

What Makes Bermudiana Beach Resort So Special?



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“With Bermuda being only a two-hour flight from North America's East Coast, Bermudiana Beach Resort is an attractive option for Americans and Canadians looking for an affordable vacation home in Bermuda.”

Kate Martin

Director of Sales, Bermudiana Beach Real Estate

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Bermudiana Beach Resort is set to open as part of the Tapestry Collection by Hilton.

Here are some key facts:

94
CONDOS

There are 94 condo residences available for purchase now

3
PHASES

There are three sales phases. Prices will increase steadily through these phases until conversion of the condos and amenities is fully completed

999
YEARS

Condominiums in Bermuda are typically owned as leasehold interests. At Bermudiana Beach, the length of the lease is 999 years

400
YEARS

The resort follows the same resilient building practices that have kept Bermuda safe from storms for over 400 years

What is a Condo Hotel?

A condo hotel is a property that is legally a condominium, but which operates as a hotel.

This style of hotel has worked successfully for many years on other islands, including Grand Cayman and Turks & Caicos.

New condo hotel residences provide buyers with an opportunity to purchase in a resort at a much lower entry price than you'd pay for a single-family home.

Many condo hotels are operated by prestigious hospitality companies like Hilton.



TAPESTRY COLLECTION

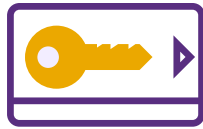
by Hilton™

Hilton is a leading global hospitality company with a portfolio comprising:



5,900

PROPERTIES



939,000

ROOMS



IN

14

COUNTRIES &
TERRITORIES

Tapestry Collection by Hilton is a selection of original hotels chosen with particular criteria in mind. Every place is a reflection of the independent nature of its guests and location.



The resort has access to Hilton's 24/7 global reservations system and the award-winning, 100 million-member Hilton Honors loyalty program.

The full list of amenities at Bermudiana Beach Resort:



Beach
Elevator &
Steps



Restaurant,
Bar & Lounge



Pre-order
Delivery
Service



Pool Bar
& Grill



Observation
& Yoga
Platform



Meeting Facilities
& Board Room



Fire Pit &
Relaxation Area



Oceanview Pool
& Hot Tub



Events
Lawn



Indoor Gym
Outdoor Fitness



Spa, Massage &
Beauty Salon

Cycling, Jogging, Hiking, Tennis, Golf And Fishing Can Also Be Arranged



“As we continue the strategic expansion of our industry-leading brands across the Caribbean and Latin America, Bermudiana Beach Resort is a wonderful opportunity to introduce Tapestry Collection by Hilton to one of the Caribbean region’s most sought-after destinations. We are excited about this Tapestry Collection project and look forward to working with the team at Bermudiana Development Company Limited to offer visitors a unique, upscale hotel coupled with the benefits of our award-winning Hilton Honors program.”

Pablo Maturana

Managing Director, Development, Caribbean and South America, Hilton



Location

Bermuda is a cluster of mostly interconnected small islands and a vacation destination that has become a second home for many on the east coast of North America.




NEW YORK
Non-stop, 2hrs 16m



BOSTON
Non-stop, 2hrs 23m




TORONTO
Non-stop, 2hrs 44m



MIAMI
Non-stop, 2hr 13m



LONDON
Non-stop, 7hrs 7m



ATLANTA
Non-stop, 3hr 10m



CHARLOTTE
Non-stop, 2hrs 46m



PHILADELPHIA
Non-stop, 2hr 23m

*All non-stop flights and their durations are taken from Google Flights and were correct at the time of publication.

Purchasing a Condo at Bermudiana Beach Resort

Early-bird buyers enjoy significantly discounted prices and no Homeowners' Association (HOA) fees for 2 years. You can pay the \$5,000 holding deposit by credit card, bank check or bank transfer.



For condos undergoing upgrades, ownership title transfers to the buyer once they make a 40% down payment. This means that the buyer owns 100% of the condo once they have paid 40% of the total price, which offsets any upgrade completion risks.



As an overseas buyer, you need an Acquisition License to buy a property in Bermuda for which there is normally a charge. At Bermudiana Beach Resort, the Acquisition License fee is waived.



Prices start at \$412,500 for a fully-furnished studio. You can buy a 3-bedroom / 3-bathroom lock-off condo for \$825,000* (or \$1,136,000 with uninterrupted ocean views).



THE HARDEST PART IS CHOOSING THE RIGHT VACATION CONDO FOR YOU. THAT'S WHY WE'VE CREATED A GUIDE THAT WILL GIVE YOU ALL THE INFORMATION YOU NEED.

Why choose the Condo Hotel experience?



