



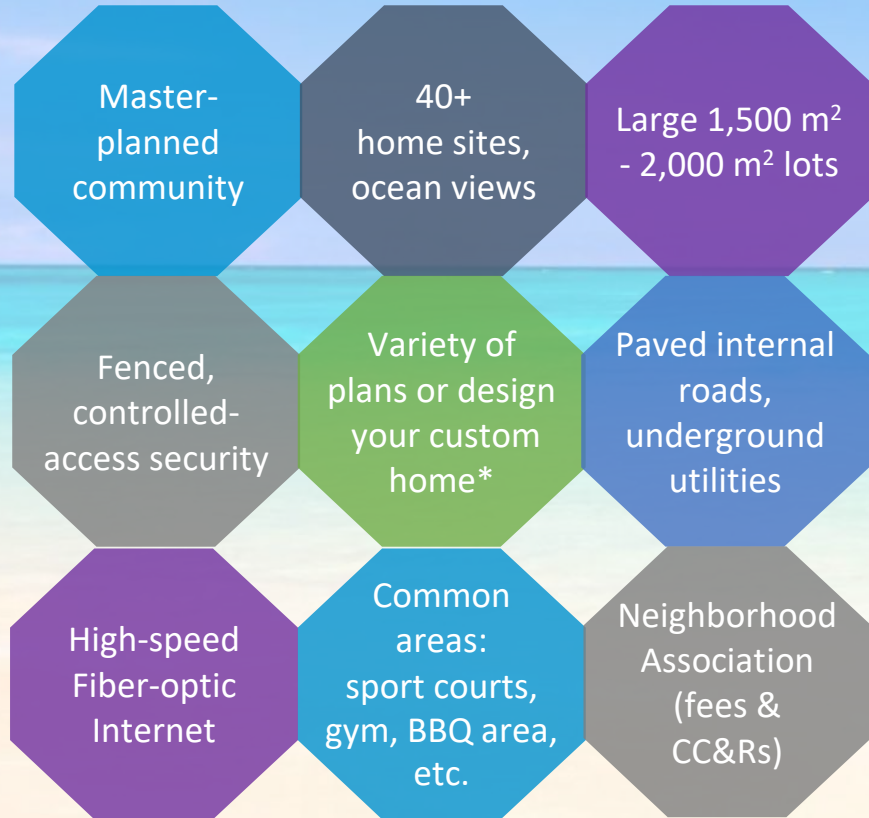
*Villas*

DEL CENTENARIO

A master-planned community  
in the hills of El Centenario  
overlooking the Sea of Cortez

July 24, 2024

# About the Community



\*Custom homes available in Phase III only.



# Location: El Centenario, La Paz, BCS

10

Minutes to shopping centers  
(Walmart, Home Depot, Sam's Club)

