

## In 2021, Residential Real Estate Developers Are Finding New Success With Hotels



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An oceanfront villa at Beach Enclave Grace Bay BEACH ENCLAVE

According to Alvaro Acebal, director of operations at Beach Enclave in the Turks and Caicos, it is common to see hotel companies branch into real estate. He cites hotel brands like Ritz-Carlton, St. Regis, and W Hotels that operate residential components within or adjacent to some hotels. However, Acebal notes it is rare to see the reverse with real estate companies making their first move into building a hotel.

# The Club at Beach Enclave Long Bay, Turks and Caicos

*Providenciales*



The Club at Beach Enclave Long Bay, Turks and Caicos, will open next year. BEACH ENCLAVE

Beach Enclave's swanky, oceanfront multi-bedroom villas are located in three different areas of Providenciales, the main island of the Turks and Caicos. Nearly 70% of its visitors arrive to the island by private plane to indulge in a vacation (or even an [extended stay to work remotely](#)). Since the villas, most of which have five bedrooms, must be [bought as a bundle](#) (rather than rented one by one), this is the kind of place where families or groups of friends travel together to escape the bustle of larger hotels.



A villa at Beach Enclave Grace Bay BEACH ENCLAVE

Each villa comes with a swimming pool ringed by lounge chairs, an outdoor patio with dining area and grill, spacious living areas and fully-equipped kitchen with the services of a butler. A chef can also prepare meals on request, and breakfast is complimentary for all guests.



A villa at Beach Enclave North Shore BEACH ENCLAVE

So popular is the collection of residences that repeat guests started to ask for more facilities so that they could stay on property, which is what led to the idea of building a hotel.

While Beach Enclave guests have access to tennis and basketball courts, 24-hour fitness centers and in-room spa services, many wanted more including the option to socialize outside of the villa.

Traditionally, the Turks and Caicos market has relied more on real estate and condominium-style hotels rather than typical resorts. That is changing, however, with new hotels like [The Ritz-Carlton, Turks and Caicos](#) opening this summer and a new hotel project, The Club at Beach Enclave Long Bay, with 24 rooms and eight residences featuring four bedrooms with the widest beach front on the islands coming next year.

The latter will be the first hotel project for Vasco Borges, the CEO and founder of Beach Enclave. When Borges left his finance career to pursue the private villa resort investment model, he tapped into a new interest for hospitality after he saw growing demand from existing clientele interested in bringing their family down on vacation with them.



The arrival lobby for The Club at Beach Enclave Long Bay BEACH ENCLAVE

Demand for the residences was instantly popular selling out within months, and a hotel seemed like a natural extension. According to Borges, both models provide an excellent experience, and his company is in conversations with developers elsewhere in the Caribbean to bring this model to other beachfront locations, especially those with convenient access to “main markets in North America.”

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