REAL ESTATE APPRAISAL OF A SINGLE FAMILY DWELLING



CLIENT : Mr. Terrence Williams

SUBJECT: Property known as lot Mbr. 160/1982

LOCATION : Celsius Street 3

Cole Bay St. Maarten

REF. NUMBER : GFEB/md/25123

APPRAISAL DATE : July 15, 2025

APPRAISER : ST. MAARTEN HOUSING + PLANNING

Gabriel F. E. Brown, CREA #51961

 Cannegieter Street 93
 tel : 542 2121

 Philipsburg
 tel : 542 7656

 St. Maarten
 cell : 523 2113

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www.st.maartenhousingplanning.com E-mail:sxmplan@hotmail.com rendering services in earthlectural draftinge construction management ereal estate appraisinge real estate inspection US \$ Bank account: RBC 8200002522350538

Date : July 15, 2025

Ref. : GFEB/md/25123

To: Whom it may concern

c/o Mr. Terrance Williams

Celsius Road 3
Cole Bay
St. Maarten

Re. : Real Estate Appraisal Report of lot Mbr. 160/1982

Located at Celsius Street, Cole Bay, St. Maarten

L.S.

As requested on July 15, 2025, I have driven-by the above-mentioned real property located at Celsius Street, Cole Bay, for the purpose of reporting to you my opinion of its Fair Market Value as of the effective date of July 15, 2025 which was also the date of the drive-by inspection.

Based on my appraisal experience, the study made of the present market situation which did not show any significant changes other than the comparable sales of the area and the adjustment to the comparables and the fact that when compared to the Real Estate Appraisal Report of December 6, 2024 no significant changes have been noted to the subject other than the high need of painting works and repair/remodeling works of the exterior doors and windows, I have formed the opinion that the estimated Fair Market Value, The Reproduction Cost New and the Auction Value of the property are as follows:

FAIR MARKET VALUE	US \$ 261.000,
AUCTION VALUE	US \$ 183.000,
REPRODUCTION COST	US \$ 215.000,

The attached summary sheet together with the following report presents a review of the appraisal and my analysis of data along with other materials on which the estimate of the value was predicated.

Respectfully YOUSHN

ST. MARKETEN HOUSING + PLANNING

Gabriel Standy Street, EX # 51961

Approved Real Estate Commission # CEO 759

CREA - Certified Real Estate Approisers
Approved by the Nevada Real Estate Commission # CEO 759

NEIGHBORHOOD DESCRIPTION AND ANALYSIS

This entire area of the neighborhood is predominantly developed with average-good quality residential properties with increasing cases of commercial properties that are located on the main road (Union Road) leading to and from Philipsburg. The neighborhood could be described as a good and centrally located residential and commercial area. The immediate area of the subject could be described as a good and quiet area for living as well as for commercial activities. It is one of the areas that is "close to all over". The subject is located within easy reach to schools, churches, supermarkets, doctors, shopping centers, airport and also the French side of the island. The Causeway Bridge is located just 3 min. driving distance north of the subject. The immediate area of the bridge is slowly being transformed into commercial properties. The effective ages of improvements in the immediate area of the subject are approximately 20 years. Most of these improvements are single family residential properties.

The over-all rating of properties in this area are......average

Neighborhood Characteristics

Structures and architectural styles	detached ranch style
Current land uses in the area	single family residential
Typical site size	800 m2 average
Street pattern/design	

Neighborhood Rating Factors

Convenience to schools	good
Public Transportation	average
Recreation Facilities	
Protection from detrimental conditions	
Adequacy of utilities	
Police and Fire protection	
General appearance of properties	
Appeal to market	
Convenience to employment	Market Control
Convenience to shopping	
	_

Comments

The neighborhood of the subject is a good, quiet and suitable area for living conditions.

