



Cardinal.®

URBAN INTELLIGENCE



Report: El Teso

Client:

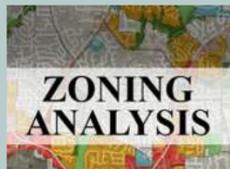


"We provide valuable data and business intelligence for real estate investment.

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."



Legally titled



Zoning: H2



Price per
Square Meter
\$ 1,800 MXN



Garbage Collection



Water Feasibility



Sewage



Electrical Grid



Connectivity

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.



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.

Zoning

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.

Property deed registration

La Paz, BCS: Urban & Economic Landscape



La Paz, BCS.

Population: Approximately 300,000 inhabitants.

Airport Traffic Services over 7 million passengers annually through its international airport, Manuel Marquez De Leon and San Jose del Cabo, a critical gateway 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: Leans left-leaning and environmentally conscious. 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 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.

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



El Teso, BCS.

General Profile:

Elevated hillside between La Ventana and El Sargento, with panoramic views of the sea and Cerralvo Island. In recent years, it has become the area with the highest concentration of upscale residential development and international presence, featuring spacious lots, open streets, and access to basic services.

Purpose & Potential:

El Teso is the golden zone of La Ventana–El Sargento corridor. Its topography makes it ideal for signature homes, boutique hospitality projects, or long-term regenerative communities. The sense of height and openness sets it apart from the more saturated beachfront areas.

Cardinal vision:

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

El Teso has the potential to become the “high district” of wellness and regeneration in the Gulf of California, featuring earthen architecture, solar energy, and sophisticated desert aesthetic.

Real state market:

Emerging area in consolidation, viewed as a medium-term investment opportunity.

attracts local developers, forward-thinking land buyers, and young professionals seeking more accessible panoramic lots.

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X. 24.067222

Owner

MA***B***L*****

Property Type

Urban

Area

1,220 m2

Cadastral Key

1-04-015-3125

Property Tax Debt

\$3,500 MXN

Built Area

0 m2

Cadastral Value

\$600,000.00 MXNAvg. commercial value / m² El Teso**\$ 1,800.00 MXN**

reference prices of properties listed in MLS (Multiple Listing Services)

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.

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

What is it used for?

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 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.

