



HOTEL LOS PATIOS

A Prime Investment Opportunity in Cabo San Lucas



OWN A HIGH-YIELDING HOSPITALITY ASSET IN CABO SAN LUCAS

Nestled just minutes from the vibrant **Cabo San Lucas Marina**, **Hotel Los Patios** is a **strategically positioned, income-generating property** that combines prime location with operational efficiency. This **76-room, 4-star hotel** is already a well-established name in the hospitality industry, attracting both leisure and business travelers seeking **comfort, accessibility, and modern amenities**.

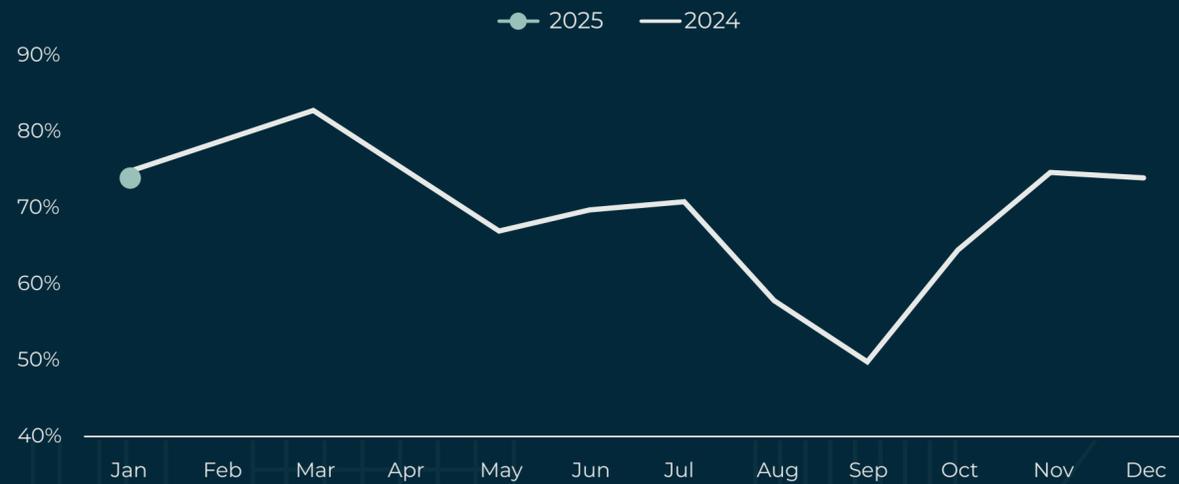
Designed by **renowned architect Jacinto Avalos**, this hotel showcases a **meticulously planned architectural layout**, ensuring both aesthetic appeal and long-term structural integrity. With its **proven track record of profitability** and potential for expansion, this property is a **rare investment opportunity in Baja California Sur**.



WHY INVEST IN CABO SAN LUCAS HOSPITALITY?

- Cabo San Lucas is one of the fastest-growing luxury travel destinations in Mexico.
- High occupancy rates across the region due to strong international tourism demand.
- **Stable and appreciating real estate market**, ensuring long-term value growth.
- Favorable government incentives for foreign investors in tourism-related projects.
- **Proximity to high-end resorts and entertainment districts**, increasing guest appeal.

LOS CABOS' KEY PERFORMANCE INDICATORS (JAN 2025)



Hotel Occupancy (Avg. Jan-2025):
74%
-1 pp
(vs Avg. 2024)

Average Daily Rate (Avg. Jan-2025):
\$508 USD
-5%
(vs Avg. 2024)

RevPAR (Avg. Jan-2025):
\$376 USD
-6%
(vs Avg. 2024)

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Source: AHLC

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Air Passengers Arrivals

Source Gap

Total Passengers (Cum-Jan-2025):
329.5 thousand
+0.6%
(vs Cum-2024)

Domestic Passengers (Cum-Jan-2025):
116.1 thousand
+4,0%
(vs Cum-2024)

International Passengers (Cum-Jan-2025):
213.4 thousand
-1.6%
(vs Cum-2024)

Total Passengers (Jan-2025):
329.5 thousand
+0.6%
(vs 2024)

Domestic Passengers (Jan-2025):
116.1 thousand
+4.9%
(vs 2024)

