



FOR SALE

EXECUTIVE SUMMARY



OFFERING SUMMARY

Asking Price:	\$ 20MM
Total Built-Up Area:	13.438 m2
Total Rentable Area:	11,416 m2
Zoning:	Multiple
# Of Floors:	4 Floors

PROPERTY OVERVIEW

The Royal Plaza Mall - located in Oranjestad, the capital and largest city of [Aruba](#), Dutch Caribbean . Netherland Kingdom.

The Royal Plaza is one of the very first things that tourists see when they get off the cruise ships. The island gets about a million visitors/year. Half a million visitors arrive at the Aruba Port via Cruise Ships

The total built-up area of the commercial building is 13.438 m2 (144.645 sq.ft) The total rentable area is 11,416 m2 (122880.80 sq.ft)

The port is currently expanding and expecting to be the biggest in the caribbean.

PROPERTY HIGHLIGHTS

- Premier Tourist and Local Market -
- Excellent Performing Stores with great rentability.
- Yearly Tourist population of 1M +
- High Traffic Counts and Exposure with Port and Beach Street. In the middle of Oranjestad
- Less than 200 feet from Aruba Port.
- Tenants Include: Hugo Boss, Tommy Hilfiger, Little Switzerland, Swatch, Swarovski among others.
- Iconic Landmark





At Royal Plaza you will enjoy the best of Aruba's lifestyle, our treasure of the Caribbean. You will be in full contact with its hospitable people, perfect weather and its *One Happy Island* state of mind.

Safe investment environment

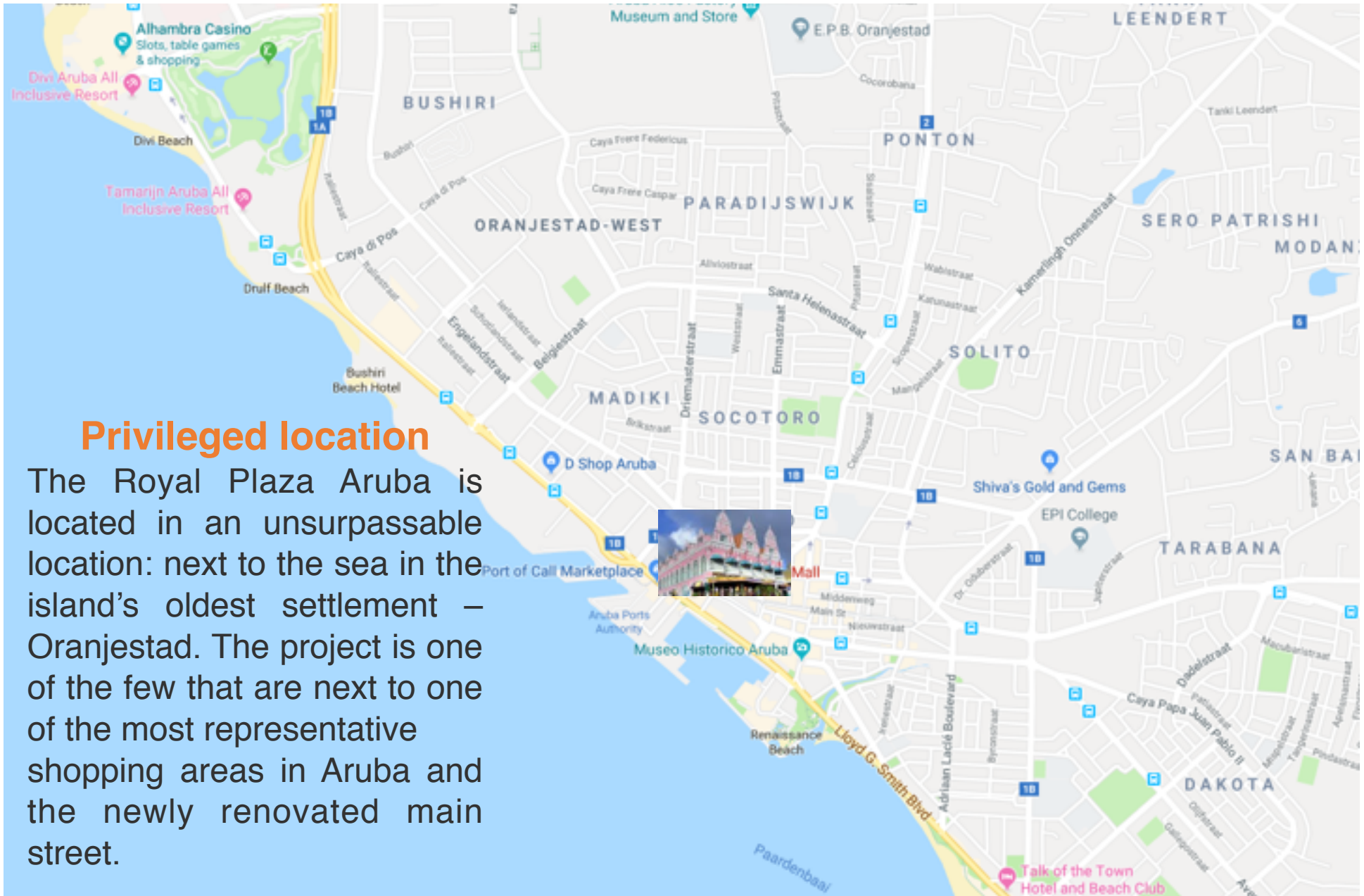
Aruba offers a safe environment for investment as the island is part of the Netherlands justice system. Therefore, Aruba is considered one of the safest places to invest in the Caribbean. The island has per capita income (PCI) of \$ 26.000 and their residents have the highest quality of life in the Caribbean. Aruba has low levels of poverty, unemployment and crime rates.

