

TURKS AND CAICOS, BWI

# VERANDA

## SITUATION

A partially constructed 143 unit beachfront condominium-hotel resort located along Grace Bay on Providenciales, Turks & Caicos. Unlike competitive resort-style properties, the development was designed as four distinct "Village" neighborhoods creating poor ocean views. Construction delays, cost over-runs, a softening market and a poor marketing strategy caused the construction loan to go into default and stall completion.

## STRATEGY

Complete an asset evaluation for the Lender including: an evaluation of the construction budget and schedule, a market analysis of competitive properties, a study of the in-place sales strategy and of existing sales contracts/pricing, an analysis of the potential future viability of the development as conceived and, an analysis of the "as-is" and future value of the development.

## RESULT

DTZ Rockwood recommended that the Lender gain immediate control of the Property through its rights as senior mortgage holder, halt further construction, secure the development site and suspend sales efforts. DTZ Rockwood initiated an immediate pre-disposition asset management plan followed up by a marketing strategy aimed at US and international investors, which resulted in a successful transaction allowing the Lender to recover 94% of its investment 20 weeks after initiating the marketing effort.



For further information on this transaction or DTZ Rockwood's restructuring and advisory capabilities, please email [contactus@dtzrockwood.com](mailto:contactus@dtzrockwood.com)

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