of the Beach works is complete. The beach sand will be placed starting in February.
- All of The Strand’s amenities are under construction, except the spa, which is in its final design phase.
- Vacation Villas in “Building A” are scheduled for completion starting in late April 2024. Units will be completed every two weeks through the A and B buildings.

The Strand is built from the ground up in the most sustainable way possible. In partnership with Renu Energy TCI, a local leader in solar home integration, The Strand offers solar packages on all its villas, making this development one of the first ultra-luxury communities with this level of sustainability in the Caribbean.

The Strand is the first of its kind on the Island with a limited collection of ocean and beachfront luxury villas and residences and custom estate homesites alongside access to vibrant community programming and full resort amenities and services. The Beach Club flows into the centerpiece resort-style swimming pool, surrounded by native limestone, and the dramatic water’s edge restaurant and bar. Amenities include access to The Strand’s own Club Boats with a private captain, catamarans, kayaks, and paddleboards, as well as a tennis court, two pickle ball courts, spa, kids club and a state-of-the-art fitness center and yoga deck.

**For Further Detail:** [Link to The Strand Development](#)

**For Further Detail on the Developer:** [Link to The Developer Spotlight Volume 5](#)



## IDYLL EAST - New Development



### IDYLL EAST LEEWARD – THE NEWEST PRIVATE WATERFRONT VILLA COMMUNITY

Introducing Idyll East, a luxurious, private, low-density 11-villa community in Leeward, Providenciales. Designed by Coast Architects, Idyll East's exceptional design emphasizes true water-front living. The community location on the Eastern edge of Providenciales grants you front-door access to miles of water for exploration. Boating is made easy for exploring the more than 40 islands and cays in the archipelago. On calmer days, Leeward's bright blue canals and accessibility to the stunning mangrove ecosystem make it the perfect spot for kayaking and paddleboarding.

Each residence features its own private boat dock, with room for a boat lift and additional water toys. For boats larger than 42', the adjacent Blue Haven Marina offers a one-stop shop for homeowners and crew. From all-day dining, a sunset bar, and a specialty market for boaters, the Marina is an extension of the Idyll East community. Additional Idyll East on-site amenities include a pickleball court and state-of-the-art gym. Ownership opportunities include both Ocean Front and Canal Front residences.

**Oceanfront:** 5-bedrooms, 5.5-bathrooms, 5,792 SF Under Cover **Canalfront:** 4-bedrooms, 4.5-bathrooms, 5,490 SF Under Cover

#### **About the Developer:**

As the original developer of Leeward's Canal System in the early 1990's, Idyll East is a natural extension of Waterloo's development and hospitality division. With significant contributions to the infrastructure of Turks and Caicos, including Cheshire Hall Medical Center, the public highways and over 300 lots in Leeward, Waterloo is excited to announce the development of this premier 11-villa residential community, adjacent to its existing sister properties, Blue Haven and Blue Haven Marina. Waterloo's Hospitality Division comprises of two 4-star all-inclusive resorts in Providenciales, Turks and Caicos Islands, Alexandra Resort and Blue Haven Resort as well as the ultra-luxury private island of Ambergris Cay. Waterloo also owns the two premier hotels of Belize, the Fort George Hotel and Spa located in Belize City and the Alaia Autograph Collection Resort in San Pedro.

**For Further Detail:** [Link to IDYLL EAST New Development](#)



## VILLAS AT BLUE MOUNTAIN - Development Update



### VILLAS AT BLUE MOUNTAIN – A PRIVATE AND ELEVATED WATERFRONT COMMUNITY

The Villas at Blue Mountain are bespoke private residences that make up an extraordinary, elevated development, each with its own pool, and some of the most breathtaking views in the islands. The stunning development is designed by the internationally respected architect, Rafael Amuchastegui and brought to you by one of Turks and Caicos' most celebrated developers, Stan Hartling of Hartling Group.

Each residence sits on approximately 0.5 acres of land, with a shared, central beachfront grotto and relaxation area. The easily accessible terraced Grotto At Villas at Blue Mountain, which enjoys elevated views of the turquoise waters and private beach, is perhaps Turks and Caicos best kept secret. Reminiscent of the iconic grottos that grace the Mediterranean shoreline, its inviting terraces, beach cove and the trickling water sounds serve as the hub of the community as a private relaxation area, as well as an incredible venue for yoga, meditation, cocktails, water activities, celebrations, and private dining arrangements. Just five minutes from Providenciales International Airport, this Hartling Group-managed development is the perfect place for bringing people together to experience the pristine natural beauty of Turks and Caicos Islands.

