



# Cayman Property Review 2008

An Independent Review by Charterland





# Contents

03	Introduction
05	Overview
09	Condominiums
15	Houses
18	Land
23	Commercial
27	About Charterland
32	Notes
33	Contacts





The analysis of overall Cayman property transactions for the year provides a good understanding of the market trends and is an invaluable tool when you are making any real estate decisions

## Introduction

Charterland is the newest firm of Property Consultants in the Cayman Islands, founded by Chartered Surveyors who bring many years of local property experience. We have decided to undertake a complete and independent review of the previous year's property transactions, comparing them historically over some twelve years.

Prepared by Chartered Surveyors who are required to act in accordance with the Royal Institution of Chartered Surveyors strict Code of Conduct, the Charterland Cayman Property Review is required to be an independent, unbiased and statistically based study.

The information on which our analysis is based has been obtained from Cayman Islands Government Departments; including the Land Registry, Valuation Office, Planning Department and Economic and Statistics Office.

Whilst it is not possible to provide a detailed analysis of all areas of the Cayman Islands property market, we believe the analysis of overall property transactions for the year, combined with detailed analysis of specific condominium developments or residential neighbourhoods, will provide the reader with a good understanding of the market trends from the year in review and thus be an invaluable tool in assisting in any real estate decisions.

Simon J Watson  
Director  
Charterland Ltd.





The question many people will be asking is whether this slow-down is as a result of the recent financial crisis or part of a longer term pattern





# Overview

The total number of property transfers in 2008 fell by over 5% from 1,786 in 2007 to 1,691 in 2008. This drop was the third annual drop in a row since an all-time high in 2005 of 2,640: a total drop in transfers of over 35% (Fig.1). In fact, the drop in last year's figures brings the total number of transfers to the lowest since 1995, when computerized records of property transfers was introduced by the Cayman Islands Government's Lands & Survey Department. It should be noted that in order to reflect true transfers for monetary value our study ignores any transfers for Natural Love & Affection only.

The slow-down in the property market in 2008 is also reflected in the decrease in the total value of properties being transferred for a monetary consideration. 2008 saw a total value of transfers of CI\$489 million, down nearly 11% from 2007 and nearly 25% from the highest on record (Fig.2).

It is interesting to note, at this point that although the highest number of sales took place in 2005, the highest value of transfers was in 2006, CI\$600 million compared with only CI\$450 million in 2005. This can probably be attributed to a large number of hurricane damaged properties being transferred in 2005, following Hurricane Ivan in September 2004, which inflated the total number of transfers without having a significant impact on the value of the transfers for that year.

Analysis of the average value of the properties being transferred also supports the view that, overall, the Cayman property market experienced a continuing slow-down through 2008, with the average value of the property being sold falling from CI\$307,500 per transfer in 2007 to CI\$289,400 in 2008, a drop of over 10% and the second successive annual drop since a high in 2006 (Fig.3).

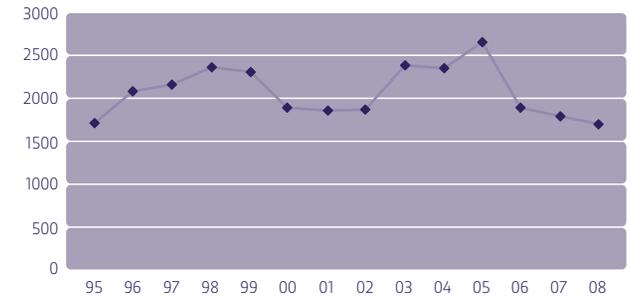


Fig.1 Total Number of Property Transfers

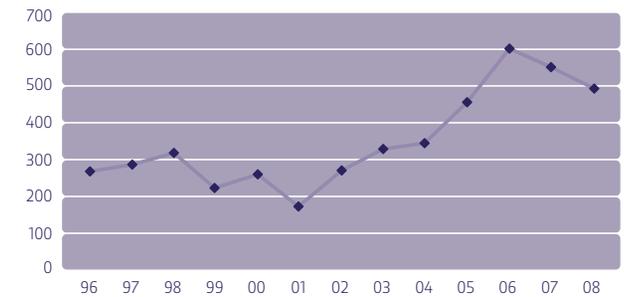


Fig.2 Total Value of Property Transfers (CI\$ Millions)

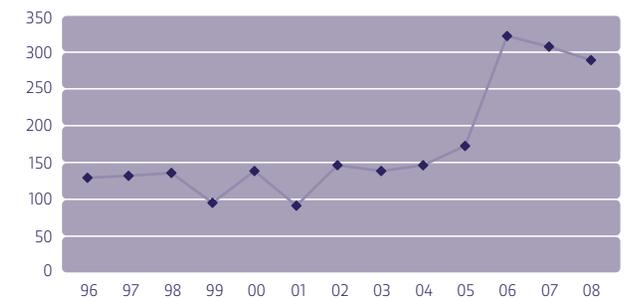


Fig.3 Average Value of Property Transfers (CI\$ 000s)



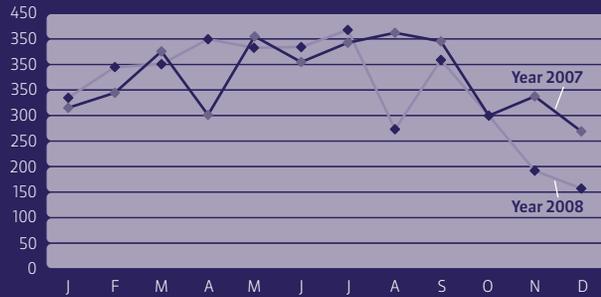


Fig. 4 Total Number of Property Transfers 2008



Fig. 5 Total Value of Property Transfers 2008 (CIS Millions)

