



Cardinal®

URBAN INTELLIGENCE

Territorial Intelligence for Responsible Development in
Baja California Sur

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Report: El Teso/mabl Client:

*"We provide valuable data and business intelligence for real estate investment..
Avoiding fraud and misinformation is essential,
but we go further — offering a clear picture of how small towns and cities are
evolving,
and how your property fits into and enhances that landscape."*



SCOPE

Baja California Sur, Mexico

You are about to explore one of the world's most unique and fragile **territories**. This report goes beyond property boundaries to reveal the natural systems, cultural heritage, and ecological realities that define the region. Our goal is not only to inform your decisions, but to inspire a deeper understanding of the **responsibility we all share in protecting** the landscapes that make this place extraordinary.

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	In our Cardinal Reports, we use a traffic-light color system to communicate information status at a glance. Green means everything is in order and no further action or research is needed. Yellow indicates that additional information is recommended to take precautions. Red signals a condition that requires attention and the evaluation of alternative options.
Zoning	In Baja California Sur, zoning and land-use regulations are set at the municipal level and differ from those in the U.S., Canada, and Europe. These rules define what can be built and how land may be used, and are closely linked to environmental and coastal protections. Verifying land-use rights in advance is essential to avoid legal issues, delays, and unexpected restrictions.
Property Registry	In Baja California Sur, land ownership may involve different legal regimes, especially ejido land, which is communal property under federal law. Some parcels are not fully titled or formally deeded, and transactions may require verification of ownership rights, “right of first refusal”, or completion of a regularization process. Failing to confirm these conditions can lead to legal uncertainty or delays, making prior legal verification essential.

TERRITORIAL OVERVIEW

General context, location & site conditions



Legally titled



Zoning: H2



Per ft² El Teso
\$20.55 USD



Ground
conectividad



Garbage Collection



Water Feasibility



Sewage



Electrical Grid



Connectivity

La Paz, BCS: Urban & Economic Landscape



La Paz, BCS.

Population: Approximately 300,000 inhabitants.

Airport Traffic: Over 7 million passengers annually are served through the region's international airports—Manuel Márquez de León and San José del Cabo—which function as critical gateways for both tourism and investment.

Tourism: Draws hundreds of thousands of visitors per year, fueled by its reputation for pristine natural environments and authentic, small-scale experiences.

Economic Growth: Has demonstrated a significant increase in economic activity over the past five years, particularly within the real estate, services, and sustainable tourism sectors.

Cultural & Political Mindset: Environmentally conscious and community-oriented. The community prioritizes:

- *Controlled, respectful development over rapid, mass-market growth.*
- *Preservation of local identity and cultural heritage.*
- *Sustainable practices and environmental stewardship.*

Real Estate Market: Has experienced a sustained evolution, transitioning into a premier destination for thoughtful investment, quality of life, and low-impact tourism.

The La Ventana area is a very compact coastal corridor where several small communities are practically connected to one another along just a few kilometers of coastline on the Sea of Cortez. Many of them are only minutes apart, so in practice they function as a single integrated area.

From south to north, the territory is divided into the following zones: La Turquesa, La Ventana, El Teso, El Sargento, Hot Springs, and El Jalito.

La Ventana area and nearby communities

La Ventana/El Teso, BCS: Urban & Economic Landscape



El Teso, BCS.

General Description:

An elevated hillside area located between La Ventana and El Sargento, offering panoramic views of the sea and Cerralvo Island. In recent years, it has become the area with the highest concentration of high-end residential developments and international presence, characterized by large lots, open streets, and access to basic services.

Purpose and Potential:

El Teso is a centrally located area within the La Ventana–El Sargento corridor. Its topography makes it ideal for residential homes and long-term boutique hospitality projects. The sense of elevation and openness distinguishes it from the more saturated beachfront areas.

Cardinal vision:

A low-density community integrated into the landscape and oriented toward contemplation.

El Teso is a sector within the La Ventana–El Sargento corridor with strong development potential, primarily residential, due to its central location and regulatory feasibility.

Real state market:

An emerging area in the process of consolidation, viewed as a mid-term investment opportunity. It attracts local developers, forward-thinking land buyers, and young professionals seeking more accessible panoramic lots.

The Soul of El Teso

El Teso, BCS.



El Teso Living in El Teso means having access to a wide range of outdoor sports and activities, including kitesurfing and wind sports in La Ventana, hiking and trail running in the surrounding hills, mountain biking, beach walks, paddleboarding, and year-round nature-based recreation. All of this is enjoyed from a more private, residential setting.

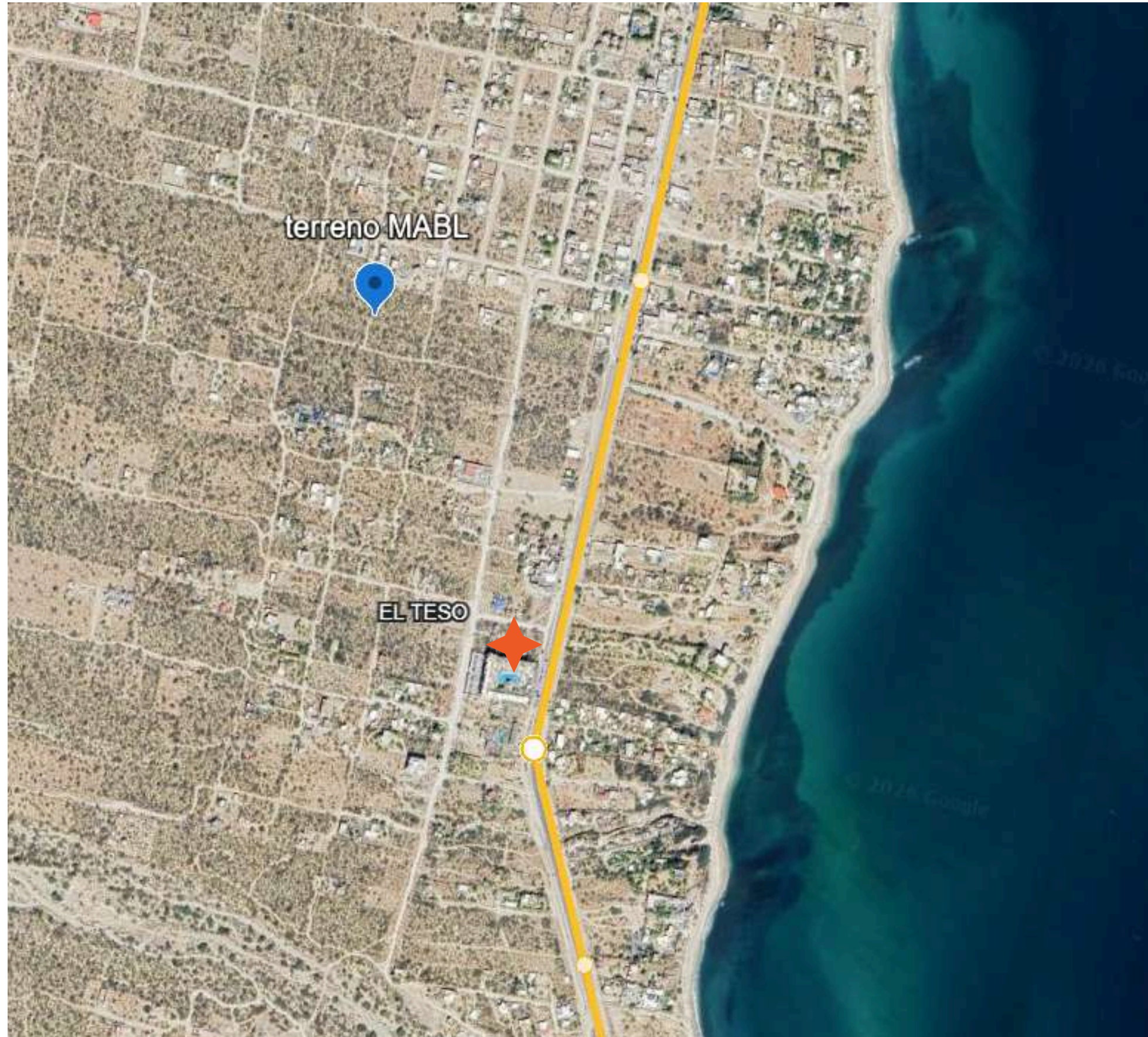
The community is made up mainly of owners of apartments and vacation homes, with a smaller presence of local residents. Social life is more spread out, and the experience feels more introspective. Living here means being physically close to town, but emotionally distant from everyday community life.



THE REAL ASSET.

Baja California Sur's greatest asset is not its land, but the natural beauty that gives it value. People come here not because of the buildings, but because of the landscapes, coastlines, ecosystems, wildlife, and unique sense of place that existed long before any development. **These natural assets are the region's true capital, and protecting them is not only an environmental responsibility it is the foundation of its long-term prosperity.** Development should enhance this value, never replace it.

