

FOR SALE

Large-Format Mixed-Use Redevelopment Opportunity

301 San Justo, Old San Juan, Puerto Rico



FOR SALE \$3,500,000

*Information deemed reliable but not guaranteed

Diego Sampson, CCIM | 787-503-9288 | diego@sampsonre.com

THE OPPORTUNITY

301 San Justo, Old San Juan, Puerto Rico



A rare opportunity to acquire a large-format, high-visibility commercial asset in the core of Old San Juan.

301 San Justo (16,984 square feet) presents a compelling redevelopment opportunity, offering one of the largest contiguous building footprints in a market defined by small floor plates and fragmented ownership. The property can be delivered vacant at closing, as the existing ground floor tenant operates on a month-to-month basis, providing full flexibility for immediate repositioning or redevelopment.

The building's upper floors are delivered in shell condition, providing a clean slate for redevelopment without the cost and complexity of removing prior buildouts. Combined with approximately 12-foot ceiling heights, consistent structural grid, and a penthouse level with a private balcony and bay views, the asset supports a wide range of high-value uses including boutique hospitality, residential, and mixed-use concepts.

Within walking distance of the Port of San Juan, the property is positioned to capture port-driven pedestrian traffic from over 1.6 million annual cruise passengers, supporting consistent tourism-driven foot traffic within one of Old San Juan's most active commercial corridors.

The property also benefits from a favorable incentive profile, including eligibility for Federal Historic Tax Credits, Act 60 tax advantages, and Opportunity Zone designation, which together can materially improve project economics when properly structured.

The combination of scale, location, and redevelopment flexibility positions 301 San Justo as a premier institutional-grade investment opportunity within one of the most supply-constrained and historically resilient markets in the Caribbean.



INVESTMENT HIGHLIGHTS

301 San Justo, Old San Juan, Puerto Rico



- **Institutional-Scale Asset**

Approximately 16,984 square feet across four floors, offering a scale rarely available in Old San Juan and supporting multiple redevelopment strategies.

- **Strategic Location Within Old San Juan Core**

Positioned along Calle San Justo, benefiting from cruise-related pedestrian traffic generated by the nearby port and within immediate proximity to Paseo de la Princesa, placing the property within one of the district's highest pedestrian traffic corridors.

- **Shell Condition Allows Immediate Design & Execution**

Upper floors delivered in shell condition, allowing a direct transition into design, permitting, and construction without demolition or tenant relocation.

- **Penthouse Level with Bay Views**

Upper floor features a private balcony with views toward San Juan Bay, supporting premium residential or hospitality positioning.

- **Flexible Redevelopment Pathways**

Suitable for boutique hospitality, residential, mixed-use, or office conversion under existing C-I zoning.

- **Stacked Tax Advantage Profile**

Eligible for Federal Historic Tax Credits, Act 60 incentives, and Opportunity Zone benefits.

- **Existing Elevator Infrastructure**

Elevator shaft and infrastructure serve all floors, eliminating the need to engineer vertical circulation from scratch.

- **Deliverable Vacant at Closing**

The property can be delivered vacant at closing, as the sole remaining tenant occupies the ground floor on a month-to-month basis. This provides a buyer with immediate control of the asset and eliminates the delays and complexity associated with tenant buyouts or lease expirations.



PROPERTY SUMMARY

301 San Justo, Old San Juan, Puerto Rico



Address	301 Calle San Justo, Old San Juan, PR 00901
Asking Price	\$3,500,000
Building Size	16,984 SF
Lot Size	428 SM (approx. 4,607 SF)
Floors	4 Stories
Year Built	Late 19th to early 20th century
Zoning	C-1 / C-3 (Commercial Intermediate)
APN / Tax ID	040-002-064-13-001
Avg. Ceiling Height	12 ft
Elevator	Elevator Existing – passenger elevator (currently non-operational)
Opportunity Zone	Yes – federally designated
Historic Tax Credit	Eligible – application required
Current Occupancy	One ground floor tenant (month-to-month)
Upper Floors	Shell condition – ready for development
Penthouse (4th Floor)	Shell condition – private balcony w/ bay views
Coordinates	18.4641, -66.1150

DETAILED PROPERTY SUMMARY

301 San Justo, Old San Juan, Puerto Rico



Location & Positioning

Strategically anchored along Calle San Justo, within immediate proximity to its intersection with Calle Recinto Sur, 301 San Justo is positioned within one of Old San Juan's primary commercial and pedestrian corridors.

In proximity to the Port of San Juan and its surrounding pedestrian corridors, serving as a primary point of entry into the district, the property benefits from consistent tourism-driven foot traffic and strong commercial activity. The building sits near the convergence of the port-to-district pedestrian flow and the east-west movement that defines the Old City's retail, hospitality, and cultural activity.

The surrounding trade area includes government offices, established restaurants, boutique hotels, and retail operators serving both local professionals and international visitors. This combination of demand drivers supports sustained activity throughout the day and reinforces the long-term positioning of the location.

The building's green façade with white neoclassical detailing provides a distinctive architectural identity, creating a natural presence along the streetscape that differentiates the asset from surrounding properties.

Building Configuration

301 San Justo comprises four above-grade floors and a cellar, totaling approximately 16,984 square feet of gross building area on a 428 square meter lot. The building offers floor plates averaging over 3,000 square feet per level, a scale that is rarely available within Old San Juan's constrained historic grid.

The upper floors feature loft-like ceiling heights averaging approximately 12 feet, providing volume and flexibility for a wide range of uses. The shell condition of these floors allows for direct implementation of a redevelopment program without the need to remove prior tenant improvements or legacy infrastructure.

The ground floor is partially occupied on a month-to-month basis, providing interim income while preserving flexibility for repositioning or redevelopment. The existing configuration includes infrastructure suitable for food-and-beverage use, offering a potential head start for a buyer seeking to maintain or reposition this component of the asset.



DETAILED PROPERTY SUMMARY

301 San Justo, Old San Juan, Puerto Rico



Upper Floors — Shell Condition

The second, third, and fourth floors are delivered in shell condition, concrete and steel structural frames with open floor plates and exposed columns, providing complete design flexibility within a historically protected structure.. This condition, while requiring complete interior buildout, offers a buyer something that renovated buildings cannot: complete design freedom within a historically protected exterior shell. There is no need to work around prior tenant layouts, legacy plumbing configurations, or inherited finishes that may not align with the intended use.

The large, open floor plates are well-suited to flexible conversion into hotel guest rooms, residential apartments, or open-plan office suites. The building's structural grid and window rhythm on the upper floors are consistent with the proportions required for both hospitality and residential unit configurations, making either use feasible without structural modification.