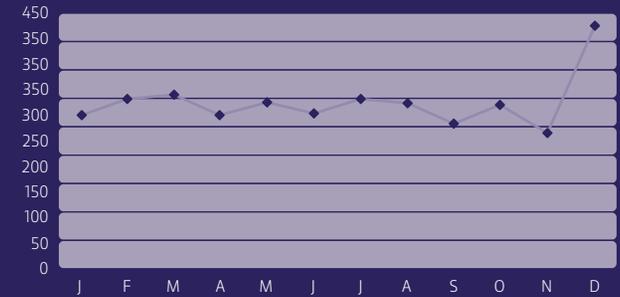


Fig. 6 Average Value of Property Transfers 2008 (CIS000s)



Fig. 7 KYD Prime Rate 2008 (%)

The single highest value sales also show a significant downturn in recent years with the highest value sale of a single parcel in 2008 being the transfer of the Harbour Centre on North Church Street which sold for just under C\$7 million. This is down from the highest single transfer in 2007: C\$10.4 million for the sale of the Cayman Corporate Centre on Hospital Road, and significantly lower than the highest single sale in 2006: C\$30.85 million for the sale of the Marriott Beach Resort on West Bay Road. The question many people will be asking is whether this slow-down is as a result of the recent financial crisis, or part of a longer term pattern. In an attempt to provide information to allow people to answer this, we have analysed the transfers in 2008 on a month-by-month basis (Fig. 4).

From an initial glance it would seem that there was clear evidence that the Cayman property market suffered a significant decrease in the number of transfers following the financial collapse in September 2008. However, by overlaying the number of transfers by month for the previous year, 2007, it shows that a decrease in the number of sales towards the end of the year is normal, although the decrease was more significant in 2008.

Similarly, analysis of the value of the sales by month shows a similar pattern, with a significant drop in the total value of the sales after September 2008 (Fig. 5). However, again, by overlaying the total value of sales by month for 2007, it would appear that such a pattern is fairly normal, although not to such a significant degree.



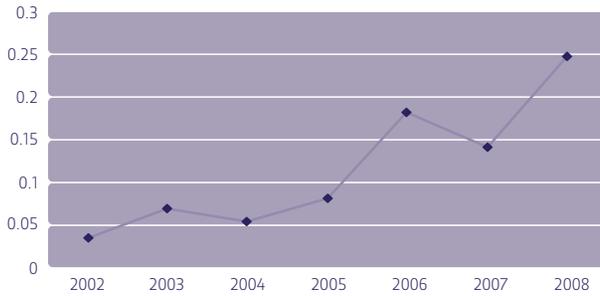


Fig.8 Reassessments Per Annum

In interpreting the above analysis it is important to remember that the Land Registry requires transfers to be submitted up to 45 days after the first signature on the Transfer of Land form and this signing may take place sometime after the actual sale of the property was agreed between the parties, especially where a purchase agreement may have been signed first. Therefore, it is quite likely that many of the transfers registered in the final months of 2008 were agreed prior to the current financial crisis and therefore the actual impact, if any, on the local property market may not be seen until 2009.

Indeed, early figures for 2009 suggest that, with 133 transfers in January and 159 in February, the number of transfers for 2009 are so far in-line with recent years, although with the total value of sales for each month at C\$23.7 million for January and C\$31.8 million for February, the actual total value of the sales is lower than would normally be expected.

### Reassessments

One interesting trend that came out of the analysis of the property transfers for 2008 was the continuing rise in the number of transfers that are being reassessed by the Cayman Islands Government’s Valuation Office, which has risen to an all-time high of 25% of all property transfers, an increase of 64% on 2007 (Fig. 8). In order for a transfer to be reassessed for Stamp Duty purposes, the Cayman Islands Government’s Valuation Office must be of the opinion that the stated consideration on the

Transfer of Land form is less than the Market Value of the property being transferred, as of the date of first signing of the form. Market Value is defined by the Royal Institution of Chartered Surveyors as “The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm’s-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.”

Therefore a property may be considered to have transferred at less than Market Value if the property has not been properly marketed, or if the property was sold by private agreement without the usual period of marketing taking place. The same may also be considered to have occurred if the vendor was based overseas and was acting without a reasonable knowledge of the current local market, or was acting under duress.

There may also be a justification for a transfer to be reassessed if there had been a separate Purchase Agreement signed for the property but there may have been a considerable period of time elapsed before the Transfer of Land form is submitted for registration, such as in the case of a pre-construction purchase in a rising market.

It is noteworthy, however, that prior to 2003, back until computerized records were started in 1995, the number of reassessments were consistently in the region of 5% of the total number of transfers each year.





Most of the Seven Mile Beach condominiums continued to show a steady increase in values on previous years and, as of the end of 2008, demonstrated no signs of a slowing of this rate of increase





Fig.9

# Condominiums

In undertaking an analysis of the condominium market in the Cayman Islands, it is necessary to consider the condominium market in two distinct parts; condominiums predominantly located on Seven Mile Beach, which are more likely to be purchased by overseas buyers, and a more local market, which is generally based around the George Town area.

In the analysis of each of these two groups, we have carefully selected condominium developments that have had sufficient numbers of sales, over a reasonable period of time, in order to present meaningful trends. Nevertheless, in reviewing the results of our analysis, regard should be had to the relatively small numbers of transfers that represent each data set, due to the overall size of the Cayman property market, and that anomalies may indeed occur.

## Seven Mile Beach

Most of the Seven Mile Beach condominiums continued to show a steady increase in values on previous years and, as of the end of 2008, demonstrated no signs of a slowing of this rate of increase.

