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Luxury Property Magazine

Barbados Bound

Pendry Residences Exclusive Showcase

DESIGN FOR LIFE

Michelle Ogundehin – The Power of Home

FAIRWAYS TO HEAVEN

Las Colinas Golf Resort

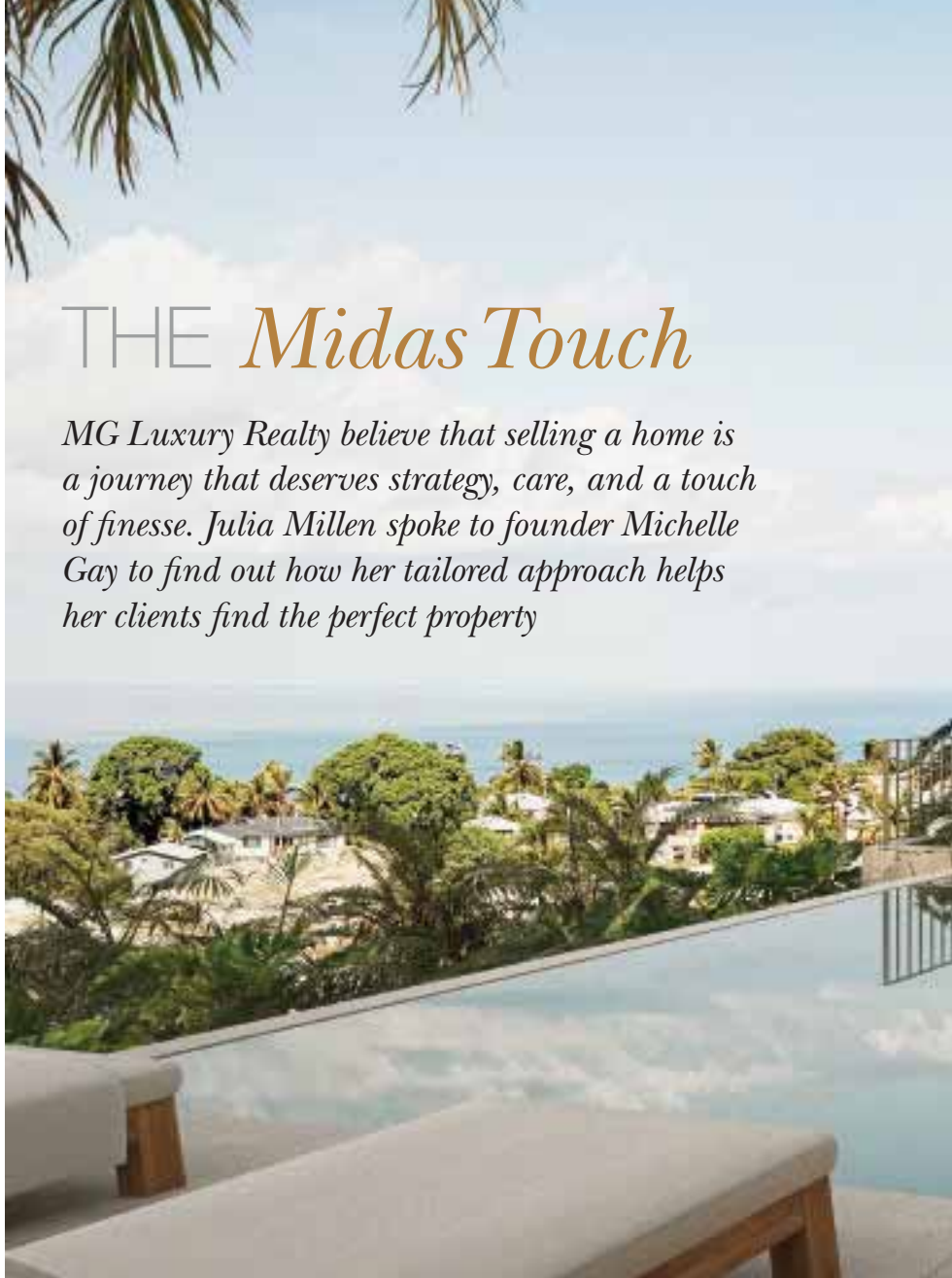
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THE *Midas Touch*

MG Luxury Realty believe that selling a home is a journey that deserves strategy, care, and a touch of finesse. Julia Millen spoke to founder Michelle Gay to find out how her tailored approach helps her clients find the perfect property



What led to you create MG Luxury Realty?