Penthouse Floor & Balcony

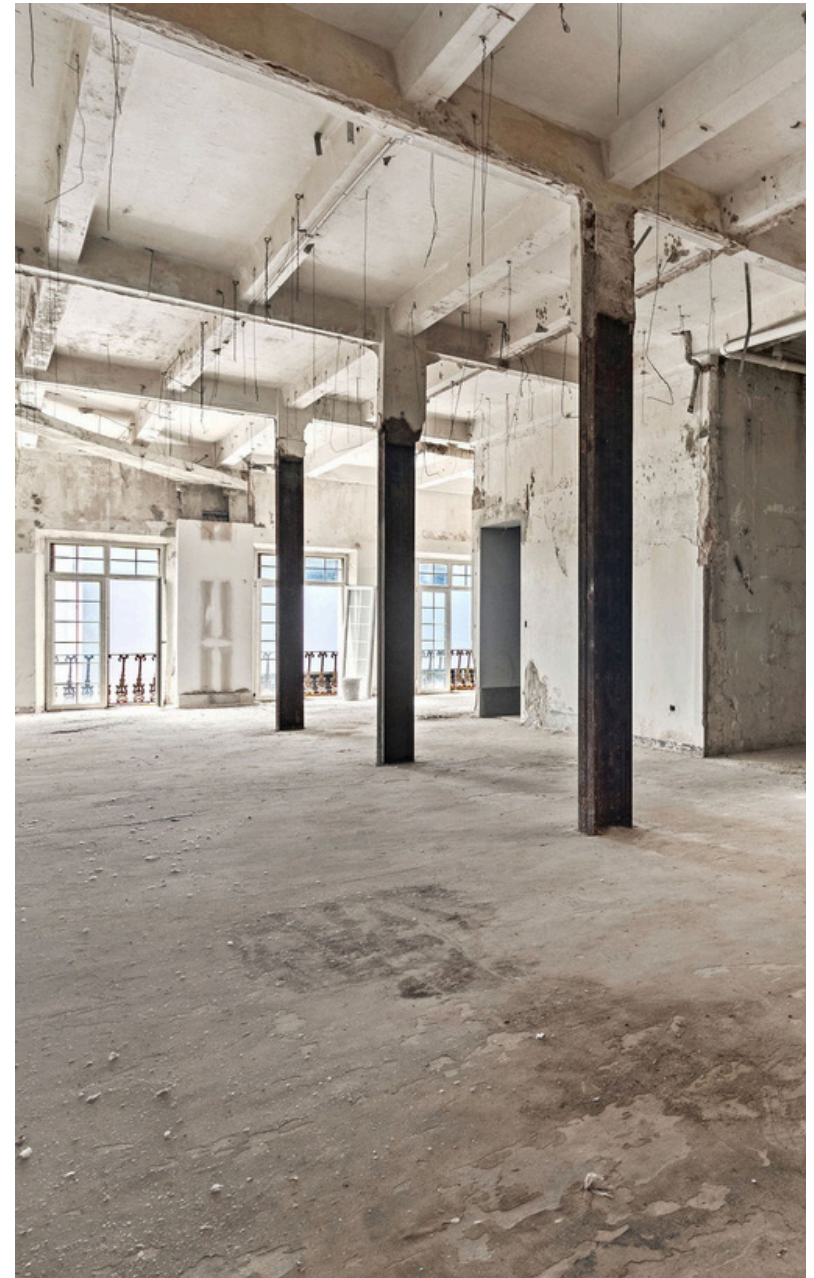
The fourth floor, representing the penthouse level, is delivered in shell condition and includes a private balcony with partial views toward San Juan Bay and the cruise terminals.

For a residential conversion, the penthouse floor with its dedicated balcony commands a significant premium over lower floors, particularly given the scarcity of private outdoor space with bay views in Old San Juan. For a boutique hotel program, the penthouse suite becomes the flagship room around which marketing and rate strategy are anchored. The balcony's integration into the historic facade means no structural modification is required to access it, and its visual presence from the street adds to the building's overall appeal and marketability. Any serious redevelopment plan should treat the penthouse balcony as a primary value driver and design feature rather than an afterthought.

Architecture & Historic Character

The exterior of 301 San Justo is exceptionally well-preserved, featuring original arched doorways, ornate white neoclassical ornamentation including carved shell motifs and pilasters, and full-height balconies with wrought-iron railings at each floor level. The building's green-painted masonry provides a distinctive presence on the streetscape that is immediately recognizable and well-suited to both boutique hospitality branding and residential marketing.

The building is eligible for the Federal Historic Tax Credit program, which provides a 20% tax credit on qualified rehabilitation expenditures for income-producing historic properties. For a building of this scale, the credit can represent a material offset against renovation costs and should be evaluated in the context of the overall project capital stack and financing structure.



REDEVELOPMENT OPTIONS

301 San Justo, Old San Juan, Puerto Rico



At approximately 16,984 square feet, 301 San Justo is one of the few assets in Old San Juan capable of supporting a large-scale redevelopment program. The building's shell condition, structural layout, and vertical configuration allow for multiple high-value uses, including boutique hospitality, luxury residential, and mixed-use concepts.

Near the San Juan waterfront and cruise terminals, which processes over 1.5 million cruise passengers annually, the property benefits from a consistent flow of tourism-driven demand. Combined with the district's limited supply of large-format buildings, this positioning supports a redevelopment strategy aligned with the highest-performing asset classes in the market.

Boutique Hotel

At nearly 17,000 square feet across four floors, 301 San Justo is among a limited number of buildings in Old San Juan capable of supporting a boutique hotel program at meaningful scale. The shell condition of the upper floors allows for custom room configurations without demolition costs, and the existing elevator infrastructure supports vertical circulation planning; however, rehabilitation or replacement will be required as part of any hotel development. The penthouse suite, anchored by the private balcony with its historic ironwork framing and bay views, becomes the flagship room and primary rate driver, the kind of asset that generates press coverage and drives direct booking demand. Old San Juan's chronic shortage of upper-tier boutique inventory, combined with sustained demand from leisure tourism and a growing Act 60 resident community, supports a strong RevPAR thesis for a well-positioned hotel in this location.

Luxury Condominiums or Rental Apartments

The building's floor plates support subdivision into full-floor or multi-unit luxury residential configurations, with bay-facing exposure and high ceilings enhancing positioning. The penthouse floor, with its private balcony and direct bay views, becomes the premier unit in the building — the one that establishes the pricing ceiling and sets expectations for the rest of the program. The Old San Juan residential market has benefited materially from the influx of Act 60 decree holders and high-net-worth individuals seeking quality urban housing in the historic district — a demographic that has driven absorption of the limited residential product that has come to market in recent years. A residential conversion of the upper floors, combined with destination commercial uses on the ground floor, represents a capital-efficient strategy with strong long-term appreciation fundamentals.

Mixed-Use: Commercial Below, Residential or Hospitality Above

The second floor's prior use as professional office suites confirms the building's suitability for this product type. Law firms, financial services companies, architectural practices, and creative businesses have historically sought the prestige address and distinct environment that Old San Juan's historic buildings offer. A high-quality office buildout across the upper floors, paired with retail or hospitality on the ground floor, represents a lower-capital alternative to full residential or hotel conversion

Premium Office

For buyers targeting professional spaces, the upper-floors shell condition allows for a custom open-plan or private-suite office buildout positioned toward law firms, financial services operators, technology companies, and creative businesses seeking a historic, non-commoditized address in Old San Juan. The proximity to government offices and the commercial core of the district supports demand from professional service firms requiring proximity to institutional clients. A high-quality office buildout would also attract the growing segment of Act 60 businesses establishing operational presence in Puerto Rico.

PROPERTY PHOTOS

301 San Justo, Old San Juan, Puerto Rico



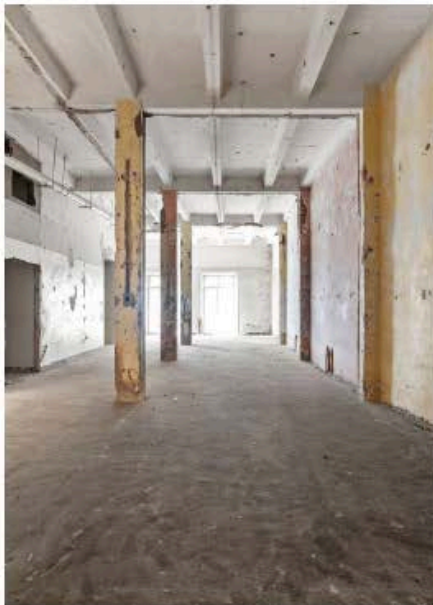
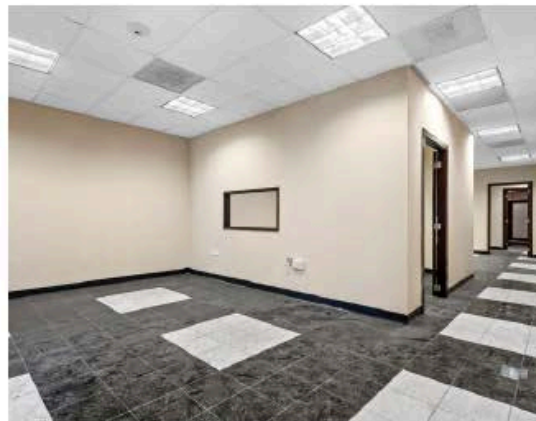
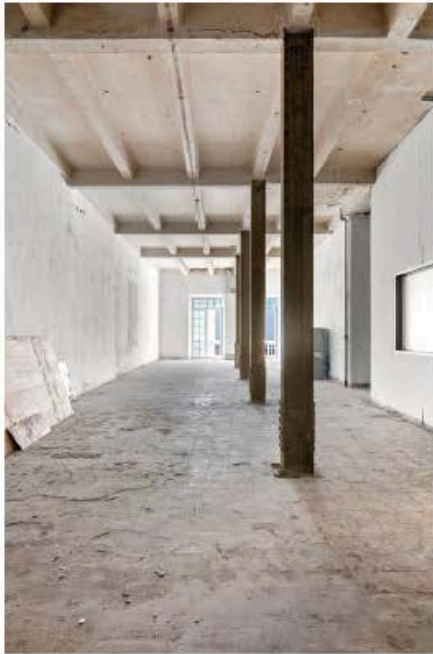
PROPERTY PHOTOS