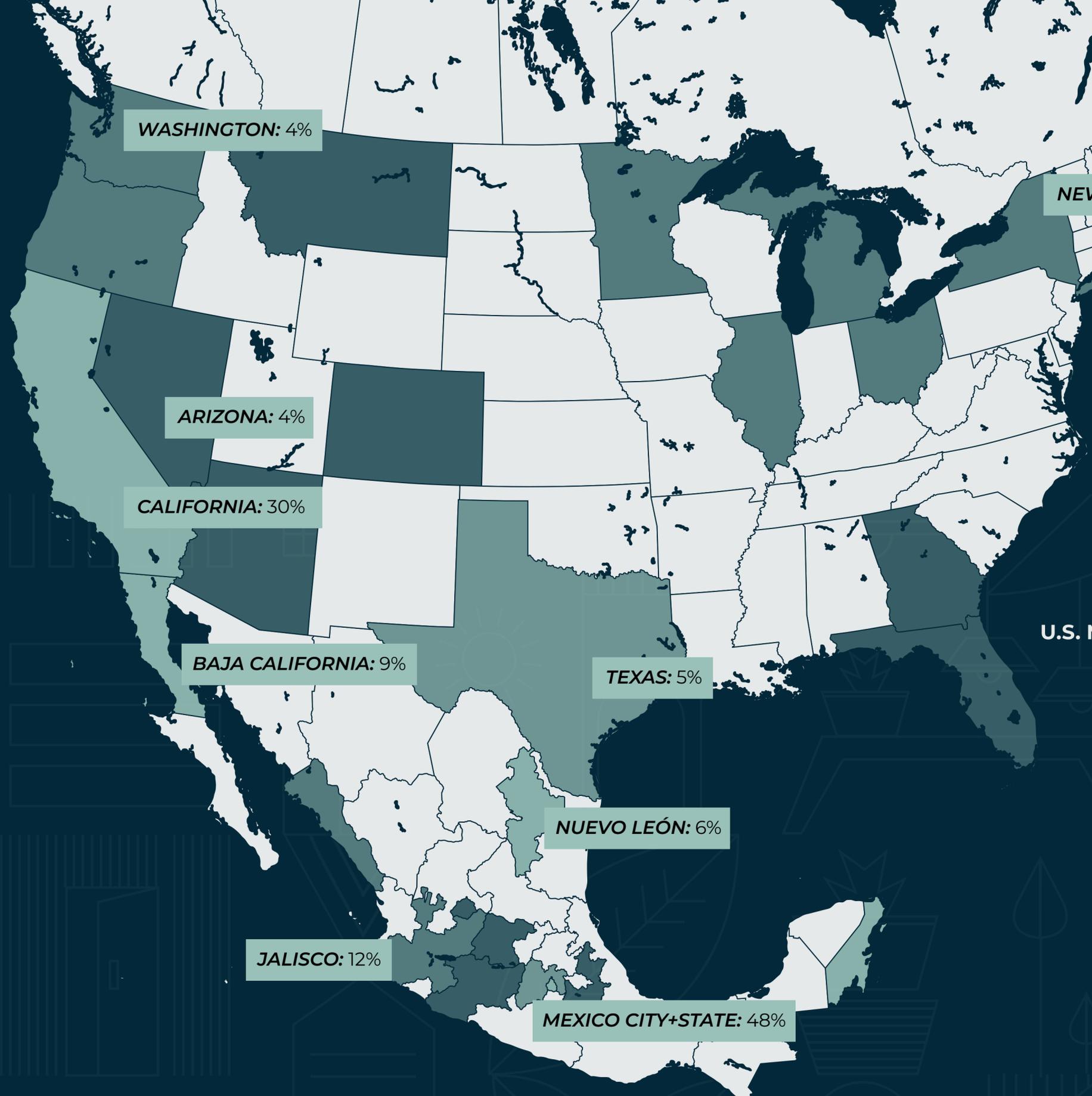
Domestic Passengers (Jan-2025):
213.5 thousand
-1.6%
(vs 2024)



This section shows results considering only the information available for the current month. To see the rest of the available and updated information for previous months, please refer to the corresponding sections in the body of the document.

