



Dominican
Republic | **Sotheby's**
INTERNATIONAL REALTY

Market Analysis

17,000 m² Land Parcel

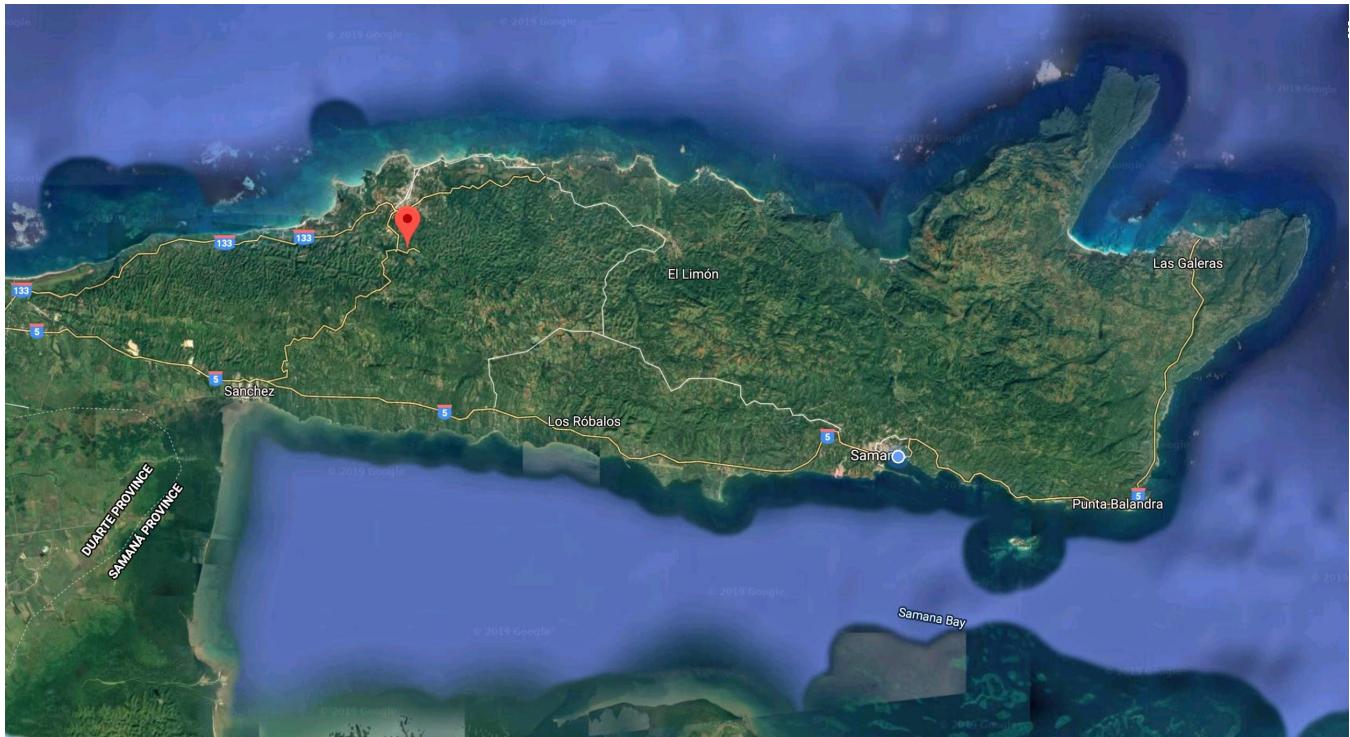
Las Terrenas, Dominican Republic

Price Range (USD)

