



196+ roundtable lesser antilles

trinidad and tobago,
barbados, saint lucia,
grenada, dominica

online
(12.05.2021)

18
participants

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NOTES

1) calculated as per PKF sample; includes all
properties with at least 100 rooms; 2) as per 31
December 2020; 3) as per the PKF contract
database; 4) from the viewpoint of hotel groups

supply

133 properties	29,470 rooms ¹
65% branded rooms	68% chain affiliated rooms

group / brand profile

- › strongest brand: **Sandals**
- › strongest group: **Marriott**
- › fastest growing brand: **Royalton**
- › fastest growing group: **Blue Diamond**
- › strongest regional brand (global presence): **Memories**
- › fastest growing regional brand: **Royalton**

key takeaways

- › The recovery pace is very different from one island to another as local authorities have taken various strategies (some more aggressive than others).
- › Some hotels in the region have been able to cope more easily with the crisis due to considerable support from the local government (e.g., 80% of the salaries being covered by the government in Bonaire).
- › Surprisingly, the United States Virgin Islands showed a RevPAR increase over 2020, it was the only island to do so.
- › As North America is one of the main feeder markets, the demand is expected to rebound soon with the roll out of the vaccination and the need of traveling.
- › Many luxury properties are pursuing solar energy to support their de-salinization water operations - as wind is too noisy.
- › Some local experts believe that a return of all-inclusive resorts in this region may be what we will see next.
- › 196+ barometer poll sees a recovery to pre-corona levels to occur by 2022/23.

pipeline

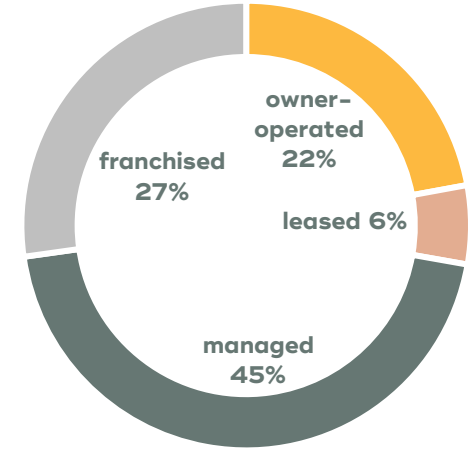
8 properties	2,385 rooms ^{1,2}
6 hotels under construction	2 planned hotels

selected openings of 2020

- › Corendon Mangrove Beach Resort, Willemstad, **399 rooms**
- › Royalton Grenada Resort & Spa, Saint George's, **261 rooms**
- › Koi Resort Saint Kitts, Curio Collection by Hilton, Basseterre, **102 rooms**

contracts

79 properties	18,993 rooms under contract ^{2,3,4}
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