

BERBA
CARIBBEAN

The Red Book[®]

Barbados

2018

Η αγορά ακινήτων*

It's not Greek to us. Our team has the knowledge, experience and global reach necessary to translate the real estate market into a language anybody can understand.

**The Real Estate Market*

TERRA
CARIBBEAN

terracaribbean.com

Welcome

With the publication of our 11th edition of The Red Book, we challenged ourselves to provide more value to you the reader. For the very first edition of The Red Book, our concept was to produce a reference for the Barbados property market. It was never meant to be a sales listing guide of what we had to offer, but rather a reference point for the industry to gauge the market. To this end we gathered as much info as we could, we verified it as best we could, and then we tabulated it and published it in a way that was easy to understand. We learnt much in this process and we developed our knowledge culture around this annual publication. Knowledge is a very interesting resource - unlike other resources, where the more of it you extract the less you have left, with knowledge the more we gather the more there is to be gained.

We were very pleased when last year our Grenada office published their first edition; and, there are many more territories in the works.

As always, the team at Terra Caribbean decided to push the envelope and to “change it up.” We believe that often standing still means the world goes past you, so we like to move quickly to stay ahead and help you our clients to also stay ahead of the trends.

Internally we called this 11th edition “The Red Book version 2.0”. The aim is the same - to provide a reference guide on the Barbados market for our clients and the wider industry within the segments of the market that we operate. We try to suggest some possible conclusions from the data but we certainly do not mean to offer specific advice from this high level publication. Our Advisory, Brokerage and Facility Management teams offer advice every day within the scope of their respective practice areas. We provide that advice to a wide spectrum of clients - from some of the largest conglomerates in the region to individuals contemplating their very first real estate transaction.

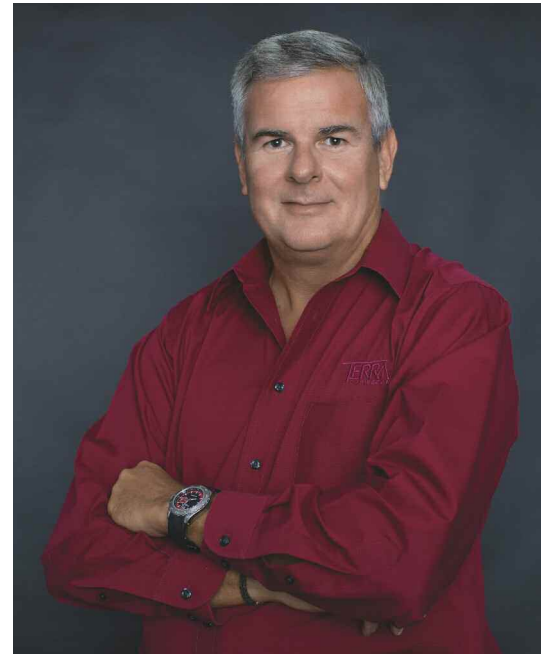
We believe that an informed market place makes better decisions. We participate in that market place and we have a passion for knowledge. The Red Book is a reflection of that passion and we hope that you will find our latest edition to be even more useful in your decision-making process regarding real estate investment. As always I am very appreciative of the whole team for putting this together. The online version can be found on our website, so please feel free to share it as much as you like. Also remember to drop me a line with any idea that you have for a future edition and how we could be of help.

Please enjoy reading the articles or just looking at the property data. Most of all, I hope that when you have looked at it you will conclude that you are more informed about the market. The Red Book is often quoted by individuals and has even been referenced by the International Monetary Fund. I am not sure how we feel about that but I guess they thought it was useful. I hope you will too.

Sincerely,



Andrew W Mallalieu, CPA MRICS
Chief Executive



THE RED BOOK

Eleventh Annual Edition

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Let's Take A Caribbean View

It has been an unusual last few seasons for Barbados and indeed an unusual last few seasons for the wider Caribbean. The world is changing, economies evolve and develop and Barbados has seen a big adjustment.

The focus for the wider Caribbean, leading up to Christmas, was on the devastating effect of the most recent hurricanes and storms in various parts of the region. The British Virgin

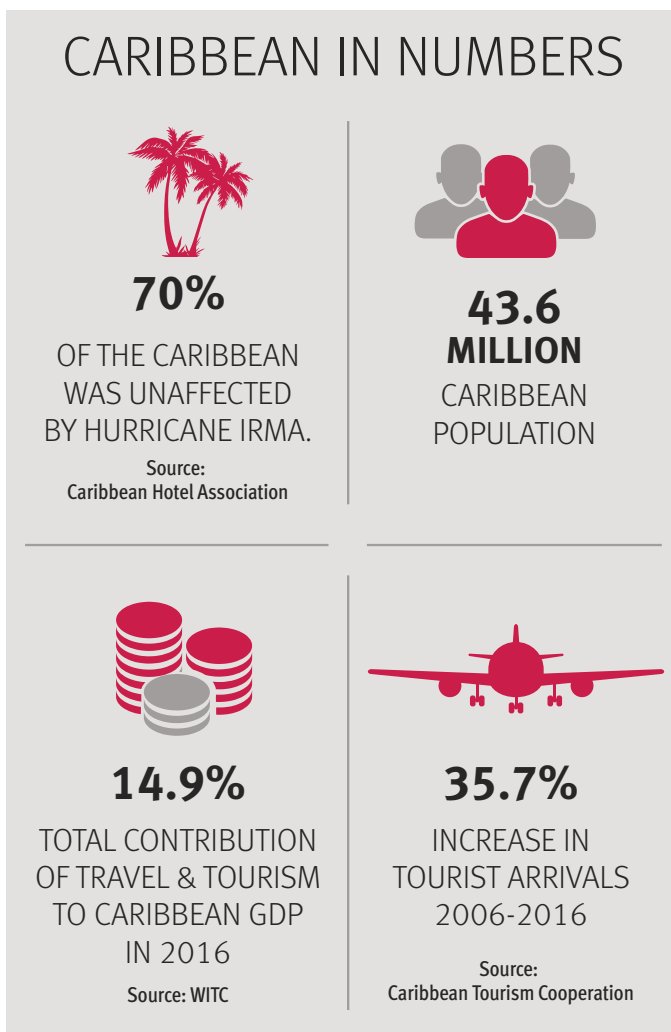
Islands and the French West Indies in particular were severely affected and are, to a varying degree, still in recovery mode. It is worth being aware that 70% of the Caribbean was untouched by the storms and for the likes of southern lying Caribbean islands like Barbados they are positioned outside of the 'hurricane belt', so much less prone to extreme weather.

The Knight Frank team has recently published our Caribbean Inside View publication, and it was reported that:

The performance of the Caribbean's prime residential market varies significantly from island to island. In recent years momentum has been firmly focused on the island of Mustique, the Bahamas (in particular New Providence and Paradise Island) and prior to Hurricane Irma, St Barts. These islands have all recorded strong sales activity, the only constraining factor being their lack of inventory. Elsewhere, the BVI and Barbados have experienced weaker market sentiment.

The headline for this season, is that for anyone who has been considering buying on the island, Barbados is the most affordable it has been for probably **10 years**.

For owners in Barbados, many of whom have owned properties for well over a decade, and in London and other established economies, values have risen and fallen as they do anywhere. Differently to a decade ago, today the markets are more fluid, driven primarily by political and fiscal uncertainty. For Barbados, prices particularly on the West Coast went through an upwards trend from 2008, and then in recent years have experienced a natural price correction. Today, if sellers want to do deals this season, they must ensure pricing is attractive and justifiable. Buyers today want comparables and market evidence to support pricing. They want the track record of highly professional agents like Terra Luxury | Knight Frank. The headline for this season is



that for anyone who has been considering buying on the island, Barbados is the most affordable it has been for probably 10 years. When advising any of my clients on buying a home in the Caribbean we usually start with what their dreams and aspirations are and then travel through the region discussing the islands, the types of properties available and the lifestyle benefits. With friendly locals, one of the best all year around climates (closer to the equator and further south than most), restaurants, shops, bars, wildlife, history, cricket, polo, golf, horse racing, houses, apartments, sea view, golf view, polo view - this is why I always describe Barbados as the 'Swiss army knife' of Caribbean islands. In all of the Caribbean, there is a bit of a generational 'changing of the guard' taking place. With many long term owners now selling they are being replaced by a new generation. Albeit a new generation that still wants what Barbados has always been famous for, but also thinking about Barbados needing to be attractive for their children and any younger family or friends.

The island has seen this need most strongly in recent years, and thankfully is adapting and you can see it in the type of investment now coming to the island.

A gap in the market is now being filled for a more active and fun beach scene for a slightly younger generation - often the children of current owners. New beach bars and restaurants have opened, and in particular, the big brand of Nikki Beach has been a roaring success, bringing a much more glamorous and fun feel to the island that you might find in Ibiza, or St Tropez and closer to home, in St. Barts.

Combining the above with the market and prices at the turn of a low point, the smart money will start coming back to Barbados. If a client was looking to invest in an island that is adapting for the better, for the future, Barbados must command attention.

Barbados is moving in a new direction for the future and there has never been a better moment to buy.

Edward de Mallet Morgan

Partner, Global Super Prime Residential
Knight Frank LLP

FIVE KEY TRENDS

1

The return of the US buyer

Following a lull in 2016, US enquiries have strengthened in 2017. Rising consumer confidence, firm economic fundamentals and easy connections from the East Coast explain the strengthening demand.

2

Mustique sees sales and rentals strengthen

Home to only 100 villas and with the Cotton House Hotel at its heart, the island has witnessed strong sales activity in 2017 with a property sold at around US\$35m, being the highest price for several years.

3

Hurricane season - impact on build quality

The Florida Building Code (FBC) a set of standards used as a benchmark in hurricane-exposed areas, is being widely implemented across the region. In the short-term expect greater focus on less-exposed islands.

4

Bahamas on the radar of Chinese investors

Stronger opportunities for investment and trade co-operation have been formed between Chinese companies and the Bahamas which in turn is leading to rising interest from Chinese HNWIs.

5

Post-Brexit - a new safe haven?

There is potential for northern European and UK buyers seeking a second home in a warm climate to look more closely at the Caribbean as a safe-haven destination post April 2019. New direct flight routes from Europe are making the Caribbean more accessible but future currency shifts are likely to influence the scale of interest.



GREENSLEEVES

Gibbs, St. Peter

Greensleeves is one of the most significant private residences in the Caribbean. The estate is set on a prominent headland between two of the finest beaches along the West Coast. The true allure of the property lies in the infusion of rich accents of the East into a vibrant Caribbean canvas.

- The Greensleeves estate comprises 13 bedrooms, 13 bathrooms and 3 powder rooms
- The main residence is a family friendly space with a children's wing that includes a jungle gym, cinema and lounge
- The property also features two additional dwellings: the Bamboo Cottages, which are two connected bedrooms with an Indonesian flair; and, Blue Point Cottage, a four-bedroom cottage with its own private pool
- Greensleeves Park is an extension of the property boasting an impressive 13-acre grove of mature trees and verdant gardens that offers access to the popular Gibbs beach
- Greensleeves Park offers prime development opportunities for prospective owners to create a community of residences similar to those at Sandy Lane

FLOOR AREA: 25,000 sq. ft. • **LAND AREA:** 16 acres • **PRICE:** Available on Request







VILLA TAMARINDO

Beachlands, St. James

Pristine white sands and sparkling turquoise seas form the backdrop for this exquisite property situated on the platinum coast of Barbados. Designed by renowned local architect Larry Warren, Villa Tamarindo is an exceptional property featuring all the essential elements of timeless design and relaxed tropical living.

- Stunning 5 bedroom / 5.5 bathroom villa that incorporates traditional West Indian architecture with world-class contemporary interiors
- Ideal for entertaining, the home flows from resplendent indoor rooms to a wonderful large outdoor terrace and infinity pool overlooking the calm blue waters of the Caribbean Sea
- Rooms are designed with elegant coral stone pillars, elaborate coffered ceilings and feature recessed lighting and the highest quality fittings and fixtures
- A beautiful living reef teeming with sea life beckons for a truly tropical experience
- This prime property is ideally located minutes from luxury shops, golf courses and five-star restaurants providing residents with the ultimate in West Coast living

FLOOR AREA: 13,174 sq. ft. • **LAND AREA:** 46,113 sq. ft. • **PRICE:** US\$28,000,000

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GARDENIA

The Garden, St. James

This luxurious beachfront estate nestled amidst the most beautifully landscaped gardens is simply spectacular. Featuring an alluring open concept design with high arches and regal coral stone pillars, Gardenia offers breathtaking ocean views and is truly one of the finest residences in Barbados.

- A stately 9 bedroom / 10.5 bathroom property with an expansive main house and charming guest cottage
- An elegant stone cantilevered staircase gracefully rises up to the first floor from the grand reception hall
- The enchanting master suite encompasses the entire first floor and features a luxurious en suite, dressing room and private study
- Immediately in front of the principal reception room is the swimming pool with wide stone terraces for entertaining and al-fresco dining
- A path gently weaves through the gardens to the edge of the property where there is about 250 ft. of white sand beach

FLOOR AREA: 10,495 sq. ft. • **LAND AREA:** 3.5 acres • **PRICE:** Available on Request

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FOOTPRINTS

Lower Mount Standfast, St. James

Providing the perfect mix of luxury and contemporary style, Footprints is the first villa of its kind on Barbados' platinum West Coast. Offering glorious beach and ocean views from all four levels, this property personifies beachfront elegance.

- This immaculate 5 bedroom / 5.5 bathroom luxury residence is outstanding
- Boasting an alluring décor and modern amenities, the interiors were designed and furnished by Kelly Hoppen
- The expansive master suite with private terrace is elevated providing spectacular panoramic ocean views
- The shimmering infinity edge pool and deck sit overlooking the secondary pool and sun terrace and out into the crystal blue Caribbean Sea directly in front of the property
- Prime location on the West Coast, Footprints is located between Royal Pavilion Hotel and Lone Star Restaurant
- The property now features a covered bar and an additional plunge pool on the beach level

FLOOR AREA: 6,500 sq. ft. • **LAND AREA:** 12,000 sq. ft. • **PRICE:** US\$9,000,000

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BLUFF HOUSE AND COTTAGE

Sandy Lane, St. James

Set in over an acre of mature tropical gardens, this impressive property has recently been expanded and beautifully furnished throughout.

- This impressive 8 bedroom / 8 bathroom luxury villa boasts direct access to the legendary Sandy Lane beach
- Featuring an amazing coral stone hallway and stylish entertainment space, this villa is ideal for relaxing and socialising
- The spacious pool and deck affords glorious views through the palms to the sea beyond
- The main house features six well-decorated and air-conditioned bedrooms, each with ensuite bathrooms
- Beyond the villa, there is a fully self-contained two bedroom cottage with ensuite bathrooms and private balconies

FLOOR AREA: 10,000 sq. ft. • **LAND AREA:** 1.26 acres • **PRICE:** US\$12,000,000

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CORAL SUNDOWN

Sugar Hill, St. James

*The beloved holiday mansion of Sir Cliff Richard,
this is a rare gem within the upscale gated community
at the Sugar Hill Resort.*

- Located ridge-side on an expansive 3 acres of immaculately maintained grounds, its palatial palm-fringed driveway is the stunning entrée to the heart of the property
- The home is a 6 bedroom / 6.5 bathroom dwelling offering 10,000 sq. ft. of living space
- Its beautiful architectural design capitalizes on the stunning views of the Caribbean with each bedroom offering its own unique view of the sea
- Its outdoor living spaces are also impressive, with its own private on-property tennis courts and its large pool featuring a bar complete with a kitchen

FLOOR AREA: 10,000 sq. ft. • **LAND AREA:** 2.6 acres • **PRICE:** Available on request

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AURORA

Sandy Lane, St. James

Aurora is a beautiful Larry Warren-designed residence occupying a great position within the Sandy Lane Estate on High Ridge Road.

- This home has 7 bedrooms, 8 bathrooms and 1 powder room. It flows nicely, with the living areas opening to beautiful views of the sea
- The property is set within tropical, well-landscaped gardens and features a 20 x 40 swimming pool
- The house was constructed of natural coral stone and the interiors are complemented with pickled pine ceilings and wooden trim
- Each bedroom is air-conditioned and features an ensuite bathroom and step out balcony
- The master bedroom occupies the entire first floor and boasts magnificent views of the West Coast
- This property boasts a flood-lit tennis court and a cabin at the Sandy Lane Beach Facility

FLOOR AREA: 10,000 sq. ft. • **LAND AREA:** 2.38 acres • **PRICE:** US\$7,950,000

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COCKADE HOUSE

Bennetts, St. Thomas

Located east of the world-famous Sandy Lane Estate, this is a truly unique private estate highlighted with an original Oliver Messel home.

- Offering great sea views across the Green Monkey golf course, this 7 bedroom / 7 bathroom property has been completely renovated
- The main house retains the beautiful Palladian style of Messel's design and consists of a formal sitting room leading to informal sitting and dining
- Michael Gomes oversaw the renovations and there are a number of new cottages added, as well as a pool and a fishpond with coral stone ruin
- The lands of Sandy Lane surround this property, and the owners allow a well-known cricket academy to use the lower field of the property, complete with a professionally laid pitch and a pavilion

FLOOR AREA: 5,900 sq. ft. • **LAND AREA:** 5.5 acres • **PRICE:** US\$9,995,000

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Make Barbados Home



After an encounter with Barbados' gorgeous beaches, perfect weather and friendly warmth, owning a home - or even a second home - on the island becomes a necessity.

What is required?

Special Entry and Reside Permits (SERP) are available for prospective homeowners that reside outside of the island. These permits are valid for five years and incur fees according to the category for which they qualify.



ELIGIBILITY:

Applicants must be Non-nationals who are either:

- High Net Worth Individuals: Owning assets of US\$5 million or more, OR
- Owner of property (not subject or mortgage) or investments in Barbados valued at US\$2 million or more with funds originating outside of Barbados.

FEES FOR RETIRED PERSONS:

- Retired persons over 60 years: US\$5,000
- Retired persons under 60 years: US\$3,500



FEES FOR EMPLOYED PERSONS OVER 60 YEARS:

- Special Entry Permit: US\$5,000; plus
- Indefinite work permit: US\$15,000; or
- Annual work permit: US\$1,500



FEES FOR DEPENDENTS:

- US \$150 per dependent



FEES FOR NON-EXECUTIVE DIRECTORS:

- Special Entry Permit: US\$5,000; plus US\$500 annually



FEES FOR EMPLOYED PERSONS UNDER 60 YEARS:

Option 1:

- Special Entry Permit: US\$5,000; plus
- Indefinite work permit: US\$20,000



Option 2:

- Special Entry Permit: US\$3,500; plus
- Annual work permit: US\$1,500



HAMBLE HOUSE AND COTTAGE

Sandy Lane, St. James

Hamble House has a unique location within the prestigious Sandy Lane Estate as the property's eastern boundary adjoins the fabulous Sandy Lane Country Club golf course providing sweeping views of the golf course.

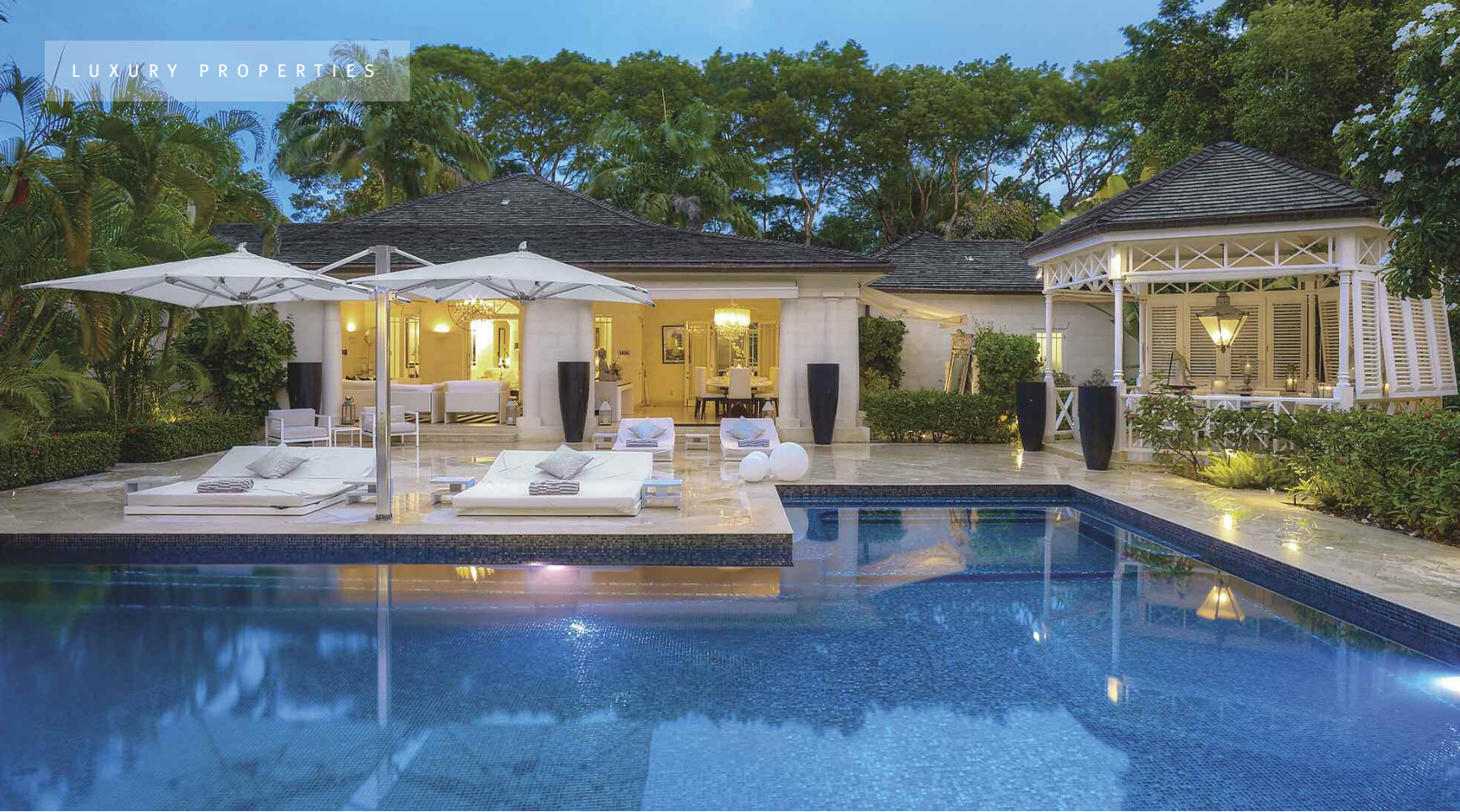


- This property features 6 bedrooms, 5 bathrooms and 1 powder room
- The property is in excellent condition and also houses a 2 bedroom attached cottage
- Being one of the most elevated houses in Sandy Lane, it benefits from a constant unobstructed easterly breeze that ensures that the house is always cool
- The master bedroom is housed exclusively on the entire first floor, and comes complete with an office and balconies that offer beautiful views to the east and west

FLOOR AREA: 5,896 sq. ft.

LAND AREA: 54,450 sq. ft.

PRICE: US\$6,950,000



NO 42 SANDY LANE

Sandy Lane, St. James

Designed on one level, this is the ultimate five-bedroom home in the Sandy Lane Estate. The modern styling of the beautiful interiors welcomes you inside.



- This immaculate 5 bedroom / 6.5 bathroom residence is set in well-landscaped gardens
- The main house flows from one room to the next and consists of three bedroom suites and a spacious sitting room that opens to a covered veranda
- The central point of the home is the inviting swimming pool, with the main house and two-bedroom cottage opening to the pool and deck
- The property is tastefully decorated throughout and the Miele kitchen has been custom designed

FLOOR AREA: 5,500 sq. ft.

LAND AREA: 1.5 acres

PRICE: US\$5,750,000



SENDERLEA

Derricks, St. James

Located on an amazing cliff-side, this beautiful property features unrivalled sea views and there is private access to a white sandy bay below.



- A well-designed 3 bedroom / 2 bathroom traditional West Indian style beachfront villa
- The spacious reception rooms and the master suite open onto a full length covered patio where you can enjoy stunning sea views
- Designed for outdoor living, this property boasts a cliff-side gazebo, glorious swimming pool and Jacuzzi
- This exquisite property also boasts beautifully maintained tropical gardens overlooking the sea

FLOOR AREA: 4,000 sq. ft.

LAND AREA: 19,249 sq. ft.

PRICE: US\$5,500,000



TORTUGA

Turtleback Ridge, St. James

Located within the prestigious grounds of Turtleback Ridge, this impressive property has been kept to the highest standards of luxury.



- This impressive 5 bedroom / 5.5 bathroom villa boasts stunning ocean views from atop a ridge-front location
- An attractive courtyard entrance leads into a large reception room, then onto an expansive verandah
- The master suite features a luxury bathroom, two walk-in closets, a dressing area and two private balconies
- A charming, self-contained 1 bedroom cottage is nestled within the lush tropical gardens
- There is also an inviting infinity-edge swimming pool featuring a stunning waterfall and a Jacuzzi

FLOOR AREA: 6,500 sq. ft.

LAND AREA: 31,054 sq. ft.

PRICE: US\$4,950,000



TRADEWINDS

5 Palm Ridge, Royal Westmoreland, St. James

Tucked away within the prestigious Royal Westmoreland golf estate on a unique double plot of land is Tradewinds, an exquisite home that exudes luxury.



- This 4 bedroom / 4.5 bathroom home sits on approximately 1.2 acres of land
- The property overlooks the green of the 16th fairway of the renowned Royal Westmoreland golf course
- Tradewinds offers developmental prospects, with fully approved plans for an additional 3 bedroom guest cottage with pool, thus extending the property to an impressive 7 bedroom residence
- A palm-tree lined driveway and outside water feature add to the allure that welcomes everyone to the home

FLOOR AREA: 5,000 sq. ft.

LAND AREA: 54,000 sq. ft.

PRICE: US\$3,900,000



FIREFLY

Sugar Hill, St. James

Designed by the renowned architect David Spink of Gillespie & Steele, this stylish property was built in the traditional Barbadian colonial style. It is the perfect island home featuring stunning views over the landscaped hillside of Sugar Hill and the Caribbean Sea beyond.



- This 5 bedroom / 5 bathroom residence is set amidst lush private gardens and offers a large central reception room leading out to an expansive covered terrace
- There is a designer kitchen with Italian finishes and a separate laundry, staff room and service entrance
- The private swimming pool and sun terrace features a dining pagoda and an elegant coral stone balustrade
- There is access to amenities at Sugar Hill including a Club House, two swimming pools, gym, tennis courts, 24-hour security and a restaurant and bar

FLOOR AREA: 4,000 sq. ft.

LAND AREA: 30,000 sq. ft.

PRICE: US\$3,300,000



MARSH MELLOW

Mount Standfast, St. James

This is a beautiful custom-designed villa with unique half crescent shape and open, airy palatial style. It is considered a true celebration of European and Caribbean influences with stunning vistas of the platinum coast.



- Set atop a majestic ridge, this 4 bedroom / 5 bathroom / 2 powder room villa features Italian style columns, arches and wonderful architectural touches throughout
- Each room has direct access to the picturesque gardens and stunning infinity edge swimming pool and deck
- There are two individual 1 bedroom apartments at the entrance to the property which are perfect for live-in staff or additional rental accommodation
- Planning approval has been granted for the subdivision for four land parcels offering further developmental opportunities

FLOOR AREA: 6,000 sq. ft.

LAND AREA: 1.3 acres

PRICE: US\$3,250,000



MUSCOVADO

Sugar Hill, St. James

Located within the exclusive tennis community at Sugar Hill, Muscovado provides the perfect space to create priceless family memories.



