

## LA BAHÍA VILLAS & RESIDENCES

Your Oceanside Comfort Awaits

El Paredón, Guatemala

[WWW.LABAHIAVILLAS.COM](http://WWW.LABAHIAVILLAS.COM)

Villa Roca • 2 Bedrooms • 1 Bathroom • 800ft<sup>2</sup>

Starting from USD \$260,000

---

### THE OPPORTUNITY

Discover serenity at La Bahía, a private residential community with unique oceanside villas available to buy in a spectacular setting at the edge of the Pacific Ocean.

Two villa designs, Villa Alta & Villa Roca, are available to purchase within this 11,000ft<sup>2</sup> low-density master-planned community, offering a relaxed blend of refined living with laid-back surf culture.

Villa Roca is a thoughtfully designed, two-bedroom residence located 100m from the Pacific Ocean in El Paredón, Guatemala.

Designed for easy ownership, relaxed living, and strong rental potential, Villa Roca offers modern architecture, open living spaces, and access to resort-style amenities - all fully managed by a dedicated team that works in your best interests.

#### Ideal For

- ☑ **Vacation Home Owners** - Families/retirees/couples
- ☑ **Lifestyle Seekers** - Those looking for a peaceful, slower way of living
- ☑ **Buyers** - Searching for turnkey professionally managed short-term rental opportunities

#### Earning Potential

A buyer may potentially generate a total return of ≈90% over five years, driven by an estimated ≈7% annual net cash yield and long-term appreciation of ≈10% per year (refer to pages 12-14). Airbnb revenue in El Paredón increased by ≈17% since last year (Source: AirROI), reflecting solid seasonal demand and an encouraging outlook for short-term rentals.

## THE RESIDENCE

The villa's architecture strikes a thoughtful balance between strong modern form and natural warmth. Clean concrete lines and considerate geometry give the home a grounded, sculptural presence, while open layouts, abundant natural light, and seamless indoor-outdoor spaces create a relaxed connection to its surroundings.

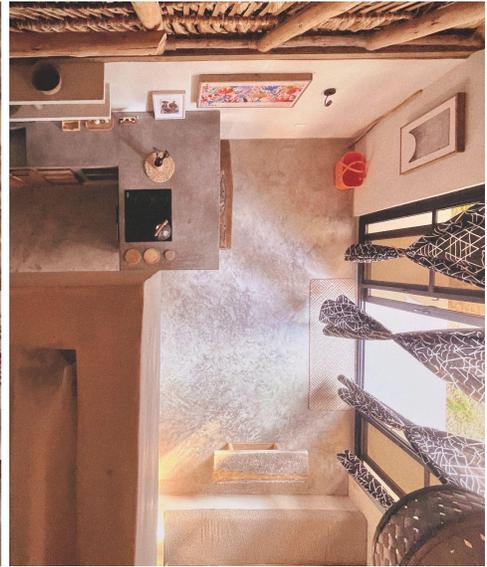
Rather than competing with nature, the design works in harmony with it. Textured concrete, wood accents, and a neutral palette reflect the coastal landscape, while generous openings allow air, light, and greenery to flow through the living spaces. The result is a home that feels contemporary and architectural, yet calm, inviting, and connected:



- 25ft vaulted ceilings
- Unique architectural details
- Rooftop fire sprinkler system
- Central kitchen with peninsula
- Open plan living area with split level mezzanine
- 1 x dedicated on-site parking space
- Front terrace overlooking stunning pool
- A quiet low-density setting
- 9ft tall sliding windows to maximize light
- Bespoke finishes and craftsmanship throughout
- Seamless indoor-outdoor living design
- Secure access-controlled entry
- Well-landscaped communal areas
- High-speed internet connectivity

The front terrace provides a view of the shared pool, ideal for starting the day with a coffee or unwinding as the sun sets, while the villa's rear second floor balcony area offers additional outdoor space for quiet moments. With convenient onsite parking and an architectural design that blends comfort with style, Villa Roca is an ideal retreat for couples, families, and professionals seeking a serene yet modern living experience. All appliances & permanent fixtures are included, while a bespoke furniture package is available as an optional upgrade to elevate your home and increase rental income potential and resale value.

GALLERY





FLOORPLAN



## OWNERSHIP MADE SIMPLE

### How to Purchase?

1. Execute a non-binding reservation form
2. Engage an independent Guatemalan lawyer
3. Submit a 10% deposit of \$26,000 (USD \$13,000 non-refundable)
4. Secure a 60-day period to finalize and sign a purchase contract
5. Close on the property and receive share certificates, possession, and legal rights

### Legal Structure

The entire development and land which consists of five villas, shared common areas & amenities, and commercial units - is currently held by a Guatemalan company owned by the developer - a common structure for this type of project.

### Upon signing the non-binding reservation form, the following actions will commence:

- Preparation of final site plans showing your villa and its designated area by the seller.
- Submission of the buyer's application to OCRET for approval of transfer of rights.
- Transfer of the seller's approved rights to the property, as allowed by OCRET.
- Payment of all applicable closing costs.

