



Questions & Answers

January 2022

TABLE OF CONTENTS

Section 1 → The Property – Page 3

Section 2 → Purchase Process – Page 5

Section 3 → Rental Pool – Page 6

Section 4 → Running Costs – Page 7

Section 5 → The Marina – Page 8

Section 6 → Saint Lucia – Page 8

SECTION 1 – THE PROPERTY

1. Who are the developers of The Landings and what is the ownership structure? In 2014 a consortium of homeowners purchased the last remaining parcels of building land at The Landings. This consortium, trading under the name of the Pigeon Island Development Company Limited, is now the Developer. This is excellent news for the community as it means there is a common set of interests and a level of agreed control between the Resort and the Developer.
As part of the same transaction the title to the remainder of the entire 19-acre parcel of land has been transferred into the ownership, on a pro rata basis, of all the homeowners. This means that the property is now fully under the control of its homeowners who, through a Board of Directors elected annually by them, are responsible for every aspect with the management team reporting directly to them.
2. Where is the company registered? The company is registered in St Lucia, West Indies.
3. What is the concept of The Landings Development? The Landings is an exclusive waterfront residential development located on one of the most beautiful bays in St. Lucia. All units are waterfront with either a beachfront, harbor, lagoon, or channel water view. The residences are generously proportioned and finished to the highest standards.
Amenities include yacht moorages, a beach club, water sports, beach bar and restaurant and a fine dining restaurant, fitness club, five-star spa and salon, concierge services, swimming pools and tennis courts. A resort pavilion houses a spectacular courtyard lobby and lounge.
4. How many units are there? There are 163 completed units.

5. What facilities are available at The Landings? The resort consists of:

a. Real Estate

One bedroom, two-bedroom, three bedroom and three bedroom grand residences located in 19 blocks. These blocks are located in five areas: Beach, Harbour, Lagoon, Pavilion and Channel.

b. Facilities

- Approximately 30 yacht moorings
- Beach Club Lounge and Restaurant
- Water Sports including sailboats, windsurfers, kayaks, paddleboards, water-skiing are all available on site. Diving is available from local operators
- Gourmet Restaurant (located in the Pavilion)
- Fitness Club (located in the mezzanine level of the Pavilion)
- Salon and Spa (7000 sq. ft located on the mezzanine level of the Pavilion)
- Twenty-four-hour Concierge services/Reception area (located in the Pavilion)
- Courtyard Lobby and Lounge (located in the Pavilion)
- There are four swimming pools around the property.
- Landscaped paths and harbour side promenades throughout the resort
- Two floodlit tennis courts
- Numerous fountains and water features distributed throughout the resort
- Ample private parking for guests and Owners

c. Other

- The development is built on nineteen (19) acres with seven hundred and thirty (730) feet of beachfront on reclaimed land. Because the land is reclaimed the

Queens Chain regulations do not apply and properties can be purchased freehold

- There is a National Heritage Park a few hundred meters up the beach, with a fort, officers' quarters and barracks dating from the England/ France wars of the 18th & 19th Centuries
- Rodney Bay, with a wide variety of restaurants, bars and shops is a five-minute drive down the road
- The St. Lucia Golf and Country Club, an 18-hole championship course is located on Cap Estate, again, only a 5 min drive
- Helicopter access from Hewanorra International Airport to the Castries Airport is available

6. How large is the development? Nineteen (19) acres.
7. Are the properties at The Landings freehold? The properties at The Landings are freehold. This is because The Landings is located on a man-made causeway and thus is not subject to the Queens Chain regulations which state that all property sited within 20 meters of the high watermark is owned by the government and can only be sold on leasehold.
8. Is there an Owner's Association? The Condominium Act of Saint Lucia requires that all condominiums set up an Owners association. This is known as "The Body Corporate" and of which each Owner is a member. The Body Corporate is managed and represented by a Board of Directors (currently set at 11) and annual general meetings are held every October with all Owners given the right to vote. Unusually, the freehold title to all the public and common areas of the property has been conveyed to the Body Corporate which means the property now belongs entirely, and on a pro rata basis, to its homeowners.