- The impressive main house features 3 spacious air conditioned bedrooms, 3 bathrooms and a powder room
- Also featured on the property is a detached cottage that offers 1 bedroom and 1 bathroom
- The ground floor of the house contains a suite complete with a private garden terrace, while upstairs features a large master bedroom with a covered terrace and another suite
- Utmost privacy is ensured within the residence thanks to its immaculately maintained gardens

FLOOR AREA: 4,285 sq. ft.

LAND AREA: 26,323 sq. ft.

PRICE: US\$2,800,000



AQUILAE

Carlton View Estate, St. James

Enjoying a prime ridge-front position overlooking the prestigious West Coast of Barbados, this single-storey home is fully enclosed and highly private.



- This 6 bedroom / 6.5 bathroom villa has been designed to take full advantage of the cooling trade winds
- High pickled ceilings, cool travertine tiles and contemporary fittings welcome you into this amazing home
- The open-plan living areas and five of the six bedrooms take full advantage of the sea views
- A separate cottage is nestled in the landscaped gardens to the east of the main residence

FLOOR AREA: 5,600 sq. ft.

LAND AREA: 27,175 sq. ft.

PRICE: US\$2,350,000

HOLIDAY RENTALS: Being Agile in a Disruptive Market



“The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails.” William Arthur Ward

Adjusting the sails and riding the winds is a fitting analogy for the Holiday Rentals industry in Barbados and globally. No longer can we sit by and expect that our traditional guest will decide to return to Barbados year after year (even though our repeat rate is surprisingly high); or that the channels we always referred to for business will be the ones that year after year deliver loyal and pleasant guests. The world has changed, and with it so have the ways in which people travel, plan holidays and seek information on unique experiences.

And let's be honest! No longer do people travel to simply relax on a white sandy beach... that is a big part of what they desire, but they also want unique destinations with the ability to experience the things they don't have at home. From great food, including street delicacies and 5-star cuisine, to adrenaline pumping activities and fulfilling a lifelong dream - be it competing in a triathlon or ocean swim - our visitors to Barbados have grown to expect more from their vacations. And more we must deliver.

The villa experience opens a plethora of options for guests, customizable and fitting for each and every member of the group. In-villa staff provide the unique opportunity to interact with local experts: learn to cook our Bajan favourites, for a private beach picnic, let the villa's boatman teach you to snorkel, or simply swim with the turtles. Each guest's stay is a personal adventure, crafted by a team of experts who truly understand what it takes to make a vacation memorable.

That all said, it all starts with finding the perfect holiday home, and as experts in this area we stay abreast of all the changing channels and trends. This ensures our portfolio enjoys the desired exposure to new guests, all the while keeping and developing relationships with past guests to encourage their return. Having been in the industry for over 40-years you can imagine the long, trusted relationships with repeat guests and traditional agents who know the island well and themselves refer visitors. As the travel business changes, with more and more online channels it's encouraging to see the amount of visitors who still rely on a personal recommendation, stories of a wonderful experience and a 'real person' to guide them to our expert team on island.

This is most evident on the higher end of our collection: agents and referral rates are far higher than independent guest enquiries via distribution channels. Looking deeper at our key source markets (UK, USA, and Canada) our Flagship and Luxury guests have increased by an average of 127% between 2015 to the end of 2017 - a direct result of strong repeat clients, and trusted long standing relationships with some of the world's leading wholesalers and travel agents.

As an interesting paradigm shift, we see quite a different reason for growth in our Classic and Essential portfolio. These portfolios have also enjoyed growth in the same source markets - 135% over the same two-year period. However, these are derived more consistently via DIY channels, the likes of Airbnb, Expedia and Homeaway / VRBO.



Recognizing the homes that perform best on each of the distribution networks; yielding the rates and seasonal promotions to attract bookings; and looking for opportunities to increase occupancy to achieve owner's objectives - all takes careful analysis and a flexible yet consistent approach. Our team must continue to change strategically and grow with the changing marketplace. Embracing the new platforms while strengthening our ties with the traditional operators, to ensure our homes attract the right guests within every segment.

Kathy-Dawn Burke
Leader - Holiday Home Rentals

Accommodating the Villa Needs of the Uber Wealthy Traveller

“The very rich,” as F. Scott Fitzgerald so eloquently said, “are different from you and me;” nowhere is this more apparent than in the experience demanded by today’s ultra-ultra high net worth traveller.

These are the types of travellers for which Barbadian doors were opened a little bit wider during the unfortunate natural events of the latter part of 2017, which resulted in the Caribbean markets of Anguilla, St. Maarten and St. Barts being virtually inaccessible.

Barbados boasts an extended track record of catering to the wealthy and uber wealthy, so we welcomed the additional travellers who were new to Barbados’ shores. With new customers came new requests; suffice to say, it was an interesting insight into the variations in preferences of those accustomed to, for example, a St. Barts Holiday.

Despite the differences in requests, expectations remain the same. What is common for all markets is that luxury holidays are about service. Our Flagship properties represent the crème de la crème of luxury vacation rental, each one offering that extra cut above typical luxury quality; stunning beauty, exceptional furnishings and, of course, dedicated service. Blue Sky Luxury’s shortlist of flagship properties are the most impressive luxury villas available on the local market. These homes (and their rates) are what the term ‘wow-factor’ was invented for.

It is an industry fact that mega wealthy travellers usually demand large homes and multi-bedroom villas that facilitate vacations with friends and family (according to Resonance Consulting, 45 percent of the top one percent are planning vacations with friends, 41 percent with kids and 30 percent multi-generational vacations). Flagship villas are sizeable estates with a minimum of five bedrooms and more commonly, more than seven bedrooms to accommodate large groups.



For the luxury traveller, every detail and bespoke desire must be attended to. Continuous attention to health, wellness and entertainment are critical and demand around-the-clock attention. The mega wealthy may require a chef and kitchen assistants, drivers to shuttle them, a butler to mix a cold cocktail, housekeepers and gardeners for the daily maintenance and upkeep of the sprawling home and grounds, laundresses to ensure that clothes are always clean and ironed, security staff to guarantee privacy and safety and a 24-hour concierge and property manager.

“...expectations remain the same. What is common for all markets is that **LUXURY HOLIDAYS ARE ABOUT SERVICE**”

This degree of client service and satisfaction requires extensive staffing. Ultimately, and as shown in the comparison chart below, this comes at a premium price - for both the villa's owner and its guests.

We curate our portfolio into the following 4 categories, with Flagship aimed at satisfying the uber wealthy traveller.

Gina Johnson
Leader - Holiday Home Rentals

	# OF BEDS	FEATURES/ AMENITIES	STAFF	AVERAGE RUNNING COSTS USD\$	AVERAGE RATE PER NIGHT USD\$
FLAGSHIP	5-7	<ul style="list-style-type: none"> • Cinema/ movie theatre • Gym • Tennis court • Large pool • Boat & Watersports 	<ul style="list-style-type: none"> • Dedicated House Manager • Butlers • Chefs • Kitchen Assistants • Housekeepers • Security 	\$21,000 - \$167,000 per month depending on size and staff compliment	Summer \$2,400 - \$8,950 Winter \$3,650 - \$12,650 Christmas \$6,300 - \$20,000
LUXURY VILLA	4-5	<ul style="list-style-type: none"> • Large pool • Furnishings are refined and stylish (upgrade) • Enhanced level of comfort 	<ul style="list-style-type: none"> • Housekeeper • Laundress • Gardeners • Temporary Chef and Butler 	\$10,000 - \$18,000 per month depending on size and staff compliment	Summer \$965 - \$4,000 Winter \$1,500 - \$3,900 Christmas \$2,500 - \$6,000
CLASSIC VILLA	3-4	<ul style="list-style-type: none"> • Small pool or Plunge Pool • Two large dining and lounging areas • Well landscaped gardens • Furnished to a high standard 	<ul style="list-style-type: none"> • Housekeeper • Gardener (part time) 	\$9,500 - \$17,000 per month	Summer \$400 - \$925 Winter \$600 - \$1,650 Christmas \$850 - \$2,600
ESSENTIAL VILLA	2-3	<ul style="list-style-type: none"> • No pool • Comfortable • Well maintained interiors • Excellent locations 	<ul style="list-style-type: none"> • Maid service (once a week) 	\$2,900 - \$8,000 per month	Summer \$375 - \$520 Winter \$525 - \$920 Christmas \$750 - \$1,300

West Coast Condos



Did you know?

The West Coast beachfront condo segment started with the development of **Reeds House** in 1998.

This development comprised 14 condos spread over 3 floors with prices ranging from US\$470,000 for a 1 bedroom unit to US\$840,000 for a 2,000 sq. ft. 2 bedroom unit.

Port St. Charles followed this in the same year, marking the first of the major developments with over 150 units ranging from 875 sq. ft. to 3,000 sq. ft. Presale prices started at US\$345,000.

Old Trees followed this in 1999, with 15 units at an average of 3,000 sq. ft.





ONE SANDY LANE

Sandy Lane, St. James



These magnificent luxury villas mirror the elite and sophisticated qualities of the world-renowned Sandy Lane Hotel.

FEATURES:

Rimless swimming pool,
beautifully landscaped gardens,
24-hour concierge service

5 BEDS | 5 BATHS | 3 POWDER ROOM

FLOOR AREA: 9,500 sq. ft.

PRICE FROM: US\$19,000,000



THE ST. JAMES

Paynes Bay, St. James

The St. James is the newest intimate luxury condominium development on the West Coast of Barbados. Two units sold and two remaining.

FEATURING:

THE VILLA AT THE ST. JAMES

FEATURES:

Direct access to Paynes Bay beach, glistening swimming pool, close proximity to West Coast amenities

5 BEDS | 5 BATHS | 1 POWDER ROOM

FLOOR AREA: 4,540 sq. ft.

PRICE: US\$4,950,000

THE ONE AT THE ST. JAMES

FEATURES:

Direct access to Paynes Bay beach, private 1 bedroom guest suite, close proximity to West Coast amenities

5 BEDS | 5 BATHS | 1 POWDER ROOM

FLOOR AREA: 4,555 sq. ft.

PRICE: US\$4,250,000



PORT ST. CHARLES

Heywoods, St. Peter



Barbados' first marina development offers the opportunity to experience life on the water with resort amenities right at your doorstep.

PENTHOUSE 374

FEATURES:

Access to all Port St. Charles amenities, all bedrooms open to balconies, the view of the beach, sea and lagoon

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 3,713 sq. ft.

PRICE: US\$3,250,000



PORT FERDINAND

Six Mens, St. Peter

Barbados' newest private marina development featuring 86 luxurious residences and 120 yacht berths.

FEATURING:

PORT FERDINAND 301

3 BEDS | 3 BATHS
FLOOR AREA: 2,725 sq. ft.
PRICE: US\$2,795,000

PORT FERDINAND 103

3 BEDS | 3 BATHS | 1 POWDER
FLOOR AREA: 3,747 sq. ft.
PRICE: US\$3,950,000

PORT FERDINAND 204

3 BEDS | 3 BATHS
FLOOR AREA: 2,497 sq. ft.
PRICE: US\$2,100,000

PORT FERDINAND 707

5 BEDS | 4 BATHS
FLOOR AREA: 6,310 sq. ft.
PRICE: US\$7,750,000

FEATURES: Privacy and security, access to beach facilities, a range of services and activities



SAINT PETER'S BAY

Road View, St. Peter



Nestled in the heart of the West Coast is this world-class resort development offering 57 luxury beachfront 3, 4 and 5 bedroom condos.

SAINT PETER'S BAY 412

FEATURES:

Gorgeous views of the sea, ultimate privacy, array of amenities

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,700 sq. ft.

PRICE: US\$1,790,000



SCHOONER BAY

Speightstown, St. Peter



Set within a tranquil environment, 30 elegant beachfront villas surround a free-form pool with sundeck and gazebo.

SCHOONER BAY 206

FEATURES:

Exquisite finishes, close to Speightstown amenities, attractively furnished

2 BEDS | 2 BATHS | 1 POWDER ROOM

FLOOR AREA: 1,864 sq. ft.

PRICE: US\$1,350,000



APES HILL POLO VILLAS

Apes Hill, St. James

Barbados' premier golf and polo community comprises eight neighbourhoods amid a richly diverse landscape.

FEATURING:

APES HILL POLO VILLA 12

FEATURES:

Large sun deck, each bedroom has its own terrace, large communal swimming pool

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,686 sq. ft.

PRICE: US\$650,000

APES HILL POLO VILLA 3

FEATURES:

Access to an array of amenities, quiet community, close to West Coast amenities

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,090 sq. ft.

PRICE: US\$675,000

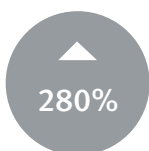
THE BARBADOS CONDO PRICE INDEX: WEST COAST



173
ACTIVE LISTINGS



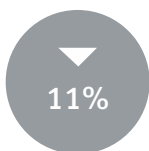
19
NUMBER SOLD



\$2.4
MILLION
AVERAGE PRICE

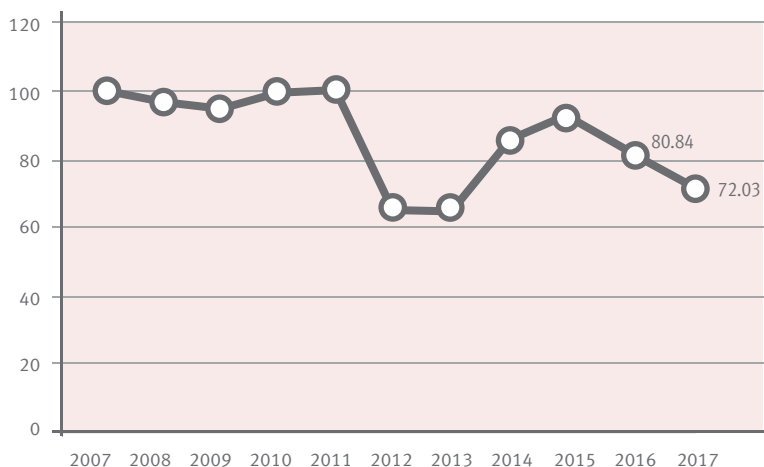


\$622
MEDIAN PRICE
PSF

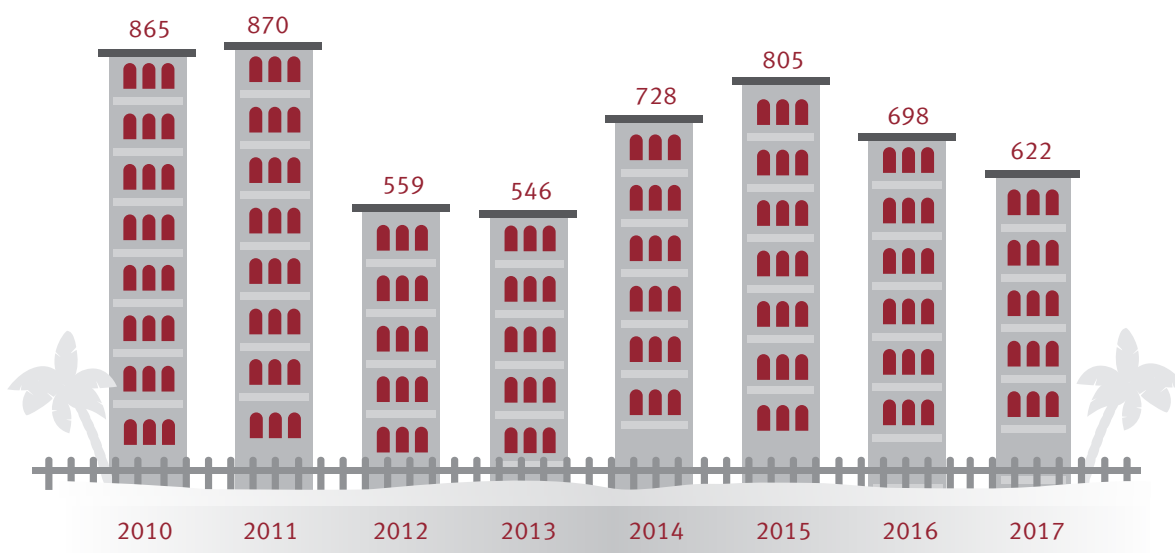


Terra Caribbean Barbados Beachfront Condo Index - West Coast

A revision in the index for 2016 is seen here as additional sales completed for Q4 2016 are now included. With 2016 representing the lowest volume we have seen on the west in our indexed period, 2017 has seen a 280% increase in sales volume with 19 sales which is in line with average sales for the indexed period. Although there has been no new construction of beachfront condos the final release of completed Port Ferdinand units and the refurbishment of The St James has resulted in a 9.5% increase in the number of units available. This market has seen 27% reduction in average prices and an 8-point downward movement in the index.



West: Beachfront Condo Median Price per Sq. Ft. - Ending Q4 2017 (US\$)



The chart below shows present availability broken out by the number of bedrooms

	Total Units	Available Units	1 Bed	2 Bed	3 Bed	4 Bed	Size Low Sq. Ft.	Size High Sq. Ft.
	488	173	13	17	117	26	854	13,000

West Coast Beachfront Condo Supply



CORALITA APARTMENTS

St. James

5 BEDS | 5 BATHS
FLOOR AREA: 2,600 sq. ft.
PRICE: US\$1,800,000

FEATURES:

Amazing views, direct access to the beach, excellent rental revenue property



SANDY COVE

St. James

SANDY COVE 101

3 BEDS | 3 BATHS | 1 POWDER ROOM
FLOOR AREA: 2,946 sq. ft.
PRICE: US\$1,900,000

FEATURES:

Wonderful ocean view, direct access to the main swimming pool, access to amenities



CORAL COVE

St. James

FEATURES:

Spectacular views of the sea, walking distance to West Coast amenities, private verandah with jacuzzi

CORAL COVE 6 - THE IVY

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,481 sq. ft.

PRICE: US\$1,595,000



MULLINS BAY

St. Peter

FEATURES:

Close proximity to Mullins Beach, fantastic views from the roof top terraces, income producing property

TAMARIND

3 BEDS | 3 BATHS

FLOOR AREA: 2,168 sq. ft.

PRICE: US\$1,300,000



REEDS HOUSE

St. James

FEATURES:

Direct access to the beach, very private, completely refurbished

REEDS HOUSE 3

1 BED | 1 BATH

FLOOR AREA: 932 sq. ft.

PRICE: US\$950,000



FOREST HILLS

St. James

FEATURES:

Sea view, beautifully upgraded and appointed, access to Royal Westmoreland amenities

FOREST HILL 12

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,760 sq. ft.

PRICE: US\$895,000



GLITTER BAY RESORT

St. James



Set in mature and tropical landscaped gardens sits the beautiful Glitter Bay Beach Resort.

GLITTER BAY 309

FEATURES:

Close to West Coast amenities, beautifully furnished, income producing property

2 BEDS | 2 BATHS | FLOOR AREA: 1,164 sq. ft.
PRICE: US\$850,000

GLITTER BAY 308

FEATURES:

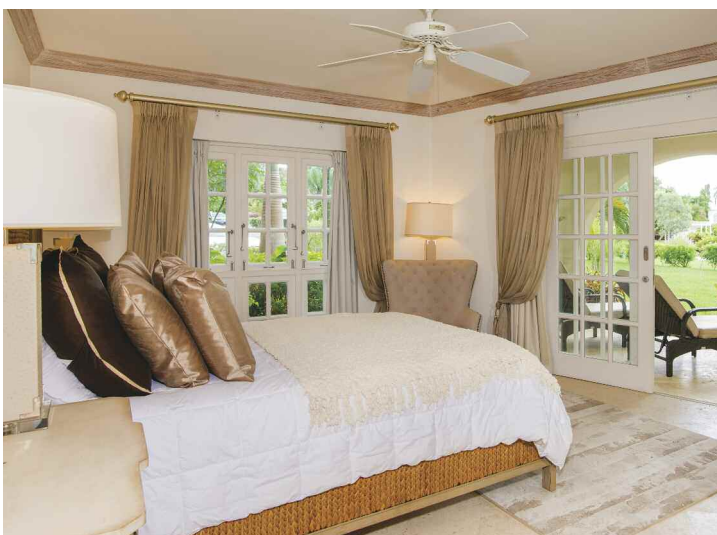
Excellent location, income producing property, access to onsite facilities

1 BED | 1 BATH | FLOOR AREA: 800 sq. ft.
PRICE: US\$450,000



ROYAL APARTMENTS

Royal Westmoreland, St. James



Set amidst verdant tropical gardens in the exclusive Royal Westmoreland community, these attractive apartments feature first-class finishes.

ROYAL APARTMENT 111

FEATURES:

Private end unit position, near to the communal pool, luxury finishes throughout

3 BEDS | 3 BATHS | FLOOR AREA: 2,000 sq. ft.
PRICE: US\$695,000

ROYAL APARTMENT 332

FEATURES:

Garden and sea views, covered patio space, owners benefit from Royal Westmoreland amenities

2 BEDS | 2 BATHS | FLOOR AREA: 1,440 sq. ft.
PRICE: US\$595,000



BEACON HILL

Mullins, St. Peter



This gated development sits in the lovely Mullins, St. Peter and the residents enjoy beautiful garden views and vistas across the popular Mullins Beach.

BEACON HILL 103 PALM

FEATURES:

Sea views of Mullins Beach, easy access to the beach, good potential for holiday rentals

2 BEDS | 2 BATHS | 1 POWDER ROOM

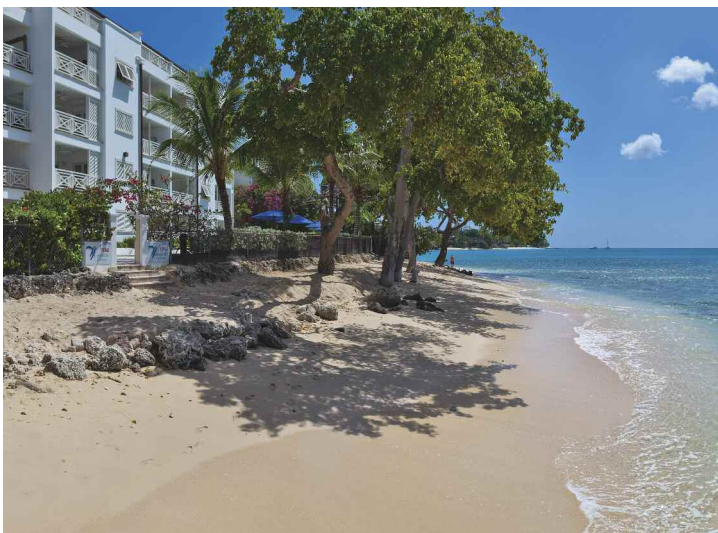
FLOOR AREA: 1,562 sq. ft.

PRICE: US\$525,000



WATERSIDE

St. James



This exclusive development is located on Paynes Bay Beach, affording breathtaking views of the Caribbean waters. It features twenty-six, 1, 2 and 3 bedroom condominiums and one 5 bedroom penthouse suite.

WATERSIDE 102

1 BED | 2 BATHS | FLOOR AREA: 919 sq. ft.

PRICE: US\$725,000

FEATURES:

Views of Paynes Bay beach, close proximity to West Coast amenities, contemporary finish

WATERSIDE 502

5 BEDS | 5 BATHS | FLOOR AREA: 3,879 sq. ft.

PRICE: US\$1,999,000

FEATURES:

Views of Paynes Bay beach, close proximity to West Coast amenities, contemporary finish

South Coast Condos

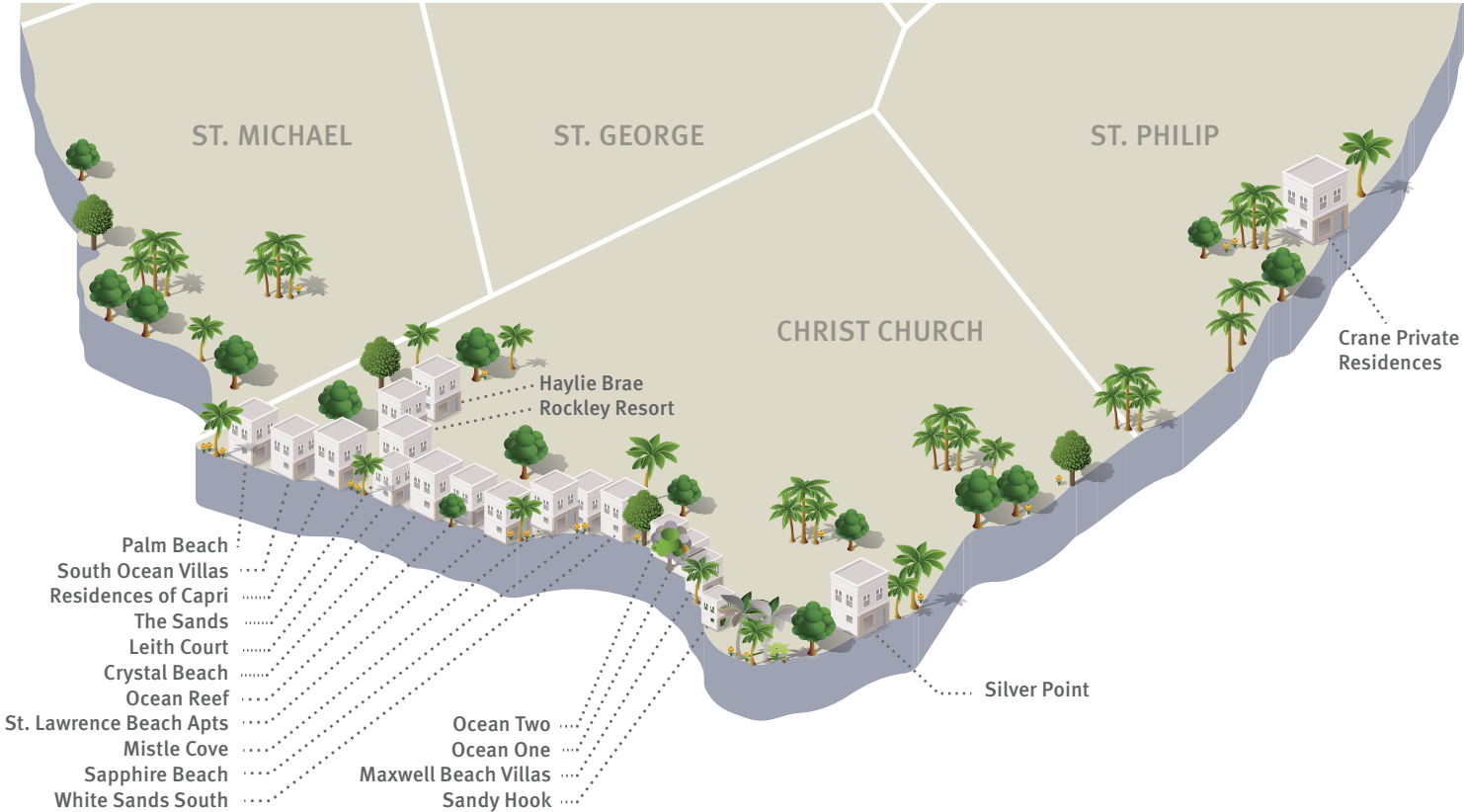


Did you know?

The South Coast ventured into the beachfront condo market with **Sandy Surf** in 1975. This offered 6 condos in total spread over 3 floors. These were 900 sq. ft. with an average price of US\$50,000

The year 2000 saw the launch of **Mistle Cove**, which offered 14 units of about 1,600 sq. ft. with an average price of US\$265,000.

Some years later, **Maresol Beach Condominiums** were launched in 1997. Offering 10 units of 700 sq. ft. at an average price of US\$115,000.





THE RESIDENCES OF CAPRI

Christ Church

FEATURES:

Amazing views of the ocean, walking distance to South Coast amenities, central air conditioning

CAPRI ONE

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 2,144 sq. ft.