301 San Justo, Old San Juan, Puerto Rico



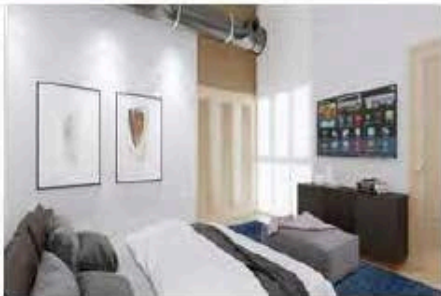
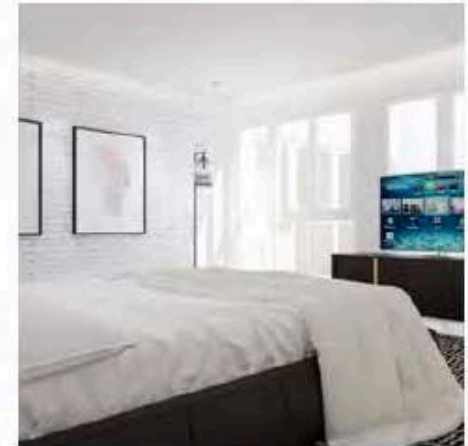
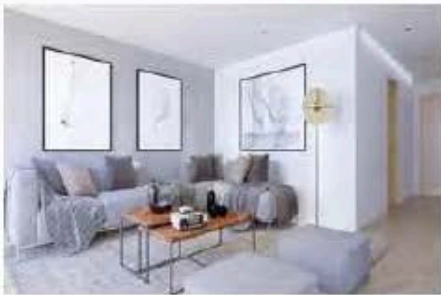
PROPERTY PHOTOS

301 San Justo, Old San Juan, Puerto Rico



RENDERING - APARTMENTS

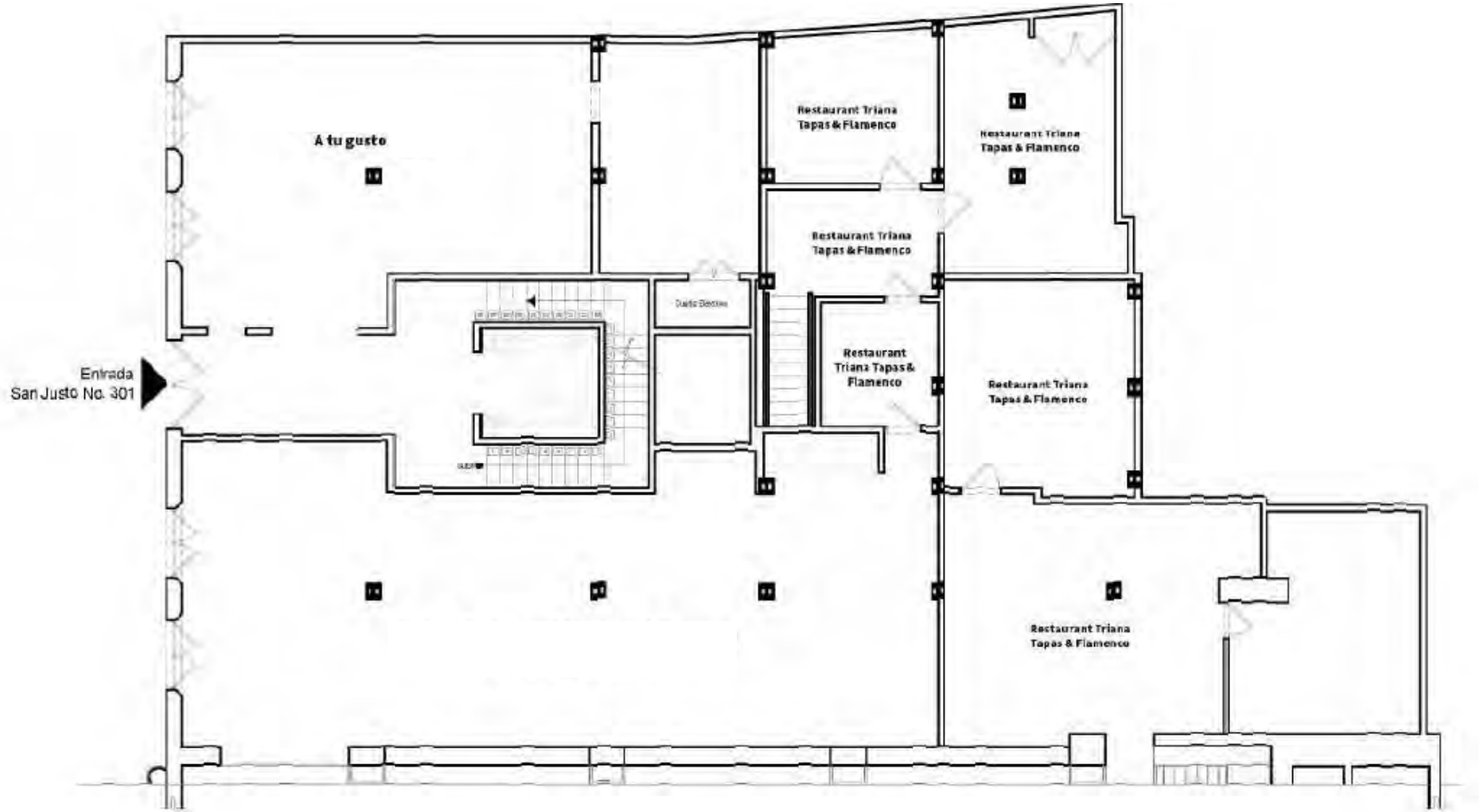
301 San Justo, Old San Juan, Puerto Rico



