

BY RE/MAX BEST PRICED PROPERTIES

# Living the BVI

A person wearing a blue and red patterned shirt and shorts stands on a wide, sandy beach, looking out at a large, powerful wave crashing onto the shore. The wave is a vibrant turquoise color with white foam. The sky is a clear, pale blue.

## NAVIGATING BVI REAL ESTATE

THINGS YOU DEFINITELY WANT TO KNOW  
ABOUT THIS CARIBBEAN PARADISE

WHY INVEST IN BVI?  
STEP BY STEP GUIDE TO SECURE YOUR PIECE OF PARADISE  
WHAT DO WE HAVE FOR SALE HERE?  
BVI FIRST TIMER TRAVEL ITINERARY

# MEET YOUR BVI REALTOR



## CASSIE

A long-term resident of the British Virgin Islands who started her real estate career working with a world-renowned property developer Qatari Diar and Delancey in London, Cassie Ngai is one of the Caribbean's leading real estate agents. Over the years Cassie has worked with RE/MAX Best Priced Properties, she has helped over 600 clients buy, rent, lease or sell properties: there are few people who are more familiar with the BVI property market than her. She is qualified as a residential valuer with RICS and certified in Real Estate and Economics with the London School of Economics and Political Science. Cassie was recently named one of the top 15 agents - out of 500 - working within the RE/MAX Caribbean and Central America region.

Far more than just a realtor, Cassie is a true BVI expert who directly understand how it feels to commence a new life in the locality. Volunteering as tour guides, concierges, lifestyle consultants, friends and even therapists is all part of the service as they help clients secure their dream property with a minimum of stress. For more on what to expect, this guide outlines everything you'll need to know to purchase a home in the BVI.

## *Contact Me*

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# LET'S TALK ABOUT THE BVI

A dramatic spread of forested mountains, pastel-coloured towns and pristine beaches, the British Virgin Islands (BVI) is a Caribbean paradise. Yet fewer than 35,000 people live across its 60 islands and cays and life remains peaceful. Locals call the BVI 'Nature's Little Secret' and it's true that this setting has always drawn a discerning, discreet class of visitor.

Incoming residents are attracted by the BVI's beautiful beaches, plush resorts and world-class sailing. That perhaps owes something to the first holidaymakers to come here, all well-off guests invited by Laurence Rockefeller after he established the country's first high-end resort in the 1960s. Today, nearly half of the BVI's national income comes from tourism and some of the world's most exclusive hotels and private-island retreats are found here. This British Overseas Territory has one of the strongest economies in the Caribbean due to its world-renowned offshore financial sector. The combination of a \$1 billion GDP using USD as currency and the country's natural, untampered beauty reflects richly within the property market.

While the BVI is filled with luxury real estate and development opportunities, occasionally you can find a hotel or an entire island for sale. Most properties for sale here are upmarket homes, rental villas, and gated exclusive community lots on the four main islands of Tortola, Virgin Gorda, Anegada, and Jost Van Dyke. Most people who purchase property in the BVI enjoy its steady, long-term appreciation along with its very attractive vacation rental income. Properties in the BVI can expect to see an average gross vacation rental yield of 8-15%.

Property values are always on the rise, as supply and demand rule the economy and limited supply in the BVI real estate market persists. The average property for sale in the BVI is approximately \$1.1 million. Every year, fewer than 50 properties with prices above \$500,000 are sold here.

The BVI is also considered one of the world's most stable and safest offshore financial centres with one of the lowest crime rates in the world. Savvy real estate and yacht owners register their purchases here to benefit from transactional efficiencies. With established links to all major economic centres, including New York, London and Hong Kong, inward investment from international purchasers is easy and secure. Property taxes are nominal and the unique ability to leave a tax-neutral legacy from generation to generation is available.

Now that you're interested in this Caribbean gem, read on to see if you fancy a visit!