PRICE: US\$1,999,999



THE CRANE RESORT

St. Philip

FEATURES:

Grand living space, privacy and tranquility, multiple resort facilities

THE CRANE PENTHOUSE 852

3 BEDS | 4 BATHS

FLOOR AREA: 4,014 sq. ft.

PRICE: US\$1,800,000



OCEAN ONE

Christ Church

FEATURES:

Breathtaking sea views, open plan kitchen and living area, outdoor patio ideal for dining

OCEAN ONE 602

3 BEDS | 3 BATHS | 1 POWDER ROOM

FLOOR AREA: 3,500 sq. ft.

PRICE: US\$1,650,000



SAPPHIRE BEACH CONDOMINIUMS

Christ Church

FEATURES:

Upgraded kitchen, walking distance to South Coast amenities, great investment potential

SAPPHIRE BEACH 401

3 BEDS | 3 BATHS

FLOOR AREA: 1,820 sq. ft.

PRICE: US\$1,350,000



MISTLE COVE

Christ Church



This Mistle Cove complex features 14 contemporary residences on a secluded beach.

MISTLE COVE 410

FEATURES:

Central location, private and quiet, beachfront

2 BEDS | 2 BATHS

FLOOR AREA: 1,558 sq. ft.

PRICE: US\$575,000



SOUTH COAST APARTMENTS

OCEAN REEF CONDOS

Christ Church

3 BEDS | 3 BATHS

FLOOR AREA: 1,837 sq. ft. - 2,073 sq. ft.

PRICE FROM: US\$810,000

FEATURES:

Ocean frontage, gated and beautifully landscaped, ultra modern design



HAYLIE BRAE

Christ Church

HAYLIE BRAE 102

3 BEDS | 3 BATHS

FLOOR AREA: 1,850 sq. ft.

PRICE: US\$750,000

FEATURES:

Fantastic location on the South Coast, amazing views, excellent long-term rental potential



MAXWELL BEACH VILLAS

Christ Church

FEATURES:

View of the ocean, close proximity to South Coast amenities, fantastic positioning on the western end

MAXWELL BEACH VILLAS 301

2 BEDS | 2 BATHS |
FLOOR AREA: 1,320 sq. ft.
PRICE: US\$630,000



OCEAN TWO

Christ Church

FEATURES:

Views from the patio, modern finishes, excellent investment opportunity

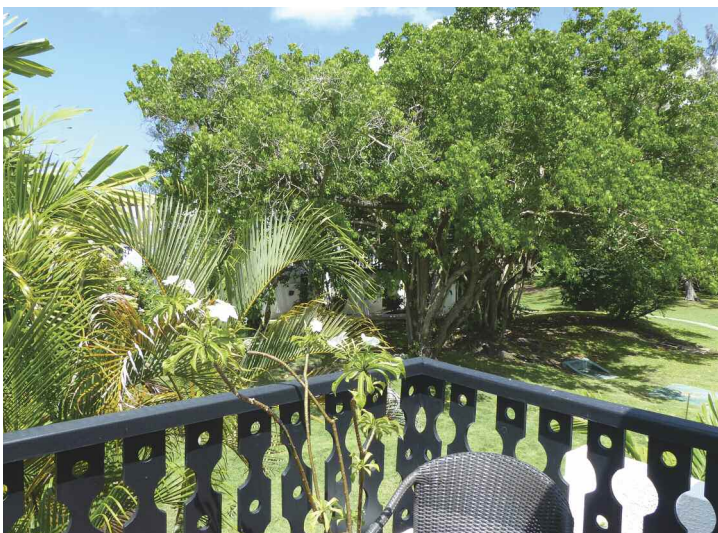
OCEAN TWO 309

1 BED | 1 BATH
FLOOR AREA: 806 sq. ft.
PRICE: US\$400,000



ROCKLEY RESORT

Christ Church



Conveniently situated in a quiet South Coast community and featuring clusters of well-appointed apartments and townhouses, these units represent an excellent investment opportunity.

MOONSHINE NO. 303

FEATURES:

Prime South Coast location, access to club amenities, private position overlooking landscaped gardens

2 BEDS | 2 BATHS

FLOOR AREA: 928 sq. ft.

PRICE: US\$312,500

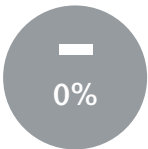
THE BARBADOS CONDO PRICE INDEX: SOUTH COAST



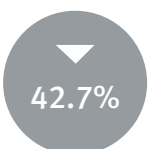
182
ACTIVE LISTINGS



36
NUMBER SOLD



\$803K
AVERAGE PRICE

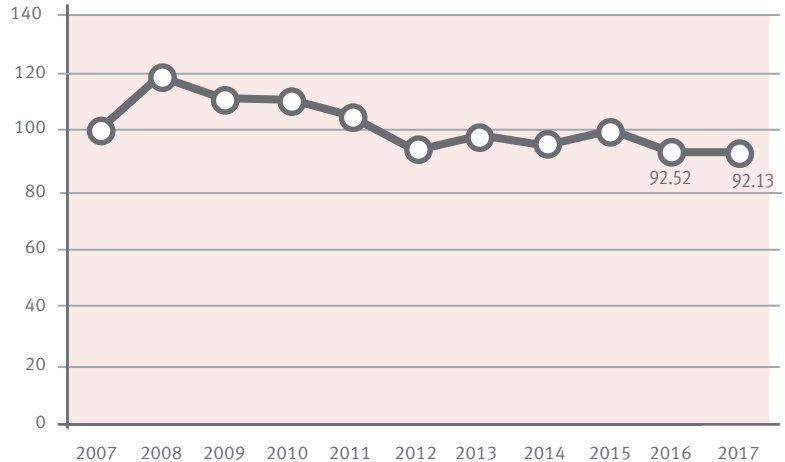


\$408
MEDIAN PRICE
PSF

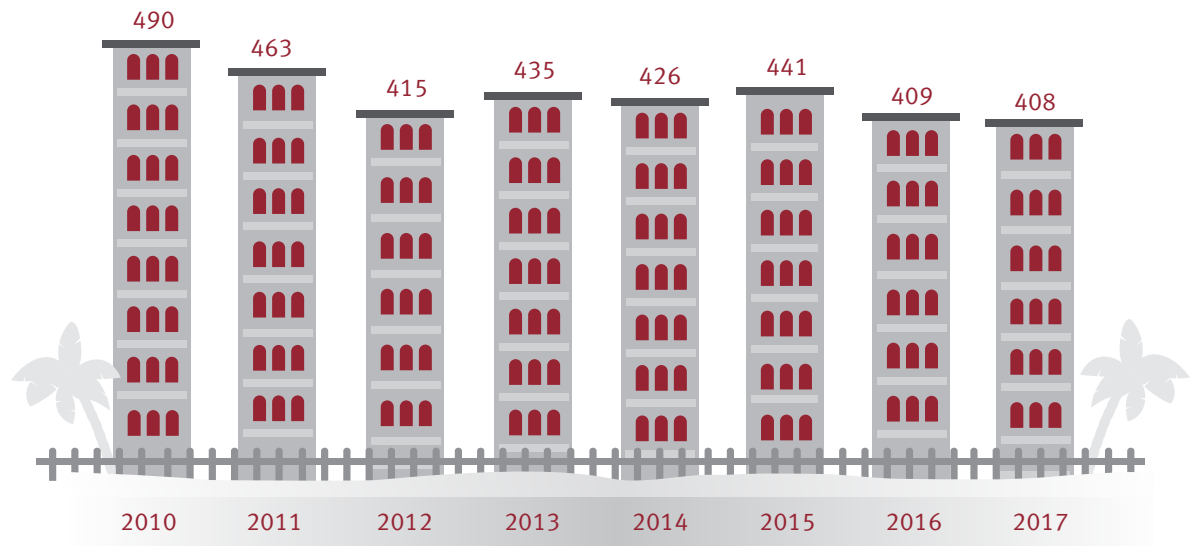


Terra Caribbean Barbados Beachfront Condo Index - South Coast

The BCPI for the South Coast beachfront condominiums in 2017 indicates a small percentage change from the 2016 results. With the record setting development Capri selling out its initial offering, luxury units of that standard are in short supply. This is likely to remain the case until the launch of ownership option upon the completion of the Hyatt. A notable re-addition to the market is the Ocean Reef development which has had a good uptake after re-entering the market with adjusted pricing. However, as mentioned last year, there appears to be a pent-up demand in this market and the Sand's pricing strategy continues to render positive results.



South: Beachfront Condo Median Price per Sq. Ft. - Ending Q4 2017 (US\$)



The chart below shows present availability broken out by the number of bedrooms

	Total Units	Available Units	1 Bed	2 Bed	3 Bed	4 Bed	Size Low Sq. Ft.	Size High Sq. Ft.
	550	182	97	59	26	-	425	3,400

South Coast Beachfront Condo Supply

BARBADOS DEVELOPMENT SUMMARY

WEST COAST BEACHFRONT APARTMENTS

Development	Status	Total Units	Units Available	Resales	Size Low (sq. ft.)	Size High (sq. ft.)	Price Low	Price High	PSF Low	PSF High
Coral Cove	Complete	14	1	2	2,329	2,481	\$1,250,000	\$1,500,000	\$537	\$605
Glitter Bay Condominiums	Complete	46	0	3	1,165	1,910	\$900,000	\$2,000,000	\$712	\$1,047
Mahogany Bay	Complete	6	0	1	3,000	3,000	\$2,400,000	\$2,400,000	\$800	\$800
MantaRay Bay	Complete	5	0	1	4,147	4,147	\$3,200,000	\$3,200,000	\$772	\$772
Merlin Bay	Complete	8	0	3	1,570	2,105	\$1,300,000	\$1,600,000	\$665	\$941
Old Trees	Complete	14	0	3	3,082	3,082	\$1,650,000	\$2,500,000	\$535	\$811
One Sandy Lane	Complete	8	7	0	8,147	9,675	\$21,800,000	\$25,400,000	\$2,271	\$3,020
Palazzate	Complete	4	4	0	13,000	13,000	*	*	*	*
Port Ferdinand	In Process	46	39	0	2,497	6,310	\$2,100,000	\$7,500,000	\$901	\$1,228
Port St. Charles	Complete	156	0	30	875	2,960	\$795,000	\$3,900,000	\$520	\$1,318
Portico	Complete	10	0	3	3,500	3,500	\$1,950,000	\$2,300,000	\$557	\$629
Reeds House	Complete	14	0	2	1,100	1,100	\$1,400,000	\$1,500,000	\$1,273	\$1,364
Sandy Cove	Complete	15	0	4	2,786	5,808	\$1,900,000	\$6,750,000	\$645	\$1,162
Schooner Bay	Complete	30	0	11	1,152	6,250	\$630,000	\$8,200,000	\$542	\$1,312
Smugglers Cove	Complete	7	0	3	3,100	6,200	\$2,250,000	\$6,950,000	\$726	\$1,121
St. Peter's Bay	Complete	57	39	0	2,700	6,340	\$1,585,000	\$5,995,000	\$514	\$1,222
The St. James	Complete	4	2	0	4,540	4,555	\$4,250,000	\$4,950,000	\$933	\$1,090
Villas on the Beach	Complete	18	0	6	950	2,360	\$900,000	\$2,500,000	\$680	\$1,059
Waterside	Complete	26	8	1	854	3,635	\$625,000	\$1,999,000	\$550	\$732
Grand Total		Total Units	First Sales	Resales	Size Low	Size High	Price Low	Price High	PSF Low	PSF High
Beach Front Apartments		488	100	73	854	13,000	\$625,000	\$25,400,000	\$514	\$3,020

SOUTH COAST BEACHFRONT APARTMENTS

Development	Status	Total Units	Units Available	Resales	Size Low (sq. ft.)	Size High (sq. ft.)	Price Low	Price High	PSF Low	PSF High
Residences of Capri	Complete	5	1	0	2,144	2,144	\$1,999,000	\$1,999,000	\$933	\$933
Crystal Beach	Complete	7	0	0	2,500	2,500	**	**	**	**
Leith Court	Complete	16	0	2	1,100	1,100	\$525,000	\$650,000	\$477	\$591
Maxwell Beach Villas	Complete	15	0	4	1,230	1,320	\$575,000	\$800,000	\$467	\$606
Mistle Cove	Complete	14	0	2	1,558	1,558	\$575,000	\$625,000	\$365	\$401
Ocean One	Complete	21	0	5	1,389	3,400	\$685,000	\$2,200,000	\$397	\$647
Ocean Reef	Complete	11	5	0	1,838	2,074	\$810,000	\$860,000	\$415	\$434
Ocean Two	Complete	72	37	14	806	1,664	\$426,448	\$1,100,000	\$501	\$764
Palm Beach	Complete	59	0	3	2,046	2,347	\$1,125,000	\$1,300,000	\$404	\$806
Sandy Hook	Complete	10	0	0	2,300	2,300	**	**	**	**
Sapphire Beach	Complete	54	0	1	1,820	1,820	\$1,350,000	\$1,350,000	\$742	\$742
Silver Point	Complete	88	52	0	425	625	\$192,500	\$475,000		\$918
South Ocean	Complete	19	0	1	1,310	1,310	\$695,000	\$695,000	\$454	\$454
St. Lawrence Beach	Complete	17	4	3	1,607	2,647	\$594,000	\$1,080,000	\$357	\$437
White Sands South	Complete	22	3	2	1,050	1,600	\$495,000	\$850,000	\$471	\$609
The Sands	In Process	84	38	0	464	1,387	\$220,000	\$496,000	\$349	\$474
The Crane Private Residences Phase 1&2	In Process	36	5	0	1,933	2,651	\$773,000	\$1,082,000	\$293	\$488
Grand Total		Total Units	First Sales	Resales	Size Low	Size High	Price Low	Price High	PSF Low	PSF High
Beach Front Apartments		550	145	37	425	3,400	\$192,500	\$2,200,000	\$293	\$933

* No published prices ** No units available All prices are in \$US Dollars

CONDOMINIUM FEES

COMMUNAL EXPENSES INCLUDED IN LEVIES

SOUTH COAST

Property	# of Units	US\$ PSF	Bldg Insurance	Property Tax	Water	Electricity	Security	Pool	Elevator	Cons. Fund	Garden Maintenance	Bldg Maintenance	Fitness Centre
Somerley	14	0	•		•	•		•	•	•	•	•	
Four Square - Rockley	40	2.77			•	•		•			•	•	
Pleasant Hall - Rockley	26	3.38	•		•	•		•			•		
The Palisades	16	3.56	•	•	•	•					•	•	
Brownes	20	3.70	•	•	•	•		•			•	•	
Orange Hill - Rockley	17	3.90	•		•	•		•			•	•	
Margate Gardens	44	3.90	•		•	•		•	•	•	•	•	
Terraces	16	4.02	•		•	•		•			•	•	
Sandy Hook	10	4.52	•		•	•			•	•	•	•	
Leith Court	14	5.20	•		•	•		•	•	•	•	•	
St. Lawrence Beach	17	5.20	•		•	•	•	•	•		•	•	
Palm Beach	59	5.37	•		•	•	•	•	•	•	•	•	•
Mistle Cove	14	5.45	•		•	•	•	•	•		•	•	
Sapphire Beach	54	5.58	•		•	•	•	•	•		•	•	•
Crystal Beach	7	5.60	•	•	•	•			•		•	•	
White Sands South	22	5.78	•		•	•	•	•	•	•	•	•	
South Ocean Villas	19	5.80	•	•	•	•	•	•	•		•	•	
Ocean Reef	10	6.64	•		•	•	•	•	•	•	•	•	•
Ocean One	21	7.12	•		•	•	•	•	•		•	•	•
Maxwell Beach Villas	15	8.00	•		•	•	•	•	•	•	•	•	
The Residences of Capri	5	15.75	•		•	•	•	•	•	•	•	•	•

Rental Income of common property (Bank) compensates for any fees required at this time.

INLAND

Property	# of Units	US\$ PSF	Bldg Insurance	Property Tax	Water	Electricity	Security	Pool	Elevator	Cons. Fund	Garden Maintenance	Bldg Maintenance	Fitness Centre
Sunrise at Rowans	27	1.45			•	•	•	•			•	•	
Crystal Court	44	1.77	•		•	•	•	•			•		•
Clermont Green	36	2.73			•	•	•	•			•	•	
Millennium Lake	20	1.99			•	•	•	•			•	•	•
Gunsite	32	2.52			•	•	•	•			•		
Ridge View	52	2.59	•		•	•	•	•			•		
Vuemont - 2 Bed Villas	7	2.85			•	•	•	•			•	•	•
Boarded Hall Green	55	3.12			•	•	•				•	•	
Haylie Brae	15	3.20	•		•	•	•	•	•	•	•	•	
Apes Hill Polo Villas	20	3.35			•	•		•			•		
Vuemont - 3 Bed Villas	38	3.35			•	•	•	•			•	•	•
El Sol Soreno	36	3.50	•		•	•	•	•			•	•	
Sugar Hill Tennis Village	40	4.75	•		•	•	•	•		•	•		•
Millennium Ridge	16	4.94	•	•	•	•	•	•	•		•	•	•
Vuemont - 2 Bed Apts	32	5.19	•		•	•	•	•	•		•	•	•
Royal Apartments	51	5.52	•	•	•	•	•	•	•		•	•	

WEST COAST

Property	# of Units	US\$ PSF	Bldg Insurance	Property Tax	Water	Electricity	Security	Pool	Elevator	Cons. Fund	Garden Maintenance	Bldg Maintenance	Fitness Centre
Porter's Gate	31	2.53	•		•	•	•	•	•	•	•	•	
Beacon Hill A	3	2.60			•	•					•		
Beacon Hill B	5	4.31			•	•		•			•	•	
Heron Court	28	2.99	•	•	•	•					•	•	
Beacon Hill C	5	4.04	•		•	•		•			•	•	
Turtle View	10	3.81			•	•		•			•		
Mahogany Bay	6	3.90	•		•	•	•	•			•	•	
Claridges	10	4.21	•	•	•	•	•	•		•	•	•	
Coral Cove	14	4.76	•		•	•	•		•	•	•	•	
White Sands West	12	5.16	•	•	•	•	•	•	•		•	•	
St. Peter's Bay	57	5.23	•		•	•	•	•	•		•	•	
The Falls	20	5.58	•		•	•	•	•			•		
Summerland Villas	12	6.00	•		•	•		•			•	•	
Old Trees	14	6.43	•	•	•	•	•	•	•		•	•	
Mullins Bay	26	6.59			•	•	•				•		•
Mantaray Bay	5	8.01	•		•	•	•	•	•		•	•	
Waterside	27	9.59	•		•	•	•	•	•	•	•	•	
Reeds House	14	9.75			•	•	•	•		•	•		
Villas on the Beach	18	10.60	•		•	•	•	•	•	•	•	•	
Schooner Bay	30	11.00	•		•	•	•	•	•	•	•	•	•
Sandy Cove	17	11.92	•		•	•	•	•	•	•	•	•	•
Merlin Bay	8	12.96	•		•	•		•			•	•	
Port St. Charles	123	14.41	•		•	•	•	•	•	•	•	•	•
Port St. Charles - Beaches	33	18.79	•		•	•	•	•	•	•	•	•	•

CONDO HOTELS

Condo hotels are typically large, high-end, hotel-styled buildings comprising of individual condominium units, within a resort setting, that are sold to individuals and investors for their personal use or as a rental property. These condominium units operate a structured rental programme on a shared-rental basis. When the owner is not using this home, they can leverage the marketing and management done by the hotel to rent and manage the condo unit as it would any other hotel room.

Property	# of Units	US\$ PSF	Bldg Insurance	Property Tax	Water	Electricity	Security	Pool	Elevator	Cons. Fund	Garden Maintenance	Bldg Maintenance	Fitness Centre
Beach View	36	5.33	•	•	•	•	•	•	•		•	•	
Ocean Two	70	4.55	•		•	•	•	•	•		•	•	•
The Crane Resort	252	7.43	•	•	•	•	•	•	•	•	•	•	•
Glitter Bay	46	15.87	•		•	•	•	•	•	•	•	•	•

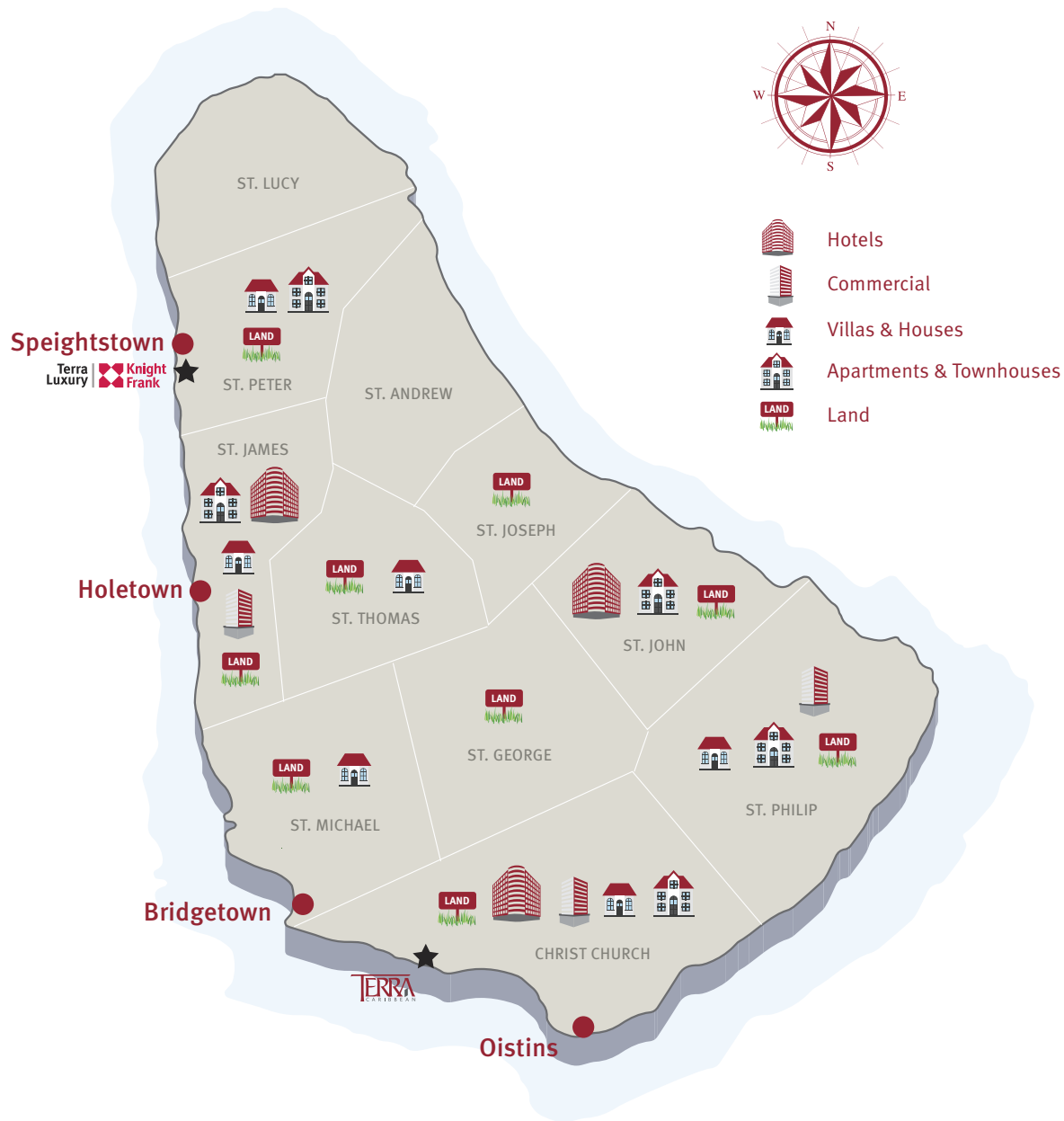
Beach View: Services include: 24-hour security, daily housekeeping service in all rooms, in-room telephone, cable TV with DVD player, internet access, bistro-styled eatery, rooftop bar, children's pool and adult pool, in-room grocery stocking and airport transfers.

Ocean Two: Condo Hotel services for the Ocean Two include interior - water, telephone (excluding long distance calls), cable and internet access. Resort Amenities: on-site restaurant, swim-up pool bar, rooftop bar, concierge, in-room spa services, watersports facilities.

The Crane Resort: Resort Amenities include: Elevator to Crane Beach, beach bar and service, 4 restaurants, 2 cocktail bars, an ice cream parlour, multiple swimming pools, tennis courts, concierge service, 24-hr security, internal and communal internet access, full-service spa, and a state-of-the-art fitness centre.

Glitter Bay: Resort Amenities for Glitter Bay include: 7 days a week beach bar and beach service, daytime restaurant, multiple swimming pools, tennis courts, 7 days a week concierge service, 24-hr security (cctv and security staff), Internal (apt) and communal (concierge/bar) internet access and telephones, children's play area, lounge area showing world news/sports, recycling programme.

We **KNOW** Barbados



GENERAL

Government	Parliamentary democracy with constitutional monarchy
Head of Government	Prime Minister Freundel Stuart (since 23 October 2010)
Governor General	Governor General - Dame Sandra Mason, GCMG, DA, QC (since 08 January 2018)
Area	430 sq km (166 sq miles) with a coastline of 97 Km
Location:	Atlantic Ocean, north-east of Venezuela
Time zone:	GMT - 4
Population:	286,150 (est)
Towns	Capital: Bridgetown Others: Oistins, Speightstown, Holetown
Average Temperature	26.80 Celsius. Warm and Sunny.
Elevation	Relatively flat; rises gently to central highland region



ECONOMY

GDP Annual Growth Rate	1.00 percent (2017)
Currency:	Barbadian Dollar (BBD)
	2 BBD = 1USD
Current Account To GDP	-4.40 Percent
Foreign Exchange Reserves	US\$ 204.9 Million
Food Inflation	4.0 percent
Tourist Arrivals	663,511 (2017)



TRANSPORTATION

Airports:	Grantley Adams International Airport
Major seaport(s):	The Port of Bridgetown on the southwest coast
Marinas	Port St. Charles - St. Peter Port Ferdinand - St. Peter Careenage Marina - Bridgetown
Ground Transportation:	Established public transportation system includes buses, taxis, shared taxis (ZRs & ZMs) and rental cars.
Roadways:	Total paved 1,700 km



COMMUNICATION

Telephones	Island-wide automatic telephone system • Fixed lines: 139,948 (2016) • Mobile cellular: 332,208 (2016)
International country code	246
Internet country code:	.bb
Local Voltage	110V/50 cycles
Internet users:	231,883 (80% of population)



CULTURE

Language	Official: English Colloquial: Bajan (English-based creole dialect, widely spoken in informal settings)
Ethnicity	Predominantly black (92.4%) or mixed (3.1%). 2.7% of the population is white and 1.3% South Asian. The remaining 0.4% of the population includes East Asians (0.1%) and Middle Easterners (0.1%).
Food	National Dish: Cou-Cou and Flying Fish with spicy gravy. Popular: "Pudding and Souse" a dish of pickled pork with spiced sweet potatoes. A wide variety of seafood and meats are also available.

Price in the New Market

How much longer can we continue to be romantic about the glory days of 2008? Property values have changed substantially since then, however property 'prices' have not necessarily followed suit.

The transaction volume numbers are in for 2017 (see Figure 1) and by and large it seems the market has flattened out since 2015 and is down just 0.1% from 2016. The footnote here is this still translates to the lowest sales volume on record in the last 25 years.

With the considerable amount of inventory on the market, perhaps it's time for vendors to join together in universal acceptance that the old market is gone and the new market is here to stay - at least for the foreseeable future. There is certainly one group of market participants that is very much aware of the new market, and that is the buyers.