Taxes

Annual taxes over real estate are levied at 0.4% of the value of the property, deductible up to 33.000\$. This is a low rate compared to other islands in the Caribbean, the USA or Canada. Regarding the proceeds from real estate transactions, they are income tax-free if a natural non-resident person purchases the property. However, buyers must cover the payment of the transfer tax. Foreigners can benefit from a real estate property for sale without restrictions. The government of Aruba even offers residence to people who buy a property in the island and have annual incomes equal or over \$60.000. Other conditions may apply.



LOCATION MAPS

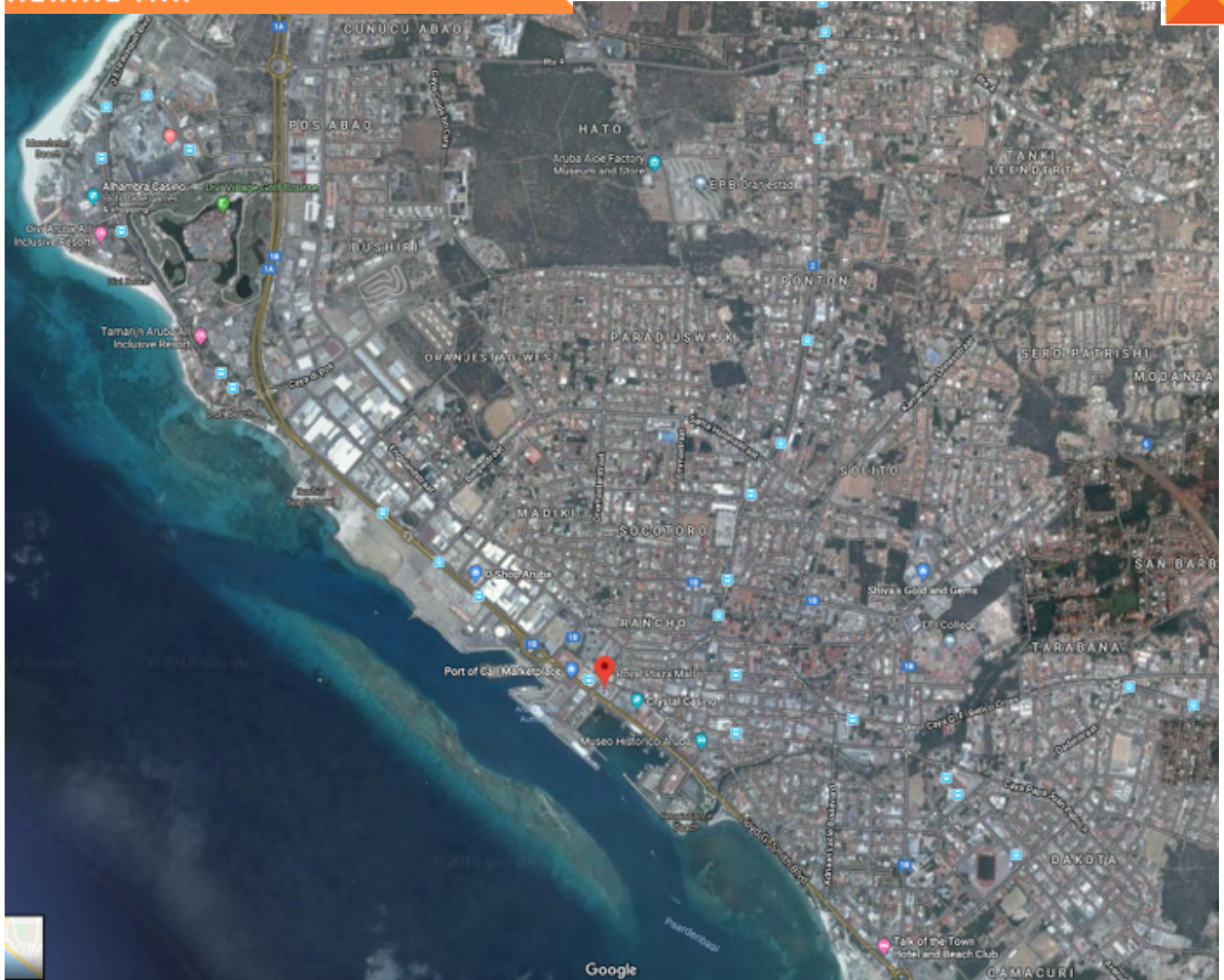


Privileged location

The Royal Plaza Aruba is located in an unsurpassable location: next to the sea in the island's oldest settlement – Oranjestad. The project is one of the few that are next to one of the most representative shopping areas in Aruba and the newly renovated main street.



AERIAL MAP



INCOME & EXPENSES

Q1 2018



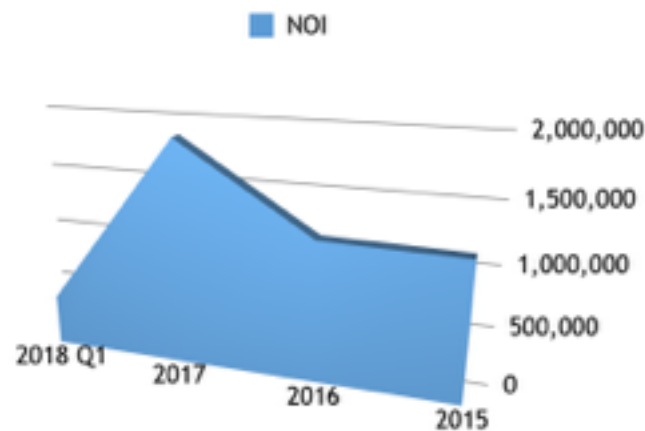
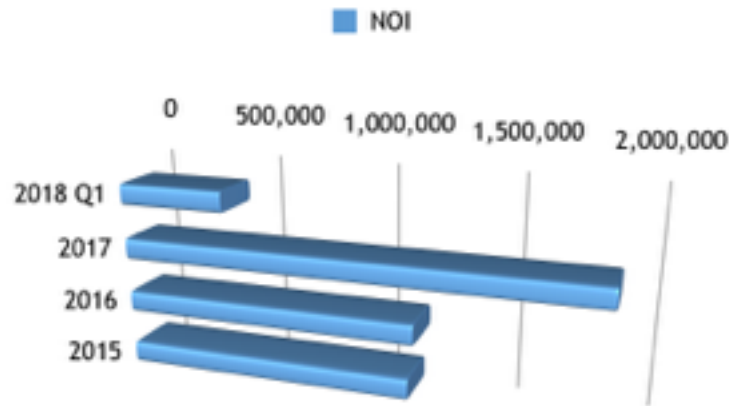
		Net Ordinary Income			537,692.57
		Other Income/Expense			
		Other Expense			
			INTREST & BANK CHARGES		
			4286 · Bank Charges		3,438.28
			4289 · Interest		107,572.63
			Total INTREST & BANK CHARGES		111,010.91
			Total Other Expense		111,010.91
		Net Other Income			-111,010.91
	Net Income				426,681.66

