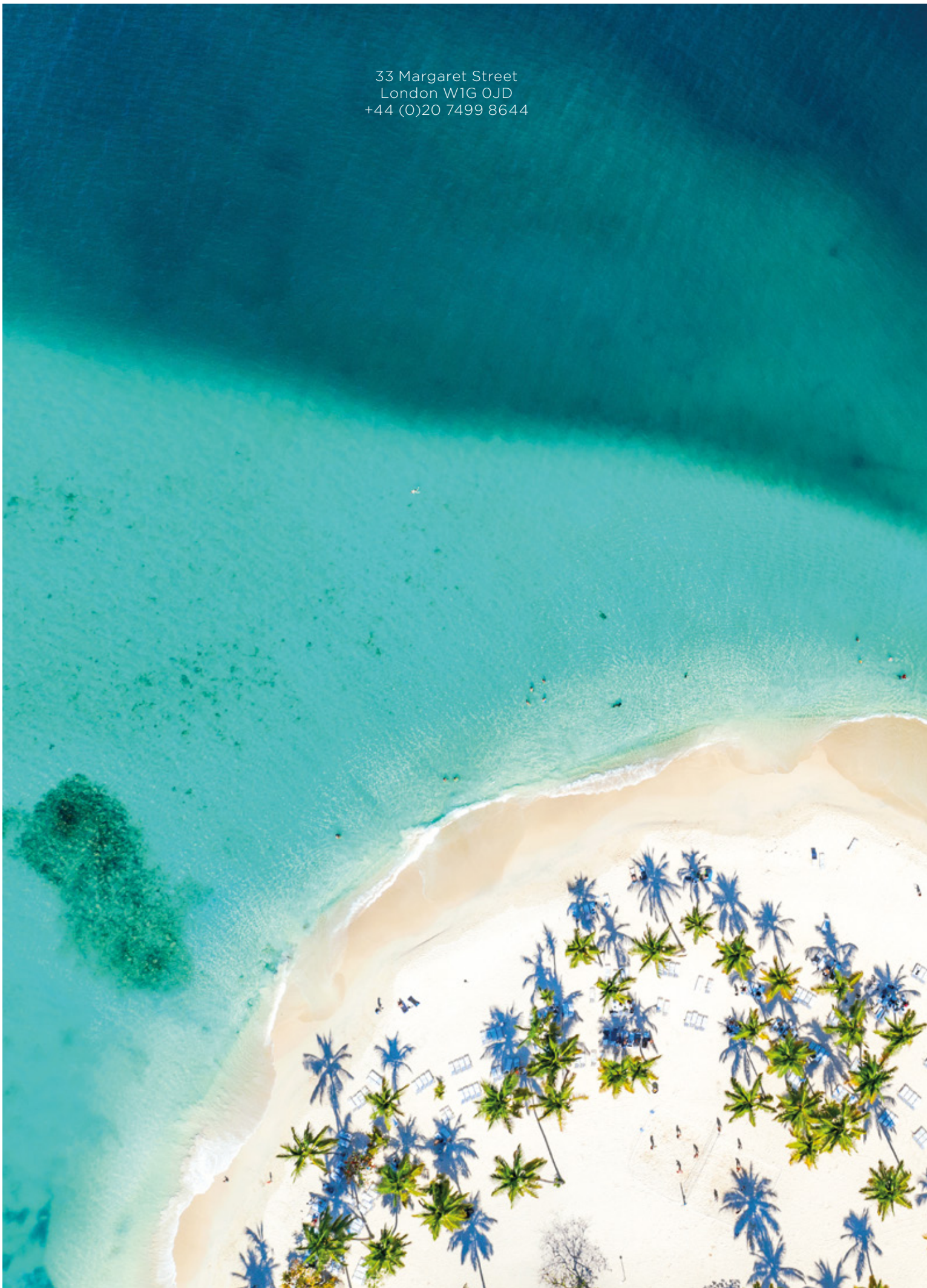


33 Margaret Street
London W1G 0JD
+44 (0)20 7499 8644



CARIBBEAN ISLANDS

PRIME RESIDENTIAL PROPERTY
2022/23





James Burdess
Savills Head of Caribbean
and Latin America
+44 (0) 20 7016 3783
jburdess@savills.com

Welcome to Savills Caribbean Research report. As you will see the market is vibrant and for the first time since before 2008, we have substantial new projects in development region-wide.

Following the pandemic, people are seeking fresh air, open spaces and, in short, a great lifestyle. The Caribbean climate and the warmth of the Caribbean people have never been more in demand.

We have new golf projects in Barbados, Marina projects in Antigua and numerous branded hotel and residential communities coming to the market in 2023.

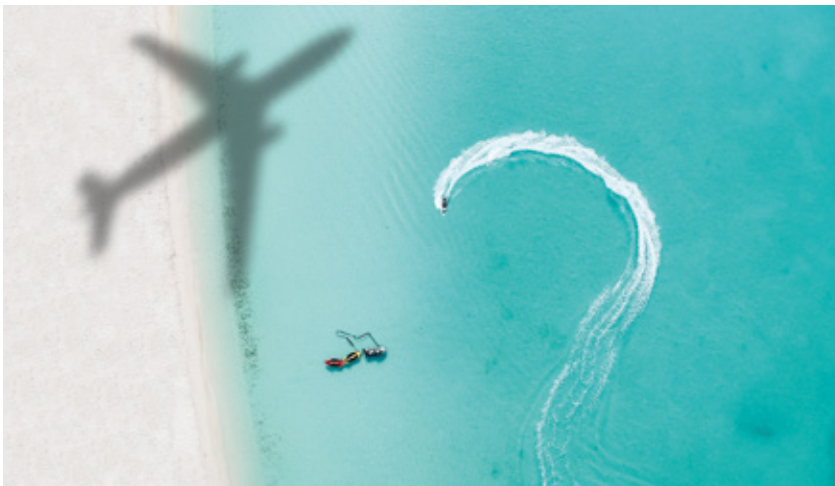
With flights returning to pre-pandemic levels, our clients have discovered that working from home can now mean working from anywhere, including a break from European and North American winters, in a region where fundamentals such as excellent digital infrastructure, education and healthcare are well-established.

Many islands, have indeed created special visas enabling our owners and long term rental clients to stay as long as they like and enjoy everything this dynamic region has to offer.

We have also provided unprecedented levels of Development Consultancy in the Caribbean and from 2023 onwards you will see some of the world’s top brands such as One and Only, Rosewood and Four seasons all with new Caribbean projects.

We have seen record sales years over the last three years and expect demand to continue. We are especially excited to strengthen our network with partnerships on the eastern seaboard of the USA with Corcoran and a partnership with Harvey Kalles in Toronto.

If you are an investor, developer or looking for your dream Caribbean home at Savills we have the best network to help you find your perfect island in the sun.