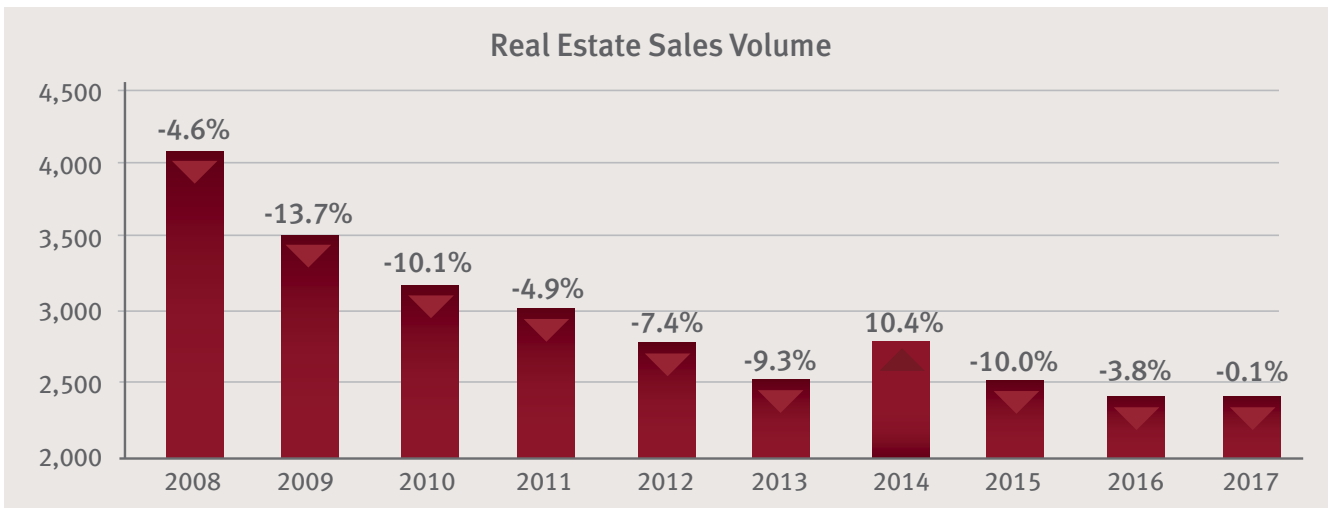


FIGURE 1

It is an interesting side-bar to note that the real estate market has generally been on an opposing trajectory with the tourism market (stay-over visitors) over the last 10 years. This is particularly evident over the recent 5 years where stay-over visitor arrivals are up 30% and in particular during 2017 where arrivals were

the highest on record (contrasted by real estate sales volume being the lowest on record*). The chart below illustrates the annual percentage change for real estate sales volume and tourism arrivals from a baseline in 2008.

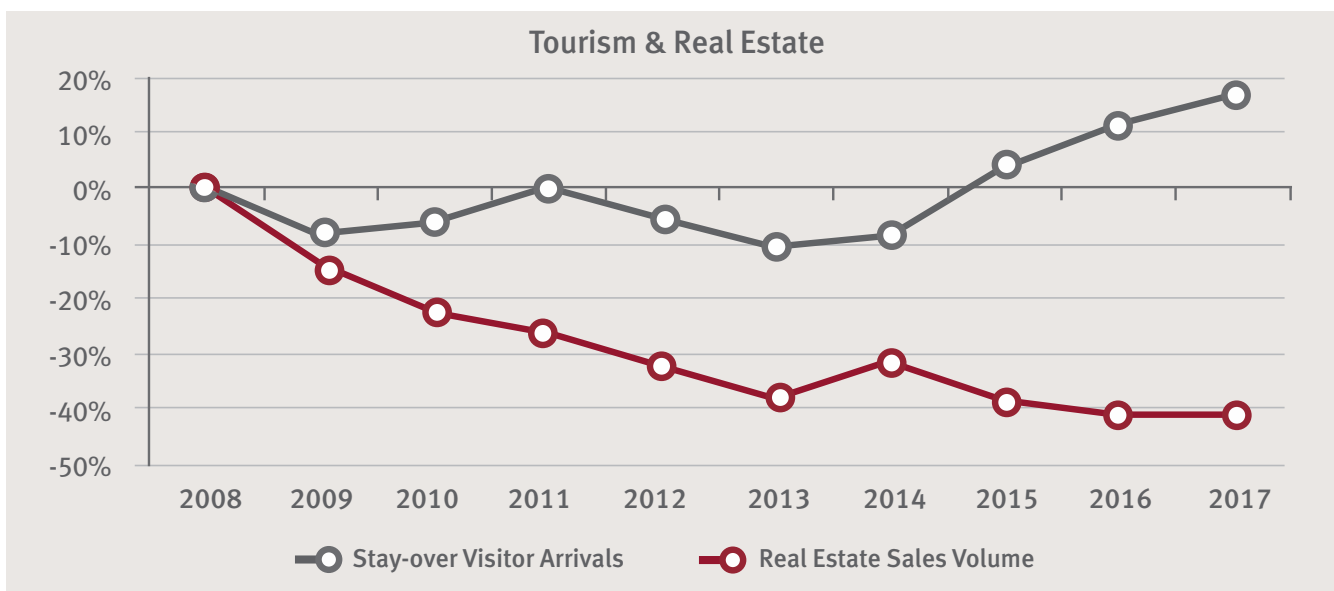
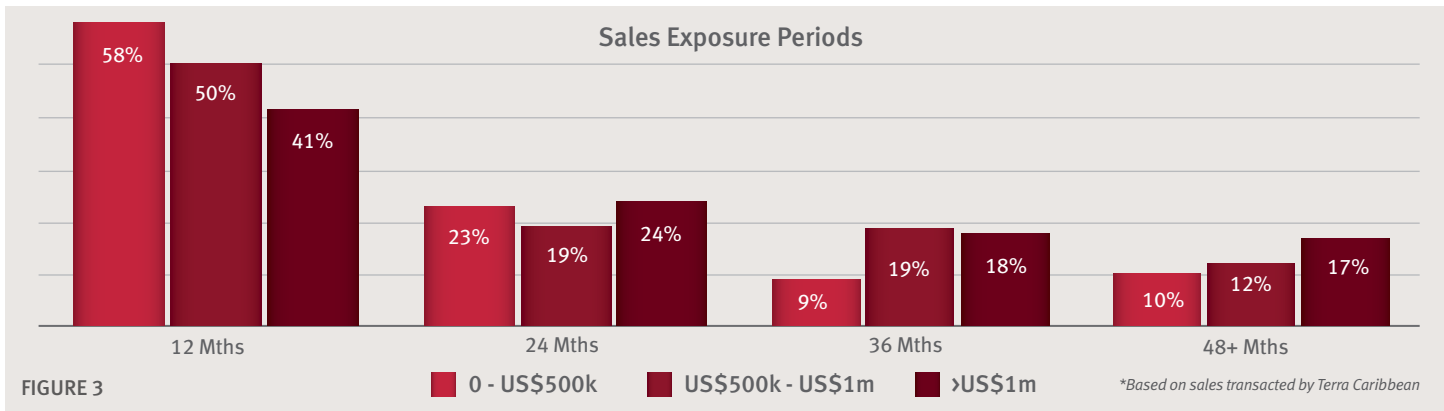


FIGURE 2

* In the recent 25 years



Price is Key

With volume flat, and most of the market still in oversupply, the ‘elephant’ in the market continues to be price. A substantial segment of the market has grudgingly re-priced and generally that is where the market is moving. The repricing effort has been driven in part by lending institutions marketing and selling distressed properties at scale. Repricing is taking place at all levels of the market, from modest single-family dwellings in the country to luxury beachfront villas (there is one which had a US\$15M reduction and is still looking for a buyer). Those vendors that continue their romance with the old market (and there are many) are finding their properties sitting for protracted exposure periods.

Exposure Periods

Figure 3 above illustrates the average “months on the market” for properties sold in the recent three-year period* by price segment. Overall the data indicates that 50% of the properties sold were listed on the market for 12 months or less, 72% for 24 months or less and approx 90% for 36 months or less. This is notable when one considers the staggering volume of inventory which has been sitting on the market in excess of 5 years and in some cases for 10 years or more. The data also illustrates the correlation between higher priced properties and longer marketing periods, but no surprise there.

Notable is the fact that those properties listed for 36 months at the point of sale, generally had the highest number of recorded price reductions over the exposure period. The punch line for sellers with properties listed in excess of 36 months is they have likely carried their property unnecessarily and followed the market down.

Cash Yields

It’s one thing to hold a property over a 36 month period if there is a reasonable cash yield. A reasonable yield would cover running costs, include a capex provision and provide some measure of return on the property. Figure 4 illustrates our observations of the unleveraged cash returns generated from the various property segments.

Suffice to say the market has a habit of overestimating cash returns and also of excluding a responsible provision for capex







Property	% Return
 A-Class Office Building	8.05%
 A-Class Retail Property	9.72%
 Luxury Villa (US\$5m)	0.07%
 Residential House (US\$500k)	3.12%
 Beachfront Apt. West Coast	1.29%
 Beachfront Apt. South Coast	3.15%

FIGURE 4

annually in the calculation. The majority of residential properties are yielding marginal returns (negative in the case of many luxury villas once prime weeks are blocked for owner use) and hardly warrant holding a property for longer than necessary.

Summary

The prospects for market growth in the next 12 months are distant and at minimum on the other side of the 2018 elections. Two obvious items on the watch list would be a GDP growth rate at 2% or better (best estimates are well below this) and a Sterling somewhere around \$1.50 or better (again outside most conventional thinking in the next 12 months). In any event, with growth unlikely in 2018 and inventory in oversupply, price is key in the new market. Those vendors with properties sitting on the market for protracted periods would be well served to mark their prices to market or to get comfortable for the long haul.

Hayden Hutton CCIM, MRICS
 Chief Operating Officer
 Terra Caribbean

Buying Property in Barbados

Below is a guide to buying, selling and owning property in Barbados. There are no restrictions on the purchase of property in Barbados by persons who are non-nationals or permanent residents. There are no capital gains or inheritance taxes in Barbados.

BUYING

Transaction Costs

- Attorney Fees - Approx. 1% - 2.5% plus VAT
- Proportionate amount of Land Tax

Mortgages/Finance

- US\$ Mortgages are readily available to non-nationals from the offshore sector of two local commercial banks. Terms vary from bank to bank.

Below are a few general guidelines:

- LTV Ratio: varies between 50% - 70%
- Minimum loan value: US\$500,000
- Interest rates are pegged against international LIBOR rate
- Amortization term: range from 15 - 25 years maximum or retirement
- Attorney fees vary by attorney and should be obtained from individual attorneys

Standard Purchase Procedures

- Verbal offer and acceptance (in some cases a reservation agreement may apply)
- Appoint an Attorney-At-Law
- Exchange of contracts for sale and payment of a 10% deposit to Vendor's Attorney-At-Law within 2 to 4 weeks
- Conveyance and payment of 90% within 3 to 6 months (in the case of off-plan developments, stage payments based on construction progress may apply)
- Foreign currency brought into the island as well as funds borrowed by non-nationals should be registered with the Central Bank of Barbados

SELLING

Transaction Costs

- Attorney Fees - Approx. 1% - 2.5% plus VAT
- Agent Fees - 4% to 5% + VAT (Includes marketing, viewing, signage etc.)
- Stamp Duty - 1%
- Property Transfer Tax: payable by the vendor as follows
- Unimproved property - 2.5%
- Improved property - First US\$75,000 exempt
- Improved property - Amounts over US\$75,000 - 2.5%

Standard Selling Procedures

- Verbal offer and acceptance
- Appoint an Attorney-At-Law
- Exchange of contracts within 2 to 4 weeks
- Provision of copies of prior deeds
- Draft conveyance sent to Purchaser's attorney for perusal
- Signing of Conveyance within 3 to 6 months

The Following Bills Must Be Fully Paid

- Solid Waste Disposal Tax
- Land Tax
- Water

OWNING

Annual Costs

- Property Insurance - US\$1.85 to US\$2.50 per US\$500
- Contents Insurance - US\$3.00 to US\$3.75 per US\$500
- Land Tax:
 - Improved - Residential
 - First US\$75,000 - 0%
 - On > US\$75,000 but < US\$225,000 - 0.1%
 - On > US\$225,000 but < US\$500,000 - 0.45%
 - On > US\$500,000 - 0.75%
 - Property tax is capped at a maximum of US\$30,000 on residences

Improved - Non Residential properties - 0.7%

All vacant land - 0.8%

Monthly Costs

- Electricity, Water, Telephone, Cable
- Condo fees, if applicable - see chart for a guide by property
- Pool and garden maintenance, if applicable

Property Management

- Management Fee - minimum of US\$250

Landlord Rental Fees

1. Long Term Rentals

- 1 month rent - 1st year
- 1/2 month rent - 2nd year
- 1/4 month rent - 3rd year

2. Short Term Rentals

- 10% to 30% commission is payable on short term rentals



APES HILL COUNTRY CLUB COTTAGES

Apes Hill, St. James



Detached cottages with all the Caribbean style and quality that purchasers expect from Apes Hill Club. Offered with one Golf Membership, 1 year of Club Dues, and 1 year of Master and Country Club Cottage Home Owners Association fees.

FEATURES:

Detached cottage, open plan, option to add pool, turn key furniture package option

2 BEDS | 2 BATHS

FLOOR AREA: 1,200 sq. ft.

PRICE FROM: US\$599,500



WESTMORELAND HILLS VILLAS

Westmoreland, St. James



FEATURES:

Open plan, gorgeous sea views, covered terrace
4 BEDS | 4 BATHS | FLOOR AREA: 2,680 sq. ft.
PRICE: US\$775,000

FEATURES:

Panoramic sea views, fully equipped, covered terrace
3 BEDS | 2 BATHS | FLOOR AREA: 1,753 sq. ft.
PRICE: US\$545,000

FEATURES:

Semi-detached, open air deck, sea views
3 BEDS | 3 BATHS | 1 POWDER | FLOOR AREA: 2,298 sq. ft.
PRICE: US\$760,000

FEATURES:

Panoramic sea views, fully equipped, covered terrace
2 BEDS | 2 BATHS | FLOOR AREA: 1,508 sq. ft.
PRICE: US\$495,000



POLO LODGE

St. James

4 BEDS | 3 BATHS
FLOOR AREA: 3,641 sq. ft.
LAND AREA: 30,283 sq. ft.
PRICE: US\$1,350,000

FEATURES:

Coral stone walls, manicured grounds, overlooking Holders Polo Field, development potential



SEABERRY

St. Peter

4 BEDS | 4 BATHS | 1 POWDER
FLOOR AREA: 5,711 sq. ft.
LAND AREA: 12,340 sq. ft.
PRICE: US\$950,000

FEATURES:

Spacious newly built home, high-end finishes, wonderful sea views, swimming pool



CONTENTMENT

St. Peter

4 BEDS | 4 BATHS

FLOOR AREA: 3,450 sq. ft.

LAND AREA: 22,000 sq. ft.

PRICE: US\$900,000

FEATURES:

House and cottage, swimming pool, garden with mature trees, close to Mullins Beach



GIBBS LODGE

St. Peter

3 BEDS | 3 BATHS

FLOOR AREA: 2,385 sq. ft.

LAND AREA: 27,716 sq. ft.

PRICE: US\$895,000

FEATURES:

Attractive bungalow, tropical gardens, swimming pool and gazebo, close to Gibbs Beach



GIBBS BREEZE

St. Peter

FEATURES:

Well-designed home, spacious kitchen, manicured gardens, great entertaining area by the pool

4 BEDS | 4 BATHS 1 HALF BATH
 FLOOR AREA: 2,825 sq. ft.
 LAND AREA: 9,039 sq. ft.
 PRICE: US\$895,000



ROCK RIDGE

St. Peter

FEATURES:

Two-storey detached villa, open-plan design, cedar wood finishes, free form swimming pool

3 BEDS | 4 BATHS | 1 POWDER
 FLOOR AREA: 3,400 sq. ft.
 LAND AREA: 12,500 sq. ft.
 PRICE: US\$875,000



EAUX DE VIE

St. James

3 BEDS | 3 BATHS
FLOOR AREA: 4,000 sq. ft.
LAND AREA: 17,000 sq. ft.
PRICE: US\$850,000

FEATURES:

Executive open-plan home, koi pond at entrance, great for entertaining, living area leads onto pool deck



CASCADIA

St. James

3 BEDS | 2 BATHS
FLOOR AREA: 2,500 sq. ft.
LAND AREA: 8,266 sq. ft.
PRICE: US\$401,000

FEATURES:

Recently refurbished home, wooden floors & Domus kitchen, beautiful landscaping, wooden deck & pool



DOUGLAS DEVELOPMENT 7

St. Peter

3 BEDS | 2 BATHS
 FLOOR AREA: 2,500 sq. ft.
 LAND AREA: 11,680 sq. ft.
 PRICE: US\$400,000

FEATURES:

Ridge front home, covered patio with great views, expansive grounds, close proximity to Speightstown



POLLARDS MILL

St. Philip

7 BEDS | 6 BATHS | 2 POWDER
 FLOOR AREA: 7,780 sq. ft.
 LAND AREA: 2.47 acres
 PRICE: US\$2,700,000

FEATURES:

Historic private estate, set within gorgeous gardens, property includes main house with a charming cottage and villa, swimming pool, an old sugar mill



IDYLLIC VILLA

St. Philip

4 BEDS | 4 BATHS
FLOOR AREA: 3,000 sq. ft.
LAND AREA: 16,753 sq. ft.
PRICE: US\$1,600,000

FEATURES:

Privately tucked away in a gated community, cliff front position with exceptional sea views, private garden and jacuzzi



MOONLIGHT

St. Philip

4 BEDS | 4 BATHS | 1 POWDER
FLOOR AREA: 5,200 sq. ft.
LAND AREA: 16,422 sq. ft.
PRICE: US\$1,300,000

FEATURES:

Cliff-front villa, stunning ocean view over a large pool, ceramic floors and tasteful furnishings, beautiful landscaping



INCH BY INCH

Christ Church

FEATURES:

Positioned along the sea's edge, superbly landscaped grounds, swimming pool, close to airport

3 BEDS | 3 BATHS

FLOOR AREA: 2,744 sq. ft.

LAND AREA: 23,749 sq. ft.

PRICE: US\$950,000



CAPRICE

Christ Church

FEATURES:

Traditional home in Blue Waters, features hardwood floors, swimming pool, lush tropical gardens, room to create second apartment

4 BEDS | 3 BATHS | 1 POWDER

FLOOR AREA: 4,280 sq. ft.

LAND AREA: 13,127 sq. ft.

PRICE: US\$895,000



FITZGERALD HOUSE

St. Philip

6 BEDS | 5 BATHS
FLOOR AREA: 3,702 sq. ft.
LAND AREA: 1.12 acres
PRICE: US\$800,000

FEATURES:

Single-storey home and cottage, tropical landscaping, private location on a cliff front, stairs lead to a cove beach



SUNSET CRESCENT 16

Christ Church

3 BEDS | 3 BATHS
FLOOR AREA: 2,700 sq. ft.
LAND AREA: 9,365 sq. ft.
PRICE: US\$700,000

FEATURES:

Stylish residence in Fort George, superior finishes, air-conditioned bedrooms, outdoor living area, pool and deck



BELVEDERE

St. Michael

3 BEDS | 2 BATHS | 1 POWDER

FLOOR AREA: 4,430 sq. ft.

LAND AREA: 14,690 sq. ft.

PRICE: US\$625,000

FEATURES:

Ridge front villa, extensive South Coast views, large pool deck and covered patio, outdoor living area, pool and deck, ideal for entertaining



DEEBLES POINT 53

St. Philip

4 BEDS | 2 BATHS | 1 POWDER

FLOOR AREA: 2,720 sq. ft.

LAND AREA: 10,652 sq. ft.

PRICE: US\$337,500

FEATURES:

Modern design, large handcrafted kitchen, expansive sea views, impressive master suite, approved plans for courtyard and garage

Insights into the Rental Market



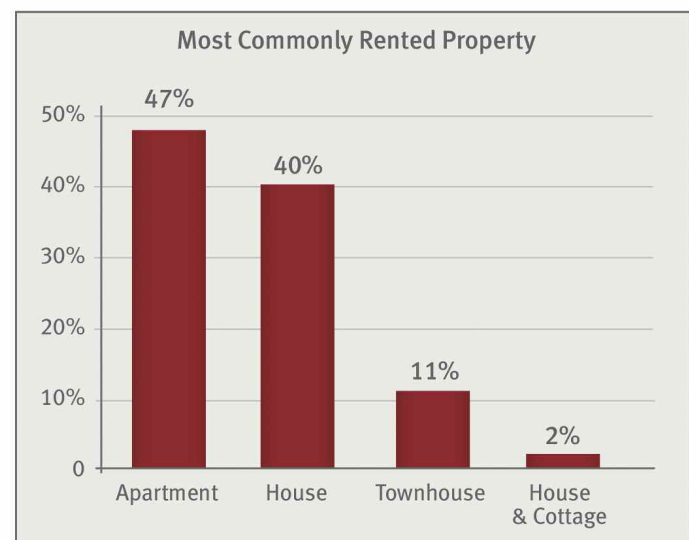
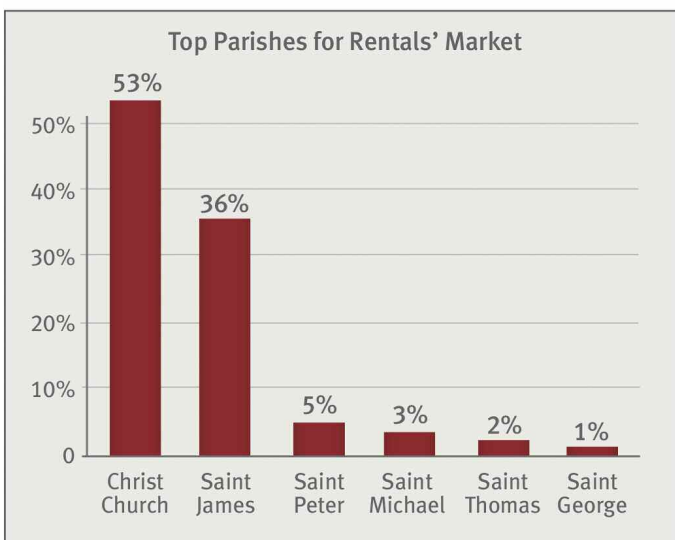
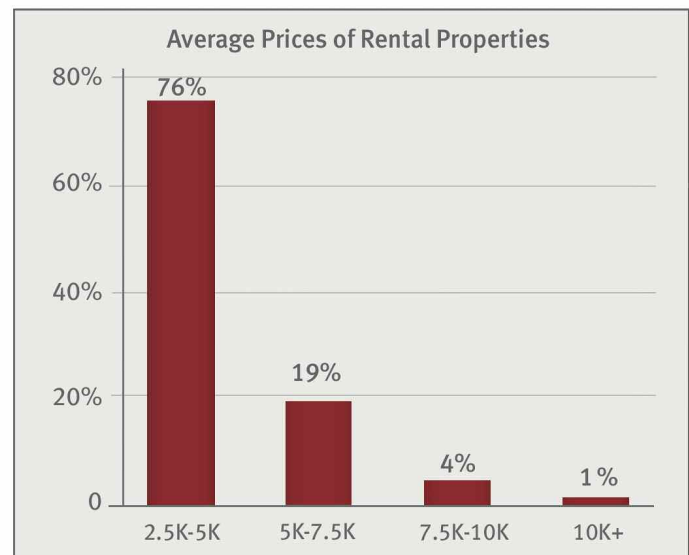
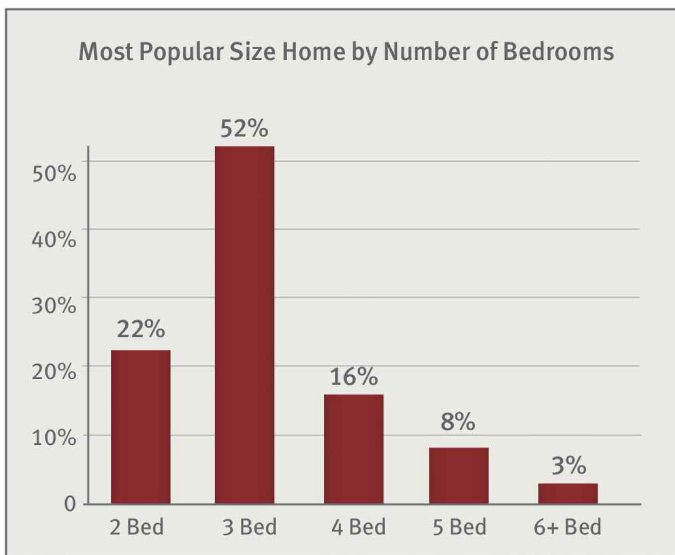
Corporate rentals is an important part of the residential rental market in Barbados. We defined this segment as rental properties with excellent finishes, features, and amenities found in locations with proximity to work and schools. Rents in this segment typically range from US\$2,500 and up.

The information shown below is based on information gathered from rentals in this segment completed by Terra Caribbean Barbados in the last three years and provides a snapshot of the market.

The most popular size of property in the data set is three bedrooms with over 50% of the rentals during the three-year

period being of this size. The average rental price for 3 bed properties was US\$3,970. The bulk of rentals in this period were priced in the \$2.5K - \$5K price range with 76% of the data set in this range.

Christ Church and St. James continue to be the most popular locations in the data set with 53% and 36% respectively, accounting for nearly 90% of the total. Apartments are the most commonly rented property type, with 47% of the sample. The convenience of this type of property, combined with the access to amenities offered, makes for an attractive proposition.





WESTLAND HEIGHTS 2

St. James

FEATURES:

Grand residence in a gated community, modern and spacious design, state-of-the-art kitchen, swimming pool and deck

5 BEDS | 5 BATHS | 1 POWDER

FLOOR AREA: 5,947 sq. ft.

LAND AREA: 33,650 sq. ft.

RENTAL PRICE: US\$10,000 per Month

Furnished



CALIJANDA LOT 12

St. James

FEATURES:

Magnificent ridge front villa, Caribbean sea views, 3 levels of living space, modern finishes throughout, large swimming pool and deck

6 BEDS | 6 BATHS | 1 POWDER

FLOOR AREA: 11,000 sq. ft.

LAND AREA: 32,670 sq. ft.

RENTAL PRICE: US\$9,000 per month

Furnished



VILLA ROSA

St. James

FEATURES:

Estate home in Royal Westmoreland, attractive swimming pool, well-manicured gardens, double height dining area, golf course and sea views

5 BEDS | 5 BATHS | 1 POWDER

FLOOR AREA: 5,500 sq. ft.

LAND AREA: 21,780 sq. ft.

RENTAL PRICE: US\$9,000 per Month

Furnished



PORT FERDINAND 201

St. Peter

FEATURES:

Impressive apartment, beautiful marble stone floors, modern kitchens, superb furnishings, grand views

3 BEDS | 3 BATHS

FLOOR AREA: 2,501 sq. ft.

RENTAL PRICE: US\$8,500 per Month

Furnished



SANDY COVE 203

St. James

3 BEDS | 3 BATHS

FLOOR AREA: 2,895 sq. ft.

RENTAL PRICE: US\$6,250 per Month
Appliances Only

FEATURES:

Beachfront apartment, private plunge pool, well-manicured gardens, sea views from the patio, private access to the beach



COCONUT GROVE 5

St. James

3 BEDS | 3 BATHS | 1 POWDER

FLOOR AREA: 3,528 sq. ft.

LAND AREA: 7,652 sq. ft.