SITE DESCRIPTION AND ANALYSIS

The topography of the plot is flat and shaped as indicated on the enclosed sketch. The plot is known as described in the Certificate of Admeasurement Mbr. 160/1982 and measures 395 m2 in area. The subject is located at Celsius Road in the district of Cole Bay at approximately 10 min. driving distance from Philipsburg's Shopping Center, approximately 6 min. from Simpson Bay's Shopping Center and approximately 6 min. driving distance from Marigot, St. Martin. Ingress and Egress to the subject is via a paved road.

The view from the site is rated as.....average

Comments:

The subject has a view of the surrounding improvements.

Highest and best use

Highest and Best Use is a land use analysis that concludes maximum productivity of a site "as improved". Test applied to the site as vacant and as improved are conclusion of Physical Possible Uses that are Legally Permissible and Economically Feasible resulting in the maximum productivity conclusion. The conclusion of the HBU "as if it were vacant" would be improved with a residential building. From these separate analysis Market, Site and Improvement the Appraiser concluded that as improved in its current use, a residential building the subject is in its Highest and Best Use as reported.

COMPARABLE SALES

Recent Sales at Cole Bay, St. Maarten

Comparable Sale #1(Clammy Cherry Drive)	
	Mbr. 186/1985 + 187/1985
Comparable sale #1 took place on March 3, 2021	
This plot measures 719 m2 in area and was sold for the amount	
of	US \$ 112.000,
The indicated selling price per square meter of land is	1011
US \$ 112.000,: 719 =	US \$ 156,
Comparable Sale #2(Manjack Drive)	Mbr. 283/2014
Comparable sale #2 took place on November 5, 2021	
This plot measures 549 m2 in area and was sold for the amount	
of	US \$ 80.000,
The indicated selling price per square meter of land is	
US \$ 80.000,: 549 =	US \$ 146,
Comparable Sale #3(Sentry Hill)	Mbr. 241/2014
Comparable sale #3 took place on November 23, 2022	
This plot measures 1009 m2 in area and was sold for the amount	
of	US \$ 177.000,
The indicated selling price per square meter of land is	1 (4)
US \$ 177.000,: 1009 =	US \$ 175,
Comparable Sale #4(Sentry Hill)	Mbr. 268/2014
Comparable sale #4 took place on June 28, 2022	
This plot measures 784 m2 in area and was sold for the amount	
of	US \$ 145.000,
The indicated selling price per square meter of land is	
US \$ 145.000,: 784 =	US \$ 185,

Comparable Sale #5(Diamond Legacy Estate)	US \$ 275.000,
Comparable Sale #6(Diamond Hill Estate)	US \$ 165.000,
Comparable Sale #7(Diamond Legacy Estate)	US \$ 191.700,
Comparable Sale #8(Diamond Legacy Estate)	US \$ <mark>2</mark> 82.σ00,