LOCATION & ACCESS



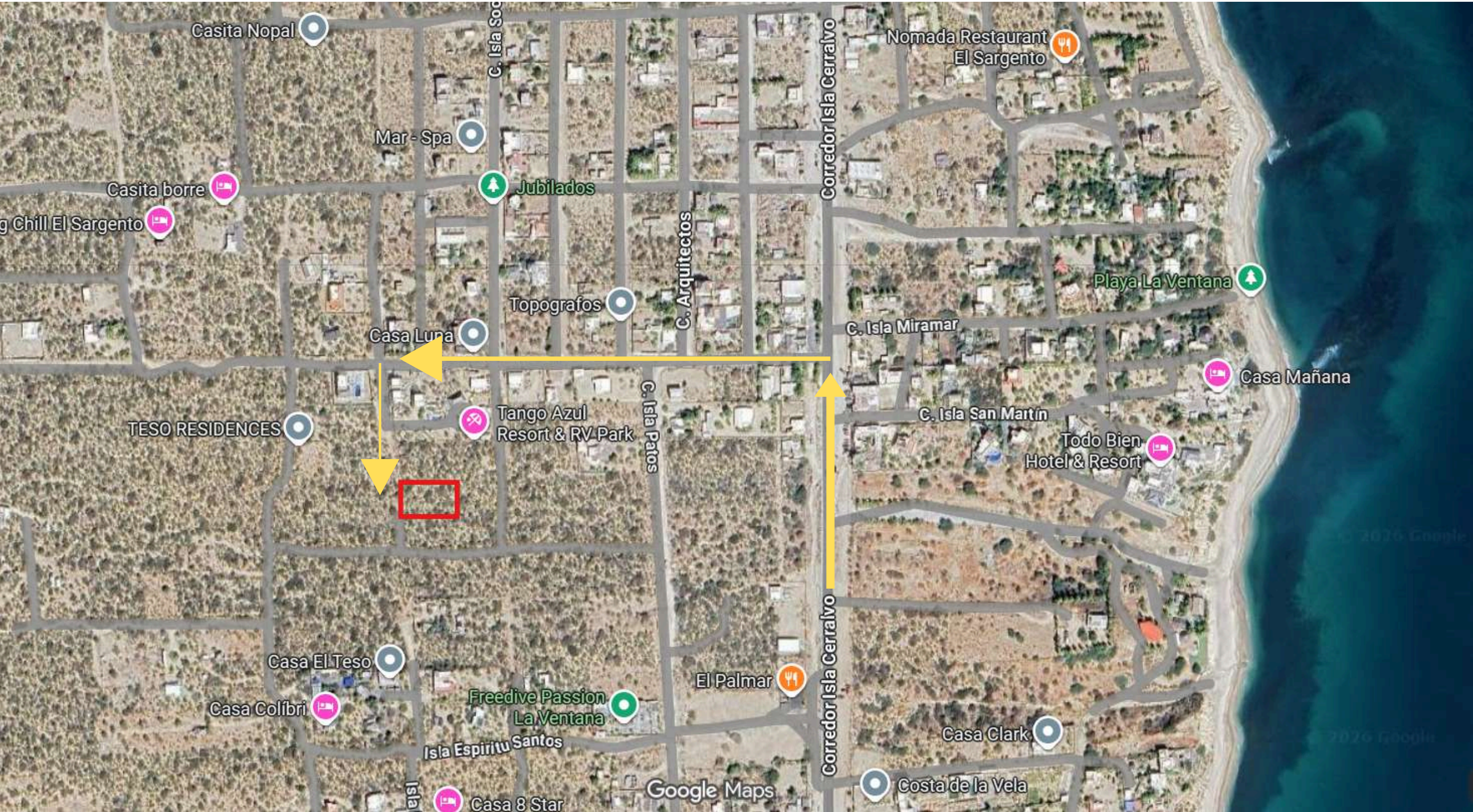
Main road (yellow): Paved *Isla Cerralvo* corridor.

Secondary roads: Mostly unpaved, with easy access and circulation, especially those closest to the corridor. Some roads are named.

Reference: Located 988 meters from Club Cerralvo condos (marked with a star).

- Straight-line distance to the beach: 726 m
- Ground elevation: 52.5 m above sea level (ASL)

Geolocation: 24°04'01.86"N 109°59'45.53"W



Roads

Circulation within the community is simple, dispersed, and highly dependent on a single structural roadway.

The main connection is the highway linking:

- La Paz
- El Sargento
- La Ventana

It is a two-lane paved highway, generally in acceptable condition.

The main corridor known as **Corredor Isla Cerralvo** in La Ventana and El Sargento has approximately:
between 7 and 9 kilometers of paved roadway.

The paved section connects:

- access from the La Paz–Los Planes highway
- downtown El Sargento
- the main area of La Ventana
- hotels
- restaurants
- beach clubs
- kite schools
- part of the waterfront area

Beyond this point, toward Punta Gorda, Agua Caliente, El Jalito, beach access points, and more remote areas, the roadway progressively transitions into dirt roads, compacted sand, rocky surfaces, and irregular paths.

Mobility

Mobility is highly hybrid.

A wide variety of transportation modes coexist, including:

- pickup trucks
- razers
- motorcycles
- bicycles
- pedestrians
- golf carts
- campers
- overland vans
- tourists walking
- kite riders carrying gear
- locals moving between the beach and the community

Overall traffic speed is low.

The roadway atmosphere still feels like a “**relaxed coastal town.**”

SOCIAL DYNAMICS

Fragile **territories** do not collapse all at once.
They erode decision by decision.

LOCAL AWARENESS



Social Dynamics in El Sargento / La Ventana

Recent Social Changes

Tourism growth has generated significant transformations:

Increase in land value

Many ejido parcels have been sold or regularized into private property.

Economic shift:

Tourism has surpassed fishing as the main economic activity in the area.

Cultural transformation:

New cultural and lifestyle elements have been introduced, including:

- International restaurants
- Yoga and wellness tourism
- Wind sports

Generational changes:

Many local young people now work in tourism-related activities rather than in traditional occupations such as fishing or ranching.

Three Communities Living Together

Group	Activity	Relationship with the Territory
Original Families	Fishing, Land Ownership, and the Ejido	Historical connection
Mexican Migrants	Service sector jobs	Economic mobility
Foreign Residents / Tourists	Tourism and investment	lifestyle

Tensions and Adaptation

As in many growing coastal communities, there are sensitive issues:

- Rising cost of living
- Real estate pressure
- Access to beaches
- Changes to the natural landscape

But there are also positive aspects:

- More economic opportunities
- Greater connectivity with the world
- New community projects

Social Dynamics in El Sargento / La Ventana

How the Balance Really Works

The social dynamic usually works like this:

- Ejido: controls a large portion of the historical land
- Municipality: legally regulates growth and development
- Investors: drive economic development
- International community: influences and transforms local culture
- Local families: maintain community identity and social networks

No single group controls everything.

It is better understood as a system of constant negotiation.

Social Dynamics in El Sargento / La Ventana

International Community (Cultural Influence)

The international community has a significant impact on:

- the local economy
- the town's lifestyle
- new businesses
- international sporting events

Although they do not hold formal political power, they do have strong cultural and economic influence.

For example, they:

- organize events
- promote the destination internationally
- create networks of recurring visitors

Local Families (Social Influence)

Local families still hold something very important: community social capital.

This includes:

- knowledge of the territory
- long-standing family relationships
- community respect
- participation in the ejido system

Many of the town's informal decisions are shaped through social agreements among local families.

The historical territory of these communities is linked to the El Sargento Ejido.

What is an ejido?

An ejido is a form of social land ownership in Mexico in which:

- The land legally belongs to the agrarian community (ejido) rather than to individual owners.
- Decisions about the use and management of the territory are made through the ejido assembly, where members vote collectively.

In this case

- Ejido: El Sargento
- Ejido annex: La Ventana

The Ejido of El
Sargento and its
annex La Ventana

This means that a large portion of the original territory of both towns was ejido land.

The Ejido House of the El Sargento Ejido is the administrative and political center of the ejido. (ejido house is located in El Sargento)

It is where decisions regarding ejido territory are made.

Main functions

- Ejido assemblies
- Administration of ejido lands
- Coordination with agrarian government authorities
- Authorization of developments or land sales

The Role of the
Ejido House

In places like El Sargento / La Ventana, the interaction between:

- the ejido system
- foreign investment
- tourism
- real estate development

creates complex local dynamics, such as:

- rising land values
- changes in land use
- **tensions over access to beaches or roads**
- issues related to rural gentrification.

A key point today

Because historically:

- A large portion of the land was ejido land.
- Many of the current private properties originated from ejido land processes.

This means that the ejido has influenced:

- Urban expansion
- Land subdivisions
- Access to beaches and roads
- Tourism development projects

Why the Ejido Is So Important in La Ventana / El Sargento

SECURITY

Security.

Level	Security Overview	Trend	Cardinal Reading
Baja California Sur	Historically considered one of the safest states in Mexico, although 2025 showed a noticeable increase in homicides and high-impact crimes primarily linked to regional organized crime activity.	 Moderate recent deterioration	The state still maintains a strong tourism-oriented safety perception, but it no longer operates fully isolated from broader national criminal dynamics.
La Paz / Los Cabos	Recent increase in perceived insecurity, drug-related activity, and localized violence. Most incidents remain concentrated in larger urban areas and high-density tourism corridors.	 –  Growing pressure	Rapid growth, tourism expansion, and urban development are generating increasing institutional and social pressure.
La Ventana / El Sargento	Small coastal community with relatively low levels of visible day-to-day violent crime. The primary risks are property-related: opportunistic theft, vacant vacation homes, and vulnerability due to limited police infrastructure.	 –  Relatively stable	Security depends more on community cohesion, low density, and local social capital than on robust institutional infrastructure.

Security.