RENTAL PRICE: US\$5,000 per Month
Furnished

FEATURES:

Attractive home in Royal Westmoreland, overlooking the fairway, spacious covered patio, swimming pool and terrace, renovated kitchen



COCONUT COTTAGE

St. James

4 BEDS | 3 BATHS

FLOOR AREA: 1,800 sq. ft.

RENTAL PRICE: US\$5,000 per Month
Furnished

FEATURES:

Charming cottage in Sandy Lane, air-conditioned bedrooms, open plan design, high ceilings, full size swimming pool



CHARINGWORTH

St. James

3 BEDS | 2 BATHS | 1 POWDER

FLOOR AREA: 2,800 sq. ft.

RENTAL PRICE: US\$4,000 per Month
Furnished

FEATURES:

Modern property in Paynes Bay, large rooms with high ceilings, pool with spacious deck, walking distance to the beach



LIGHTHOUSE BAY 102

Christ Church

3 BEDS | 3 BATHS

FLOOR AREA: 1,900 sq. ft.

RENTAL PRICE: US\$4,000 per Month
Furnished

FEATURES:

Intimate new development, first floor unit, offers secured covered parking, modern finishes, patio with ocean views, close to beach, near Oistins



HOMESTEAD

Christ Church

5 BEDS | 3 BATHS

FLOOR AREA: 3,000 sq. ft.

LAND AREA: 20,333 sq. ft.

RENTAL PRICE: US\$3,500 per Month
Appliances Only

FEATURES:

Traditional home on large lot, swimming pool, hardwood floors, covered garage with 4 parking spaces, a/c units in all rooms, L-shaped verandah, central location



BATTLEYS MEWS 30

St. Peter

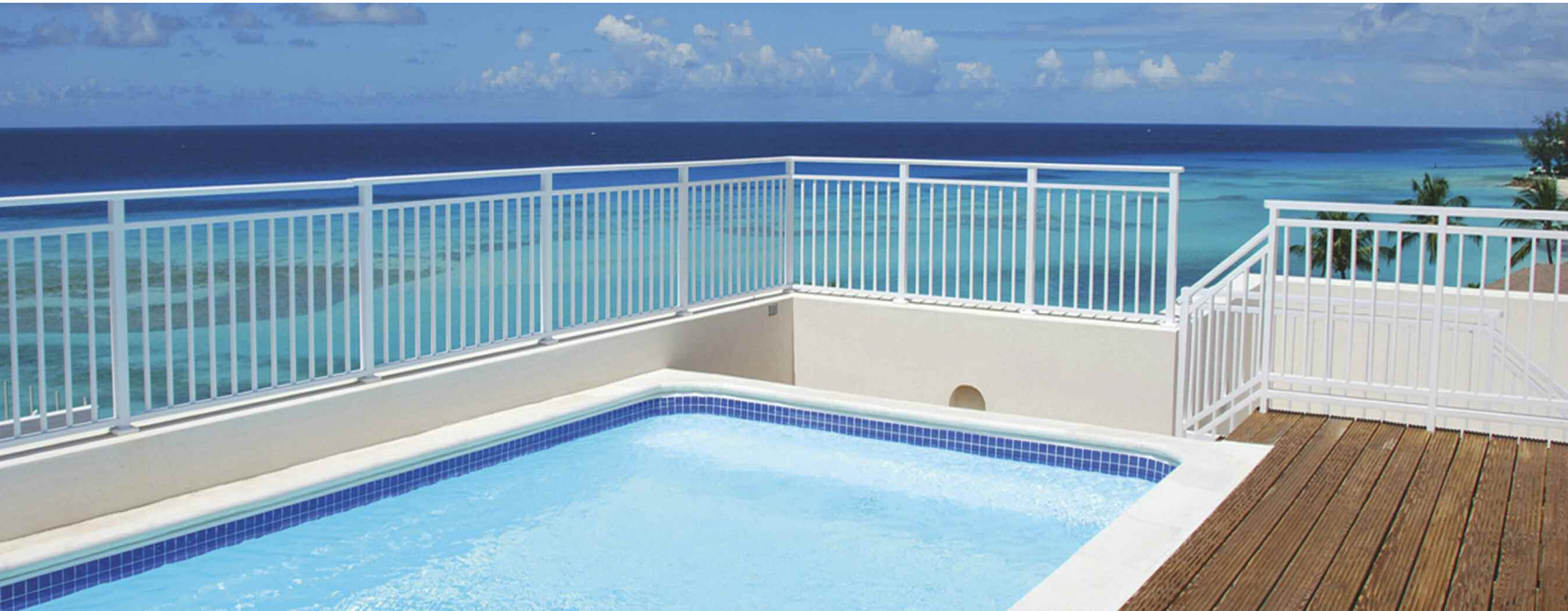
FEATURES:

Townhouse in Mullins, air-conditioned bedrooms, quality finishes, outdoor covered patio and pool, close to Mullins beach

3 BEDS | 2 BATHS | 1 POWDER

FLOOR AREA: 2,600 sq. ft.

RENTAL PRICE: US\$2,750 per Month
Furnished



SOMERLEY 304

Christ Church

FEATURES:

Centrally located apartment, beautifully furnished and finished, sea views from patio, rooftop pool, direct beach access

2 BEDS | 2 BATHS

FLOOR AREA: 1,440 sq. ft.

RENTAL PRICE: US\$2,600 per Month
Furnished



MARGATE 39

Christ Church

FEATURES:

Attractive apartment in a secure community, ceramic tiled floors, landscaped grounds, central pool, close to beach

2 BEDS | 2 BATHS

FLOOR AREA: 1,443 sq. ft.

RENTAL PRICE: US\$2,250 per Month
Furnished



EL SOL SURENO 29

Christ Church

FEATURES:

Penthouse apartment, overlooking 18th green, high quality finishes, roof terrace for al fresco dining

2 BEDS | 2 BATHS

FLOOR AREA: 1,695 sq. ft.

RENTAL PRICE: US\$2,000 per Month
Furnished



WELCHES GROVE

St. Thomas

FEATURES:

Well-appointed townhouse, open plan layout, full enclosed back garden, close to The Walk shopping mall

3 BEDS | 3 BATHS

FLOOR AREA: 1,799 sq. ft.

LAND AREA: 3,694 sq. ft.

RENTAL PRICE: US\$1,750 per Month

Furnished



ORANGE HILL 819

Christ Church

FEATURES:

Modern apartment in Rockley Resort, nestled among mature trees, high quality kitchen, covered patio overlooking the fairway

2 BEDS | 2 BATHS

FLOOR AREA: 925 sq. ft.

RENTAL PRICE: US\$1,750 per Month

Furnished

First-Time Buyers

The real cost of home ownership?

Buying a property is a big investment. And as a first-time home buyer, you have much to consider: getting pre-approved for a bank loan, deciding what type of property fits your lifestyle, figuring out where you want to live, finding a qualified agent, and then navigating all the steps from the initial offer to the closing.

If you're like most first-time buyers, you've probably done some research and brushed up on a lot of this. While that's a great start, it's important to dive a little deeper. For instance, beyond the list price, have you considered all the costs associated with buying a home? In this article, we'll break down those numbers and also share a few key strategies that could help you avoid major pitfalls and streamline the buying process.

Crunching the numbers - the cost of buying a home

So the bank tells you that you are preapproved for a home loan with a purchase price of \$300,000. Upon a second visit to a home, you are sold; it just feels right. It's listed at \$325,000, but with a great agent by your side, you've been able to negotiate the price down to match your budget. It's a done deal - offer accepted! Congratulations, you've begun the process of buying a home at \$300,000. So now, what will it really cost you? Along with your 10% deposit, you will also need to have an additional \$11,286. Refer to chart for breakdown.

3 key strategies that save you time and money

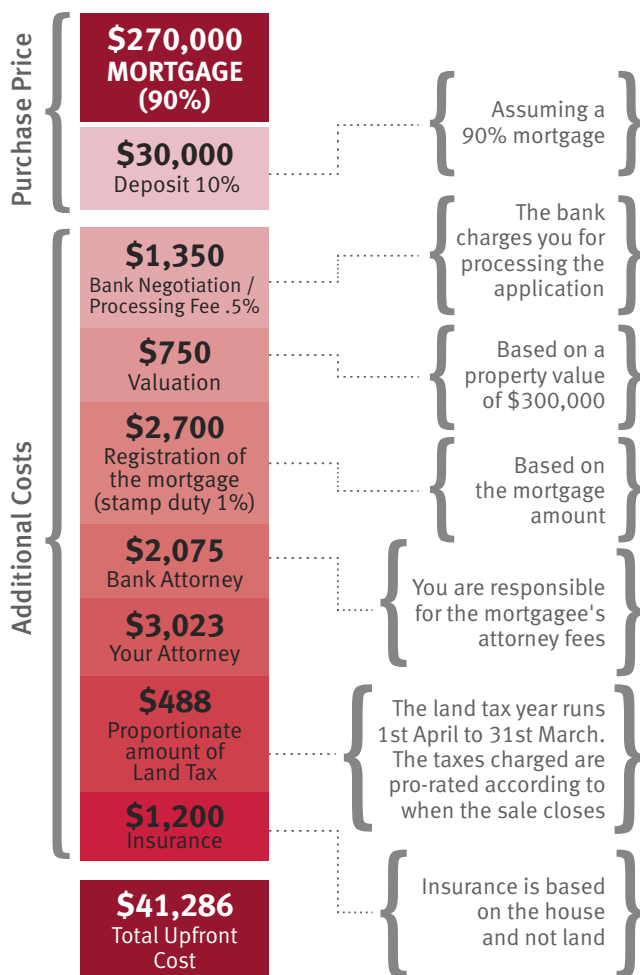
On top of those costs, there are other factors that could impact the bottom line. Below are three key strategies that every first-time buyer should consider when they are looking at property.

- 1. Know what's below** - Before buying land, it's wise to find out what's under the ground. That's because the last thing you want to hit as you dig for your home's foundation is rock 10-feet under. To avoid this, consider having test holes done as a condition of the sale. The cost of this is site specific and some providers offer free site visits to give you a quotation.
- 2. Get an inspection** - Making your offer subject to an inspection is critical, especially if you're considering an older home. When you hire a house inspector or structural engineer, they'll do a full assessment of the property, checking the condition of items such as electrical, roofing, flooring, septic systems, and pointing out any possible structural issues.
- 3. Define the lines** - Remember, your agent is not a land surveyor. If you are interested in accurately defining a property's boundary marks, consider asking your agent if the owner would consider showing the line marks before the deposit is paid as this is usually done before closing.

Getting your foot in the door, one step at a time

Buying a home for the first time can seem overwhelming. That's why it's important to work with an agent who can guide you through every step of buying a home. This should include giving you these little extra nuggets of information that not only help you find the perfect home, but also ensure you make a wise long-term investment.

Rachel Edwards
Sales Manager



"Banks recommend additional insurance options to mortgagee's that you should really consider. Critical Health insurance is advisable should anything happen to you in cases or heart attack, stroke or cancer, this will cover your mortgage payments until you recuperate. Life Insurance or Term Insurance is also something to consider in case of untimely death."



FIR

MOUNT PLEASANT 37

St. Philip

3 BEDS | 2 BATHS
FLOOR AREA: 3,043 sq. ft.
LAND AREA: 9,655 sq. ft.
PRICE: US\$360,000

FEATURES:

Single level home, open plan with high ceilings, large family room, covered back patio, landscaped garden



CLAPHAM CLOSE D3

St. Michael

5 BEDS | 3 BATHS
FLOOR AREA: 2,545 sq. ft.
LAND AREA: 11,323 sq. ft.
PRICE: US\$332,500

FEATURES:

Well-maintained home, functional floor plan, gardens with mature fruit trees, office located in the garden



SUNRISE VILLA 27

St. Philip

3 BEDS | 2 BATHS
 FLOOR AREA: 1,300 sq. ft.
 LAND AREA: 5,812 sq. ft.
 PRICE: US\$312,500

FEATURES:

Fully equipped as a turnkey property, enclosed with its own garden, pool and outdoor shower, income producing property



CALLENDERS CRESCENT 39

Christ Church

3 BEDS | 2 BATHS
 FLOOR AREA: 1,700 sq. ft.
 LAND AREA: 8,768 sq. ft.
 PRICE: US\$297,500

FEATURES:

Comfortable home with a functional design, newly renovated kitchen, covered garage, close proximity to the airport



SOUTH VIEW TOWNHOUSE 123A

Christ Church

2 BEDS | 2 BATHS
FLOOR AREA: 1,377 sq. ft.
LAND AREA: 3,483 sq. ft.
PRICE: US\$280,000

FEATURES:

Modern townhouse, generous outdoor space, open plan Italian kitchen, air-conditioned bedrooms, garden maintenance



TRANQUILITY DRIVE 11

St. Philip

3 BEDS | 2 BATHS
FLOOR AREA: 1,220 sq. ft.
LAND AREA: 6,353 sq. ft.
PRICE: US\$195,000

FEATURES:

Located in a cul-de-sac, offers an open plan living/dining area, galley-type kitchen, well-maintained gardens, close proximity to ABC Highway



THE GROVE

Christ Church



The Grove development offers 158 prime lots of land for sale that range from approximately 4,600 to 12,900 square feet. The development is ideal for couples, families and professionals. It offers a central location close to many major commercial districts and amenities.

FEATURES:

Great location, investment opportunity, unique development

LAND AREA FROM: 4,801 sq. ft. - 8,977 sq. ft.
PRICE RANGE FROM: US\$50,000 - US\$81,500



SOUTH VIEW

Christ Church



SOUTH VIEW LOT 179

FEATURES:

Great location, relatively large lot, easy access to South Coast amenities

LAND AREA: 9,438 sq. ft.

PRICE: US\$94,590

SOUTH VIEW LOT 226

FEATURES:

Amazing sea views, developing neighbourhood, central location

LAND AREA: 8,141 sq. ft.

PRICE: US\$175,000

Land Tax and the Law of Gravity

The effect of the global recession on the local market has been significant, characterised by substantial reductions in transaction volume and demonstrably longer exposure periods across all property segments.

Continued economic challenges have prolonged the sluggish conditions such that we are seeing an increasing supply of distressed residential properties, primarily in the low and middle-income segments of the market, where financial institutions are implementing measures to recover on their lending. This situation has been further compounded by an over supply of residential land, which despite prices declining since 2014 (as discussed and demonstrated in the Terra Land Price Index shown on page 98), appears to demonstrate a decline in appetite for real estate.

These factors directly impact the property tax revenue to be earned by the Government as the tax is calculated based on property type and value, with some classes given special rebates or exemptions once the required criteria have been met. The Barbados Revenue Authority (BRA), reassess property values on a triennial basis, and the most recent re-valuation was conducted in 2017.

Every parish is segmented into land tax reference areas. During the revaluation exercise, Officers within the Land Valuations & Assessment section at the BRA conduct checks of properties (land and built) in each land tax reference area, and examine recent sales transactions for similar properties in the same reference area. Two officers are assigned to each parish. Property values are then determined based on the analysis performed, and the relevant tax assessed based on the final value. Of note, the tax rates and bands did not change in the 2017 re-valuation, however while some taxpayers noted little or no change, others reported increases in the range of 10% - 100% in the assessed site and/or improved values, resulting in substantial increases in their property tax obligation.

Taxpayers are required to pay the tax due or risk incurring penalties and interest, but are also allowed to file an objection in writing to the Revenue Commissioner, within 30 days of the tax assessment issue date. The BRA reviews objections received

and for built properties the Officers will conduct a full inspection, including measuring and photographing the property (residential), inspecting or using the income approach to value (commercial), and again reviewing comparable sales transactions. On completion of their analysis, the Officer either reduces the site/property value and therefore the property tax is assessed (resulting in a refund to the taxpayer), or the objection is overruled.

Interestingly, the revaluation process utilises a “mass appraisal” approach to assess trends in large volumes of data, which while a widely accepted tool for the valuation of property for taxation purposes, differs from techniques used by Valuers focusing on individual properties.



BRA REASSESSES PROPERTY VALUES ON A TRIENNIAL BASIS

THE MOST RECENT RE-VALUATION WAS CONDUCTED IN 2017



One would anticipate declining property prices as noted above would translate to reduced values on which tax is assessed. However, with recovery actions taken by financial institutions in compressed market periods, recent sale transactions may not reflect the true market value of a property.

Historically, however, real estate in Barbados has been considered a reliable investment, so if the saying “what goes up must come down” is correct, then the opposite (hopefully) should hold true. Consider though, that future rises in property values may well equal an increase in property tax in the 2020 revaluation.

Lisanne Graham CPA PMP AssocRICS
Leader - Advisory Services



APES HILL DEVELOPMENT

St. James



CABBAGE TREE GREEN LOT J-4

FEATURES:

Elevated lot, superb sea views, lot boasts cool breezes

LAND AREA: 21,894 sq. ft.

PRICE: US\$275,000

CABBAGE TREE GREEN LOT J-27

FEATURES:

Views of the West Coast, located on the premiere golf and polo community, great investment opportunity

LAND AREA: 19,060 sq. ft.

PRICE: US\$225,000

CABBAGE TREE GREEN LOT J-51

FEATURES:

Located within the Apes Hill development, sea views, access to the development's new clubhouse

LAND AREA: 15,690 sq. ft.

PRICE: US\$425,000



GIBBS LOT 15 - ST. PETER

FEATURES:

Walking distance to Gibbs beach, ocean views, located in the desirable neighbourhood of Gibbs

LAND AREA: 22,366 sq. ft.

PRICE: US\$220,000

MAYNARDS LOT 111 - ST. PETER

FEATURES:

Gently sloping lot, located in a well established neighbourhood, close proximity to Speightstown amenities

LAND AREA: 9,606 sq. ft.

PRICE: US\$87,500



OCEAN DRIVE LOT 18, ST. JAMES

FEATURES:

Potential for sea views, amazing onsite amenities, stunning homes within the neighbourhood

LAND AREA: 64,261 sq. ft.

PRICE: US\$695,000

CORAL CLIFF 19, ST. PETER

FEATURES:

Amazing sea views, close proximity to the beach, potential for development

LAND AREA: 24,055 sq. ft.

PRICE: US\$600,000



TINO TERRACE LOT 10, CHRIST CHURCH

FEATURES:

Lot is flat and level, located in a mature neighbourhood, easy access to the highway and shopping

LAND AREA: 13,141 sq. ft.

PRICE: US\$123,750

FORT GEORGE 17, CHRIST CHURCH

FEATURES:

Central to all amenities, cool and breezy, established neighbourhood

LAND AREA: 12,649 sq. ft.

PRICE: US\$98,500

RAGGED POINT LOT 45, ST. PHILIP

FEATURES:

Cool, breezy location, privately positioned, quiet neighbourhood

LAND AREA: 9,503 sq. ft.

PRICE: US\$85,000



SEABREEZE DRIVE 156, CHRIST CHURCH

FEATURES:

Lovely neighbourhood, level lot, close to the highway, golf club and airport

LAND AREA: 8,475 sq. ft.

PRICE: US\$100,000

MOUNT PLEASANT RIDGE 90, ST. PHILIP

FEATURES:

Spacious lot, slightly elevated flat lot, breezy location

LAND AREA: 8,959 sq. ft.

PRICE: US\$80,630

OCEAN CITY LOT 23, ST. PHILIP

FEATURES:

Sizeable lot, lot boasts of cooling breezes, located in a well established neighbourhood

LAND AREA: 5,890 sq. ft.

PRICE: US\$58,500



LITTLAND PLANTATION LOT 2, ST. JOSEPH

FEATURES:

Beautiful, quiet location, large lot, planning permission for residential and agricultural use

LAND AREA: 113,038 sq. ft.

PRICE: US\$180,000

NEWCASTLE LOT 9, ST. JOHN

FEATURES:

Quiet and tranquil neighbourhood, stunning sea views, within walking distance to the beach

LAND AREA: 23,287 sq. ft.

PRICE: US\$125,000



FAIRVIEW HEIGHTS LOT 16, ST. GEORGE

FEATURES:

Large lot, elevated, close to ABC highway

LAND AREA: 32,509 sq. ft.

PRICE: US\$110,000

SANFORD LOT 15, St. PHILIP

FEATURES:

Large agricultural site, quiet neighbourhood, close to the amenities in Six Roads

LAND AREA: 103,103 sq. ft.

PRICE: US\$118,800

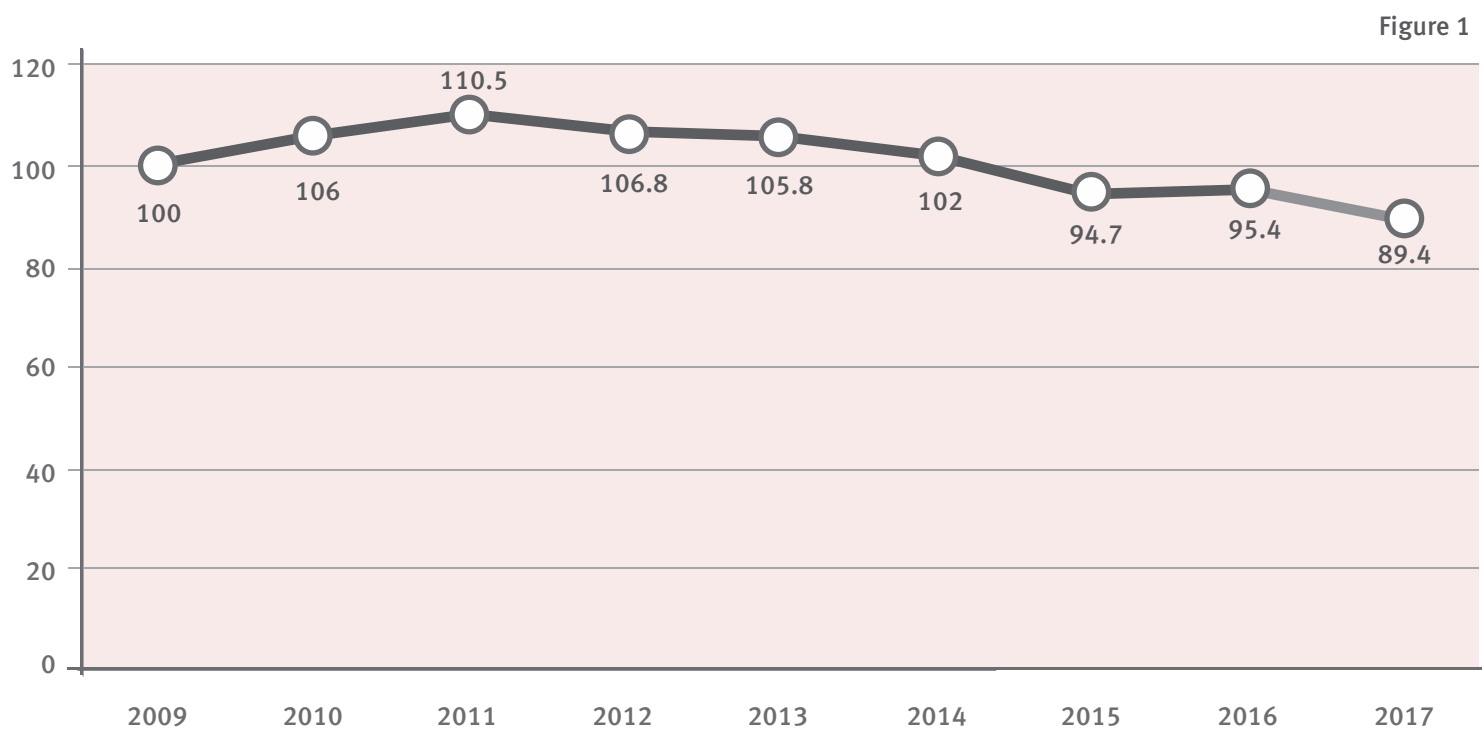
Terra Caribbean Barbados Land Price Index



This year is the third time we have published the Terra Caribbean Land Price Index (TCLPI) and with each iteration, we refine the process for information gathered and add to the volume of information in the analysis set. We continue to operate in a market with imperfection information, and as such, this data that we curate and maintain grows in value with each successive year. It is a live data set with additions constantly being made to the most recent periods as well as to historic periods as new information becomes available.

As a reminder, the index shows shifts in median price per square foot of vacant land sold in Barbados from the baseline year of 2009. With complete year data for 2016 we have revised the 2016 index position down from 97.1 shown as the provisional number in last year's Red Book to 95.4.

Current data for 2017 shows a return to the downward trend seen since the peak of the index in 2011 and is the lowest we have seen in the index so far with a value of 89.4 or 10.6 points



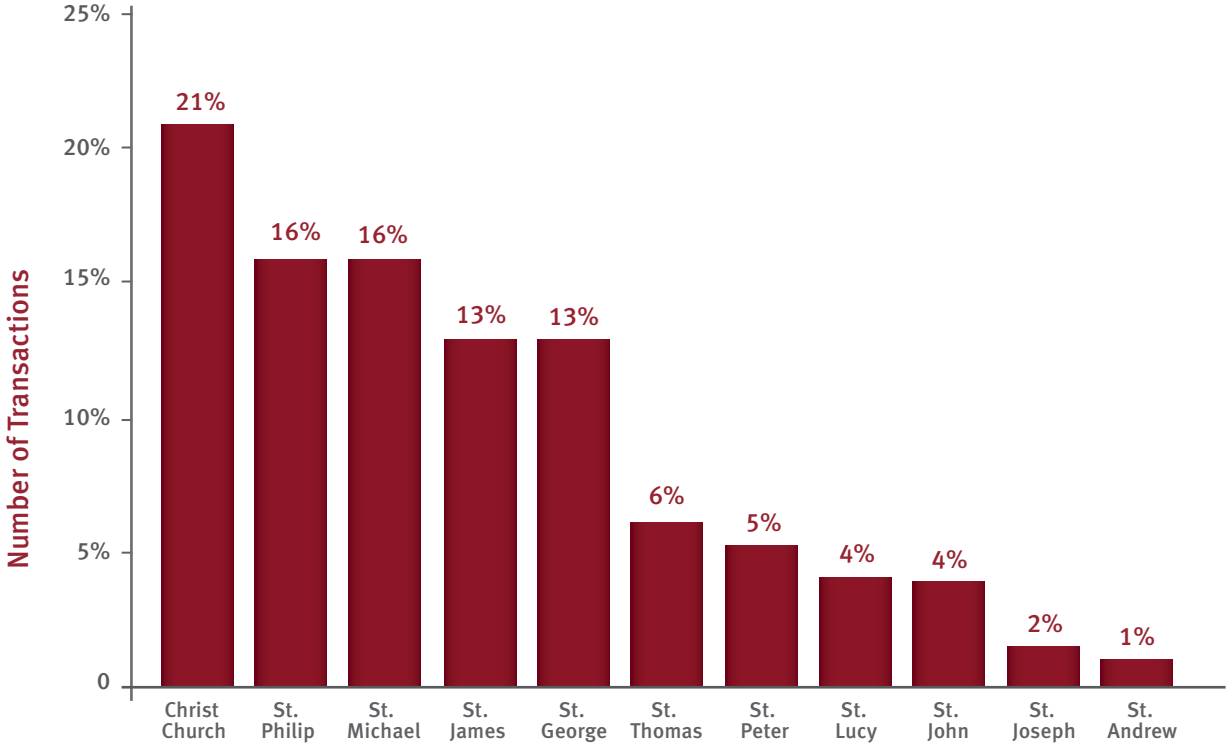
Terra Land Price Index

below the 2009 baseline. Chief Operating Officer, Hayden Hutton, stated that, "Broadly this reflects the macro characteristics of the vacant land market which are increasing supply and softening

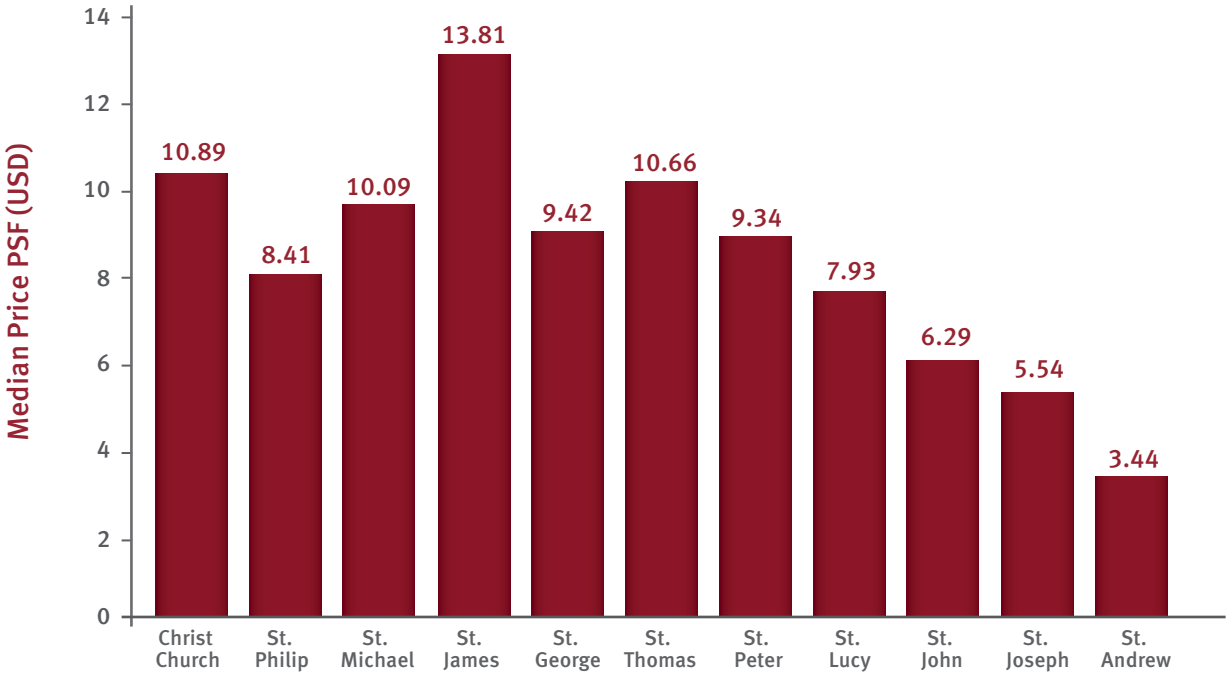
demand over the period." For this year's view of the parish specific data we have isolated the data to include 2016 and 2017 records only to provide a current snapshot instead of our

normal total data view. The volume leader is Christ Church, which is not surprising, with several developers offering residential developments in the parish (e.g. The Grove), due to its excellent location for professionals working on the south.