20

Minutes to downtown La Paz & Malecon

15

Minutes to El Mogote beach



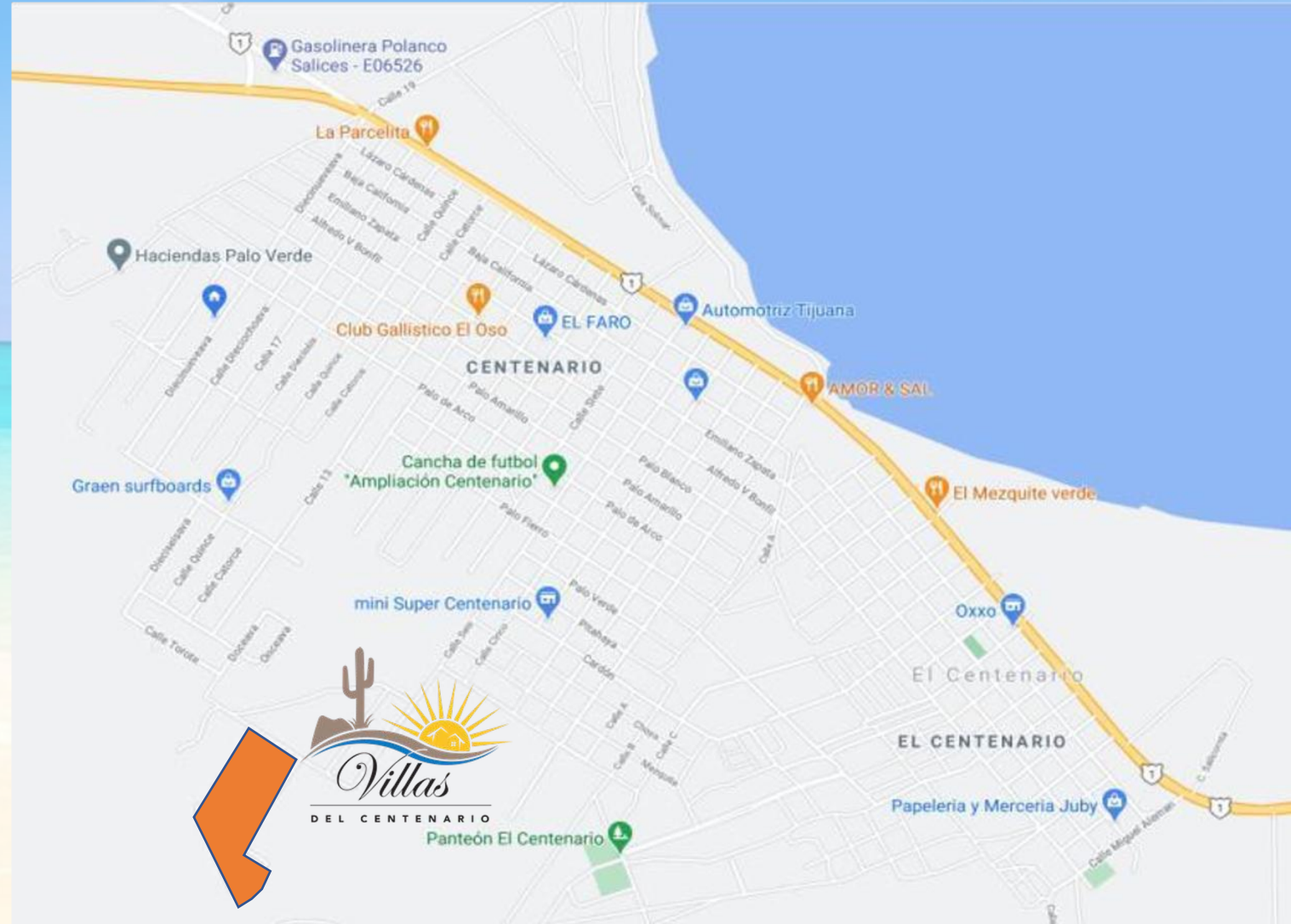
Expat-friendly community



Miles of nearby hiking, biking &  
UTV/ATV trails



Local, family-owned businesses  
(restaurants, shops, services)



