

*the Residences*  
VICEROY ANGUILLA

VICEROY ANGUILLA FACT SHEET

ANGUILLA SALES & MARKETING LTD.

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**ABOUT VICEROY ANGUILLA**

Viceroy Anguilla is located in the British West Indies, on the Caribbean's most tranquil island, with a pristine backdrop of white sandy beaches and lucent turquoise waters. The resort features 118 exclusive contemporary beachfront and blufftop resort residences that seamlessly combine the inspired design of Kelly Wearstler and Wimberly Allison Tong & Goo with luxury amenities, extensive fitness amenities and a holistic wellness spa influenced by Caribbean culture. Located on 3,200 feet of beach on Meads and Barnes Bays along the island's coveted northwest shore, deep water, coral snorkeling shelves and remarkable beaches line the 35-acre resort.

**REAL ESTATE OFFERING**

Currently in its final sales release, Viceroy Anguilla offers fully-furnished contemporary beachfront and blufftop villas, sophisticated townhomes and opulent resort residences, featuring whole ownership starting at \$700,000 and reaching \$7.7 million.

**VILLAS**

Viceroy Anguilla features 31 freestanding four- and five-bedroom villas overlooking the water, ranging in size from 3,802 to 6,185 interior square feet. Each boasts expansive outdoor living space, from 1,938 to 3,331 square feet, including a private infinity pool.

**TOWNHOMES**

Four oceanfront townhomes of three to four bedrooms range from 3,099 to 4,423 interior square feet. Each townhome enjoys generous outdoor living space, ranging from 1,099 to 2,115 square feet, including a private pool.

### PENTHOUSES

Five oceanfront penthouses with three bedrooms from 3,430 to 3,704 interior square feet. Each penthouse makes a profound statement with a private pool amid panoramic, 270-degree views from expansive outdoor living spaces of 2,086 to 3,367 square feet.

### RESORT RESIDENCES

74 one-, two- and three-bedroom resort residences complete the resort. All feature spacious patio areas with private plunge pools.

Residences are fully-furnished and feature one of a kind design by acclaimed tastemaker, Kelly Wearstler. (<http://viceroyanguillaresidences.com/creators/>) Spacious interior details include Italian silver travertine throughout, deep soaking tubs, outdoor spaces with a private pool and endless breathtaking Caribbean sunset-kissed views.

Purchasers also have the option to place their residence into a rental management program which provides effortless ownership and the opportunity to generate income to offset costs.

### FINAL SALES OPPORTUNITY

This sales release marks the final and exclusive opportunity for discerning buyers to own at Viceroy Anguilla.

RESIDENCE TYPE	NO. OF UNITS	INTERIOR SQ. FT.	EXTERIOR SQ. FT.	TOTAL MAXIMUM SQ. FT.	PRICE RANGE (USD)
Roof top Suites	6	774	746	1,520	\$700,000 - \$900,000
One-Bedroom Resort Residence	30	991-1,546	366-404	1,950	\$900,000 - \$1,970,000
Two-Bedroom Resort Residence	35	1,639-2,335	434-677	3,012	\$1,640,000 - \$3,240,000
Three-Bedroom Resort Residence	6	2,577-2,753	576	3,329	\$2,400,000 - \$3,650,000
Penthouses	5	3,430-3,704	2,086-3,367	7,053	\$3,850,000 - \$5,150,000
Townhomes	4	3,099-4,423	1,099-2,115	6,538	\$4,000,000 - \$5,970,000
Oceanview Villas	11	3,802-3,820	1,938-2,609	6,411	\$4,180,000 - \$4,400,000
Beachfront & Blufftop Villas	20	4,335-6,185	2,358-3,331	9,516	\$4,700,000 - \$7,700,000

**SALES STAFF ON-SITE**

Professional sales representatives are available on-site every day to assist discriminating buyers interested in touring properties. Every experienced member of the sales team will first explore the personal objectives of each prospective buyer and their family before suggesting the most appropriate ownership options. Each alternative will have been carefully chosen as a potential fit to the individual's own distinct needs and objectives.