Condo Hotel

- ☺ Your rental program is set up and run for you by the hotel, who ensure you comply with all industry regulations and have appropriate insurance.
- ☺ The hotel manages bookings, security deposits, cancellations, guest check in and housekeeping for you.
- ☺ The hotel maintains your condo to Hilton brand standards and manages utilities, staff, grounds and security.
- ☺ Other than a hotel franchise fee, there are no costs to you for marketing. The hotel does your marketing for you. Usually in association with a top hotel brand.
- ☺ At Bermudiana Beach, bookings are managed by Hilton and marketed to their 100-million member Hilton Honors program. Together, these have a big impact on occupancy and room rates.
- ☺ Bookings through the hotel central reservation system allow nightly as well as weekly reservations.
- ☺ Owners and Rental guests have access to upscale resort amenities. The management company repairs, maintains and operates these, and shares the costs with the HOA.
- ☺ **With the condo hotel option, you don't have to lift a finger. The hotel handles all rentals, and manages your condo for you when you are away.**

VS

DIY Vacation Rental



- ☹ You arrange your Vacation Rental Certificate, government rental fee payment and insurance yourself. You must ensure you comply with all industry regulations.
- ☹ You handle bookings, security deposits, cancellations, guest check in and housekeeping yourself.
- ☹ You are responsible 24 : 7 for repairs & maintenance, utilities, staff, grounds and security.
- ☹ The costs of marketing your property fall to you. These include fees for an Online Travel Agent (OTA) such as Airbnb, HomeAway (VRBO), Booking.com or Expedia.
- ☹ Using an OTA will improve your marketing reach, but at a cost. For example, Airbnb's commission ranges from 14% to 22%. Booking.com charges from 15% to 30%.
- ☹ Change overs are likely to be weekly to keep operating costs down, so you will miss out on the short break market.
- ☹ Most vacation rental homes don't offer the level of amenity or service that can be offered by a resort hotel.
- ☹ **Using an OTA will help occupancy. But you still need to factor in the cost of the time you spend on your vacation home rental, which can be significant.**



If you have any more questions about condo ownership in Bermuda, please don't hesitate to contact our sales team.

Call: 1-441-543-9000



Why choose the Condo Hotel experience?

Condo Hotel

- Deeded whole-ownership title of a property.
- Prices range from \$412,500* for a studio to \$1,136,000 for a 3-bedroom, oceanfront condo.
- With condo-hotel ownership, you have 90 days available for personal use each year.
- You also own the remaining 275 days of the year, which can be made available for rental through the hotel.
- Annual charges are broadly the same as fractional but cover the full year.
- HomeOwners' Association fees for a studio are less than \$5,000 per year.
- Bookings are marketed through Hilton's global reservation system giving owners access to Hilton's huge client base.
- Nightly hotel rates are available and flexible booking dates improve rental occupancy.

VS

Fractional

- Deeded sharehold interest in a fraction of a property e.g. a 12th, 10th or a 6th.
- Average list price is over \$200,000 per fraction. Fractional property in Bermuda ranges from studios to 4-bedroom condos.
- Owning a 12th fraction gives you 28 days usage each year. A 6th would give you 56 days usage each year.
- Only your unused days from this usage allocation are available for rental.
- Annual charges are broadly the same as a condo-hotel but only cover the fractional interest period.
- Owner service charges average around \$9,000 each year per fraction owned.
- Marketing of rental weeks is done by the in-house property manager.
- Only weekly rentals are available generally.

*Subject to availability

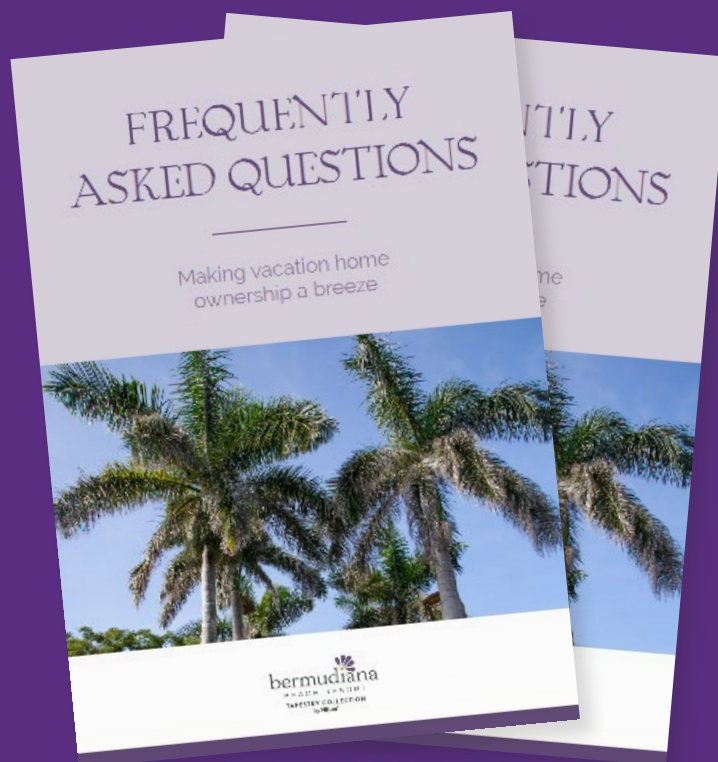
At Bermudiana Beach, a new HOA has been created:

South Shore HomeOwners' Association

HomeOwners' Association Costs are waived at Bermudiana Beach Resort for 'Founder Owners' for the first two years if they are one of the first six buyers. The next six to purchase after that will have the fees waived for their first year.

HOA fees will not be charged until the hotel opens.

For more in-depth information regarding the buying process, legalities and the construction of the resort, please take a look at our FAQ Manual.



[LEARN MORE ABOUT WHAT BERMUDIANA BEACH RESORT HAS TO OFFER >](#)



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