[P. 4 Seven Reasons Why You Should Invest In The BVI](#)

[P. 5 Tax Matters](#)

[P. 6 Six Steps To Own A Piece Of Paradise](#)

[P. 7-9 Listings In Paradise](#)

[P. 10 Getting Here](#)

[P. 11 BVI Map](#)

[P. 12-13 First Timer Itinerary](#)

[P. 14-15 First Timer Charter Itinerary](#)





# 7 REASONS WHY YOU SHOULD INVEST IN THE BVI

## WEALTH BUILDING and VALUE APPRECIATION

Real Estate has always been one of the most crucial assets when it comes to establishing wealth. Everyone needs real estate, whether it is a place to live or do business, it is integrated into every part of the society, the world cannot function without real estate.

## FAMILY and ESTATE PLANNING

Purchasing a home creates a sense of financial and psychological security and stability. Property ownership can be passed on from generation to generation.

## GENERATE INCOME

Real Estate can generate multiple source of incomes for an individual: (1) Save rent  
(2) Receive rental income and (3) Obtain capital growth

## RESIDENCY / RIGHT TO RESIDE

If you are retired and wish to live in the BVI on a permanent basis, once you are able to prove that you can financially support yourself, a "Right to Reside" application can be submitted to the Chief Immigration Officer for approval.

## TAX BENEFIT

The BVI is considered one of the world's most stable and safest offshore financial centres. Property taxes are nominal and the unique ability to leave a tax-neutral legacy from generation to generation is available.

## SAILING HAVEN

The BVI boasts one of the best sailing destinations in the world, a charter vacation will reveal the beauty of the immense boulders, grottos and natural pools, and many lively white sandy shoreline. Under the surface of the Caribbean's crystal waters, experience sunken shipwrecks and a spectacular range of tropical sea creatures.

## POLITICAL STABILITY and SECURITY

With the US dollar as the currency and English Common Law as the basis of the legal system, your investment will be safe and sound.

# TAX MATTERS

## Property Tax

- For BVI belonger or BVI companies: \$10 on the first acre and \$3 on each additional full or partial acre
- For expatriates: \$50 on <0.5 acre, \$150 on 0.5-1 acre, and \$50 on each additional acre plus 1-1.5% of a home's annual income value

## Payroll Tax

Has replaced Personal Income Tax, it is split between the employer and the employee at:

- 14% for larger companies
- 10% for small companies

There is:

- No Capital Gains Tax
- No Gift Tax
- No Sales or Value-added Tax
- No Personal Income Tax (unless paid a BVI salary)
- No Corporation Tax
- No Inheritance Tax or Estate Duty

"BVI real estate makes an attractive wealth generating machine as the property taxes are nominal. "

*Rico Garcia- Regional Owner of REMAX BVI*



# 6 STEPS TO OWN A PIECE OF PARADISE

Step 1: Let us help you identify the property you wish to purchase, create an offer letter and secure the property with a deposit (usually 10%).

Step 2: Determine if you would like to purchase through savings or with financing and start the process with a bank.

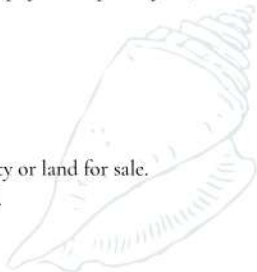
Step 3: Identify a law firm to represent your real estate purchase and have them handle the following for you: Set up a BVI Company if applicable, negotiate sales agreement, due diligence, and apply for Non belonger landholding license (NBLHL).

Step 4: If you are not a BVI belonger, you will need to apply for a NBLHL, any sale of land or property to a non-resident is dependent on this license being granted.

Step 5: Complete your purchase by paying the balance and transferring the property title.

Step 6: Register the property in your name or company's name and pay stamp duty. (4% stamp duty for Belonger and 12% stamp duty for non Belonger.)

\*\*\*Small Print: British Virgin Island belongers have first choice of any property or land for sale.  
A British Virgin Island belonger is someone with permanent status in the BVI.



# LISTINGS IN PARADISE

WYNDHAM LAMBERT  
BEACH RESORT  
A SELECTION OF ROOMS & VILLAS FOR  
SALE. FROM \$235,000



We offer a selection of real estate from raw land, single family home, condo, commercial opportunity, hotel development to private island.