The Real Estate Sales Centre, located on-site in Villa 20 adjacent to guest reception, may also be reached toll free by calling 800.357.1930 from the US or directly via 264.497.0757. Requests for additional information may also be made at [www.viceroyanguillaresidences.com](http://www.viceroyanguillaresidences.com) where floor plans, reviews, photos, and Viceroy Anguilla's live beach cam are featured.

**STARWOOD STRENGTH**

Starwood Capital Group is a privately held, U.S.-based investment firm with a core focus on global real estate. Since the group's inception in 1991, the firm, through its various funds, has completed over 400 transactions representing assets of \$28 billion. Starwood Capital currently has approximately \$18 billion of assets under management. It maintains offices in Greenwich, Atlanta, San Francisco, Washington, D.C., and affiliated offices in London, Luxembourg, Paris, Mumbai and Sao Paulo. Starwood Capital has invested in nearly every asset class, including multifamily, office, retail, hotel, residential and commercial land, senior housing, mixed-use, golf and industrial assets. Starwood Capital Group and its affiliates have successfully executed an investment strategy that includes building enterprises around core real estate portfolios in both the private and public markets.

Starwood Capital Group has an extraordinary 18-year track record in hotel-related investments and has proven to be a successful acquirer, asset manager, brand builder and operator of hotels. Entities controlled by Starwood Capital Group include more than 1,000 hotels valued at more than \$7.6 billion. In 2006, Starwood Capital completed the \$3.2 billion acquisition of Groupe Taittinger and Société du Louvre, one of Europe's largest hotel networks. SDL's assets include a unique collection of 10 luxury hotels and Europe's second largest budget hotel company with more than 800 properties, as well as the legendary crystal company Baccarat and Annick Goutal Perfumes.

Barry S. Sternlicht, chairman and CEO of Starwood Capital Group, is also chairman of the board of Société du Louvre. A dynamic visionary leader, Mr. Sternlicht has revolutionized the world of hotels with a modern approach that combines exceptional amenities and service with outstanding design. From 1995 to 2005, as chairman and CEO of Starwood Hotels and Resorts, Mr. Sternlicht honed several distinct brands: Westin, Sheraton, St. Regis, The Luxury Collection and Le Meridien. He also conceived and launched W Hotels in 1999, a unique brand of accessibly hip hotels renowned for its iconic products and innovative design.

**INTERIOR DESIGN**

Internationally acclaimed tastemaker Kelly Wearstler - the muse and signature designer for Viceroy Hotel Group - envisioned Viceroy Anguilla's uncluttered spaces as a fusion of the island's aquatic and geographic landscapes, and punctuated them with sculptural and organic elements. [www.kellywearstler.com](http://www.kellywearstler.com)

**ARCHITECTURE**

The architectural design was directed by the foremost international design consultant for hospitality, leisure and mixed-use entertainment developments, Wimberly Allison Tong & Goo. The firm specializes in creating a unique sense of place with indigenous materials, building techniques and architectural details that reflect the surrounding culture. Design specifics were also a collaboration of masterminds from Hilgendorf Corporation and the landscape design firms George W. Girvin Associates, Inc. and Art Luna Garden.

**RESIDENTIAL FEATURES**

- Italian silver travertine floors throughout
- Energy-efficient, sound- and hurricane-resistant glass windows and doors
- Custom-designed wood shutters with operable louvers
- Custom lighting
- GE stacked washer/dryers
- Personal, laptop-sized safes
- Sony 37"-46" LCD high-definition flat-screen TVs and DVD players