\$680,000 to \$1 Million

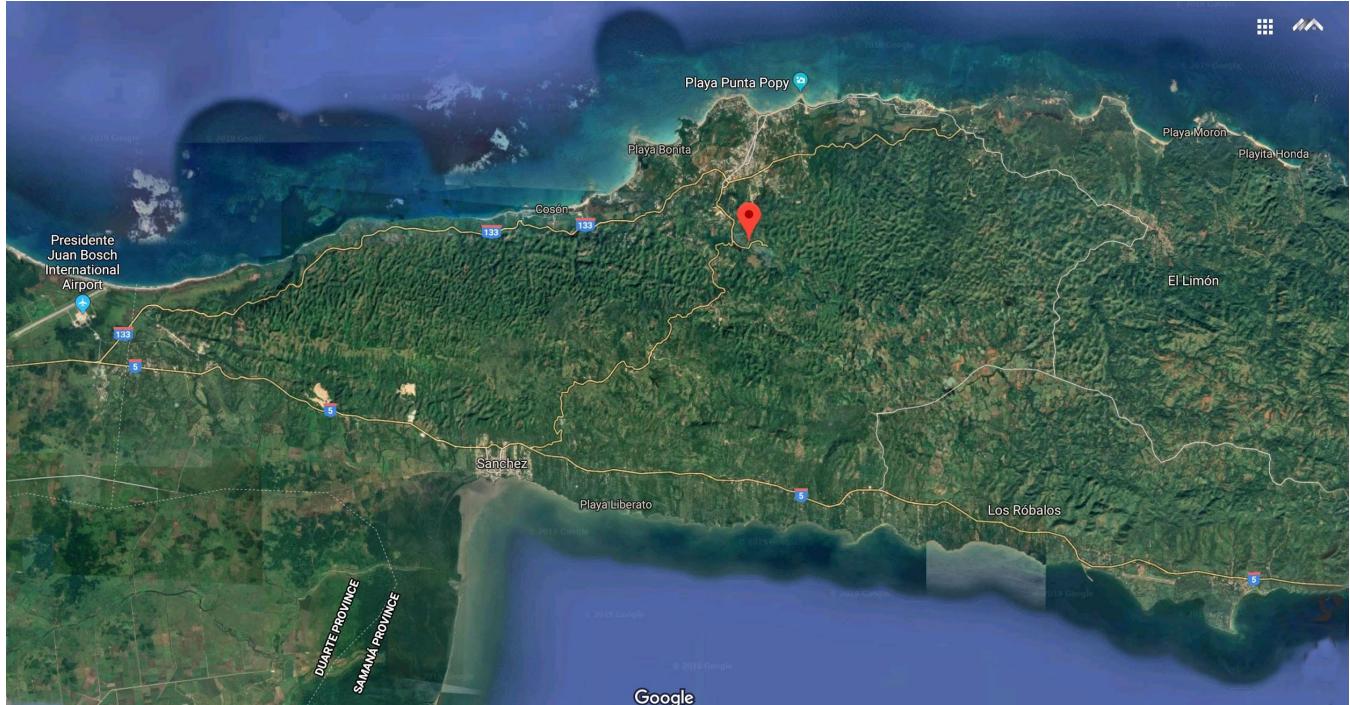
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Samana Peninsula



The Samana Peninsula is located on the Northeast Coast of the Dominican Republic. It is approximately 25 minutes east of the Samana El Catey International Airport. The capital city of Santo Domingo is an approximate 2-hour drive to the south on modern highways.