#### **Construction & Sales Update**

- New T5 Design with an elegant peaked roof adding additional light and elevation to the design.
- Two Ocean View lots sold and set to start construction in the 1st Quarter of 2024 leaving one Ocean View lot available.
- Only 3 Ocean Front lots available with prices starting at \$5.375 for the T5 - 4-bedroom plan.
- Enhanced Grotto is proving popular with the private cabanas and yoga area.

We look forward to welcoming you to the Grotto throughout the year during one of our social events!

**For Further Detail:** [Link to Villas at Blue Mountain Brochure](#)

**For Further Detail on the Developer:** [Link to Developer Spotlight Volume 2](#)



## THE SUMMIT BLUE MOUNTAIN - New Development



### THE SUMMIT BLUE MOUNTAIN – A PRO-OWNER, ENVIRONMENTALLY SUSTAINABLE COMMUNITY

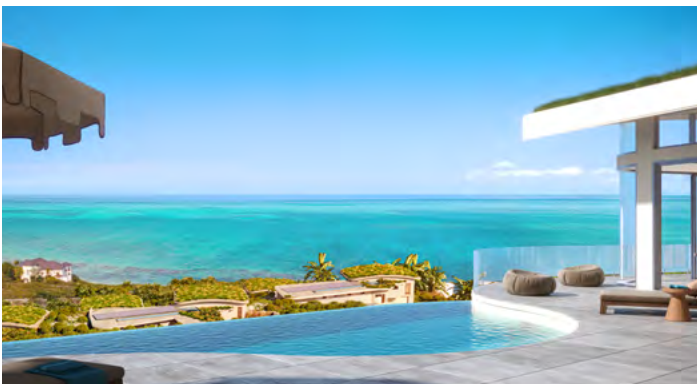
A select pre-construction opportunity of only 9 villas (2 SOLD and UNDER CONSTRUCTION + 3 RESERVED) positioned in an enclave on the highest point in Providenciales, offering commanding 180-degree unimpeded ocean views stretching from Grace Bay to Blue Hills. With 3- to 5-bedroom villas set out between 94 to 160 feet above sea level, Latitude 22, the Developers of Ridgeview and Karaya Blue, are delighted to present this low-density residential development to the Turks & Caicos luxury market. At The Summit, unrivaled elevated ocean views and an irreplaceable location combine with considerate design and organic modern architecture to produce a truly unique offering. Rental at The Summit is entirely voluntary.

**Environmentally Sustainable:** The soft 21st century design includes not only 7.5kw of 20 roof mounted Solar Panels (additional optional upgrades available via request), but also unimpeded ocean views from each villa, due to a thoughtful approach in considering the topography of each villa site, as well as the use of living roofs designed by Jörg Breuning, whose global experience pioneering the technology spans over 40 years. This sustainable roof feature, requires very little maintenance, while acting as a cooling aid, reducing rainwater runoff, protecting against weather, and providing an additional habitat for natural flora and fauna, ensuring the development enhances rather than imposes upon the beautiful natural surrounds and ocean views of its location in Blue Mountain.

#### **Construction & Sales Highlights:**

Two of the nine Villas are already under construction with completion of Curve Villa 5 estimated for this September, and Curve Villa 4 in January 2025. Curve Villa 5 is at roof level with install of the first living roof planned for the coming months. Curve Villa 4's first and second floor slab are being poured imminently, with first floor walls up and the form of the curved spiral staircase formed. Lots 3, 6 and 9 are under reservation leaving limited availability at the highest point in Providenciales. Within the video update link you will see the sales office located behind Villa 5's construction. The sales office is a great location to view the entire site. Contact the listing agent, or your local real estate agent for further detail or a viewing at the sales office, or our virtual Immersion Theatre.