FINAL ANALYSIS

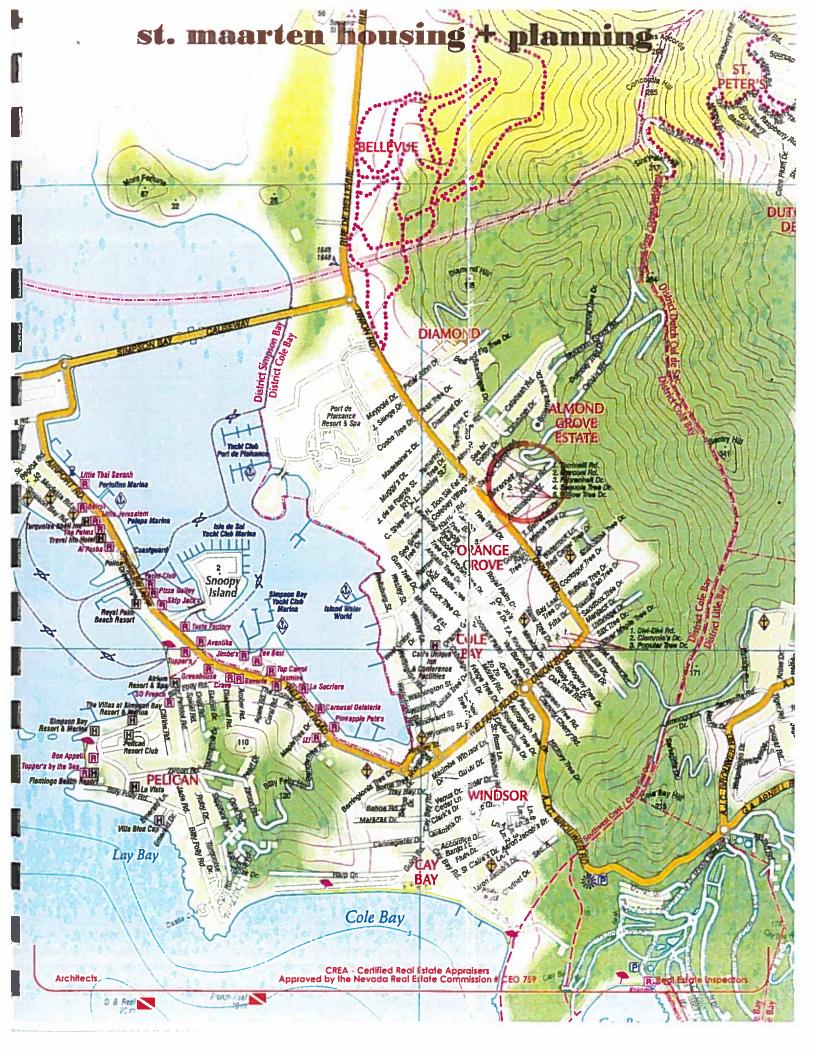
My analysis concluded the following:

When using the comparables of the most recent sales of the Cole Bay area, it is quite obvious that the property sales over the years ranges from an average of US\$ 155,-- to an average of US\$ 185,-- per square meter of land.

A search was conducted to find sales of comparable properties. The search was focused on those properties similar to that of the subject property. The different comparable sales have been noted and included in this appraisal report. The common denominator that is found when using the recent comparable sales within the project is an amount of US \$ 170,-- per square meter.

When considering the fact that the subject is equal to the comparables because of its location, it is the sincere opinion of this appraiser that an amount of US \$ 170,-- per square meter of land is a correct indicator to value of the subject land.

Therefore, considering all factors affecting value, it is the sincere opinion of this appraiser that the indicated Fair Market Value of the subject land, by Direct Sales Comparison Approach should be:





Looking at the subject from the south.



Looking at the meetern elevation of the subject.



Subject street from the east.

THE APPRAISAL PROCESS

The appraisal process is the orderly program in which the data used to estimate the value of the subject property are acquired classified, analyzed, and presented. The first step is defining the appraisal problem i.e., identification of the real estate, the effective date of the value estimate, the property rights being appraised, and the type of value sought. Once this has been accomplished, the appraiser collects and analyzes the factors that affect the market value of the subject property. These include area and neighborhood analysis, site and improvement analysis, Highest and Best analysis, and the application of the three approaches to estimating the property. Appraisers generally use three approaches to value. The Direct Sales Comparison Approach (also known as the Market Data Approach), The Cost Approach and The Income Approach.

THE INCOME APPROACH

The Income Approach is predicated on the assumption that there is a definite relationship between the amount of income a property will earn and its value. This approach is based on the principle that value is created by the expectation of benefits derived in the future. The anticipated annual net income of the subject property is processed to produce an indication of value. Net income is the income generated before payment of any debt service. The process of converting it into value is called capitalization, which involves dividing the net income by a capitalization rate. Factors such as risk, time, interest on the capital investment, and recapture of the depreciating asset are considered in the rate. The appropriateness of this rate is critical, and there are a number of techniques by which it may be developed.

Income producing real estate is typically purchased as an investment, and from investors point of view earning power is the critical element affecting property value. One basic investment premise holds that the higher the earnings the higher the value, provided the amount of the risk remains constant. An investor who purchases income-producing real estate is essentially trading present dollars for the expectation of receiving future dollars.

