

## Invesiing in Los Cabos, México

It has been proven year after year that earning an 8% to 12% return on either a condo or home purchase in Los Cabos is very doable. The number one reason is the cost of ownership is very affordable in Los Cabos. For example, the annual property tax for a \$300,000 USD condo is \$210.00 and if paid in full in January, you receive a 20% discount for a net cost of \$168.00. The second reason is that Los Cabos is the 4th leading vacation destination in the world according to Forbes Travel magazine as a result of our great weather, world-class fishing, top golf courses, and delicious food, not to mention the margaritas.

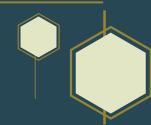
I am attaching financial performance for existing clients who own one-bedroom, two-bedroom, and three-bedroom condos in three different communities. You can see the monthly expenses are very reasonable and the commission for putting your unit on multiple websites like VRBO, Airbnb, and Hotels.com are lower than what most rental property owners pay in the US. You only have to rent your property for 2 to 3 days a month to cover all your expenses so you get to keep a larger share of the rental income.

Occupancy rates had been averaging 70-73% pre-Covid and since then have been averaging 80-85% because visitors are more comfortable renting a private condo or home to avoid the large crowds in the hotels.

If you are interested in owning an income-producing property AND have a great place to stay when you visit Los Cabos, email us a budget and we can send you several great rental options that will fit your budget.



## Invesimeni Analysis



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LIST PRICE	SOLARIA 1 BEDROOM \$270,000 USD		SOLARIA 2 BEDROOMS \$369,000 USD		CASCADA 3 BEDROOMS \$610,000 USD	
Rental Income	Per Night		Per Night		Per Night	
56 Days Low Season (Jun-Sep)	USD \$160.00	USD \$8,960.00	USD \$225.00	USD \$12,600.00	USD \$275.00	USD \$15,400.00
21 Days Holiday (Tksg, Xmas)	USD \$200.00	USD \$4,200.00	USD \$275.00	USD \$5,775.00	USD \$450.00	USD \$9,450.00
160 Days High Season (Oct-May)	USD \$180.00	USD \$28,800.00	USD \$250.00	USD \$40,000.00	USD \$325.00	USD \$52,000.00
Total 237 days of 50%		USD \$41,960.00		USD \$58,375.00		USD \$76,850.00
Expenses	Month		Month		Month	
НОА	USD \$150.00	USD \$1,800.00	USD \$225.00	USD \$2,700.00	USD \$300.00	USD \$3,600.00
Electric	USD \$50.00	USD \$600.00	USD \$75.00	USD \$900.00	USD \$100.00	USD \$1,200.00
Internet / TV / Phone		USD \$300.00	USD \$25.00	USD \$300.00	USD \$25.00	USD \$300.00
Trust Fee		USD \$500.00		USD \$500.00		USD \$500.00
Property Tax		USD \$189.00		USD \$280.00		USD \$427.00
Total Fixed Expenses		USD \$3,389.00		USD \$4,658.00		USD \$6,027.00
Insurance	USD \$30.00	USD \$360.00	USD \$30.00	USD \$360.00	USD \$40.00	USD \$480.00
Commissions at 20%		USD \$8,392.00		USD \$11,675.00		USD \$15,370.00
Total Variable Expenses		USD \$8,752.00		USD \$12,035.00		USD \$15,850.00
Total Expenses		USD \$12,141.00		USD \$16,693.00		USD \$21,877.00
Net Income		USD \$29,819.00		USD \$41,682.00		USD \$54,973.00
Return on Investment		11.04%		11.30%		9.01%
Purchase Price		USD \$270,000.00		USD \$369,000.00		USD \$610,000.00
Closing Cost 4%		USD \$10,800.00		USD \$14,760.00		USD \$24,400.00
Furniture at \$20,000 / \$10,000		USD \$10,000.00		USD \$20,000.00		USD \$30,000.00
Total		USD \$290,800.00		USD \$403,760.00		USD \$664,400.00





