

TURKS & CAICOS REAL ESTATE MARKET REPORT

3rd QUARTER COMPARISON

ON THE COVER

Turtle Breeze Villa - New To Market
Featuring an Award Winning Design

3rd Quarter

2016

Turks &
Caicos



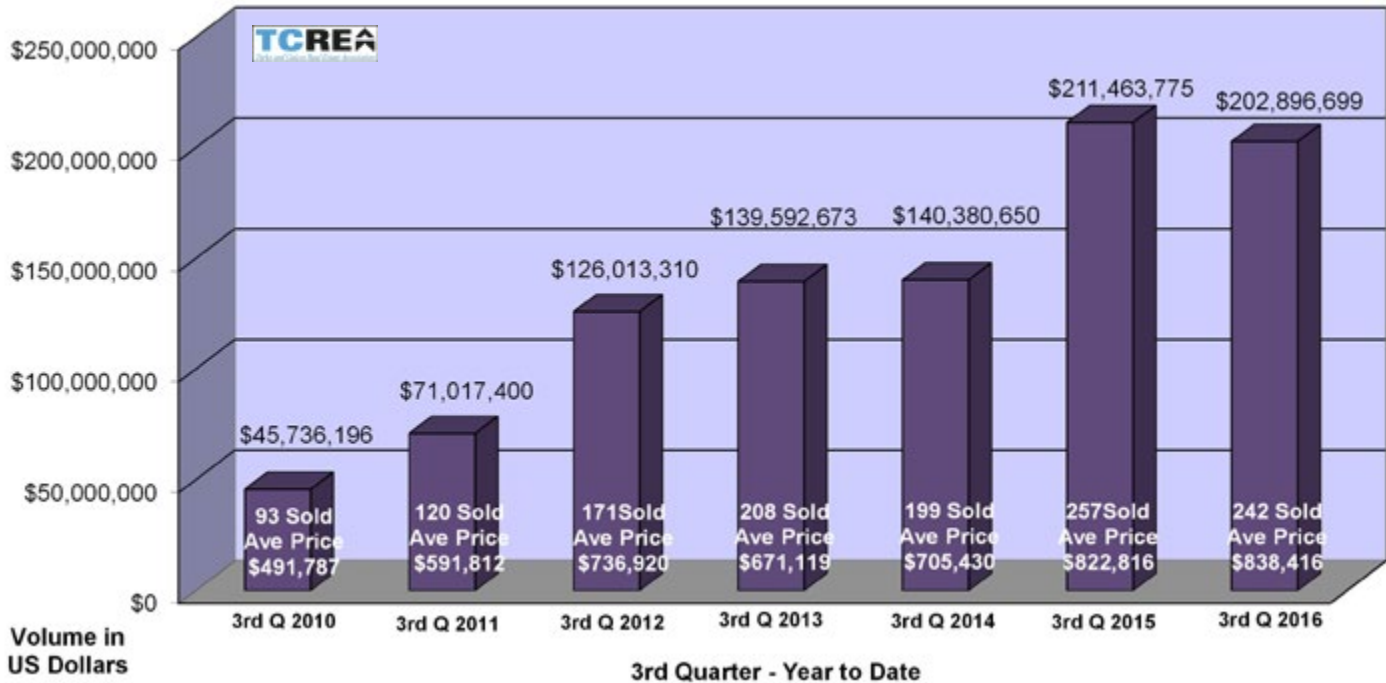
Sotheby's

INTERNATIONAL REALTY

Turks & Caicos Real Estate Sales

3rd Quarter Comparison 2016

Turks & Caicos Real Estate Sales - 3rd Quarter Comparison 2016



TCI REAL ESTATE MARKET HEALTHY, STURDY AND CONSISTENT

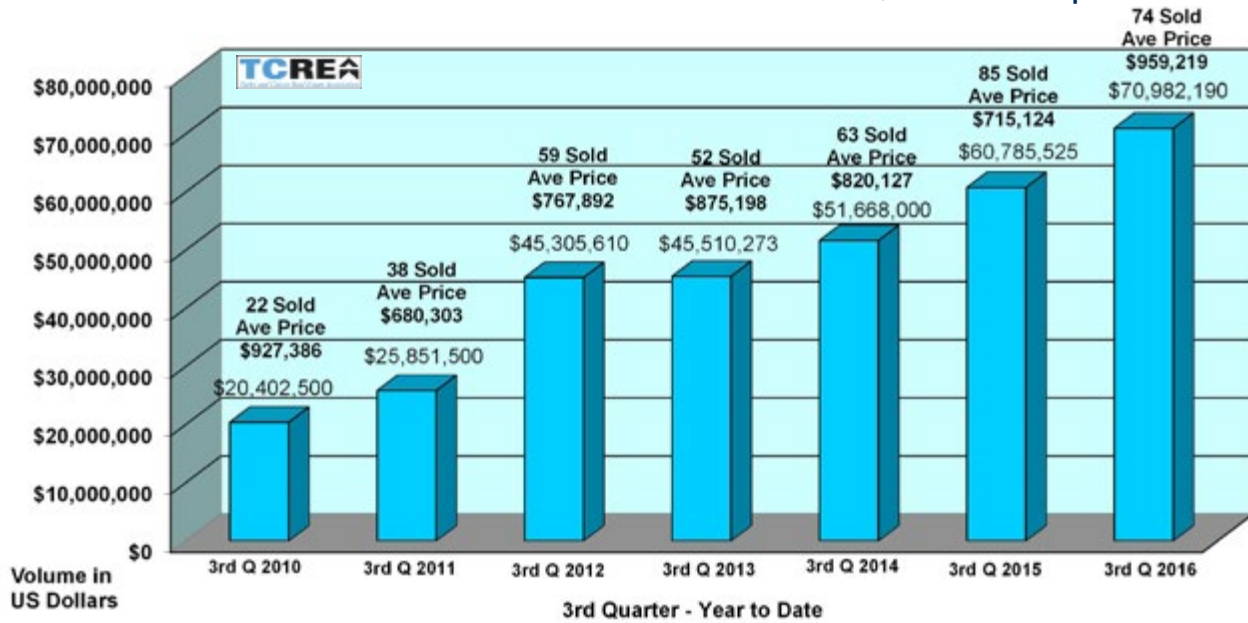
Rather than focusing on the specifics of Q3 of this year, it seems like a good time to emphasize that our market has grown in a strong and rational manner over the past several years. As the represented graphs illustrate, our key market segments have shown a very healthy growth pattern, with the wavering nature of raw land being the outlier. This outlier is really caused by dearth of inventory in the market place and by the fact that \$ volume in any given year is often predicated on one or two home-run commercial sales, which still could occur by the end of 2016.

