



COMMERCIAL PROPERTIES
FOR SALE
ESTUARY, ST. JAMES

Submission Deadline: 11:00 a.m. on Monday, October 6, 2025

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SUBMISSION CHECKLIST

The following documents must be submitted with the bid:

(Bidders are encouraged to use this checklist to ensure that all the required documents are submitted with the bid.)

*Tick Box
(✓)*

- Completed and signed Commercial Property Bid Form ☐
- Bidder Profile Form
- Statement or letter from financial institution, NOT OLDER THAN SIX MONTHS, stating the: ☐
 - ✓ Proposer's name
 - ✓ Currency of the funds
 - ✓ Account balance: **Please Note that the account balance must be able to cover the following:**
 - Required deposit - (the minimum deposit is 15% of the purchase price proposed)
 - Related costs - (estimated at 3% of the proposed price)
 - Balance on the Sale Price

If any portion of the bid amount will be covered by a mortgage. please submit:

- THE ORIGINAL: Mortgage pre-approval letter from a financial institution NOT OLDER THAN SIX MONTHS ☐

Notes:

- ✓ Bidders are required to sign all pages on which entries have been made.
- ✓ Bids must be submitted on or before Monday, October 6, 2025 at 11:00 am
- ✓ Bids must remain valid for one hundred and eighty (180) days after the submission date, i.e. until: April 4, 2026
- ✓ *Late bids will not be accepted.*

SALE OF COMMERCIAL PROPERTY ESTUARY HOUSING DEVELOPMENT, ST. JAMES

The National Housing Trust (NHT) invites interested persons to submit bids to purchase commercial lots located in the Estuary Housing Development, St. James.

The Estuary Housing Development is a residential area, located approximately 5km southeast of the Montego Bay Central Business District. The area even though suburban in nature, benefits from a range of social/ physical amenities available from other established developments nearby in the wider Montego Bay region.

The following lots are reserved within the Estuary Housing Development for commercial use;

- Lot 340 - [3,269.46 sq. ft. or 303.74 sq. m.]
- Lot 1226 - [3,210.58 sq. ft. (298.27 sq. m.)]
- Lot 2027 - [4,363.94 sq. ft. (405.42 sq. m.)]

BID DOCUMENTS:

Bid documents can be downloaded from www.nht.gov.jm. Copies of bidding documents may also be requested by emailing properties@nht.gov.jm.

SUBMISSION & BID OPENING:

Sealed bids, clearly stating the property of interest, the bidder's name and contact number should be deposited in the box marked "COMMERCIAL PROPERTY FOR SALE: ESTUARY, ST. JAMES" no later than 11:00 am on Monday, October 6, 2025.

There will be a public opening of bids at 11:00 am on **WEDNESDAY OCTOBER 8, 2025** at NHT Head Office, 4 Park Boulevard, Kingston 5.

BIDS MAY BE DEPOSITED IN THE APPROPRIATELY LABELLED BOX, AT

NHT Head office
4 Park Blvd, Kingston

OR

St. James Branch Office
42b Union Street, Montego Bay

The NHT reserves the right to reject any/ all applications.

For further information, please contact:

Advertising, Marketing & After Sales

National Housing Trust

4 Park Boulevard, Kingston 5

Tel: 876-929-6500-9, Ext. 7271

1-888-CALL-NHT

(2255-648)

www.nht.gov.jm

PROPERTY OVERVIEW

ESTUARY, ST. JAMES

Estuary - located approximately 5km southeast of the Montego Bay Central Business District. Estuary is a Joint Venture between West Indies Home Contractors and the National Housing Trust (NHT), comprising 1,500 one-bedroom units.

Nestled in the cool hills of St. James, Estuary is a thriving suburban community known for its serene environment and is strategically located just outside of the business district. Estuary offers an exceptional opportunity for investors and entrepreneurs seeking to establish or expand their presence in one of the most desirable areas.

Strategic Location

Estuary benefits from easy access to major roads, commercial hubs and residential neighbourhoods ensuring high visibility. The community enjoys a range of social/physical amenities available from other established developments nearby, including Irwin Estate and Meadows of Irwin, among others in the wider Montego Bay region. The area continues to experience steady residential demand, which is expected to grow in the foreseeable future. With this growth, it is also witnessing increased demand for commercial spaces for-telling strong future growth for businesses that thrive in a calm community-oriented atmosphere.