Waters Edge  
4 bd 4 ba \$9.5m



Aquamare  
15 bd 15 ba \$19.8m



NoNamé, Oil Nut Bay  
6 bd 6.5ba \$29.5m



Lion Heart, Oil Nut Bay  
5 bd 6.5ba \$39.5m



# LISTINGS IN PARADISE



0.697 ACRE  
LITTLE MOUNTAIN  
LAND \$160,000



1.4 ACRE LORMER  
BAY LAND  
\$210,000



HUMMINGBIRD  
HOUSE  
\$725,000  
5  6 



MACINTOSH  
HOUSE  
\$2,100,000  
4  5 



VILLA  
MOANNA  
\$995,000  
4  4 



HAVERS HILL  
VILLA  
\$1,800,000  
8  7 



# VACATION RENTAL IN PARADISE

The Refuge  
3 bd 3.5 ba from \$1200 night



Mango Manor,  
3 bd 3.5 ba from \$5000/ night

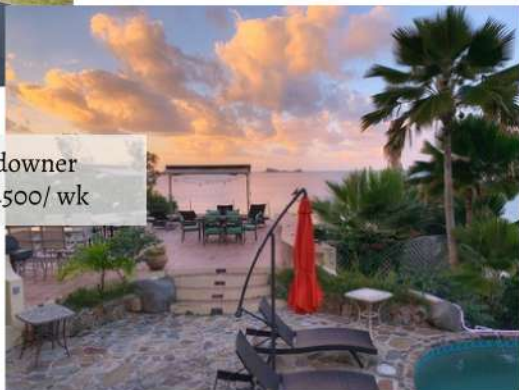
Piece of Eight Beach House  
3 bd, from \$3000/ night



Allamanda Estate,  
2 bd to 7 bd, from \$4500/ wk



Sunset Watch & Sundowner  
studio to 4 bd, from \$4500/ wk



# GETTING HERE

The BVI has 3 airports with the main international airport operating from Beef Island (EIS). Due to the small population size, there are no direct flight to other continents. Be sure to allow sufficient time for transit in case of any delay. We recommend taking an early flight out to have a stopover or day trip before hopping on your second leg.

Airline that operates include Silver Airways (Seaborne), CAPE Air, VI Airlink, Liat and InterCaribbean Airlines. Private charters Fly BVI, Island Birds, and other concierge service.

## Popular airports nearby for international connections:



Puerto Rico (SJU- 45 mins away)

Top destination: US, Canada, Panama, Colombia, Dominican Republic, Madrid



Antigua (ANU- 1 hr away)

Top destination: UK, US, Canada Barbados, Trinidad, St Barths, St Maarten, Montserrat



St. Maarten (SXM- 50 mins away)

Top destination: France, Netherland, US, Canada, Anguilla, Panama, Dominica, St Barths, Caracac



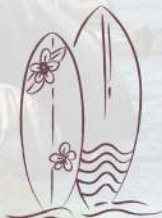
St.Thomas (STT- 1 hr ferry away)

Top destination: Miami, Fort Lauderdale, Orlando, Atlanta, Charlotte, New York, Dallas

## Best time to visit?

Planning when to visit the BVI totally depends on your circumstances. Here are a few pros and cons between visiting during high or low season.

- ✓ High season: November to March
- ✗ More frequent flights, more activities, warm winter  
Higher rates, busier atmosphere
- ✓ Low season: May- September  
Better accommodation rates, less tourists,
- ✗ Align with school summer holiday  
Certain places might be closed, hurricane season



## Events of the year

- Surfing Season in Winter
- Spring Regatta in April
- Poker Run in May
- "Christmas in July"
- Carnival in August
- Lobster festival in November



# MAP OF BVI



## CHARTER ITINERARY

### ITINERARY

- ① Relaxing Beach Day
- ② Virgin Gorda, The Baths
- ③ Necker Island, Oil Nut Bay
- ④ Anegada
- ⑤ Anegada
- ⑥ West End/ Jost Van Dyke
- ⑦ Scrub Island/ Beef Island

- Ⓐ Normal Island, The Bight
- Ⓑ Salt & Cooper Islands
- Ⓒ Virgin Gorda, The Baths
- Ⓓ Anegada
- Ⓔ Trellis Bay & Marina Cay
- Ⓕ Jost Van Dyke
- Ⓖ Road Harbour



# FIRST TIMER ITINERARY

## DAY 1 BEACH

You've got to start a Caribbean holiday on the beach right? Choose from a wide selection of white sand, black sand, secluded, lively beaches even one with a historical ruin. Either a beach picnic or a Pina Colada by the beach bar will start your vacation just right!



