



THE

LANDINGS

Resort and Spa

Residential Pre-Purchase

Guide



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Section A

ABOUT THE PROPERTY

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Section A

ABOUT THE PROPERTY

Development History

- 1 | In 2014 a consortium of homeowners purchased the last remaining parcels of building land at The Landings Resort and Spa. 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.

Company Registry

- 2 | The Landings Resort and Spa is registered in Saint Lucia, West Indies.

Development Concept

- 3 | The Landings is an exclusive waterfront residential development located on one of the most beautiful bays in Saint 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.

Property Statistics

- 4 | The Landings Resort and Spa is built on nineteen acres with seven hundred and thirty feet of flat beachfront on reclaimed land.

Suite Information

- 5 | There are in total 163 suites.

They consist of one bedroom, two bedroom, three bedroom and three bedroom grand residences located in 19 blocks.

These blocks are have one of three views. Beach, ocean and marina.

Freehold Information

- 6 | The properties at The Landings Resort and Spa are freehold because the resort is located on a man made causeway and thus is not subject to the King's 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.

Section A

ABOUT THE PROPERTY

Facilities

- 7 | Generous Mooring Availability
 - The Beach Club Restaurant and Turquoise Bar
 - Callaloo Beach Bar and Grill
 - Suru Restaurant and Lounge
 - The Coffee Shop
 - Motorized and Non-Motorized Water Sports
 - Scuba Diving
 - Gym
 - The Spa
 - Concierge Services
 - Four Swimming Pools
 - Landscaped Paths and Harbour Side Promenades
 - Day and Night Tennis and Pickleball Courts
 - Ample Parking

Near The Resort

- 8 | A National Heritage Park is only a few hundred meters away, with a fort, officers' quarters and barracks. This fort dates back from the England and France wars of the 18th and 19th centuries.
 - Rodney Bay, with a wide variety of restaurants, bars and shops, is a ten minute drive away.
 - The Saint Lucia Golf and Country Club is an 18 hole championship course is located on Cap Estate approximately a 5 minute drive away.
 - Helicopter transfer from Hewanorra International Airport to the George F. L. Charles Airport.

Owner's Association

- 9 | 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.

Home Owner Benefits

- 10 | As well as becoming a part of this exclusive community, homeowners are entitled to discounts at all of our restaurants, bars and the Spa.

Section A

ABOUT THE PROPERTY

Rental Management Company

11 | The property rental pool is managed by the Body Corporate which also operates the Hotel.

Hurricane Insurance

12 | The Developer and or the Body Corporate carries insurance that covers damages caused by hurricanes, floods, fire and other potential natural disasters.

Water

13 | The Landings Resort and Spa has a main water supply (WASCO) along with an ultra high capacity water storage reservoir and has never had an issue with water capacity, even in times of extended drought. In the case of extreme water emergencies, water can be trucked in from other more abundant parts of the island or barged in from neighboring islands.

Electricity

14 | All suites are individually metered by the local power company, Lucelec.

Telephone and Internet

15 | Personal voice and data access is available in all suites.

Sewer System

16 | The development is connected to the municipal sewage system.

Parking and Roads

17 | There is one designated parking space per residence, with abundant visitor parking at the front of the complex. Roads are illuminated by streetlights.

Helipad

18 | The nearest helipad is located at the Castries airport, which is a 15 to 30 minute drive and an eleven minute flight from Hewanorra Airport.



Section B

PURCHASE PROCESS

First Steps

Reservation Procedure

Property Conveyance

Re-Sale

Taxes and Associated Costs

Sale Closure

Alien Landholding License

Section B

PURCHASE PROCESS

First Steps

- 1 Before you decide to make The Landings Resort and Spa your home in the Caribbean, you should experience it the way our owners do. Wander the beach, savour the food and drink, slip into the water or head out for an island adventure. There's no substitute for feeling the place for yourself and experiencing that first hand connection.

Reservation Procedure

- 2 It is possible to reserve a particular property by signing a reservation agreement and paying a nonrefundable US\$10,000 deposit. The buyer then has 30 days of legal due diligence before signing the purchase and sale agreement.

If for any reason the sale does not complete, and is not the responsibility of the buyer, the deposit maybe used for any other property for up to one calendar year.

Property Conveyance

- 3 The Landings Resort and Spa 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 depending on the size and purchase price.

Re-Sale

- 4 The process depends on the structure of the sale but in general the sale will close with full payment approximately sixty days after contracts are signed by both parties depending on where the buyer is resident.

