

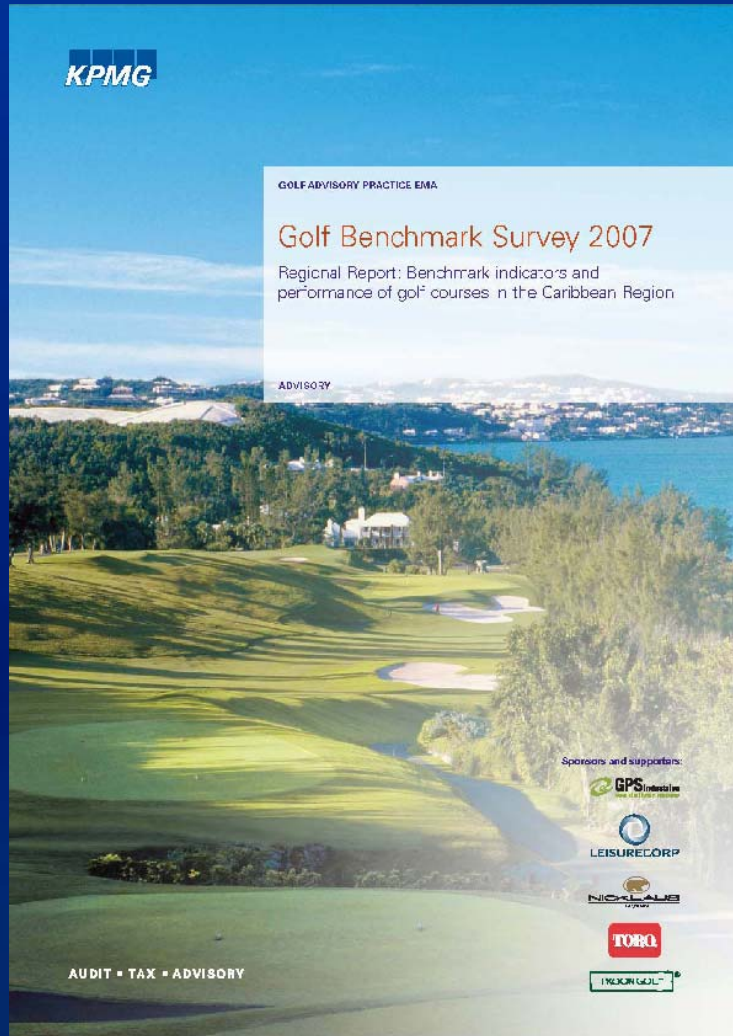


LOCAL BUSINESS

Caribbean Golf Real Estate Key Success Factors

Steve Woodward
KPMG Bermuda

KPMG Caribbean Golf Benchmark Survey



- ◆ 1,500 golf courses from 48 countries across Europe, Middle East and Africa
- ◆ Almost 40 participating Caribbean golf courses
- ◆ www.golfbenchmark.com

Golf Development Hot Spots - Worldwide

2007-2020



**HOT
DEVELOPMENT
SPOTS**

Factors driving demand for golf

ECONOMICS

New emerging economies, rise in disposable income, demand for high quality real estate

SOCIO-DEMOGRAPHICS

Aging population and relocation

LIFESTYLE

Sports and fitness as a lifestyle choice

MEDIA

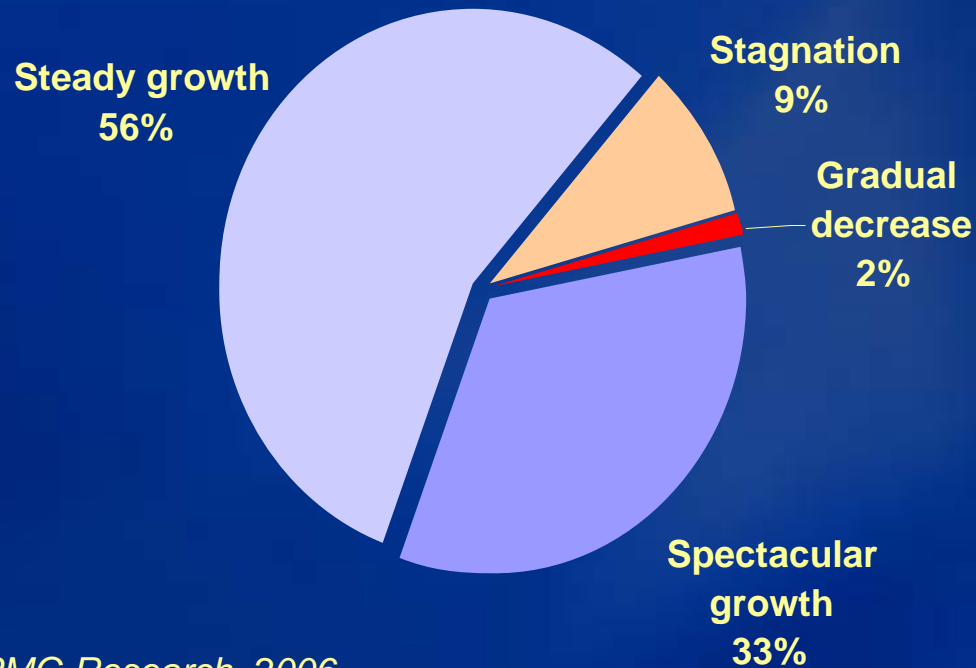
Increased media coverage

TRAVEL & TOURISM

More frequent travels, cheaper air travel, new emerging destinations, growing popularity of activity based holidays

Golf travel market

How do you predict the golf travel market will change in the next 15 years?



Source: KPMG Research, 2006

89% of golf tour operators expect either **steady growth** or **spectacular growth** in the golf travel market

New destinations for golf tourism

What is the potential of the following countries / regions of becoming significant golf tourism destinations by 2020?



Most potential is seen in Dubai, the **Caribbean and Latin America**, South Africa and Turkey

9 Key Success Factors of Top Performing Real Estate in Golf Resorts





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