# Community Development Plan

Open Now

2 lots available from \$149,000 USD

Future

7 lots, pricing TBD

PHASE I

PHASE II

PHASE III

PHASE IV

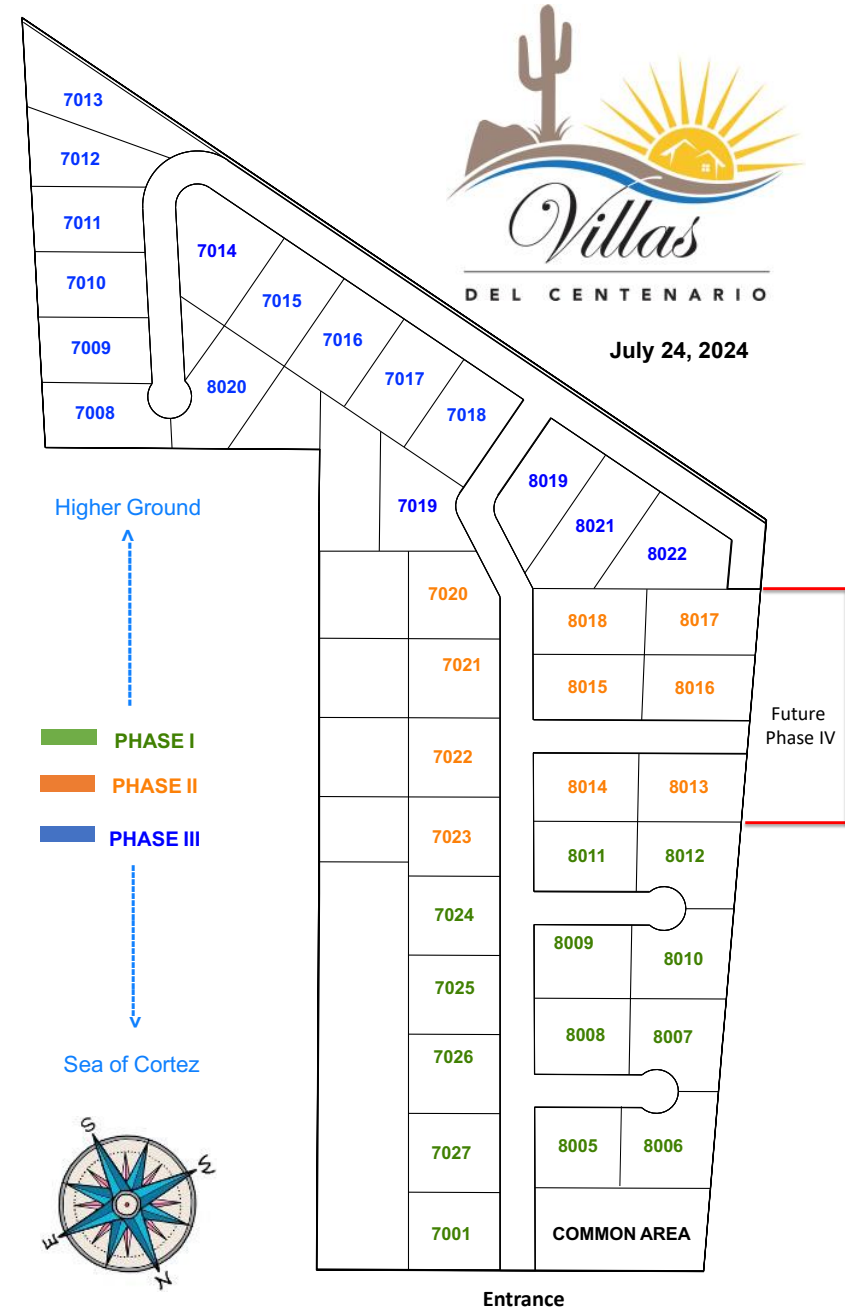
Open Now

6 lots available from \$109,000 USD

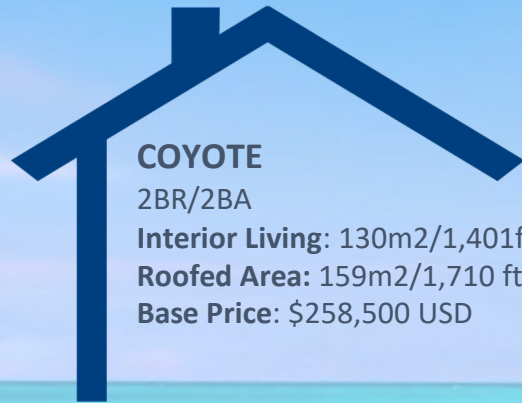
2 spec homes in progress

Open 1Q 2025

10 lots available from \$135,000 USD



# Available Floor Plans



## COYOTE

2BR/2BA

**Interior Living:** 130m<sup>2</sup>/1,401ft<sup>2</sup>

**Roofed Area:** 159m<sup>2</sup>/1,710 ft<sup>2</sup>

**Base Price:** \$258,500 USD



## TESORO

2BR/2BA

**Interior living:** 130m<sup>2</sup>/1,401 ft<sup>2</sup>

**Roofed Area:** 191m<sup>2</sup>/2,058 ft<sup>2</sup>

**Base Price:** \$306,900 USD



## COROMUEL

3BR/2BA

**Interior living:** 151m<sup>2</sup>/1,628ft<sup>2</sup>

**Roofed Area:** 210m<sup>2</sup>/2,260 ft<sup>2</sup>

**Base Price:** \$335,500 USD



## BALANDRA

2 master suites/2.5BA

**Interior Living:** 161m<sup>2</sup>/1,730ft<sup>2</sup>

**Roofed area:** 220m<sup>2</sup>/2,371.4

**Base Price:** \$357,500 USD



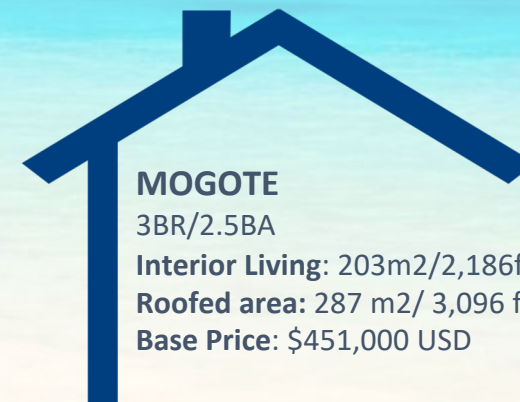
## TECOLOTE

3BR/2.5BA

**Interior Living:** 180m<sup>2</sup>/1,941ft<sup>2</sup>

**Roofed area:** 234 m<sup>2</sup>/ 2,520 ft<sup>2</sup>

**Base Price:** \$385,000 USD



## MOGOTE

3BR/2.5BA

**Interior Living:** 203m<sup>2</sup>/2,186ft<sup>2</sup>

**Roofed area:** 287 m<sup>2</sup>/ 3,096 ft<sup>2</sup>

**Base Price:** \$451,000 USD

**Base Price of home does not include lot price or optional upgrades.**

**PHASE III:** Use any of the available plans OR custom design your home, subject to approval by design committee.

Custom homes in Phase III require a \$5,000 architecture fee and a \$350,000 minimum construction spend.

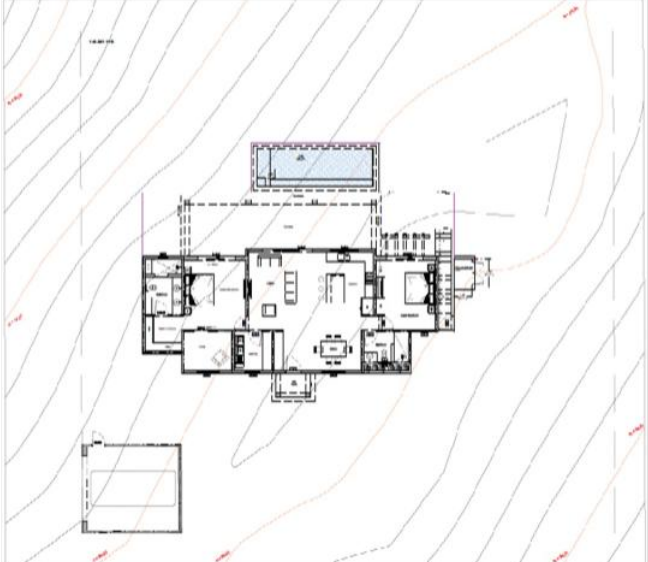
**Prices subject to change due to changes in material costs, etc.** Final price including any upgrades to be determined at time of construction contract signing.

# Pricing the Finished House

- The Total Home Price includes:
  - Lot premium
  - Base home price (includes all interior living and outside covered areas)
  - Retaining wall (based on home footprint and location on a specific lot)
  - Any upgrades and additional terrace
- After a new lot reservation is signed, we:
  - Provide a lot fit drawing of the selected structures on the desired lot
  - Calculate the retaining wall height and cost
  - Adjust the position of the home to optimize view, lot arrangement or budget
  - Present a Construction Worksheet for signature (budgetary quote \*)

\* Budgetary quote is valid for 30 days; client must sign construction contract prior to expiration of quote.