OCRET is the Guatemalan government office that manages coastal and lakeshore land. All purchases must be completed with independent Guatemalan legal representation and registered in complete accordance with Guatemalan law.

---

## ESTIMATED CLOSING COSTS

- **100% Purchase Price = USD \$260,000**
- **2-3% - Legal & Administration Fees**
- **3% - Land Transfer Tax**
- **12 Month Maintenance Fee Upfront - \$7200 (\$600 Monthly)**

- **Approximate Grand Total = USD \$280,000 - \$283,000**
  - **Optional Furniture Package Upgrade = USD \$8,000**
    - **Includes:** 1 x Queen Mattress + Custom Made Frame / 1 x King Mattress + Custom Made Frame / 2 x Linen Sets Per Bed / 8 x Body Towels + 8 x Face Towels / Kitchen Utensils & Cookware / 2 x Fire Extinguishers / 1 x Custom Made Sofa Seating / 2 x Lamp Shades / 6 x Curated Framed Artwork / 3 x Mirrors / 4 x Rugs / 3 x Plant Pots / 1 x Custom Made Kitchen Bench

## Financing

- Seller-financing is unavailable
- Full payment direct to seller required at closing

## DESIGN-BUILD

### Construction & Quality

- Concept developed by Canadian & Guatemalan team
- Construction drawings sealed by Guatemalan architect
- Project management by Canadian design-build experienced lead

### Furnishing Options

- **Appliances included:** Fridge-Freezer / Electric Stove / Electric Oven / Reverse Osmosis Water Filtration System / Light Fixtures / 2 x Ceiling Fans / 1 x 18,000 BTU Mini-Split A/C System
- Designed for durability, comfort, and rental performance
- Optional custom furniture package available

### Customization Policy

- Interior or exterior structural modifications are not permitted whatsoever
- Exterior cosmetic modifications are not permitted whatsoever
- This ensures architectural consistency, compliance, and long-term property value

## THE OWNERS' CLUB

All common areas, shared amenities, and exterior façades are maintained through **The Owners' Club**, ensuring the community is consistently cared for to a high standard.

Rather than a traditional HOA, the community operates under a professionally managed Owners' Club model, designed to provide seamless operations without owner-led governance or politics. A dedicated professional management company oversees all day-to-day operations, funded by a mandatory monthly maintenance fee paid by all owners.

Community rules, budgets, and services are clearly defined within a formal operating agreement, providing transparency, consistency, and long-term stability. There is no elected president or owner board - owners participate as members, not managers. To encourage open communication, the Owners' Club hosts annual informational video meetings and maintains an advisory committee, allowing owners to provide input and stay informed without the burden of operational responsibility. This structure delivers a well-managed, cohesive community while allowing owners to enjoy their residences without administrative complexity.

### Monthly Maintenance Fee = USD \$600

- Utilities for common areas (water, electricity, internet)
- Reserve fund (for long-term maintenance and replacements)
- Security & access control (gates, cameras, monitoring systems)
- General maintenance of common areas (paths, lighting, structures, finishes)
- Cleaning & servicing of shared amenities (pool, lounge, gardens, laundry room)
- On-site operations & staffing (caretaker oversight, daily checks, issue response)
- Repairs to shared infrastructure (structural elements, plumbing, electrical, mechanical systems)

Monthly maintenance fees may be adjusted annually to reflect inflation, higher operational costs, increased service requirements, and prevailing market conditions.

### Key Points

- Membership is mandatory
- Restaurant is not subsidized by owners

- Focused on owners, not short-term rental villa guests
- Funds common area and shared amenity operations, staffing, maintenance, and reserves
- All short-term rentals are managed exclusively by a dedicated property management company

### **Property Management Company**

All property management and rentals are handled exclusively by the developer's property management company dedicated to the ongoing standards, quality, consistency, and success of La Bahía Villas & Residences.

### **Club Amenities / Common Areas**

- Shared Swimming Pool
- Patio & Lounge Areas
- Laundry & Utility Room
- Starlink Satellite Internet
- Rooftop Patio (2026/27 addition)

### **Dining**

- Independently owned and operated restaurant and smoothie & cold-press juice bar
- Not subsidized by owners meaning no minimum spend requirements or financial obligation
- Open to the public and villa guests

### **Security**

- 24/7 Common-Area & Entry-Point Video Surveillance
- Secured Vehicular, and Pedestrian Entry Gate (with Wi-Fi Lock Access)
- Coded Lock Access and Secondary Key-Lock Access to Every Villa & Residence

### **Common Area Staffing**

- Full-time Caretaker / Full-time Cleaner

### **Water & Recreational Equipment**

- Surfboards / Kayak - Available to all owners

## Living vs. Renting

- Live full-time, part-time, or rent your villa year-round
- Owners who wish to rent their villa can do so exclusively through the developer's dedicated property management / rental company to ensure ongoing quality and standards of all residences are met.

## Rental Management Fee

**The developer's property management company charges 25% of gross rental revenue, which includes:**

- Guest communication and booking management
- Pricing, calendar, and listing management
- Cleaning, laundry, and turnover coordination
- Guest supplies, check-ins, check-outs, and issue resolution
- Owner reporting and payout coordination

This structure is designed to support hands-off ownership and optimized rental performance.