INCOME & EXPENSES

2017

	TOTAL	USD per year
REVENUE		
8000 - Rental Income	4,769,000.00	2,664,245.81
8005 - Security Charges	233,063.00	130,202.79
BBO		
4201 - BBO/BAZV expense	-181,088.00	-101,166.48
4203 - BBO/BAZV	171,886.32	96,025.88
Total BBO	-9,201.68	-5,140.60
Total REVENUE	4,992,861.32	2,789,308.00
Total Income	4,992,861.32	2,789,308.00
Gross Profit	4,992,861.32	2,789,308.00
Expense		
ACCOMODATION		
4100 - Electricity& Water Expenses	312,328.72	174,485.32
4140 - Cleaning & Cantine Expenses	239,719.91	133,921.74
4150 - Ground Tax	171,760.00	95,955.31
4230 - Insurances	113,161.61	63,218.78
4245 - Repair & Maintenance	174,310.51	97,380.17
4255 - Security & Fire alarm services	374,494.36	209,214.73
4190 - Other Accomodation Expenses	104.95	58.63
Total ACCOMODATION	1,385,880.06	774,234.67
PERSONNEL		
4000 - Salaries	167,885.63	93,790.85
4010 - Premium AOV/AWW	16,650.11	9,301.74
4020 - Premium AZV	14,112.96	7,884.34
4030 - Premium SVB	14,597.28	8,154.91
4055 - Cessantia Contribution	159.97	89.37
4095 - Pension plan employers part	4,716.00	2,634.64
Total PERSONNEL	218,121.95	121,855.84
GENERAL & ADMINISTRATIVE		
4205 - Office Supplies & Expenses	981.91	548.55
4206 - Postage & Courier	2,113.23	1,180.58
4293 - Rental Office Equipment	3,126.69	1,746.75
4200 - Telephone Expenses	13,351.25	7,458.80
4270 - Professional fees	14,397.00	8,043.02
Total GENERAL & ADMINISTRATIVE	33,970.08	18,977.70
Total Expense	1,637,972.09	915,068.21
NOI	3,354,889.23	1,874,239.79

INCOME & EXPENSES



- Since open The Royal Plaza has never invest on any advertising expenses

- *There is certainly an opportunity for a more aggressive owner to get some big name tenants into the plaza.*

- Great potential for condo conversion since zoning regulations and ease to have construction plans approved. The area already has condos and hotels.



PROJECT PLANS

The built-up area of this Commercial building, consist of:

First-floor :

Main-building A, B and C	: 2.442 m ²
Stairs, Lobby + Corridor Main-building A, B and C	: 377 m ²
Center building D	: 692 m ²
Stairs and Corridor Center Building D	: 79 m ²
Sub-total	: 3.590 m ²

Second-floor :

Main-building A, B, and C	: 2.723 m ²
Stairs, lobby + corridor main-building A, B, C	: 137 m ²
Center building D	: 430 m ²
Stairs + corridor, center-building D	: 533 m ²
Sub-total	: 3.823 m ²

Third-floor :

Main-building A, B, and C	: 2.353 m ²
Stairs, lobby + corridor main-building A, B, C	: 518 m ²
Center building D	: 200 m ²
Terrace center building D	: 238 m ²
Air-co area building D	: 76 m ²
Sub-total	: 3.385 m ²

Fourth-floor :