Las Terrenas



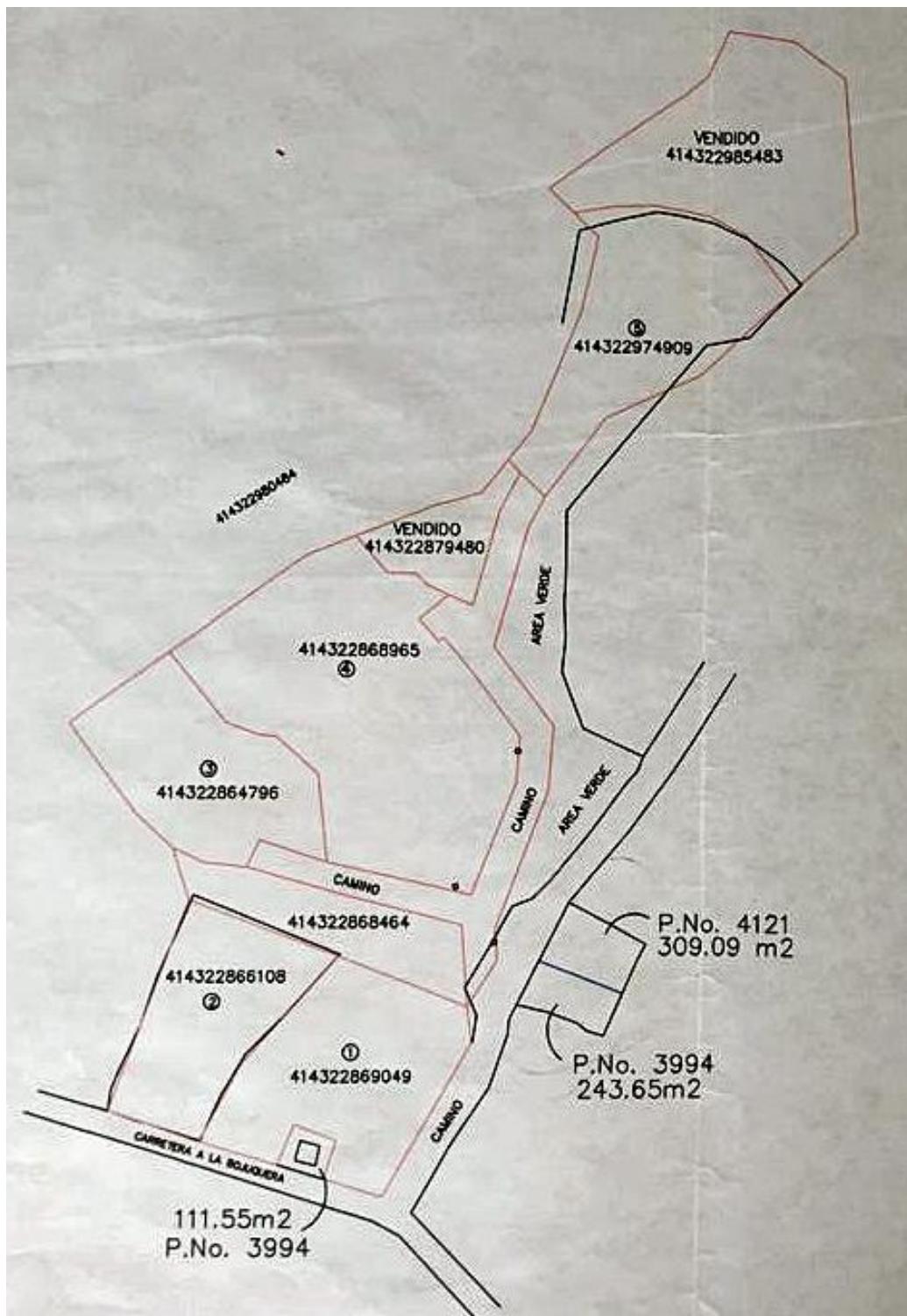
The city of Las Terrenas is on the north coast of the Samana Peninsula.