Indicator	Baja California Sur
Intentional homicides 2024	~56 cases
Intentional homicides 2025	~109–113 cases
Estimated annual increase	+98% to +101%
Most common crime type	Property crime / common offenses
ENSU safety perception 2025	Increasing concern in La Paz and Los Cabos
Dominant risk profile in La Ventana	Minor theft and property vulnerability

 Cardinal Insight

La Ventana–El Sargento is still perceived as a relatively safe, low-intensity crime coastal corridor compared to most tourism destinations in Latin America. However, its long-term stability will depend directly on:

- urban planning*
- community cohesion*
- responsible growth management*

CONNECTIVITY



Direct flights from LAP → MEXICO (destinations + estimated time flights)

- Ciudad de México (MEX / NLU) — 2 h 18 min
- Guadalajara (GDL) — direct 1 h 35 min
- Tijuana (TIJ) — direct 1 h 59 min

Direct flights from SJD → MEXICO (destinations + estimated time flights)

- Ciudad de México (MEX / NLU) — 2 h 18 min
- Guadalajara (GDL) — direct 2 h 30 min
- Tijuana (TIJ) — direct 2 h 30 min
- Culiacán (CUL) — direct SJD 55 min
- Monterrey (MTY) — direct 1 h 45 min

Direct flights from SJD to the → U.S

- Los Ángeles, CA (LAX) — 2 h 40 min
- San Diego, CA (SAN) — 2 h 50 min
- San Francisco, CA (SFO) — 3 h
- Phoenix, AZ (PHX) — 2 h 30 min
- Las Vegas, NV (LAS) — 2 h 45 min
- Denver, CO (DEN) — 3 h 05 min
- Houston, TX (IAH) — 3 h 30 min
- Dallas/Fort Worth, TX (DFW) — 3 h 45 min
- Chicago, IL (ORD) — 4 h 30 min
- Nueva York / área Newark-NY (EWR / JFK) — 5 h 30 min

Direct flights from LAP → U.S

- Los Ángeles, CA (LAX) — ~ 2h 36 min
Alaskair.com

Key Ground Connectivity

52 minutes to Manuel Márquez de
León Airport, La Paz

2 hr 8 min to San José del
Cabo International Airpot



La Ventana is connected via a direct state highway, ensuring access to supplies, services, and the airport, while preserving its natural character.



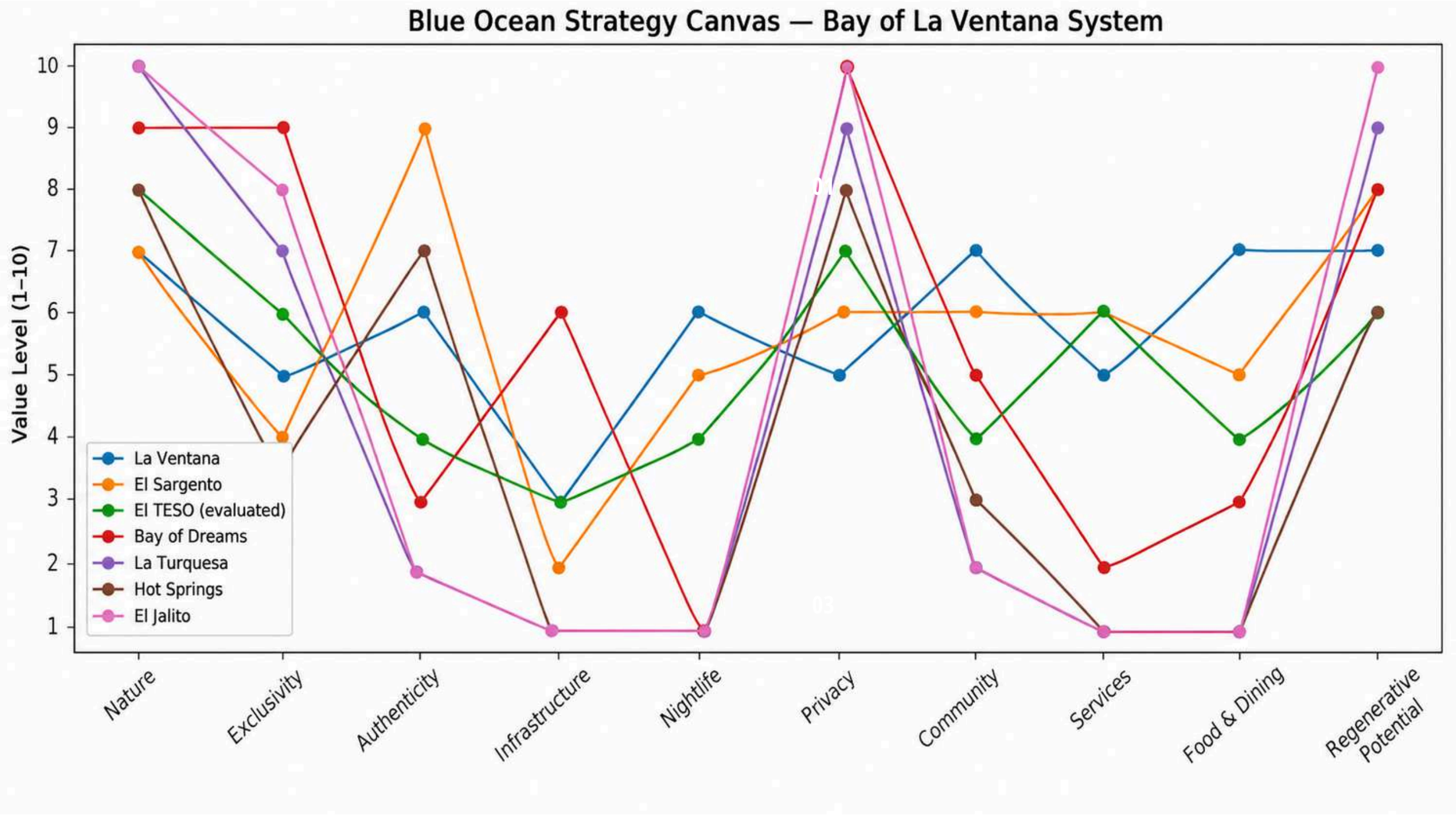
ATTRIBUTE

A matrix is presented featuring different points of interest, evaluated according to various attributes that contribute value to a tourist destination, where 1 represents the lowest value and 10 the highest.

Attribute	La Ventana	El Sargento	 EL TESO (Evaluated area)	La Turquesa	Bahía de los Sueños	Zona Agua Caliente	El Jalito
Pristine Nature	7	7	8	10	9	8	10
Exclusivity	5	4	6	7	9	3	8
Local authenticity	6	9	4	2	3	7	2
Infrastructure	3	2	3	1	6	1	1
Nightlife / Entertainment	6	5	4	1	1	1	1
Privacy	5	6	7	9	10	8	10
Boutique community	7	6	4	2	5	3	2
Services (medical, shopping, logistics)	5	6	6	1	2	1	1
Gastronomy / art / wellness	7	5	4	1	3	1	1
Regenerative potential	7	8	6	9	8	10	10

Pristine Nature – 8	EL TESO offers a strong preserved natural environment with high landscape integrity and minimal visual disruption. This supports premium positioning centered on environmental quality, while remaining accessible enough to allow feasible development and long-term operations.
Exclusivity – 6	The area reflects emerging exclusivity rather than fully consolidated luxury status. This suggests an early-stage opportunity where investors can enter before significant price inflation and actively influence the long-term identity and market perception of the zone.
Local Authenticity – 4	Cultural and traditional identity are present but not deeply embedded in the current ecosystem. Projects that aim to emphasize authenticity will need to intentionally integrate regional character into architecture, programming, and branding rather than relying on an established cultural environment.
Infrastructure – 3	Infrastructure remains limited. Roads, utilities, and service networks may require additional capital and strategic planning. While this increases development complexity, it also protects the territory from rapid overdevelopment and speculative density.
Nightlife / Entertainment – 4	Entertainment offerings are moderate and not a defining characteristic of the area. EL TESO is better positioned for lifestyle-driven, nature-oriented developments rather than high-traffic or nightlife-centered concepts.

Privacy – 7	Privacy levels are strong, making the area well suited for low-density residential or boutique hospitality concepts. This supports positioning toward buyers and guests seeking discretion, tranquility, and spatial separation.
Boutique Community – 4	A clearly defined boutique community is still developing. This presents an opportunity for anchor projects to shape long-term standards, cohesion, and identity within the area.
Services (Medical, Shopping, Logistics) – 6	There is functional access to essential services, which reduces operational risk compared to more remote territories. While not urban-level infrastructure, the logistical ecosystem is sufficient to support construction and ongoing operations.
Gastronomy / Art / Wellness – 4	The area does not yet have a consolidated culinary or cultural scene. Experiential or lifestyle-oriented projects will need to integrate these components internally rather than rely on a mature external ecosystem.
Regenerative Potential – 6	There is meaningful long-term upside if development is executed with discipline and regulatory compliance. Appreciation will depend on concept quality and territorial respect rather than speculative expansion.



Zone	Total Score
La Ventana	58
El Sargento	58
→ El Teso	52
Bay of drams	56
El Jalito	46
La Turquesa	43
Zona Agua Caliente	43

	In the La Ventana region, most areas compete on: • Social energy & nightlife (La Ventana) • Authentic local identity (El Sargento) • Ultra-remote exclusivity (El Jalito, Agua Caliente) • High-end gated luxury (Bahía de los Sueños) • Pristine isolation (La Turquesa) This creates a fragmented competitive landscape but no clear leader in refined, connected seclusion.
Market Context	
	Strong Differentiators • High Nature Value (8/10) • High Privacy (7/10) • Solid Accessibility & Services (6/10) • Meaningful Regenerative Potential (6/10) • Moderate Exclusivity (6/10)
EL TESO's Strategic Curve	
	• Nightlife / Entertainment • Mass Community Density • Commercial Overdevelopment • Heavy Infrastructure
Intentionally Low	

Blue Ocean Move (Eliminate – Reduce – Raise – Create)

Eliminate

- Competition on nightlife & entertainment
- Mass-market positioning

Reduce

- Density
- Commercial noise

Raise

- Architectural coherence
- Landscape restoration
- Silence as a premium asset
- Long-term land stewardship

Create

- A curated micro-community
- A regenerative desert-living narrative
- “Connected Seclusion” positioning
- A club-like ownership culture

	Strategic Positioning EL TESO = The Quiet Edge of La Ventana • Not ultra-remote. • Not socially saturated. • Not resort-driven. A refined refuge for 40–60-year-old capitalized buyers seeking: • Privacy without isolation • Nature without inconvenience • Community without noise
Strategic Positioning	
	EL TESO does not sell lots. It sells strategic silence + future-forward land stewardship. That is the uncontested space.
Core Insight	

CLIMATE CONDITIONS

GEOGRAPHY - RELIEF

Elevated area between La Ventana and El Sargento, made up of arid hills sloping toward the sea.
Absence of direct coastal dunes, but exposed to crosswinds and natural runoff.
Rocky soils with good stability for foundations.

