



THE GARDENS

HARBOUR ISLAND - ANTIGUA

Property Management
& Rental Services









Elmsbridge Property International is the developer of The Gardens project, and the principals recognize the need for property management and rental services for owners who will be residing in their property for a portion of the year.

Elmsbridge has created a company for this - *Gardens Villa Management Limited* - and recruited excellent management familiar with the requirements of international villa owners and the demands of the local environment.

A whole villa owner in the Gardens development can choose to have their property managed and maintained only, managed and rented when available, or look after the villa themselves. A one quarter fractional owner will have their property managed by *Gardens Villa Management Limited* and can choose to rent all or a portion of their 3-month usage period. The fractional owners can also change their management solution at their pleasure in the future.







Scott Potter is the Managing Director of *Gardens Villa Management Limited* and is heading the team to provide property management, maintenance, and rental services for the owners in 'The Gardens' development.

Scott was born and raised in Antigua and completed his post-secondary studies at the prestigious St. Mary's University in Nova Scotia, Canada with a joint Bachelor of Science and Commerce degree and a focus on marketing.

A lifelong fitness aficionado, Scott has provided personal training to select clients throughout his career while also owning and operating his own gym facility. Property and real estate are his other passion, and he has previously managed luxury Antigua properties for their private international owners.

Scott will be managing the relationships in Antigua and outside that will help support the service requirements of the Gardens' villas, as well as offer a robust rental program to allow whole and fractional owners the opportunity to achieve attractive returns on their investment should they choose to rent their properties.

In 2018, by appointment of Her Majesty Queen Elizabeth the 2nd and His Excellency the Governor-General, Scott was awarded the Faithful and Meritorious Service Cross by the Antigua government for his contribution in the area of Sports, Environmental Conservation, and in the achievement of rowing across the Atlantic Ocean in an all-Antiguan team of 4 rowers to establish the second fastest time in history in this pursuit

With Scott's easy personality leading the team and his lifelong connections and prominence in Antigua, *Gardens Villa Management Limited* can provide solutions for every concern in owning international property and help make your Antigua retreat a pleasure to visit and a lucrative long-term investment.





Following is a pro forma projection of the potential rental income and expenses of a 3BDR villa in the Gardens development. This projection does not account for any time spent by the owner in the villa and is based on current rental rates on the west coast of Antigua.

THE GARDENS PROJECTED COSTS & RENTALS					
	Year 1	Year 2	Year 3	Year 4	Year 5
Rent days - high season	56	70	84	98	98
Rent days - low season	42	56	63	70	70
Occupancy	27%	35%	40%	46%	46%
Rent per night - high season	1,000	1,050	1,103	1,158	1,216
Rent per night - low season	750	788	827	868	912
Total Revenue - Rental	87,500	117,600	144,703	174,223	182,934
Commission at 20%	(17,500)	(23,520)	(28,941)	(34,845)	(36,587)
Gross profit	70,000	94,080	115,763	139,378	146,347
Community charge	(6,250)	(6,250)	(6,250)	(6,250)	(6,250)
Electricity	(5,000)	(5,125)	(5,253)	(5,384)	(5,519)
Water	(1,000)	(1,025)	(1,051)	(1,077)	(1,104)
Gardening	(2,000)	(2,050)	(2,101)	(2,154)	(2,208)
Cleaning	(2,000)	(2,050)	(2,101)	(2,154)	(2,208)
Pool maintenance	(2,500)	(2,563)	(2,627)	(2,692)	(2,760)
Telephone and internet	(750)	(769)	(788)	(808)	(828)
Property maintenance and repairs	(3,000)	(5,000)	(7,000)	(9,000)	(10,000)
Property tax	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
Insurance	(10,000)	(10,000)	(10,000)	(10,000)	(10,000)
Property management fee	(7,500)	(7,500)	(7,500)	(7,500)	(7,500)
Total expenses	(41,000)	(43,331)	(45,671)	(48,019)	(49,376)
EBITDA	29,000	50,749	70,092	91,359	96,971
Withholding Tax <i>(after depreciation)</i>	(1,475)	3,962	8,798	14,115	15,518
	30,475	46,787	61,294	77,244	81,454
	1.15%	1.77%	2.32%	2.92%	3.08%



CONTACT

SALES OFFICE

Commercial Center
Jolly Harbour
St. Mary's
Antigua

T: +1 268 562 8586

E: hello@thegardensantigua.com

W: thegardensantigua.com

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