LOT TBD			
LOT PREMIUM			75,000
<b>MAIN HOUSE (TESORO)</b>			
HOUSE TOTAL FOOTPRINT			2,573.95
	FT2	USD/FT2	TOTAL
CASA TESORO	2,333.95		\$ 306,900.00
POOL 8 x 25	240		\$ 55,000.00
RETAINING WALL	2,573.95	\$ 7.00	\$ 18,017.65
TOTAL HOUSE PRICE			\$ 379,917.65
<b>GARAGE 1 CAR</b>			
GARAGE FOOTPRINT			396.11
	FT2	USD/FT2	TOTAL
GARAGE 10'	396.11		\$ 38,500.00
TOTAL GARAGE			\$ 38,500.00
<b>TOTAL FOOTPRINT</b>			
			2,970.06
HOUSE		\$	379,917.65
GARAGE		\$	38,500.00
TOTAL CONSTRUCTION COST		\$	418,417.65



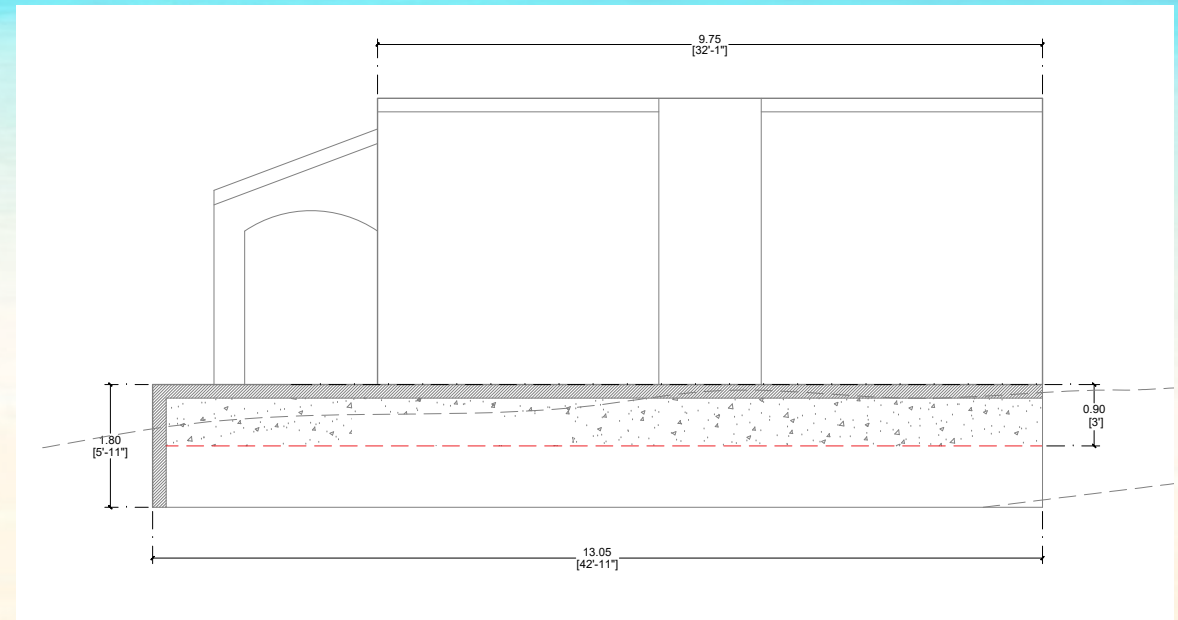
# Retaining Walls

- Sloped lots require a retaining wall to support the home correctly
- The cost depends on the slope of the lot and the home footprint
- The cost = the average of the wall height x the footprint in ft<sup>2</sup>
- The first foot is included in the base price
- Each additional foot adds cost
- Example:
  - Home footprint = 2,500 ft<sup>2</sup> (incl terraces)
  - Max retaining wall height = 6 ft
  - Average retaining wall = 3 ft (Type C)
  - Retaining wall cost = \$25,000 USD

## Retaining walls (price/ft<sup>2</sup>)

Type A: ≤1'	\$0.00
Type B: 1-2'	\$7.00
Type C: 2-3'	\$10.00
Type D: 3-4'	\$13.00
Type E: 4-5'	\$16.50
Type F: 5-6'	\$20.00

> 6' needs to be calculated



Prices subject to change due to changes in material costs, etc.

# Standard Features Included in All Homes

Upgraded interior and exterior finishes are also available upon request, subject to approval by the design committee.



## Building Specifications

- Concrete/stucco construction
- Single story
- 10' ceiling height
- Stairs to rooftop deck
- Covered patio (concrete/stucco) with tile roof
- 10,000 liter buried water storage cistern
- 300 liter propane tank
- A/C mini-splits in every room
- City utility hookups (water, electric, telecom)
- 1 year whole-house warranty
- 5 year structural warranty



## Interior Finishes

- 18" square or rectangular ceramic floor tile
- Granite countertops & 18" backsplash in kitchen
- Marble counters and 4" backsplash in baths
- Dual vanities in master bath
- Walk-in closet in master BR, built-ins in guest BR
- Alder hardwood cabinetry/woodwork, choice of light, medium, dark stain (painted is an upgrade)
- Choice of 6 paint colors
- Brushed nickel or chrome fixtures
- Recessed LED lights
- Internet/TV conduit in LR and master BR
- 3" aluminum sliding doors/windows, 6mm glass
- Standard ceiling fans in each room

