



SILVERBACK REAL ESTATE

Q3
2023

THE DISPATCH

STA. ELENA GOLF & COUNTRY ESTATE



RESIDENTIAL LOTS

Prices of residential lots in Sta. Elena increased by 80% over the last 3 years; or about 25% per year. Previous to that, prices increased at a more modest rate of 10% to 12% per year.

Since 2021, city dwellers have been seeking premium residential properties outside the city. The completion of infrastructure projects such as the Skyway extension to Muntinlupa and the Laguna portion of the CALAx also contributed to the increase in demand. Other buyers sought to hedge against inflation.

STA. ELENA GOLF SHARE

The golf share's price has skyrocketed, surging 375% in two years— from P8M to P30M (latest sale). Playing rights range from P150k to P200k annually, with monthly dues at P14,500.

PRICE

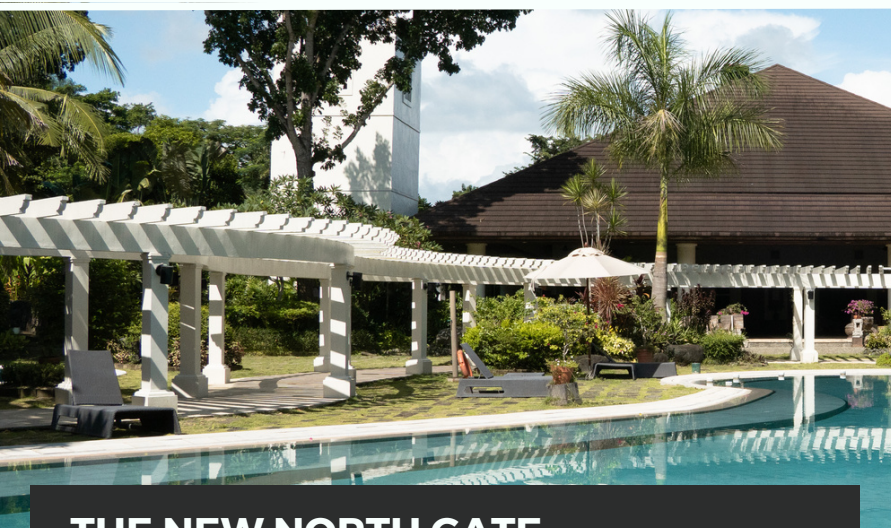
	Current	12 mos ago	24 mos ago
Fairway Lot in Banahaw & Makiling	77K	62K	45K
Fairway Lot in Sierra Madre	72K	58K	40K
Non-Fairway Lot in Banahaw	51K	42K	33K
Non-Fairway Lot in Sierra Madre	47K	36K	28K
Golf Share	30M	15M	8M



QUALITY COMMUNITY

The allure of a residential estate is also shaped by its community's quality. At Sta. Elena Golf & Country Estate, nearly 100 families currently reside, with around 10 new families moving in each year. Currently there are 400 lots in Sta. Elena and when fully developed may expand to 600 lots.

To compare, Ayala Westgrove Heights has 3300 lots and 700 families residing there. While Ayala Greenfield Estates has 2000 lots with around 120 families. Coming in third is Sta. Elena. Lastly, Ayala Land Premier has a total of 4400 lots in Nuvali with approximately 50 families residing within the villages.



THE NEW NORTH GATE

Sta. Elena introduced the new Northgate, significantly cutting travel time to Ayala's Solenad-Nuvali, Vista Mall, and Greenfield's Paseo De Sta. Rosa. The journey, once taking 15 minutes, is now under 10 minutes, making the trip to supermarkets and malls quick and easy.

NENA'S SANCTUARY

Named after Nena Tantoco, Nena's Sanctuary, a 3-hectare retreat bordering the lagoon near golf hole no. 1, completes its initial phase, Lakehall—an elegant venue for weddings, special occasions, and business conferences. A recent 6-week bazaar introduced five pop-up restaurants, drawing guests from the city and Laguna community.

