SUCCESS STORY

VALUATION OF STA. LUCIA LAND, INC. PORTFOLIO

Penthouse Bldg. III
Sta. Lucia Mall
Cainta, Rizal
Philippines

TEAM

Harold Erwin Cruz
Fernando Velante

COVERAGE

Mall Complex

Land

Improvements

Condominiums

SERVICES PROVIDED

Valuation

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CHALLENGE

Sta. Lucia Land Inc. (SLI). is a leading Philippine developer of residential communities and listed on the Philippine Stock Exchange (stock code—SLI). It is part of the Sta. Lucia Group with over 45 years track record of real estate development. The Sta. Lucia Group has completed over 250 projects and developed over 10,000 hectares of land across 70 cities and municipalities in 10 regions & 15 provinces across the Philippines. SLI's portfolio consists of developments that include residential, commercial, leisure and retail assets.

They would like to know the current and forecast value of their portfolio considering the impact of the completion of various Build Build Build (BBB) Program of the government throughout the Philippines. Given the widespread coverage of this project, the real challenge is the efficient allocation of team members to different areas in the country.

STRATEGY

By dividing the portfolio into groups and strategically assigning them to each team member, the team applies its expertise in determining the potential of each property and have better understanding as to the factors affecting their value.

SERVICES

Colliers International Philippines made an extensive research about the current market situation in each development covered by the scope of valuation.

The team also conducted research relative to the ongoing developments and infrastructure projects in each location assigned to them. The profiling of these BBB projects provided team members insight and overview on its potential impact in the real estate market.

RESULTS

After the delivery of the portfolio valuation, SLI now have an updated overview of their assets and their respective values which will guide them in management decisions and possibly for an initial public offering.