## WHY LA BAHÍA?

La Bahía Villas & Residences offers the ease of a resort-like facility with the freedom of true ownership of a private residence, as well as:

- ☑ Coastal Lifestyle
- ☑ Trustworthy Developer
- ☑ Clear Legal Ownership
- ☑ Simple Purchase Process
- ☑ Professional Management
- ☑ Strong Tourism Rental Appeal
- ☑ Booming Real Estate Growth in El Paredon
- ☑ True Residential Ownership - It's Not a Timeshare
- ☑ Mid-Long Term Value - Offers a Clear 5-Year Exit Strategy

For buyers seeking a rare balance of lifestyle, income, and long-term value in an emerging coastal market, La Bahía Villas & Residences offers a clear, well-structured opportunity supported by thoughtful design, professional management, and transparent economics.

## BASIC SAMPLE PRO FORMA

- **Nightly Rate:** Q1,500 (Net of IVA)
- **Occupancy:** 60% (18 Nights/Month, 216 Nights/Year)
- **Income Tax:** 7% (Simplified Regime on Gross Use Case Applied - Consult Your Tax Advisor)
- **Property Management:** 25%
- **Maintenance:** \$650/Month
- **Electricity:** Q500/Month
- **FX Rate :** 1 USD @ 7.8 GTQ \*Variable
- **Purchase Price (For Yield):** USD \$260,000
- **Net Annual Income:** ≈ USD \$19,700
- **Net Yield** ≈ 7.6% Net
- **Break Even Annual Average Occupancy** = ~38% Occupancy (≈ 11-12 Nights Per Month)

Item	Monthly (Q)	Monthly (USD)	Annual (Q)	Annual (USD)
Gross Rental Revenue (Net of IVA)	27,000	3,462	324,000	41,538
Income Tax – Simplified Regime (7%)	(1,890)	(242)	(22,680)	(2,907)
Property Management (25%)	(6,750)	(865)	(81,000)	(10,385)
Maintenance Fee (\$650/mo)	(5,070)	(650)	(60,840)	(7,800)
Electricity	(500)	(64)	(6,000)	(769)
<b>Net Income to Owner</b>	<b>12,790</b>	<b>1,640</b>	<b>153,480</b>	<b>19,677</b>

## NET PERFORMANCE BY OCCUPANCY %

Occupancy	Nights / Year	Gross Revenue (USD)	Net Income (USD)	Net Yield
38%	139	26,320	9,329	3.6%
50%	183	34,615	14,969	5.8%
60%	216	41,538	19,677	7.6%
70%	256	48,461	24,385	9.4%
80%	292	55,384	29,093	11.2%
90%	329	62,307	33,800	13.0%

## 5-YEAR APPRECIATION & INCOME @ 10% ANNUAL APPRECIATION

### Assumptions

- **Purchase Price:** USD \$260,000
- **Annual Net Rental Income:** USD ~\$19,677 (60% Occupancy Case)
- **Annual Appreciation:** 10%
- Assuming No Leverage / No Resale Costs Included

Year	Property Value (USD)	Annual Net Income (USD)	Cumulative Income (USD)	Total Value + Income (USD)
0	260,000	—	—	260,000
1	286,000	19,677	19,677	305,677
2	314,600	19,677	39,354	353,954
3	346,060	19,677	59,031	405,091
4	380,666	19,677	78,708	459,374
5	418,733	19,677	98,385	517,118

## KEY TAKEAWAYS

Designed for those who value simplicity, quality, and long-term value, this villa offers a rare opportunity to own a thoughtfully crafted residence in a growing coastal destination. Whether enjoyed as a private retreat or as a professionally managed rental home, it delivers a compelling balance of lifestyle, income potential, and architectural integrity - all within a low-density, well-managed community built to endure.

- ☑ Clear cost visibility
- ☑ Hands-off ownership
- ☑ Simple Guatemalan tax structures
- ☑ Strong cash flow and appreciation
- ☑ Positive cash flow at moderate occupancy
- ☑ Management, maintenance, and common area utilities are known upfront
- ☑ Break-even  $\approx 38\%$  occupancy - cash-flow positive well below the base case
- ☑ Potential to generate annual income and benefits from a high-growth coastal market
- ☑ Professional, full-service management handles pricing, guests, cleaning, accounting, and operations

---

## GALLERY

For more photographs and information visit: [www.labahivillas.com/villa-roca](http://www.labahivillas.com/villa-roca)

---

## DISCLOSURE

All measurements, financial figures, projections, and performance assumptions are provided for illustrative purposes only and are neither guarantees, nor guarantees of future results. Actual performance may differ materially due to factors including, but not limited to, surveys, occupancy rates, seasonality, pricing fluctuations, operating expenses, market conditions, regulatory changes, and individual circumstances. Information within this sales document may be subject to change and is legally non-binding. Prospective buyers are strongly advised to conduct their own independent research and due diligence, and to seek independent legal, financial, and tax advice prior to making any purchase decision.