The Turks & Caicos brand – which is now firmly established as a high caliber, international tourist and luxury destination – continues to grow internationally. Real estate purchasers, especially at the high end, are continuing to exhibit great confidence in the TCI jurisdiction. As we expand our condominium and villa product line, as well as some retail land offerings, we should see a more dynamic growth pattern emerge, provided economic conditions remain stable, especially in US and North America, which is our primary feeder market. With an evolving delivery of service in our tourism and professional sectors, and with our airline partners, we are doing a better job meeting and exceeding the expectations of our visitors and investors. This affirms the fact that our ease of access and use are unsurpassed amidst other Caribbean luxury destinations.

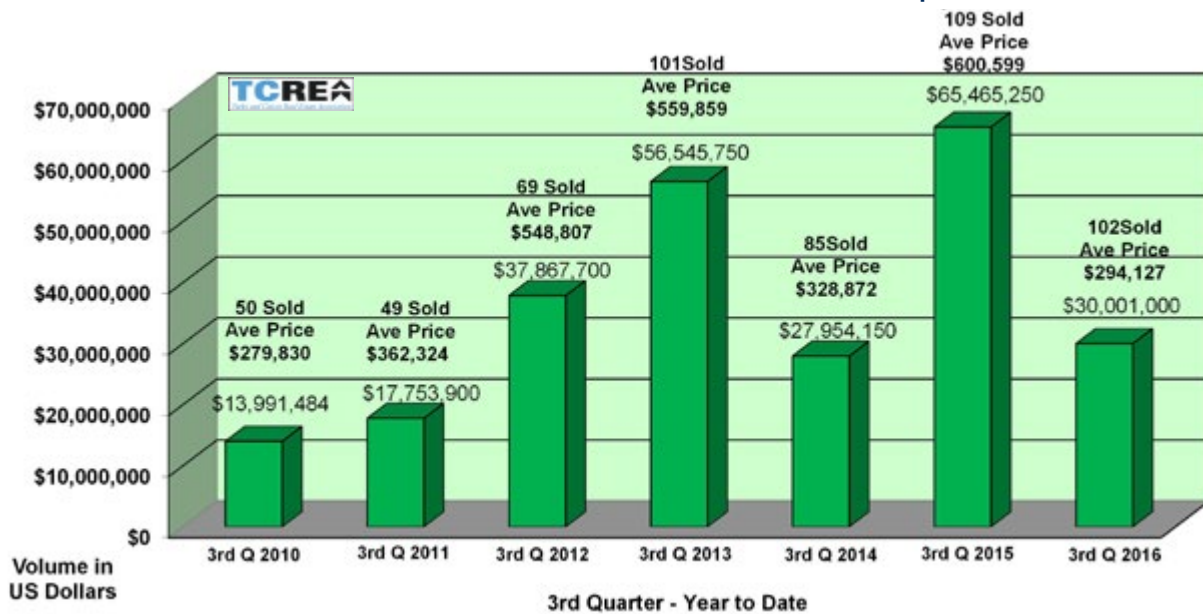
Focusing back onto the market, with \$97M in “pending and conditional” sales posted, and with about half of these expected to close by year’s end, we do expect to meet or exceed last year’s \$250M in \$ sales volume. We will report to you on the 2016 numbers in detail in early January.