MARKET PROFILE

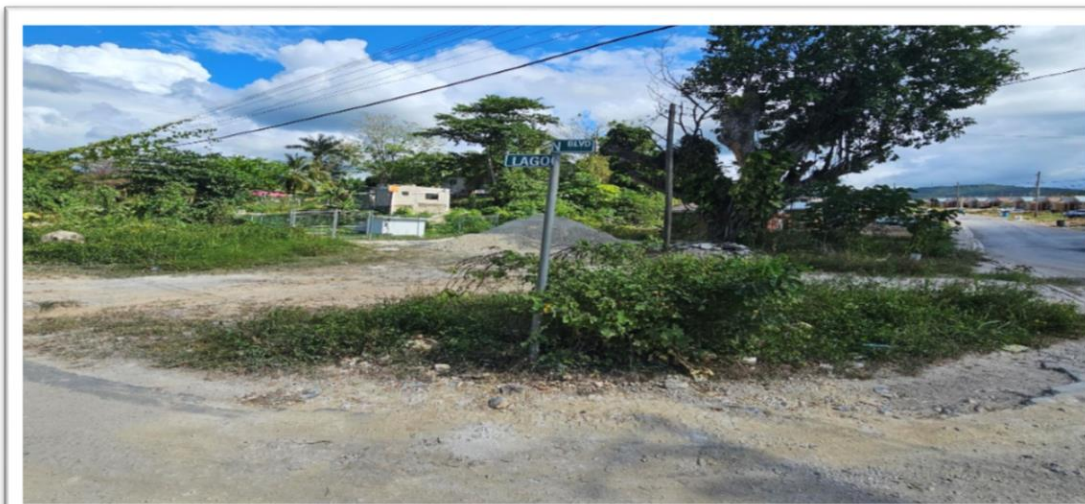
The prudence of and the need to broaden and diversify the economic base of the region has been spearheaded by government agencies such as the Urban Development Corporation (UDC), Jamaica Industrial Development Corporation (JIDC) and the Port Authority of Jamaica by facilitating and providing commercial and industrial space at Bogue and Montego Freeport with a deep water pier, other storage facilities and the Free zone aimed at creating more job opportunities.

Residential development in and around Montego Bay has been designed to house middle and upper income personnel and vacationers well as providing hotel resort accommodation for overseas travelers, local business personnel as well as to house the growing population in the lower income group. The general location is close to the city centre of Montego Bay and also has local support from communities such as Granville which provides some small scale commercial services. Benefitting from a pool of skilled and unskilled workers, development in the area has a variety of building types for both residential and commercial activities. Given the development's proximity to the city center, it should see a general appreciation in property values and increased demand for local services.

Details for the property available for divestment are as follows:

Lot #	Details - Volume 1445 Folio 670	Zoning
Lot 340 -	Approximately – [3,269.46 sq. ft. or 303.74 sq. m.]	Commercial
Lot 1226	Approximately - [3,210.58 sq. ft. (298.27 sq. m.)]	Commercial
Lot 2027	Approximately - - [4,363.94 sq. ft. (405.42 sq. m.)]	Commercial

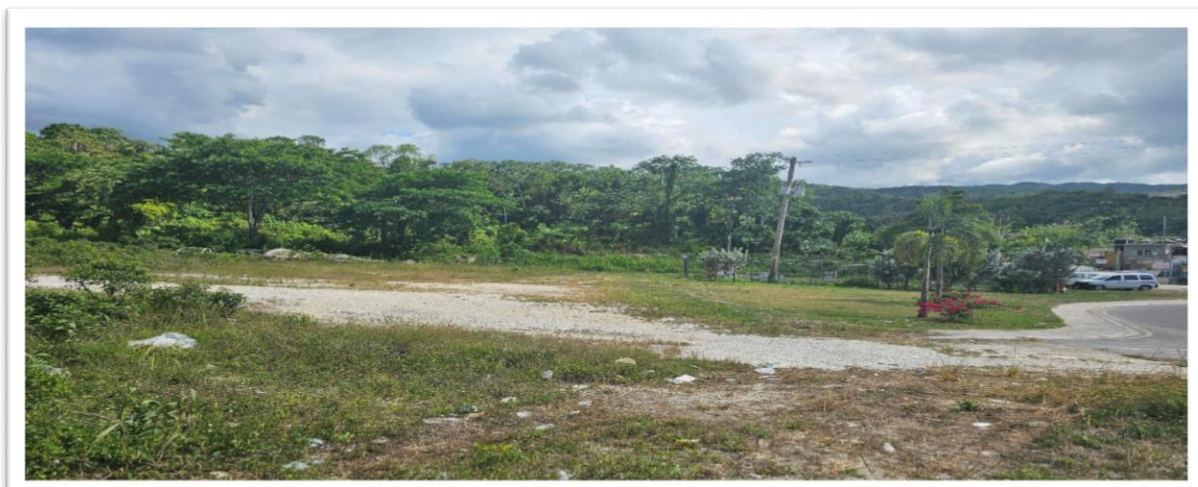
ESTUARY, ST. JAMES –Lot 340 - Volume 1445 Folio 670 (Parent Title)
Approx. [3,269.46 sq. ft. or 303.74 sq. m.]



