



Live & Invest in Mexico

March 2021

Comparing Property Purchase Options
Puerto Vallarta







Market Stats

CONDOS (YOY 2020 v 2019):

- Condos represent approximately 65-70% of the overall market in sales
- YOY there were 11% fewer condos sold (726 v 813)
- YOY sales volume, however, was only 6% less (\$245M v \$260M)
- That said, the average sales price went up by 6% (\$338K v \$320K)
- The number of new listings went down 11% (1351 v 1521)
- The value of those listings decreased by 22% (\$441M v \$562M)
- The average price of a new listing went down by 7% (\$359K v \$387K)

Summary:

While fewer condos were sold, the sales volume and pricing seemed to remain strong.

That said, new inventory coming onto the market has been reduced, as well as listing price.

Also the absorption rate of inventory increased slightly from 20 months in January to a current 22 months, from a high of 27 months in August, indicating that the market is rebounding strongly.



HOUSES (YOY 2020 v 2019):

- Houses represent approximately 30-35% of the overall market in sales
- YOY there were 20% fewer homes sold (225 v 281)
- YOY overall sales volume dropped by 44% (\$76M v \$136M)
- And yet, the average sales price was 29% less (\$338K v \$479K)
- There were 27% fewer new home listings (442 v 601)
- Value of new listings decreased only by 7% (\$283M v \$304M)
- Thereby increasing the average price by 2% (\$666K v \$652K)

Summary:

These numbers would appear to suggest that a downturn in single-family houses, and yet these numbers reflect an improvement in SFR product sales from just a year ago as well as slightly higher price per sale. There is also a shortage of houses in the mid-to-upper end price points. Absorption rates was 22 months in January 2020, while currently 21 months from a high of 23 months.



PERCENT OF CONDO SALES PRICE-TO-LIST PRICE (February 2020 to February 2019)

Low:	90% - August 2020
High:	103% - November 2020
Average:	94%
Q1 2021 v 2020:	94% average

2021	\$1,000,000 - \$2,000,000	21	
	\$2,000,000 +	4	2 above \$6,000,000!
2020	\$1,000,000 - \$2,000,000	21	
	\$2,000,000 +	6	\$3,200,000 high
2019	\$1,000,000 - \$2,000,000	40	
	\$2,000,000 +	12	\$5,600,000 high
2018	\$1,000,000 - \$2,000,000	18	
	\$2,000,000 +	5	\$4,850,000 high
2017	\$1,000,000 - \$2,000,000	13	
	\$2,000,000 +	5	\$4,100,000 high
2016	\$1,000,000 - \$2,000,000	9	
	\$2,000,000 +	4	\$4,000,000 high



**NEIGHBORHOODS
and
PROPERTY OPTIONS**

Amapas:

Ocean views/jungle hillside
Residential and quiet
5-10 min walk to the beach
Mid-to-upper end condos and villas



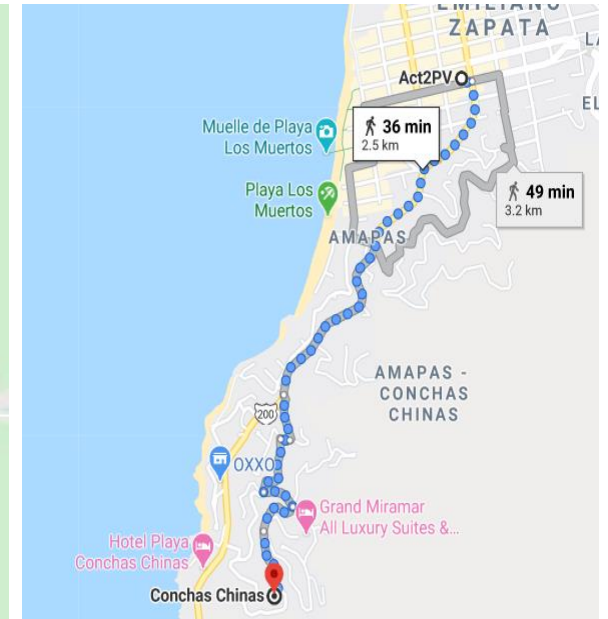
Villa Amapas - \$1,100,000 – 4/4.5 – 6,500 F2
Potential Income: \$96K

Selva Mar 8 - \$389,000 – 2/2 – 1,930 F2
Potential Income: \$30K



Conchas Chinas:

Ocean views/jungle hillside
Residential and quiet
10 min walk to the beach and
oceanfront
Upper end condos and villas



Condo Karla - \$174,000 – 1/1 – 701 F2
Potential Income: \$15K



Villa Azul Celeste - \$1,850,000 – 3/3.5 – 3,571 F2
Potential Income: \$170K



Los Muertos:

Old Town District

Cafés, Restaurants, Bars,

Boutiques

Los Muertos Beach

Mid-to-upper end condos and villas



Urban II – From \$312,000 – 2/2 – 1,298 F2

Potential Income: \$36K



Condo Golondrina - \$170,000 – 1/1 – 377 F2

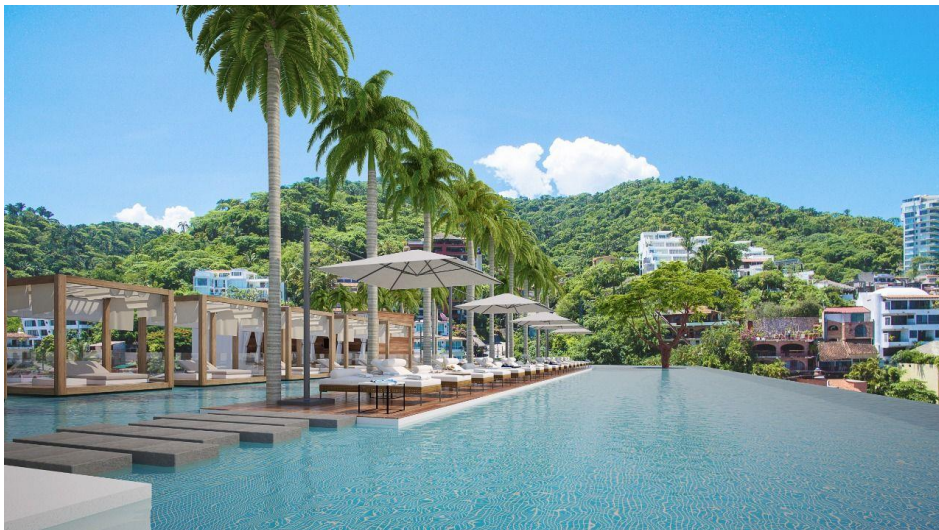
Potential Income: \$13K



Romantic Zone:

Old Town District
Cafés, Restaurants, Bars, Boutiques
Los Muertos Beach
Mid-to-upper end condos and villas

SOHO PV – From \$334,000 – 2/2 – 1,193 F2
Potential Income: \$48K



Nómada – From \$245,000 – 1/1 – 623 F2
Potential Income: \$28K



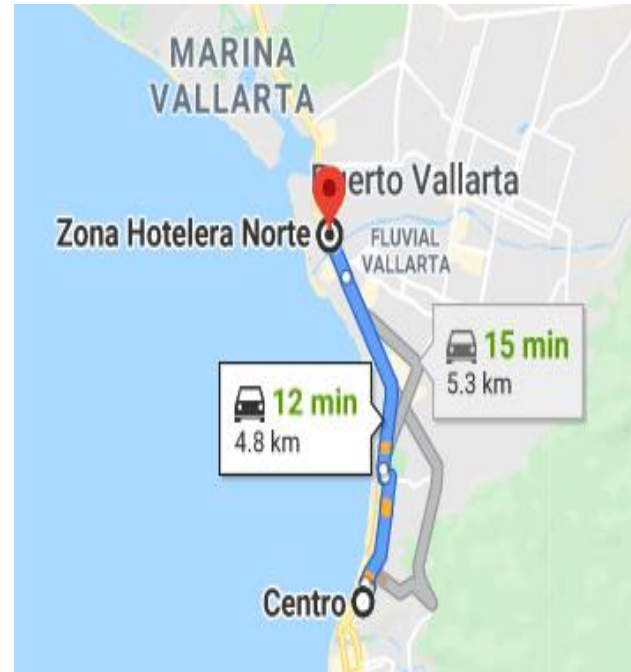
Hotel Zone:

Flat/walkable

Mixed-use of residential, hotel & commercial

Oceanfront and near ocean

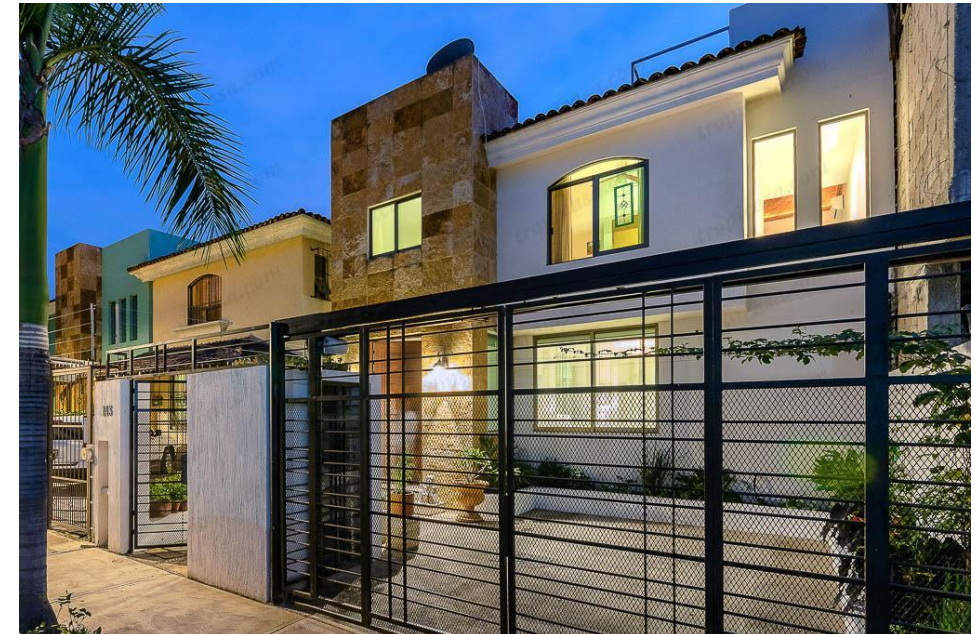
Mid-to-upper end condos, primarily high-rises



Marbella 1016 - \$147,000 – 2/1 – 990 F2
Potential Income: \$11K



Casa Enrique - \$249,000 – 3/2 – 1,937 F2
Potential Income: \$18K



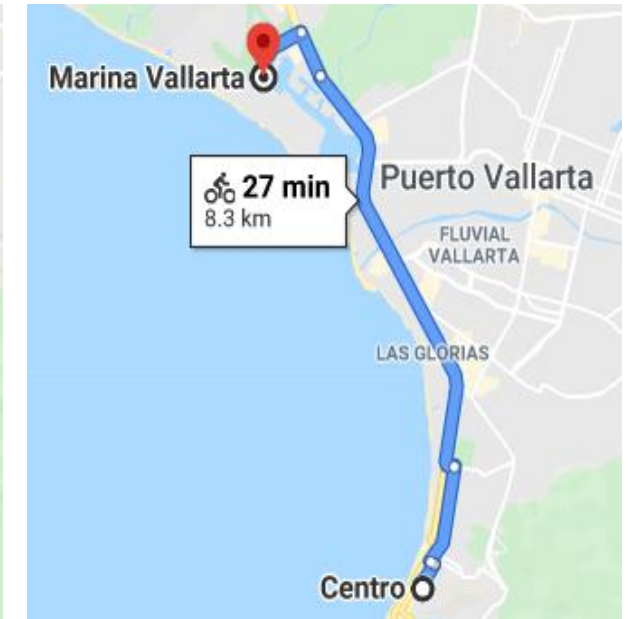
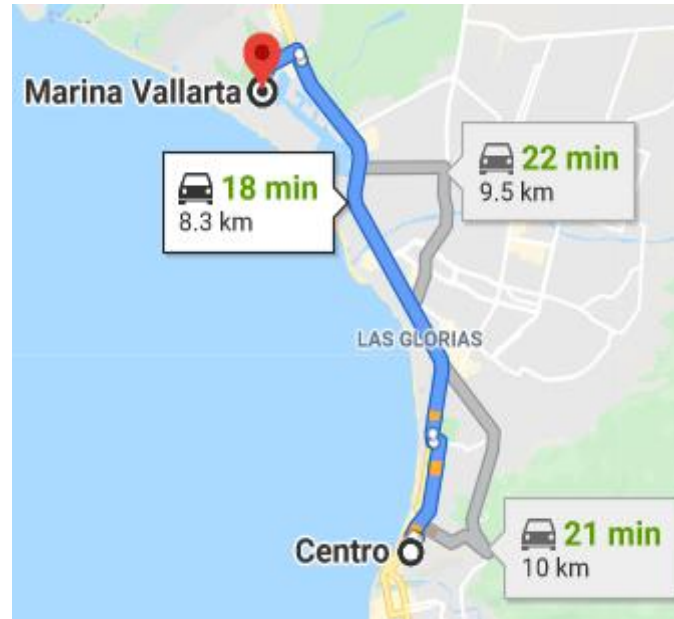
Marina:

Flat/walkable

Mixed-use of residential and commercial

Marina, golf and ocean views

Mid-to-upper end condos & villas



Royal Pacific 3501 - \$249,000 – 2/2- 1,410 F2

Potential Income: \$34K

Casa Albatros 19 - \$390,000 – 3/3 – 3,462 F2

Potential Income: \$30K



Nuevo Vallarta:

Flat/walkable

Mostly residential and quiet,
with a mix of hotel resorts

Marina, golf and ocean views

Mid-to-upper end condos and villas

Artesanias 1-105 - \$265,000 – 2/2 1,515 F2

Potential Income: \$20K



Casa Madera - \$375,000 – 5/6.5 – 4,840 F2

Potential Income: \$20K



Bucerias/Flamingos:

Village feel / walkable

Mostly residential and quiet

Oceanfront and near ocean

Low-to-upper end condos and villas

Casa Mercedes- \$378,000 – 4/3 1,787 F2

Potential Income: \$32K



La Estancia 2702 - \$625,000 – 2/2.5 – 2,169 F2

Potential Income: \$45K





Infrastructure Benefits

Doctors and Hospitals



- 9 Private Hospitals in Puerto Vallarta and Nuevo Vallarta
- Numerous private lab services (incl. CV-19 testing)
- There are additional specialized private medical centers in Puerto Vallarta



Shopping



Shipping / Delivery

amazon

FedEx

estafeta

MultiPack[®]
MENSAJERIA Y PAQUETERIA

DHL



PAQUETEXPRESS

International Airport

The Puerto Vallarta International Airport (Licenciado Gustavo Díaz Ordaz International Airport) in 2019 had a total of over 5 MILLION combined arrival and departure passengers with nearly 49,000 flights and the vast majority of flights to/from the States can be accomplished in four hours or less.



International Port and Marina



Puerto Vallarta received 73 cruise ships into its port in 2020 with a total of 151,359 passengers. This year's projections are that 66 cruise ships will dock in Puerto Vallarta with 85,500 passengers. (In 2019, PV received 181 cruise ships with a total of 500,000 passengers.)

SPECIAL OFFERS AT DEVELOPMENTS



Urban II – ONLY 5 LEFT!

7% discount (not applicable on PH units) – June delivery on last units



Nömada – 40% SOLD!

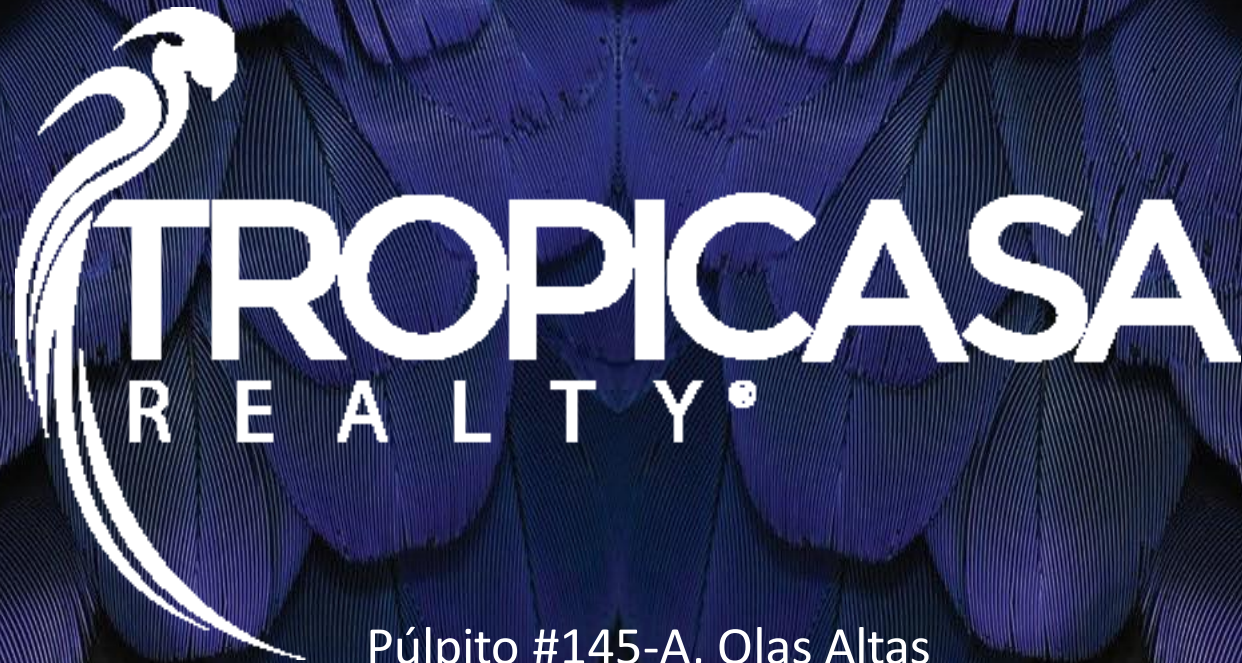
10% discounts with 50% down or attractive developer financing plans available with only 30% down



SOHO PV – OVER 70% SOLD!

Up to 30% discounts on select units for a limited time

Visit us at the Virtual Exhibition Hall or talk to an agent through the Live Chat



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