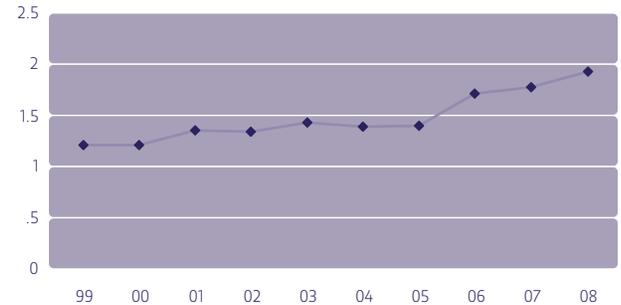


Fig. 10 **The Pinnacle**  
(Average Sale Price Net CIS Millions Net)

At the higher end of the market, **The Pinnacle**, (Fig. 9 & Fig. 10) a development of 42 similar single level, 2,120 SF apartments, plus garages, completed in 1999 and located directly on Seven Mile Beach, continues to show steady growth with a sale of a unit in 2008 for CI\$1.9 million and increase of 8.8% over the average sale price in 2007 and an increase of nearly 60% since the first registered sales in 1999.



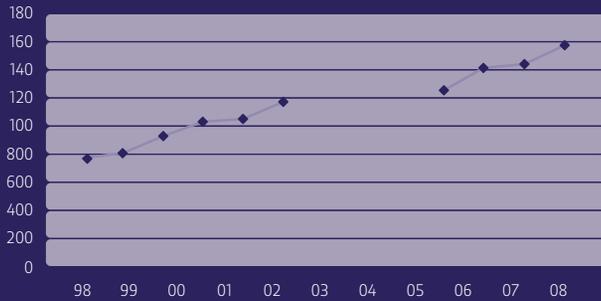


Fig. 11 **The Avalon**  
(Average Sale Price Net C\$ 000s Net)

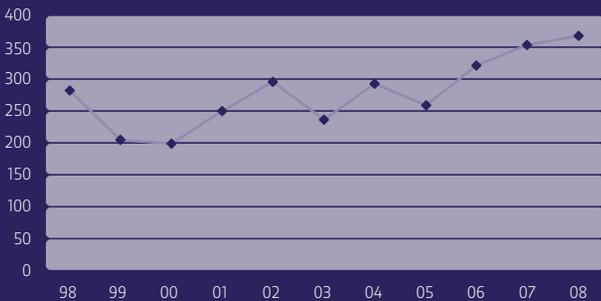


Fig. 13 **George Town Villas**  
(Average Sale Price Net C\$ 000s)



Fig.12



Fig.14

A similar pattern of increase in value is shown by sales of units at **The Avalon**, a 27 unit development, also located on Seven Mile Beach, nearby The Pinnacle and completed in 1996. The average sale price of the units in 2008 was C\$1.57 million, an increase of over 9% from the average sales in 2007 and an increase of over 94% from the average sale price for the units when they first came onto the market in 1997.

At the mid-lower end of the Seven Mile Beach sector, the market is not quite as resilient and does show some signs of slowing. For example, the average sale price of the 2-bedroom units at **George Town Villas**, an older development of 54 single level units, built in the early 1980s and located at the southern end of Seven Mile Beach, was C\$367,000. This represents an increase of 4.38% over the average sale price in 2007 and overall increase of over 30% from the average sale price in 1998.





One development, **Treasure Island**, a large development of 96 mainly 2-bedroom units, including 24 3-bedroom beachfront units, built in 1981 and located at the southern end of Seven Mile Beach, actually shows a decrease in value in 2008 with an average sale price of C\$322,000, compared with a sale of C\$378,000 in 2007.

It should be noted, however, that only a single sale of a 2-bedroom unit was registered in 2007 and this unit was located in one of the blocks nearest the beach frontage, albeit not directly on it. Therefore, if the effect of this single sale is ignored, the values of the 2-bedroom units at Treasure Island would appear to have stabilised since 2006. Even the 2008 figure, however, represents a substantial 124% increase over the average sale prices in 1996.

A development of note, on the Seven Mile Beach peninsula, that has not followed the normal upward trend in value is the **Britannia development**. This large development of 1-, 2-, 3- and 4-bedroom units, which is located on the inland side of West Bay Road, was developed in four main phases. Owners at Britannia benefited from use of the adjacent golf course and, until its closure following Hurricane Ivan in September 2004, service from the adjoining Hyatt Regency Hotel.

Analysis of the sales of the most numerous units, 3-bedroom apartments of between 2,600 SF and 2,800 SF in area, located in Phase II, however, shows that despite a very small increase in value between 2007 and 2008 of less than 0.5%, the overall average values have shown a relative decrease in average value of over 20% since the highest average values in 1998.



Fig.15



Fig.17

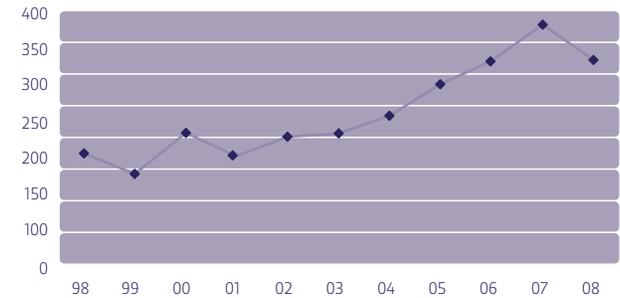


Fig. 16 **Treasure Island: 2-Beds**  
(Average Sale Price Net C\$ 000s)

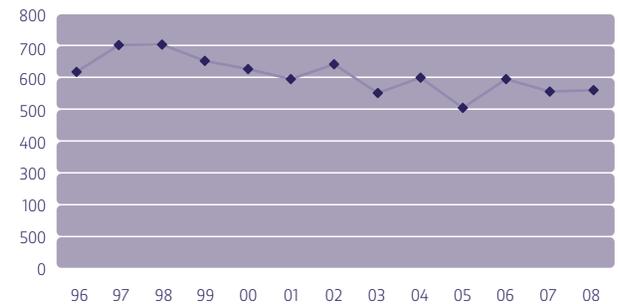


Fig. 18 **Britannia Phase II : 3-Beds**  
(Average Sale Price Net C\$ 000s)





Fig. 19 Secret Garden: 2-Bed  
(Average Sale Price Net CIS 000s)