The two most common method of converting net income into value are the Direct capitalization and the Discounted Cash Flow. In the Direct Capitalization, net operating income is divided by an overall capitalization rate to indicate an opinion of market value. In the discounted cash flow method anticipated future cash flows and reversionary value are discounted to an opinion of net present value at a chosen yield rate (internal rate of return)

The income capitalization approach reflects the lower limits of value because the subject property would appeal to owner-occupant profiles. Owner occupants typically outbid lease asset investors because they have different equity rate requirements and do not underwrite vacancy or collection loss, management or other operating expenses typically borne by landlords.

THE COST APPROACH

The second approach available to the appraiser is the Cost Approach to value. Accrued depreciation is deducted from the cost new of the improvement, and this is added to the land value. The resultant figures indicate the value of the whole property. Generally, the land value is obtained through the Direct Sales Comparison Approach.

The basis of the Cost Approach is the principle of substitution. This principle suggests that a prudent buyer will not pay more for a property than the cost to acquire a similar site and construct comparable improvements. The following are procedures for preparing the Cost Approach.

- 1. Estimate the value of the land as though vacant and available to be developed to its highest and best use.
- 2. Determine which cost basis is more applicable to the assignment: reproduction cost or replacement cost.
- 3. Estimate the direct (hard) and indirect (soft) cost of the improvements as of the effective appraisal date.
- 4. Estimate an appropriate entrepreneurial profit or incentive from analysis of the market.
- 5. Add estimated direct cost, indirect cost and entrepreneurial profit or incentive to arrive at the total cost of the improvements.
- 6. Estimate the amount of depreciation in the structure and, if necessary, allocate it among the three major categories: physical deterioration, functional obsolescence, and external obsolescence.
- 7. Deduct the estimated depreciation from the total cost of the improvements to derive an estimate of their depreciated cost.
- 8. Estimate the contributory value of any site that have not already been considered. (Site improvements are often appraised for their contributory value i.e. directly on a depreciated cost basis but may be included in the overall cost calculated in step 2 and depreciated if necessary.)
- 9. Add the land value to the total depreciated cost of all the improvements to arrive at the indicated value of the property.
- 10. Adjust the value conclusion if for any personal property (e.g., furniture, fixtures, and equipment) or intangible assets are included in the appraisal assignment. If necessary this value, which reflects the value of the fee simple interest may be adjusted for the property interest being appraised to arrive at the indicated value of the specified interest in the property.

THE DIRECT SALES COMPARISON APPROACH

The Direct Sales Comparison Approach is used to estimate the value of the land as if vacant and/or the whole property as improved. The appraiser gathers data on sales of comparable properties and analyzes the nature and condition of each sale, making logical adjustments for dissimilar characteristics. Typically, a common denominator is found. For land value, this is usually either a price per square meter; for improved properties, the common denominator may be price per square meter, price per unit, or a gross rent multiplier. The Direct Sales Comparison Approach gives a good indication of value when sales of similar properties are available. The Sales Comparison Approach is based on the principle of substitution. The principle of substitution holds that the value of a property tends to be set by the price that would be paid to acquire a substitute property of similar utility and desirability within a reasonable amount of time

RECONCILIATION OR CORRELATION

A final step in the appraisal process is the reconciliation or correlation of the value indication. In the reconciliation or correlation, the appraiser considers the relative applicability of each of the three approaches used, examines the range between the value indication, and places major emphasis on the approach that appears to produce the most reliable solution to the specific appraisal problem. The purpose of the appraisal, the type of property and the adequacy and reliability of the data are analyzed; these considerations influence the weight given to each of the approaches to value. In analyzing the three approaches to value; it can be readily observed that most of the information pertaining to the market value of the subject property must be derived from the market place because the appraiser anticipates the actions of buyers and sellers in the market.

APPROACH APPLIED

In this instance, the subject property to be appraised is a plot of land that has been improved with a one story single family dwelling. The Income Approach has not been developed.