St. James commands the highest median price in this subset of the data, which as we noted last year is partially attributed to the nature of many of the sales in the parish being in niche developments.



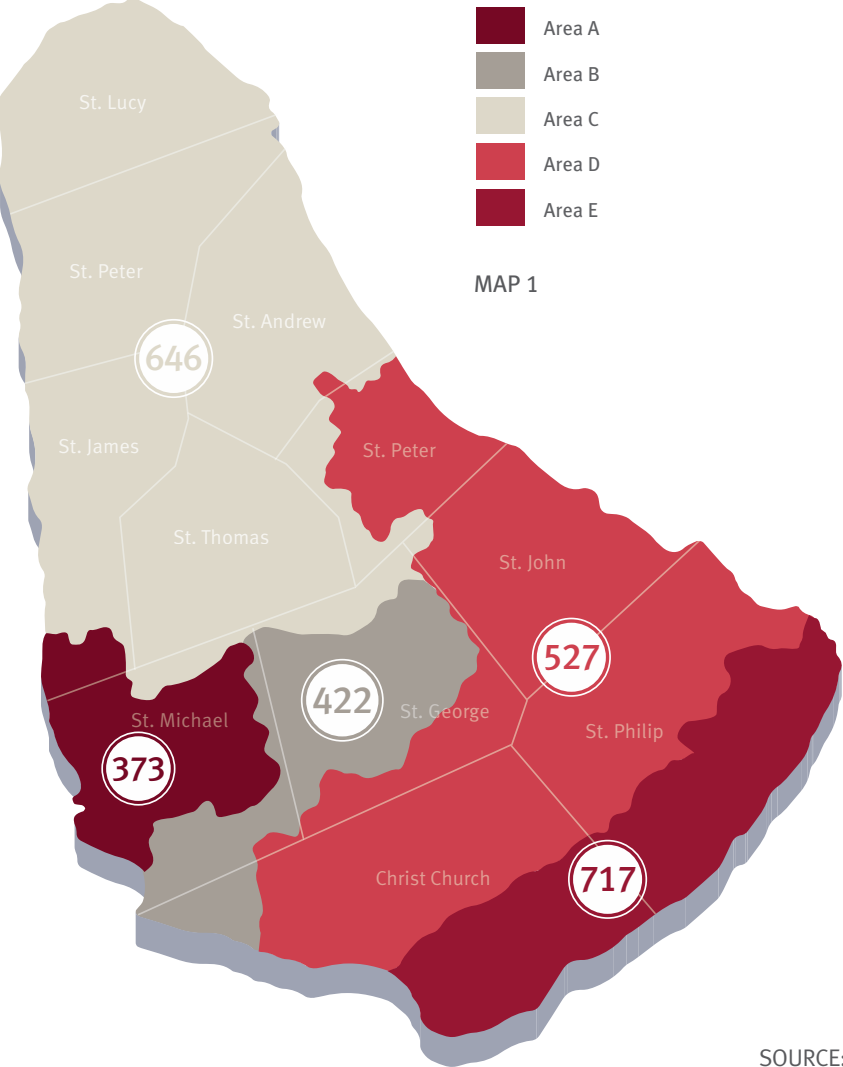
No. of Transactions by Parish



Median Price PSF by Parish

Residential Building Costs and Recorded Building Starts

Map 1 shows the number of Building Starts issued by the Town and Country Planning Department for the period March 2012 - June 2017. Building starts provide an accurate method in determining the level of economic activity in the construction industry. Over the period there were 2,685 building starts issued with the majority, 27%, being issued for the south / south-east region of the island. TCPD has divided Barbados into 5 Geographical areas and these are represented by the colour legend below.



Residential Construction Costs

TYPE	PRICE AVG. US\$ psf
SUPER LUXURY	\$500
Beachfront	\$300
Off-Beach	
Characterized by expansive living spaces and extremely sophisticated architectural design and specifications. The finishing and materials are of the highest quality. Prestigious location.	
LUXURY	\$250
Beachfront	\$175
Off-Beach	
Located within a high-end branded development or other highly desirable high-end location. Highquality finishes and materials. E.g. Royal Westmoreland, Sandy Lane, Westland Heights	
CLASSIC	\$135
Typical middle income home 3 bed, 2 baths, garage, ceramic floor tiles, no more than 2 storeys high. E.g. Valley View, Glen Acres	
ESSENTIAL	\$125
Concrete/ precast concrete walls and basic finishes; Simple design; typically single-storey, single family dwelling. E.g. Emerald Park, Bulkley Meadows	
BUDGET	\$100
Wooden home, concrete foundation and concrete bathroom, e.g. Mount Brevitor	

*These are average prices and may vary according to contractor chosen. These prices do not include VAT.

SOURCE: Barbados Town & Country Planning department

Special Development Areas Act



The Special Development Areas Act sets out the designation of special development areas and provides relief for approved developers constructing or improving a building or structure in those areas and to persons financing such work (other than a commercial bank).

The activities that an approved developer may carry out are:

1. Hotels including conference areas;
2. Residential complexes;
3. Commercial or industrial buildings including office complexes;
4. Other tourism facilities;
5. Water-based activities;
6. Tourism projects highlighting heritage and natural environment;
7. Arts and cultural investments; and
8. Agricultural-based activities.

Exemptions & Allowances

Approved developers are exempt from:

- Import duties and VAT on inputs for the construction or renovation of buildings and refurbishment of existing buildings.
- Charges on repatriation of interest (for a period of 10 years),
- Land tax on the improved value of the land
- Property transfer tax payable by vendors on the initial purchase of the property whether national or non-national

Persons financing such work are exempt from:

- Income tax on interest earned on loans to approved developer.

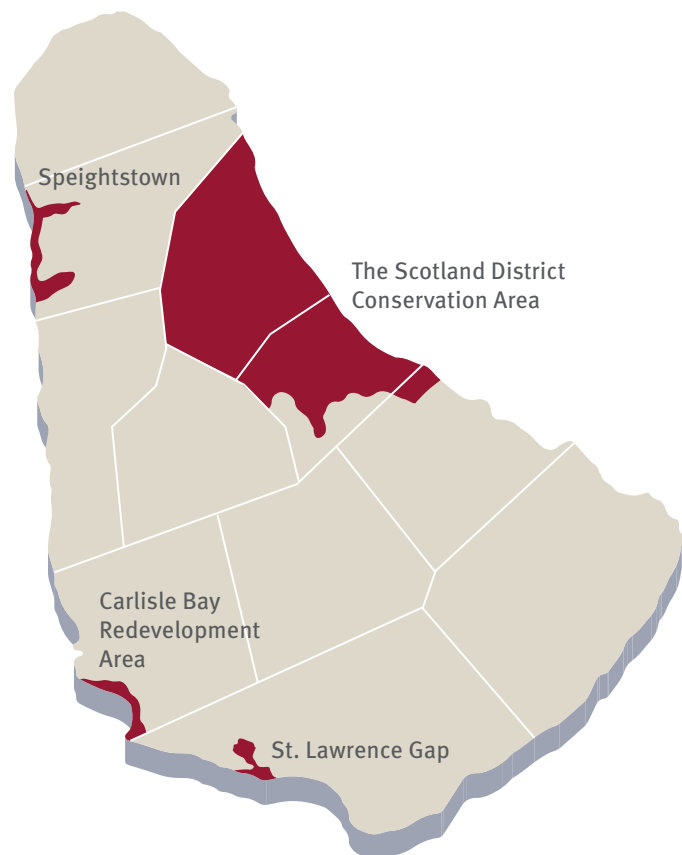
Allowances

- An approved developer pays Corporate Income Tax (CIT) at the rate of 15%
- Is granted initial allowances of 40% and annual allowances of 6% on industrial buildings
- Is granted initial allowances of 20% and annual allowances of 4% on commercial buildings.

DEFINED AREAS

The areas which are currently defined as development areas:

1. Carlisle Bay Redevelopment area in St. Michael;
2. Speightstown in St. Peter;
3. St. Lawrence Gap in Christ Church; and
4. The Scotland District Conservation Area.



For more details on the Special Development Areas Act please refer to CAP 237A- Special development Areas Act



CLEARWATER BAY

Batts Rock, St. James

LAND AREA: 4.5 acres
PRICE: US\$13,750,000

FEATURES:

Unique development opportunity, panoramic views from an elevated location, frontage on beautiful Batts Rock beach



HALCYON HEIGHTS DEVELOPMENT LAND

Halcyon Heights, St. James

LAND AREA: 14.70 acres
PRICE: US\$4,000,000

FEATURES:

Panoramic sea views, close to Holetown, potential for development



RESIDENTIAL DEVELOPMENT

SOUTH RIDGE DEVELOPMENT LAND

South Ridge, Christ Church

LAND AREA: 16.77 acres

PRICE: US\$2,875,000

FEATURES:

Large development site, planning permission in place for subdivision into 35 lots, investment opportunity



BEND LAND

Weston, St. James

LAND AREA: 14,725 sq. ft.

PRICE: US\$2,500,000

FEATURES:

Large beach - perfect for swimming and fishing, conveniently located just minutes from West Coast amenities, permission was granted to build one two-story dwelling



SKEETES BAY

Skeetes Bay, St. Philip

LAND AREA: 35,862 sq. ft.
PRICE: US\$875,000

FEATURES:

The parcel is subdivided into two lots, stunning views of Skeetes Bay, potential for the site given the future development of Beach Houses by Culpepper



MERRICKS DEVELOPMENT LAND

Merricks, St. Philip

LAND AREA: 70 acres
PRICE: Offers Are Invited

FEATURES:

Numerous development possibilities, stunning views of the east coast of Barbados, close proximity to all the amenities that Six Road offers

Beachfront Property and the **High-Water Mark**

Beachfront land has always had great appeal to persons wanting to own a piece of paradise. In Barbados, beachfront development has ranged from as far north as Port St. Charles, all the way down to The Crane Private Residences in the South-East of the island.

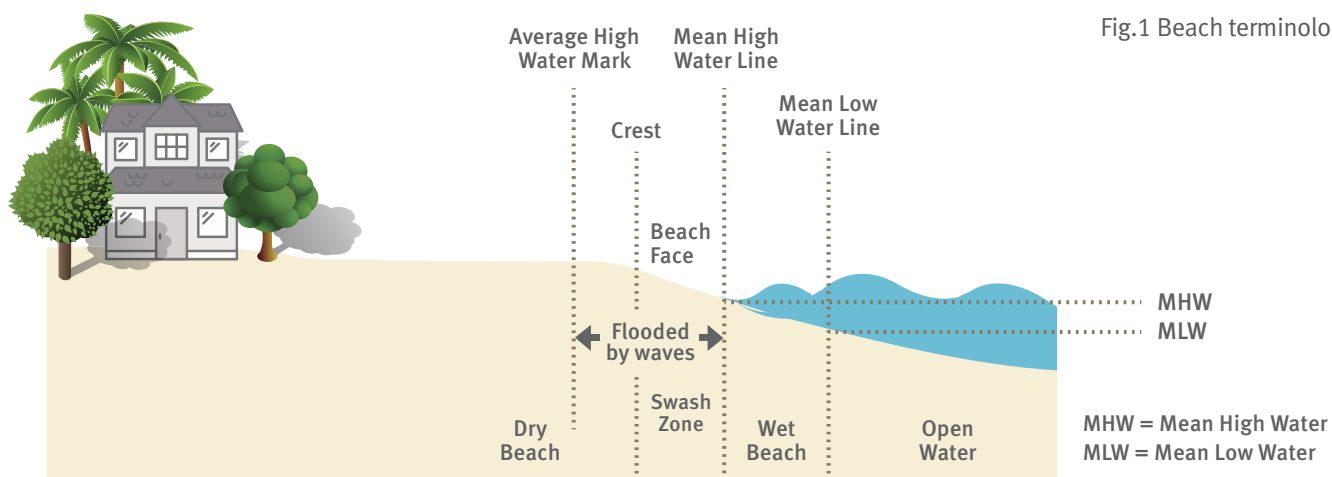
Over the years, the prices of these properties have increased as the available supply of beachfront land and villas, declined. The coastline these properties sit on is also a key economic asset as a tourist attraction and an access point for fishing and maritime transport; these are among the many reasons it is a vital asset to protect.

The effect of climate change has resulted in increasing instances of beach erosion and cliff instability at various locations around the island. These issues, among others, have caused the need to implement policies that ensure sustainable coastline development for the future. As there are no private beaches in Barbados, properties which front onto a beach only own the land up to the **high-water mark**. This is the line of the highest run up of waves at the mean tide between spring¹ and neap² tides - a concept illustrated in Figure 1 below:

Measurements to determine the high-water mark are made at the time of any ordinary high tide occurring on the sixth, seventh or eighth days before or after the day of a full moon³. Owners of beachfront property should be aware that the high-water mark can change over time, resulting in the ownership of either more or less land where there has been either beach accretion or erosion. When it comes to coastal development, an assessment by the Coastal Zone Management Unit (CZMU) is required to confirm whether development is indeed possible. If so, buildings are generally required to be constructed with a set-back⁴ of 30m (100 feet) from the high-water mark on a beach, or 10m (30 feet) for cliffs, measured from the landward point of cliff under cut⁵. It is possible, however, that exceptions to this rule may be approved by the Minister with responsibility for Planning⁶. For example, an increase in the setback so as to preserve and conserve unique landscape features along the coastline, or decreases in setbacks in areas where there are existing buildings.

Whether you're taking advantage of the Special Development Areas Act, or building the home of your dreams, with any beachfront property, the high-water mark is worth knowing.

Lisanne Graham CPA PMP AssocRICS
Leader - Advisory Services



¹ Spring tide occurs just after a new or full moon, when there is the greatest difference between high and low water.
² A neap tide occurs just after the first or third quarters of the moon when there is the least difference between high and low water.
³ As defined by the Coastal Zone Management Act Cap.394, Section 32.
⁴ The set-back is the required seaward limit of major construction for a coastal property in Barbados
⁵ This is the point where waves have eroded a cliff's base forming an indentation referred to as a "wave cut notch", causing instability in the cliff over time.
⁶ Stipulated in Section 18(1) of the Town Planning Act Cap.240.



THE PLATEAU

Jackson, St. Michael

LAND AREA: 2.66 acres

PRICE: US\$3,000,000

FEATURES:

Easy access to Highway 2 surrounded by A-Class offices, existing planning permission, high visibility



WELCHES LAND

Welches, St. Thomas

LAND AREA: 1.74 acres

PRICE: US\$2,250,000

FEATURES:

Great visibility, approved for commercial activity, excellent development potential



LEARS BUSINESS PARK

Lears, St. Michael



LEARS BUSINESS PARK LOT 5

FEATURES:

Industrial land lot, located in busy Lears district, main road frontage, 2 minutes from Canewood

LAND AREA: 4.09 Acres

PRICE: US\$1,350,144

LEARS BUSINESS PARK LOT 20

FEATURES:

Perfect for warehouse and light office/retail, main road frontage, and 5 minutes away from the ABC Highway

LAND AREA: 1.11 acres

PRICE: US\$455,210

Villa Rental Market



The villa rental market has always been a complimentary product to real estate in Barbados, particularly in the luxury segment. The last major survey of the market was undertaken in 2009 and since then the market has seen significant changes, not just with the type and availability of properties but also in methods for distribution.

We have undertaken a survey of villas for rent in Barbados. The sample is drawn from the websites of traditional villa rental companies.

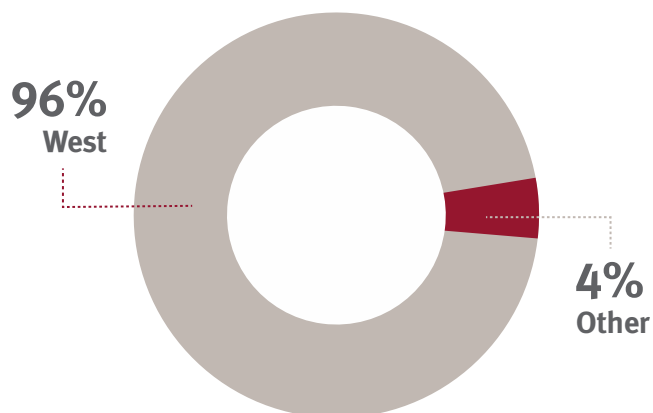
Location

These properties represent 96% of the sample and are predominantly located in areas traditionally associated with luxury real estate, i.e. West Coast. Beachfront villas account

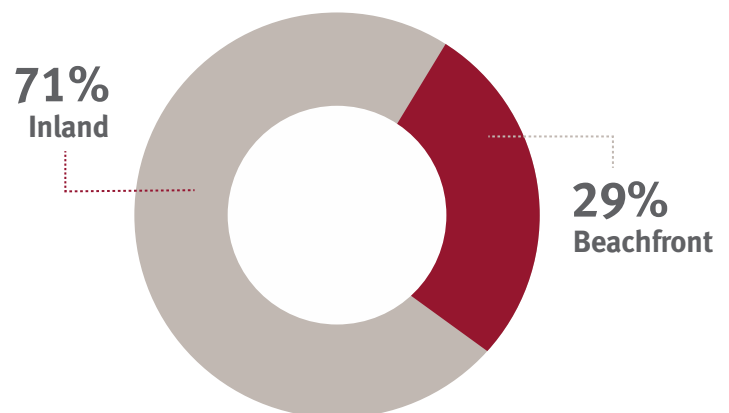
for just 29% of the rentals found in the survey and although we have focused on villas specifically, it is worth noting that apartments have diversified the market, expanding both the availability on the South Coast and the number of beachfront options significantly.

Of the villas found, 71% are located inland as opposed to on the beachfront

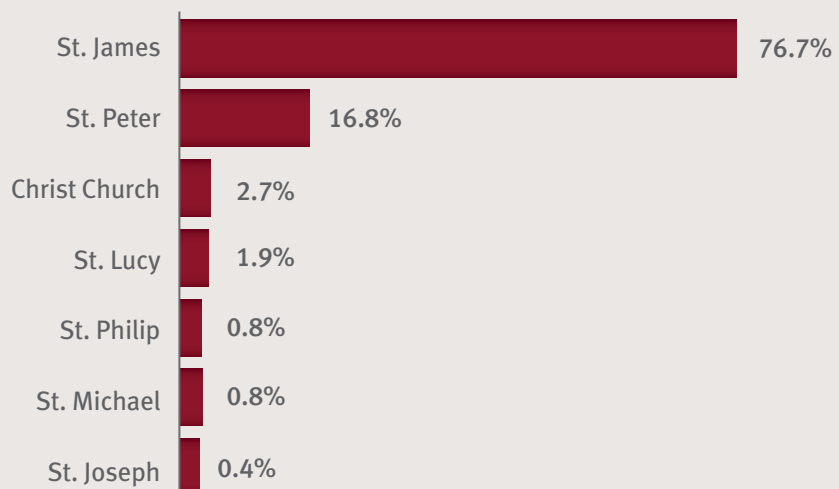
Villas by Coastal Proximity



Beachfront vs Inland



Villas By Parish

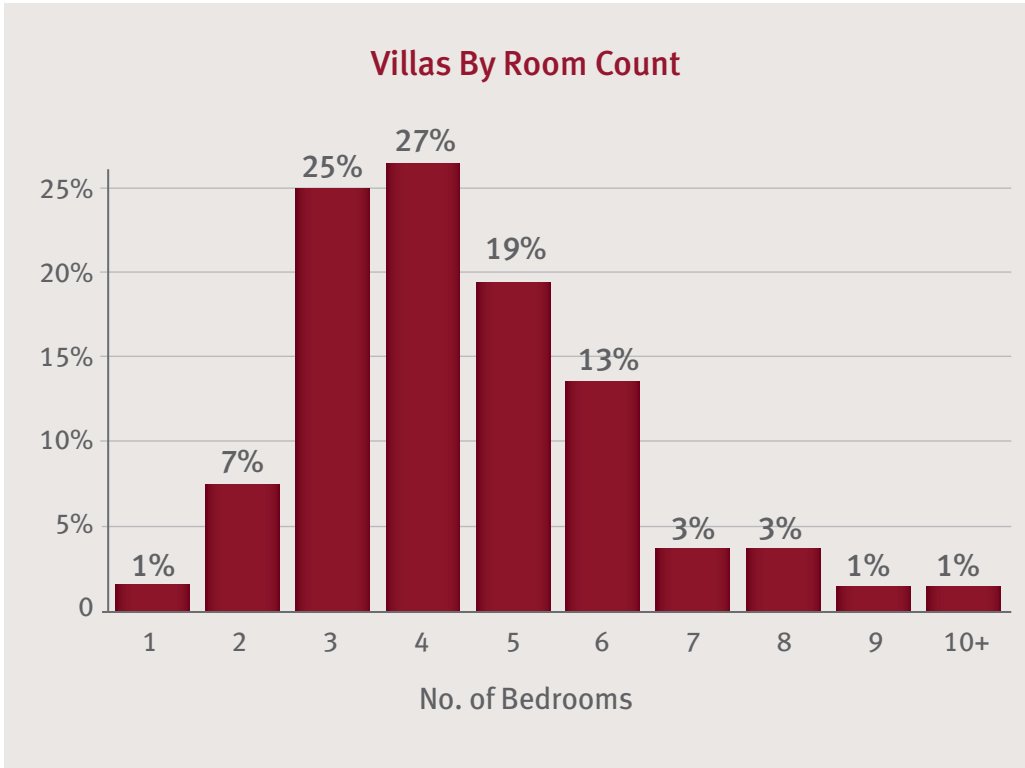


Villa Size

Four bedroom villas were the most common size in the survey with 27%, followed closely by three bedrooms with 25%. These two combined represent over 50% of the stock available. Note the houses included in the survey results represent over 1,100 “rooms” if viewed as more traditional accommodation.

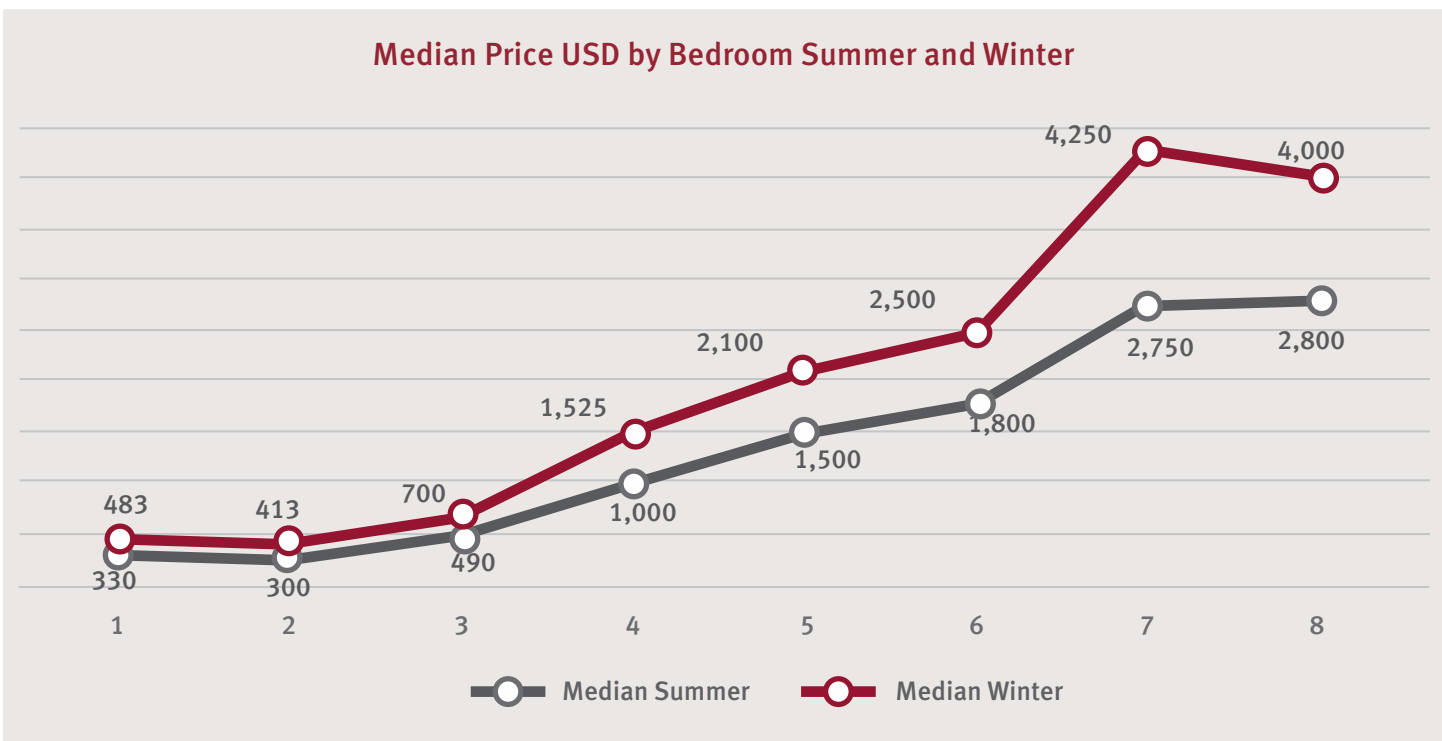
Pricing

As would be expected, pricing generally correlates with size, the chart below shows the median Summer and Winter rates for properties within the survey. Rates for properties of more than nine bedrooms are not shown on the Median Price Chart but are represented in the Winter vs Summer Rates Table.