ESTUARY, ST. JAMES –Lot 1226 - Volume 1445 Folio 670 (Parent Title)
Approx. - [3,210.58 sq. ft. (298.27 sq. m.)]



ESTUARY, ST. JAMES –Lot 2027 - Volume 1445 Folio 670 (Parent Title)
Approx. - [4,363.94 sq. ft. (405.42 sq. m.)]



PROPERTY COMPARISON GUIDE

The following sales comparison for properties sold can be used as a guide to help in arriving at a bid amount.

	12 McCatty Street, Montego Bay, St. James	17 ½ Creek Street, St. James	Lot 464 Granville, St. James	Trinity, St. Mary
Reference	1574/375	1570/ 730	1343/ 967	1293/0586
Year of Sale	2024	2022	2024	2013
Land size	2,671 sq. ft.	1,596.72 sq. ft.	2,574 sq. ft.	5,789.53 m2
Sale Amount	\$24M	\$6M	\$4M	\$13M
Zoning	Commercial	Commercial	Commercial	Commercial

Evaluation and Qualification Criteria

Eligibility

1. Bids relating to the Sale of Commercial Property/ Lots/ Units shall be accepted from employed, self-employed and entities that operating in Jamaica.

Qualification

1. Duly completed Commercial Property Bid Letter with required documents
 - a. statement or letter from financial institution, NOT OLDER THAN SIX MONTHS, stating the:
 - i. Proposer's name
 - ii. Currency of the funds
 - iii. Account balance

Please Note that the account balance must be able to cover the following:

- ✓ Required deposit - (the minimum deposit is 15% of the purchase price proposed)
- ✓ Related costs - (estimated at 3% of the proposed price)
- ✓ Balance on the Sale Price.

Note:

Bidders will have to meet the qualification requirements as set out for a financial assessment of their bid to be considered.

Financial

1. All bids must be I Jamaican Dollars
2. Highest bid price for the property.
3. Earliest bid received where a tie breaker is needed.

Award Criteria

1. Bids must have met the eligibility and qualification requirements
2. A bid can be submitted for more than one Lot. Please note that a Bid Letter MUST be completed for each Lot to which a bid is being submitted.
3. Bids received will be ranked by amount and the order in which they are received.
4. Any Bidder that has submitted the highest bid for more than one Lot will have the right of first refusal for any of these Lots.
5. Following the right of first refusal, the next ranked bidder will be offered the one
6. A bidder that has submitted the highest bid for a Lot may reject the award and withdraw their bid. Such bidder would not be eligible for award of any other Lot that was advertised.
7. The ranked bids will be evaluated until all the Lots have been awards
8. In addition to being the highest bid submitted for the property, this bid MUST be within a margin of 15% of the Market Reserved Price for it to be considered. The Market

Reserved Price shall be determined by averaging the market value of the property as given by two independent Chartered Valuation Surveyors.

9. Earliest bid received where a tie breaker is needed will be considered as the preferred bid.
10. The NHT reserves the right to reject any/ all applications
11. Bids must remain valid for one hundred and eighty (180) days after the submission date, i.e. until: April 4, 2026

Bidding Forms

- Commercial Property Bid Form
- Bidder Profile

INSTRUCTIONS

- **This form should be used to submit a bid (an offer to purchase) for a Commercial Property being sold by the NHT.**
- **COMPLETE FORM IN BLOCK LETTERS. (N.B. Please initial any change made to the completed form)**

YOUR BID WILL BE DISQUALIFIED IF YOU DO NOT COMPLY WITH THESE INSTRUCTIONS

PLEASE SUBMIT THE FOLLOWING DOCUMENTS WITH THIS COMPLETED ORIGINAL bid LETTER

- A.** Statement or letter from financial institution, NOT OLDER THAN SIX MONTHS, stating the:
- ✓ Proposer's name
 - ✓ Currency of the funds
 - ✓ Account balance

Please Note that the account balance must be able to cover the following:

- ✓ Required deposit - (the minimum deposit is 15% of the purchase price proposed)
- ✓ Related costs - (estimated at 3% of the proposed price)
- ✓ Balance on the Sale Price.