- Bose stereo systems in the penthouses, townhomes and villas
- Wireless Internet access
- Cordless telephones
- State-of-the-art Salto locking mechanisms on exterior entry doors
- Wood interior doors with contemporary hardware
- Zoned heating and air conditioning
- Kitchens with honed black mosaic Italian marble countertops
- Stainless steel sinks with Dornbracht faucets
- GE Monogram stainless steel kitchen appliances, including gas ranges, microwaves, ovens, integrated refrigerator/freezers and dishwashers with custom millwork panels; warming drawers, ice makers and wine chillers in select residences
- Nespresso espresso machines in select residences
- Villeroy & Boch china
- All-Clad cookware and accessories in select residences
- Bedrooms with Serta Eurotop double-sided pillow-top mattresses and custom-designed Sferra 100% Pima cotton bed linens
- Lightweight feather and down duvets and pillows
- Bedside digital clock radios with MP3 player docks in select bedrooms
- Kelly Wearstler custom-designed accessories and furnishings, including combed oak four-poster, woven leather or rattan beds, stone and penshell nightstands, specialty finish wood desks, travertine and brass lamps
- Custom designer artwork
- Bathrooms with honed marble countertops
- Rectangular sink vanities with Dornbracht faucets
- Travertine showers with rainhead faucets and glass shower enclosures in select residences
- Kohler soaking tubs with stone surrounds in select residences
- Water closets with Toto toilets in select residences
- Silver travertine outdoor showers with rainhead faucets and built-in benches in select residences
- Private sundecks and personal outdoor spaces ranging from 183 to 3,367 square feet
- Views stretching across the Caribbean Sea
- Private pools
- Outdoor kitchen featuring GE Monogram stainless steel gas grills and under-counter refrigerators in select residences, with custom-designed teak furniture and covered outdoor dining areas

**VARIED DINING SELECTIONS**

Viceroy's five superlative dining and lounging establishments offer everything from signature dining to carry-out boxes for beachside picnics, from a hideaway bar on the beach to a vibrant lounge with the island's most spectacular sunset views, alongside an adults-only infinity pool.

**Aleta**

Casual indoor and terrace dining offering Continental and Caribbean cuisine

**Bamboo Bar & Grill**

Al fresco seasonal selections and evening seafood, steak and barbecue menus on Meads Bay

**The Half Shell**

Middle-Eastern cuisine and on-the-go gourmet boxes and beverages on Barnes Bay

**Sunset Lounge**

Small plates, cocktails, Champagne and cigars beside the adults-only infinity pool

**Cobà**

Viceroy Anguilla's signature restaurant, overlooking two bays and specializing in Italian interpretations of local produce and seafood offerings

**Villa Chef Programme**

Provides residential kitchen stocking and in-residence meal preparation and dining

## WELLNESS

With stunning interior design by Kelly Wearstler, the 8,000-square-foot oceanfront spa commands views of the sea from both levels and features magnificent suites and treatment rooms, intimate outdoor treatment cabanas, salon services and a saltwater infinity pool perched on the bluff overlooking the sea. The facility offers a synthesis of modern and ancient rituals incorporating local botanicals and West Indian traditions.

- Meditation, cooking, and healthy lifestyle classes, presentations and excursions
- Yoga and wellness retreats
- In-residence, in-spa and beachfront treatments, including massage, body polishes, wraps and facials



## FITNESS RESOURCES

The fitness centre offers state-of-the-art cardio and strength training equipment, mind-body workouts, personal training and more.

- TechnoGym™ cardio, strength and Kinesis™ equipment
- StarTrac™ spinning bikes
- Yoga and Pilates studio
- Private fitness training
- Three lighted, championship tennis courts and stadium seating
- Tennis pavilion/Pro shop, with state-of-the-art racquet stringing and retail active wear
- Challenging climbing walls
- Regulation NBA-sized basketball court
- Badminton and Volleyball court
- Putting green, croquet court bocce ball and lawn bowling areas
- Sea Centre featuring complete water sports equipment and instruction
- Snorkeling
- Three swimming pools, multilevel pool decks, and enhanced cabanas with flat screens, connectivity for most personal entertainment and computing devices, digital sound systems, privacy shades and 7-foot private day beds for sunning
- Hobie catamarans and Sunfish sailing
- Boogie boarding, kayaking and windsurfing

**RESORT FEATURES**

- Lifestyle Assistants available for villa, penthouse, and townhome guests, offering the traditional services of butlers, the modern savvy of personal assistants and the charm and insight of local Anguillans
- Kids Club offering beach activities, nature safaris, pirate adventures, interactive water features, natural play areas, talent shows and pajama parties
- Teen Club with sporting events, bike tours, steel drum lessons, teens-only movie screenings and parties
- Family activities including custom picnic prep sessions and private beach excursions
- Concierge
- Doormen, bellmen, security, luggage hold and porter service
- Valet parking
- In-residence dining and sommelier consulting services
- Personal chef services and in-residence catering available
- Grocery shopping and in-residence refrigerator stocking
- Personal shopping and purchase delivery services for clothing, groceries and pharmacies
- Twice-daily housekeeping
- Laundry, dry cleaning and pressing services
- Executive meeting facilities and banquet settings for board retreats and elite incentive programs
- Catering expertise for destination weddings and multi-generational events
- High-speed wireless Internet access throughout the resort
- Technical support for computers, audio-visual and telecommunications equipment
- Local and long-distance telephone service
- Boutique with women's, men's and children's apparel, lifestyle accessories, upscale gifts and sundries