LOS CABOS MARKET SHARE

SOURCE TOURIST SURVEY



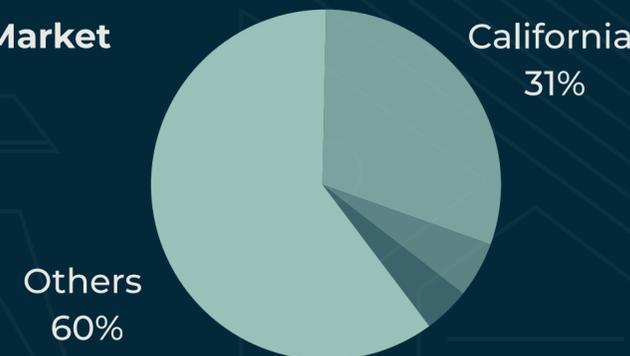
United States
56.6%
-9.4 pp (vs Jan-2024)

Canada
16.5%
+6.5 pp (vs Jan-2024)

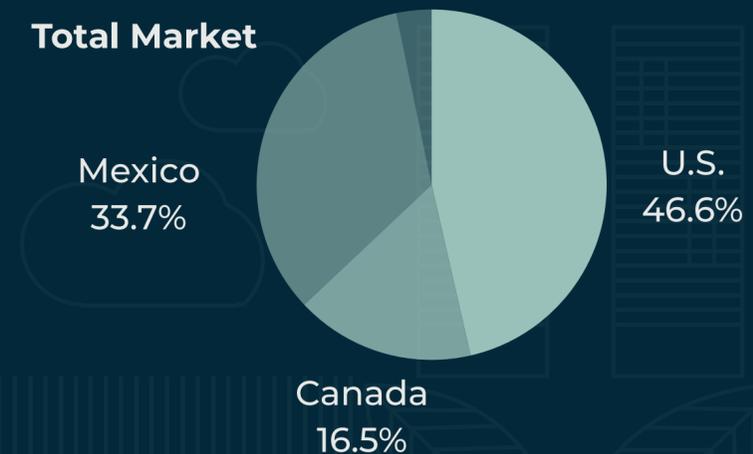
Domestic
33.7%
+1.7 pp (vs Jan-2024)

Others
3.2%
+1.2 pp (vs Jan-2024)

U.S. Market



Total Market



On the right side are the percentages for each of the tourist issuing markets to Los Cabos, while the map shows the total per each state within the same market. For example, the percentage that is presented for California (left), is the participation that that state has within the total (100%) of U.S. tourists that arrive in Los Cabos, whereas the column on the right shows the total tourists that arrive in Los Cabos representing the United States as a whole.

LOS CABOS HIGHLIGHTS

- Hotel occupancy in Los Cabos in Jan-2025 registers 74%, or 1pp less than in Jan-2024. At the sub destination level Cabo San Lucas registers 79% (+1pp), San Jose del Cabo, 63% (-13pp), and El Corredor, 69% (+1pp) compared to Jan-2024.
- The average rate in Los Cabos is at \$508 USD (-5% vs Jan-2024). The highest rate is presented in El Corredor (\$795 USD), growing 7% compared to the previous year (and reaching the second highest level recorded since the beginning of this observatory in Feb-2019); Cabo San Lucas reaches \$319 (-6%), while San Jose del Cabo averages \$303 (-30%, after having recorded growth throughout most of 2024). In Jan-2025 RevPAR was \$376 USD; or 6% less than the previous year.

TOURIST SATISFACTION: The indicators of satisfaction with public safety and with the airport showed declines this month, although still remaining within the highest levels. Satisfaction with the destination, however, shows a larger drop (-12pp) compared to the previous year, reaching 63% (higher than expected). In contrast, the proportion of visitors traveling in vacation packages as well as returning tourists continue to recover, maintaining the steady growth rates seen in 2024.

MEETINGS: Receipt of RFPs for group events grows 38% compared to 2024. In Jan-2025, 66 RFPs are received (38% more than in Jan-2024).

AIR ACTIVITY: PAX arrivals on commercial flights registered growth, driven by a 4.6% increase in domestic arrivals when compared to Jan-2024. In parallel, there was again growth in private flight operations and arrivals. This month recorded the highest arrival of tourists from Canada in the last two years (16%) and a 12.3% increase in the volume of Canadian passengers arriving in SJD.