WIND - CLIMATE

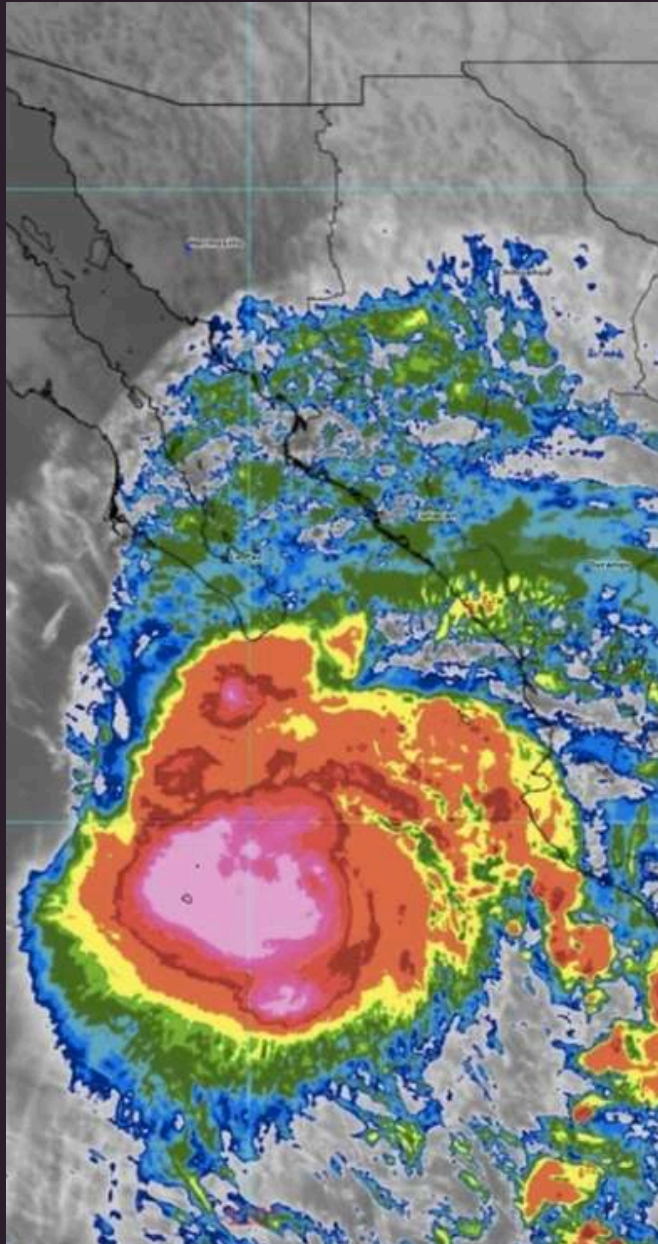
It receives the same north wind regime, with less direct intensity due to the elevation.
ideal for natural cross-ventilation, but it is recommended to orient smaller openings to the northwest to avoid turbulence.

TIDES - EROSION

No direct impact from tides; however, runoff can cause erosion on slopes without vegetation.
Slope management and rainwater control are necessary.

HURRICANES - STORMS

Medium risk; being elevated, it has lower vulnerability to flooding.
Main risk: wind gusts and torrential rains that can damage dirt roads.



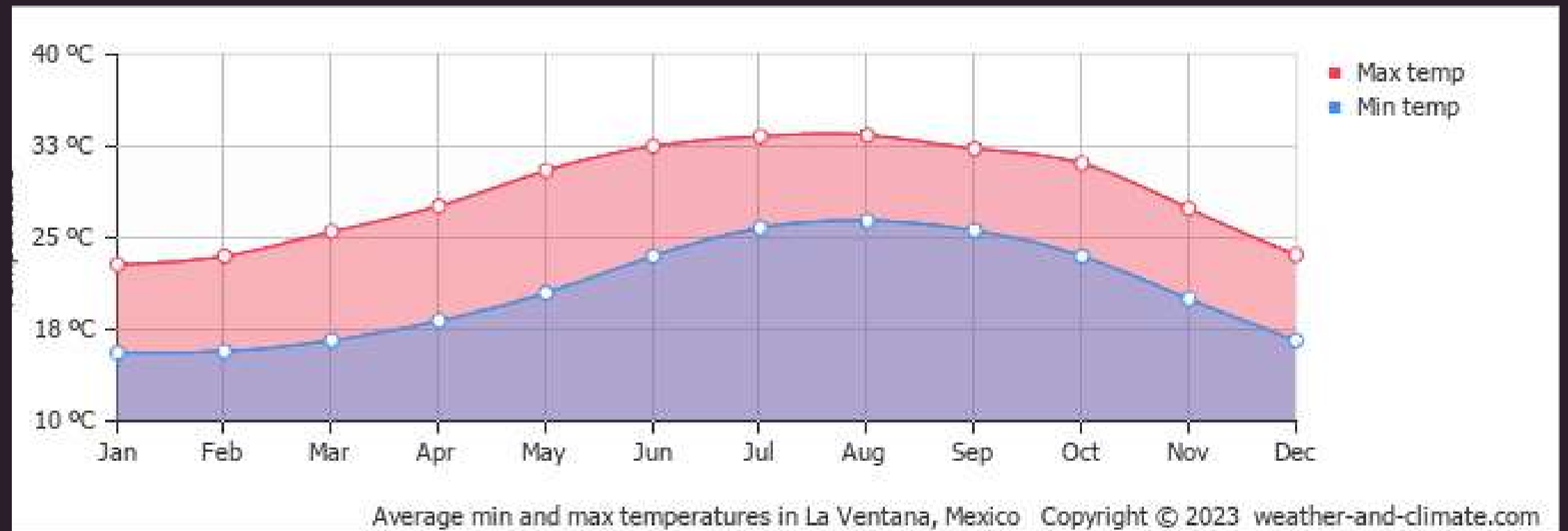
Hurricane Risk El Sargento,
BCS

El Sargento is located in the southern region of Baja California Sur, which is influenced by the Pacific hurricane season, occurring mainly between June and November, with peak activity in August and September.

Although direct hurricane impacts are infrequent, nearby systems can generate heavy rainfall, surface runoff, and strong wind gusts that may affect access roads, infrastructure, and basic services.

Given the area's natural sloping topography and proximity to the sea, it is essential that any residential or tourism-related project incorporate resilient design principles: properly reinforced structures, efficient stormwater management, elevated building platforms, protected electrical systems, and operational contingency plans.

A well-informed reading of the land and climate-adapted architecture make it possible to mitigate risk, protect assets, and ensure residential and operational continuity without compromising the experience of the place.



Climate Conditions

- Winter comfort: cool nights and pleasant daytime temperatures (Jan–Mar), ideal for long-term stays.
- Wind season (lifestyle): internationally recognized destination for kitesurfing and windsurfing; general season runs from mid-October to April/May, with the most consistent conditions November–March and typical peak-month averages of 15–25 knots.
- Wet season: increased humidity and rainfall during summer, with a higher likelihood of intense weather events toward late summer (exterior maintenance planning recommended).

Month	Min Temp (°C)	Max Temp (°C)	Rainfall (mm)	Wind (quality)	Quick wind note
Jan	14.6°C	22.4°C	9	High	Nortes + frequent thermal winds
Feb	14.6°C	23.4°C	8	High	Very good wind, occasionally gusty
Mar	15.6°C	25.9°C	1	High	One of the most consistent months
Apr	17.2°C	28.1°C	0	High	Still strong; starts to vary toward month's end
May	19.3°C	30.7°C	0	Medium	Transition month; good days but less consistent
Jun	22.7°C	32.4°C	4	Low	Hotter temperatures, more irregular wind
Jul	25.2°C	33.0°C	38	Low	Humid summer; variable wind / storms
Aug	25.7°C	32.9°C	64	Low	Rainiest period; less reliable wind
Sep	24.8°C	31.4°C	96	Low	Peak rainfall; attention to tropical systems
Oct	22.3°	30.2°C	20	Medium	Rain decreases; wind starts to return toward
Nov	19.0°C	26.7°C	14	High	Season begins; consistency returns
Dec	15.5°C	22.8°C	12	High	Strong season fully established

From a Cardinal lens, this climate curve tells a very clear story:

your true premium season is November through April, where strong, reliable wind, low rainfall, and temperate days (22–28°C) create a near perfect balance of performance and comfort.

March and April are your flagship months. May becomes a selective shoulder opportunity fewer crowds, still functional wind.

June to September isn't a drawback—it's when the land reveals its deeper value. The warmer, more humid months invite a slower, more private way of living, where thoughtful architecture, natural shade, water features, and lush, regenerative landscaping become part of everyday comfort.

This is a season designed for presence, long mornings, quiet afternoons, and extended stays that foster reflection, creativity, and a strong personal connection to place less about constant activity, more about truly inhabiting the land.

October marks reactivation. The insight is this:

EL TESO is seasonally asymmetric it is energy and movement in winter and silence and depth in summer.

Seasonality and
rhythm

REGULATION & SERVICES AND PARAMETERS

Baja California Sur is entering a historic territorial transformation, experiencing one of the fastest territorial and tourism-driven growth cycles in Mexico, fueled by luxury real estate, hospitality expansion, remote work migration, and international capital inflows.