**SUSTAINABLE DESIGN**

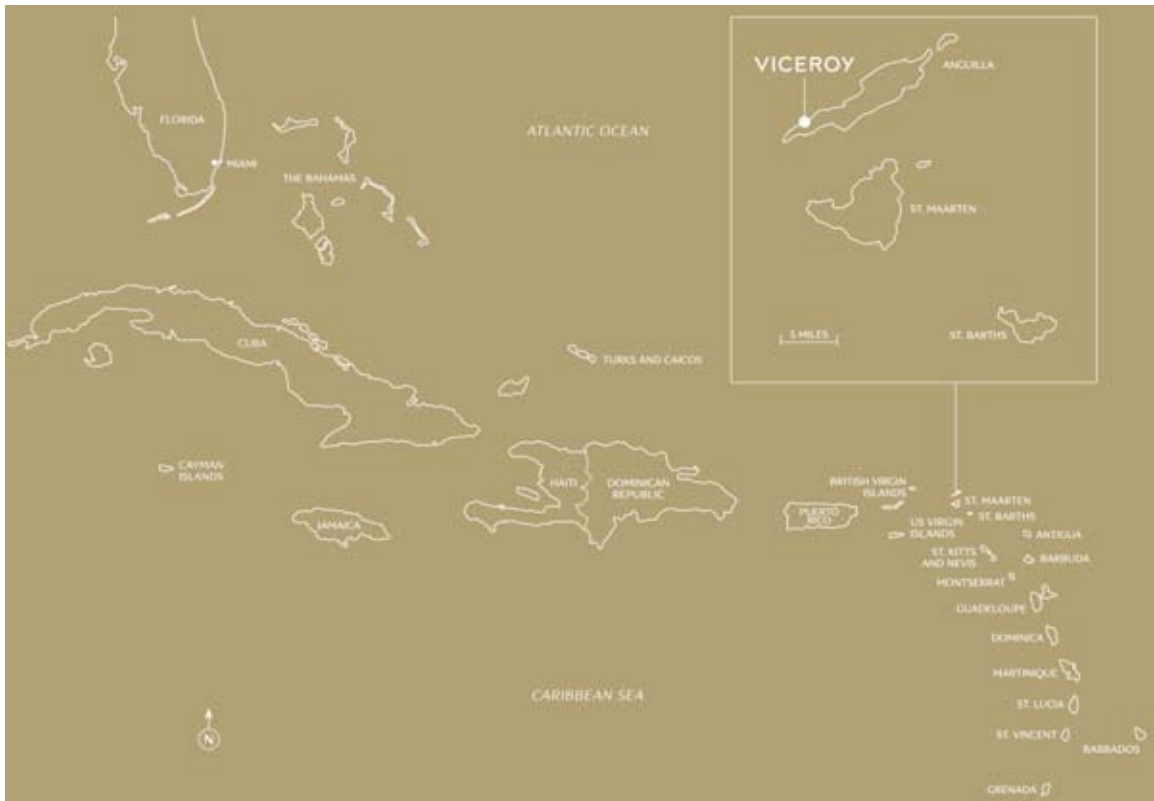
The gracefully landscaped resort has been designed to preserve and enhance the beauty of its natural surroundings, with abundant use of indigenous materials and attention to cultural detail.

- State-of-the-art 250,000 gallon reverse-osmosis plant for water purification
- An on-site central energy plant provides reliable, consistent power to the resort
- Rooftop rainwater collection system with underground water storage cisterns
- HVAC shut-down when terrace doors open
- Electric carts available

## LOCATION

With its enviable privacy jealously protected, Anguilla is the most charming island in the British West Indies boasting 33 of the world's most stunningly white powder beaches and transparent turquoise waters.