We wish our friends, clients and customers a happy and healthy holiday season and look forward to seeing many of you throughout the coming year.

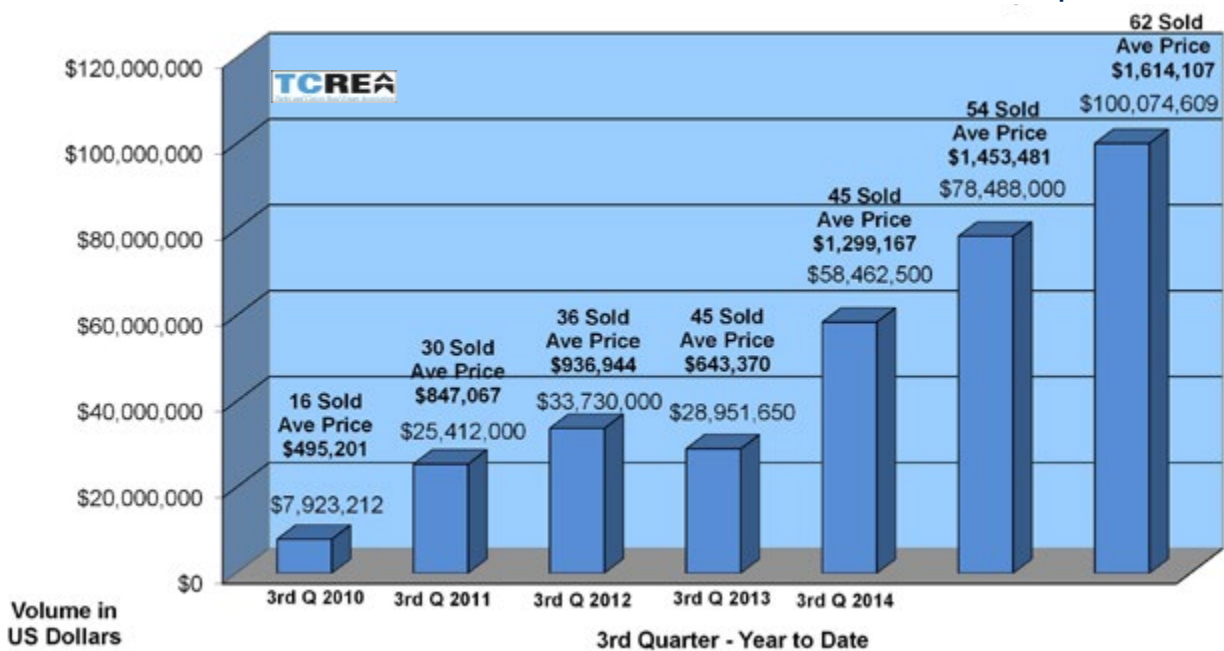
Turks & Caicos Condominium Sales - 3rd Quarter Comparison 2016



Turks & Caicos Land Sales - 3rd Quarter Comparison 2016



Turks & Caicos Home/Villa Sales - 3rd Quarter Comparison 2016



On The Cover

Turtle Breeze Villa



Turtle Breeze Villa, Grace Bay Beachfront



The newly listed **Turtle Breeze Villa** was designed by Ron Shaw, built in 2009 and was quickly voted “Best Caribbean Architecture” in 2010 by American Residential Property Awards.