Winter VS Summer Rates

SUMMER	NO. OF BEDS	WINTER
\$330	1	\$483
\$300	2	\$413
\$490	3	\$700
\$1,000	4	\$1,525
\$1,500	5	\$2,100
\$1,800	6	\$2,500
\$2,750	7	\$4,250
\$2,800	8	\$4,000
\$6,450	9	\$9,100
\$11,975	10+	\$18,825



Barbados Tourism Statistical Reference Guide



Tourism continues to be a key driver in all aspects of Barbados' economy and has formed a principle component in our Red Book content. This year we present a collection of useful reference statistics about the industry, including total stay over arrivals, a deeper dive into some key markets and a more nuanced look at the arrival numbers.

The Big Picture

Stay over arrivals set another record last year with 663,511 total stay over visitors. This also included nine months with individual best arrival numbers. Since the most recent low in 2013, arrivals have recovered by 30%, however last year saw a 5% year on year growth, which is a slowdown from 2015 and 2016 growth rates.

Arrival Date							
	2011	2012	2013	2014	2015	2016	2017
January	53,342	52,907	48,343	50,147	56,151	62,485	62,486
February	52,200	54,110	49,172	48,157	57,815	61,015	63,684
March	53,727	54,237	53,398	50,620	57,447	60,677	66,221
April	52,543	48,322	42,272	44,150	51,757	49,253	60,843
May	41,769	37,967	37,908	38,438	40,996	44,935	48,650
June	38,539	36,680	33,690	34,135	39,693	42,588	44,965
July	58,269	51,298	47,770	47,315	53,967	56,672	54,861
August	50,032	43,233	40,670	38,660	42,929	44,811	51,942
September	29,222	27,350	26,971	26,332	32,154	35,541	34,416
October	39,610	36,111	34,971	35,794	41,693	43,403	45,228
November	47,659	43,259	43,158	46,011	53,219	62,899	57,710
December	55,153	52,223	51,176	61,135	64,481	67,854	72,505
GRAND TOTAL	572,065	537,697	509,499	520,894	592,302	632,133	663,511



Important Source Markets

Our three largest individual source markets continue to be the UK, USA, and Canada, but looking closer at them, we note that while growth trends remain strong for North America, the UK has plateaued with 2017 representing a slight decline over 2016.



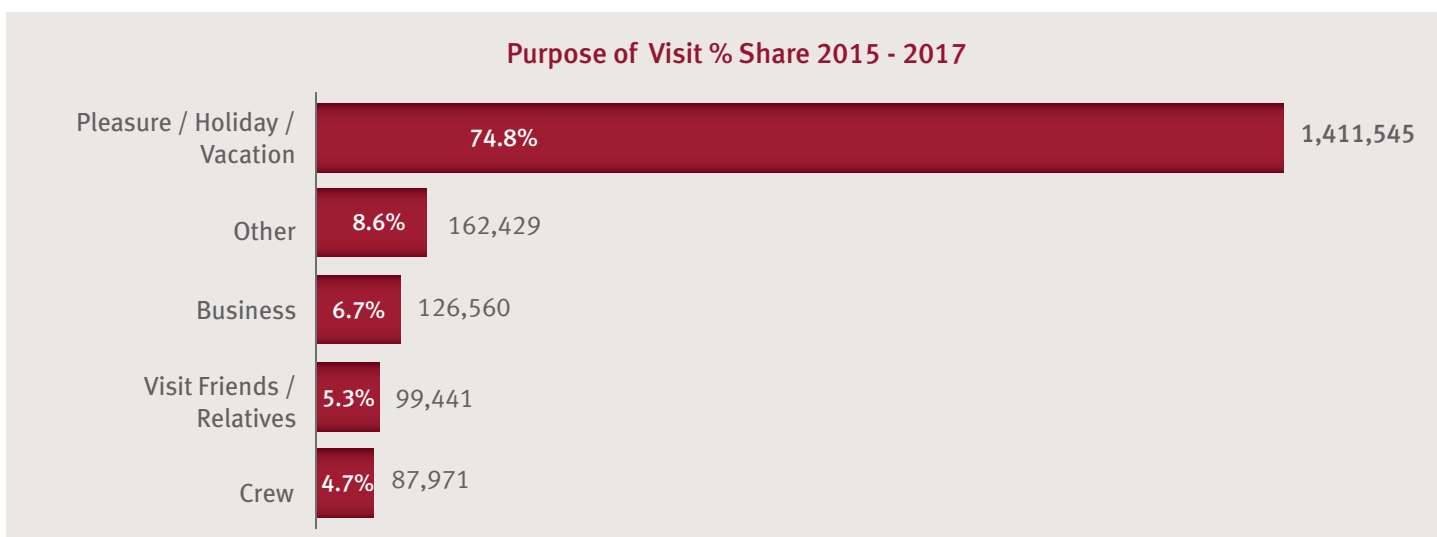
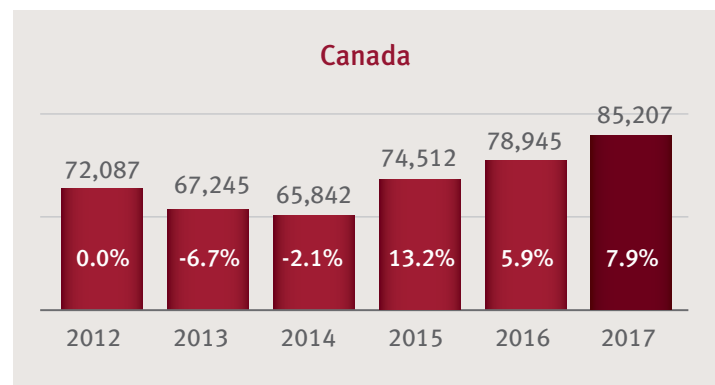
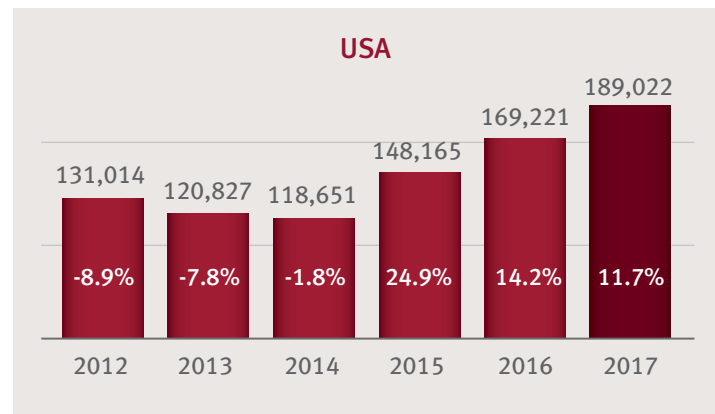
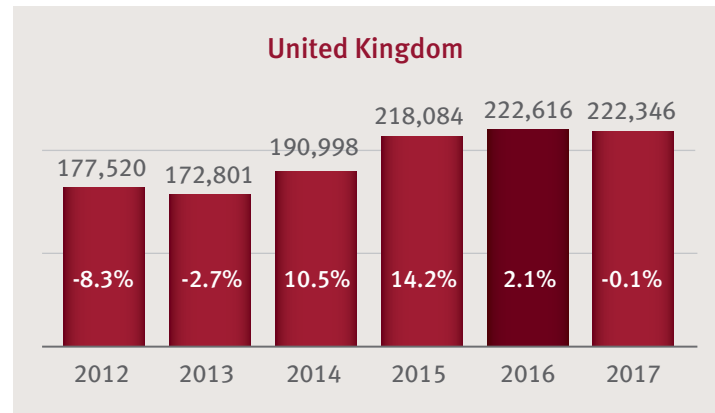
**STAY OVER ARRIVALS
SET ANOTHER RECORD
LAST YEAR WITH
663,511 TOTAL STAY
OVER VISITORS.**

THIS ALSO INCLUDED NINE MONTHS
WITH INDIVIDUAL BEST ARRIVAL
NUMBERS.



Purpose of Visit

As would be expected, the overwhelming majority of our visitors are accounted for by those visiting for pleasure. In the last three years these visitors made up 75% of the stay over arrivals. The chart below gives a break down of the numbers for the last three years, a notable category is that of crew, which since explicit tracking started in 2015 has seen nearly 30k arrivals a year, nearly 5% of our total arrivals annually.



Tourism Development Act



The Tourism Development Act 2002, which replaces the Hotel Aids Act of 1956, significantly expands incentives for investment in the Tourism and Hospitality sector in Barbados beyond the traditional accommodations sector. The new Act makes provision for incentives offered to restaurants, recreational facilities and services, development of attractions that emphasize the island's natural, historic

and cultural heritage and for the construction of properties in non-coastal areas.

Tourism products that can benefit under TDA


To be eligible for incentives/concessions a project must fit into one of the following categories:

	HOTELS: Construction of a new hotel, the alteration or renovation of an existing hotel or the conversion of a building into a hotel; Furnishing of a building to be used as a hotel			Recreational Facilities: Provision of tourist recreational facilities and tourism related services	
	Restaurants: Construction and equipping of a new restaurant or the alteration or renovation of an existing restaurant			Attractions: Construction of a new attraction or alteration or renovation of an existing attraction	
	Natural Sites: Restoration, preservation and conservation of natural sites			Villas/Time Share: Construction and furnishing of villas and timeshare properties	

Exemptions & Allowances

- Interest on Loans
- Staff Training
- Marketing
- Tourism Product Development/Research
- Wastewater Disposal Systems
- Set-off of Approved Capital Expenditure
- Furniture/Fittings, etc;

For detailed description of exemptions and allowances please see the CAP 341 - Tourism Development Act.

A young boy and girl are playing in the ocean waves. The boy is shirtless and wearing blue shorts with a gold pattern. The girl is wearing a light blue swimsuit with a bow at the back. They are standing in the shallow water, and the waves are crashing around them. The background is a clear blue sky and ocean.

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SILVER SANDS RESORTS LTD.

Christ Church

FLOOR AREA: 144,466 sq. ft.

LAND AREA: 16.79 acres

PRICE: US\$15,000,000

FEATURES:

Beachfront location, two parcels of land, two swimming pools, two Jacuzzis



TROPICAL ESCAPE HOTEL & BLUE MONKEY

Paynes Bay, St. James

FLOOR AREA: 28,800 sq. ft.

LAND AREA: 1.06 acres

PRICE: US\$7,000,000

FEATURES:

Two properties in the heart of the West Coast, close proximity to Sandy Lane Hotel, swimming pool with large sun deck



CARIBBEE HOTEL & LANDS

Christ Church

LAND AREA: 1.06 acres
PRICE: US\$7,000,000

FEATURES:

Prime beachfront property, amazing views, swimming pool, direct access to the boardwalk



PEACH AND QUIET HOTEL

Christ Church

FLOOR AREA: 12,256 sq. ft.
LAND AREA: 3.11 acres
PRICE: US\$3,250,000

FEATURES:

Beachfront boutique hotel, swimming pool and sea rock pool, restaurant, close proximity to the airport

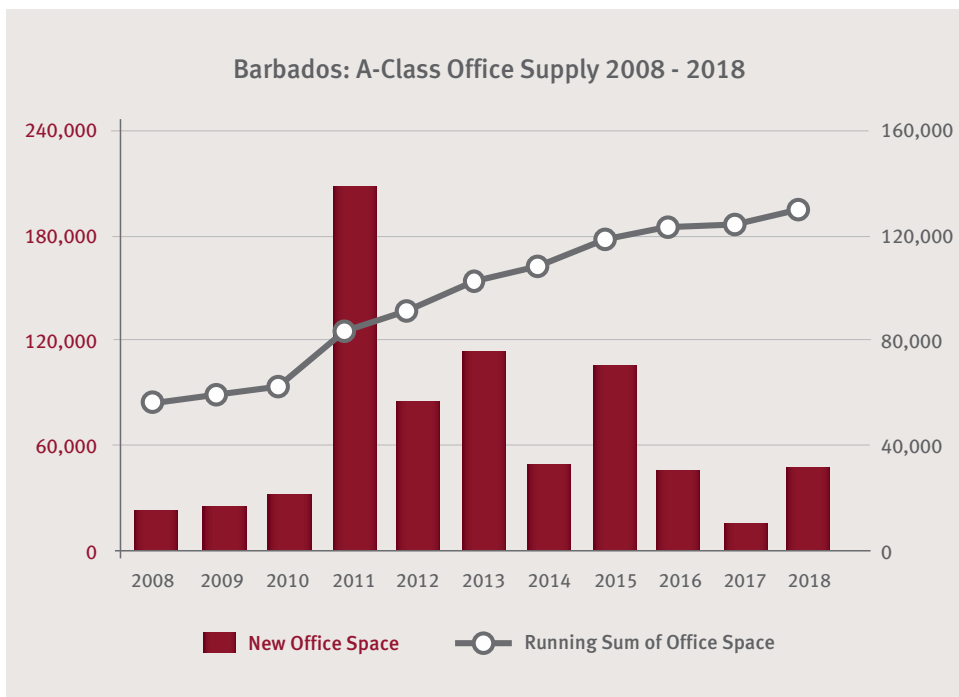
Commercial



Commercial Rental Market



The A-Class office market continues to grow at a measured pace. The majority of the new supply constructed in recent years is centred within the Warrens and Welches area. With supply and demand generally at equilibrium, Developers will generally require a minimum commitment prior to commencement of construction of new properties. The calibre of buildings continues to improve with a strong focus on energy efficiency and sustainable components in the design and construction of new properties. With one new A-Class office building due to be completed in 2018, it is unlikely we will see any notable increase in supply in the next 12-24 months.



- At the start of 2008 there was 565,000 sq. ft. of A-Class office space in Barbados.
- In 2011, approximately 209,000 sq. ft. of space was added to supply as a result of 2 building completions in the Warrens area.
- In 2018, of the approximately 1.3 million sq. ft. of A-Class office space, 40% is located in the Warrens/Welches area.
- The most recent addition is 50,000 sq. ft. of A-Class office space at Warrens, of which the majority would be occupied by a single entity.
- Of note is the growth in owner-occupied A-class spaces as corporations seek to house staff in higher standard buildings, resulting in few vacancies of A-Class office space.
- Increase in B-Class and higher vacancies as premium customers and Government entities acquire and occupy their own A-class spaces.
- The Collymore Rock area has the second highest amount of A-Class office space with over 218,000 sq. ft. in 4 office buildings.

RENTAL RATES:

In our table below prime properties are located in commercial centres with easy public transport accessibility, built with quality design externally and internally, which are energy efficient, and have tenants that are financially strong. Absence of any of these criteria means that an asset will generally be shown here as “other” property.

A-Class Office Space	per annum US\$
Warrens	\$28 - \$30
Collymore Rock	\$24 - \$26
South Coast	\$25 - \$30
Other	\$22 - \$26
Retail Space	
Warrens	\$28 - \$35
Broad St. Prime	\$45 - \$50
Broad St. Other	\$35 - \$40
Bridgetown Other	\$20 - \$25
South Prime	\$40 - \$50
South Prime	\$20 - \$30
West Prime	\$35 - \$45
West Other	\$20 - \$25
Six Roads	\$25 - \$30
Warehouse	
	\$5 - \$10

NB: These rates are base rates and do not include VAT or CAM.

How Does your **CAM** Stack Up?

Common area maintenance (CAM) fees, also referred to as ‘service charge’ in some commercial leases, refer to the costs associated with operating and maintaining the space shared by the tenants within a facility, and is charged in addition to the base rent.

The CAM Fee

In its simplest form the fee is calculated as the sum of the CAM components (\$) divided by the total net leasable space (ft²).

Typically, the commercial landscape in Barbados utilises triple net leases (should refer to A-Class) which require the tenant to pay the net amount for three types of costs: property taxes on the leased asset, building insurance and all maintenance in addition to any other agreed fees. Therefore, the CAM fee would include the items in the below chart.

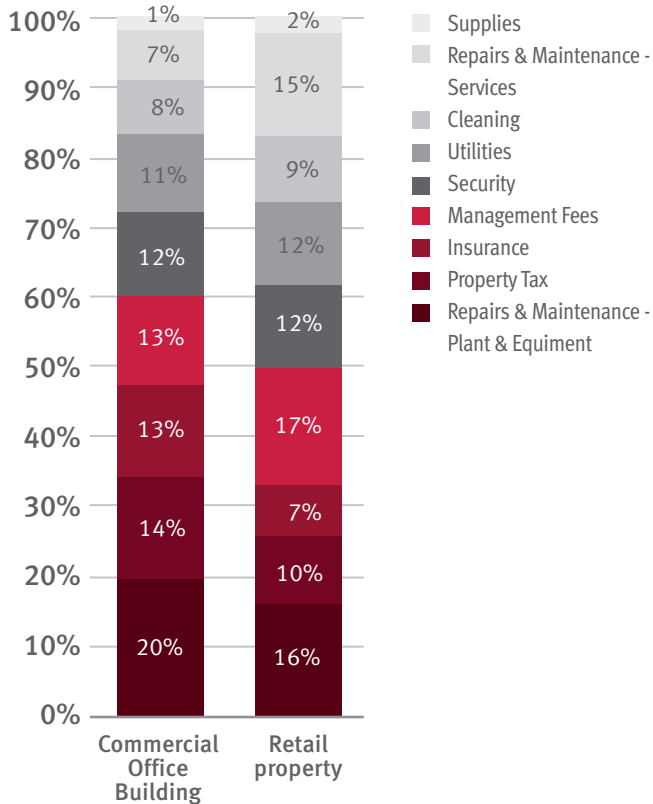
$$\frac{\sum (\text{CAM Components})}{\text{Total Net Leaseable Space}} \quad (\$/\text{ft}^2)$$



CAM Composition Proportions

Figure 1 below shows the approximate proportion of each CAM component for a typical A-Class commercial office building and a retail property.

Percentage proportion of CAM components for Commercial Offices and Retail Properties



Top 5 CAM contributors

Based on the above data R&M - Plant & Equipment, Management Fees and Security are common top contributors to CAM fees for commercial office and retail properties in Barbados.

R&M - Plant & Equipment, Property Tax, Insurance, Management Fees and Security are the top five (5) CAM contributors for an A-Class commercial office building. Further insights:

- Air conditioning accounts for approximately 50% of the R&M - Plant & Equipment costs.
- Approximately 90% of Security costs is for manned security (guard services)

On the other hand, Management Fees, R&M - Plant & Equipment, R&M - Services, Security and Utilities are the top five (5) contributors for a retail property. Further insights

- Electricity costs account for more than half of the total utilities cost
- Manned security (guard services) attribute to 99% of the overall Security costs
- About half of the costs regarding R&M - Services comprise décor, advertising and marketing

Controlling CAM Fees

Most organizations, if not all, strive to increase revenue by reducing overhead costs. However, one must be cautious that quality is not sacrificed in an effort to trim costs. Value for money should therefore be at the forefront of cost cutting exercises. Here we explore ways in which the top CAM contributors can be controlled and, in some cases, reduced.

Repairs & Maintenance (R&M) - Plant & Equipment

- Implement and continuously monitor a robust planned preventive maintenance (PPM) schedule
- Use life cycle costing analysis to govern your (Landlords/ Developers) decision-making process when selecting equipment for major building systems which bear significant capital and maintenance costs paying attention to warranty specifications

Security

- Review manned security hours to determine if the current hours are necessary
- Improve/install electronic security infrastructure that would eliminate the need for manned security

Utilities

- Weekly/monthly monitoring of water and electricity consumption
- Upgrade fixtures and fittings to low consumption devices
- Use alternative energy sources such as photovoltaics to reduce the electricity consumption

Repairs & Maintenance (R&M) - Services, Insurance and Management Fees

- Review contracts regularly and obtain comparative quotations to ensure that value for money is achieved. (NB: This also applies to Repairs & Maintenance (R&M) - Plant & Equipment and Security)

Property Tax

- The only possible way to reduce this component would be to file an objection to have a review of the Land Tax assessment, however, there is no guarantee that it will change, and there is the possibility that it may increase as a result of the re-assessment

CAMs are generally composed of nine (9) components as shown in the above chart. The composition of these components may differ across properties due to facility features and functions which some properties may possess that others don't, and as a result, the top CAM contributors may vary as well.

Landlords should carefully assess their CAMs to determine how best to structure the CAM provision in their leases, while on the other hand, tenants should seek to understand the CAM composition and their contribution. Taking this approach can lead to successful lease negotiations for both parties.

Janelle Chandler

Assistant Manager - Facility Management Department



WILDEY COMMERCIAL ESTATE

Wildey, St. Michael



This site is the home of the historic Banks Brewery and offers great visibility at the corner intersection of Highway 6 and Wildey Industrial Road.

FEATURES:

High traffic location, surrounded by substantial residential and commercial developments, manufacturing space, large existing warehouse, extensive office space, additional land for expansion or subdivision

LAND AREA: 11.50 acres

PRICE: US\$7,525,000



WHITEPARK WAREHOUSE & OFFICE

Whitepark Road, St. Michael

FLOOR AREA: 19,719 sq. ft.

LAND AREA: 31,607 sq. ft.

PRICE: US\$1,550,000

FEATURES:

Central location on the outskirts of Bridgetown, positive income producing property, multiple structures allowing for multiple tenants



WEBSTER INDUSTRIAL PARK LOTS 14 & 16

Wildey, St. Michael

FLOOR AREA: 26,138 sq. ft.

LAND AREA: 40,220 sq. ft.

PRICE: US\$2,000,000

FEATURES:

Large space, great location, covered garage



BAY CORPORATE & THE CORPORATE CENTRE

Bay Street, St. Michael

FLOOR AREA: 29,135 sq. ft.

LAND AREA: 1.23 acres

PRICE: US\$3,247,500

FEATURES:

Great road frontage, excellent rental potential, central air-conditioning



LASCO BUILDING

Maxwell Main Road, Christ Church

FLOOR AREA: 13,023 sq. ft.

LAND AREA: 43,432 sq. ft.

PRICE: US\$2,000,000

FEATURES:

Convenient location on a busy highway on the South Coast, combination of office space and warehouse space, ample parking in the front and back



GEORGE HARRIS BUILDING

Warrens Industrial Park Lot 24, St. Michael

FLOOR AREA: 16,363 sq. ft.

LAND AREA: 43,000 sq. ft.

PRICE: US\$2,000,000

FEATURES:

Located in Warrens commercial area, excellent location, new building



SWAN STREET 44 AND 45

Swan Street, Bridgetown

FLOOR AREA: 6,417 sq. ft.

LAND AREA: 2,980 sq. ft.

PRICE: US\$1,400,000

FEATURES:

Three-storey building, consists of two distinct retail areas, plastered and painted finish, ceramic and vinyl tiles, prime location



ASHTON CLINIC

Strathclyde Drive, St. Michael

FLOOR AREA: 8,839 sq. ft.
LAND AREA: 23,315 sq. ft.
PRICE: US\$1,137,500

FEATURES:

Two parcels of land with two commercial offices, which can be sold separately if the future owner desires, close proximity to Bridgetown amenities, high visibility in Strathclyde



WHITEPARK

Whitepark Road, St. Michael

FLOOR AREA: 2,100 sq. ft.
LAND AREA: 23,751 sq. ft.
PRICE: US\$1,100,000

FEATURES:

Excellent location for a business in sync with the law courts, site is large enough to erect a building and have space for parking, there is an egress to Chapman Lane



SASSAFRAS

Clarke Road, St. James

FLOOR AREA: 4,177 sq. ft.

LAND AREA: 21,063 sq. ft.

PRICE: US\$998,000

FEATURES:

Myriad of potential uses for this property, the size of the lot allows for adequate parking for any commercial venture, easy ingress and egress for convenient flow and access



GEORGE STREET NO 22

George Street, St. Michael

FLOOR AREA: 3,200 sq. ft.

LAND AREA: 8,572 sq. ft.

PRICE: US\$850,000

FEATURES:

Spacious office area, parking for 20 cars, close to all amenities



GATEWAYS

St. Lawrence Gap, Christ Church



This property was formerly used as part of a nightclub in the prime entertainment area of Lawrence Gap. Well suited for a retail / restaurant outlet. Located in a defined special development area allowing for special concessions.

FEATURES:

Located in St. Lawrence Gap, great nightlife, prime location

LAND AREA: 16,294 sq. ft.

PRICE: US\$700,000



THE GODDARD BUILDING

Haggatt Hall, St. Michael



This high-profile, A-class corporate office building is located in Haggatt Hall and provides high visibility and prominence in a high density area.

GROUND FLOOR

FEATURES:

Large open plan area with private offices on the perimeter, A-Class space, very accessible and fantastic visibility

FLOOR AREA: 5,744 sq. ft.

RENTAL PRICE: US\$13,163 per Month



ONE REPUBLIC PLACE

Warrens, St. Michael



Brand new, high-profile, A-Class corporate office building with a modern design. It will feature a large common patio with external tenant space and extensive gardens that will enhance the building and provide outdoor seating.

FEATURES:

Fantastic visibility, eco-friendly build and energy efficient, prime business location

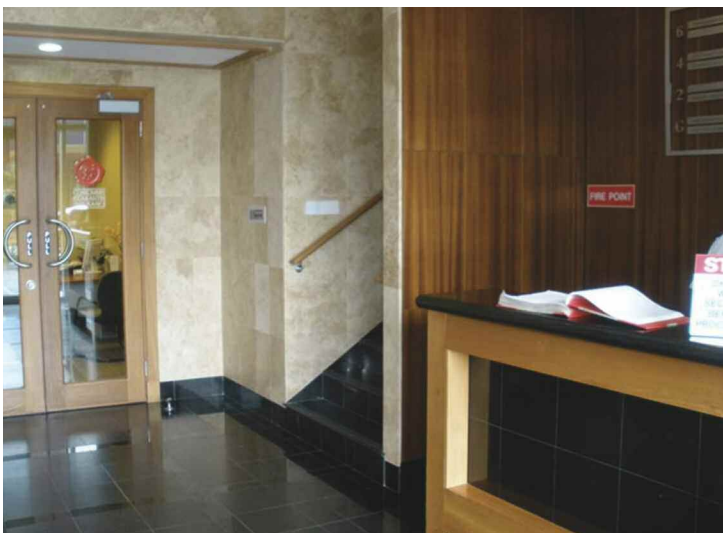
FLOOR AREA: 3,033 sq. ft.

PRICE: US\$7,583 per Month



WARRENS TOWER TOP FLOOR

Warrens, St. Michael



This high-profile, A-Class corporate office building is located in Warrens and provides high visibility and prominence in one of the prime business districts in Barbados. This available space is located on the 6th floor.

FEATURES:

Back-up generator and water supply, monitored entry, easy access to West and South Coast

FLOOR AREA: 1,145 sq. ft.