9. What privileges will I have as a homeowner? As well as becoming a part of this exclusive community, homeowners are entitled to a discount in the resort bars, restaurants, and spa.
10. Is there a rental service and management company? Yes, there is a rental pool managed by the Body Corporate which also operates the Hotel. Please see Rental Pool_section below.
11. Are the properties insured against hurricanes? Yes, the Developer and/or the Body Corporate carries insurance that covers perils such as damages caused by hurricane, flood, fire etc. See Running Costs section below.
12. Does St. Lucia suffer from water shortages? Being a rainforest island there is no problem with natural water production in St. Lucia. The Landings has a mains supply and has a high-capacity water storage reservoir. There are occasional issues with the water infrastructure but the high-capacity water storage reservoir (highest on the island) and proximity to trucked water facilities in case of emergency means The Landings has never been short of water.
13. Is the water drinkable? Yes.
14. Who supplies the electricity? Lucelec. All residences are individually metered.
15. Can I have a private telephone and fax lines installed? Yes. Voice and data access is available in all units.
16. What type of sewage systems are used? The development is connected to the municipal sewage system which is then processed through the municipal sewage treatment plant.

17. Are there enough parking spaces with the apartments? There is one designated parking space per residence, with visitor parking facilities at the front of the complex.
18. Are the road systems lit at night? Yes.
19. Does the resort have access to a helipad? The resort does not have its own helipad as helicopter traffic is noisy and disruptive. Many homeowners make use of local helipad at the Castries airport, which is a 15-minute drive from The Landings and an eleven minute flight from Hewanorra Airport.

SECTION 2 – PURCHASE PROCESS

1. The first step must be to visit the property and see it for myself.
2. Is there a reservation procedure? It is possible to reserve a particular property by signing a reservation agreement and paying a US\$10,000 deposit. This deposit is nonrefundable. The buyer then has 30 days of legal due diligence before signing the purchase and sale agreement. If for any reason the sale falls through and is not the responsibility of the buyer, the deposit maybe used for any other property for up to one calendar year.
3. Who will convey the property on my behalf? The Landings can recommend independent local Lawyers who have handled many new and resale transactions over the years. The legal fee depends to some extent on how you plan to structure the purchase but is likely to cost between US\$8,000 and US\$12,000.

4. Resale - Again the process depends on the structure of the sale but in general the sale will close with full payment approximately thirty to sixty days after contracts are signed by both parties.
5. What taxes and other additional costs are associated with the transaction? The structure of the purchase will vary according to the specific needs of the purchaser. Most buyers in the past choose a company structure this was done to reduce the tax level when selling. This loophole has now been fully closed. As a St Lucian you pay 5% tax upon selling as a foreigner you pay 10%. Usually legal fees, and in some cases the Alien Landholders License, are the only additional costs.
6. How long is it likely to take for the sale to close? The process is relatively quick. In the case of a re-sale, if the company accounts etc. are up to date and in good order it is quite possible to complete the whole transaction within a month or two.
7. Will I need an Alien Landholding License (ALL), and if so, how much does it cost? Caricom nationals do not require an ALL. Equally, foreign nationals will not need to apply if they purchase under a corporate structure as outlined above.

Should the purchaser choose a structure which requires an ALL, the application process will be handled by their lawyer. To obtain a license you will need a certificate from your police station to demonstrate that you are free from criminal conviction, fingerprints, and bank reference. The cost is EC\$5,000 or US\$1,850.

SECTION 3 – RENTAL POOL

1. Am I obliged to participate in the rental pool? This is your private freehold property to use as you wish. Many owners however choose to rent their property while they are not using it.
2. Who do I contact to rent my property? The Resort Manager (The Landings Rental Pool Management Company), appointed by the Body Corporate, has the exclusive right to manage and operate the rental pool as set out in the Rental Pool Management Agreement.
3. How long can I use my property for if I enter into the rental pool? The Rental Pool Management Agreement identifies 6.5 weeks of peak times over the year during which time participating owners are entitled to a maximum of two weeks usage. Outside of these times participating owners are entitled to unlimited usage with the stipulation that there should never be more than 25% of Rental Pool owners occupying their villas at the same time.
4. Can I expect to cover my running costs from rental income and is there a revenue forecast? The resort is now well established with rental pool revenues increasing each year. If owners do not intend to use their property extensively, particularly in the high season, they can reasonably expect to cover all their costs and a healthy profit. Latest rental forecasts are available upon request.

SECTION 4 – RUNNING COSTS

1. What are the monthly fees due to the Homeowner Association (HOA) for each type of property and what does this cover? These prices may change year to year.