The Direct Sales Comparison Approach has been utilized for the land values of the area.

Therefore, only the Direct Sales Comparison Approach and the Cost Approach is utilized in estimating the Fair Market Value of the subject.

CERTIFICATION

The appraiser certifies and agrees that:

- 1. The Appraiser has no present nor contemplated future interest in the property appraised; and neither the employment to make the appraisal nor the compensation for it, is contingent upon the appraised value of the property.
- 2. The Appraiser has no personal interest in or bias with respect to the subject matter of the appraisal report or the participants to the sale. The "Estimate of Market Value" in the appraisal report is not based in whole or in part upon the race, color or national origin of the prospective owners or occupants of the property appraised, or upon the race, color or national origin of the present owners or occupants of the properties in the vicinity of the property appraised.
- 3. The Appraiser has personally inspected the property to the best of the Appraiser's knowledge and belief, all statements and information in this report are true and correct and the Appraiser has not knowingly withheld or overlooked any significant information.
- 4. All contingent and limiting conditions are contained herein (imposed by the terms of the assignment or by the undersigned affecting the analyses, opinion, and conclusions contained in the report).
- 5. This Appraisal Report has been made in conformity with and is subject to the requirements of the code of Professional Ethics and Standards of Professional Conduct of the appraisal organization with which the Appraiser is affiliated.
- 6. All conclusions and opinions concerning the real estate that are set forth in the appraisal report were prepared by the Appraiser whose signature appears on the appraisal report. No change or any item in the appraisal shall be made by anyone other than the Appraiser, and the Appraiser shall have no responsibility for any such unauthorized change.
- 7. The Appraiser's employment and his compensation are not contingent upon the valuation found.

8. The value of the property is the amount indicated as of the date indicated above.

Sincerely your sind

ST. MAARTEN JOUSING + PLANNING

Gabriel F. B. Brown, CREA #51961

Appro The New Real Estate Commission #CEO 759

DEFINITION OF MARKET VALUE

Market Value, as used in this report, is defined as:

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller, each acting prudently, knowledgeable and assuming the price is not affected by the undue stimulus. Implicit in this definition is the consummation of a sale as a specific date and the passing of title from seller to buyer under conditions whereby;

- 1) Buyer and seller are typically motivated.
- 2) Both parties are well informed or well advised, and each acting in what he considers his own best interest.
- 3) A reasonable time is allowed for exposure in the open market.
- 4) Payment is made in term of cash in US dollars, in Caribbean Guilders or in terms of financial arrangements comparable thereto.
- The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions* granted by anyone associated with the sale.

*Adjustments to the comparables must be made for special or creative financing or sales concessions. No adjustments are necessary for those costs which are normally paid by seller as a result of tradition or law in a market area; these costs are readily identifiable since the seller pays these costs in virtually all sales transactions. Special or creative financing adjustments can be made to the comparable property by comparisons to finance terms offered by a third-party institutional lender that is not already involved in the property of transaction. Any adjustment should not be calculated on a mechanical dollar for dollar cost of the financing or concession but the dollar or Caribbean Guilders amount of any adjustment should approximate the market's reaction to the financing or concession based on the appraiser's judgment.