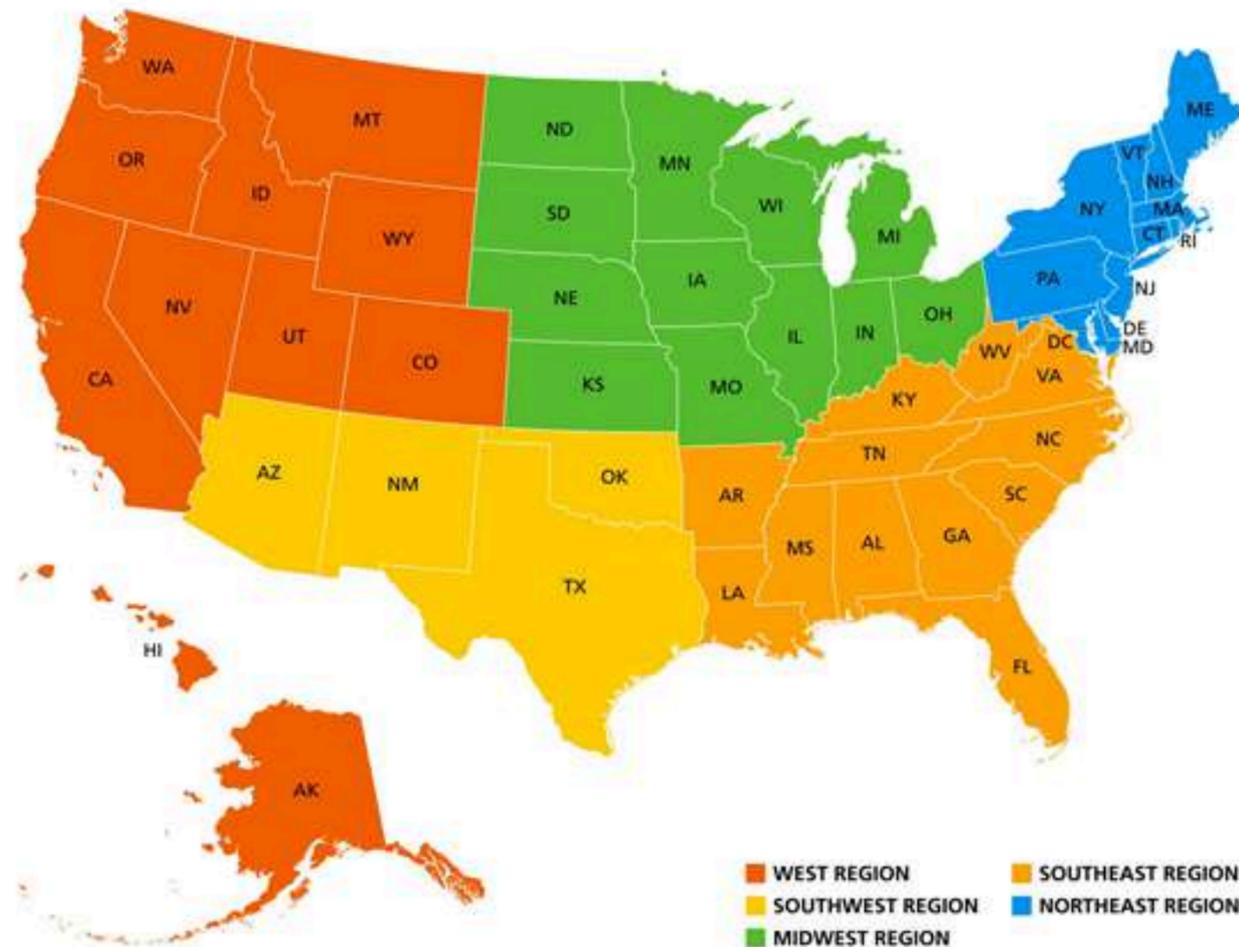
AIR & GROUND CONNECTIVITY

Direct flights from SJD to the → U.S

- Los Ángeles, CA (LAX) — ~ 2h 40-45min Brilliant Maps
- San Diego, CA (SAN) — ~ 2h 50-3h aprox expedia
- San Francisco, CA (SFO) — ~ 3h – 3h 30min United Airlines
- Phoenix, AZ (PHX) — ~ 2h 30min – 3h EOOB
- Las Vegas, NV (LAS) — ~ 2h 45min Brilliant Maps
- Denver, CO (DEN) — ~ 3h 05min United Airlines
- Houston, TX (IAH) — ~ 3h 30-4h Google
- Dallas/Fort Worth, TX (DFW) — ~ 3h 45-4h aprox expedia
- Chicago, IL (ORD) — ~ 4h 30-5h aprox. United Airlines
- Nueva York / área Newark-NY (EWR / JFK) — ~ 5h 30-6h aprox. United Airlines