Property Site Plan

Land area (m²): 17,000

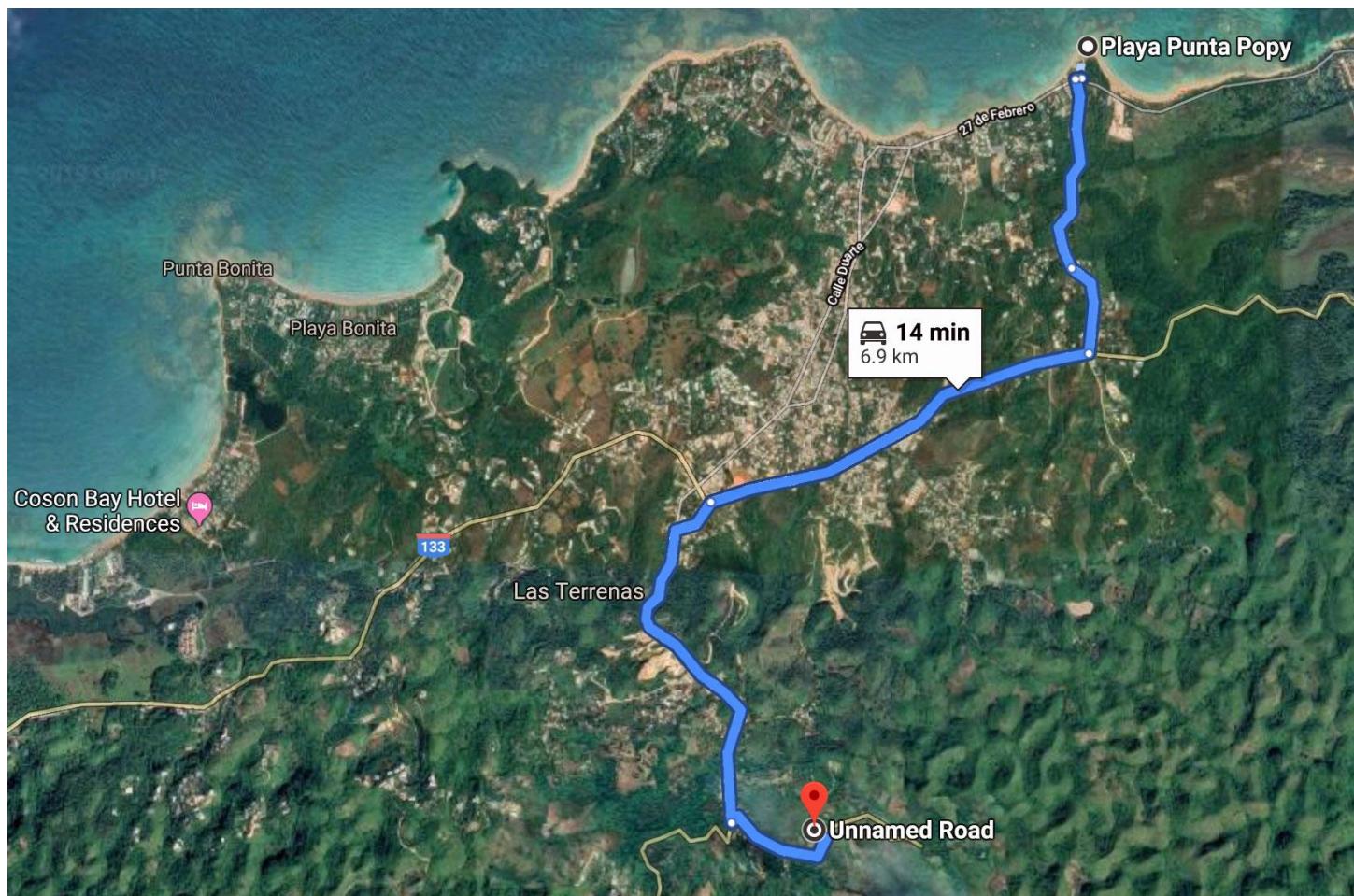
GPS: 19.287486, -69.543597

Las Terrenas
Dominican Republic



Property Features

Terrain:	The topography of the site includes steep mountainous terrain, but the slope of the road to each site is not excessive. Previous groundwork has been done to level off each building site and access to it.
Community Roads:	The entrance to this residential community is off the main road leaving from Las Terrenas to Sanchez, which then continues on to the El Catey International Airport. Just past the airport in a modern toll road leading south to the capital city of Santo Domingo which is less than 2 hours drive away.
Site Access:	The community road currently consists of a gravel base, but is planned to be paved within the next month or two. This road leads to all sites that offer privacy in this mountain setting. Each site has water and electricity laid to each site.