CONTENTS

4 - 5

Caribbean Prime Residential Market

6 - 7

Caribbean Region Overview

8 - 20

Islands In Focus

21

Market Outlook

22 - 23

Contacts

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“ Across the region, prime residential property markets have seen an increase both in transactions and pricing since 2019. ”

Caribbean prime residential market

Since the lifting of travel restrictions, international buyers have returned to the region in large numbers with branded residences proving popular

The Caribbean offers a high quality of life, beaches, open space, a warm climate, and is particularly appealing for those looking to escape northern-hemisphere winters. Between December and April, hotels and second homes across the region are full of people searching for winter sunshine and warmth. Average temperatures for these five months range from 24 degrees centigrade in the Bahamas to 28 degrees in St Lucia.

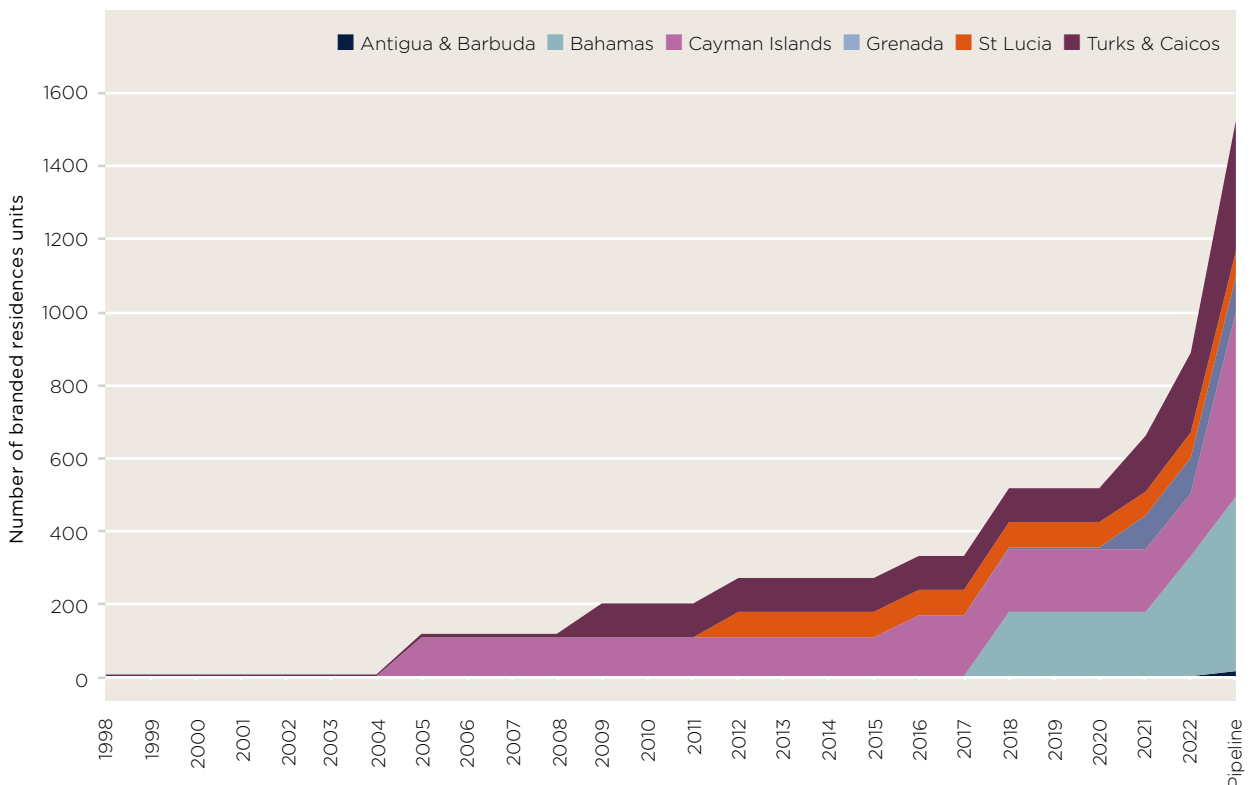
People are willing and able – thanks to hybrid working – to spend longer away from their primary base, benefiting the Caribbean in particular. Stays which previously lasted two weeks are stretching into two months, or longer. Several islands have embraced remote working and have targeted ‘digital nomads’ by offering remote-working visas.

The Bahamas offer the Bahamas Extended Access Travel Stay (BEATS), Antigua offers the Antigua Nomad Digital Residence, and Barbados provides the Barbados Welcome Stamp for temporary residents.

As with prime markets in major global cities, location and access to amenities are key determinants of property pricing. In the Caribbean, beach front properties command higher prices, a trend made more acute by a shortage of beachfront stock. Easy access to airports, beach clubs, golf courses and marinas are all favoured and properties in closer proximity often command higher values.

Across the region, prime residential property markets have seen an increase both in transactions and pricing since 2019. Although hampered by the global pandemic, the lifting

Total number of branded residences by island



Source: Savills Research and Savills Global Residential Development and Consultancy



of international travel restrictions and improvisation of agents proved fundamental to maintaining the markets momentum. Buyers have returned to the region in large numbers looking for second or retirement homes. Prime prices range from \$650 per square foot for off the beach villas in Antigua to \$2,780 per square foot for villas on the beach in the Cayman Islands.

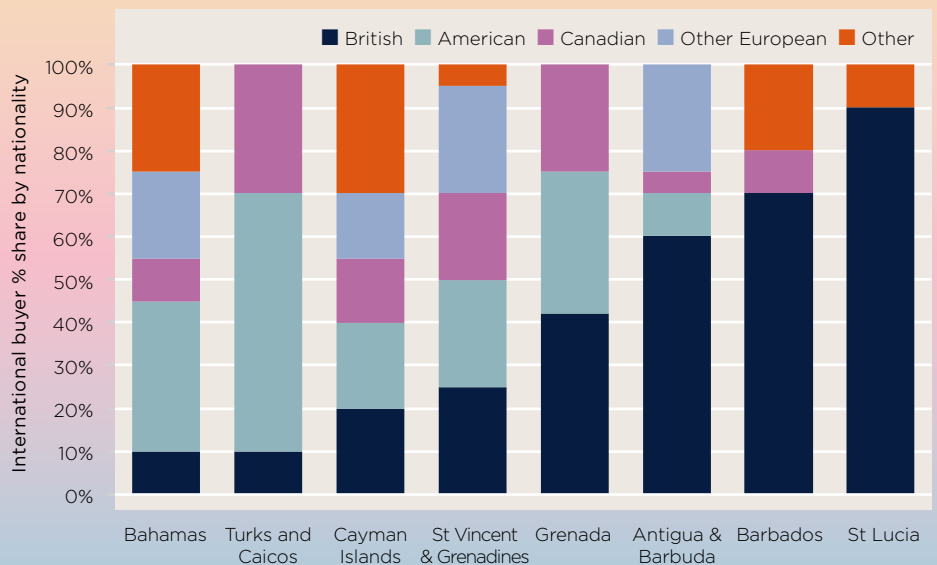
One interesting development in recent years has been the growth of branded residences in the Caribbean,

particularly appealing to buyers seeking hassle-free ownership, security of a known-brand, and a rich amenity offer. The Bahamas comprises the largest supply of branded residences units with a 27% market share, followed by Cayman Islands (26%) and Turks and Caicos Islands (23%). Overall supply across these eight islands is set to double over the next five years to more than 1,500 units as demand for these types of properties continues to grow.