Taxes and Associated Costs

- 5 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 Saint 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.

Sale Closure

- 6 The process is usually relatively expedient. 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.

Alien Landholding License

- 7 Caricom nationals do not require an ALL however, foreign nationals will need to apply even if the company presently holds an alien's license.

Should the purchaser choose a structure which requires an alien's licence, 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 approximately EC\$5,000 or US\$1,850.

Section C

RENTAL POOL

Overview

Point Of Contact

Personal Usage

Section C

RENTAL POOL

Overview

- 1 While many owners choose to rent their property while they are not using it as they know it will be well maintained while earning a positive income after HOA fees, this is your private freehold property and you may use as you wish.

Point Of Contact

- 2 The Resort Manager (The Landings Rental Pool Management Company), is appointed by the Body Corporate and has the exclusive right to manage and operate the rental pool as set out in the Rental Pool Management Agreement.

Personal Usage

- 3 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 suites at the same time.



Section D

RUNNING COSTS

Profitability

Five Year Forecast

Included Services

Property Taxes

Utility Costs

Contents Insurance

Section D

TOTAL RUNNING COSTS

Profitability

- 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. The latest revenue forecasts are available upon request.

Five Year Forecast

BEDROOM TYPE	2022		2023		2024		2025		2026	
	HOA Fees	Insurance								
One	9,600 ^{.00}	2,362 ^{.76}	10,080 ^{.00}	2,328 ^{.40}	10,080 ^{.00}	2,577 ^{.67}	11,088 ^{.00}	2,577 ^{.67}	11,088 ^{.00}	5,325 ^{.92}
Two	11,500 ^{.00}	2,881 ^{.14}	12,075 ^{.00}	2,839 ^{.25}	12,075 ^{.00}	3,143 ^{.21}	13,282 ^{.50}	3,241 ^{.60}	13,282 ^{.50}	7,075 ^{.27}
Two Wrap	14,000 ^{.00}	3,413 ^{.38}	14,700 ^{.00}	3,363 ^{.75}	14,700 ^{.00}	3,723 ^{.86}	16,170 ^{.00}	3,723 ^{.86}	16,170 ^{.00}	8,196 ^{.41}
Three	16,900 ^{.00}	4,145 ^{.22}	17,745 ^{.00}	4,084 ^{.95}	17,745 ^{.00}	4,522 ^{.26}	19,519 ^{.50}	4,522 ^{.26}	19,519 ^{.50}	9,912 ^{.83}
Grand	20,800 ^{.00}	5,160 ^{.73}	21,840 ^{.00}	5,085	21,840 ^{.00}	5,630 ^{.15}	24,024 ^{.00}	5,900 ^{.84}	24,024 ^{.00}	12,908 ^{.37}

BEDROOM TYPE	2022		2023		2024		2025		2026	
	Gross	Return	Gross	Return	Gross	Return	Gross	Return	Gross	Return
One	26,459 ^{.90}	16,859 ^{.90}	26,710 ^{.87}	16,630 ^{.87}	31,967 ^{.60}	21,887 ^{.60}	33,895 ^{.92}	22,807 ^{.92}	37,959 ^{.97}	26,871 ^{.97}
Two	32,264 ^{.02}	20,764 ^{.02}	32,570 ^{.05}	20,495 ^{.05}	38,979 ^{.87}	26,904 ^{.87}	41,331 ^{.17}	28,048 ^{.67}	46,286 ^{.70}	33,004 ^{.20}
Two Wrap	40,258 ^{.22}	26,258 ^{.22}	40,640 ^{.07}	25,940 ^{.07}	48,638 ^{.08}	33,938 ^{.08}	51,571 ^{.98}	35,401 ^{.98}	57,755 ^{.36}	41,585 ^{.36}
Three	45,101 ^{.34}	28,201 ^{.34}	45,529 ^{.14}	27,784 ^{.14}	54,489 ^{.32}	36,744 ^{.32}	57,776 ^{.17}	38,256 ^{.67}	64,703 ^{.42}	45,183 ^{.92}
Grand	58,587 ^{.36}	37,787 ^{.36}	59,143 ^{.07}	37,303 ^{.07}	70,782 ^{.50}	48,942 ^{.50}	75,052 ^{.17}	51,028 ^{.17}	84,050 ^{.77}	60,026 ^{.77}
Two Beach	41,943 ^{.09}	30,443 ^{.09}	42,340 ^{.92}	30,265 ^{.92}	50,673 ^{.66}	38,598 ^{.66}	53,730 ^{.35}	40,447 ^{.85}	60,172 ^{.51}	46,890 ^{.01}
Two Beach Wrap	52,320 ^{.29}	38,320 ^{.29}	52,816 ^{.56}	38,116 ^{.56}	63,210 ^{.91}	48,510 ^{.91}	67,023 ^{.86}	50,853 ^{.86}	75,059 ^{.88}	58,889 ^{.88}
Three Beach	59,364 ^{.08}	42,464 ^{.08}	59,927 ^{.16}	42,182 ^{.16}	71,720 ^{.89}	53,975 ^{.89}	76,047 ^{.16}	56,527 ^{.66}	85,165 ^{.06}	65,645 ^{.56}
Grand Beach	71,145 ^{.66}	50,345 ^{.66}	71,820 ^{.49}	49,980 ^{.49}	85,954 ^{.84}	64,114 ^{.84}	91,139 ^{.72}	67,115 ^{.72}	102,067 ^{.19}	78,043 ^{.19}