But *territory* is not scaling at the same speed as capital.

And today, most decisions are still being made with fragmented information, disconnected processes, and very limited ***territorial understanding***.

UNCONTROLLED URBANIZATION

Owner	Property Type	Area
*M***A***B***L***	Urban	13,132 sq ft.
Cadatral Key	Property Tax Debt	Built Area
1-04-015-3125	\$185.00 USD	0 m2
Cadastral Value	commercial value El Teso	
\$31,579.00 USD	\$ 118,000.00 USD	
El Teso average Price per sq ft:	Reference prices of properties listed in public MLS (Multiple Listing Services)	
\$20.55 USD		

Land use typology

Zoning
H2 Mid-Range Housing The primary use of mid-range housing is single-family residential at its base level and multi-family residential at its maximum level, without permitting the inclusion of commercial and/or service areas. For the authorization of mid-range housing condominiums, an internal regulation must be submitted, which shall be approved by the General Directorate of Integrated City Management.
Lot Type
Primary zoning: Urban Land use: Single-family (UNI) and Multi-family (PLU)

Total Area
1,220 m2

Property Market Trends
Projection 2025–2030 It is expected to consolidate as a smart investment zone, with high potential returns in the short and medium term. Its value will increase as road access and basic services continue to improve. Emerging area with strong potential for capital appreciation; limited formal infrastructure, but high demand for land due to its views and peaceful setting Estimated annual appreciation of 15–20%, while still priced below La Ventana and El Sargento.

What is the Clave Catastral in Mexico?

In Mexico, every piece of land or property has a unique identification code called a “Clave Catastral.”

Think of it as the official ID number of a property. The Clave Catastral is assigned by the local government and is used to identify exactly where a property is, what it is, and how it is registered in public records.

What is it used for?

The Clave Catastral is mainly used for:

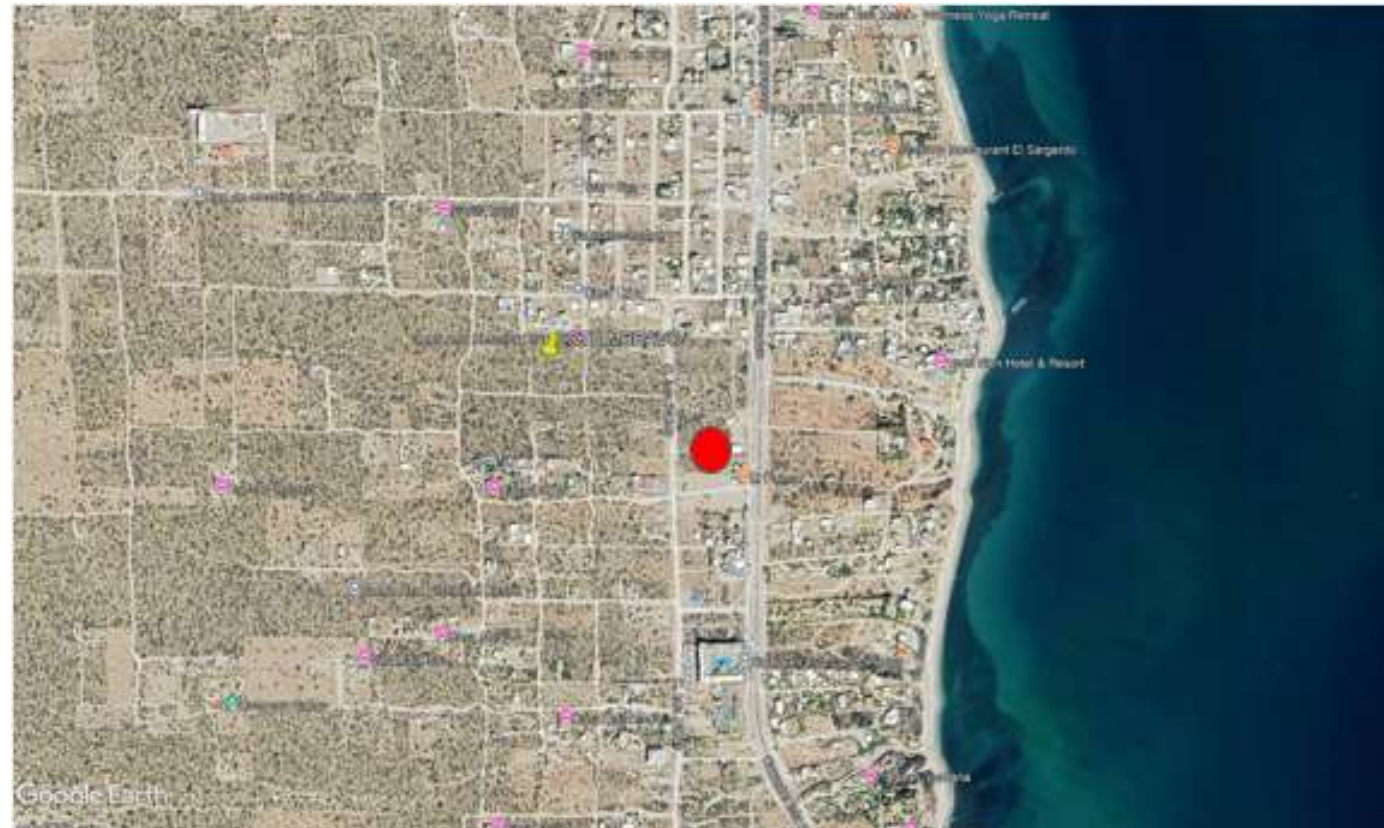
- Property tax (Predial) calculations and payments
- Identifying property boundaries and size
- Urban planning and zoning
- Public records and legal certainty
- Buying, selling, or inheriting property

If you own property in Mexico, this code is essential for almost any official or legal process involving your land.

Cadastral value

In Baja California Sur, the cadastral value (valor catastral) is the official value assigned by the local government to a property for tax and administrative purposes.

It is not the market price and not what you would necessarily sell the property for. Instead, it’s a standardized value used mainly to calculate property taxes (Predial).



Land Analysis

Lot physical characteristics:

- Land with a gentle, continuous natural slope, which facilitates drainage and allows for stepped development.
- Slight elevation above street level, enhancing visual privacy from the public realm.
- Clear lot, with no existing structures and no demolition required.
- Located within the urban fabric of El Sargento, with genuine proximity to essential services and daily life.
- Areas of consistent slope, suitable for controlled building pads and terracing.



➤ **Implication Enables stepped, low-impact architecture that adapts to the terrain. Ideal for a minimalist Baja / East Cape design language, where the project rests on the topography rather than overpowering it.**

Environmental context:

Arid hills with sparse shrub vegetation and no direct coastal ecosystems.
area of relatively low ecological risk, but with slope and potential erosion.

Implications for the mia:

Possible exemption or preventive report if the project is located in a previously disturbed area or one already designated for residential use.

If the property has natural vegetation or a new road is opened, a mia-particular may be required.

The topography means that studies must include a runoff management plan and erosion control.

Recommendations

Use natural terraces and dry stone walls.

Minimize land cuts and maintain vegetation cover.

Justify the recovery of the visual landscape as part of the design.

Implications for the Environmental Impact Statement El Teso

General regulatory context

Every construction or project that may generate impacts on soil, vegetation, water bodies, dunes, wildlife, or landscape in Baja California Sur requires environmental authorization under the General Law of Ecological Balance and Environmental Protection (LGEEPA) and its Regulations on Environmental Impact Assessment.

Competent authority:

SEMARNAT (federal) when the project is located in a coastal zone, protected desert ecosystem, or involves land-use change in forest lands or natural vegetation.

Secretaría de Medio Ambiente y Recursos Naturales de BCS (SMA/BCS) or the Municipality of La Paz when dealing with smaller works without direct coastal impact.

Types of procedures:

MIA–Particular: for projects with localized impacts (housing, boutique hotel, glamping, access roads).

MIA–Regional: for larger developments (subdivisions, hotel or tourism projects >10 ha, or with multiple phases).

Implications for the
Environmental Impact
Statement El Teso

General Framework: How Development Is Regulated

In Mexico—and particularly in Baja California Sur the guiding principle is that major urban, tourism, and real estate developments must undergo prior environmental evaluation before they can proceed

SEMARNAT:
Ministry of Environment and Natural Resources
SEMARNAT is the primary federal environmental authority.

How it intervenes in practice:

- Reviews and approves or denies Environmental Impact Assessments (EIA / MIA).
- Sets environmental criteria for tourism, urban, infrastructure, and energy projects.
- Oversees the Ecological Land-Use Planning (Ordenamiento Ecológico del Territorio).



National Commission of Natural Protected Areas

Role in development control:

- Restricts or prohibits development within protected areas.
 - Establishes management plans.
 - Allows only environmentally compatible activities (e.g., ecotourism, research, traditional uses).
- BCS is particularly sensitive because large portions of its territory have high ecological value, even when they appear undeveloped.





Federal Attorney for Environmental Protection

PROFEPA is the enforcement authority.

Functions include:

- Site inspections
- Project suspensions and shutdowns
- Fines and sanctions
- Responding to citizen complaints

PROFEPA typically intervenes after non-compliance or environmental damage has occurred, rather than during planning stages.



National Water Commission

In an arid state like Baja California Sur, water governance is central. Regulates:

- Groundwater extraction permits
- Wells and water discharges
- Wastewater treatment systems
- Aquifer protection and water-use restrictions

Many developments are delayed or halted due to insufficient water availability, even if land-use permits are in place.



Federal Maritime–Terrestrial Zone Authority (ZOFEMAT)

Controls the coastal strip (20 meters inland from the high-tide line).