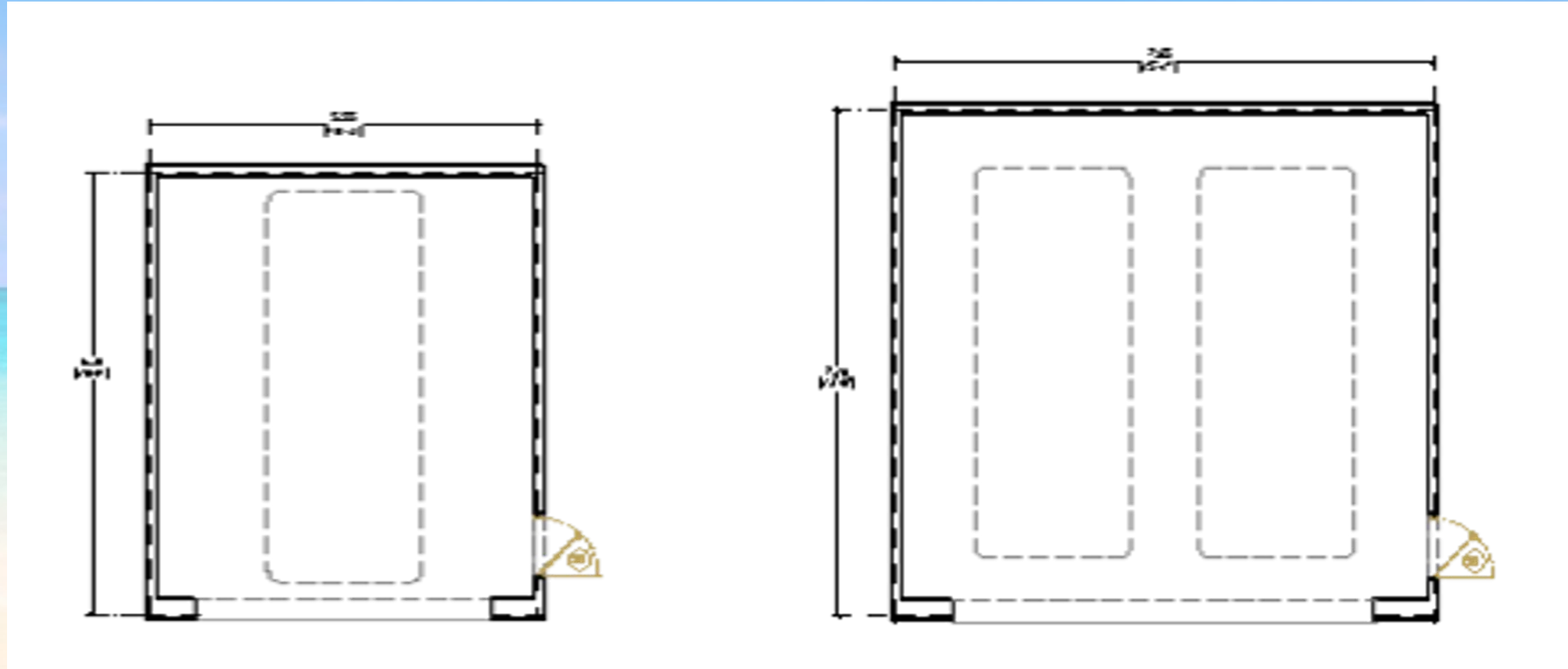


## Exterior Finishes

- Cantera molding around parapets
- Covered entry with clay tile roof or natural stone accents (per elevations)
- Solid wood entry door w/ glass insert
- Ceramic tile on patio
- Preparations for outdoor ceiling fans w/ switch
- Exterior storage closet/bodega
- Metal louvered door on bodega
- Rooftop terrace with shade pergola
- Cantera window trim
- Choice of 8 paint colors



# Additional Structural Option: Garage



## 1 Car Garage

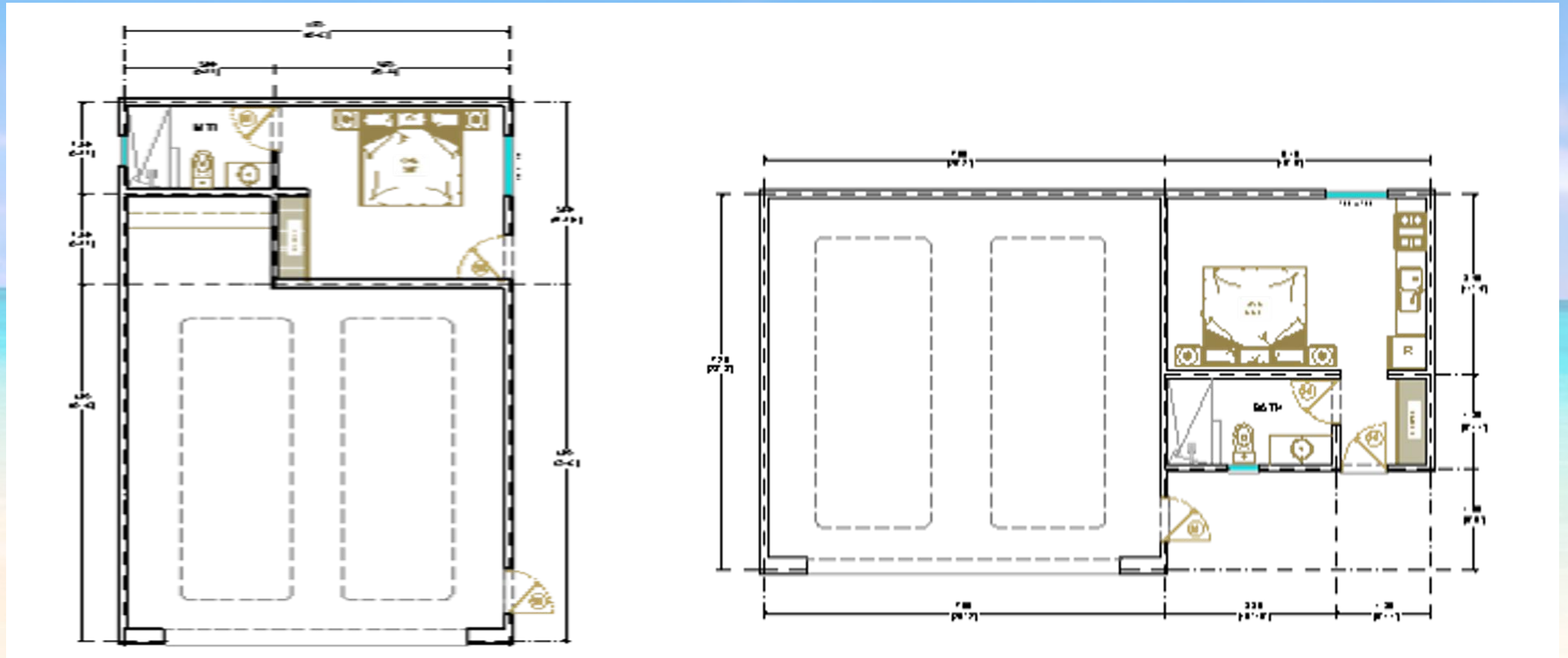
37 m<sup>2</sup> (400 ft<sup>2</sup>)  
\$38,500 USD