Section D

TOTAL RUNNING COSTS

Included Services

- 3 | 24 hour security
Ground's maintenance and landscaping
Refuse collection and disposal
Daily pool cleaning and 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
Structural hurricane insurance

Property Taxes

- 4 | There is a yearly property tax for existing properties that varies on the size of the property but ranges from \$1,000 to \$2,000 per year.

Utility Costs

- 5 | Electricity is a precious commodity in Saint Lucia and the average occupied suite can expect a monthly electricity bill of \$300 to \$600. Electricity costs are covered by the rental pool during guest occupied periods.

Contents Insurance

- 6 | This can be handled on your behalf by The Landings who use the same company that insures the property. Cost will vary depending on the size of property and type of contents but will usually be between \$900 and \$1,500 per year.

ALL PRICES IN USD



Section E

THE MARINA

Capacity

Slip Lease

Utilities

Vessel Size Maximums

Water Quality

Usage

Section E

THE MARINA AT THE LANDINGS RESORT AND SPA

Capacity

- 1 | The Landings Resort and Spa Marina can accommodate approximately 30 boats at any one time.

Slip Lease

- 2 | The Landings Resort and Spa offers both long term and short term leases customized to fit your craft.

Utilities

- 3 | Water and electric hook ups are available at most vessel slips.

Vessel Size Maximums

- 4 | Draft | 7FT
Length | 50 to 55FT

Water Quality

- 5 | The water quality in the harbor is closely monitored and maintained at the highest levels of cleanliness but please note, for safety reasons, swimming in the Marina area is strictly prohibited.

Usage

- 6 | The Marina is for the mooring of boats only. Staying aboard while moored, boat cleaning, boat maintenance and emptying of waste or bilge systems is strictly prohibited.



Section F

SAINT LUCIA

General Information
Climate
Currency

Cost Of Living
Languages
Getting Around
Driver's License
Purchasing Property
Working On Island
Permanent Residency
Last Will and Testament

Education System
Foreign Investment
Government
Public Safety
Growing The Economy

Economic Disparity
Health Care
Law Enforcement
Institutions
Rodney Bay Marina
Rodney Bay City Town
Friday Night Street Party

Section F

SAINT LUCIA

General Information

1 | **Official Name** | Saint Lucia

Capital City | Castries

Coordinates | 13 53 N, 60 68 W

Coastline | 156km

Island Location

In the Caribbean Sea and part of the Lesser Antilles. Saint Lucia is north of South America, Trinidad and Tobago, Grenada, Saint Vincent and Northwest of Barbados