***RENDERINGS**

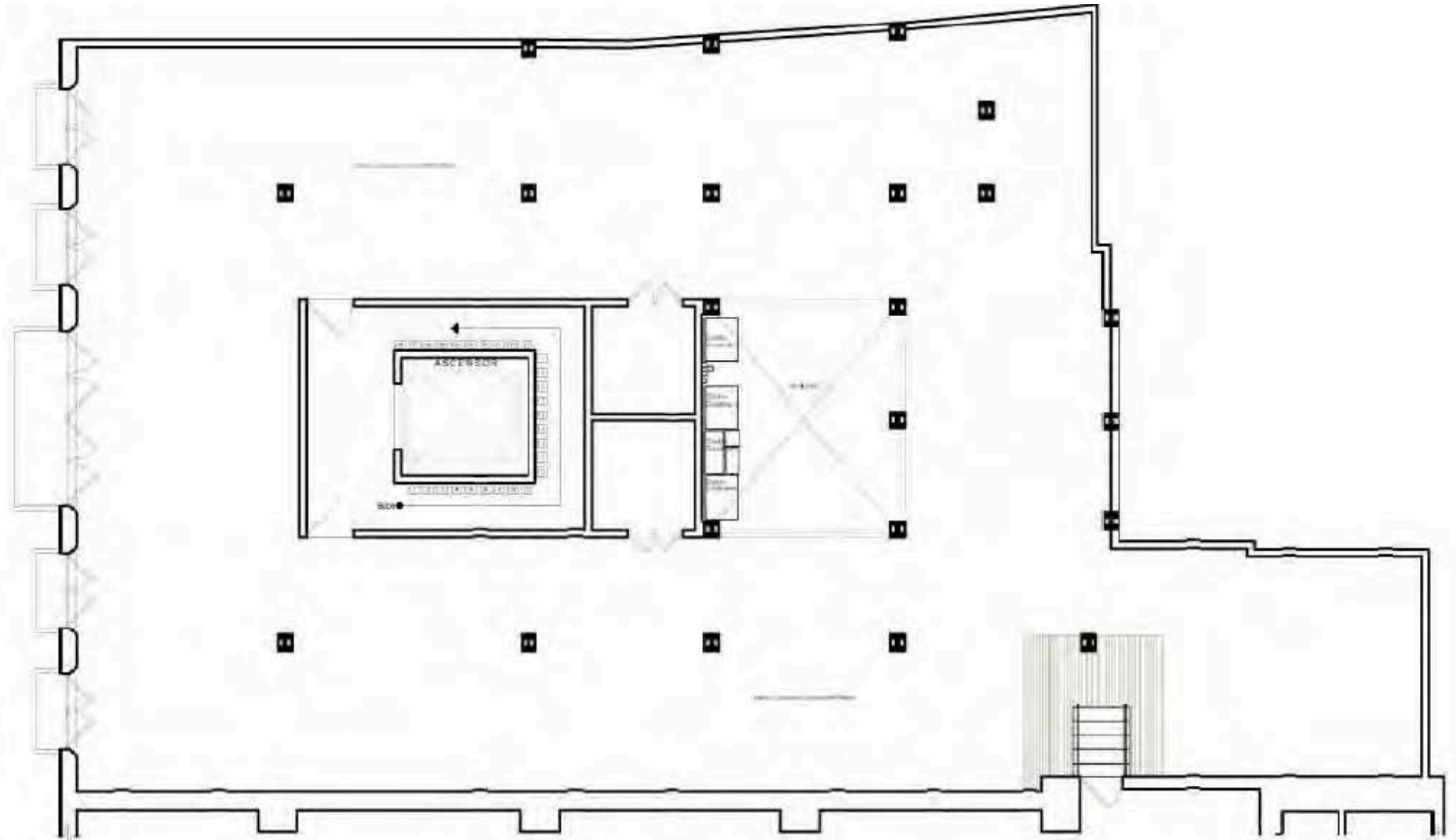
FLOOR PLANS - GROUND LEVEL

301 San Justo, Old San Juan, Puerto Rico



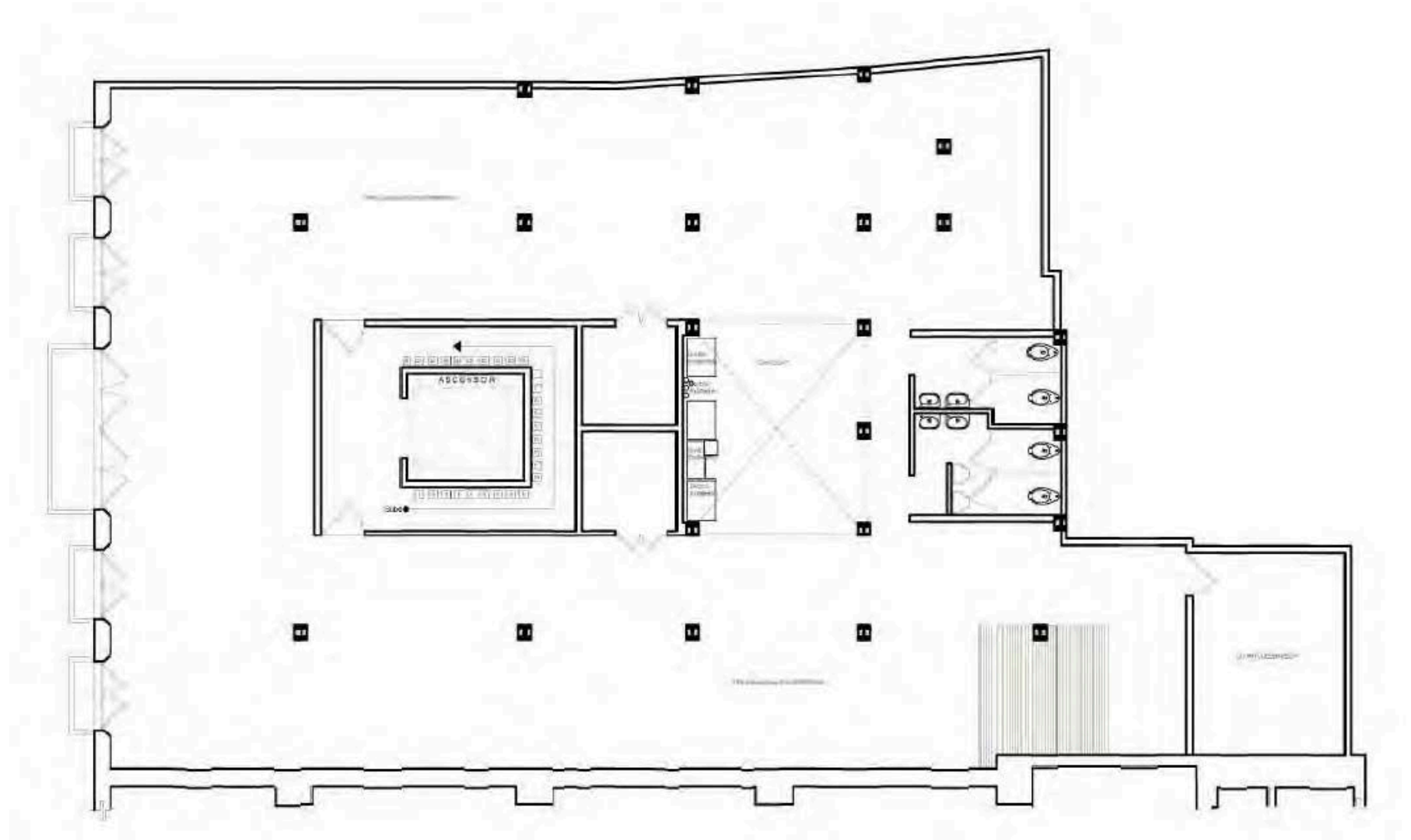
FLOOR PLANS - SECOND LEVEL

301 San Justo, Old San Juan, Puerto Rico



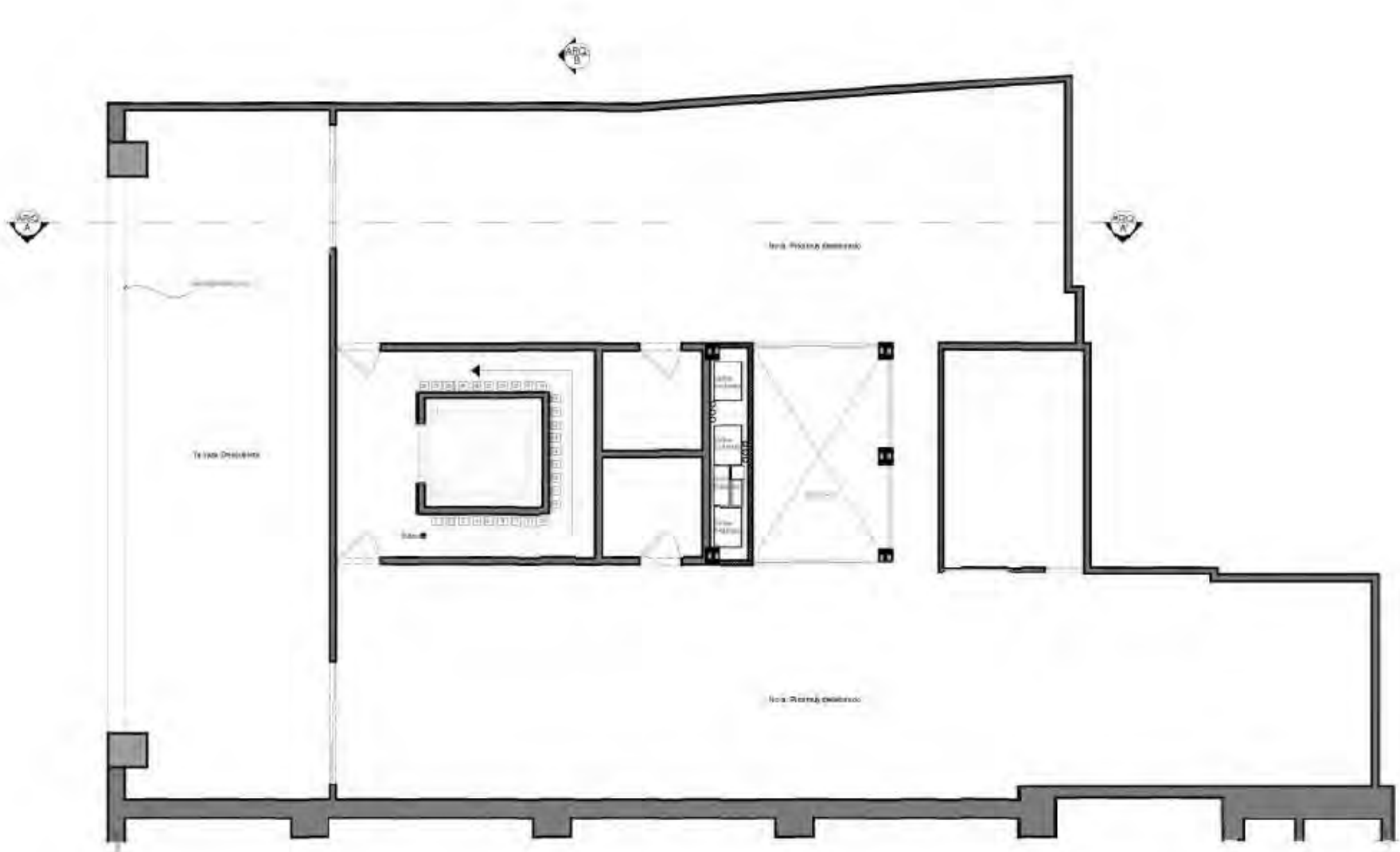
FLOOR PLANS - THIRD LEVEL