CRUISES AND YACHTS: Cruise ship activity to Los Cabos in Dec-2024 resumes the growth it has registered since most of the second half of 2024, reaching its highest passenger volume in the last 21 months. The average number of passengers per vessel remains at levels higher than 2023 (demonstrating higher occupancy or arrival of larger vessels).





STRATEGIC LOCATION FOR SUCCESS

A Prime Investment Opportunity

- Strategic Location
- Just 10 minutes from downtown Cabo San Lucas, placing guests close to world-class beaches, nightlife, and business hubs.
- 45 km from Los Cabos International Airport, with multiple transportation options for guests.
- Easy access to top tourist attractions, luxury resorts, and golf courses, making it attractive for both leisure and business travelers.

 ARCH OF CABO SAN LUCAS

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ARCHITECTURAL & STRUCTURAL ADVANTAGES

Designed for Longevity & Profitability

- Designed by **Jacinto Avalos**, ensuring a **timeless, efficient, and elegant structure**.
- Built with **reinforced concrete**, offering durability and low maintenance costs.
- Spacious guest rooms with **modern amenities, natural lighting, and privacy**.
- **Large common areas** designed to enhance guest comfort and social interaction.
- **Potential for aesthetic enhancements** such as rooftop terraces and luxury upgrades.
- Four commercial spaces.