Geographic Area

Land • 610km² | Water • 10km² | Total • 616km²

Terrain

Mountainous with some broad and fertile valleys

Elevation Extremes

Lowest | Caribbean Sea | 0m

Highest | Mount Gimie | 950m

Climate

2 | Saint 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°F 27.8°C	76°F 24.4°C	86°F 30°C	66°F 18.9°C
February	82°F 27.8°C	76°F 24.4°C	86°F 30°C	66°F 18.9°C
March	83°F 28.3°C	77°F 25°C	95°F 35°C	68°F 20°C
April	84°F 28.9°C	78°F 25.6°C	90°F 32.2°C	70°F 21.1°C
May	86°F 30°C	80°F 26.7°C	91°F 32.8°C	72°F 22.2°C
June	85°F 29.4°C	81°F 27.2°C	96°F 35.6°C	70°F 21.1°C
July	85°F 29.4°C	80°F 26.7°C	90°F 32.2°C	73°F 22.8°C
August	86°F 30°C	80°F 26.7°C	90°F 32.2°C	72°F 22.2°C
September	86°F 30°C	80°F 26.7°C	95°F 35°C	73°F 22.8°C
October	86°F 30°C	79°F 26.1°C	90°F 32.2°C	72°F 22.2°C
November	84°F 28.9°C	79°F 26.1°C	91°F 32.8°C	72°F 22.2°C
December	83°F 28.3°C	77°F 25°C	88°F 31.1°C	68°F 20°C

Currency

3 | The Saint 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 Dollar at a rate of US\$1 = EC\$2.70.

Section F

SAINT LUCIA

Cost Of Living

- 4 | The cost of living is fairly high due to the importation of a majority of items, although dining out in tourist restaurants costs about the same as in the United Kingdom.

Language

- 5 | The official language is English, although a local Creole Patois is widely spoken.

Getting Around

- 6 | Saint Lucia is 238sqm and is 27 miles long by 14 miles wide. The main roads are good throughout the island and you can rent a car or take a taxi, bus, boat or helicopter.

Driver's Licence

- 7 | You may use a non Saint Lucian driver's license 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.

Purchasing Property

- 8 | There are some restrictions on the foreign ownership of businesses in Saint Lucia. Retaining a reputable lawyer will ensure you have the latest information during the entire process.

Working On Island

- 9 | To work in Saint 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 per year.

Permanent Residency

- 10 | You may visit Saint Lucia for up to six weeks per visit as a visitor 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 skill base. There are no taxes on capital gains, inheritance or pension income for retirees.

Last Will and Testament

- 11 | Property purchasers do not need to make a will in Saint Lucia as a will from their country of residence would be recognized.

Section F

SAINT LUCIA

Education System

- 12** | There are both public and private schools on the island. Non-nationals who have established residency in Saint 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.

Foreign Investment

- 13** | The same legal safeguards to protect your property exist in Saint Lucia as they do in the United Kingdom and North America.

Government

- 14** | Saint Lucia gained her independence in 1979.

The head of state in Saint Lucia is King Charles, represented by his appointed Governor General. The Head of Government is the Prime Minister who appoints their 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 took place on December 1, 2025. Prime Minister, Hon. Philip J. Pierre led the SLP to a second consecutive term, marking the first time in over 20 years that an incumbent government in Saint Lucia has been re-elected.

Public Safety

- 15** | There is no political or social upheaval on the island and Saint Lucia is probably safer than most major cities in the United Kingdom and North America. The crime threat level is always very low. Saint Lucia is a very safe country for ex-pats to live, however, just like living in any country in the world, always remain vigilant of your interactions and surroundings at all times.

Growing The Economy

- 16** | Emphasis will be on tourism and sustainable agriculture. This is very good for The Landings Resort and Spa as the Saint 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.

Section F

SAINT LUCIA

Economic Disparity

- 17** | Few beggars are in seen in Saint Lucia making it a very peaceful place to reside Most of the Saint Lucian population live in the countryside where they grow their own food and since it is such a fertile island, very few go without sustenance.

Health Care

- 18** | There is an excellent private hospital in Castries which is just 20 minutes from The Landings and a new large public hospital has been recently opened. There are also good medical centers nearby along with many first-class private dentists, doctors, opticians and other specialist practices.

For extremely serious problems the French island of Martinique is just a ten-minute flight away and has one of the top hospitals in the Caribbean.

Law Enforcement

- 19** | The nearest Police Station is in Gros Islet approximately 5 minutes away.

Institutions

- 20** | The nearest bank is 5 minutes away in Gros Islet and the Post Office is in Rodney Bay approximately 15 minutes away.

Rodney Bay Marina

- 21** | The Marina is a relaxed waterfront hub that features international dining, luxury yachting facilities, and duty-free shopping with a communal bar atmosphere. It serves as the one of the key social areas in North Saint Lucia.

Rodney Bay Town

- 22** | There is a wide range of shops, bars, cafes, clubs, hotels, restaurants and casino.

Friday Night Street Party

- 23** | Every Friday evening, the charming village of Gros Islet transforms into a spirited open-air social gathering where everyone enjoys local music, grilled seafood and refreshing beverages.



Thank You

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THE
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Resort and Spa