Direct flights from LAP → U.S

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





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

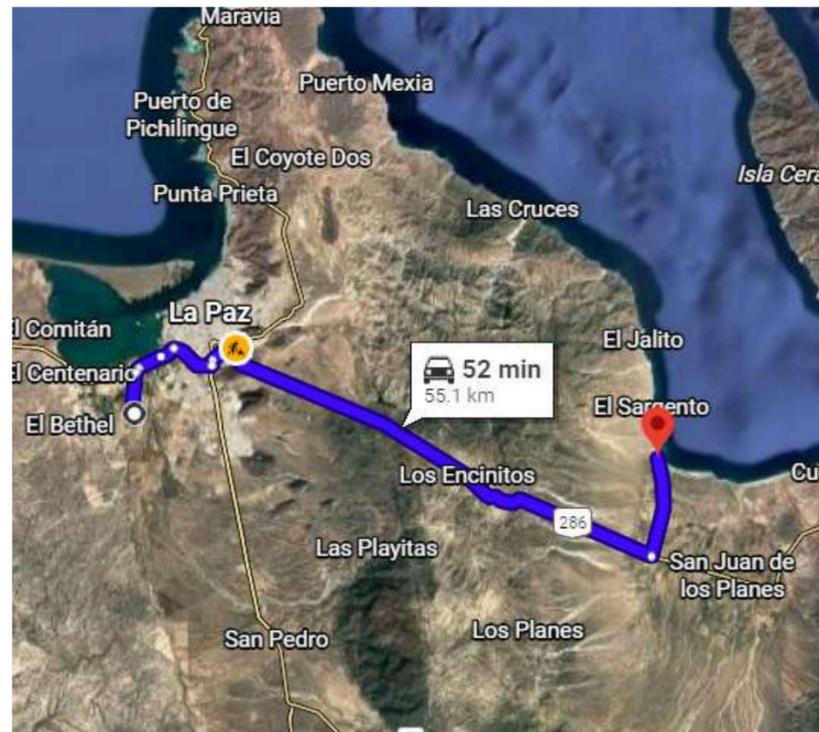
- Ciudad de México (MEX / NLU) — \approx 2 h 18 min [skyscanner.com](#)
- Guadalajara (GDL) — directo (tiempo típico \sim 1 h 35 min) [skyscanner.com](#)
- Tijuana (TIJ) — directo (hora estimada \sim 1 h 59 min) [Volaris](#)

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

- Ciudad de México (MEX / NLU) — \approx 2 h 18 min [expedia](#)
- Guadalajara (GDL) — directo (tiempo típico \sim 2 h 30-3 h) [Volaris](#)
- Tijuana (TIJ) — directo (hora estimada \sim 2 h 30-3 h) [Volaris](#)
- Culiacán (CUL) — ruta directa desde SJD \approx 55 min. [Google](#)
- Monterrey (MTY) — directo \approx 1 h 45 min [Trip.com](#)