UNDERLYING ASSUMPTIONS AND LIMITING CONDITIONS

- I assume no responsibility for matters of a legal nature affecting the property appraised or the
 title thereto, nor do I render any opinion as to the title, which is assumed to be marketable.
 The property is appraised as though under responsible ownership.
- 2. The sketches in this report are included to assist the reader in visualizing the property, and I assume no responsibility for the accuracy.
- 3. I am not required to testify or appear in court on matters contained herein, unless previous arrangements have been made.
- 4. Any distribution of the valuation in the report between land and improvements applies only under the existing program of utilization. The separate valuation for land and building must not be used in conjunction with any other appraisal and are invalid if so used.
- 5. I assume that there are no hidden or un-apparent conditions of the property more or less valuable. I assume no responsibility for such conditions or for engineering which might be required to discover such factors.
- 6. The information, estimates and opinions furnished to me and contained in this report were obtained from sources considered reliable and believe to be true and accurate. However, no responsibility for accuracy can be assumed by me.
- 7. Disclosure of the contents of the appraisal report is governed by the Bylaws and Regulations of the professional appraisal organizations with which the Appraiser is affiliated.
- 8. Neither all nor any part of the contents of this report (especially any conditions, the identity of the Appraiser or the Firm with which it is connected) shall be reproduced, published or disseminated to the public through advertising media, public relations media, news media, sales media or any other public means of communication without the prior written consent and approval of the Appraiser.
- 9. On all appraisals, subject to satisfactory completion, repairs, or alternations, the appraisal report and value conclusion are contingent upon completion of the improvements in a workmanlike manner.

QUALIFICATION OF THE APPRAISER

Education Activities:

Completed the Real Estate Appraisal correspondence course of the International Organization of Real Estate Appraisers, 1981.

Completed the Advanced Educational Course in Real Estate Appraising held by the National Association of Real Estate Appraisers at Frontiers Hotel in Las Vegas, Nevada October 1987.

Completed the Advanced Educational Course in Real Estate Appraising held during Caribbean Real Estate Congress by the International Real Estate Institute at Sheraton Santo Domingo, November 1991.

Attended The Sixteen Hour Course "A La Mode Regional Seminar" offered by A La Mode Incorporated, held from April 09, 2011 to April 10, 2011 at the World Trade Center Hotel in Orlando Florida.

Attended The Eight Hours of ACE Course appraising 2-4 family property No. 135 state approved # NV-CE 0008378-A offered by The Columbia Institute, held on November 24, 2012 at the Planet Hollywood Hotel in Las Vegas.

Attended The Fourteen Hours of ACE Course appraisal Summit No. 135 state approved # NV-CE 0008556-A offered by The Columbia Institute, held on November 24, 2012 at the Planet Hollywood Hotel in Las Vegas.

Completed Architectural Education 1972

Employment

1964 - 1968 In Construction - De Antillen N.V., Corstjens en Cornelder - Bohama N.V.

1968 -1978 In Architectural Offices, Zingel, Broos, van Werkhoven and T.A.B.

1978 to present, As Architect/Appraiser in own Business.

During my employment at TAB N.V. I worked as Site Inspector at the University of the Netherlands Antilles and the Police Internment Building in Curacao.

Professional Designations:

IRCA - International Organization of Real Estate Appraisers.

CREA - National Association of Real Estate Appraisers.

Architect and Construction Manager: Dutch Government Financed Projects.

The undersigned was the assigned Architect and Construction Manager for the following Dutch Government Financed Projects.

St. Dominic Primary School.	St. Maarten
Jolly Dwarf Kindergarten	St. Maarten
Golden Rock Kindergarten	St. Eustatius
Ann and Andy's Nursery	St. Maarten
Jack and Jill Playschool	St. Maarten
Extension Sundial School (Kitchen)	St. Maarten
St. Dominic High School.	St. Maarten
Martin Luther King School	St. Maarten
St. Maarten Little League Stadium	St. Maarten
Renovation Community Center, Back Street.	St. Maarten
Belvedere Housing Project (142 houses)	St. Maarten

Other significant buildings (not financed by the Dutch Government):