International buyer profiles in the Caribbean vary by island, but primarily come from the United States and Canada, the United Kingdom and elsewhere in northern Europe, but there is representation from across the globe. They tend to be over 40 years old, self-employed, self-made, or retired.

The weakening global economic outlook, coupled with rising interest rates are a headwind for property markets worldwide, but most purchasers in the region are less reliant on debt financing. For many, buying a property in the Caribbean is a purchase of passion rather than a purely investment decision, and there exists a strong rental market across the region as many owners choose to rent out their properties, at least for part of the year. Good returns can be achieved, particularly given the limited supply of properties and high demand during the peak winter season.

International buyer profiles by island



Source: Savills Research
Note: Excludes domestic purchasers

Gulf of Mexico

UNITED STATES

Caribbean region overview



The Bahamas

The Bahamas prime residential market made a strong recovery in 2021 following the global pandemic, and prices rose as demand outweighed supply. Prime prices average \$735 per square foot for an apartment and \$1,650 per square foot for a villa, while some developments such as Albany and the Ocean Club Estates achieve prices upwards of \$2,000 per square foot.

THE BAHAMAS

CUBA

TURKS & CAICOS

HAITI

CAYMAN ISLANDS



Cayman Islands

The Cayman Islands property market performed well over the previous three years and is forecast to continue to see growth into 2023. Developments along the Seven Mile Beach include the Yacht Club and Watercolours, which command prices upwards of \$1,000 per square foot. The newest addition, The Watermark has seen prices of upwards of \$2,500 per square foot.

HONDURAS

NICARAGUA

Caribbean Sea

COSTA RICA

COLOMBIA

North Atlantic Ocean



Turks & Caicos

An undersupplied market, the Turks and Caicos prime residential market has experienced price growth of more than 10% since 2019, in spite of the global pandemic. Demand continues to exceed supply, and growth is set to continue into 2023, fuelled by a limited development pipeline and resilient buyer base dominated by North Americans.



Antigua & Barbuda

A competitively priced prime residential market, average prime prices stand at \$860 per square foot. European buyers outnumber North American buyers five to one, though the number of Americans active in the market is rising. This supported price growth of 5%-10% in 2022, which is expected to slow in 2023.



Barbados

Location is key to prime residential prices in Barbados. Prime property is concentrated on the west coast, favoured areas for their beaches and access to amenities. A thriving economy, comparatively high volumes of foreign direct investment, and recovering tourism industry have underpinned stable pricing on the island which is set to continue into 2023



St Vincent and the Grenadines

Supply and demand is, at present, balanced in St Vincent and the Grenadines. Forthcoming hotel schemes include St Vincent Marriott Resort and a Sandals Beaches Resort. These new developments look to take advantage of rising tourist numbers to the islands.



St Lucia

St Lucia saw a surge of activity when Covid-19 travel restrictions eased. Historically undersupplied, a number of new schemes have completed in the past three years, and a number of Sugar Beach's prime residences exchanged last year. With limited prime stock, prime prices on St Lucia range from \$2.5 million for a one bedroom property up to \$8.5 million for a beachfront residence.



Grenada

Grenada's prime residential market is largely domestic and has performed steadily in the last three years. British buyers and a small number of American and Canadians are attracted to the island, which offers a discrete and tranquil second home or retirement location.

ANTIGUA & BARBUDA

ST LUCIA

BARBADOS

ST VINCENT & THE GRENADINES

GRENADA

DOMINICAN REPUBLIC

VENEZUELA



ANTIGUA AND BARBUDA

★ **CAPITAL**
Saint John's

GDP

GDP 2021	\$1.4 billion
YoY GDP Growth (2020 vs 2021)	7%
5-year GDP Growth (2015 vs 2019)	26%

Average price \$ per square foot

Beachfront apartment	\$665
Beachfront villa	\$1,250
Non-beachfront villa	\$650

Source: Savills Research

POPULATION 2021

 **98,728**



CRUISE SHIP PASSENGER VISITS, 2019
752,600



AIR PASSENGERS, 2019
300,990



TOTAL TOURIST NUMBERS, 2019
1,053,590

SAINT JOHN'S



27
FLIGHT CONNECTIVITY, NO. OF DESTINATIONS

18
FLIGHT CONNECTIVITY, NO. OF COUNTRIES



27°C (80°F)
CLIMATE, AVERAGE TEMPERATURE

Source: World Bank, FlightConnections, and national sources



The island of Antigua and its sister island, Barbuda, are located in the Leeward Islands, and are home to just under 100,000 people. Residential demand and transactions in Antigua were rising pre-pandemic and activity has remained buoyant since. Antigua and Barbuda are particularly European in their buyer profile, with 60% of buyers being British and another 25% made up of other European buyers. Agents are reporting that interest is increasing among Americans.

Antigua is only 108 square miles in size. New residential product is in short supply as a consequence of these land constraints, driving price growth. There are, however, several developments planned or under construction; the redevelopment of Jolly Harbour, Barbuda Ocean Club, high-end luxury holiday homes by Discovery land, is underway, and the infrastructure has been put in place and construction is underway at Pearn's Point.

Though there has been price growth in recent years, Antigua remains a competitively priced market compared to some neighbouring islands with an average price per square foot for prime properties of \$660 and \$1,250 for apartments and villas, respectively. Though the return of international travel and the increased attractiveness to Americans means that there is ample opportunity for growth.



PRIME MARKET PRICE PERFORMANCE 2019 - 22



5% to 10%

PRIME MARKET PERFORMANCE 2022



No change

PRIME MARKET FORECAST PERFORMANCE 2023

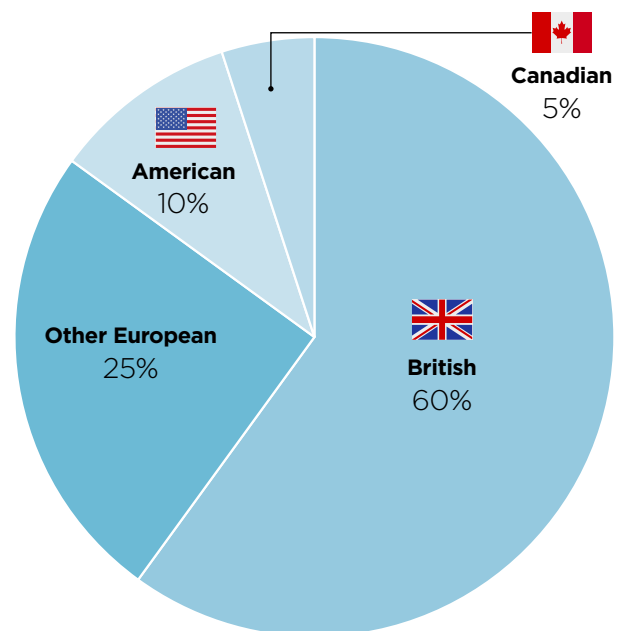


Minor decrease

Antigua and Barbuda International buyer profiles

A beach for everyday of the year and extensive tourist infrastructure it is no surprise that tourism accounts for upwards of 60% of Antigua’s national income. There are 20 independent hotels operating on the island, seven luxury properties and 13 upper upscale properties, with the Rosewood Half Moon Bay in the pipeline. Rosewood Half Moon Bay is the newest prime residential development on Antigua, and this branded scheme commands premium prices at an average of \$2,000 per square foot. It offers 8,000 feet of private oceanfront and sits south of 27 acre Nelson’s Dockyard national park.