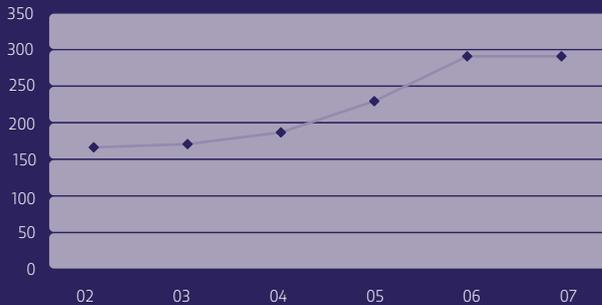


Fig. 20 Secret Garden: 3-Bed  
(Average Sale Price Net CIS 000s)



Fig. 21

Conventional wisdom has previously blamed a downturn in values in Britannia on the closure of the Hyatt Regency after Hurricane Ivan and the continuing neglect of the now vacant, former hotel. Our analysis, however, indicates that the downward trend was occurring for many years prior to this event.

### George Town

The subject of much condominium development in recent years, there is a perception that this particular market is experiencing an over-supply, especially in the 2-bedroom, townhouse market.

In this regard, analysis of sales in the popular ‘Secret Garden’, a development of 62, 2- and 3-bedroom townhouses, built in phases from 2002 and located on Fairbanks Road, south of George Town, indicates that there was still a nearly 4% increase in the average sale prices of the 2-bedroom units in 2008 from the previous year, although the 2007 figure was down over 22% from the average value from 2006. The sales of the 3-bedroom units, however, appeared to stabilise in 2007 at a similar average value to 2006. Unfortunately, no sales of 3-bedroom units were registered in 2008 in order to provide data for this year.



The above pattern for the 2-bedroom town houses of a rise in values until a peak in 2006 is also illustrated in the analysis of all the sales of the two bedroom units in the **Garden, Coco, Mystic and Sunset Retreat Developments**.

This development, built in four phases from 2002, comprises over 185 1-, 2-, 3- and 4-bedroom units. Analysis of the 2-bedroom units shows that these reached a peak average value in 2006 of C\$226,000, an increase of 68% over the average sale prices in 2002. However, the average values decreased slightly, by 2%, in 2007 and then by a further 10% in 2008, to reach an average sale price of C\$198,000.

Based on the above analysis, it would therefore appear that any decrease in value in 2008 may more be as a result of over-supply from the development of similar 2-bedroom townhouse condominiums in the area in recent years, rather than any short term impact from the current financial crisis.

Further south from George Town, in the South Sound area, the condominium developments appear to be reflecting patterns similar to Seven Mile Beach, with a continued increase in values through 2008, although with some slowing in the rate of actual increase.

Sales at the **Southern Skies development**, a development of 29 2-bedroom town houses on South Sound Road, show a steady increase in value since their construction in 1999, with an average sale price in 2008 of C\$265,000, an increase of approximately 4% over the average in 2007. Overall the units have increased in value by over 49% since their original sale prices in 1999.



Fig. 22



Fig. 24

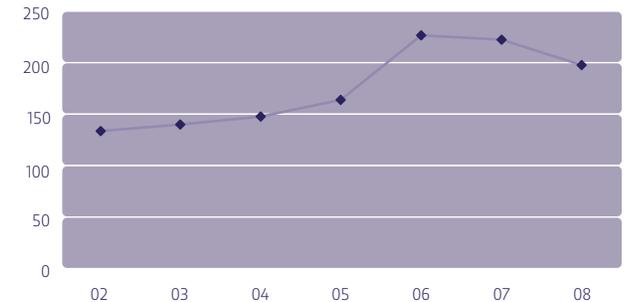


Fig. 23 Garden, Sunset, Coco & Mystic Retreat  
(Average Sale Price Net C\$ 000s)

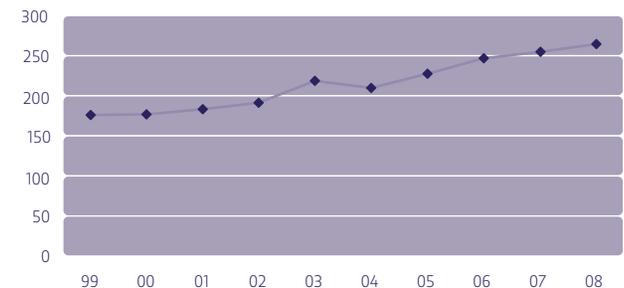


Fig. 25 Southern Skies  
(Average Sale Price Net C\$ 000s)



Houses in the Snug Harbour area have shown a similar trend to the non-Seven Mile Beach condominiums of a steady increase in values to a high in 2006. Since 2006, though, there has been a slight drop in values





# Houses

Following on from the analysis of condominium sales, the analysis and identification of trends in the house market proves more difficult due to the heterogeneous nature of house construction in the Cayman Islands and the insufficient number of sales in a particular area in order to allow a suitable sample dataset for analysis.

One area of Grand Cayman where there have been sufficient sales to attempt such an analysis is Snug Harbour, a mid range residential area on the Seven Mile Beach peninsula, where over 38 homes have sold since 2000. However, even here, regard should be had to any distortion of the data due to the differing age and design of the houses within the sample set.



Fig.26

## Snug Harbour

Houses in this area have shown a similar trend to the non-Seven Mile Beach condominiums of a steady increase in values from C\$105 per SF in 2000 to a high in 2006 of C\$189 per SF, an increase of nearly 80%, ignoring a drop in 2005 which is probably attributable to the sale of some hurricane damaged dwellings from Hurricane Ivan. Since 2006, though, there has been a slight drop in values with the average value for 2008 being C\$168 per SF, down by 11% from the peak 2006.