If any portion of the bid amount will be covered by a mortgage. please submit:

- B.** THE ORIGINAL: Mortgage pre-approval letter from a financial institution NOT OLDER THAN SIX MONTHS

NOTE: The following persons are not allowed to bid for Commercial property sold by the NHT:

- NHT staff members, their spouses or extended family members of NHT staff
- NHT Board members, their spouses or extended family members of the NHT Board
- Staff of contracted external agencies, their spouses and extended family

Bid Validity

Bids must remain valid for one hundred and eighty (180) days after the submission date, i.e. until: April 4, 2026

COMMERCIAL PROPERTY BID FORM

COMPLETE FORM IN BLOCK LETTERS. (N.B. Please initial any change made to the completed form).

Date _____

BIDDERS INFORMATION

A. Bidder's name and mailing address	
B. Bidder's current legal status (e.g., corporation, limited liability company, partnership, or sole-proprietorship/ self-employed)	
C. Bidders Taxpayer Registration Number (TRN)	
D. If Bidder is a corporation, limited liability company or partnership: - Contact person's name - Title - Telephone number - e-mail address - Copy of a valid Certificate of Incorporation of the company OR Certificate of Registration for partnership	
E. Signature of Bidder (if Bidder is an entity, the signature and title of the individual authorized to sign on such entity's behalf).	
Please provide complete answer to all questions below by placing a tick in the appropriate box.	
1. Are you a member of staff of the NHT or related to any member of staff of the NHT? <input type="checkbox"/> YES <input type="checkbox"/> NO	
2. Are you a member of staff of NHT's contracted External Agencies or related to any member of staff of NHT's contracted External Agencies? <input type="checkbox"/> YES <input type="checkbox"/> NO	
3. The purchase will be financed by <input type="checkbox"/> - Mortgage – Other financial institution <input type="checkbox"/> - Cash or Other source	
4. Enclosed please find <input type="checkbox"/> - Pre approval letter from financial institution if purchase is being financed by a mortgage <input type="checkbox"/> - Documentary evidence of availability of funds	

Selection Committee
National Housing Trust

4 Park Boulevard,
Kingston 5

Dear Sirs:

I/We _____ and _____
[Name of Proposer (A)] *[Name of Proposer (B)]*

hereby submit a bid for property located at: _____

(Full Property Address as advertised)

in an amount of _____
(Bid amount in words)

(J _____)
(Bid amount in figures)

I/We may be contacted at

[Mailing Address of Bidder (A)]

[Mailing Address of Bidder (B)]

Telephone number _____ (H) Telephone number _____ (H)
_____ (W) _____ (C) _____ (W) _____ (C)

TRN _____ TRN: _____

Email: _____ Email: _____

Signature of Bidder (A)

Signature of Bidder (B)

BIDDER PROFILE FORM

SECTION A: FIT AND PROPER

(TO BE COMPLETED BY THE BIDDER (if Sole Proprietor/ Self-Employed) OR PRINCIPAL OF THE COMPANY)

It is understood and agreed that the information submitted herein is to be used by the Government of Jamaica (hereinafter referred to as the “Government”) and the National Housing Trust (hereinafter referred to as the “Trust”) in helping to establish a character reference in line with the submitted bid. The bidder gives the Government of Jamaica and the National Housing Trust the right to check and verify all the information given in this document.

Name of Bidder	
Mailing Address:	
Email Address:	
Telephone #	
Alternative Contact Person Name & Telephone #:	
Relation to Bidder	

USE ADDITIONAL PAGES WHERE NECESSARY

1. Have you ever held a leadership position in an organization that has filed for bankruptcy, or have you personally filed for bankruptcy? ☐ Yes ☐ No. Please provide details:

2. Have you ever been charged with or convicted of an offense involving dishonesty, either in Jamaica or elsewhere? ☐ Yes ☐ No. Please provide details:

3. Have you ever been sued personally, or has any organization or business you are associated with as a partner, director, or manager been sued? ☐ Yes ☐ No. Please provide details:

4. Have you ever been dismissed or asked to resign from any office or employment due to engaging in any business practice that appears to be deceitful, oppressive, or otherwise improper, either in Jamaica or elsewhere? ☐ Yes ☐ No. Please provide details:

SECTION B: FIT AND PROPER

5. In connection with the formation or management of any partnership, business undertaking, or corporation, have you been found civilly or criminally liable for any fraud, misfeasance, or other misconduct towards that corporation or any member or customer thereof, either in Jamaica or elsewhere? ☐ Yes ☐ No

Please provide details:

6. Have you ever been convicted of an offense under any tax laws in Jamaica or elsewhere?
☐ Yes ☐ No

Please provide details:

7. What is the intended use of property for which a bid was submitted?

Please provide details:

8. Provide the name of two persons who will be able to provide character reference for the bidder. Please note that the reference will be contacted by the NHT to confirm the character reference.

Name of Bidder OR Principal Director and Name of Entity:

Address:

Telephone Number: _____

Email: _____