Host to the annual Antigua Charter Yacht show, Antigua and Barbuda are popular yachting and sailing destinations. Attracting keen sailors and superyacht owners to both the marinas and prime residential market. To add to its international appeal, the country also offers a Citizenship by Investment programme. The Antiguan passport is the 23rd most powerful passport in the world, offering free movement to Hong Kong, Russia, Singapore, the UK and Europe’s Schengen Area, among other locations. Well connected, there are flights to 18 countries from V.C. Bird International Airport. There have also been additional flights added in recent years, which is helping to increase the appeal of the island.

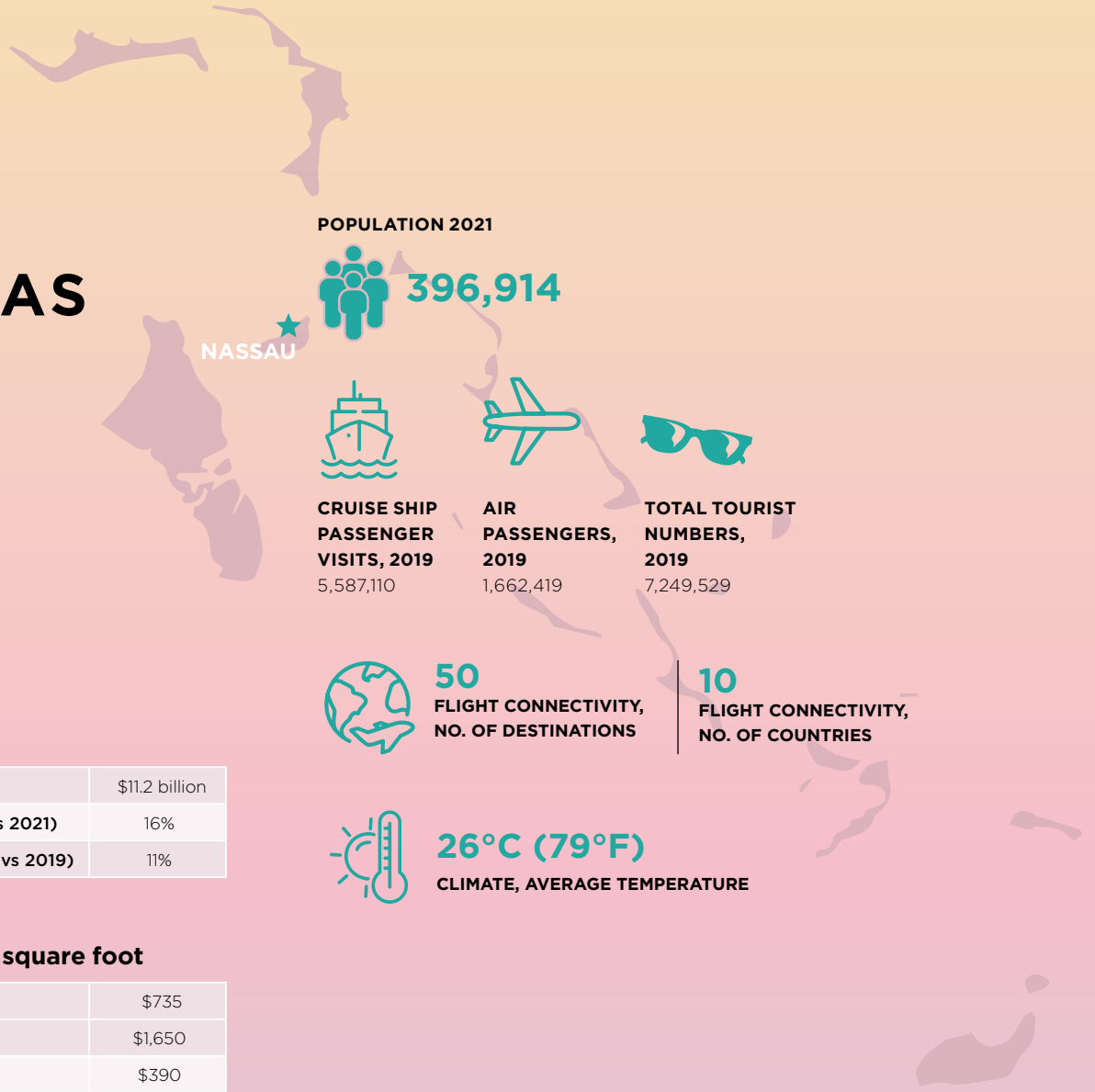


Source: Savills Research. Excludes domestic purchasers



THE BAHAMAS

★ **CAPITAL**
Nassau



GDP

GDP 2021	\$11.2 billion
YoY GDP Growth (2020 vs 2021)	16%
5-year GDP Growth (2015 vs 2019)	11%

Average price \$ per square foot

Beachfront apartment	\$735
Beachfront villa	\$1,650
Non-beachfront villa	\$390

Source: Savills Research

Source: World Bank, FlightConnections, and national sources



The Bahamas, comprising of more than 3,000 islands, spans some 5,300 square miles. The Bahamas residential market has experienced significant growth since the Global Financial Crisis. In the intervening years, the government actively enacted policy to boost the property market, including low property tax measures. This put the islands in a strong position when the pandemic hit and prices have risen by more than 10% since 2019, fuelled by low levels of supply, tight rental markets and the draw of amenities on offer.

The Bahamas prime market is typically characterised by unleveraged buyers who are searching for a new chief residency or place to reside for a minimum of four months of the year. The islands historically have been dominated by North American buyers; however in recent years, buyers from Europe have become more active in the market.

The Bahamas economy made a strong recovery during 2021 from its Covid-19 slump with GDP growing 15.6% year on year. Tourism comprises 50% of total GDP, a relatively strong financial service sector however aided this recovery and has attracted companies and talented individuals. A reliable and fast internet connection and infrastructure which supports remote working has all facilitated confidence in people relocating to the islands.

Capitalising on the surge in digital nomads has been a boost for the Bahamas tourism industry. The government



PRIME MARKET PRICE PERFORMANCE 2019 - 22



10%+

PRIME MARKET PERFORMANCE 2022



5%

PRIME MARKET FORECAST PERFORMANCE 2023



No change

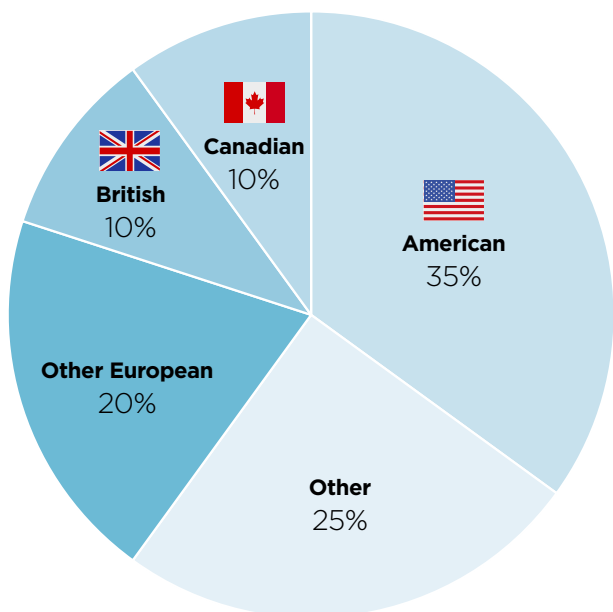
launched the Bahamas Extended Access Travel Stay (BEATS) programme in October 2020 to attract digital nomads. This visa grants temporary residency in the Bahamas for 12 months and can be renewed for up to 36 month stay.