301 San Justo, Old San Juan, Puerto Rico



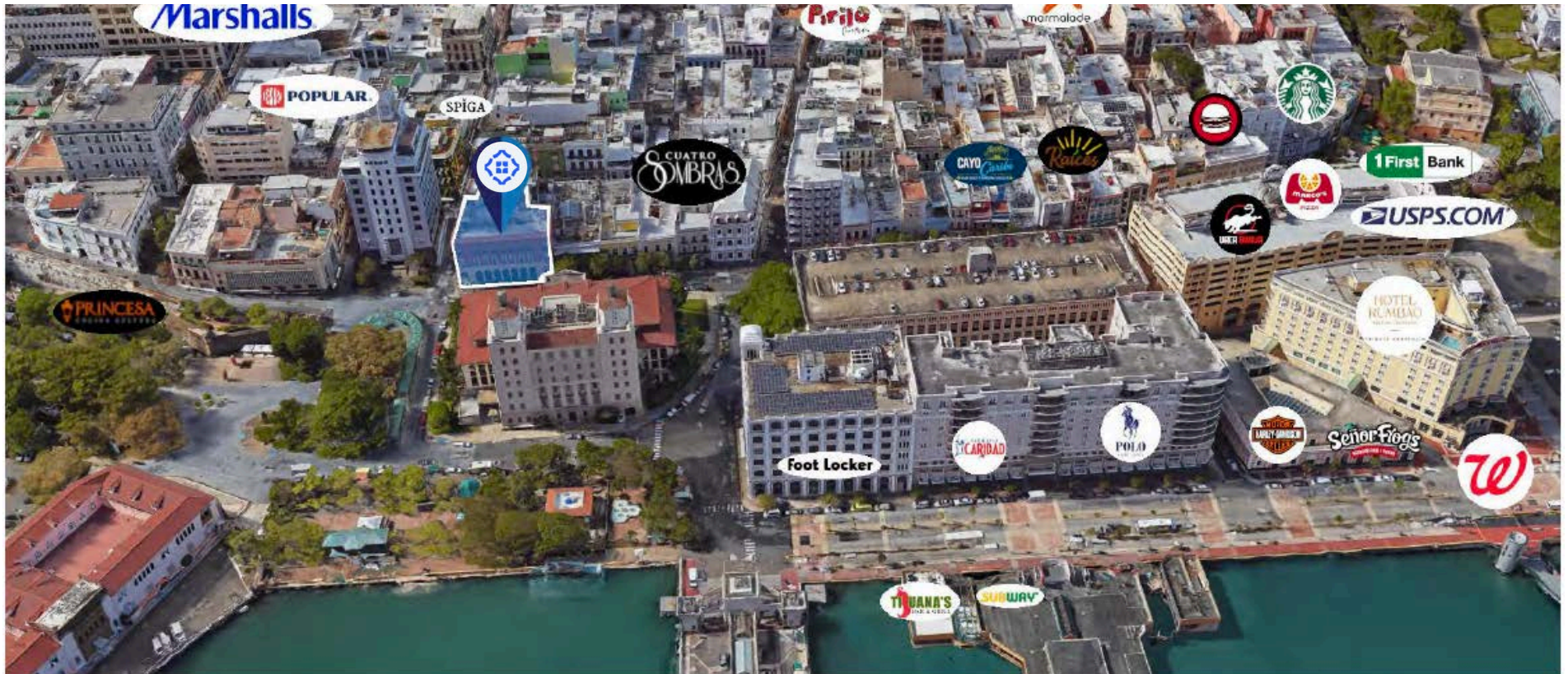
FLOOR PLANS - 4TH LEVEL

301 San Justo, Old San Juan, Puerto Rico



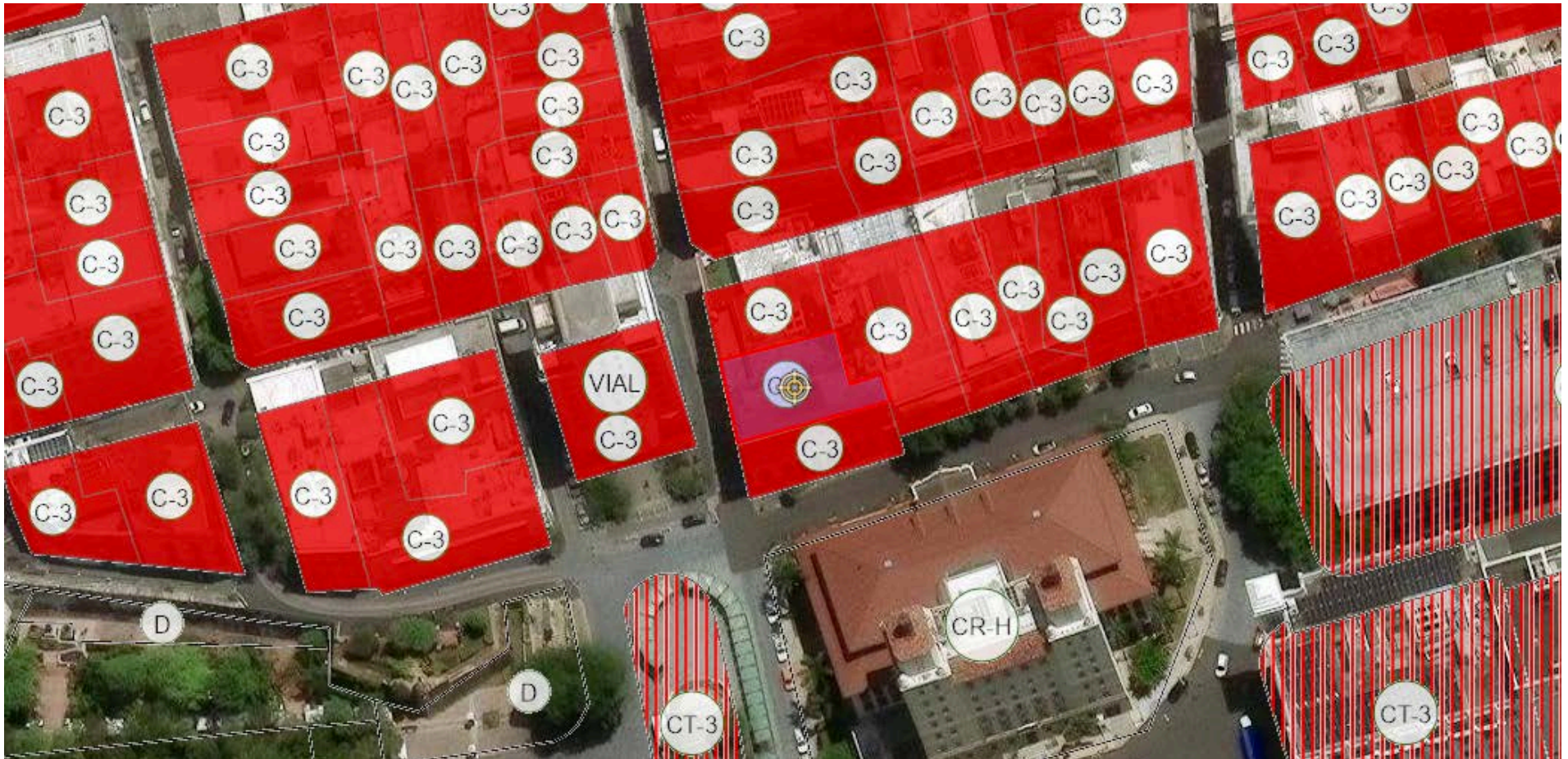
AERIAL MAP

301 San Justo, Old San Juan, Puerto Rico



ZONING

301 San Justo, Old San Juan, Puerto Rico



C-I/C-3 (INTERMEDIATE COMMERCIAL)