UNIT TYPE	MONTHLY DUES	INSURANCE
One Bedroom	US \$850 pcm	US \$2,621 pa
Two Bedroom	US \$1,030 pcm	US \$3,196 pa
Three Bedroom	US \$1,450 pcm	US \$4,524 pa
Three Bedroom Grand	US \$1,800 pcm	US \$5,734 pa

(For an apartment with a plunge pool, add an additional US\$50 per month.)

The basic services included in the Homeowner dues are as follows:

- 24-hour security
- Ground's maintenance and landscaping
- Refuse collection and disposal
- Daily pool cleaning & pool deck freshen
- Ongoing maintenance and general building exterior upkeep
- Harbor and dock cleaning, daily freshen and maintenance
- Operation of the floating bridge
- All administrative costs and fees related to the management of the property
- Common property utility costs
- Property insurance for common areas and buildings

- Hurricane insurance for all structures
2. Are there any ongoing property taxes payable in St Lucia? Yes, there is a yearly property tax for existing properties that varies on the size of the property but ranges from US\$1-2K per year.
 3. What utility bills can I expect to receive on a monthly basis? Unfortunately, electricity is an expensive commodity in Saint Lucia and the average occupied property at The Landings can expect a monthly electricity bill of between US\$300 and US\$600. Electricity bills are covered by the Rental Pool during guest occupied periods.
 4. I understand buildings, earthquake and hurricane insurance is included in the HOA fee above and liability insurance is covered through the rental pool, but will I need my own contents insurance? Yes, but this can be handled on your behalf by The Landings who use the same company that insures the properties. Cost will vary depending on the size of property and type of contents but will usually be between US\$800-US\$1,500 per year.
 5. Are there any other running costs in addition to those outlined above? No

SECTION 5 – THE MARINA

1. Will I be able to lease a mooring at The Landings? Yes.
2. How many moorings will be available? The marina accommodates approximately 30 boats depending on size of course.
3. What will it cost to lease a mooring? Berths are charged daily or monthly and Water and electric are also available on most docks.
4. What is the maximum boat size that the marina can accommodate? The maximum draft allowable in the private yacht harbor is 7 feet. The maximum boat length that can be accommodated within the harbor is 50/55-foot dependent on type of boat.
5. Is the water in the Marina clean and safe? Yes. The marina facilities are provided for the mooring of boats only. Boat cleaning, maintenance, emptying of waste, bilge use or persons staying aboard is strictly prohibited. The water quality in the harbor is closely monitored but for safety reasons swimming is not allowed.

SECTION 6 – SAINT LUCIA

Official name:	Saint Lucia
Capital:	Castries
Area:	Total: 616km ² Water: 10km ² Land: 610km ²
Climate:	Tropical- moderated by northeast trade winds. Dry season from January to April. Rainy season from May to August
Location:	Caribbean- an Island between the Caribbean Sea and North Atlantic Ocean, north of Trinidad and Tobago, North West of Barbados
Geographic coordinates:	13 53 N, 60 68 W
Coastline:	158 km
Terrain:	Mountainous with some broad, fertile valleys
Elevation extremes:	Lowest point: Caribbean Sea 0 m Highest point: Mount Gimie 950 m

1. What is the climate of St. Lucia? St. Lucia is very warm all year round with very little variation in temperature. It is one of the Windward Islands, so there is always a cooling, temperate breeze. The dry season is from January to April and September to December. The rainy season is from May to August.

Month	Average High	Average Low	Record High	Record Low
-------	--------------	-------------	-------------	------------

January	82	76	86	66
February	82	76	86	66
March	83	77	95	68
April	84	78	90	70
May	86	80	91	72
June	85	81	96	70
July	85	80	90	73
August	86	80	90	72
September	86	80	95	73
October	86	79	90	72
November	84	79	91	72
December	83	77	88	68

2. What is the St. Lucian currency system? The St. Lucia currency system is based on the decimal system, with the Eastern Caribbean Dollar (XCD/EC) made up of 100 cents. The Eastern Caribbean Dollar is pegged to the US\$ at a rate of US\$1 = EC\$2.70.
3. What is the cost of living in St. Lucia? The cost of living is a little cheaper than in the UK or US, although dining out in tourist restaurants costs about the same as in provincial UK.
4. What language is spoken in St Lucia? The official language is English, although a local Creole Patois is widely spoken.
5. Is it safe and easy to travel around the island? Yes. St. Lucia is 238 square miles; only 27 miles long by 14 miles wide. The main roads are good throughout the island, and you can travel by hire car, taxi, bus, boat or helicopter.