The country also has a business-friendly environment with incentives for investment, offering a favourable tax regime. Personal income, capital gains, corporate profits, inheritance and dividends are all tax exempt. Businesses can also receive relief from customs duties on approved building supplies, raw materials and equipment.

Receiving an average of over 6 million visitors per year pre-pandemic, a large tourism sector lends itself to a flourishing rental market. Despite tourism levels dropping during the pandemic, long term lets of between one and three years have experienced an estimated 20% increase in rental values. Agile working has played an important role in driving demand, according to agents.

There are over 50 high end hotels located on the islands, eight of which are branded from major international chains. The bounce in tourism is attracting institutional investors as well; in March 2022, a hotel in Nassau transacted for \$54 million. Branded residences are expanding on the islands, with three pipeline developments set to increase the current number of units by 31%.

Bahamas International buyer profiles



Source: Savills Research. Excludes domestic purchasers



BARBADOS

★ **CAPITAL**
Bridgetown

GDP

GDP 2021	\$4.9 billion
YoY GDP Growth (2020 vs 2021)	5%
5-year GDP Growth (2015 vs 2019)	12%

Average price \$ per square foot

Beachfront apartment	\$750
Beachfront villa	\$1,400
Non-beachfront villa	\$550

Source: Savills Research

POPULATION 2021

 **287,708**



**CRUISE SHIP
PASSENGER
VISITS, 2019**
443,233



**AIR
PASSENGERS,
2019**
520,881



**TOTAL TOURIST
NUMBERS,
2019**
964,114



28
**FLIGHT CONNECTIVITY
NO. OF DESTINATIONS**

17
**FLIGHT CONNECTIVITY,
NO. OF COUNTRIES**

BRIDGETOWN



28°C (82°F)
CLIMATE, AVERAGE TEMPERATURE

Source: World Bank, FlightConnections, and national sources



Barbados, the most easterly of these eight Caribbean islands, has a population of nearly 300,000. Largely dependent on tourism and finance, it also receives significant inflows of foreign direct investment, totalling \$720 million between 2018 and 2020.

The island's prime residential market has performed well in 2022 to date, with prices growing in excess of 10% following several years of flat growth. Next year is also set to be a positive year for the prime property market on the island particularly now that pandemic-related travel restrictions have been removed. Non-resident foreign buyers must obtain permission from the central bank to purchase a property, though this is seen largely as a formality.

Barbados has had a long-standing appeal for buyers from Europe and the Americas. Because of historical ties, British buyers dominate, accounting for 70% of purchasers. They are followed by Canadians who make up a further 10% of purchasers.

Most prime property is located on the west and south coasts where the most popular beaches and amenities are found, areas that also command the highest prime prices. A number of new developments have come to market in recent years, including as Porters Place, Azzurro, and Ocean Grove. Apes Hill, set overlooking the Caribbean Sea has seen the addition of more than 80 new homes and a revival of the 18 hole golf course. Also on the west coast is the Sandy Lane development, which comprises of hotel rooms and suites,



PRIME MARKET PRICE PERFORMANCE 2022



No change

PRIME MARKET PERFORMANCE 2022



Increase 10% +

PRIME MARKET FORECAST PERFORMANCE 2023



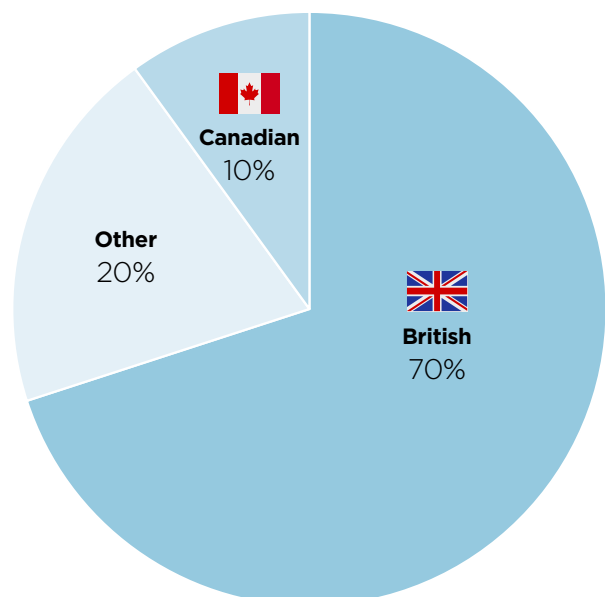
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two golf courses and multiple private villas. These villas range in price from \$2.5 million for a second hand residence in need of modernisation, up to just short of \$10 million and with an average per square pricing of \$700 to \$800.

Barbados also aims to attract foreign buyers and investment through its Special Entry and Reside Permits (SERPs). Non-residents can gain residency for five years in return for US\$2m property investment, though there are some conditions to the scheme. The island was also one of the first countries to implement a ‘digital nomad’ visa which allows for workers employed at companies outside of Barbados to work in the country for up to a year. The island also has one of fastest internet speeds in the Caribbean, download speeds of 90.7 mbps, a further incentive to internet-dependent digital nomads.

The pandemic saw tourist numbers to Barbados plummet, along with most other locations, as lockdowns and international travel restrictions limited the movement of people. For an economy dependent on tourism, this had an outsized impact on the local economy and employment figures, especially as annual visitor numbers were reaching close to a million in 2019. However, since restrictions have lifted, the island has made a strong recovery with the government actively encouraging travel to Barbados. Figures for the year to date suggest 2022 will exceed a total of 400,000 tourists. This has also been reflected in prime residential transaction numbers and rental market values which have increased in line with the return of travel.