Its topography of copious reefs, white coral rock and stunning coastline entices visitors from around the world. The unspoiled reefs make Anguilla a mecca for snorkeling and diving; its history as a British territory and spice island foster the exploration of numerous underwater wreck sites. In the early 1980s the Anguillan government took steps to limit development to only the world's premier boutique hotels and resorts. Nearly 30 years later, Anguilla continues to flourish as an inconspicuous retreat. Void of discos, casinos, duty-free shopping and cruise liners, Anguilla offers discerning globetrotters a true escape, free of worldly distractions. Located on the most northerly of the British West Indies' Queen's Leeward Isles, just five miles from St. Maarten and 20 miles from St. Barths, lies another world. Anguilla is close enough for easy access, yet secluded enough to make it one of the world's most exclusive island destinations.



### THE ACCLAIM

Viceroy Anguilla has received numerous accolades from the world's most discriminating travel writers including being the featured cover story of *Conde Nast Traveller UK*, *Tatler's* "Best New Sensation", *Travel + Leisure's* "It list" and *Conde Nast Traveler's* "Hot List". The resort was named by the *New York Times* the "#1 Reason to go to the Caribbean".

([http://viceroyanguillaresidences.com/praise/index.php#media\\_reviews](http://viceroyanguillaresidences.com/praise/index.php#media_reviews)).

Independent and certified appraisers representing mortgage lenders have characterized Viceroy Anguilla as "the most magnificent development they have ever evaluated at any time, anywhere in the Caribbean."

### Awards & Accolades include:

Top 10 Caribbean Resorts - Reader's Choice Awards, *Condé Nast Traveler*, 2011

*Condé Nast Traveller UK*, Reader's Travel Awards 2011

*Hospitality Design Awards* 2011, Winner Luxury/Upscale Public Spaces

*TripAdvisor*, Certificate of Excellence 2011

*Condé Nast Traveler*, Hot List Spa 2011

*Tatler*, Best New Sensation 2011

*Travel + Leisure*, IT list 2010

*Condé Nast Traveler*, Hot List, May 2010



**THE TRANSACTION**

Purchasers can anticipate the following closings costs:

- Title policy premium and escrow fees: Approximately 1.25% of Purchase Price
- Stamp Duty: 5% of purchase price (excluding value of furnishings). If mortgage financing is utilized, additional stamp duty equal to 1% of loan amount.

**Ongoing costs:**

Homeowner Association fees , approximate \$30 per interior square foot per year (inclusive of real estate taxes, property/casualty insurance including hurricane, flood and business-interruption coverage , utilities, 24/7 security, maintenance , digital satellite connectivity and all common-area costs.)

**Optional Rental Management Program:**

Viceroy Anguilla purchasers may choose to enter into Viceroy's *optional* rental management program wherein their property may be rented as part of the hotel's inventory. Revenues generated from rentals are divided between Viceroy Anguilla and property owner as follows:

	<b>Percentage</b>	<b>Example</b>
Gross Rental Revenue	100%	\$100
Less: Administration Fee	12%	(\$12)
Less: 5% Capital Reserve Account Contribution	5%	(\$5)
Hotel Management Fee	44%	(\$44)
Property Owner's Net Income	39%	\$39

**Lending Programs:**

A number of Viceroy Anguilla purchasers have secured mortgage loans. Loans are readily available, subject to creditworthiness, from Viceroy's preferred lender, First Caribbean International Bank: (<http://www.cibfcib.com/>)

- Loan to Value Requirements: 60% LTV for loans of less than \$1.5M. 50% LTV for loans greater than \$1.5M
- Loan Term: Varies but typically features a 20 year amortization with a 5 year term
- Variable rates : 3-month LIBOR + 3%. Rate varies with LIBOR.
- Fixed rates: 2 – 5 year term amortized over 20 years from 4% - 5.75%
- Estimated Fees: 1% loan origination fee to bank/1% fee to closing attorney

In addition, Starwood Capital Group has agreed to originate 2nd-mortgage loans to bring any existing, approved mortgage up to a 75% LTV, at a simple 10% interest rate and a 5-year term.