Responsibilities include:

- Issuing coastal use concessions
- Protecting public beach access
- Regulating coastal infrastructure

Infrastructure Capacity Warning

The communities of the La Ventana region currently face **significant infrastructure limitations**. Water supply, wastewater treatment, solid waste management, electricity, healthcare, emergency services, and public infrastructure are already **under increasing pressure**.

Any new development should account for these constraints and, whenever possible, contribute to strengthening local capacity rather than adding demand without corresponding investment.

Municipal Services: Key Considerations El Teso

Municipal Water

Government infrastructure and public programs for potable water supply do exist; however, service can be limited or intermittent, and many residents rely on water cisterns and water delivery trucks.

The MABL property does show water feasibility.

Sewage / Drainage

In El Sargento and La Ventana, septic systems are widely used. In the specific case of El Teso, the most realistic assumption at this time is that the area remains outside the municipal sewer network.

The MABL property does not have sewer feasibility.

Electrical grid (CFE)

In most areas with titled land parcels; There is an existing and expanding electrical grid. Historically, blackouts have occurred; the standard for the area is to combine CFE service with solar panels and battery backup systems.

Trash & Waste Management

Waste collection service for the MABL property is intermittent.

Services
Feasibility



Water Feasibility / Water Permitting: Key Considerations

Mandatory Requirement:

Obtaining water feasibility is now a mandatory prerequisite for securing construction permits in downtown La Paz.

Governing Bodies:

The process is managed by the municipality (OOMSAPAS), which issues the final feasibility opinion based on technical analysis from the local water utility (SAPA) and an assessment of the network's connection capacity.

Core Challenge:

Permits are contingent on the proven, physical availability of water in the municipal network at the project's location.

Solutions for Limited Availability:

If immediate connection is not possible, the municipality offers compensatory mechanisms to viabilize projects:

Purchase of Water Volumes:

Purchase of Water Volumes: Acquiring "water thousands" (an equivalent annual volume calculated for the project).

Transfer of Concession Rights:

Developer transfers their own existing water rights to the project.

Infrastructure Investment:

A financial contribution to municipal water infrastructure projects (e.g., network expansion, distribution improvements).

Strategic Implication:

This framework moves beyond a simple obstacle. It represents a responsible development model that aligns growth with the real environmental limits of the territory, ensuring long-term sustainability.



Healthcare & Medical services

The healthcare infrastructure in the La Ventana–El Sargento corridor is functional for basic care and everyday living, but limited when it comes to major emergencies or specialized medicine. The region operates more as a small tourism-residential community than as a fully developed urban center with a comprehensive hospital system.

Locally Available Services

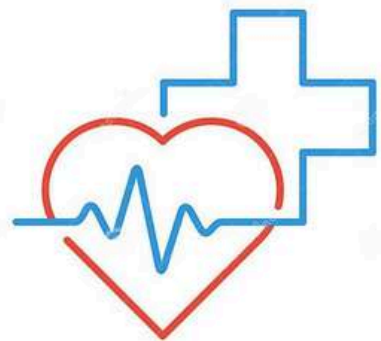
- 1 public health center with 4 active nurses
- 2 ambulances (donated by the private sector)
- 3 private medical clinics
- 3 private generic pharmacies
- 1 dental office
- 1 chiropractor

The area does NOT currently have:

- A large regional hospital
- A trauma center
- Advanced specialized surgery
- Intensive care units (ICU)
- Oncology services
- Advanced cardiology services
- high-capacity emergency hospital infrastructure

For major emergencies or specialized medical care, residents are typically transferred to:

- La Paz
- Cabo San Lucas



CRITICAL INFRASTRUCTURE

Land Is Not An Isolated Asset. It Is A System

Every parcel is connected to:

- Water
- Regulation
- Infrastructure
- Market behavior
- Ecosystem conditions
- Mobility
- Urban pressure
- Climate risk

Analyzing *territory* in fragments creates hidden risk.



WATER SCARCITY

Water

The availability of water has become one of the key variables that will determine the value, feasibility, and pace of growth in La Ventana, El Sargento, and Los Planes over the coming decade.

Baja California Sur

It operates under a structural condition of water stress. Rainfall is limited, **dependence on groundwater aquifers is high**, and residential, tourism, and population growth continues to accelerate

La Ventana y El Sargento

Water should no longer be viewed as a guaranteed utility, but rather as a strategic resource that directly influences:

- Project feasibility
- Operating costs
- Real estate value
- Future growth capacity
- Quality of life for residents and visitors

The primary aquifer supplying this region is part of the Los Planes hydrological system, where CONAGUA reports deficit conditions and limited availability for new groundwater extraction concessions.

Variable	Current Situation
Water Availability	Increasing Pressure
New Concessions	Limited
Aquifer Dependency	High
Real Estate Growth	Accelerating
Future Risk	Medium-High

➤ Future growth will increasingly depend on water-use efficiency and on each project's ability to manage its own water resources sustainably.

How Water Really Works in El Teso

The real experience of water availability is often very different from the expectations of buyers coming from urban markets.



Water availability varies significantly between locations and individual properties.

Some areas have partial access to the municipal water network, while others depend primarily on cistern storage and water truck deliveries. In practice, much of the corridor operates under a hybrid model:

- **Public utility network + private storage + supplemental water truck supply**

This does not necessarily mean an immediate lack of water, but it does require property owners to actively manage the resource.

Storage capacity, water quality, and supply logistics become important considerations for any residential or hospitality development

Water Quality

A frequently underestimated variable.

El Teso, BCS.

In addition to availability, water quality is one of the most important considerations throughout the corridor.

Many residents and local operators report elevated levels of mineralization, hardness, and dissolved salts. As a result, supplemental systems are commonly used, including:

- **Filtration systems**
- **Water softeners**
- **Reverse osmosis systems**
- **Additional storage capacity**

Water quality can vary significantly depending on the source well and the property's specific location within the corridor. For vacation rentals, hospitality projects, or permanent residences, water quality assessment should be considered an essential component of the technical due diligence process.

➤ **Cardinal Strategic Insight**

The right question is not simply: “Is there water?”

The right question is: “What is its quality, what does it cost to deliver, and how will those conditions evolve over the next ten years?”



Concept	Approximate Value
Truck Capacity	10,000 liters
Current Cost	~\$65 USD
Delivery Time	1–4 hours
High Season	Higher demand
Future Dependency	Increasing

➤ *As population growth and real estate development continue to accelerate, the logistical cost of water delivery is likely to increase over time.*

Cost

Water truck deliveries are part of the operational reality throughout much of the corridor. Currently, a water truck carrying approximately 10,000 liters (2,642 gallons) typically **costs around \$65 USD per delivery**.

Delivery time

Delivery times can vary between **60 minutes and 4 hours**, depending on:

- Seasonality
- Demand levels
- Property location
- Weekends and public holidays

The primary water supply points reported by local operators include:

- Los Planes
- La Ventana community well
- Private regional wells

The long-term reliability of the water supply will depend on the future capacity of these systems to meet increasing regional demand.

Water Economics: The Water Truck Market

Fossil Fuel Power Generation

Energy Infrastructure Warning

Much of Baja California Sur relies on a centralized fossil-fuel power generation system operating near its capacity. As a result, electricity availability has become a growing constraint in several communities, making new grid connections increasingly challenging.

We encourage considering hybrid or off-grid energy solutions as part of any long-term development strategy.

Electrical Power

The availability of electrical power is becoming just as important a variable as water availability.

El Teso, BCS.



The regional power grid was designed for a population scale significantly smaller than it is today.

Residential and tourism growth over recent years has increased pressure on the existing infrastructure.

The primary challenges reported by residents, developers, and local operators include:

- **Voltage fluctuations**
- **Temporary service interruptions**
- **Power outages during periods of peak demand**
- **Longer timelines for obtaining utility service approvals**
- **Increasing requirements for private infrastructure investment**

Electrical power should be assessed as a critical operational and growth risk factor.

Electrical Feasibility & Development Costs

In many recent developments across Baja California Sur, obtaining electrical service feasibility has become one of the most critical variables during the planning phase.

Depending on the project's location and projected demand, CFE may require:

- **Grid extensions**
- **New transformers**
- **Supporting infrastructure upgrades**
- **Financial contributions from the developer**

In some cases, the cost of this infrastructure can significantly affect the financial viability of small- and medium-scale projects.

Topic	Impact
Voltage variation	Medium
Risk to equipment	Medium-High
Seasonal power outages	Medium
Feasibility for new projects	High
Infrastructure costs	High

➤ **The strategic takeaway for El Teso is not to avoid development.**
It is to understand that, much like water, energy will be one of the primary filters determining which projects can be successfully executed over the next decade.

Energy reliability and environmental performance are becoming inseparable.



Digital Connectivity

Factor	Current Status	Key Strategic Information
Cellular coverage	Generally available throughout most of the corridor	Recommended to validate signal strength directly on site
Residential internet	Available through multiple providers and technologies	Quality can vary significantly between areas
Power dependence	High	A power outage can simultaneously affect internet and telecommunications
Remote work	Feasible	Recommended to have operational redundancy in place
Future scalability	Increasing pressure	Population growth will increase demand on existing infrastructure

Although the area is served by cellular coverage and residential internet through a variety of technologies, service quality can vary significantly depending on the property's specific location, seasonal network congestion, weather conditions, and the stability of the electrical supply.

During periods of peak demand, power outages, or severe weather events, temporary internet interruptions, reduced connection speeds, cellular signal fluctuations, and partial disruptions to digital services are common.

For occasional users, this may represent a minor inconvenience. For full-time residents, remote workers, businesses, vacation rental properties, and hospitality projects, it can become a significant operational consideration.

➤ **Properties that incorporate technology resilience solutions,** such as backup power systems, redundant internet connections, or infrastructure designed to support remote operations, will be better positioned to maintain long-term value, occupancy, and operational continuity.