Barbados International buyer profiles



Source: Savills Research. Excludes domestic purchasers



CAYMAN ISLANDS

★ **CAPITAL**
George Town

GEORGE TOWN

POPULATION 2021

 **66,498**



CRUISE SHIP PASSENGER VISITS, 2019
1,831,000



AIR PASSENGERS, 2019
502,700



TOTAL TOURIST NUMBERS, 2019
2,333,700



24
FLIGHT CONNECTIVITY,
NO. OF DESTINATIONS

6
FLIGHT CONNECTIVITY,
NO. OF COUNTRIES

GDP

GDP 2020*	\$5.6 billion
YoY GDP Growth (2019 vs 2020)	7%
5-year GDP Growth (2015 vs 2019)	26%



28°C (82°F)
CLIMATE, AVERAGE TEMPERATURE

Source: World Bank, FlightConnections, and national sources
Note: *2021 GDP figures unavailable

Average price \$ per square foot

Beachfront apartment	\$1,140
Beachfront villa	\$2,780
Non-beachfront villa	\$585

Source: Savills Research



The Cayman Islands are a British Overseas territory comprising of three islands: Grand Cayman, Cayman Brac and Little Cayman. Home to 66,500 people, the islands saw approximately 1,000 immigrants per annum prior to the pandemic. An important financial and insurance centre, ranking 67th in the Global Financial Centres Index, the Cayman Islands have a particularly high GDP per capita of nearly \$85,000. Tourism is the other major economic driver, and the sector was largely responsible for the Cayman Islands economic bounce-back after the pandemic.

The islands' prime property market remained buoyant during the pandemic, and prices have risen by more than 10% in the past three years. They are expected to grow by a further 5% in 2023. Price growth is underpinned by a fundamental lack of supply, with new delivery further compounded by material shortages and rising costs. During the pandemic, there was significantly increased demand for single family homes with water access. More recently demand for beachfront condos has returned. No annual property tax, income or withholding tax is levied, and a stamp duty of 7.5% of the purchase price or market value is paid on property sales, creating a comparatively attractive property purchase market.



PRIME MARKET PRICE PERFORMANCE 2019 - 22



10%+

PRIME MARKET PERFORMANCE 2022



Increase 5% to 10%

PRIME MARKET FORECAST PERFORMANCE 2023



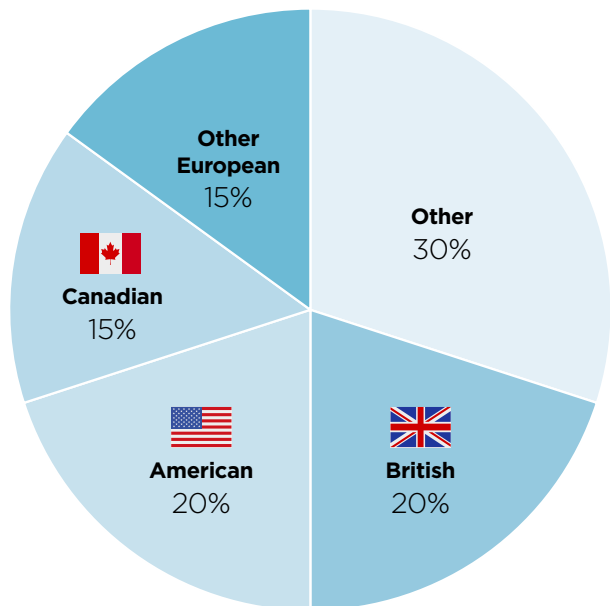
Increase 5% to 10%

Cayman Islands International buyer profiles

There are several developments in the pipeline which should help to mitigate – but not alleviate – the situation. Most of the new schemes are located along Seven Mile Beach (in fact 6.3 miles long), the most popular stretch of Grand Cayman. Future developments include The Watermark, a luxury beachfront condominium development with over 90% of units sold; Aqua, a development of large four-bedroom lateral residences; and Seacrest, which launched in 2018 and offers 20 beachfront condominiums.

The Cayman Islands offers a programme to attract digital nomads for short-term residency. The Cayman Islands Global Citizen Concierge Program allows people employed for companies outside of the territory to relocate to the islands for up to 24 months, though there are some income restrictions.

Since 2015, just under a billion dollars has transacted in commercial property (\$991 million). The majority of this activity has been in the hotel segment, notably the sale of the Ritz Carlton Grand Cayman, while \$4 million of offices transacted have transacted, including the sale of Bermuda House which is occupied by the Cayman Islands Government. It is the second largest commercial real estate market in the Caribbean for transactions, after Puerto Rico.



Source: Savills Research. Excludes domestic purchasers



TURKS & CAICOS

★ **CAPITAL**
Grand Turk (Cockburn Town)

GDP

GDP 2021	\$943.3 million
YoY GDP Growth (2020 vs 2021)	2%
5-year GDP Growth (2015 vs 2019)	27%

Average price \$ per square foot

Beachfront apartment	\$1,100
Beachfront villa	\$1,500
Non-beachfront villa	\$700

Source: Savills Research

POPULATION 2021

39,226



CRUISE SHIP PASSENGER VISITS, 2019
486,739



AIR PASSENGERS, 2019
1,111,818



TOTAL TOURIST NUMBERS, 2019
1,598,557



26
FLIGHT CONNECTIVITY, NO. OF DESTINATIONS

7

FLIGHT CONNECTIVITY, NO. OF COUNTRIES

COCKBURN TOWN



27°C (80°F)
CLIMATE, AVERAGE TEMPERATURE

Source: World Bank, FlightConnections, and national sources



A British Overseas territory, Turks and Caicos has a dynamic economy with finance, tourism, and fishing accounting for the majority of national income, and a GDP per capita of \$24,050 per annum. No income or corporation tax is levied, and this has encouraged individuals and businesses to relocate to the island.

The population, totalling just under 40,000, is one of the youngest in the Caribbean and grew at an average of 4% per year prior to the pandemic. In recent years immigration has risen, adding an average of 1,000 people a year since 2018. Air connectivity is good, with daily flights departing from its international airport to 26 destinations across seven countries.

The residential property market on the island has experienced strong growth over the past three years, with prime prices increasing by more than 10%, and are forecast to continue to grow by an additional 2% to 5% in 2023. Beachfront properties are most in demand, with average prime prices reaching \$2million and \$8million for condos and villas, respectively.

Cash buyers in particular are looking for stand-alone, full-service luxury beachfront villas – creating further opportunity for the Branded Residences sector. Several new developments have come to market in the last year.



PRIME MARKET PRICE PERFORMANCE 2019 - 22



10%+

PRIME MARKET PERFORMANCE 2022



Increase 10% +

PRIME MARKET FORECAST PERFORMANCE 2023



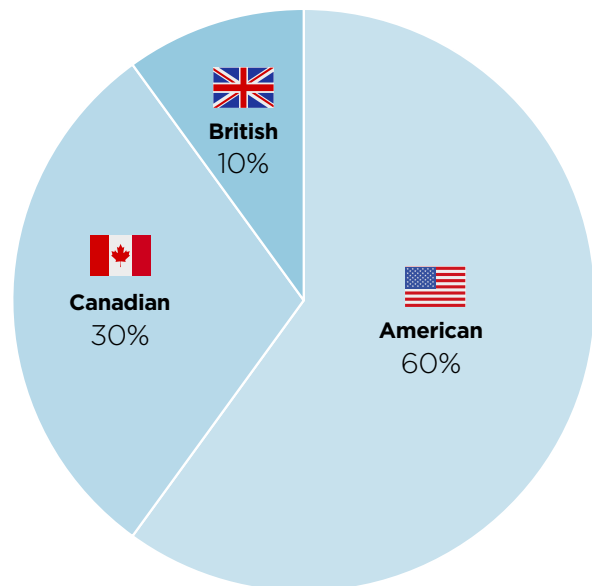
Increase 2% to 5%

The beachfront properties at The Loren, Turtle Creek are achieving per square foot prices upwards of \$1,100 and comprises 25 condos, five villas, and a marina. Grace Bay continues to see development, such as the Ritz Carlton at Grace Bay Beach, which will include a hotel and residences, as well as pipeline branded residences projects of St Regis Turks, The Night and Andaz at Grace Bay.

