

## 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

### A Simple 6-Step Process to Secure Your Villa

1. **Experience the villa firsthand** - Book a 1-night stay\* at your chosen villa to explore the space in person.
2. **Meet with the developer** - During your visit, you'll meet with the developer, who will assess and confirm your eligibility to purchase.
3. **Engage legal representation** - Upon approval, retain a qualified Guatemalan attorney to guide you through the legal process.
4. **Submit a reservation form** - Complete a non-binding reservation form to move forward.
5. **Pay the deposit** - Submit a non-refundable 10% deposit to secure the villa.
6. **Finalize the purchase** - A 60-day closing period is secured to enable all required seller documentation and buyer financing to be prepared. On the closing date, once the remaining balance and closing costs are paid, legal rights and interests in the property are transferred in accordance with Guatemalan law and OCRET procedures, in-person at the seller's legal team's office.

\* *Unable to stay overnight?*

*If a 1-night stay is not possible, you may instead schedule a 90-minute in-person site-tour. This includes a 45 minute tour of your selected villa and compound, followed by a 45-minute meeting with the developer to help determine your eligibility. The buyer must be present, with legal identification, and cannot send a representative.*

### 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.

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## ESTIMATED CLOSING COSTS †

- **100% Purchase Price** (USD \$260,000)
- **2-3% Legal & Administration Fees**
- **3% Land Transfer Tax** (Stamp Duty)
- **12 Months Upfront Maintenance Fee** (\$7200 / \$600 Monthly)
  - **Optional Furniture Package Upgrade** = USD \$8,000
    - *Includes: 1x Queen Mattress + Custom Made Frame / 1x 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 / 1x Custom Made Sofa Seating / 2 x Lamp Shades / 6 x Curated Framed Artwork / 3 x Mirrors / 4 x Rugs / 3 x Plant Pots / 1x Custom Made Kitchen Bench*

**Estimated Grand Total = USD \$280,000 - \$290,000**

## Financing

Villas must be purchased outright. This approach ensures a simple transaction process for the developer, and maintains the financial stability and long-term integrity of the owners' community. Buyers are, of course, free to arrange independent financing privately if they wish, but no financing is provided or facilitated by the developer.

## 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 / 1x 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

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## 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

- **Operations & staffing** (full-time caretaker, cleaner, daily checks, issue response)
- **Daily maintenance of common areas** (garden, driveway, paths, patio, common-area structures)
- **Cleaning, and servicing of shared amenities** (pool, lounge, gardens, laundry room)

- Utilities for common areas (electricity, garbage collection, internet)
- Reserve fund (any unspent fees will be used for long-term maintenance and replacements)
- Security & access control (gate locks, camera systems)
- Repairs to shared infrastructure (structural elements, plumbing, electrical)
- Access easement - right to use shared paths, driveway, and common areas to reach a villa.

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

#### **Membership and fees are mandatory year-round.**

Ownership is not seasonal, and neither is the responsibility of maintaining a high-value property. Therefore property management fees are mandatory for all owners and due every single month - because they cover the continuous care, security, maintenance, staffing, and protection of the villa as an asset, not personal occupancy.

Whether you as the owner are present or not - the entire premises still requires oversight to prevent deterioration, manage utilities and systems, maintain landscaping, ensure security, and preserve long-term value.

#### **Amenities**

- Full-time Caretaker
- Full-time Cleaner
- Swimming Pool (5m W x 12m L / D 1m Shallow - 2.5m Deep)
- Dedicated Parking Spot
- Patio & Lounge Areas
- Laundry & Utility Room
- Starlink Satellite Internet
- Restaurant
- Smoothie & Fresh Juice Bar
- 24/7 Common-Area & Entry-Point Video Surveillance
- Secured Vehicular Entry Gate
- Secured Pedestrian Entry Gate (with Wi-Fi Lock Access)

- Coded Lock Access and Secondary Key-Lock Access to Every Villa & Residence
- Surfboards

### 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

If owners decided to rent their villa. The rental management fee is either **20% gross rental revenue plus \$600 monthly property management fee, or a fixed monthly fee of \$1100, which replaces the Owner's Club fee** and includes both property and rental management services including:

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

The program covers guest marketing and distribution, pricing and revenue management, guest screening, reservations, check-in and check-out, housekeeping coordination, maintenance oversight, security, issue resolution, and owner reporting. It also includes on-site staff, brand control, and enforcement of community standards, which are critical in a high-value owners' environment. This is a comprehensive operational service that removes risk and workload from owners while preserving property condition, guest quality, and rental performance.

**The 20% rental management fee is competitively priced, as comparable premium programs charge 15-40% for full-service management, often at a lower level of detail, care, and quality.**

This policy helps prevent misuse of the properties, while the use of the designated property management company is mandatory to ensure consistent service standards, to protect the shared community environment, and to maintain a high-quality, family-friendly guest experience across all villas. Guest parties, events, and disruptive gatherings are strictly prohibited for any short-term rentals.

**Owners may not rent their property out for any short or long-term rentals independently.**

## 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 % †**

<b>Occupancy</b>	<b>Nights / Year</b>	<b>Gross Revenue (USD)</b>	<b>Net Income (USD)</b>	<b>Net Yield</b>
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
- Positive cash flow at moderate occupancy †
- Management, maintenance, and common area utilities are known upfront
- Break-even ≈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

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## GALLERY

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

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## 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.