The business concept came from a desire to create something more personal within the real estate arena. I wanted a boutique brand that still operated confidently alongside the industry's larger players but one that never lost the human connection. Real estate decisions often represent much more than just the property. They mark new chapters, investments, and lifestyle shifts. My vision was to build a company where clients feel genuinely understood, while still delivering the professionalism, market knowledge, and presence expected in a highly competitive field.

How do you stand out from the competition?

Today's buyers are incredibly well informed. Many have already spent time researching markets, communities and opportunities before they even begin the purchase conversation. What they are really looking for is connection and alignment with the person guiding them

through the process. This is where our knowledge becomes invaluable. We see ourselves as connectors, bringing the right people and opportunities together. In many ways, we become an important part of the puzzle, helping clients move with clarity and ultimately settle down exactly where they are meant to be.

What are the most important qualities of a property agent?

Being a good listener is key. Clients will often reveal a lot more than their original brief if you take the time to tune into the bigger picture. Discretion is equally important, particularly when people value privacy and trust you with significant decisions. Over the years, I have learned that patience and trusting one's intuition often lead to the best outcomes. Those instincts have shaped my career and helped me build the kind of lasting relationships that sit at the heart of the business.



Vistara Residences — a brand new, rare collection of eighteen private homes, elevated above Barbados' West Coast on Calijanda Estate.



DESTINATION BARBADOS

*Featured Property:
One Beachlands,
Asking US 25M*



Just Sold: Pebbles, Gibbs Glade

How has the market changed in recent years?

Buyers today, are far more informed and globally connected than they were even a few years ago. Many arrive with a strong understanding of communities, lifestyle options and investment potential. Barbados has also evolved in how it is viewed internationally. It's no longer seen only as a holiday destination. Increasingly, people see the island as somewhere they can spend meaningful time, work remotely, and invest long term, which has brought a more thoughtful and strategic approach to property investment.

What advice would you give to someone looking to relocate to Barbados?

I would always encourage clients to spend time getting to know the island before making a decision. Barbados has many distinct communities and each offers a different pace and lifestyle. Understanding where you feel most comfortable makes the process much clearer. I also suggest

working with someone who understands relocation, because moving countries involves far more than simply purchasing a home. Having the right guidance makes settling in far smoother and allows people to truly enjoy the experience of starting a new chapter here.

How has AI and technical innovation affected the property market?

Technology and AI are becoming an increasingly important part of the real estate sector, and it's something we actively embrace. It's very much a continual learning curve, but not something to be intimidated by. The real value lies in understanding how to apply these tools thoughtfully. While relationships and human interaction remain at the forefront, AI has strengthened the work happening behind the scenes, improving efficiency, refining processes and allowing us to deliver a more seamless experience for our clients.

www.mgluxuryrealty.com

The Beauty of Boutique Service



Set within the timeless landscape of the Sandy Lane Estate, La Dolce Vita offers a quietly distinctive expression of Caribbean living. Designed by Barbadian architect Michael Gomes, the residence brings a contemporary perspective to this celebrated address. At its heart, a striking Great Room layered with Roche Bobois furnishings and Missoni fabrics opens gracefully onto gardens, lounge terraces, and a tranquil saltwater pool. A secluded gazebo invites moments of stillness, while upstairs soft sea views drift across the horizon. Presented by MG Luxury Realty, the home captures the ease and elegance of life on the island. Price on application through MG Luxury Realty, with details available through private enquiry.

Featured Property: La Dolce Vita, Sandy Lane Estate

Address: Simmons Road, Sandy Lane Estate

Price on Application

MG Luxury Realty is founded on the beauty of boutique service. Personal, thoughtful, and quietly precise. We represent exceptional homes in Barbados while guiding an international clientele through every step with care and insight. At the heart of our work is a simple principle: excellence in service, genuine connection, and a standard that always feels effortless.

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