There is also significant demand for new development on the islands as the market remains undersupplied. Developments taking advantage of the islands’ climate, catering to clients seeking a luxury amenities and ease of living are set to benefit in price as buyers aspire to the high quality of life which these islands offer.

Although Turks and Caicos is a market largely comprised of North American buyers (approximately 90% of the international buyers come from the United States and Canada) there has been an increase in buyers from the United Kingdom. The share of British buyers is expected to rise in the future as new flights from the UK are added to airline schedules; British Airways are adding a second weekly flight to Turks and Caicos via Antigua from London Gatwick at the end of 2022. The tourism industry is being supported by the addition of new five-star branded hotels, including the Amanyara Hotel and further schemes in the pipeline.

Turks & Caicos International buyer profiles



Source: Savills Research. Excludes domestic purchasers



GRENADA

★ **CAPITAL**
Saint George's

GDP

GDP 2021	\$1.1 billion
YoY GDP Growth (2020 vs 2021)	8%
5-year GDP Growth (2015 vs 2019)	22%

Source: Savills Research

POPULATION 2021

113,015



TOTAL TOURIST NUMBERS, 2019
525,634



28°C (82°F)
CLIMATE, AVERAGE TEMPERATURE



11
FLIGHT CONNECTIVITY,
NO. OF DESTINATIONS

8

FLIGHT CONNECTIVITY,
NO. OF COUNTRIES

SAINT
GEORGE'S

Source: World Bank, FlightConnections, and national sources

PRIME MARKET PRICE PERFORMANCE 2019 - 22



No change

PRIME MARKET PERFORMANCE 2022



No change

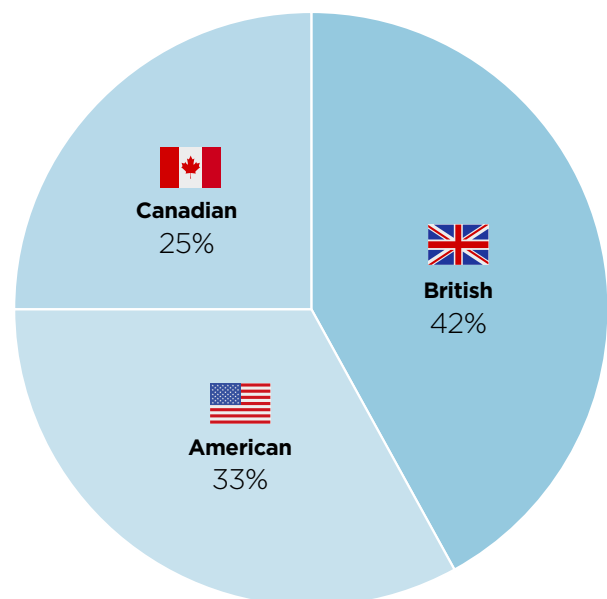
One of the smallest countries in the western hemisphere, Grenada is well known for its spice exports, particularly nutmeg, and its tourism industry, a sector that has rebounded as the island opened up after the pandemic.

The island introduced a digital nomad visa in October 2021, allowing workers to live and work from the island for a year. These remote workers will only provide a boost to the already strong local rental market.

The sales market has also performed well over the past three years. Driven primarily by domestic buyers, there is some international demand. Prices on the island have been stable and are forecast to remain so through the coming year. International buyers are predominantly British, either self-employed or retired. The residential market on the island is largely a vacation or retirement location for non-Grenadines, looking for a more tranquil experience at their second homes.

The supply of residential property on Grenada is highly limited, both by the land constraints and the limited development over recent years. Nonetheless, there is a strong pipeline of projects, including schemes such as the Six Senses Residences by Range Developments in La Sagesse. This is projected to open in the first quarter of 2023 and most notably, is the first island resort for the brand in the Americas. Less developed than the south, developments on the north side will aim to provide luxury accommodation in a more remote part of the island.

Grenada International buyer profiles



Source: Savills Research. Excludes domestic purchasers



ST LUCIA

★ **CAPITAL**
Castries

GDP

GDP 2021	\$1.8 billion
YoY GDP Growth (2020 vs 2021)	9%
5-year GDP Growth (2015 vs 2019)	17%

Source: Savills Research

POPULATION 2021



184,401

★ **CASTRIES**



TOTAL TOURIST NUMBERS, 2019
423,736



16
FLIGHT CONNECTIVITY,
NO. OF DESTINATIONS



29°C (84°F)
CLIMATE, AVERAGE TEMPERATURE

6
FLIGHT CONNECTIVITY,
NO. OF COUNTRIES

Source: World Bank, FlightConnections, and national sources

PRIME MARKET PRICE PERFORMANCE 2019 - 22



Positive

PRIME MARKET PRICE PERFORMANCE 2022



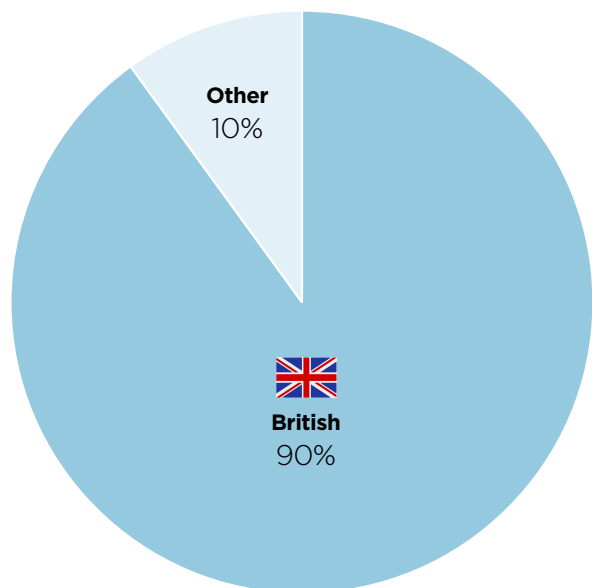
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In common with much of the Caribbean, St Lucia's economy is highly dependent on tourism. Launched in 2021, Saint Lucia's 'Live It' programme allowed tourists to stay for a maximum of 6 weeks, however in a bid to appeal to digital nomads, the programme was extended in 2022 and now allows visitors to stay up to a year on a multi-entry visa.

The island's prime residential market is highly undersupplied. At Sugar Beach, one of the most desirable areas of the island, there are only 23 homes, six of which changed hands in 2021. Prime residential prices range from \$2.5 million for a one bedroom property up to \$8.5 million for a beachfront residence. Most houses which have come to market are selling for the first time since they were built. As with many islands, location is key to the price, with ocean-front and beach-front properties commanding higher prices than other locations; an apartment on the waterfront can average \$660 per square foot whilst a villa on the beach can command almost three times this value at \$1890 per square foot.