## 2 Car Garage

58 m<sup>2</sup> (620 ft<sup>2</sup>)  
\$60,500 USD

Prices subject to change due to changes in material costs, etc.

# Additional Structural Option: Garage + Casita



**2-Car Garage w/ workshop + Casita**

85 m2 (914 ft2)

\$106,500 USD

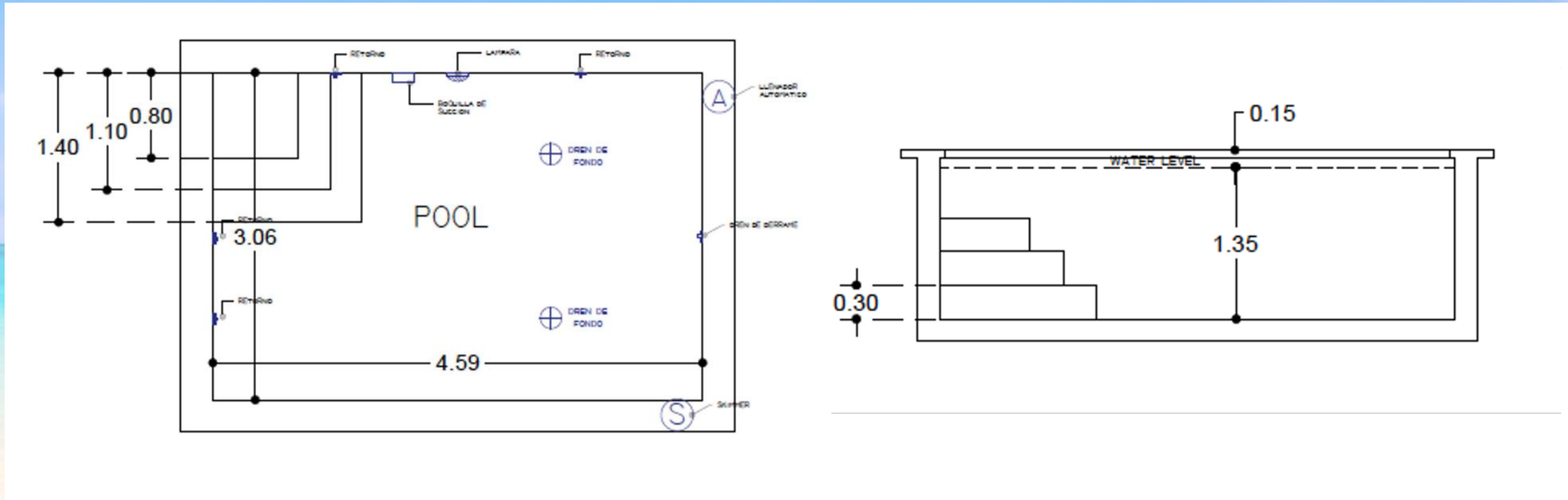
Prices subject to change due to changes in material costs, etc.

**2-Car Garage + Casita w/ kitchenette**

84 m2 (900 ft2)