**For Further Detail:** [Link to The Summit Development](#)





## ONE STEP GRACE BAY - New Luxury Townhomes in the Heart of Grace Bay



### ONE STEP GRACE BAY LUXURY TOWNHOMES - NOW WITH 5 TOWNHOMES RESERVED!

These newly designed, pre-construction, privately gated townhomes are just 'one step' from the famous Grace Bay beachfront and offer a high-end, low-density community within the heart of Grace Bay, close to an array of established restaurants, entertainment bars, retail shops and neighbors to Grace Bay Club and Villa Del Mar.

The exceptionally designed and spacious 4-bedroom, 4.5-bathroom and Den/TV room townhomes boast 3,203 SF of interior space + 2,388 SF of exterior for a total of 5,591 SF of finished area over two levels. The interiors will incorporate high-end finishes including imported Trentino porcelain tiles (or equivalent), Villeroy and Boch (or equivalent) and several built-in cabinets along with a built-in setup for optional solar panels. The kitchen will be fully equipped with an LG smart-appliance package including double oven with built-in air fryer and sleek Faber flush mounted range hood.

Each residence has a private pool with easy access from the open plan main living area through two walls of sliding doors that offer an abundance of natural light and an immediate connection to the relaxing outdoor spaces. Poolside dining el fresco and entertaining is made easy with the outdoor summer kitchen complete with built-in BBQ, refrigerator, sink and countertop under a pergola shade creating an additional living area. The modern façade of the buildings is softened with a mix of limestone walls, wood accent features, hand laid pavers and beautiful landscaping that welcomes you into your private home.

This quintessential contemporary design pleases with a harmonious combination of clean lines, soft tones, natural stone, and wood decor.

Welcome to One Step Grace Bay!

Priced from \$2.5M – fully landscaped with private pool and car park.

For Further Detail: [Link to One Step Grace Bay Development](#)



## BEACH ENCLAVE LONG BAY - Construction Update



### BEACH ENCLAVE LONG BAY PHASE 3 HAS STARTED CONSTRUCTION

Beach Enclave Long Bay's Phase 3 is progressing towards completion with the addition of two Beach Houses, of which one is available for sale, a Mediterranean inspired beach club with restaurant, bar and five hotel keys, as well as full sport amenities which will be completed at the same time as the last Beach House remaining for sale..

In addition to the existing world class fitness center, owners and guests will enjoy a sports area including a lighted tennis court, lighted pickle ball court & half basketball court, yoga deck and a Kids Club to be completed in advance of the last two beach houses. A revamped kiteboarding centre with launching, cleaning and a storing area will complement the watersports area. The adjacent Beach Bar & Restaurant, when completed, will be a barefoot sophisticated Mediterranean restaurant and bar, with indoor and outdoor lounge areas, dedicated pool as well as five beach-facing hotel suites on the upper level. The amenity set adds tremendous value to the private villa resort homeowners and guests' lifestyle.

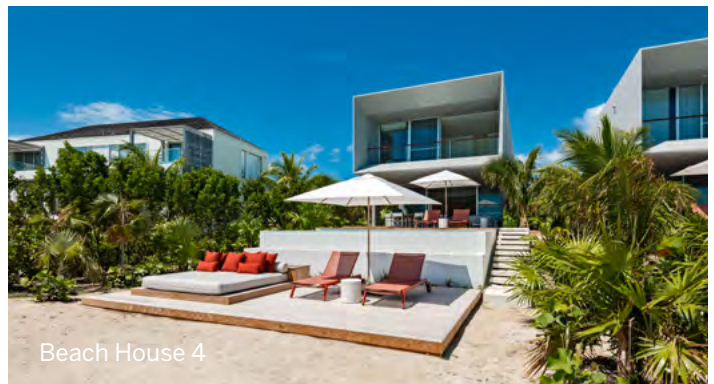
Construction on Beach House 05 started in May, with a completion date of March 2024. The final home available in the resort, Beach House 6, is ready to start construction upon a sale and marks the last opportunity to purchase one of the most celebrated beachfront home designs in the Turks & Caicos, within an exclusive and full-service managed enclave renowned for personalized owner and guest services. Designed by acclaimed architects Jacobsen Arqitetura the Beach Houses opened to wide acclaim and stellar rental program, adding an exciting, modern, tropical design to the Turks & Caicos Islands.

For a sneak peek at the Beach House interior and design we welcome you to view the Matterport VR Tour of the completed Beach Long Bay - Beach House 4.