St Lucia saw price falls during the pandemic, and subsequently saw a surge in activity when travel restrictions eased. The island saw renewed interest as buyers re-prioritised lifestyle, attracted to the quality of life on offer in the island. The British account for the majority of international buyers on the island, seeking second homes or a place to retire.

St Lucia International buyer profiles



Source: Savills Research. Excludes domestic purchasers



ST VINCENT AND THE GRENADINES

★ **CAPITAL**
Kingstown

GDP

GDP 2021	\$889.8 million
YoY GDP Growth (2020 vs 2021)	2%
5-year GDP Growth (2015 vs 2019)	16%

Source: Savills Research

POPULATION 2021

111,269

KINGSTOWN



TOTAL TOURIST NUMBERS, 2019
323,677



28°C (82°F)

CLIMATE, AVERAGE TEMPERATURE



9
FLIGHT CONNECTIVITY,
NO. OF DESTINATIONS

8

FLIGHT CONNECTIVITY,
NO. OF COUNTRIES

Source: World Bank, FlightConnections, and national sources

PRIME MARKET PRICE PERFORMANCE 2019 - 22



No change

PRIME MARKET PRICE PERFORMANCE 2022



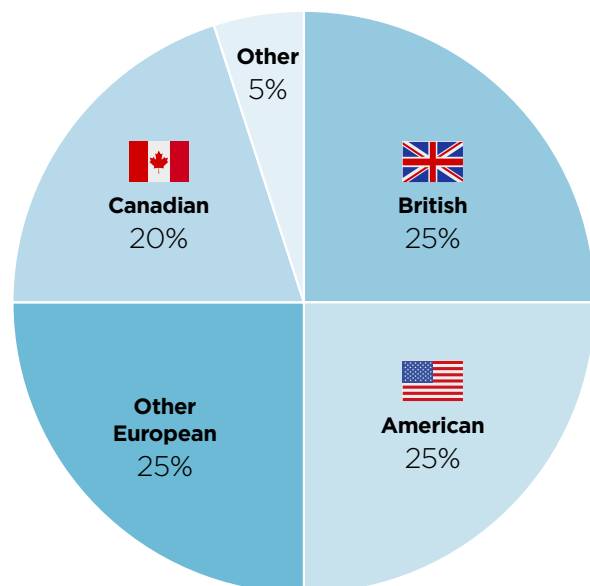
No change

Known for its sailing and numerous private islands, St Vincent and the Grenadines has a well-established prime residential market. Prices have held steady over the past three years, thanks to balanced supply and demand, despite global economic headwinds. Prime property here is viewed as good value for money in the Caribbean market. The islands attract a variety of nationalities, with North American and British nationals together accounting for 70% of purchasers, and German, French and the Nordics buyers the remainder.

There is a significant amount of hotel development in the pipeline. Branded hotels have a limited presence on the islands, presenting opportunity for investment. The branded hotel currently operating is the Mandarin Oriental Canouan, 26 suites and 13 villas command luxury prices as they sit in prime positioning on the Godahl Beach with an ocean view.

Tourism and tourist services account for over 60% of the Islands economy, so these future developments demonstrate confidence in the growth of the tourism sector. Although disrupted by the global Covid-19 pandemic, pre-pandemic visitor figures doubled in five years to over 300,000 visitors in 2019. Global citizens are also drawn to the international accessibility a St Vincent and the Grenadines passport grants, with the ability to enter 152 countries. Unlike other islands in the Caribbean, there is no Citizenship by Investment programme, though it remains a legislative possibility.

St Vincent and the Grenadines International buyer profiles



Source: Savills Research. Excludes domestic purchasers



Market outlook

What are the overarching trends driving the Caribbean region forward?

The Caribbean has benefited from a global search for space and quality of life among buyers, a trend spurred by the pandemic but one that continues to shape property markets across the globe. These trends are set to continue. Each Caribbean island has distinct characteristics and market drivers, but as a whole, the regional outlook is positive. Many prime markets are undersupplied. The return of tourism and popularity of remote work will continue to help underpin regional economies, and support wider investment.

Four overarching trends will continue to drive the region going forward.

1 Prices to grow, but at a slower rate

Rising economic headwinds will weigh on growth in the near term, but the fundamentals remain solid: finite supply, competition for prime sites, an increasingly diverse buyer base seeking a high quality of life. At the micro level, location will continue to determine price and performance. Beachfront properties are the most in demand and command the highest prices across the Caribbean, while proximity to airports and amenities will still matter.

2 Pandemic-induced trends stick

The global pandemic saw a re-prioritising of the home, driving demand for residences that support quality of life and wellness, and have access to open space. These trends will

continue to benefit the Caribbean. This has benefited the market for houses in particular, a trend to remain, whilst demand for apartments has returned. Remote and hybrid working is here to stay; further supporting second home ownership in the region.

3 New, high quality supply

New supply will further improve the quality of stock and expand the prime residential markets, catering to a growing and increasingly diverse buyer base. The number of branded units are forecast to double in the next five years across the eight islands, supported by demand for quality 'lock up and leave' with a strong amenity offer and the security of a known brand. Varying from island to island, Turks and Caicos have the highest number of brands present, with six existing Branded Residences schemes and four in the pipeline including Andaz and Wymara.

4 Rental returns

The rental market across the region remains buoyant and will remain so, particularly as tourism gains momentum in a post-pandemic world. This, in turn, is a key driver of the sales market. Many buyers will choose to lease their property for some of the high season between December and April when rental values are highest. This window may widen as people spend longer in the Caribbean, supported in part by the increasing tendency to work remotely in the region.



Savills World Research

We are a dedicated team with an unrivalled reputation for producing well-informed and accurate analysis, research and commentary across all sectors of global property.

Paul Tostevin

Director
+44 (0) 207 016 3883
ptostevin@savills.com

Kelcie Sellers

Associate
+44 (0) 203 618 3524
kelcie.sellers@savills.com

Lucy Palk

Analyst
+44 (0) 20 7409 8017
lucy.palk@savills.com

Savills Global Residential Development Consultancy

Savills Global Residential Development Consultancy (formerly known as International Development Consultancy) provides market data driven consultancy to developers, investors and brands in luxury residential and resort markets across the world. Services include pre-acquisition development consultancy, project feasibility studies, brand premium analysis and a range of branded residential consultancy services. Since 2007, Savills Global Residential Development Consultancy has provided consultancy services for over 250 prestigious branded and mixed-use projects throughout the world.

Riyan Itani

Director, Head of Savills
Global Residential
Development
+44 (0) 20 7016 3759
ritani@savills.com

Peter Grmek

Associate Director
+44 (0) 20 7330 8664
peter.grmek@savills.com

Savills Global Residential

James Burdess

Director, Head of Caribbean
and Latin America
+44 (0) 20 7016 3783
m. +44 (0) 780 799 9119
jburdess@savills.com

Jelena Cvjetkovic

Director
Global Residential
Network
+44 (0) 20 7016 3754
jcvjetkovic@savills.com

Tom Vickery

Director
Global Residential
+44 (0) 20 7016 3744
tvickery@savills.com