## DAY 2 VIRGIN GORDA, THE BATHS

Maybe you saw this in a magazine, maybe you saw this on a travel channel, the Baths in Virgin Gorda is a special natural formation that you don't want to miss! You can spend a good portion of the day here, crawling through the caves and grottos, swimming, snorkeling, having a professional photoshoot, then cool down and have lunch at The Top of the Baths Restaurant. In the afternoon, recharge and rejuvenate at the nearby world class Rosewood Hotel and end the beautiful evening at their Pavillion restaurant.

## DAY 3 NECKER ISLAND, OIL NUT BAY

It is recommended to stay on Virgin Gorda overnight so you can explore further! Book an eco wildlife tour on Sir Richard Branson's private Necker Island via Gumption Adventure to see lemurs, flamingos and giant tortoise - this certainly makes a highlight! Top the day by having lunch at Nova restaurant in Oil Nut Bay and relax in their marina.



## DAY 4 ANEGADA

Venture further North from VG to Anegada to experience a quaint and peaceful retreat. Be sure to book in advance to stay in the limited availability beach palapa tent at the Anegada Beach Club. You can rent a Mini Moke to explore this very flat coral island or join local tours to see flamingos, conch island and go on a lobster hunt! Anegada conch and lobster are must try on any restaurant menu! You are allowed to collect up to 3 conch shells without a living specimen as souvenirs.





## DAY 5 ANEGADA

Maximise your time in Anegada by organising an overnight journey. Spread out the local tour over 2 days or maybe sign up for a kite surfing lesson to ride the wind.



## DAY 6 WEST END

Grab a coffee from Omar in Frenchman Cay and stroll around West End and Sopers Hole Marina. If you are feeling adventurous there are different hiking routes i.e. Sage Mountain or Bat Cave. Pop over to the Rum Distillery in Cane Garden Bay to try the infamous "Panty-Dropper" rum, and enjoy a sundowner and finish the night with a party in Paradise.

## DAY 7 EAST END/ SCRUB

Finish your trip on Scrub Island Resort and Spa that is only 15 mins ferry away from the Beef Island International Airport before setting off. Rent a kayak, paddle boarding from to explore the Eastern side of Tortola and maybe a ecological mangrove tour.



## EXTEND YOUR STAY?

I'm sorry a 7 day itinerary is simply not enough to explore Nature's Little Secret in depth. There are still so many places to visit, Cooper Island, Jost Van Dyke, Saba Rock, Willy T, newly opened Bitter End Yacht Club just to name a few.....Maybe you can take inspiration from next page about charter options to extend your stay and cover other wonderful spots in the BVI!

# FIRST TIMER CHARTER ITINERARY

## DAY 1 NORMAN ISLAND, THE BIGHT

So many islands to choose from but which one first? Probably your best bet for a brilliant introduction to the Caribbean is to go to Norman Island and anchor in The Bight. Here you will find the floating pirate ship "William Thornton" where you can have a beer or a body shot, depending on the mood you are in! There are some wonderful hiking trails on Norman Island and once you reach the top the vistas to the south are spectacular. Norman Island is reputed to be Robert Louis Stevenson's inspiration for his book "Treasure Island".



