



## Turks & Caicos Sotheby's International Realty reports Beach Enclave leads the Turks and Caicos luxury villa sales market for three years running

Beach Enclave's private villa resort concept is a leading engine of real estate activity on the Turks and Caicos Islands. Since its inception in 2013, Beach Enclave has pioneered, and continues to refine the concept of combining the privacy of your own villa with the amenities and services of a resort on Turks and Caicos. Now 5 years later, and with competition from a number of global development brands, Beach Enclave continues to dominate this space, with 24 villas in three exceptional beach-front locations on the North Shore, Long Bay beach and Grace Bay beach.

Turks & Caicos Sotheby's International Realty, which oversees the sales of the Beach Enclave collection, reports that the Beach Enclave sales have exceeded those of all other villa sales on the island combined. For each of the last three years, the Beach Enclave market share of luxury villa sales \$3million and above is higher than 50%. In the past 12 months alone, Beach Enclave has sold 7 villas for a market share of 64%, with prices ranging from \$3.25M to \$9M.

Commenting on the sales of the Beach Enclave villas, Turks & Caicos Sotheby's International Realty President Joe Zahm says *"We are thrilled to be working with such a prestigious and successful brand as Beach Enclave. The sales figures, along with the great owner and guest experience, prove that CEO Vasco Borges created a fantastic business model."*

Beach Enclave was founded in 2013 by an experienced team of developers and hoteliers, with the vision of redefining beachfront luxury villa living. The vision became a reality with the development and opening of three villa resorts in what are undoubtedly the best locations in the Turks and Caicos. Beach Enclave North Shore opened in 2016 with all 9 villas sold prior to completion. Following on the success of this phase, Beach Enclave Long Bay launched in 2016, again selling all its villas before completion, and this November 2018 the rental option debuts. The third resort, Beach Enclave Grace Bay, located on the most spectacular stretch of award winning Grace Bay beach, has broken ground with only 3 of the 10 villas still available for purchase.

Vasco Borges, Founder & CEO of Beach Enclave, further adds *"Our dream was to create a truly unique concept, combining private villa ownership with a luxury resort experience, pairing the discerning traveller looking for high-end villa rental with exceptional design, service and facilities. I would say that with the help of some of the industry's leading experts, chief among them Joe and his team at Turks & Caicos Sotheby's International Realty, we have very much accomplished this."*

When asked what the next steps for Beach Enclave are, Vasco says *"Our focus is to continue to improve our owner and guest experience at the three private villa resorts, by continuously adding new facilities and services. We also have exciting new real estate development projects on the horizon."*

### **About Beach Enclave**

Beach Enclave provides the privacy and seclusion of your own home within a secure, gated community, with resort amenities and services on call. A trio of luxury, low-density residential enclaves in Providenciales, averaging one acre per home, Beach Enclave is redefining beachfront luxury villa living. Guests looking for unprecedented, luxury, toe in the sand villa rental experiences can also enjoy the resorts, with the North Shore location having been open to rental guests since 2016, Long Bay from this November 2018, and Grace Bay following suit in winter 2019.

When purchasing a Beach Enclave villa, owners are offered several designs to choose from, with a turnkey solution available covering everything from furniture to kitchenware available in partnership with New York-based Domino Creative Interior Designers. Villa owners are encouraged to customize

their villa to suit their specific needs, through bespoke solutions or by simply taking advantage of a pre-designed menu of options, inclusive of guest cottages, garages, outdoor living spaces and solar energy solutions.

**Still available for purchase:**

**Beach Enclave Grace Bay – Beachfront LOTS 9 & 10, starting from \$9,150,000 / 10,200Sq Ft., 5 beds**



**Beach Enclave Grace Bay – Ocean View LOT 8, starting at \$4,450,000 / 6,320 Sq Ft., 4 beds**



Located on the most magnificent stretch of the world acclaimed Grace Bay Beach, within the Leeward gates, Beach Enclave Grace Bay has the lowest density in all Grace Bay Beach, with only ten beachfront and ocean-view villas within ten acres of lush gardens. Owners benefit from discreet 24/7 management, professional property maintenance, optional rental management program, gated entrance and security, reception, gym and tennis.

**\*\*\*ENDS\*\*\***

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