6. Can I use a non-St. Lucian driver's license in St. Lucia? Yes, but you will need to purchase a local driving permit for US\$20 or EC\$50 which is valid for 3 months. If you have an international license, a local permit is not necessary.
7. As a non-national, can I buy a business in St. Lucia? There are some restrictions on the foreign ownership of businesses in St. Lucia, a lawyer will of course update you dependent on what type of business you are looking at.
8. If I choose to live in St. Lucia, can I work there? To work in St. Lucia, an employer would need to obtain a work permit for you. If your skills are specialized in a discipline of which there is a shortage on the island, you will have a better chance of securing work. The cost for a work permit is EC\$7,500.
9. Can I apply for permanent residence? You do not need to be a permanent resident to visit St. Lucia for up to six weeks per visit but anyone can apply for a permanent resident permit and owners of property can get extended immigration stamps for up to 3 months at a time. Each case is considered on an individual basis, and you would need to demonstrate a good income and/or skill base. There is no tax on pension income for retirees.
10. Do I have to make a will in St. Lucia? Purchasers do not need to make a will in St. Lucia as a will from their country of domicile would be recognized in St Lucia.
11. Is education for non-nationals possible in St. Lucia? There are both public and private schools on the island. Non-nationals who have established residency in St. Lucia have a right to free education. Public schools are free, but parents must pay for school uniforms, books, school supplies as well as fees for special activities.

12. Are there any legal safeguards for foreign investors? The same legal safeguards exist as in the UK and North America.
13. What is the government system in St. Lucia? In 2022, St. Lucia celebrated Forty one (41) years of independence. The head of state in St. Lucia is Queen Elizabeth, represented by her appointed Governor General. The Head of Government is the Prime Minister who appoints his/her cabinet. There is a House of Assembly that is comprised of seventeen (17) members, elected on a first past the post basis, for a period of five (5) years. There is also a Senate, consisting of eleven (11) members; six appointed on the advice of the Prime Minister, three on the advice of the Leader of the Opposition and two by the Governor General. The last general election was in 2011 and the United Workers Party won eleven (11) seats and the Labour Party won six (4) seats. The next General Election is due in December 2016.
14. Is there instability on the island? There is no political or social upheaval on the island and there are few strikes.
15. How will positive growth in the St. Lucian economy be created? The emphasis will be on tourism and sustainable agriculture. This is very good for The Landings as the St. Lucian Tourist Board is promoting the island heavily to overseas markets. The Board is also working closely with the hotel industry to raise standards to underpin the future of tourism and thereby revenues.
16. Is there a drug and crime problem in St. Lucia? St. Lucia is probably safer and more drug free than most major cities in the UK and North America. But like the world over it is there and will always be so. The police are very vigilant and the government, as part of its drive to promote tourism, is clamping down on crime. Crime targeted at tourists is very rare.

The St. Lucian government is working hard to ensure that the problems experienced in some of the bigger islands do not take hold here. There is an agreement with the US to help stamp out drugs and there is a “Say No to Drugs” campaign directed at the youth on the island. Drugs are occasionally offered to tourists but normally only when interest is expressed. Common sense must prevail if approached. A simple “no thank you” is adequate.

17. Is there much poverty on the island? There are fewer beggars in St. Lucia than in urban areas of the UK and North America. It is not a major problem and only occurs in towns. Most St. Lucian’s live in the countryside where they grow their own food and since it is such a fertile island, no one goes hungry.

18. What are the health care facilities like? There is an excellent private hospital in Castries which is just 20 minutes from The Landings, a new large public hospital has been recently opened. There are many first-class private dentists, doctors, opticians and other specialist practices.

For extremely serious problems Martinique is just a ten-minute flight away and has one of the top hospitals in the region. There are many good private doctors in the area; there is a walk-in clinic in Gros Islet a few mins away.

19. Where is the nearest Police Station? In Gros Islet, 3 minutes away.

20. Where is the nearest post office and bank? Bank is in Gros Islet and the Post office is in Rodney Bay, 5 minutes away.

21. What is there to do in Rodney Bay? There is a wide range of shops, bars, cafes, clubs, hotels, restaurants, and casino. IGY marina is just a few minutes away with a great array of shops, restaurants, and bars.