The second phase, the cafe-bistro "Rico's Cafe", named after Rico Tantoco, is set to open by Christmas, followed by a charming retail arcade. This visionary project is helmed by Donnie and Crickette Tantoco. Stay tuned!

**FOR BOOKING
INQUIRIES AT
LAKEHALL**

BERNICE PALANCA-GO

+63 917 850 8019

bpggo@nenasanctuary.com



HACIENDA STA. ELENA

Hacienda Sta. Elena, the neighboring estate to Sta. Elena Golf & Country Estate, is an exclusive development solely owned and developed by the Yulo-Quiros family, headed by Alberto “Bebo” Yulo Quiros. The estate's name honors Bebo's mother, Elena Yulo, who owned around 600 hectares of the land encompassing both Hacienda Sta. Elena and Sta. Elena Golf & Country Estate. The entire expanse was originally referred to as Hacienda Elena, a portion of the former Canlubang Sugar Estate owned by Elena's father, Jose Yulo, Sr. Sta. Elena Golf & Country Estate is a collaborative venture between Bebo Quiros and Rico Tantoco.

Hacienda Sta. Elena offers the region's most sizable residential lots, ranging from 1500 square meters to one hectare, and boasts a close-knit community of only 60 residents, offering the allure of spacious living.

Residential lots within Hacienda are priced between P32k to P42k per square meter. The estate features an expansive 6-hectare central park with a 3-hectare lagoon at its heart, serving as a picturesque centerpiece. The Quiros family also calls this place home.

BELLE RÊVE & PROMENADE

Adjacent to Hacienda Sta. Elena lies Sta. Elena City, another joint venture of the Yulo-Quiros with the Villar group.

Belle Reve and Promenade offer lot sizes ranging from 500 to 1000 sqm, priced between P22k to P27k per sqm, almost half the price of a Sta. Elena non-fairway lot. A 600 sqm non-fairway lot in Sta. Elena Golf & Country Estate would cost around P30M whereas in Belle Reve and Promenade it would cost P15M. In contrast, such lots in Nuvali typically command about P24M.



WHO IS SILVERBACK?

Hello, I'm Gippy Tantoco. Previously, I served as the Head of Residential Development at Sta. Elena Golf & Country Estate under my father, Rico Tantoco, from 2001 to 2014. In 2016, I obtained my real estate broker's license.

Naturally, I began my practice in Sta. Elena due to my deep familiarity with the development and its owners. As my brokerage grew, I established Silverback Real Estate. While Sta. Elena remains my specialty, I've expanded to residential and commercial properties beyond its bounds.

I've formed a successful partnership with Carlo Rufino, and my son Lucas has joined me as the marketing manager.

I would be delighted to address any inquiries you have and assist you in discovering your dream home or a premium investment opportunity.