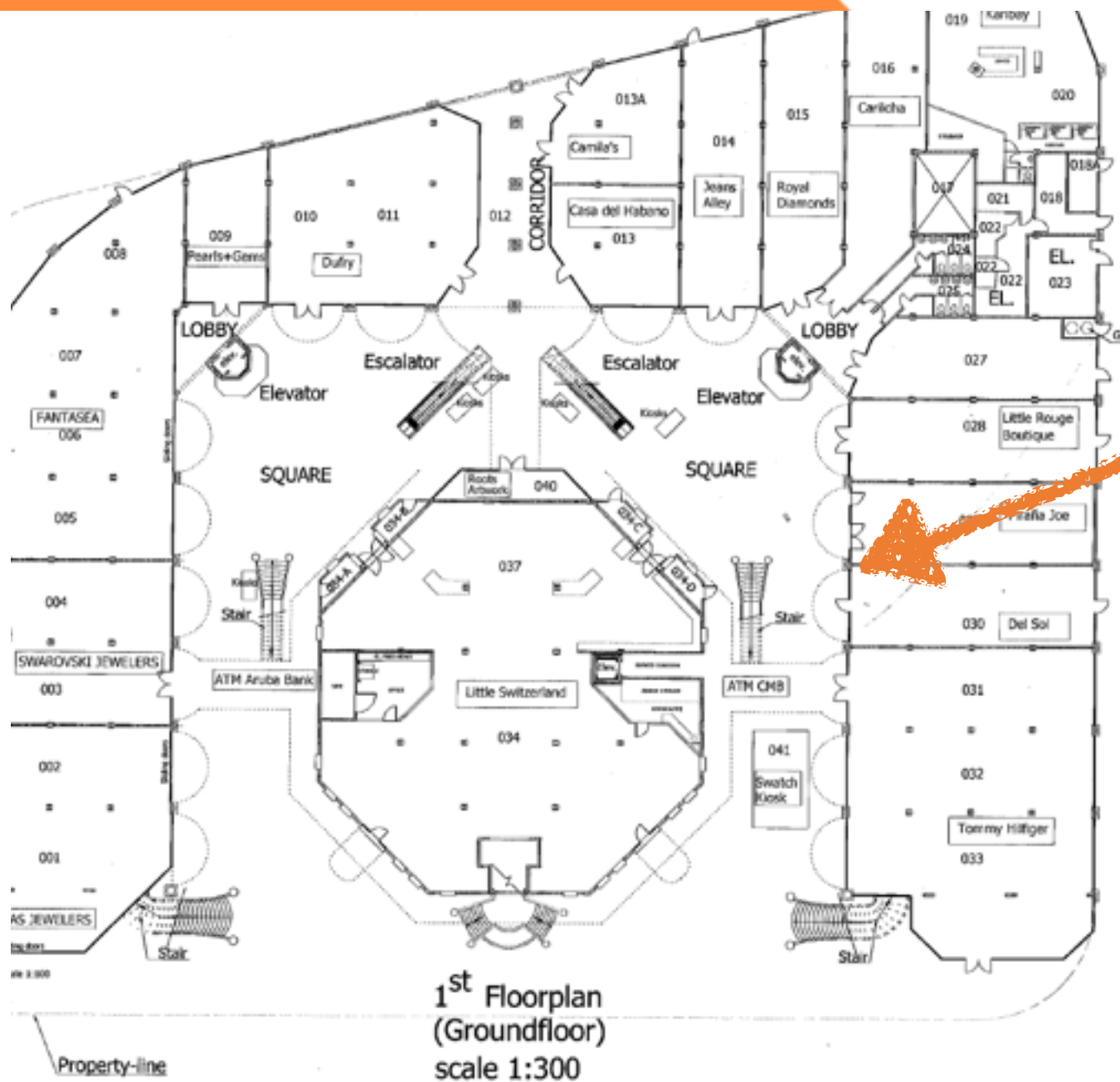
Main-building A, B and C	: 2.558 m ²
Stairs + Balconies main-building A,B,C	: 105 m ²
Sub-total	: 2.663 m ²