[Link to the Matterport of Beach Enclave Long Bay - Beach House 4](#)

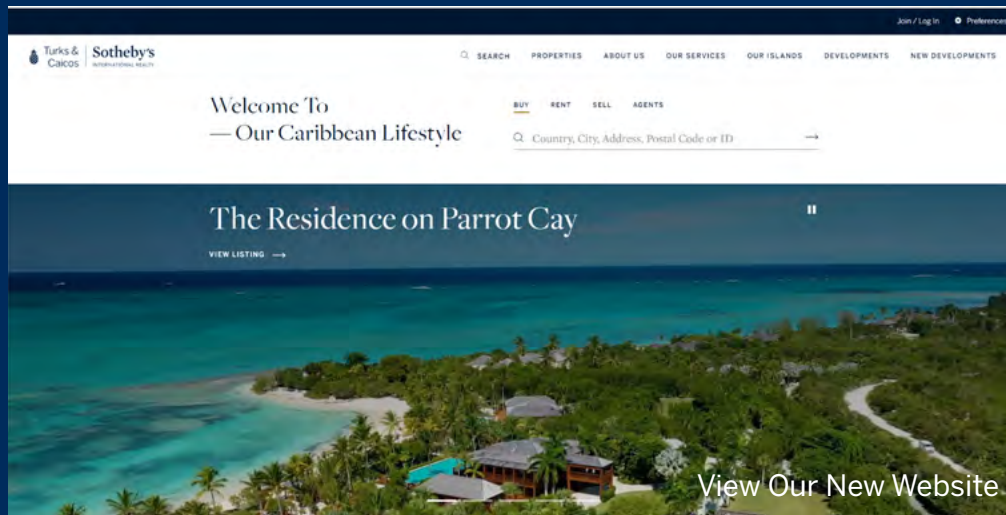
**For Further Detail:** [Link to Listing of the last remaining Beach House 6](#)

**For Further Detail on the Developer:** [Link to Developer Spotlight Volume 3](#)



Beach House 4

# Nothing Compares to Our New Website



Buying real estate  
in the Turks & Caicos Islands  
is a simple and easy process.

There are no restrictions on property ownership by foreign individuals and the title can be held personally or in a local Corporation or Trust or an overseas Trust provided the Trustee is an individual.

View our [Buyer's Guide](#) to assist your process and answer initial questions you may have.

Have more questions?  
Contact one of our [sales associates](#) to book a consultation.

## Marketing Summary

- Globally Connected
- Our Brand Your Advantage
- A Unique Collaboration
- Impeccable Presentation
- Exclusive Partnerships
- Superior Exposure
  - Public Relations
- Social Media
- Property Syndication
- Market Leaders

## Our Mission Statement:

We are experienced, innovative, and connected market leaders making a difference by serving our clients and community with passion and integrity.

[Learn More Detail About Our Marketing](#)



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



Joe Zahm  
President/Broker



Nina Siegenthaler  
Vice President/Broker



Richard Sankar  
Director/Broker



Denise Douglas  
General Manager



Dee Agingu  
Real Estate Advisor



David Green  
Real Estate Advisor



Pat Staples  
Real Estate Advisor



Lisa Lopes  
Real Estate Advisor



Imelda Burke  
Real Estate Advisor



Elaine Dubensky  
Real Estate Advisor



Michael Bovell  
Real Estate Advisor



Michael Fenimore  
Sales Associate



Anna Richardson  
Sales Associate



Annie Lee Borges  
Sales Associate



Courtney Chapman  
Sales Associate



Simone Rigby  
Sales Associate



Manfred Smith  
Real Estate Advisor



Thomas Watkins  
Sales Associate



Robin Tidrick  
Sales Associate



Britney Gardiner-Whymns  
Sales Associate



Olincia Missick-Robinson  
Sales Associate



MJ Williams  
Sales Associate



Jamie Pollon  
Sales Associate



Bianca Harvey-Joseph  
Reception/Office Admin.



Takeria Francis  
Office Manager



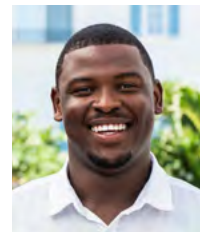
Tassie Hamilton  
Admin Assistant to VP



Kennon Higgs  
Project Manager



Davidson E Louis  
Marketing Coordinator



Ray Azemard  
Sales Associate



Turks &  
Caicos

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