RENTAL PRICE: US\$2,863 per Month



TUDOR STREET BUILDING

Tudor Street, St. Michael

FLOOR AREA: 16,802 sq. ft.
PRICE: US\$9,750 per Month

FEATURES:

Prominent road frontage with excellent visibility, high pedestrian and vehicular traffic with good parking close by, one of the largest ground floor retail spaces available in the area



SIX ROADS RETAIL & OFFICE - UPPER FLOOR

Six Roads, St. Philip

FLOOR AREA: 2,682 sq. ft.
PRICE: US\$5,700 per Month

FEATURES:

New retail/office space, frontage on Highway 5 in Six Roads, surrounded by prominent retail businesses



COLLYMORE ROCK

Collymore Rock, St. Michael

FLOOR AREA: 3,310 sq. ft.
LAND AREA: 22,669 sq. ft.
PRICE: US\$5,000 per Month

FEATURES:
High visibility, large lot with excellent parking, extremely accessible



PINE LODGE FFS

Pine Road, St. Michael

FLOOR AREA: 1,922 sq. ft.
PRICE: US\$3,950 per Month

FEATURES:
Well-finished office space, outfitted with carpet and window treatments, excellent frontage on Belleville main road, ample parking



THE AVENUE

The Mill Complex, St. Michael



FEATURES:

Newest retail complex in Canewood development, 6 ground spaces available, 6 spaces plus office modules on the upper level, easy parking, various green spaces

FLOOR AREA: 700 sq. ft.

PRICE: US\$1,250 per Month

The New Way to Work

Workspace is changing. Now more than ever, the demand for flexible and shared office space is on the rise. As of 2017, there were more than 14,000 co-working offices worldwide with 1.2 million people having secured shared office space at some point (2017 Global Co-working Survey).

The industry is full of success stories and valuations worth millions and billions of dollars; WeWork recently hit a \$20 billion valuation and Regus, the world's largest provider of flexible workplaces, now operates more than 2,300 business centres in over 106 countries, including Barbados where it boasts a 90% occupancy rate.

Regus' opening in Barbados signalled the arrival of the modern co-working space, however the concept started here back in the 1990s with The Corporate Centre on Bay Street offering serviced offices. One of the greatest drivers of this trend is the entry of millennials in the workforce. The 9 to 5 static and archaic work culture is being dismantled and the rigidity of traditional office structures is becoming a thing of the past. Corporate hierarchies and social norms in business interactions are being redefined and opportunities for collaborative work, individual expression and a greater work-life balance are being embraced - including greater mobility and virtual connectivity.

The Advantages of Flexible Office Space

Limited upfront investments, logistics and commitments

This is a huge asset to tenants who do not want to deal with the frustration of long term leases, iron clad contracts or moving expenses, that include set-up costs such as telephone, internet, electricity and physical plant preparation. Facilities such as Regus remove the logistical and financial burden of a reception, call centres, mail handling, utility payments, cleaning and maintenance. Perks such as coffee, printing facilities and lunchrooms provide an added benefit.

Scalability

With shared office space, tenants benefit from the ability to rent a space for days or months at a time. At Regus, a tenant can begin with a space in the open business lounge and eventually upgrade to a two-person office. With continued expansion, or if colleagues are visiting from remote offices, additional space can be booked for a specified duration. At Servcorp, tenants are provided with premium five-star office space that can range from virtual offices to co-working spaces and executive suites.

For international businesses, membership programs such as that offered by Regus provide remote workers with access to a global network of locations.

Opportunities for Collaboration and Networking

According to the 2017 Global Co-working Survey, 71% of co-working space members collaborate. With the cross-industry pollination that can take place in a shared office space, "water

cooler discussions" and combining social with professional activities can be extremely advantageous. Ten Habitat is a unique example, described as "a home for entrepreneurs to connect, learn and build viable ventures with the support of in-house mentors and access to a global community."

Crunching the numbers: Traditional Leasing vs. Co-working

A-Class office space in a prime location in Barbados comes at a premium which may be out of a typical tenant's price range, especially in the case of a small business or an early-stage bootstrapped start-up.

REGUS	Monthly Cost	A CLASS BUILDING	Monthly Cost
All inclusive rate per person of \$1,450 per month. Office for 6 people	\$8,700	1000 sq. ft. \$50 psf plus \$25 service	\$6,250
		Outfitting of the space \$120 psf over 5 years	\$2,000
		Electricity \$0.63 psf	\$630
		Water \$0.23 psf	\$230
		Telephone and internet	\$400
		Receptionist	\$3,000
		Cleaner	\$700
	\$8,700		\$13,210

The Future of Shared Work Space

The shared office movement is building momentum and is expected to skyrocket locally and within the region. It is no surprise that Regus has recently opened an additional office in Trinidad and is expanding regionally to Guyana and Jamaica.

Landlords and property owners have also caught on to the convenience of being relieved of the burden of customizing office spaces to suit individual tenants. A few local commercial property owners offer excess vacant space to consumers in a similar fashion to modern co-working models. WeWork has benefited from this trend on a global scale.

The shared office movement will belong to owners and developers who are flexible and are able to respond to tenants' work and lifestyle needs by creating dynamic, inspiring and collaborative environments that allow for mobility, creativity and enhanced interaction among workers. As more collaborative office layouts and open spaces take hold, dedicated office spaces will shrink. This has vast implications for commercial property owners, developers and designers who are outfitting and retrofitting the office buildings of the future.

Rachel Edwards
Sales Manager

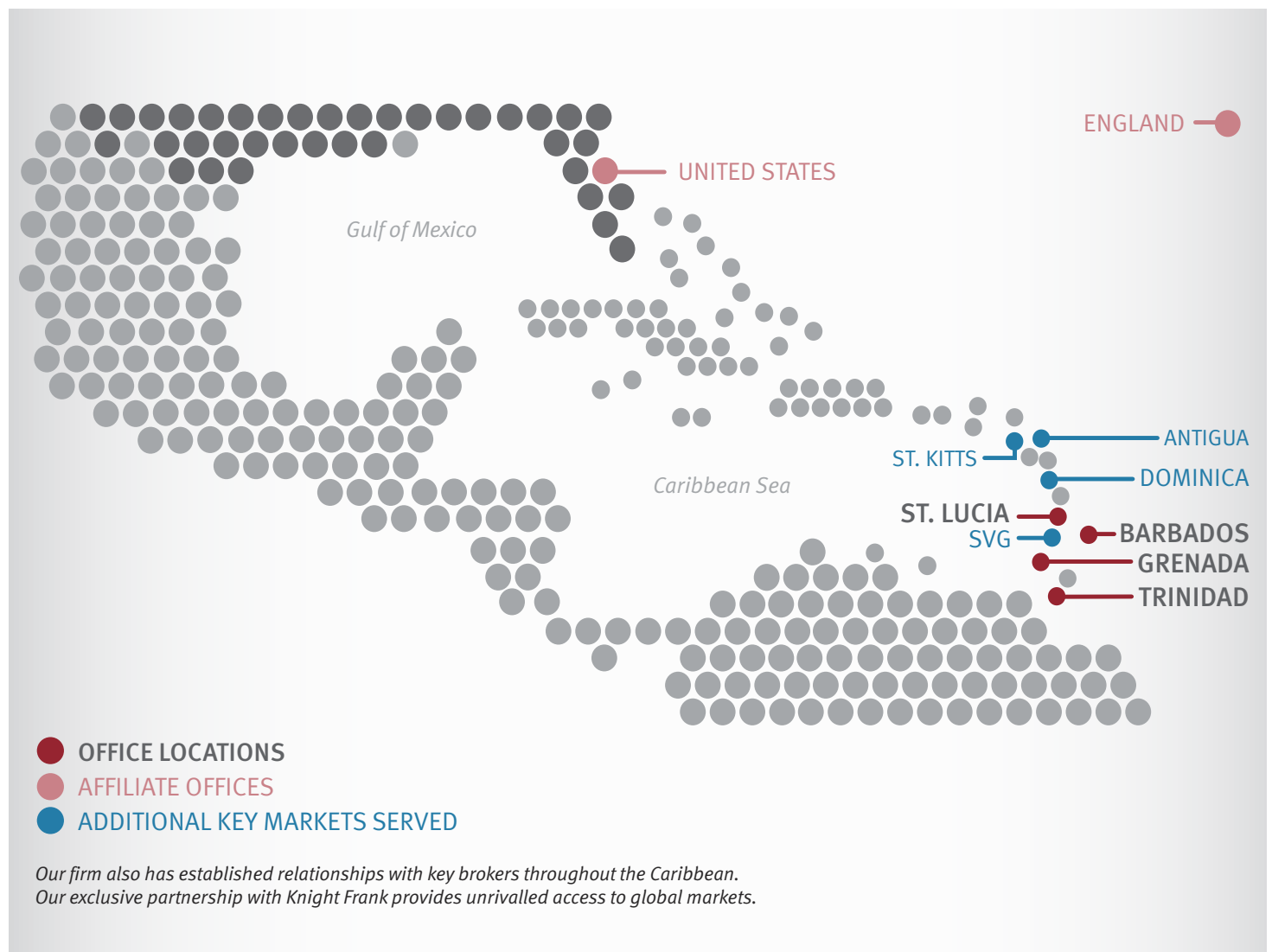
Real Estate Throughout the Region



Our regional reach

Our real estate knowledge goes a long way. Headquartered in Barbados, with offices in Trinidad, Grenada and St. Lucia and strategic alliances in other islands, our work extends to many islands in the Caribbean. Our reach, depth of expertise and wide-ranging services offer clients a broader perspective on all Caribbean real estate matters.

We leverage our experience and actively accumulate, bank and share knowledge with our clients to ensure they feel comfortable and confident to make informed decisions about real estate in the region.



An Inside View of **Luxury** Caribbean Five Bedroom Villas



The villa market in the Caribbean varies in price and standards throughout the region, with traditional markets like Barbados and St. Barts seeing increased competition from up and coming markets like St. Lucia, Antigua and Grenada. One area where the established markets have a proven track record is at the ultra-high end, with the availability of trophy or flagship properties.

In order to gain a better understanding of the dynamics at this end of the market we have selected a range of five bedroom trophy properties across the region to compare.

It is clear from these properties that the established markets with their proven track records and demonstrated ability to support the high-end clients' needs attract a significant premium on the newer markets.

As the markets grow to provide this support with things like world class dining and entertainment they will present much more viable alternatives joining other niche locations like Jumby Bay in Antigua and Mustique which have proven unique appeal.

Tarik Browne - Group Knowledge Manager

<p>Barbados</p>	<p>Price: USD\$28 Million</p>	<p>St. Barts</p>	<p>Price: USD\$22 Million</p>
<p>Beachfront property in Barbados went through a period where developers looked to maximize use by building condominiums on beachfront land. Villa Tamarindo is part of a return to flagship villa development in these spaces. Designed by renowned architect Larry Warren it incorporates very modern styling with traditional Caribbean elements and really sets the tone for the other properties earmarked for the surrounding lots.</p>		<p>Hillside property in St. Barts offers spectacular views and this property overlooking the bay of Lorient and spanning across more than 3 acres with an open plan layout opening out to an infinity pool surely delivers just that. In addition to the main pool, the master bedroom has an attached private plunge pool. The property also features a tennis court.</p>	
<p>Grenada</p>	<p>Price: USD\$4.25 Million</p>	<p>Antigua</p>	<p>St. Lucia</p>
<p>Name: Laluna Villa Location: Laluna Estate, Morne Rouge</p>		<p>Name: Galley Bay Heights Villa Location: Galley Bay Heights, Galley Bay</p>	
<p>One of several homes planned in a development connected with the Laluna boutique hotel the Italian designed villas offer contemporary modern designs with a Balinese influence. Access to the amenities at the resort is included with ownership including tennis courts, gym and spa.</p>		<p>Luxury developments in Antigua are currently clustered in several enclaves around the island, this property is in one of them overlooking picturesque Galley Bay. Easy access to amenities such as restaurants and high-end shopping is not as common as in well established markets. The house is finished with vaulted ceilings and hardwood floors and tastefully furnished with Italian furniture.</p>	
<p>Price: USD\$8.5 Million</p>		<p>Name: Arc en Ciel Location: Beau Estate, Soufriere</p>	
<p>With building on the beachfront in St. Lucia effected by the Queens Chain edict it is no surprise we find this property nestled in-between the Pitons and bordered by a forest reserve. This property incorporates many features of traditional Caribbean architecture with verandahs, jalousie shutters and wooden railings. Don't let the traditional exterior fool you, however, as the house features all modern amenities you would expect of a property of this caliber.</p>			

Real Estate Investment in the Caribbean
















Often market commentators are heard speaking about the Caribbean as if it is a single market for real estate investment. That is like going to the Olympics to watch sports.

There is everything from a sprint to a marathon, from horse riding to the hammer throw, and everything in between. Pick a sport please - they are not all the same. From my seat, I get to see the southern Caribbean real estate market from both the helicopter, and in the trenches. While there are similarities, perhaps it's the differences that provide the insight.

The value of real estate is constantly changing. For example, there was a time in Barbados when it would be said that property values only go up. Well we know that not to be true! The last several years have been a painful lesson in real estate economics. So too have been the last 100 years of real estate cycles on the island. In the book "The Sugar Barons" by Matthew Parker, the

first real estate boom in Barbados is highlighted having been brought on by the production of "sweet gold" in the form of sugar. The land that produced that sugar and created significant wealth for many generations still exists, but in relative terms it is worth much less today than commercial, residential, tourism, or beachfront land. In the late 1950's a plantation owner told my father that the land at Sandy Lane was worthless as the soil was sandy and infested with crabs!

So, what drives the value of land in Barbados as compared to our neighbors in Trinidad, Grenada and St. Lucia? In order to answer this question we have looked at what we think are the top 5 drivers of value today in various markets across the region.

BARBADOS TOP 5	ST. LUCIA TOP 5	TRINIDAD TOP 5
 <p>TOURISM - RECORD YEAR Up 5% in 2017</p> <p>↑</p>	 <p>TOURISM - Strongest Growth in the Caribbean in 2017</p> <p>↑</p>	 <p>PETROCHEMICAL PRICES & PRODUCTION Best since 2014</p> <p>↑</p>
 <p>US\$ RELATIVE STRENGTH Weakening vis a vis Sterling</p> <p>↑</p>	 <p>GDP GROWTH / POLITICAL STABILITY Confidence has returned</p> <p>↑</p>	 <p>GOVERNMENT SPENDING (projects)</p> <p>↔</p>
 <p>GDP GROWTH Last 3 Years 0.7%, 1.8%, 1%</p> <p>↓</p>	 <p>HEAD OFFICE Attracted Foreign Companies</p> <p>↑</p>	 <p>AVAILABILITY OF LIQUIDITY Strong</p> <p>↑</p>
 <p>OFFSHORE INDUSTRY</p> <p>↓</p>	 <p>CIP To bring much needed revenue</p> <p>↑</p>	 <p>FOREIGN INVESTMENT 2017 US\$ Reserves down</p> <p>↓</p>
 <p>POPULATION GROWTH</p> <p>↔</p>	 <p>TAX RESIDENCY PROGRAM To drive real estate investment</p> <p>↑</p>	 <p>MARKET CONFIDENCE Declining</p> <p>↓</p>

We must make the point that we are referring to the current market, as this too can change, just like the price of sugar changed the value for the plantation lands that produced the sugar cane. The tables below depict the top 5 drivers.

Our prediction for Barbados

Property values for foreign investors will improve over the next 5 years while property values in the local market will remain stagnant. The vacation home market will improve as a result of the stronger world economy but the local market that is driven by internal demand is predicted to remain flat for the next 3 to 5 years until confidence can be regained and Government debt is reduced to a manageable level.

Our prediction for Trinidad

The Trinidad economy is one of the largest in the Caribbean. A recovery in the world prices for petro-chemical products has both an immediate effect on Government revenues as well as the long-term effect of renewed investment in the sector. We expect that the local real estate market will recover slowly over the next 18 months to 2 years.

Our prediction for St. Lucia

There will be an expansion in the vacation home market and positive returns across the local real estate market as well over the next 2 to 5 years. We are seeing more demand for St. Lucia as a result of the growing tourism base and offshore sectors.

“
WHEN OUR MAIN SOURCE MARKETS OF BRITAIN, USA, CANADA AND EUROPE SNEEZE WE GET A COLD.
 AND WHEN THEY GET A COLD WE GET DOUBLE PNEUMONIA!
 ”

Our prediction for Grenada

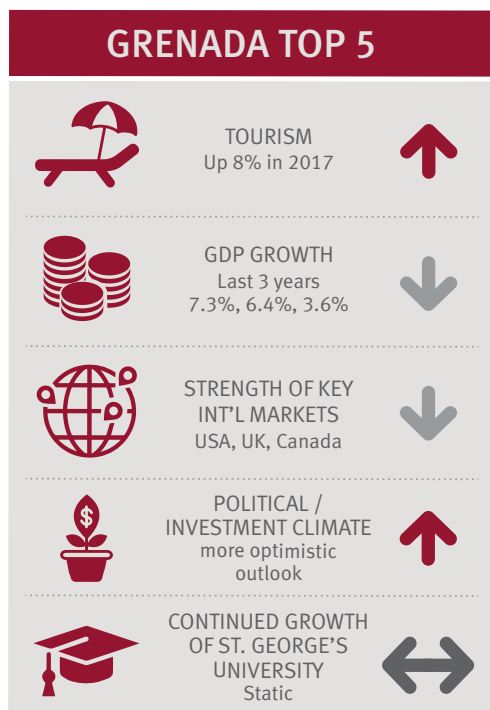
We see a slow recovery in the real estate market driven by the improvement in the world economy. The investment climate in Grenada is viewed as improving and it would take only a few projects to further stimulate the market.

The common factors amongst Grenada, Barbados and St. Lucia are the world market influence on tourism and the environment for offshore business. Trinidad stands out in its susceptibility to the petroleum industry. It is also clear that while the various CBI programmes are a windfall for Government revenues the link to real estate values is not clear (if it exists at all). See citizenship by investment article on page 138.

When our main source markets of Britain, USA, Canada and Europe sneeze we get a cold. And when they get a cold we get double pneumonia! The small economies of the region rely on the world economy to be successful. While Governments like to take credit when it is going well, it seems that they forget that they really have no influence on such. A focus on how to keep the local economies stable so as to provide at least some resistance to the world markets would be the best approach.

Barbados still offers the safest investment for clients of the markets we reviewed, as there is depth and diversity of product not available in the others. In simple terms, if I wanted to choose industrial or commercial real estate investment, I would focus on Trinidad. If I were looking for a boutique hotel investment, I would look to St. Lucia and Grenada. Drivers for a vacation home investment go far beyond the factors we considered above and really come down to emotion and taste. Just like the Olympics, there will be a champion in each discipline - but not everyone likes them all.

Andrew W Mallalieu, CPA FRICS
 Chief Executive



Citizenship by Investment



CIP allows an applicant to gain the citizenship of a country by making a donation to a country-specific government fund or real estate investment which helps in boosting the country's revenue and infrastructural and development initiatives.

CIPs provide the opportunity to legally acquire a new citizenship in a few months and investors can enjoy the rights of citizenship in the country and visa free/visa-on-arrival travel to over 100 other countries. There are currently five Caribbean countries participating in CIPs: Antigua & Barbuda, Dominica, Grenada, St. Kitts & Nevis and St. Lucia. St. Kitts & Nevis has the longest

running CIP, having first launched in 1993. St. Lucia is the most recent to embrace CIP (2016).

The Government Donation options vary across territories. Real Estate investment requirements are usually higher and are tied to government-approved projects. Additional costs include: Due Diligence fees, Processing and Application Fees, Government Fees, Passport Fees and Certificate of Naturalisation.

CIP comparison tables show a top line comparison of fees and general benefits across the 5 participating Caribbean countries.

Cost Comparison of CIP by Country (US\$)

INVESTMENT		ANTIGUA & BARBUDA	DOMINICA	GRENADA	ST. KITTS & NEVIS	ST. LUCIA
Real Estate	Individual	465,300	236,325	408,000	458,950	358,950
Government Donation	Individual	140,300	111,325	208,000	307,800	160,950
Real Estate	Family	489,200	256,300	424,000	550,300	453,300
Government Donation	Family	145,200	221,300	224,000	450,500	210,300

Citizenship by Investment Comparison Table

	ANTIGUA & BARBUDA	DOMINICA	GRENADA	ST. KITTS & NEVIS	ST. LUCIA
Year Started	2013	2002	2013	1984	2016
Minimum Investment	USD \$100,000	USD \$100,000	USD \$150,000	USD \$150,000	USD \$100,000
Spouse/Family Eligible for Residence	YES (Children up to age 28)	YES (Children up to age 30)	YES (Children up to age 30)	YES (Children up to age 30)	YES (Children up to age 25)
Amount of Time to Obtain Citizenship	3-6 months	4-12 months	3-6 months	3-6 months	3-6 months
Visa-Free/ Visa-on-Arrival Countries	136 (inci. UK & Schengen)	119 (inci. UK & Schengen)	124 (inci. UK & Schengen)	136 (inci. UK & Schengen)	127 (inci. UK & Schengen)
Face-to-face interview	NO	YES	NO	NO	NO
Residency Requirement Prior to Citizenship	NO	NO	NO	NO	NO
Residency Requirement After Citizenship	5 days in the first five years of citizenship	NO	NO	NO	NO
Second Passport by Investment	YES	YES	YES	YES	YES
Dual Citizenship Recognized?	YES	YES	YES	YES	YES
A right of descent for future generations	YES	YES	YES	YES	YES

Sources: cip.gov.ag, cbiu.gov.dom, cbi.gov.gd, civ.gov.kn, cipsaintlucia.com

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REAL ESTATE RELATED ACTS OF BARBADOS

CAP 78 - Land Development Duty Act	Makes provision for the imposition of duties on sale of land in areas where the Government undertakes or proposes to undertake substantial expenditure from public funds
CAP 78A - Land Tax Act	Provides for the imposition of a tax on land and for related purposes.
Land Tax (Amendment No.2) Act, 2012	Amends the Land Tax act to make provisions for the land tax measure set out in the Financial Statement and Budgetary Proposals for 2011. Includes cap on residential property tax, and rebates for hotels, pensioners, villa operators, individual manufacturers,.
Land Tax (Amendment) Act, 2017	This Bill would amend the Land Tax Act, Cap. 78A to include the words "Barbados Tourism Product Authority" in order ensure that it is clear that proprietors of villas and hotels registered with the BTPA should continue to receive the rebate given under the Land Tax Act, Cap. 78A;
CAP 84A - Property Transfer Tax Act	Provides for the imposition of a tax on the disposal of land and company shares and for related matters.
CAP 229 - Land Registration Act	Makes provision for the registration of titles to land and for dealings in land so registered, for the administration of the unregistered system of dealing in titles at the Land Registry, and for purposes connected therewith.
CAP 229A - Land Valuation	Makes provision for determining the valuation of land for taxation, rating and other purposes and for matters connected therewith or incidental thereto.
CAP 228 - Land Requisition Act Original	An Act to authorise the acquisition of land for public purposes.
CAP 228A - Land (Adjudication of Rights & Interests) Act	Makes provisions respecting the adjudication of titles to land.
CAP 228B - Land Boundaries Act	Represents the demarcation of land boundaries and related matters.
CAP 221 - Agricultural Holdings (Options to Purchase)	Makes provision respecting the purchase of agricultural holdings by tenants and for the purpose of facilitating agricultural development in Barbados.
CAP 237A - Special Development Areas	Provides for the designation of special development areas and for relief to persons carrying out work in those areas and to persons providing the financing of such work.
Special Development Areas Boundary Order	The boundaries of the areas specified in the First Schedule to the Special Development Areas Act are prescribed in this Order.
CAP 71- Exchange Control Act	Relates to exchange control. SECTION 3B applies to Restriction on disposition of certain property to non-residents
CAP 224A - Condominiums Act	Facilitates the division of properties into parts that are to be owned individually and parts that are to be owned in common and to provide for the use and management of such properties.
CAP 230 Landlord & Tenant Act	Consolidates and amends the Acts of Barbados relating to landlord and tenant.
CAP 230A- Landlord & Tenancy Act- Registration of Tenancy	Provides for the registration of premises that are let out and related matters.
CAP 240 Town & Country Planning	Makes provision for the orderly and progressive development of land in both urban and rural areas and to preserve and improve the amenities thereof, for the grant of permission to develop land and for other powers of control over the use of land, to confer additional powers in respect of the acquisition and development of land for planning, and for purposes connected with matters aforesaid
Land Title Proceedings Bill, 2011	Reforms the law relating to the method of obtaining title to land through the procedure known as "a title suit" or "a foreclosure suit".
Cap 341 Tourism Development Act Tourism Development (Amendment), Act 2014 (includes the BTPA)	Encourages the sustainable development of the tourism industry by providing duty-free concessions and income tax concessions for approved tourism projects and certain tourism entities and for other related matters.

REAL ESTATE RELATED ACTS OF BARBADOS

Tourism Development (Amendment), Act 2014 (includes the BTPA)	Amends the Tourism Development Act of August 31, 2002. Encourages the sustainable development of the tourism industry by providing duty-free concessions and income tax concessions for approved tourism projects and certain tourism entities and for other related matters.
CAP 342 - Barbados Tourism Authority Act 2002	Revises the Barbados Tourism Authority Act. [1st November, 1995] This Act establishes the Barbados Tourism Authority as a body corporate and provides for its functions and powers, organization and management. The Act also establishes the Board of Directors of the Authority and the Tourism Advisory Council and provides for the licensing and registration of tourist accommodations by the Authority.
Barbados Tourism Product Authority Act, 2014.	Promotes and facilitates the efficient development of tourism in Barbados, the repeal of the Barbados Tourism Act CAP 342 and for related matters.
CAP 129 Money Laundering and Financing of Terrorism (2000)	Provides for the prevention and control of money laundering, the prevention of the financing of terrorism and for related matters.
Money Laundering and Financing of Terrorism (Prevention and Control) Act, 2011	Reforms the law in respect of the prevention and control of money laundering and financing of terrorism and provide for related matters.
REVISED Anti Money Laundering CFT GUIDELINE October Revision	The Guideline, which is being issued in conjunction with the Anti-Money Laundering Authority pursuant to its powers under Section 26 of MLFTA, replaces the 2006 KYC Guideline and is updated to reflect the changes in the MLFTA.
CAP 373 - Profession, Trade and Business Registration Act	Makes provision for the registration of persons exercising or engaging in any profession, trade, business or calling and to provide for related matters.
Crown Lands (Vesting & Disposal)	An Act to vest in the Crown certain lands, to make provision for the acquisition and disposal of lands by the Crown, for the lease of certain land by the Crown and in relation to land acquired by the Admiralty for the Oceanographic Research Station, and for purposes connected therewith.
CAP 236 - Property Act Original	Makes provisions respecting property.
CAP 239B - Tenancies Freehold Purchase Act	Provides a right for tenants of lots in certain tenancies to purchase the freehold in those lots; to alter section 16 of the Constitution to assure the constitutionality of that right; and to provide for matters related or incidental thereto.
CAP. 240 - The Town and Country Planning Act,	Makes provision for the orderly and progressive development of land in both urban and rural areas and to preserve and improve the amenities thereof, for the grant of permission to develop land and for other powers of control over the use of land.
CAP 249 - Succession Act	Amends and consolidates the law relating to succession to the property of deceased persons, and, in particular, the devolution, administration, testamentary disposition and distribution on intestacy of such property, and to provide for related matters.
Barbados Revenue Authority Act, 2014 (2014-02-10)	Establishes the Barbados Revenue Authority and to provide for its structure, management and functions, for appeals against its decisions and for related matters.
Barbados Revenue Authority (Amendment) Act, 2017	This Bill would amend the Barbados Revenue Authority Act (Act 2014-1) to make provision for the issuance of tax clearance certificates and for related matters.
CAP 87 - Value Added Tax Act	Provides for the imposition and collection of value added tax and for related matters.
Value Added Tax Act Amendment 2015	Amends the Value Added Tax Act, Cap. 87 to increase the efficiency of tax administration, provides for the imposition of value added tax on certain mobile services and enhances the enforcement provisions in the Act and for related matters.
Municipal Solid Waste Tax 2014	Provides for the imposition and collection of the "municipal solid waste tax" and for related matters. NOTE: This Act expired on March 31, 2015 but all outstanding taxes must be paid to obtain a tax clearance certificate when selling property.

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