Grand-total : 13.461 m²





FLOOR PLAN



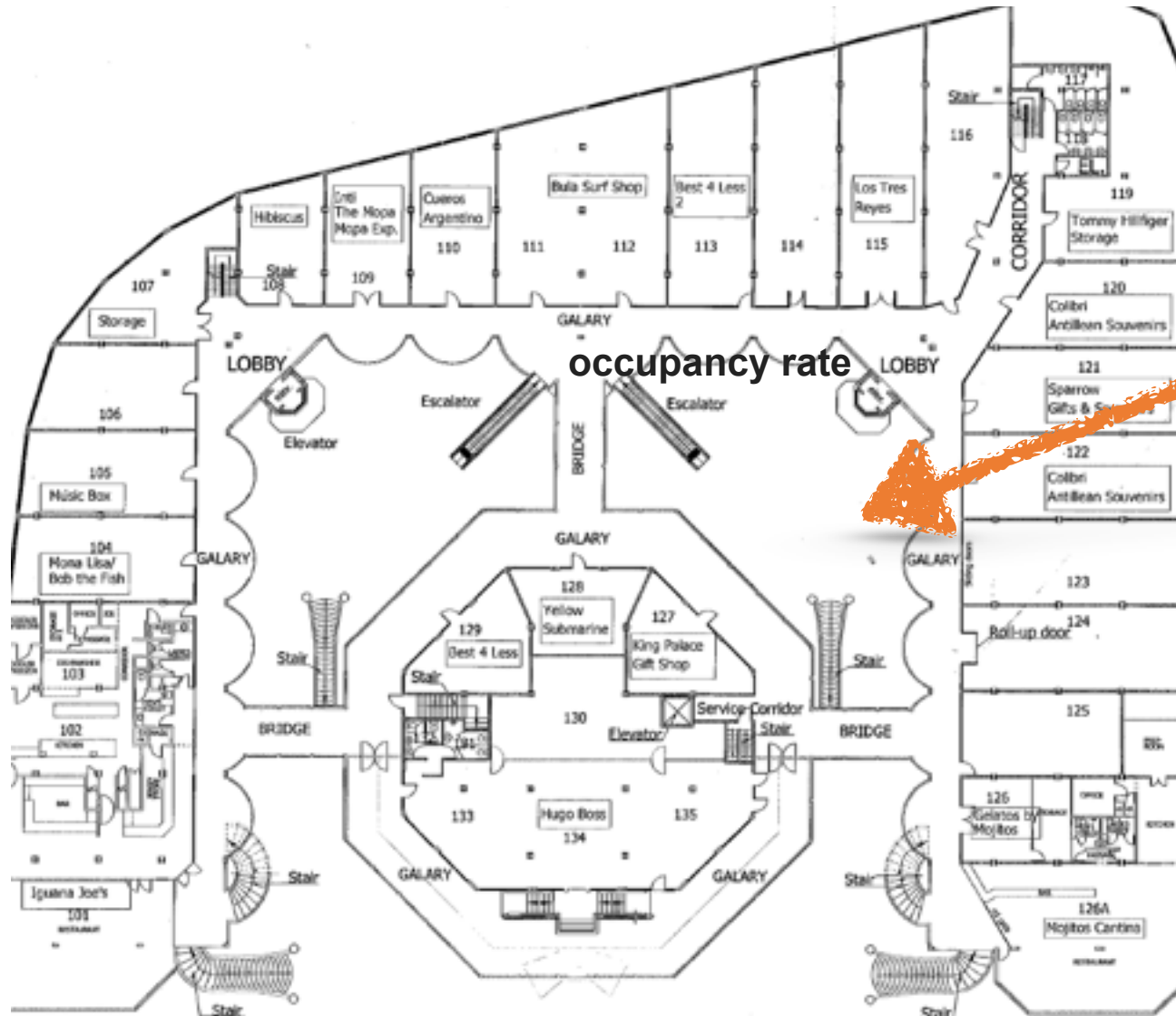
1st floor **95%**
occupancy rate
2 4 years contracts

JOE FERNANDEZ
ARCHITECTS & PLANNERS N.V.
L. G. SMITH BLVD. 94 - P.O. BOX 5311, ARUBA
ROYAL PLAZA MALL 4th FL. SUITE 312
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Ar-2016-9308
October 20, 2016
L.G. Smith Blvd nr.94
(Royal Plaza Mall)
Eagle/Paardenbaai area
ORANJESTAD-EAST
Drawing nr.1