CONSTRUCTION & DEVELOPMENT SPECIFICATIONS

Development Is Accelerating Faster Than **Territorial** Understanding

The problem is not development. The problem is development without context.

BCS is beginning to experience:

- Overdensification
- Water stress
- Ecological fragmentation
- Insufficient infrastructure
- Regulatory conflict
- Disconnected projects
- Misallocation of capital

The cost is not only environmental. It is also financial, operational, and social



We are trying to improve the quality of development.

CARDINAL is not anti-capital. It is not activism. It is not another “green startup.”

It is a territorial intelligence layer designed to help capital make better decisions before intervening in fragile territories.

Construction Specifications Summary

Concept	Value
Minimum Frontage	NA
COS	0.5
CUS	1.0
CAS	0.1
Maximum Height	8 m
Flat Slab (ml)	NA
Front	5 m
Rear	2 m

**Data provided in context*

COS	COS – Coeficiente de Ocupación del Suelo (Lot Coverage) What is COS? COS tells you what percentage of the land can be covered by buildings at ground level. It controls the building footprint, not the total floor area.
CUS	CUS – Coeficiente de Utilización del Suelo (Floor Area Ratio – FAR) What is CUS? CUS defines the total amount of construction allowed on a lot, adding all floors together. This determines density and building volume.
CAS	CAS – Coeficiente de Área Libre (Required Open Space) What is CAS? CAS tells you how much of the land must remain unbuilt and kept as open space. This includes gardens, patios, courtyards, or natural terrain.

Who defines
COS, CUS, and
CAS in Baja
California Sur?

These rules are set by:

- Municipal governments (La Paz, Los Cabos, etc.)
- Through official Urban Development Plans (Planes de Desarrollo Urbano)
- Approved by local councils and published regulations

They vary by zone, meaning:

- Residential areas
- Touristic zones
- Commercial corridors
- Rural or conservation areas

Each zone has its own COS, CUS, and CAS values.

Why should
foreign buyers
care?

Because these coefficients tell you:

- What you can and cannot build
- Whether a project is financially viable
- If future expansions are possible
- Whether a property fits your intended use (home, rental, hotel, mixed-use)

They are checked by:

- Architects
- Engineers
- Municipal planning offices
- Notaries during due diligence

Land Use Equivalencies Calculator

Maximum Allowable Surface Area

610 m2

Is the maximum surface area allowed for construction.

Total Permitted Construction

1,220 m2

Is the total permitted construction.

Absorption Area (Green)

122 m2

Is the required absorption or green area.

 This information provides the key land use parameters for the construction project.

high-end / upscale

Stepped design with 360° terraces.

Estimated cost

Turnkey cost: \$98
– \$147 USD/ft²

Include

full structural + basic
finish build

mid-range / upscale

Moderate terraces, retaining walls, and good views.

Estimated cost

Turnkey cost: \$61
– \$90 USD/ft²

Include

full structural + basic
finish build

low-end range

Traditional construction, basic finishes, no special work.

Estimated cost

Turnkey cost: \$44
– \$56 USD/ft²

Include

full structural + basic
finish build

Construction Costs



The values are based on average construction costs in La Paz and Los Cabos (2023–2025), adjusted for coastal conditions, salinity, and logistics.

General notes:

Coastal areas typically require an additional +10% to 25% in maintenance and materials. The ranges reflect differences between self-built projects, boutique developments, and signature architectural designs.

The average annual inflation rate for the construction sector in BCS is around 4% (according to CMIC/INEGI).

Permits, Zoning & Planning Are Actively Changing

A project that technically complies today can face new restrictions mid-process if it's not aligned with long-term zoning logic.

Energy and infrastructure are real bottlenecks (electricity, water, roads). New investments are coming, but most projects still need to solve services privately or semi-privately.

Construction is demand-driven and resilient, but developers must self-manage risk instead of relying on public infrastructure.

Construction is less about “building a house” and more about building viability.

Design matters, but infrastructure decides feasibility.

- Water:
- If your project doesn't clearly solve water (well rights, storage, trucking, treatment, reuse), it will stall or fail.
- Electricity:
- Grid extensions are often limited. Many projects require transformer upgrades, staged connections, or hybrid solar systems.
- Access & logistics:
- Dirt roads + long supply chains = higher costs, delays, and wear on materials.

In these areas, logistics can add 15–30% to real construction costs.

What's
Different
Outside Urban
Centers

Recommended architecture for El Teso La Paz, BCS

Architectural Recommendation

Stepped or terraced architecture, following the natural slope of the terrain.

Minimalist language with strong horizontal lines to preserve the open horizon.

Ideal for observation homes or artist studios, maximizing light, silence, and long perspectives.

Suggested materials: concrete, Corten steel, rustic wood, sandy stucco, and dry-stone retaining walls.

Designs that integrate natural viewpoints, sunken courtyards, and habitable rooftop spaces.

Color palette: pale grays, desert browns, toasted beige, and natural oxide tones.



➤ **Desert minimal architecture: natural materials, wide terraces, flat roofs.**



Predominant (and suggested) styles

As a developing sub-zone, the style is in transition: panoramic designs predominate, taking advantage of the terrain's elevation to capture ocean and natural environment views.

Discreet luxury style: low volume, noble materials, minimalist finishes, strong integration with gardens / full indoor outdoor living.

In this type of location, "360° view" design becomes valuable, with large terraces and horizontal architectural lines that dialogue with the horizon.

Implications for your project

Take advantage of the fact that El Teso has slope/elevation: design stepped volumes, platforms for terrace/pool, and dominant views.

The style can mix minimal "container-like" forms (cubes, prisms) with nature-texture materials: stone, aged wood, exposed concrete.

Important to design the access route, stairs or ramps, and to consider foundations adapted to slope and structural stability.

In terms of investment branding: present El Teso as an emerging premium area with commanding views, which strengthens the brand image.

Architecture for El Teso La Paz, BCS

Bioclimatic design principles

Ventilation as a principle

Prioritize cross ventilation to maximize natural airflow and reduce the need for mechanical cooling.



Generous Heights

Allow for better air circulation and thermal comfort by having more vertical space.



Shaded Spaces

Incorporate entryways, interior patios, covered terraces, or create shaded spaces.



Optimal Orientation

Minimize direct sun exposure to reduce heat and optimize natural light.



By incorporating bioclimatic design principles, the project can create comfortable, energy-efficient environments that respond to the climatic reality of the area and reduce environmental impact.

Neutral, natural colors

Neutral, earthy, or sand colors (do not use strident tones)



Facades

Facades with rhythm and texture: arches, frames, recesses, or shadows



Warm Lighting

Warm, discreet, and functional lighting



Native Vegetation

Native vegetation on rooftops, patios, and balconies



MARKET

Market

Nationals	Internationals	Attractive	Lifestyle
Mainly from Mexico City, Guadalajara, Monterrey, Queretaro looking for a better quality of life or a second home.	Majority from the United States (California, Texas, Arizona) and to a lesser extent, Canada and Europe. Many looking for a place to retire or live part-time (Snow Birds).	Attracts local developers, forward thinking lot buyers, and young professionals seeking more accessible panoramic land.	More solitary or introspective residents who value privacy and nature without giving up visual connection to the sea.

 *Established international community, composed of foreign residents (mainly from the United States, Canada, and Northern Europe) and a growing number of Mexicans connected to water sports, active tourism, and wellness.*

Average Commercial Value per ft²

Zone	Average MXN/ft²	Approx. USD/ft² (FX Rate 20)	Cardinal Observations
El Jalito	\$167 MXN/ft²	USD \$8.36/ft²	Entry-level market / future growth potential
El Sargento	\$263 MXN/ft²	USD \$13.19/ft²	Most consolidated market in the corridor
La Ventana	\$130 MXN/ft²	USD \$6.50/ft²	High dispersion of inventory and property typologies
El Teso	\$359 MXN/ft²	USD \$17.93/ft²	Premium hillside / ocean view submarket
La Turquesa	\$168 MXN/ft²	USD \$8.36/ft²	Emerging and speculative market
Bahía de los Sueños	\$293 MXN/ft²	USD \$14.68/ft²	Resort-oriented / low-density profile

Metric	Value
Overall Simple Average	\$230 MXN/ft²
Approx. USD/ft²	USD \$11.52/ft²

Values accessible through publicly available MLS listings.