\$115,000 USD

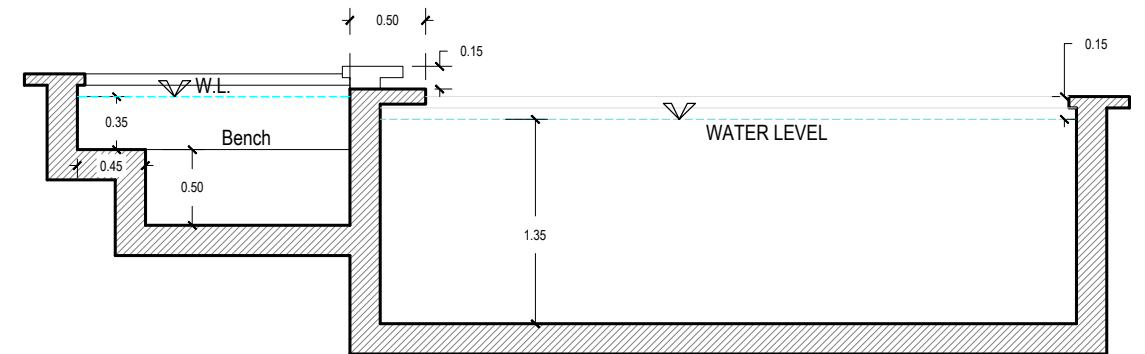
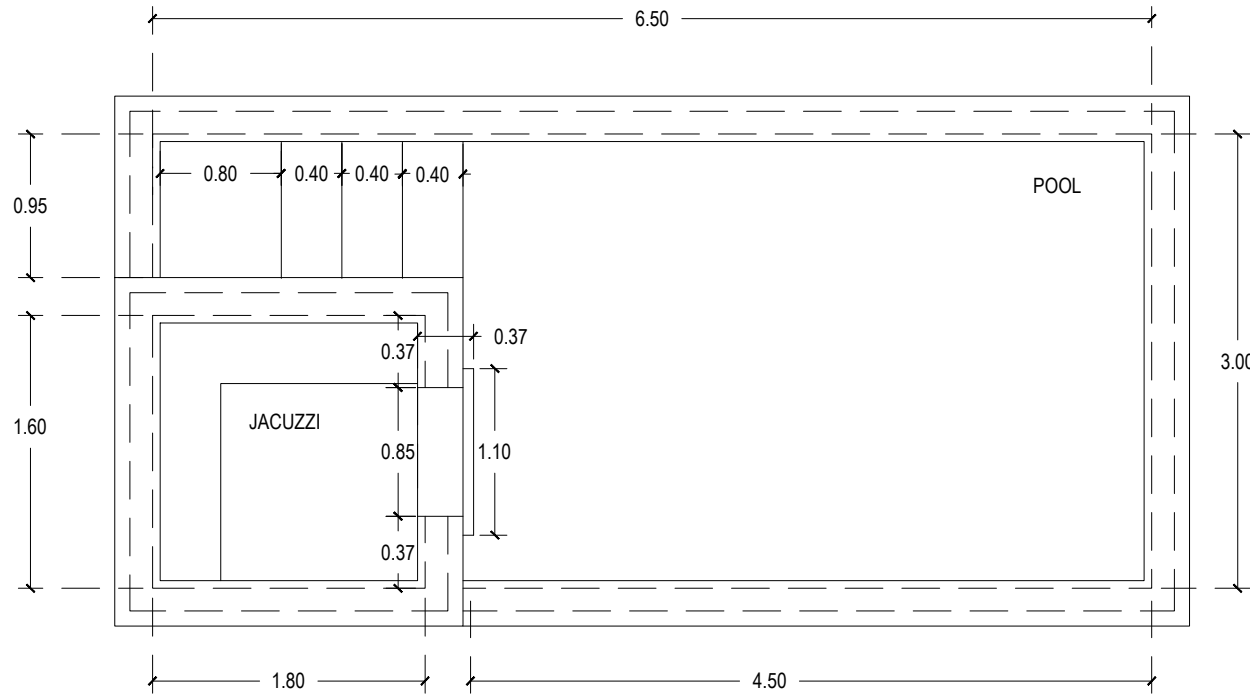
# Additional Structural Option: Standard Pool



- 10 ft x 15 ft, 5 ft deep with corner stairs
- Tile interior, washed sand coping
- Pump, filter, timer and auto-fill
- \$33,000 USD
- Upgrade to 10 ft x 20 ft pool: \$41,000 USD

Prices subject to change due to changes in material costs, etc.

# Additional Structural Option: Pool + SPA



- 10 ft x 21 ft, 5 ft deep w/ SPA
- Corner stairs, seat in SPA
- Tile interior, washed sand coping
- Pump, filter, timer and auto-fill
- \$57,500 USD

Prices subject to change due to changes in material costs, etc.