PLANS -SECOND FLOOR



occupancy rate

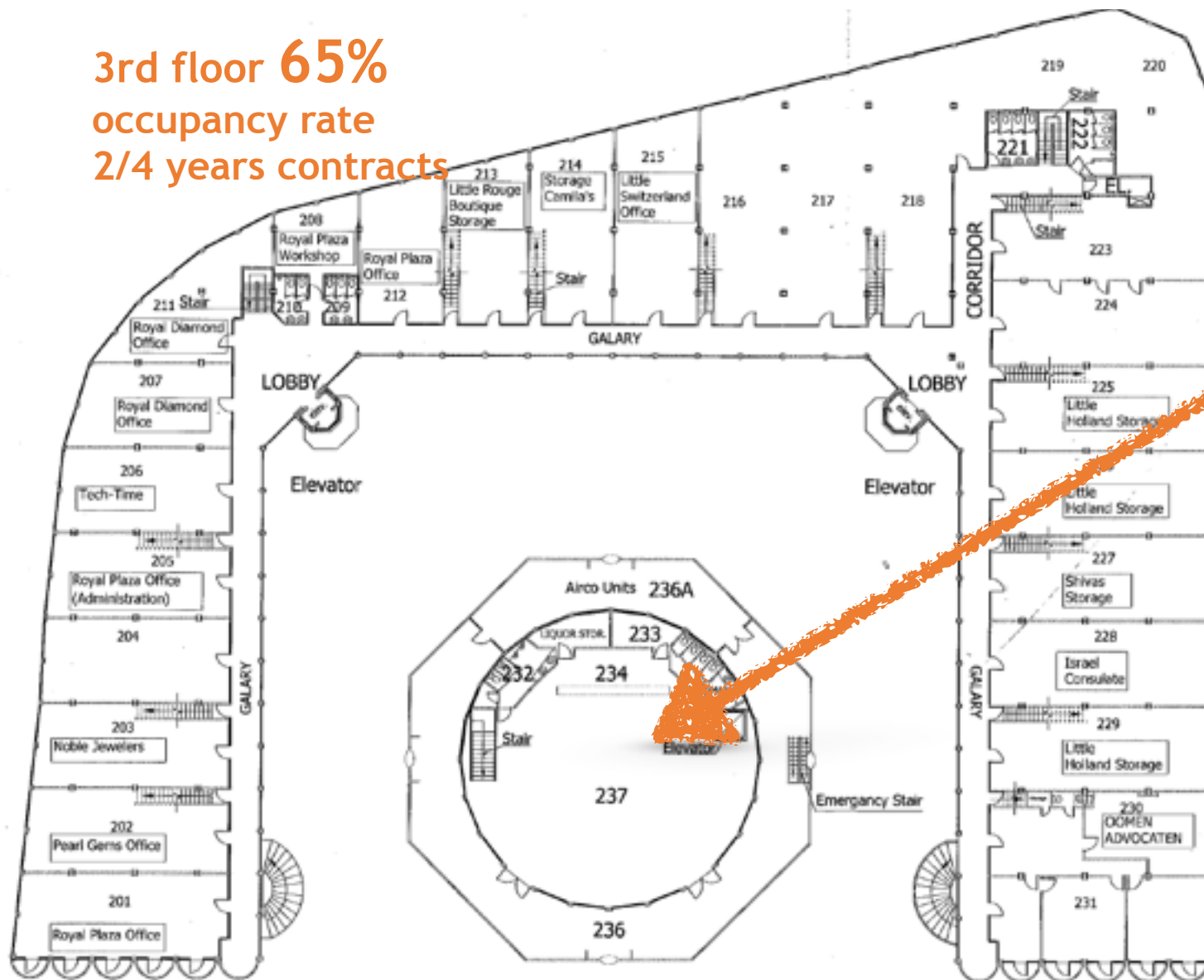
2nd floor
89%
occupancy
rate
2-4
years contracts

2nd Floorplan
scale 1:300

JOE FERNANDEZ
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Ar-2016-9308
October 20, 2016
L.G. Smith Blvd nr.94
(Royal Plaza Mall)