The property is zoned Commercial Intermediate (C-I, formerly C-3), which permits a broad range of commercial, hospitality, office, and residential uses. This zoning classification was designed to support the mixed-use character of urban commercial districts and accommodates retail, restaurants, cafes, offices, boutique hotels, and residential apartments without requiring discretionary approvals for standard uses. Motor vehicle repair, heavy manufacturing, and similar incompatible uses are restricted. The C-I designation is well-matched to the range of redevelopment options contemplated for this asset.

DEMOGRAPHIC SUMMARY

301 San Justo, Old San Juan, Puerto Rico



Population	5-Minute Drive	10-Minute Drive	15-Minute Drive	Income Level	5-Minute Drive	10-Minute Drive	15-Minute Drive
Total	4,378	13,766	11,345	Median	\$38,704	\$40,498	\$41,150
Male	2,044	7,208	5,242	< \$15,000	22.20%	22.70%	18.50%
Female	2,334	6,558	6,103	\$15,000-\$24,999	21.10%	18.40%	14.10%
				\$25,000-\$34,999	8.10%	7.60%	6.00%
				\$35,000-\$49,999	15.00%	12.90%	10.40%
				\$50,000-\$74,999	10.20%	10.40%	11.90%
				\$75,000-\$99,999	4.90%	5.90%	9.30%
				\$100,000-	9.80%	9.20%	12.10%
				\$150,000-	10.40%	8.30%	9.60%
				> \$200,000	11.90%	11.10%	8.10%

Age	5-Minute Drive	10-Minute Drive	15-Minute Drive	Housing	5-Minute Drive	10-Minute Drive	15-Minute Drive
Ages 0-14	548	1,254	1,340	Total Housing	2,620	8,153	40,758
Ages 15-24	446	1,127	1,063	Occupied Units	1,981	6,050	30,384
Ages 25-54	1,981	6,063	5,434	Vacant Units	779	2,197	10,320
Ages 55-64	642	1,872	1,716	Owner-	649	2,812	14,299
Ages 65+	760	2,550	1,792	Renter-	913	3,009	16,085

Race	5-Minute Drive	10-Minute Drive	15-Minute Drive
White	2,192	7,118	2,132
Black	328	1,211	517
American	1	7	10
Asian	31	13	23
Some Other	640	2,117	2,130
Two or More	1,218	3,293	6,381

DEMOGRAPHIC SUMMARY

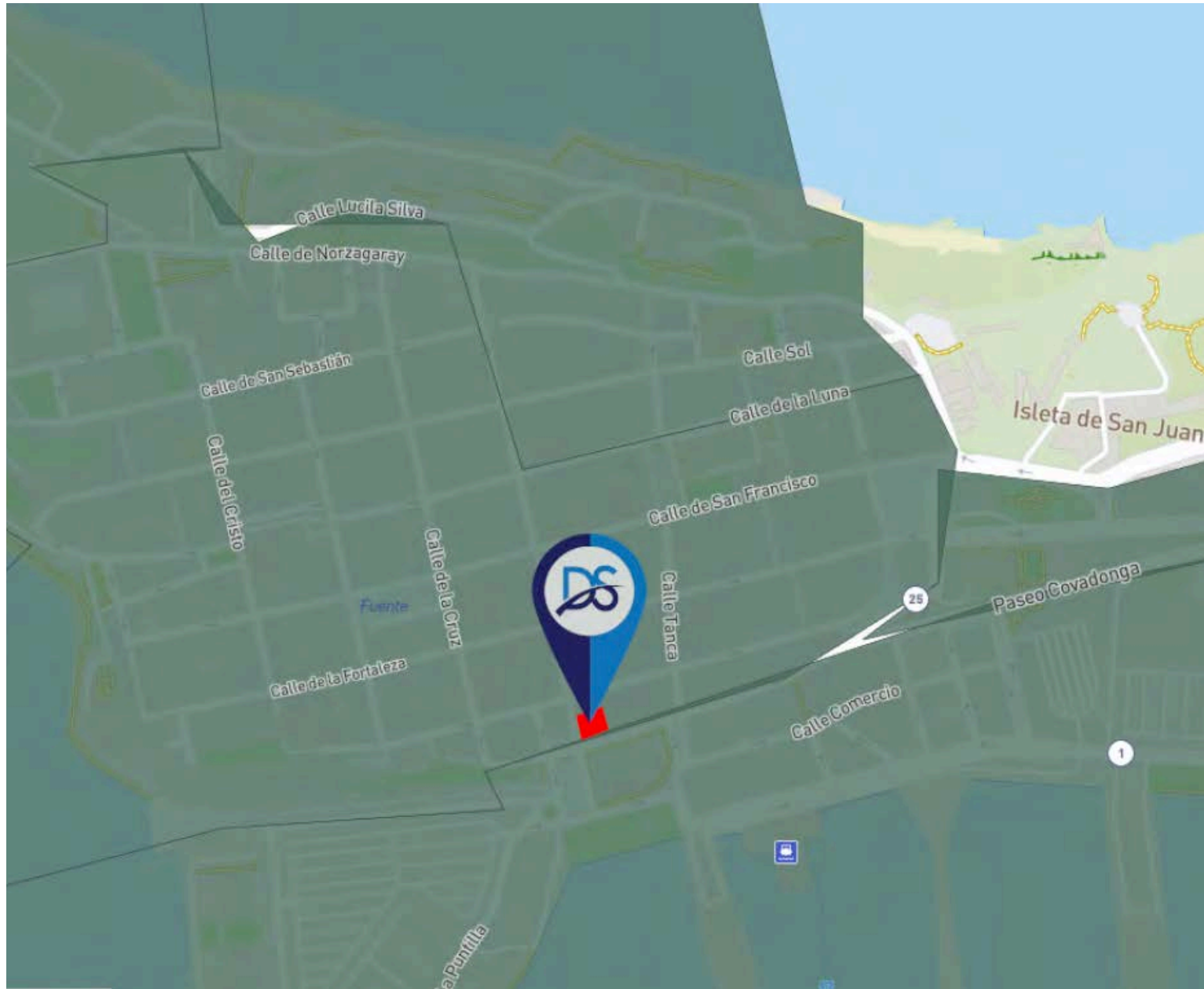
301 San Justo, Old San Juan, Puerto Rico



<u>Population</u>		<u>Income</u>		<u>Housing</u>	
Male	2,966	Median	\$29,335	Total	4,329
Female	3,417	< \$15,000	25.50%	Occupie	3,102
Total	6,383	\$15,000-\$24,999	21.20%	Owner	1,273
		\$25,000-\$34,999	5.20%	Renter	1,829
		\$35,000-\$49,999	12.10%	Vacant	1,227
		\$50,000-\$74,999	10.40%		
		\$75,000-\$99,999	2.30%		
		\$100,000-	8.40%		
		\$150,000-	6.00%		
		> \$200,000	8.90%		

OPPORTUNITY ZONE MAP

301 San Justo, Old San Juan, Puerto Rico



OLD SAN JUAN MARKET OVERVIEW

301 San Justo, Old San Juan, Puerto Rico



Old San Juan is among the most constrained real estate markets in the Caribbean. The district encompasses approximately 74 city blocks on a walled island connected to the mainland by a series of bridges, creating a hard boundary on developable land that has remained essentially unchanged since the Spanish colonial era. This structural scarcity of developable inventory, combined with sustained demand from tourism, high-net-worth residents, and commercial tenants seeking a culturally distinct address, has produced one of Puerto Rico's most durable commercial real estate environments.