More Photos:



More Photos (cont.)



Listing Comparable - Las Terrenas:



<ul style="list-style-type: none">• Location: LT Hills• 1,256 (m²)• \$40 /m²	Value Adjust (+): Subject Property is better located on the road from Las Terrenas to Sanchez and all utilities are extended to each site.	Value Adjust (-): No minus adjustments.
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<ul style="list-style-type: none">• Location: Esperanza• 2,350 (m²)• \$104 /m²	Value Adjust (+): Subject Property is better located on the road from Las Terrenas to Sanchez. Comparable is on road to Samana.	Value Adjust (-): Esperanza is an established gated community.
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Villas Currently Listed for Sale:



\$1,060,000 usd | 400 m2 | \$2,650 /m2



\$3,000,000 usd | 500 m2 | \$6,000 /m2

This villa has been on the market for some time because of its size and cost /m2.
However, this concept would work well on the subject property site.

Valuation:

Price Range (USD)
\$680,000 to \$1 Million
(\$40 /m² to \$60 /m²)

In my opinion, this property can be marketed in one of three ways:

- Individual Lots
- Entire Parcel
- Villa Construction on an Individual Lot

Individual Lots - Because of the site improvements and available utilities, each individual lot could be offered for sale at \$60 per square meter. Thus, the total of individual lot sales is estimated to be \$1 Million usd.

Entire Parcel - The value of the entire parcel is estimated to have a value of \$680,000.

Constructed Villas - Pricing of the land would be included in the price of the constructed villa, and in most cases, the cost of the can be adjusted to make prices of the villa competitive.

Leadership:

William F. Holden, CCIM - is the President and Founder of William Holden International Realty. His background is varied and brought him to where he is today.

For 37 years, William was an airline captain. He started with Trans World Airlines (TWA) and spent later years as a captain for American Airlines. During those years as a pilot, he was also a real estate developer in Vail, Colorado, USA (1972 to 1986). During that time, he developed multi-family condominiums in a ski resort and golf course setting. In addition, he acted as general contractor, marketing director, sales manager and property manager for all properties he developed.

From 1986 to 2001, William was an appraiser in St. Louis, Missouri, USA. He primarily did appraisals and investment analysis on shopping centers, office buildings, industrial office warehouses, and residential apartment properties.



From 2001 to 2005, William had an asset management company and provided mortgage financing and investment advising as a registered investment adviser with a Series 7 securities license. He also specialized in allocating IRA/401k retirement funds to investment real estate.



From 2005 to present, William has made numerous investments in residential real estate on the north coast of the Dominican Republic. In the process, he set up a full-service real estate company that includes property management, rental management, sales, and guest services.

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What is a CCIM?



A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry. The CCIM lapel pin is earned after successfully completing a designation process that ensures CCIMs are proficient not only in theory, but also in practice. This elite corps of CCIMs includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers, and other allied professionals.

A CCIM is part of a global commercial real estate network with members across North America and more than 30 countries. This professional network has enabled CCIM members to close thousands of transactions annually, representing more than \$200 billion in value. As a result, the experts who possess the CCIM designation are an invaluable resource for commercial real estate owners, investors, and users.

CCIMs have completed a designation curriculum that covers essential CCIM skill sets including ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate. CCIMs have completed a portfolio demonstrating the depth of their commercial real estate experience. Finally, they have demonstrated their proficiency in the CCIM skill sets by successfully completing a comprehensive examination. Only then is a designation candidate awarded the coveted CCIM pin, joining the ranks of highly skilled commercial and investment real estate experts.

Over 15,000 commercial real estate professionals have earned the designation. Currently, 5,500 professionals are pursuing their CCIM designation.