Eagle/Paardenbaai are
ORANJESTAD-EAST
Drawing nr.2

3rd floor 65%
occupancy rate
2/4 years contracts



3rd Floorplan
scale 1:300



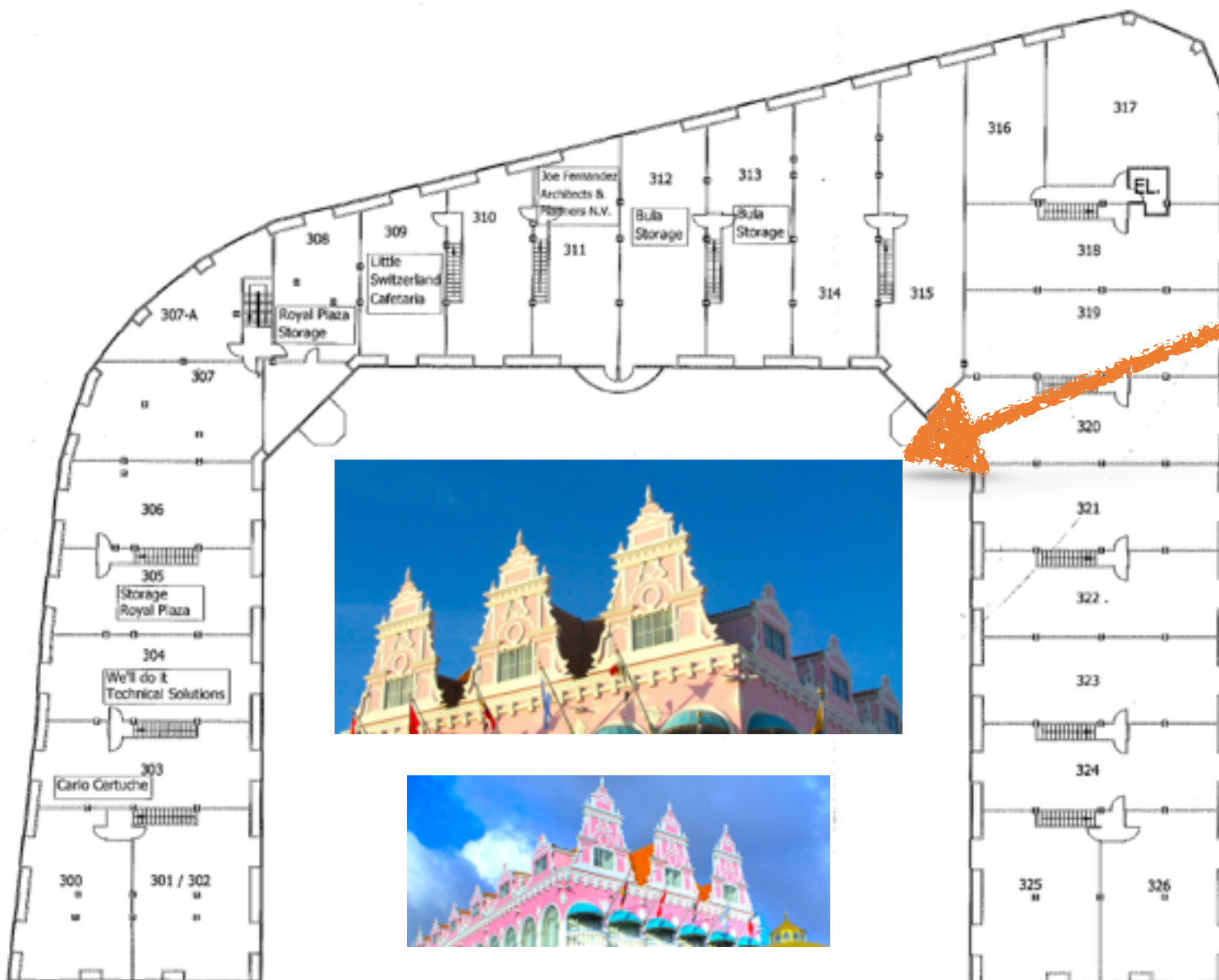
Dome area is
currently
Available full
waterfront
view. Ideal for
a Night Club or
International
Restaurant
Chain .water