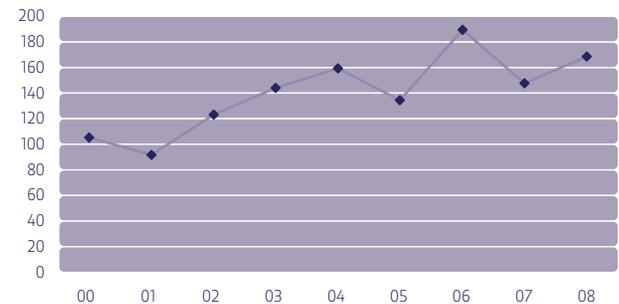


Fig. 27 Snug Harbour: House Sales  
(Average Sale Price Net C\$ per SF)



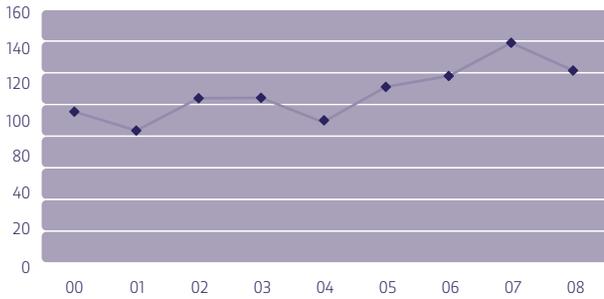


Fig. 28 Savannah: House Sales  
(Average Sale Price Net SF C\$ per SF)

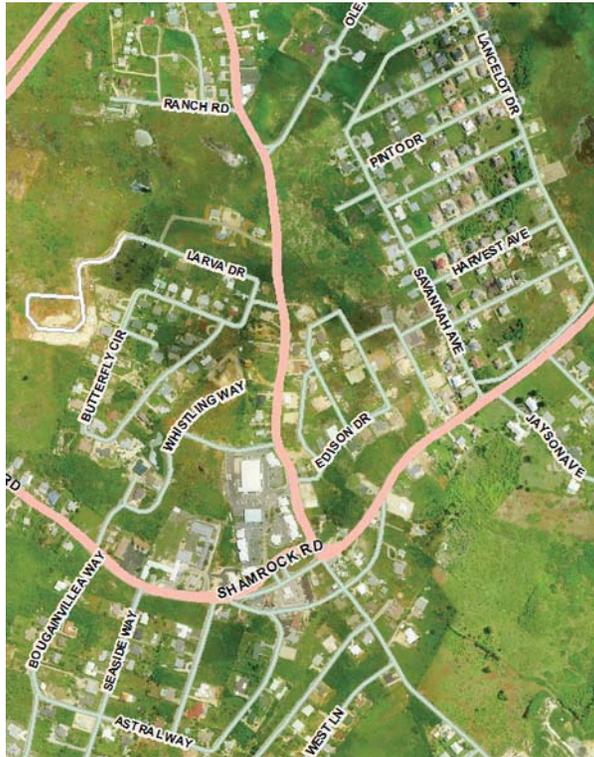


Fig. 29

## Savannah

The trend for house sales in Savannah is much more flat with a variation of only 7.5% between 2000 and 2004. Post-Hurricane Ivan, however, property values have continued to rise, from an average value of C\$89 per SF in 2004 to a high of nearly C\$140 per SF in 2007, an increase of nearly 45% over the 2000 values.

This increase in the years from 2004 until 2007 can probably be attributable to the positive impact on the neighbourhood of the opening of the Countryside Shopping Village in the heart of Savannah, as well as improvements to the road system allowing an easier commute to George Town. In the last year, however, there has been a drop of over 12%, as the market in this area stabilizes after the increases discussed above.



+ +

Following on from the analysis of condominium sales, the analysis and identification of trends in the house market proves more difficult





# Land

As discussed in previous sections of this report, the biggest issue in establishing trends in the Cayman property market is the relatively small numbers of transfers providing limited datasets to be analysed. With respect to land transfers, the only areas where there are meaningful numbers of transfers of similar property, over a reasonable period of time, are established sub-divisions. Therefore, in order to establish the current trends in the market for land on Grand Cayman, we have undertaken the analysis of all the sales in five differing neighbourhoods of Grand Cayman, ranging from the high-end Crystal Harbour, to the lower-end sub-divisions in Frank Sound.



Fig. 30

## Crystal Harbour

Land in this high-end, gated, canal-front community, located on the Seven Mile Beach peninsula, has been selling since 1999, with the first sales averaging at just under C\$10 per SF. Since then, the canal-front lots have demonstrated a good increase in values to an average value of nearly C\$19 per SF in 2008, an increase of over 92% on the average values for 1999. It is interesting to note also that the 2008 values are over a 5% increase on the 2007 values showing that demand for this sub-division is still strong.

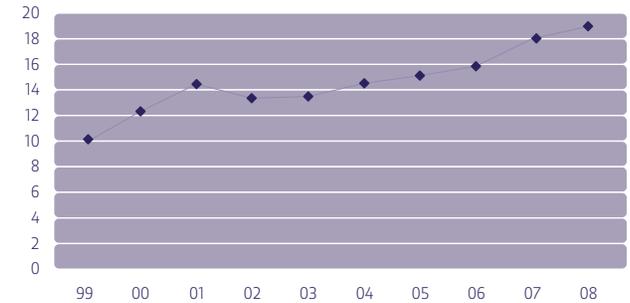


Fig. 31 Crystal Harbour: House Lot Sales  
(Average Sales Price C\$ per SF)





## Grand Harbour

This canal-front, residential community, located in Prospect to the east of George Town, is serviced by its own commercial centre, The Shoppes at Grand Harbour, is considered to be a high-end residential neighbourhood, despite its location. The average value of canal-front land, in Grand Harbour, increased steadily in value from 2002 until 2006, from an average value of nearly C\$11 per SF to just under C\$15 per SF in 2006, an increase of approximately 37%. However, in recent years, the sale prices appear to have stabilised at an average of around C\$15 per SF, with less than a 1.5% increase in average values between 2006 and 2008. It is important to note that, as with all the other analysis in this report, this does not mean that particular lots or units will not sell for more or less than this figure, but that this represents the average for the sales registered within that year.