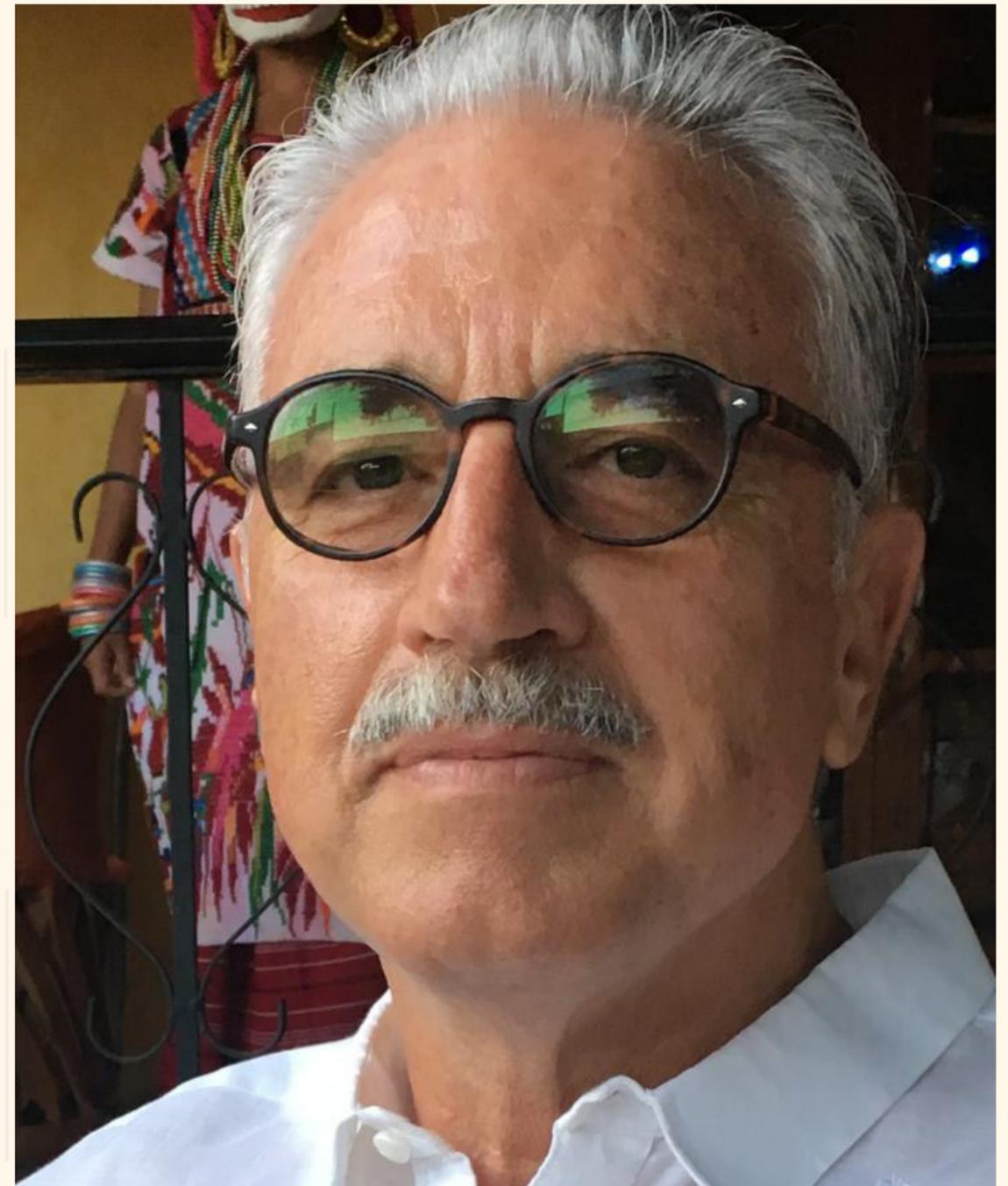


ABOUT JACINTO AVALOS

The Visionary Behind Hotel Los Patios

Jacinto Avalos is a **renowned architect with over 40 years of experience** shaping Los Cabos' architectural landscape. He began his career in **Mexico City in 1970** before relocating to **Los Cabos**, when the region was still in its early development phase. His work has been recognized in **Mexico, the United States, and Spain**, earning awards for its blend of **functionality, aesthetics, and sustainability**.

Avalos played a crucial role in transforming Los Cabos from a small town into a global destination, applying **urban planning principles** to enhance its development. His philosophy is rooted in **creating lifestyles, not just spaces**, ensuring seamless integration with the natural landscape. Today, his work continues to influence modern architecture in **Baja California Sur**, setting new standards in **design excellence and sustainability**.



GUEST EXPERIENCE & MARKET POSITIONING



- **Family-friendly & business-oriented**, catering to two strong travel segments.
- Competitive advantage over larger hotels with its **personalized experience and tranquil ambiance**.
- **Loyal repeat customer base**, reinforcing stable revenue growth.
- **Opportunities for exclusive partnerships** with travel agencies and luxury experiences.



FINANCIAL PERFORMANCE & REVENUE STREAMS

- **ADR (Average Daily Rate): \$1,500 MXN.**
- **55% average occupancy rate**, with high potential for growth.
- **Diversified revenue streams:**
 - Room rentals
 - Restaurant and bar services
 - Business conferences and corporate retreats
 - Event hosting and private venue rentals
- **60% of bookings come from direct channels**, maximizing revenue.
- **Minimal operational debt**, ensuring a strong financial position.

FOUR GROUND-LEVEL OFFICES READY FOR BUSINESS USE

Hotel Los Patios features four fully enclosed office spaces on the ground floor, offering additional revenue potential or operational flexibility. These units are:

- **Ideal for professional services** such as travel agencies, property management firms, legal offices, or tour operators.
- **Easily leasable** to external tenants or used internally for hotel administration and concierge services.
- Strategically located to offer **independent access and visibility** without disrupting hotel guest areas.
- A rare feature in Cabo's hotel market, providing a **competitive edge and an additional commercial revenue stream**.



OPPORTUNITIES FOR EXPANSION & HIGHER ROI

The true potential of Hotel Los Patios lies in its ability to evolve and scale. As an investor, you have the opportunity to:

- **Rebrand or reposition** the property as a boutique hotel or an all-inclusive resort.
- Enhance the **guest experience with premium upgrades**, such as a spa, rooftop bar, or exclusive suites.
- Expand on **sustainable initiatives**, appealing to the rising demand for eco-conscious tourism.
- Tap into **corporate partnerships and event hosting**, further boosting revenue streams.
- **Potential for franchise or hotel brand partnership**, increasing global recognition.



NEXT STEPS – SECURE YOUR INVESTMENT TODAY

Hotel Los Patios is a rare opportunity for savvy investors looking to own a **profitable, strategically located, and well-established hotel in Baja California Sur**. With a solid financial foundation and multiple paths for growth, this is the perfect time to step into Cabo San Lucas' thriving hospitality sector.



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