## DAY 2 SALT AND COOPER ISLANDS

A short beat up the Sir Francis Drake Channel takes you to Salt Island. Here you can pick up the National Parks moorings and either dive or snorkel the wreck of the Royal Mail Steamship Rhone, a relic of the hurricane of 1867 and famous for its part in the movie 'The Deep'. Alternatively, go ashore and visit the settlement and salt pond from which the island takes its name. After lunch sail to Cooper Island where you can pick up a mooring in front of the beach club bar and restaurant. Just to the south of Manchoneel Bay is Cistern Rock for snorkelling which on any given day you will see squid, turtles, barracudas, and occasionally the odd shark.

## DAY 3 VIRGIN GORDA, THE BATHS

Sail to the Baths, one of the most unique natural formations in the BVI that open into massive rocky grottoes filled with sea water. Nearby is Virgin Gorda Yacht Harbour (VGYH), with a full service marina, shops and restaurants. You can take a short walk to an excellent restaurant on the beach called "Coco Maya" who serve up an amazing array of gourmet appetizers and entries along with extremely creative cocktails.

North Sound, Virgin Gorda offers a huge safe area of inlets and anchorages. Whether you want to snorkel Eustatia Sound with its sunken canons and great reef fish, or spy on Necker Island this is the area for you. Bitter End Yacht Club, Saba Rock and Leverick Bay all offer nice walking trails, good restaurants and transient dockage and gift shops.



# FIRST TIMER CHARTER ITINERARY

## DAY 4 ANEGADA

You can sail the 15 miles north to Anegada from North Sound which is famous for its fresh lobster, iguanas and flamingoes.

Once you arrive take a taxi ride, or perhaps for the more adventurous, rent a 'scooter' to Loblolly Bay or Cow Wreck Beach on the north side and snorkel inside the reef or enjoy a beautiful walk along the miles of white sand beaches. After an amazing day you can then head back to the anchorage for smoothies and a lobster dinner at Neptune's Treasure or the Anegada Reef Hotel.



## DAY 6 JOST VAN DYKE

Weigh anchor and take a short cruise up to beautiful Guana Island for spectacular snorkeling and a superb beach at Monkey Point. It's a great spot to picnic. Then take an afternoon and sail to the island of Jost Van Dyke. Great Harbour on Jost Van Dyke is home for the infamous 'Foxy's', and

Little Jost Van Dyke or Diamond Cay are also worthy of a visit. From Diamond Cay you can hike over to the 'bubbling pool' for some amazing photo opportunities and views to the north. This well-known pool is beautiful to see, but can be very dangerous if the north swell is running so please don't be tempted to swim. All locations have good anchorages, beautiful beaches, hiking, beach bars and unique restaurants for your dining pleasure.

## DAY 5 TRELLIS BAY AND MARINA CAY

Sail from either North Sound or Anegada to Trellis Bay on Beef Island, which is a well protected natural safe harbour. If you prefer a more tranquil spot then try Marina Cay across the channel to the north, off Great Camanoe. A fun-filled Full Moon beach BBQ party, complete with real 'moco jumbies' is held monthly at Trellis Bay.

## DAY 7 ROAD HARBOUR/CHECK IN

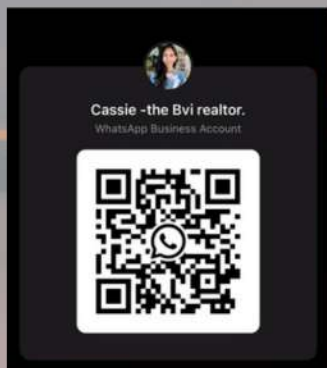
Enjoy the sunrise over the hills of Peter Island, take an early morning swim or sorkel and then weigh anchor for a short sail across the channel to the TMM docks for noon check in. Now that was a week well spent!



# STAY IN TOUCH

This guide is brought to you by Cassie at RE/MAX Best Priced Properties - Your trusted source for BVI property sales, rentals, development and management. I am available to help you navigate the local real estate market or to connect you with our referral network of over 135,000 abroad across 110 countries.

Call, Whatsapp or Email me on any BVI housing enquiries!



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Special thanks to Michael Winter Jr  
for some stunning photos in this  
guide, to BOOK A  
PROFESSIONAL PHOTOSHOOT  
with him, scan this!



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*Michael Winter Jr*

PHOTOGRAPHY