MARKET

Property Overview	Estimated Growth 2020–2025	Key Growth Drivers
• 13,132 sq ft lot • Estimated current market value: ~\$118,000 USD • Approximately ~\$9 USD/sq ft • Located within one of East Cape’s fastest-growing emerging areas	• Estimated accumulated appreciation: +160% to +420% • Estimated annual compounded growth: • 20%–30% annually	• Expansion of La Ventana / El Sargento • Rise of lifestyle and kiteboarding tourism • Increased international buyer demand • Remote work and wellness living trends • Growth pressure expanding from Los Cabos and Todos Santos

 *Appreciation Potential — El Teso, La Ventana BCS*

Market

Estimated 5-Year Value
Projection

Scenario	Estimated 2031 Value
Conservative	~\$188K USD
Base Case	~\$258K USD
High Growth Scenario	~\$355K USD

Main Appreciation
Catalysts

- Continued consolidation of the East Cape corridor
- Gradual infrastructure and access improvements
- Sustained international market demand
- Increasing scarcity of well-positioned land
- Growing positioning of La Ventana as a premium lifestyle destination

Key Considerations

- Market remains in a consolidation stage
- Micro-location will be a major value driver
- Infrastructure and service availability will directly impact future value
- El Teso still shows appreciation potential above the Mexican national real estate average

 Value Projection & Strategic Opportunity

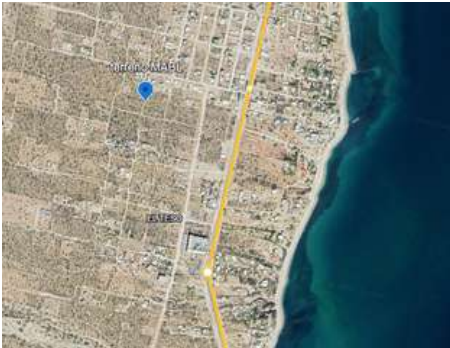
“Alternative Baja Lifestyle Markets”

Zone	Profile	Infrastructure	Foreign Community	Lifestyle Pace
La Ventana	Wellness / sports	Medium	High	Active
Todos Santos	Cultural / boutique	Medium-high	Very high	Social
El Pescadero	Regenerative / surf	Medium	High	Slow
Los Barriles	Retirement / fishing	Medium	Very high	Relaxed
La Ribera	Emerging luxury	Medium-high	Rapidly growing	Premium
East Cape	Frontier eco-luxury	Low-medium	Low-medium	Remote
La Paz	Coastal urban	High	High	Stable

Price Comparison Across B.C.S Areas

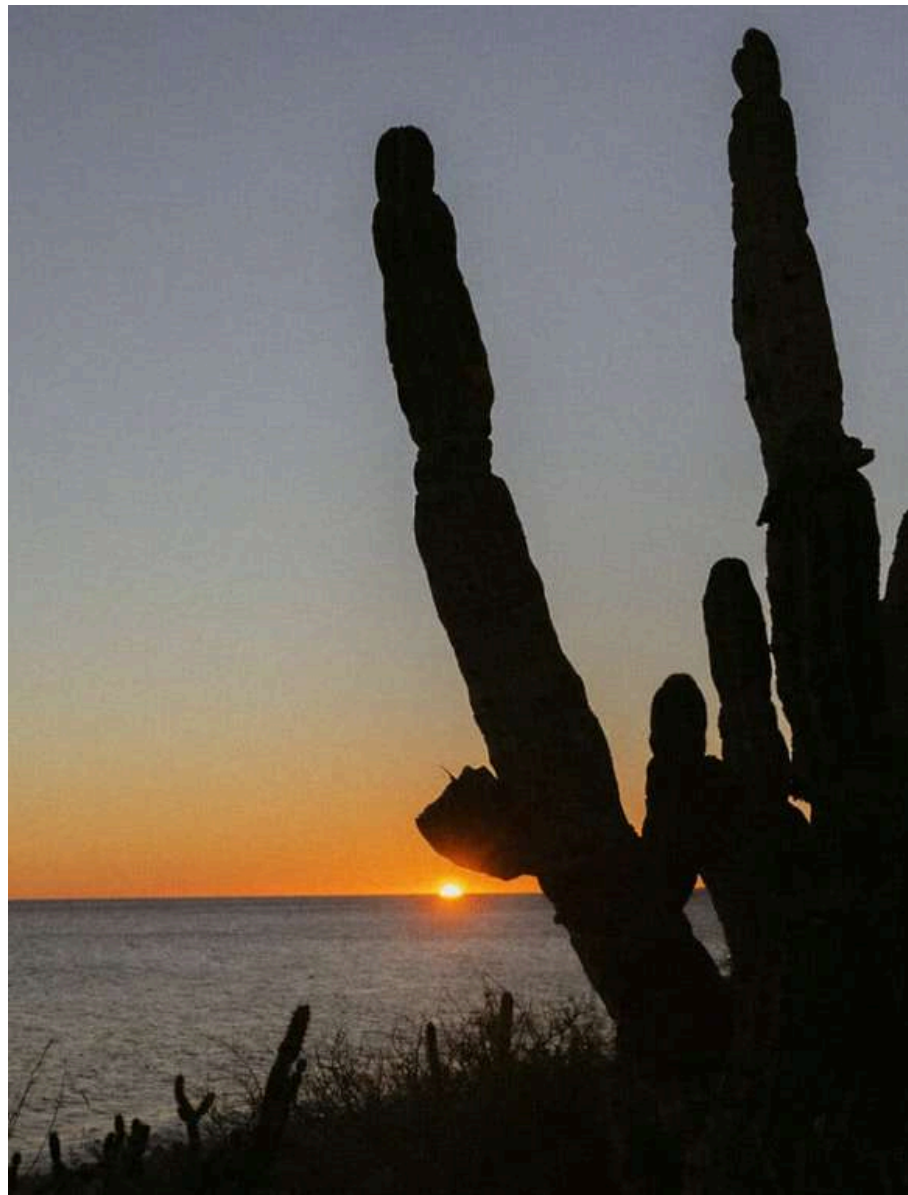
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	Todos Santos	USD \$272,650	16,835 ft²	USD \$17.44 per ft²	533 linear meters to the beach
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	Pescadero	USD \$237,500	13,132 ft²	USD \$19.47 per ft²	381 linear meters to the beach
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	Los Barriles	USD \$137,750	10,958 ft²	USD \$13.53 per ft²	687 linear meters to the beach

Price Comparison Across B.C.S Areas

	Area	Price	Lot Size	Price per ft²	Distance to Beach
	La Ribera	USD \$199,500	16,146 ft²	USD \$13.30 per ft²	879 linear meters to the beach
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	East Cape	USD \$94,050	15,457 ft²	USD \$6.55 per ft²	1,030 linear meters to the beach
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	La Paz	USD \$137,750	9,623 ft²	USD \$15.41 per ft²	1,514 linear meters to the beach
	Area	Price	Lot Size	Price per ft²	Distance to Beach
	La Ventana (Subject Lot)	USD \$109,800	13,132 ft²	USD \$19.35 per ft²	726 linear meters to the beach

Why live in El Teso?

El Teso, BCS.



El Teso located between La Ventana and El Sargento represents the next frontier of balanced development. With an elevated, panoramic position, it offers uninterrupted views of the Sea of Cortez and direct access to the activities and amenities of both communities.

Living in El Teso means inhabiting the transition point: between La Ventana's active lifestyle and El Sargento's calm rhythm. It is the ideal choice for those looking to invest early in a growing area, with guaranteed value appreciation and proximity to the new service infrastructure planned for the region. Its topography allows for low-impact architecture and sustainable designs that blend harmoniously with the landscape.

Keywords: opportunity, views, sustainability, strategic location, future value.

BEFORE & AFTER YOU BUY RECOMMENDATIONS

1.- Verify the actual legal status of the land

- Make sure whether the property is ejidal, in the process of regularization, or already under full private ownership.

2.- Ejido assembly and consent

- Verify that the sale is supported by valid assembly records, not just informal agreements.

3.- Avoid verbal deals or simple contracts

- Do not purchase with private agreements lacking agrarian or notarial backing.

4.- Professional survey and measurement

- Hire a certified surveyor to verify actual boundaries and dimensions.

5.- Mark and physically protect the land

- Install visible boundary markers, basic fencing, or signage.

6.- Talk to neighbors and the community

- Before purchasing, speak with adjacent landowners and ejido members.

7.- Property history

- Review the chain of possession and previous transfers.

8.- Legal access

- Confirm the property has recognized legal access (easement or road).

9.- Specialized legal advice

- Work with an agrarian attorney and a notary experienced in Baja California Sur, not just a real estate agent.

10.- Medium-term investment strategy

- Consider that regularization may take time

TITLE INSURANCE

A Key Legal Protection in Baja California Sur

In La Paz, Cabo San Lucas, and San José del Cabo, Title Insurance helps protect buyers against legal issues related to property ownership, including:

- deed errors
- hidden liens
- ownership disputes
- inheritance issues
- fraud
- risks associated with ejido land or complex title histories

Why it matters in Baja California Sur

Rapid growth and the historical presence of ejido land create varying levels of legal and documentary complexity in real estate transactions.

Estimated Cost

- **One-time payment at closing:**
 - **approximately 0.5%–1% of the property value.**

Important:

Title Insurance does NOT replace:

- legal due diligence
- territorial analysis
- environmental review
- land use verification

Insight Cardinal

In premium coastal markets, Title Insurance should be considered an essential part of a responsible real estate acquisition, especially for land purchases, rural properties, or areas with ejido history.

1.- Define and make your property visible

- Place clear boundary markers or stakes at the corners.

2.- Minimal but strategic signage

- A simple sign such as: “Private Property” with contact information.

3.- Regular visits

- Check the land periodically (or assign someone local to do so).

4.- Relationship with neighbors and ejido community

- Introduce yourself to adjacent landowners and, if applicable, ejido representatives.

5.- Keep documentation in order

- Maintain physical and digital copies of contracts, certificates, plans, and payments.

6.- Controlled access

- If there is direct access, clearly define where it is.

7.- Avoid informal use by third parties

- Do not allow others to “use” the land for storage, camping, or temporary construction.

8.- Occasional maintenance

- No need to develop it, but avoid accumulation of trash or excessive overgrowth.

9.- Monitor the surroundings

- Stay aware of what’s happening nearby: new developments, access roads, services.

10.- Clear exit strategy

- Define from the beginning:
- Will you sell in 3, 5, or 10 years?

We don't guess. We read the land. We listen to its history. We observe its dynamics. Cardinal is not a superficial tool, nor a technological trend. It is the synthesis of years of study, fieldwork, sensitive observation, and rigorous analysis of the forces shaping Baja California Sur.

We understand the territory as a living system: social, economic, ecological, and urban. We know that a property is not just a coordinate or a price per square feet —it is a meeting point between decisions, memories, risks, and opportunities. What we offer is clarity in a complex place. And we do it with respect, with territorial intelligence, and with a long-term vision.

**Cardinal is more than data: it is perspective.
It is a compass. It is judgment. It is sense of place.**

CARDINAL® Urban Intelligence

Cardinal Manifesto

**Any further
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