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Ar-2016-9308
October 20, 2016
L.G. Smith Blvd nr.94
(Royal Plaza Mall)
Eagle/Paardenbaai area
ORANJESTAD-EAST
Drawing nr.3



4th floor
has 2,663
sq mt of
unused space
that could be
converted to
Condo or Hotel



4th Floorplan
scale 1:300

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Ar-2016-9308

October 20, 2016

L.G. Smith Blvd nr.94

(Royal Plaza Mall)

Eagle/Paardenbaai area

ORANJESTAD-EAST

Drawing nr.4





Enclosed appraisal created in November of 2015 by ARCOTEC N.V, a Dutch Quality Architecture and Appraisal Office established in 1990 .

ARCOTEC is well know for working with major projects offices in Aruba , Curacao and The Caribbean Islands.

Financing

Foreign investors count on extensive financing options in Aruba. Banks give loans up to the 60% of the value of the property, with mortgages from 10 to 30 years, based on the age of the borrower. In general, these mortgages have a fixed rate of 7% according to our last survey.





After consideration of all the above mentioned facts the total value is property is appraised at:

RECONSTRUCTION VALUE

Awg.	45,832,000.00	(Forty Five Million Eight Hundred Thrity Two Thousand Aruban Florin)
US\$	25,750,000.00	(Twenty Five Million Seven Hundred Fifty Thousand Us Dollar)

MARKET VALUE

Awg.	84,201,000.00	(Eighty Four Million Two Hundred One Thousand Aruban Florin)
US\$	47,300,000.00	(Forty Seven Million Three Hundred Thousand Us Dollar)

EXECUTION VALUE

Awg.	67,360,000.00	(Sixty Seven Million Three Hundred Sixty Thousand Aruban Florin)
US\$	37,843,000.00	(Thrity Seven Million Eight Hundred Forty Three Thousand Us Dollar)

The undersigned is subject to the condition that legal description and information, pertaining to the ownership, the size of the measuring, is assumed to be correct.

Though such information, obtained by local recording and provided by the principal and third parties, is considered to be reliable.

Undersigned declares to have acted in good faith and to have no interest in the above mentioned property or in any subsequent provided mortgage loan.

The appraiser assumes neither responsibility nor liability for irregularities in the foundation and/or roof construction nor for any hidden imperfections whatsoever such as termites.

Report made without prejudice

Moko, Aruba

ARCOTEC N.V.

ir A.S. Rosenstand, director



RENAISSANCE®
ARUBA RESORT & CASINO



HARBOUR HOUSE
Aruba

