


THE
LANDINGS
St. Lucia

Buyer Profile: Jonathan and Dedie Hickling

Jonathan (age 59) and Dedie (age 59) from Weybridge in Surrey bought a 2 bedroom apartment at The Landings in St Lucia in 2006. They have three children Victoria (34), Oliver (28), and Georgina (25).



Jonathan runs Caribbean Trading Ltd which exports British foods to Barbados, Antigua and St Lucia. The company provides a variety of frozen food products to supermarkets, restaurants and hotels in the islands. They also own a 2 bedroom townhouse in Barbados which they bought in 2000.

They were interested in buying in St Lucia as the island's property market started to develop and they expected the island to boom in a similar way to Barbados. They were also encouraged by the fact that 4 prominent business people from Barbados had bought at The Landings, and that flight connections from the UK, and also from other islands are good.

Jonathan set up an office in St Lucia in 2006 and heard about The Landings being built. Jonathan and Dedie went to have a look at it and liked what they saw. They decided to buy a two bedroom apartment off plan, overlooking the private yacht harbour. Although they were impressed by the beautiful location and amazing facilities, their primary reason for purchase was for investment, as they predicted that the property would increase substantially in value, as St Lucia boomed.

Since completion the family have visited regularly and been delighted with the property and the resort. Jonathan says: "The development is very impressive. The location is superb and the finish and quality of building is incredible."

In future years they intend to spend their winters there to get away from the cold weather in the UK. Jonathan also visits regularly on business.