NEW IN THE NEIGHBORHOOD

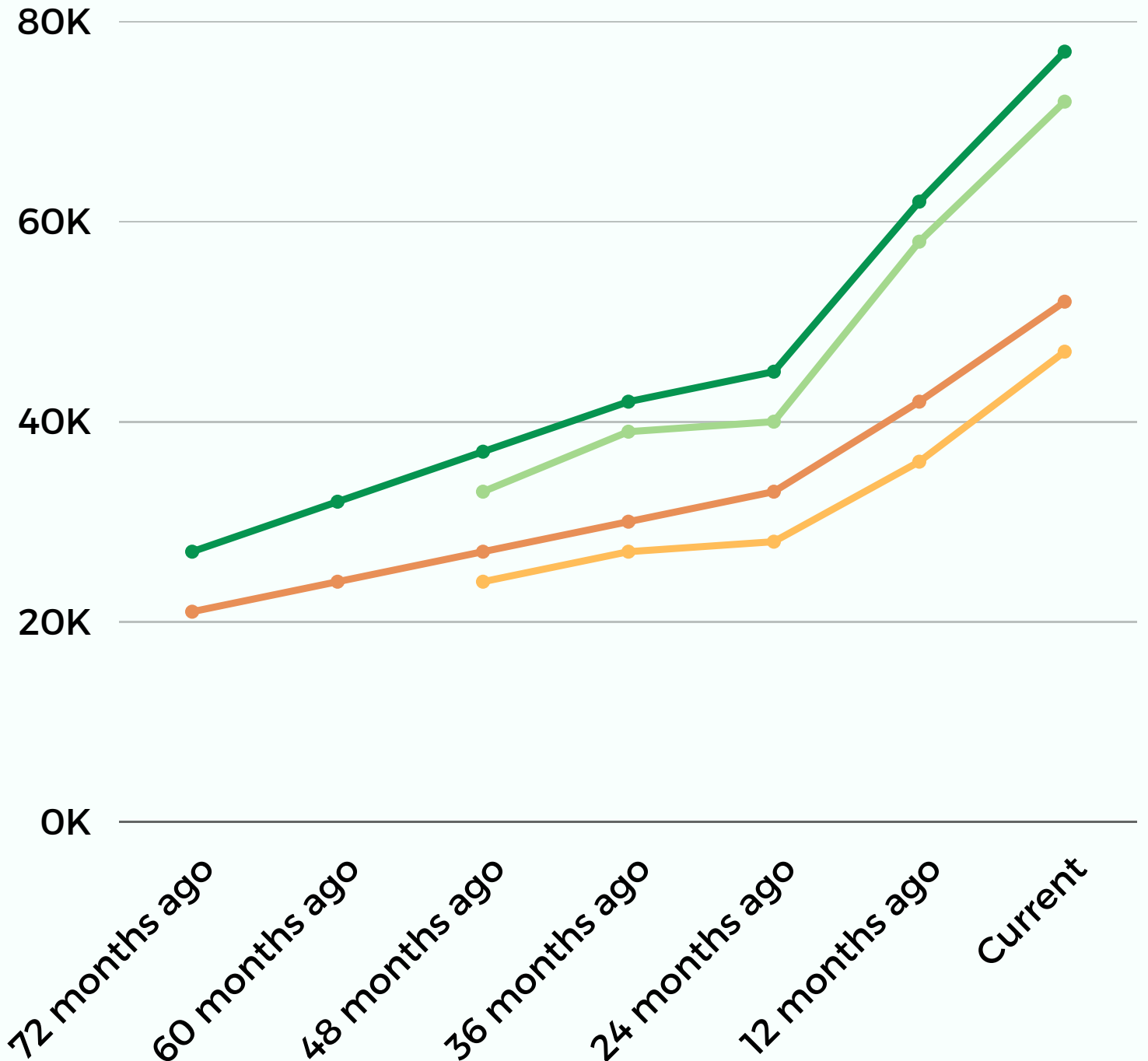
- Landers Superstore Nuvali has unveiled its doors in Solenad, Nuvali, Sta. Rosa—an inaugural feat for the CALABARZON region and the 10th Landers store in the Philippines. As families flock to the New South, the surge in demand for commercial properties captures the attention of keen real estate investors.
- Anticipated for late this year, the Sta. Rosa Exit on the CALAX is poised for operation. This promises an appealing alternative for reaching Sta. Elena from the city (Makati, BGC, Ortigas), and offers convenient access to Tagaytay and Nasugbu. The upcoming Cavite-Tagaytay-Batangas Expressway adds to the convenience, reducing travel time from your Sta. Elena residence to your beach retreat in Nasugbu to just an hour and 15 minutes.



ANNUAL INCREASE OF LOT VALUES

PRICE PER SQM

- Fairway Lots - Makiling & Banahaw
- Fairway Lots - Sierra Madre
- Non-Fairway Lots - Banahaw
- Non-Fairway Lots - Sierra Madre



SILVERBACK TEAM



CONTACT US

GIPPY V. TANTOCO

0908 872 7297

guillermotantoco@silverback-realestate.com

CARLO RUFINO

0917 540 2275

carlorufino@silverback-realestate.com

LUCAS W. TANTOCO

0920 195 0872

lucastantoco@silverback-realestate.com

JEREMY WARDE

0996 816 6708

jeremywarde@silverback-realestate.com