Remodeling Principal Office Sundial School	St. Maarten
Extension Sundial School (computer class)	St. Maarten
Extension Milton Peters College (4 classes)	St. Maarten
Remote Telecommunication Building, Ebenezer	St Maarten
Remodeling Office Secondary School board	St Maarten
Apartment Building at Brisa Caribe	St Maarten
Apartment Building at Diamond Hill.	St Maarten
Residence Lt. Governor Sorton	The Rottom Saba
Students Dorm for Mr. K. Levenstone.	The Rottom Saha
Residence Fam. Blinker	Guana Ray St Moarten
Residence Fam. Lohman.	Pelican Keys St Maarten
Residence Fam. Yee Tung Goo	Relair St Maarten
China Palace Restaurant	St Maarten
Hong Kong Supermarket	St Maarten
Remodeling Risdon Snack Bar to Shiva's Gold and Gem.	St Magreen
York's Building	Cannerieter Pd St Maarten
York's Apartment Building.	Cay Hill St Maarten
M.C.M. Building.	Simpsonhay St Maarten
Remodeling St. Peters Basketball Court	St Paters St Magran
Commercial Building for Mr. Camille Baly	Airport Road St Magreen
Church of Jesus Christ of Latter Day Saints	Cole Pay St Magreen
Seventh Day Adventist Church	St. Fustation

Significant Appraisal Assignment:	
Residence Mr. George Rice.	Hoo Day Manta
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Tropication for Ivil. Louis Dilliwil	
Different Residences in Las Vegas, Nevada	St. Eustatius
Pasanggrahan Hotel	Las Vegas, Nevada
Pasanggrahan Hotel	Front Street, St. Maarten
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Walter Plantz Square	Front Street St Manual
	rollt Street, St. Wlaarten

Related Professional Firms:

Appraisal Center International	Approise Design
Appraisal Center International. Robert F. McCloskey Associates	Paul Sandana A di di Reviewer, CA
Robert F. McCloskey Associates Bool	Garage Sanders, Appraisal Instructor, GA
Robert F. McCloskey AssociatesReal	Estate Appraisers and Consultants, Puerto Rico
The state of the s	Building data Information Contact CA
A La Mode	Real Estate Appraisers and Consultants, USA



February 18, 2021

Re: Reference Letter for Gabriel Brown

To whom this may concern,

This is a letter to confirm that Gabriel Brown from St. Maarten Housing & Planning NV is an appraiser partner with Nationwide Appraisal Services. The appraiser is approved for various lenders and has been completing assignments through Nationwide Appraisal Services since January 2013.

If you have any questions, please contact Brad Harden at 1-888-477-9776 or by email at brad.harden@tngoc.ca.

Sincerely,

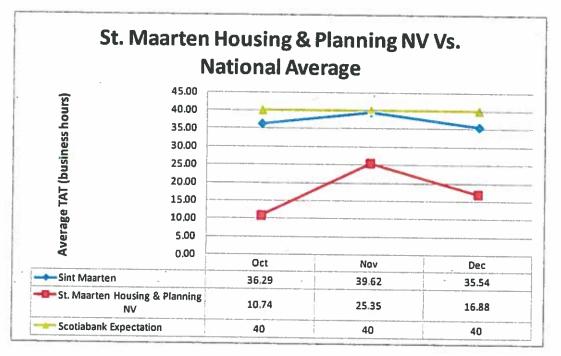
Nationwide Appraisal Services



Hello St. Maarten Housing & Planning NV;

Below is a Turn Around Time (TAT) performance snapshot from October 1st to December 31st 2014 which indicates your company's TAT compared to the national average TAT and Scotiabank's TAT expectation.

TATs are a performance tool for NAS and Scotiabank to track and manage productivity and efficiency. In order to provide the highest level of service to Scotiabank, NAS has measured the national average over 3 months and compared them to yours as well as Scotiabank's expectation of 40 business hours.



(TATs are based on 'Full-Service' requests only and are measured in business hours, and do not include client and applicant delays)

As indicated in the graph, your TATs are stronger than the national average and Scotiabank's expectations. NAS would like to thank you for your commitment to client satisfaction and correct use of the system. NAS is reminding all appraisers of the most important steps to maintaining a competitive TAT with the tips below.

- Use radio buttons for comments whenever possible
- Advise of any foreseeable delays
- Keep NAS updated on the status of the report as much as possible

You can expect to receive another report in the spring of 2015 for the current reporting period.

If you have any questions or concerns regarding your results or TATs, please contact appraisers@carib-nas.com to schedule a sall.