Fig. 32

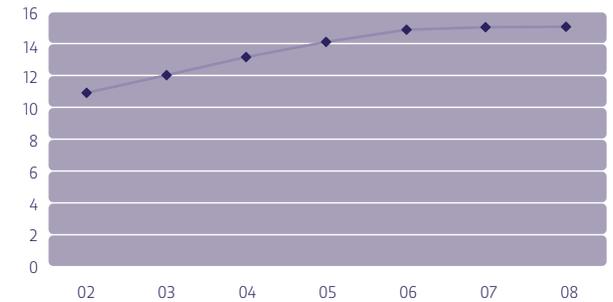


Fig. 33 Grand Harbour: House Lot Sales  
(Average Sales Price C\$ per SF)





Fig. 34

### Snug Harbour

This mature, mid-range residential neighbourhood, located on the Seven Mile Beach peninsula has demonstrated a continued increase in the average sale prices of the land lots, from an average of C\$6.60 per SF in 1998 to C\$16.20 in 2008, an increase overall of some 145%, after having leveled off at between approximately C\$13.50 and C\$14 per SF, or approximately 110% above the 1998 values, between 2005 and 2007. This nearly 19% increase in the last year may well be due to the fact that the supply of undeveloped lots in the sub-division is coming to an end, thus forcing up prices for the lots that remain.

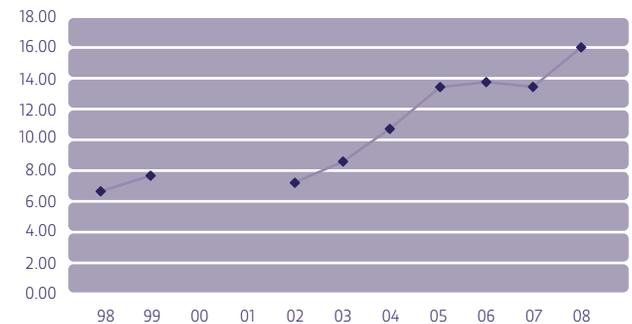


Fig. 35 Snug Harbour: House Lot Sales  
(Average Sales Price CIS per SF)



## Savannah

Another mid-range neighbourhood that we have analysed are the sub-divisions around central Savannah. Similar to the average house prices in the area, the average land values have shown a steady increase during the years between 2003 to 2006, from an average of C\$2.45 per SF to C\$5.37 per SF, most likely due to the factors discussed previously, the combination of the opening of the Countryside Shopping Village and the improvements in the road network at around that time. However, since 2006, the land values appear to have stabilised at approximately C\$5.40 per SF over the last two years.

## Frank Sound

In addition to the high-mid range sub-divisions analysed previously in this report, in order to provide as wide a range of data as possible in the Cayman Islands, we have also undertaken an analysis of house lots in the Frank Sound area of Grand Cayman.

This lower end neighbourhood, located between Bodden Town, Northside and East End, also shows a fairly stable market up until 2003 with average values varying by less than 50 cents per SF over the preceding four years. From 2003, however, the average values have increased by over 120% to a high of C\$4 per SF in 2008.

This increase may well have been stimulated by the construction of the Clifton Hunter Campus on Frank Sound Road, as well as the previously mentioned road improvements, improving traffic flow from the Eastern Districts to George Town.



Fig. 36



Fig. 38

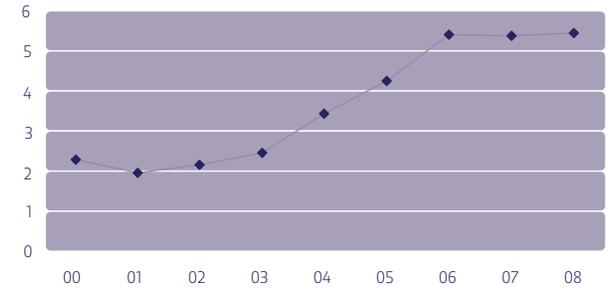


Fig. 37 Savannah: House Lot Sales  
(Average Sales Price CIS per SF)

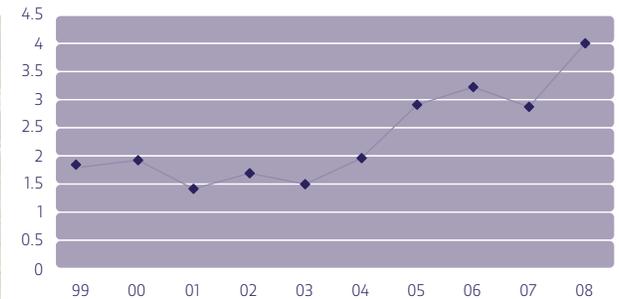


Fig. 39 Frank Sound: House Lot Sales  
(Average Sales Price CIS per SF)





There were three sales of commercial buildings of note in 2008 in the central George Town area





# Commercial

## Commercial Sales

Analysis of the property transactions for 2008 show that there were three sales of commercial buildings of note, in central George Town; the Harbour Centre, Aall Building and the former One Butterfield Place. Other sales of commercial buildings included Regency Court on West Bay Road and also the Thompson Shipping Building on Eastern Avenue.



### Harbour Centre

The Harbour Centre is a 5-storey commercial office building, with a net lettable area of approximately 29,262 SF, located on a 0.7109 acre parcel on the inland side of North Church Street, with sea views. The property is strata-ised and comprises 11 strata units ranging in area from 325 SF to 3,563 SF.

The property was sold in May 2008 for a sale price of C\$6,972,000 (Net), equating to a sale price of C\$238 per SF (Net). Based on our understanding of the approximate market rental for the building at the date of sale we would estimate the rate of return to be in the region of 9% after appropriate deductions for the landlord's costs.



### Aall Building

This building is also located on a 0.14 acre parcel on North Church Street, in George Town, a short distance to the south of the Harbour Centre. The Aall Building is a four storey building, with a net lettable area of approximately 9,729 SF comprising three floors of offices at 2,914 SF each and a small retail unit and office area on the ground floor with an area of 987 SF.