The district attracts over 1.3 million visitors to the San Juan National Historic Site annually, with separate cruise passenger traffic exceeding 1.6 million per year through the adjacent port facilities. Visitor spending in communities near the park has been documented at over \$150 million annually, supporting roughly 1,750 local jobs with a total economic impact exceeding \$226 million. This scale of tourism-driven economic activity provides a consistent demand floor for hospitality, retail, and food-and-beverage uses within the district.

Rental & Sales Market

Ground-floor retail and restaurant spaces in Old San Juan have historically traded at rents ranging from \$20 to \$50 per square foot annually, with prime corner and port-adjacent locations commanding the upper end of that range. Upper-floor office and residential product, where it exists in renovated condition, has achieved rents of \$12 to \$30 per square foot annually, with demand outpacing available supply in quality buildings. Historic properties in the district have transacted at between \$150 and \$400 per square foot, with well-maintained or income-producing assets reaching the upper bound of that range.

At ±16,984 SF, 301 San Justo represents one of the largest single-building footprints currently available in Old San Juan — a district where most historic buildings range from 3,000 to 8,000 SF of gross area. When properties of meaningful scale do trade, they tend to attract sophisticated institutional and private capital seeking the combination of location quality, development flexibility, and tax advantage that this market uniquely provides.

Acquisition Pricing in Context

At \$3,500,000 — \$206 per square foot — the asking price sits within the documented historical transaction range for Old San Juan (\$150–\$400/SF), and below the effective replacement cost for a building of this character, location, and configuration. For buyers structured to utilize the available incentive stack — Federal Historic Tax Credits (20% credit on qualified rehabilitation expenditures), Act 60 property tax exemption (75% reduction for up to 15 years), and federal Opportunity Zone benefits — the effective net cost basis on total project investment can be materially lower than the face acquisition price. Buyers are encouraged to model these programs with their tax advisors in the context of their specific investment structure.

OLD SAN JUAN MARKET OVERVIEW

301 San Justo, Old San Juan, Puerto Rico



About Old San Juan

Old San Juan — San Juan Antiguo — is the second oldest European settlement in the Western Hemisphere, founded by the Spanish in the early 16th century on a small island connected to the Puerto Rican mainland by three bridges. Recognized as a UNESCO World Heritage Site, the district's 74 city blocks contain one of the most intact examples of Spanish colonial urban planning in the Americas. Cobblestone streets paved in blue adoquín brick, thick masonry city walls, and centuries-old fortifications including Castillo San Felipe del Morro and Fort San Cristóbal define the physical character of a district that has remained architecturally coherent for over 500 years.

The district's economic engine today rests on several pillars: a dominant position as a cruise and leisure tourism destination, a growing community of affluent residents and Act 60 decree holders who value the walkability and cultural density of the historic urban environment, a well-established food-and-beverage and retail scene anchored by both local operators and international brands, and government offices that generate a consistent base of professional daytime traffic. The combination of these demand drivers, layered over an essentially fixed supply of developable real estate, is the fundamental investment thesis for properties in this district.



Act 60 - Puerto Rico Incentives

Act 60, officially titled the Puerto Rico Incentives Code, was enacted in 2019 to consolidate and expand a variety of tax incentives available to individuals and businesses investing in Puerto Rico. The purpose of Act 60 is to stimulate economic growth, encourage investment, and generate employment opportunities across key sectors of Puerto Rico's economy, including real estate development, tourism, finance, and technology. This legislation offers a wide range of tax benefits that make Puerto Rico a highly attractive jurisdiction for U.S. and international investors.

1. Income Tax Benefits

One of the central features of Act 60 is its favorable income tax treatment for individuals and companies engaged in qualifying activities. Some of the main tax benefits include:

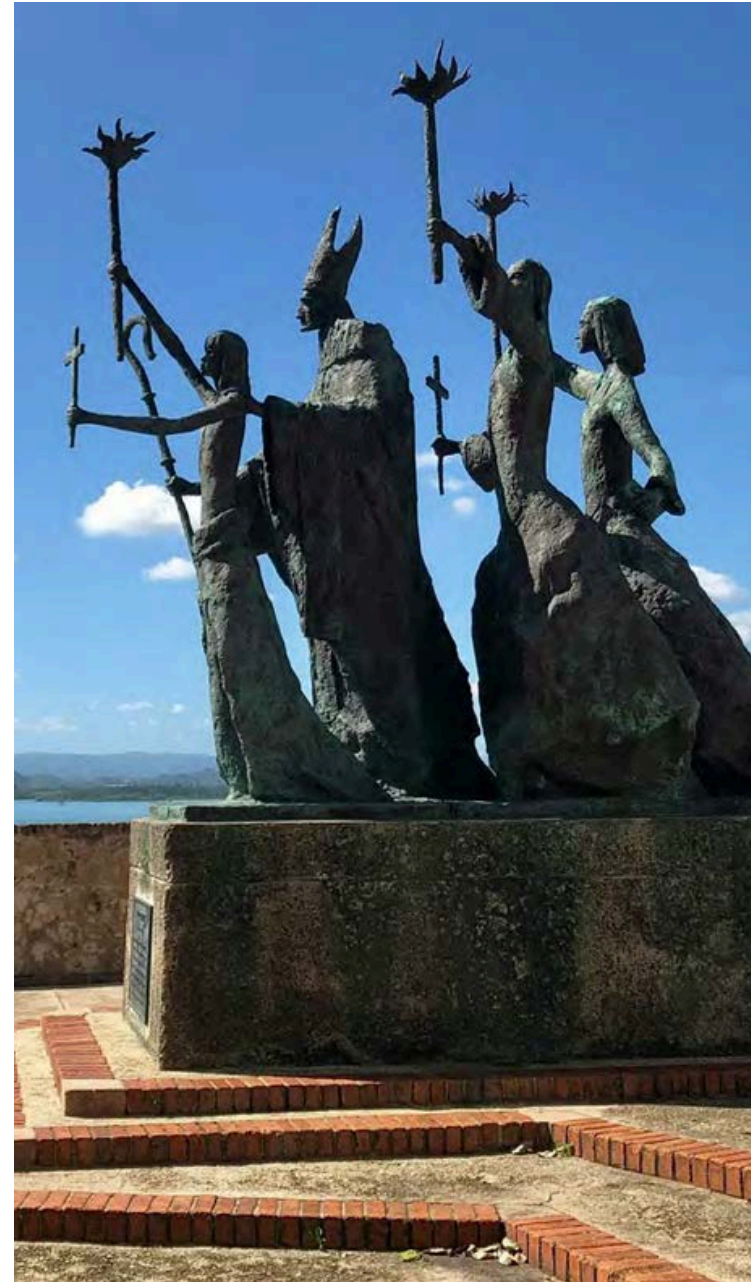
- **4% Fixed Income Tax Rate:** Eligible businesses operating in Puerto Rico can benefit from a 4% fixed corporate income tax rate on income generated from qualifying activities. This rate is significantly lower than corporate tax rates in most U.S. jurisdictions, which can range from 21% federally, plus state taxes.
- **Tax-Exempt Dividend Distribution:** Dividends derived from earnings generated under Act 60 are 100% exempt from Puerto Rico income tax when distributed to resident shareholders or owners.
- **Foreign Individuals and Non-Resident Investors:** Foreign investors who qualify for Act 60 benefits are not subject to Puerto Rico income taxes on certain types of passive income, including interest and dividends from sources outside Puerto Rico.

2. Property Tax Exemptions

Investors in real estate development can significantly reduce their ongoing tax liabilities through generous property tax exemptions. Key provisions include:

- **75% Property Tax Exemption:** Act 60 provides a 75% exemption on property taxes for real estate that is used for qualifying activities, such as tourism, hospitality, and certain commercial ventures. This exemption can last for a period of up to 15 years, offering substantial savings over the long term.

Exemption on Construction Taxes: New construction and major rehabilitation projects may also benefit from exemptions on construction excise taxes, further reducing the costs associated with large-scale developments.