Turtle Breeze Villa which is situated on 1.80 acres with 206 feet of frontage in a highly sought-after beachfront area of Turtle Cove on Grace Bay Beach west. A private gated entryway with multi-vehicle car park and grand entrance leads you into a tropical oasis. The unique design of the villa has the grand dining area as the central pinnacle of the main house emphasizing that entertaining is paramount for this spacious Caribbean retreat. Turtle Breeze is much more than a vacation home, it's a family and friends vacation retreat! Listing Information - [link here](#). \$9.995M



Point House, Parrot Cay



Point House graces the western end of Parrot Cay's exquisite northern beach, and borders a pristine Nature Reserve, Rocky Point, immediately to the west, enjoying solace and privacy, just a short distance to COMO Parrot Cay's award-winning resort amenities. The Main House features 2 large beach level Master Bedrooms on opposite ends of the home opening towards the signature Balinese volcanic rock negative-edge pool. The home's second level boasts a spacious 3rd bedroom with dramatic views through the living area and is complete with en-suite bath and private balcony. The beach level also features a 3rd bedroom/study with its full en-suite bath allowing it to double as a 4th bedroom when desired. Including the fully independent One Bedroom Guest house the entire estate comprises 5 bedrooms and 7,000 SF Under Roof (5,200 Int. SF). Listing Information - [link here](#). \$15M



Long Bay House, Long Bay Beachfront



Long Bay House is a unique beachfront estate, situated on over 2 acres and set amidst Providenciales' most luxurious properties and within the beachfront neighborhood of Long Bay. The property has been beautifully landscaped and also benefits from over 157 feet of coveted white sandy beach to enjoy with endless turquoise ocean views. Listing Information - [link here](#). \$7.9M

New to Market

Managed Beachfront Villa Property - Beach Enclave Grace Bay



Beach Enclave Grace Bay, the newest enclave of private beach villas from the team behind Beach Enclave North Shore and Beach Enclave Long Bay is located on perhaps the most magnificent stretch of the world acclaimed Grace Bay Beach. Beach Enclave Grace Bay is decidedly the most exclusive project on Grace Bay Beach, with only ten beachfront and ocean-view villas, set on ten-acres of gardens. Beach Enclave Grace Bay's custom designed 5 bedroom luxury villas truly embody sophisticated barefoot living, on a beach that is rated on of the best in the world.

In addition to having Grace Bay Beach at its footstep, Beach Enclave Grace Bay offers an unprecedented list of amenities to owners and guests. These are intended to include: property management with on-site reception and 24/7 on-site management presence, gated entrance with security monitoring, fitness and sports area - inclusive of a fully equipped fitness centre, lighted tennis court, half basketball court, and bocce court, yoga deck with preferred access for private classes, private beach club with beach service and non-motorized watersports, children's playground and outdoor games area, and optional branded Beach Enclave rental program. Listing Information - [link here](#). \$5.95M to \$8.75M



Beach Enclave Grace Bay - Design A



Beach Enclave Grace Bay - Design B

Global Ratings Agency Standard & Poor's (S&P) Maintains BBB+ Rating

Global ratings agency Standard & Poor's (S&P) has maintained its BBB+ rating with a stable outlook for the Turks and Caicos Islands as reported in the media this past summer.

"TCI continues to see strong economic growth in its tourist-based economy, largely due to the ongoing economic recovery in its largest visitor market, the US. However, we expect that with existing hotels at capacity, tourist activity is likely to moderate in 2016, with real GDP growing about 3% in 2016, down from nearly 6% in 2015. Real GDP growth has been very strong in recent years and we expect it return to more sustainable levels in the medium term. We project that per capita GDP growth could average 1.3% annually in the next three-to-four years," the S&P global rating report said.

Commenting on the announcement, Governor Peter Beckingham welcomed the decision, stating, "This is great news for the TCI, and a welcome re-affirmation from a top rating agency that our economy is fundamentally sound and that we continue to strengthen our finances." Governor Beckingham added, "This is to the credit of everyone involved, and more significant given the recent market turmoil. I am delighted we have kept this rating for three consecutive years."

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



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Denise Douglas
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