The building sold in July 2008 for C\$5,160,000 (Net), equating to C\$530 per SF based on the net lettable area. Although, the building was primarily owner occupied at the time of the sale, based on our opinion of the market rental passing at the time, the sale price would have reflected a return in the region of 8.5%.





### (Former) One Butterfield Place

This 2-storey building is located on Main Street in George Town and is the former site of the Bank of Butterfield retail bank, prior to its move to the Bank of Butterfield's new headquarters on Albert Panton Street. The building comprises a 4,022 SF ground floor and a 1,720 SF upper floor, providing a net lettable area of approximately 5,742 SF.

The building sold in July 2008 for C\$4,128,600 (Net) equating to approximately C\$719 per SF (Net). Based on the estimated market rent for the property we would estimate this sale price to equate to a return of 7%.

It is interesting to note that the same building sold in July 2006 for C\$2,721,600 (Net), which would represent over a 50% difference in value between the two dates of sale.



### Regency Court

This 2-storey retail/office building is located on a 0.42 acre property on West Bay Road and comprises of six retail units on the ground floor with an area of 5,160 SF and further retail/office units on the upper floor, with an area of 4,084 SF providing a total net lettable area of 9,244 SF.

The building sold in October 2008 for C\$3,087,000 (Net), equating to approximately C\$334 per SF. Based on our understanding of the net rental passing at the time of the sale this would equate to a return of 9.7%.



## Commercial Sales

In order to analyse the current commercial office rental market on Grand Cayman, we have reviewed over 90 current leases, in three different categories of office buildings. In the absence of any strict categorisation of office buildings by the Royal Institution of Chartered Surveyors (RICS), we have relied upon the Building Owners and Managers Association (BOMA) metropolitan base definition which rates commercial buildings as follows:

**Class A:** Most prestigious buildings competing for premier office users with rents above average for the area. Buildings have high quality standard finishes, state of the art systems, exceptional accessibility and a definite market presence.

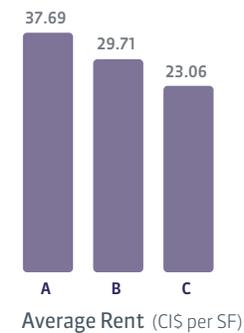
**Class B:** Buildings competing for a wide range of users with rents in the average range for the area. Building finishes are fair to good for the area and systems are adequate, but the building does not compete with Class A at the same price.

**Class C:** Buildings competing for tenants requiring functional space at rents below the average for the area.

As BOMA states, the purpose of the rating system is to encourage standardisation of discussion concerning office markets, including individual buildings and to encourage the reporting of office market conditions that differentiate among the classes.

Therefore, whilst primarily conceived for the North American market, this categorisation serves our purposes for the analysis of the commercial office rental market in Grand Cayman.

Therefore, based on our lease analysis, the average rental passing for commercial properties on Grand Cayman in 2008 are as follows:





Based in the Cayman Islands, but providing services throughout the Caribbean, Charterland's highly skilled, multi-disciplinary management team have over 50 years combined professional experience





# About Charterland

Charterland Ltd. (Charterland) is a Chartered Surveying practice providing a comprehensive range of professional property services with integrity and independence, and in a timely manner; focusing on our clients' needs, with a view to building long term relationships.

Based in the Cayman Islands, but providing services throughout the Caribbean, Charterland's highly skilled, multi-disciplinary management team have over 50 years combined professional experience; having previously provided services to clients in Antigua & Barbuda, The Bahamas, Barbados, the Cayman Islands, Jamaica, Panama, St Kitts & Nevis, St Lucia and Trinidad & Tobago.

Charterland is also associated with the Evolving Island group of companies, who offer complementary property development services.



# Our Services

## Valuations & Appraisals

Professional, impartial and independent real estate valuations all carried out to strict deadlines and with the emphasis on accuracy and professionalism. All valuation reports will be prepared by a Chartered Valuation Surveyor in accordance with internationally accepted standards of The Royal Institution of Chartered Surveyors and the International Valuation Standards.

With professional experience covering all types of property including commercial, residential, hotel & leisure, industrial, institutional and specialised across the Caribbean region, we can provide the client with all required valuations including Market Valuations, Mortgage Valuations, Insurance & Reinstatement Valuations and Asset Valuations for Financial Reporting.





### **Quantity Surveying & Cost Management**

Commercial or residential, new build or fit-out, with our international qualifications and local experience we are able to advise on all aspects of the construction process, including construction estimates, pre- and post-contract services, interim certificates for payment and works in progress, project, contract and cost management and settlement of final accounts. We also offer expert witness and dispute resolution services.

### **Project Management**

With experience of commercial and residential development across the Caribbean, we are able to provide developers and property owners with comprehensive project management services by experienced Chartered Surveyors. Our project managers ensure that our clients receive value for money and that the project is completed on time and within the budgets originally set and approved.

### **Property & Asset Management**

Property management that reduces risk and improves the value of your asset. Our innovative and rigorous property management strategies backed up by our local knowledge and international qualifications will help our clients to reduce their operating and ownership costs and enhance property values. With experience in the management of the premier commercial and residential properties in the Cayman Islands we are well placed to become the provider of choice for property management services.

### **Agency & Leasing**

With today's increasingly sophisticated real estate requirements, commercial real estate buyers and sellers have brokerage needs that require agents with professional qualifications in commercial property and who have an understanding of their needs and the skills sets to provide for them. Our full commercial agency service line with our team of property professionals will meet those needs whether involving the lease of office space or the sale of a whole portfolio.

### **Stamp Duty & Compensation, Asset Management**

Knowledge of the local Cayman Islands legislation on property finance; such as the payment of Stamp Duty and the claim of statutory compensation is an area of specialised knowledge in which we excel. With experience both within and acting against the Cayman Islands Government, our professional knowledge has resulted in the substantial reduction in the Stamp Duty being paid, and increase in the compensation being received, by our Clients.