# Building Guidelines



## CONSTRUCTION GUIDELINES

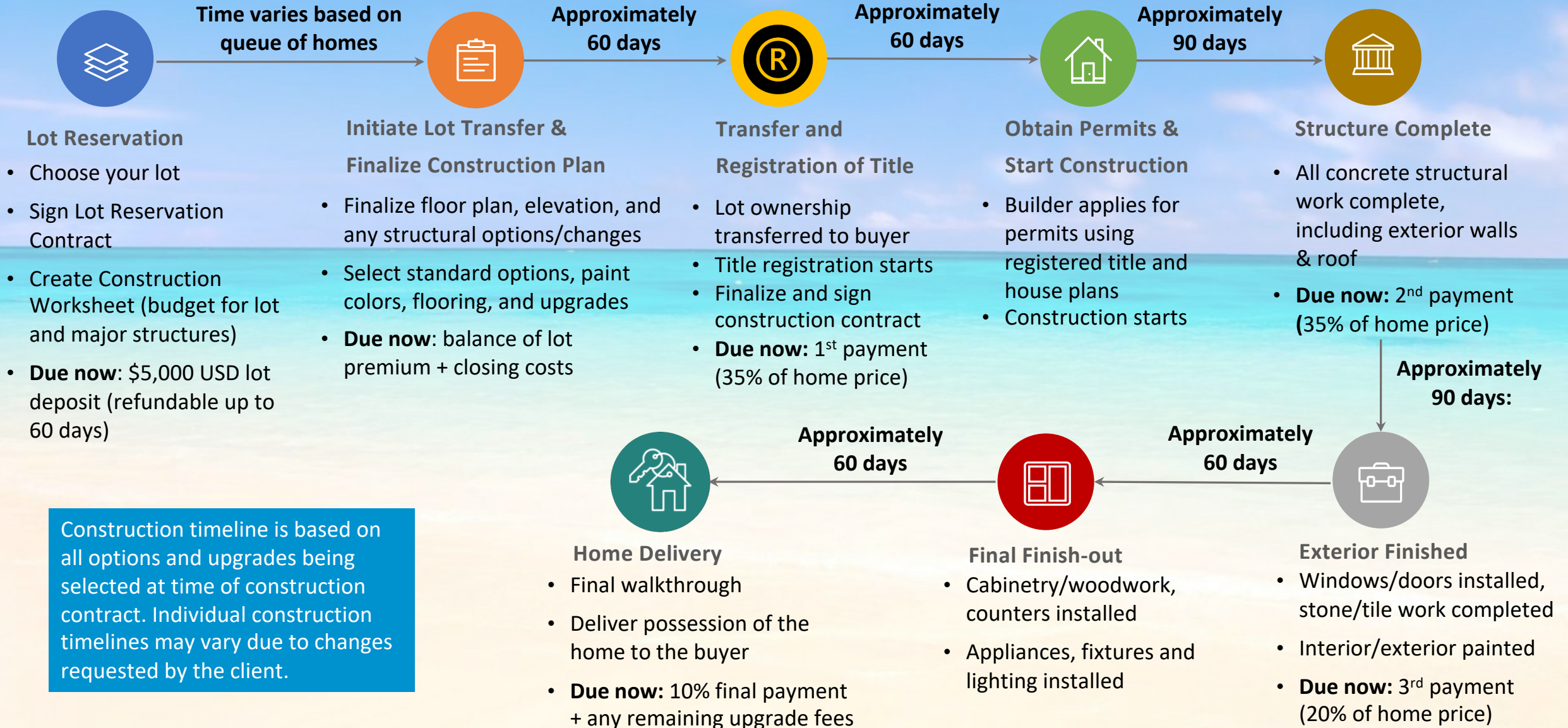
- All lots are sold with an attached home plan
- Single story homes only (5 meter max height restriction)
- 25% maximum coverage of lot for AC construction, including garage and patio
- 50% maximum coverage including pool, carport, driveways, and hardscape
- Lot line setbacks: 5 meters from front road, 2 meters from other sides
- Building envelopes in place to ensure maximum views
- Construction must begin within 6 months of Phase opening and within 90 days of contract signing once Phase is open



## HOME PLANS AND CHANGES

- Final drawings and plans to be submitted and approved by the buyer and design committee before start of construction
- Exterior structural design, colors and finishes must be approved by design committee
- All interior and exterior selections and finishes must be chosen before start of construction
- All design changes must be approved by buyer and builder
- Changes requested after final plans are approved and selections made are subject to change fees.

# Typical Construction Timeline



## Lot Reservation

- Choose your lot
- Sign Lot Reservation Contract
- Create Construction Worksheet (budget for lot and major structures)
- **Due now:** \$5,000 USD lot deposit (refundable up to 60 days)

## Initiate Lot Transfer & Finalize Construction Plan

- Finalize floor plan, elevation, and any structural options/changes
- Select standard options, paint colors, flooring, and upgrades
- **Due now:** balance of lot premium + closing costs

## Transfer and Registration of Title

- Lot ownership transferred to buyer
- Title registration starts
- Finalize and sign construction contract
- **Due now:** 1<sup>st</sup> payment (35% of home price)

## Obtain Permits & Start Construction

- Builder applies for permits using registered title and house plans
- Construction starts

## Structure Complete

- All concrete structural work complete, including exterior walls & roof
- **Due now:** 2<sup>nd</sup> payment (35% of home price)

**Approximately 90 days:**



## Home Delivery

- Final walkthrough
- Deliver possession of the home to the buyer
- **Due now:** 10% final payment + any remaining upgrade fees



## Final Finish-out

- Cabinetry/woodwork, counters installed
- Appliances, fixtures and lighting installed



## Exterior Finished

- Windows/doors installed, stone/tile work completed
- Interior/exterior painted
- **Due now:** 3<sup>rd</sup> payment (20% of home price)

Construction timeline is based on all options and upgrades being selected at time of construction contract. Individual construction timelines may vary due to changes requested by the client.

# About the Developer



- Experienced and trusted local architect & builder
- Team of over 100 professionals including building engineers, architects, draftsman, plumbers, electricians, and construction crew
- Bilingual
- Based in El Centenario
- Experience building a wide range of custom homes
- 1 year whole house warranty
- 5 year structural warranty

 **BAJA CUSTOM HOMES**

*“Our home is exactly what we wanted and of high quality, and our experience with Baja Custom Homes was very positive. They come highly recommended by us.” — Steve & Cindy Parks*

*“As an architect and professional builder, Carlos helped take us from the daunting prospect of building a house in Mexico to a dream home in the sun!” — Colin & Cherith Richardson*

*“Working with Carlos of Baja Custom Homes was a truly positive experience! The project was completed ahead of schedule and on budget! We could not have been happier with the finished product.” — Patricia and Frank Jones*

# New Homeowner's Package

## Homeowners Manual Delivered after final payment:

- Factura (invoice) for the home purchase
- Construction documents (license, terminacion, & registro de obra)
- Final home plans
- All exterior and interior paint and stain colors
- Tile, flooring and natural stone choices
- Appliance manuals
- Garage door openers programmed (if applicable)
- USB drive with:
  - Lot ownership documentation
  - Instructions for transferring utility accounts, paying property taxes and annual fideicomiso fees
  - Contact information for service providers (property management, pool cleaning, etc.)