3. Municipal Tax Exemptions

In addition to property tax benefits, Act 60 offers relief from local municipal taxes, which are levied by individual municipalities on business revenues and other activities. Investors can benefit from the following:

- **50% Exemption on Municipal License Taxes:** Businesses operating under Act 60 are eligible for a 50% exemption on municipal license taxes, which typically apply to the gross income of businesses operating within the jurisdiction. This exemption reduces the overall tax burden for operating businesses.
- **Municipal Construction Tax Exemption:** For businesses engaged in development, Act 60 provides exemptions from certain municipal construction taxes, further incentivizing real estate investment and infrastructure development.

4. Special Incentives for Tourism, Hospitality, and Real Estate

Recognizing Puerto Rico's strong tourism potential, Act 60 provides a range of specific incentives aimed at promoting investment in the island's hospitality and real estate sectors:

- **Tourism Development Incentives:** Investors who develop or renovate hotels, resorts, and other hospitality-related projects can receive additional benefits, including tax credits of up to 40% of eligible investment costs, which can be used to offset tax liabilities.
- **15-Year Tax Exemption Decree:** A core benefit of Act 60 is the ability to obtain a tax exemption decree for up to 15 years, guaranteeing the continuation of income, property, and municipal tax benefits for the duration of the decree. This provides long-term stability for investors, and in some cases, the decree may be extended for an additional 15 years, totaling 30 years of guaranteed tax benefits.

5. Other Incentives

Act 60 provides a range of other tax incentives that can be applicable to investors in various sectors:

- **Tax Credits for Infrastructure:** Developers can access tax credits to offset infrastructure costs related to new developments, including roads, utilities, and public services.
- **Exemptions for Service Providers:** Certain service providers, including those in the financial services, IT, and professional services sectors, can qualify for Act 60 benefits, allowing them to operate under the 4% fixed income tax rate while serving both Puerto Rico and global markets.

Conclusion

Act 60 is designed to create an attractive tax environment for investors by offering a wide range of incentives aimed at reducing operating costs, increasing returns on investment, and fostering economic growth. The long-term nature of the tax exemptions, combined with sector-specific incentives, makes Puerto Rico a prime location for real estate, tourism, and business investment.



OPPORTUNITY ZONES PROGRAM

The Opportunity Zones Program, established as part of the U.S. Tax Cuts and Jobs Act of 2017, is designed to promote long-term investments in economically distressed areas across the United States. Puerto Rico benefits from this program on a large scale, with nearly 97% of the island designated as an Opportunity Zone. Investors in Opportunity Zones receive substantial federal tax advantages, particularly those looking to defer or reduce capital gains taxes.

1. Capital Gains Tax Deferral

One of the primary benefits of the Opportunity Zones Program is the ability to defer taxes on capital gains. Investors can reinvest capital gains from the sale of any asset into a Qualified Opportunity Fund (QOF) that is directed toward Opportunity Zone investments. Key aspects of this deferral include:

- **Tax Deferral Period:** Capital gains taxes are deferred until the earlier of the date the Opportunity Zone investment is sold or December 31, 2026. This provides significant cash flow benefits by allowing investors to postpone tax payments on previous gains.

2. Capital Gains Tax Reduction

Investors can also reduce the amount of capital gains taxes owed on the reinvested capital gains, provided they hold their Opportunity Zone investment for a specified period:

- **Five-Year Holding Period:** If the investment is held for at least five years, investors receive a 10% exclusion on the original capital gains that were deferred.
- **Seven-Year Holding Period:** After seven years, investors are eligible for an additional 5% exclusion, bringing the total exclusion to 15% of the original deferred gains.

3. Permanent Exclusion on Investment Appreciation

The most significant tax benefit comes from holding the Opportunity Zone investment for a minimum of 10 years. After this holding period:

- **Permanent Exclusion on Capital Gains:** Investors can permanently exclude from taxation any additional capital gains realized from the appreciation of the Opportunity Zone investment. This means that any appreciation in the value of the investment is entirely exempt from federal capital gains tax, providing a powerful incentive for long-term investment.

4. Flexibility of Investments

Investors can invest in a wide range of property types and businesses within Opportunity Zones, provided the investments meet the program's requirements. Qualifying investments include:

- **Real Estate Development:** Construction or substantial rehabilitation of commercial and residential properties.
- **Operating Businesses:** Investment in businesses that derive at least 50% of their gross income from activities conducted within the Opportunity Zone.
- **Mixed-Use Developments:** A combination of commercial, residential, and retail developments is eligible for Opportunity Zone benefits, offering flexibility for developers and investors seeking to diversify their projects.



5. Requirements for Qualified Opportunity Funds (QOFs)

To take advantage of the Opportunity Zones Program, investors must place their capital gains into a Qualified Opportunity Fund (QOF). These funds must meet specific requirements, including:

- **90% of Assets in Opportunity Zones:** The QOF must invest at least 90% of its assets into properties or businesses located within designated Opportunity Zones.
- **Substantial Improvement Requirement:** For real estate investments, the property must be "substantially improved" within a 30-month period, meaning the investor must double the property's adjusted basis through rehabilitation or new construction.

6. Alignment with Long-Term Investment Strategies

The Opportunity Zones Program is designed to promote long-term investment and redevelopment in distressed areas. By providing investors with the ability to defer, reduce, and eliminate capital gains taxes, the program encourages the infusion of private capital into areas that have traditionally been underfunded.

The long-term nature of the tax incentives aligns with investment strategies focused on property appreciation, making it an ideal program for real estate developers and other investors looking to maximize returns over an extended period.

Conclusion

The Opportunity Zones Program provides a powerful framework for investors looking to reduce their capital gains taxes while promoting economic growth in distressed areas. The combination of deferral, reduction, and exclusion of capital gains taxes, along with the flexibility of investment options, makes this program an attractive tool for long-term investment in real estate, infrastructure, and business development.

Federal Historic Preservation Tax Incentives

This program offers a 20% tax credit to property owners who rehabilitate historic buildings for income-producing purposes while maintaining their historic character. Since its inception in 1976, the program has supported over 49,000 projects, leveraging more than \$131 billion in private investment.

This initiative, administered by the National Park Service in partnership with State Historic Preservation Offices, has been instrumental in preserving historic structures, stimulating local economies, generating jobs, and providing affordable housing. The tax credit is widely regarded as a key tool for community revitalization and historic preservation across the United States.

PROFESSIONAL BIO

301 San Justo, Old San Juan, Puerto Rico



DIEGO SAMPSON, CCIM

REAL ESTATE BROKER | C-18627



Diego Sampson, CCIM, is a commercial real estate broker licensed in Puerto Rico and Florida, specializing in retail leasing, ground leases, and investment sales. He began his career as a valuation analyst in Puerto Rico, building a foundation in property underwriting, market research, and financial analysis that continues to inform his brokerage practice.

Diego represents landlords, developers, and tenants across retail pad transactions, QSR site selection, shopping center leasing, and investment property sales. His work spans the San Juan metro area, Bayamón, and the Orlando MSA — markets where he has completed transactions ranging from ground lease structuring to multi-tenant retail investment sales.

He holds a Bachelor of Science in Electrical Engineering from the Polytechnic University of Puerto Rico and applies a rigorous analytical framework to every assignment. As a CCIM and Board Member of the Florida Central District CCIM Chapter, Diego is committed to delivering disciplined, data-driven results for his clients.

CORAL BOURET

REAL ESTATE BROKER | C-16493



Coral Bouret is a licensed broker and Old San Juan specialist with over 20 years of experience in Puerto Rico real estate. She began her career at Coldwell Banker-Isla del Coqui in 2004, earning Top Selling Sales Associate recognition within her first year and building a track record in relocation and residential sales before focusing exclusively on the historic district.

In 2014, Coral joined Gandia B. Realty, one of Old San Juan's most established brokerages, where she has concentrated her practice on historically significant properties, architectural assets, and the unique inventory that defines the Old City. As a longtime resident and property owner in Old San Juan, she brings firsthand knowledge of the market that most brokers cannot replicate, an understanding of the buildings, the blocks, the ownership patterns, and the buyers who are drawn to this district.

Coral holds broker license C-16493 and operates through Bouret Real Estate. She is known for her commitment to collaborative deal-making and her belief that transactions in a market this specialized require trust, discretion, and a long-term perspective.

DISCLAIMER

301 San Justo, Old San Juan, Puerto Rico



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