### **Insurance Loss Adjusting**

With in-depth experience of hurricane and fire damage insurance claims we are able to represent our clients in all types of disaster recovery. We can also provide risk surveys and analysis.





“In uncertain markets it’s even more important to rely only on the advice of appropriately qualified property professionals - people who have the specific knowledge and long-term experience of the market in which they offer advice.”

## Our People

### Simon J Watson FRICS

Simon has been practising as a Chartered Surveyor for over twenty years, thirteen of those in the Caribbean region. Originally from England, he is now a Permanent Resident of the Cayman Islands. Prior to founding Charterland, Simon was the Director of Deloitte & Touche responsible for their Property Consulting Division in the Caribbean region. Simon has a broad background in property consulting but has specialised in preparing valuations for a wide gamut of properties, including residential, commercial and hotel & resort developments throughout the Caribbean and Central America; including engagements in Antigua & Barbuda, Barbados, the Cayman Islands, Costa Rica, Jamaica, Panama, St Kitts & Nevis, St Lucia and Trinidad & Tobago. He has also advised clients on property related matters ranging from property development, property management, construction, sales and lease consulting services.

He is a founding Board Member of the regional chapter of The Royal Institution of Chartered Surveyors, RICS Caribbean and is the first accredited RICS Assessor in Valuations in the region. He currently serves as Vice Chairman of RICS Caribbean and is a Board Member of RICS Americas, the body representing all Chartered Surveyors in the region. He also currently represents the Americas on the RICS Global Membership Committee.



### Professional Designations

- Fellow of The Royal Institution of Chartered Surveyors (Valuation & Commercial Property Faculties)
- Member of The Cayman Society of Architects, Surveyors and Engineers
- Member of The Institute of Revenues Rating & Valuation





“As a Chartered Quantity Surveyor my aim is to provide value for money through the efficient cost management of the construction process, from the initial calculations to the final figures. My objective is to control cost, limit risk and add value to your project.”

**Ian L Barnard MRICS**

Prior to founding Charterland, Ian was the Senior Manager of the Quantity Surveying and Project Management section of the Property Consulting Division of Deloitte & Touche in the Caribbean. Originally from South Africa, he resides permanently in the Cayman Islands where he holds Caymanian Status. He is a Chartered Quantity Surveyor and a Member of the Royal Institution of Chartered Surveyors in the Construction Faculty. He has a Bachelor of Science degree in Quantity Surveying and eighteen years professional experience, practising in the Caribbean since January 2000. In the course of his career, he has been the chief project surveyor, providing traditional professional Quantity Surveying services and Project Management services on residential, commercial and civil projects in South Africa, the United Kingdom and throughout the Caribbean.

**Professional Designations**

- Member of The Royal Institution of Chartered Surveyors (Construction Faculty)
- Member of The Cayman Society of Architects, Surveyors and Engineers





“I see your property as an asset and it’s my job to ensure that your asset’s value is maximised, from lifecycle planning through structured lease management practices”

**Stewart T Connelly MBIFM, MIFMA**

Stewart is a Chartered Facilities Manager, as a member of The British Institute of Facilities Management and a member of the International Facility Management Association. Prior to founding Charterland, Stewart was the Manager of the Commercial Property Department of Deloitte Property Consulting, where he worked for the previous three and half years. He has thirteen years experience in facilities, property and commercial fit-out management spread across Australasia, Europe and the Caribbean. Five of those years based in London specialising in facilities management, interior fit-outs and health and safety in the built environment.

Stewart is currently is his final year of a BSc in Estate Management through the College of Estate Management at Reading University. In addition to this, he is currently enrolled in the RICS graduate route, with the expectation of becoming a Chartered Valuation Surveyor in May 2009.

**Professional Designations**

- Member of The British Institute of Facilities Management
- Member of The International Facility Management Association





## Notes

- 1** All the property transfer data was obtained from the Cayman Islands Government's Land Information System.
- 2** Aerial photography is by Licence Agreement with the Cayman Islands Government's Lands & Survey Department.
- 3** All stated consideration for property transfers is net of chattels, unless stated otherwise.
- 4** All US Dollar sale prices have been converted at 0.84 in accordance with the Cayman Islands Government's standard conversion rate for property transfers.
- 5** Average sale prices and rentals have been arrived at either by analysis of all, or a best sample of, similar property transfers within a specified development, sub-division or other.
- 6** The opinions stated in this report are based on information obtained from sources considered reliable and believed to be true and correct; however no guarantees are offered on the accuracy of the information provided.
- 7** Average sales prices should not be interpreted as the Market Values of any particular property and any person seeking the same should procure the services of a qualified Chartered Valuation Surveyor.
- 8** This report has been prepared for general information purposes only and the whole, or any part of this report, or any reference hereto, should not be included in any published document, circular or statement, or published in any way, without the author's prior written approval.
- 9** This report has been prepared in accordance with the Royal Institution of Chartered Surveyors strict code of professional conduct and the author declares that he has acted independently and objectively in his analysis and has no interest in any of the properties discussed in the report.





# Contacts

For more information on the findings of this report, please contact;

## Simon J Watson

Email [swatson@charterland.ky](mailto:swatson@charterland.ky)  
Mobile +345 525 2214

## Ian L Barnard

Email [ibarnard@charterland.ky](mailto:ibarnard@charterland.ky)  
Mobile +345 525 3493

## Stewart T Connelly

Email [sconnelly@charterland.ky](mailto:sconnelly@charterland.ky)  
Mobile +345 525 2317

## Charterland Ltd.

Chartered Surveyors  
Property Consultants

Units I & J, The Marquee  
PO Box 30612 SMB  
Grand Cayman KY1 - 1203  
Cayman Islands

Tel +345 623 2772  
Fax +345 943 1552

Click here to visit our website:  
[www.charterland.ky](http://www.charterland.ky)