Key Ground Connectivity

52 minutes to Manuel Márquez de León Airport, La Paz



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

2 hr 8 min to San José del Cabo International Airport

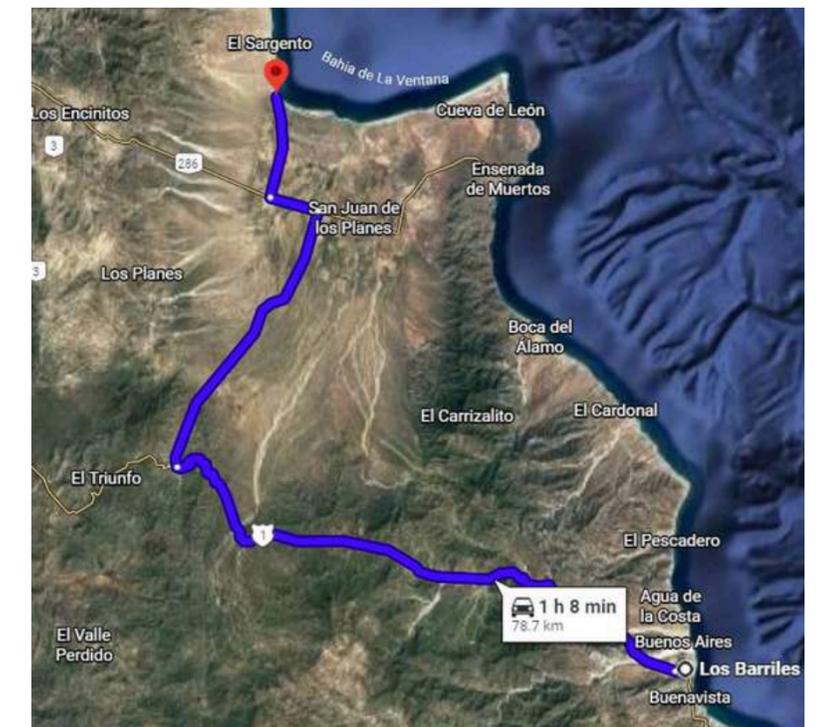
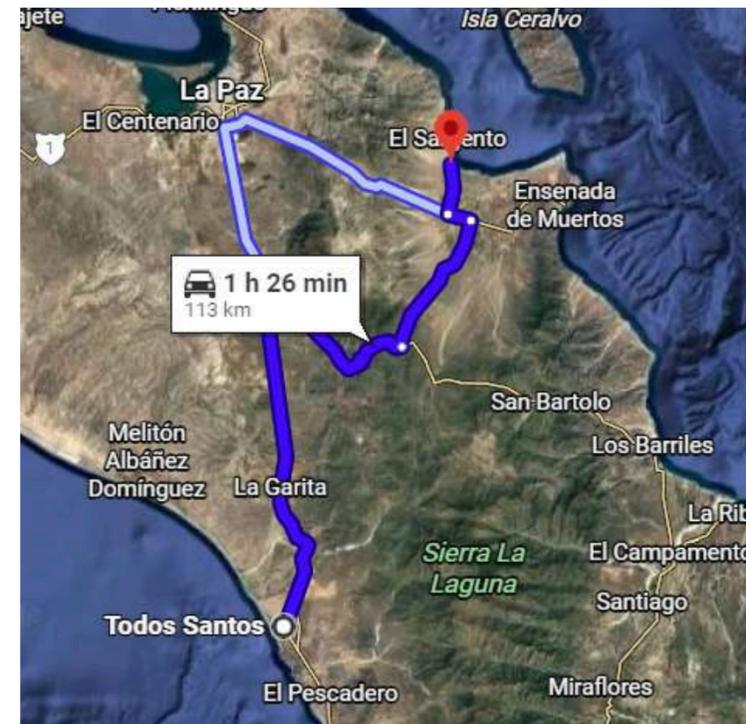
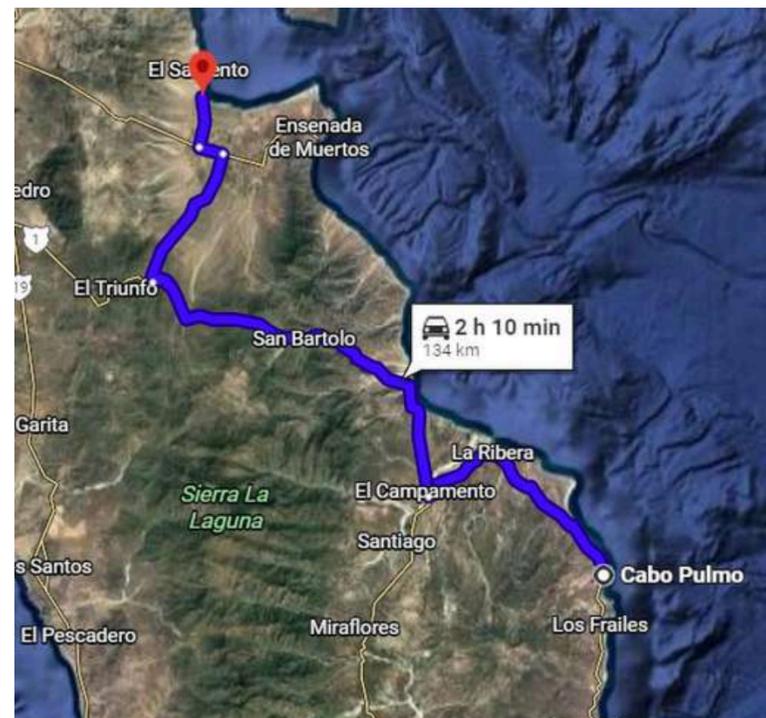


Key Ground Connectivity

2 hr 10 min to Cabo Pulmo.

1 hr 26 min to Todos Santos.

1 hr 8 min to Los Barriles.



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

ATTRIBUTE

Atributo	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
Gastronomía / arte / wellness	7	5	4	1	3	1	1
Regenerative potential	7	8	6	9	8	10	10

Virgin 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,
Retail, 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.

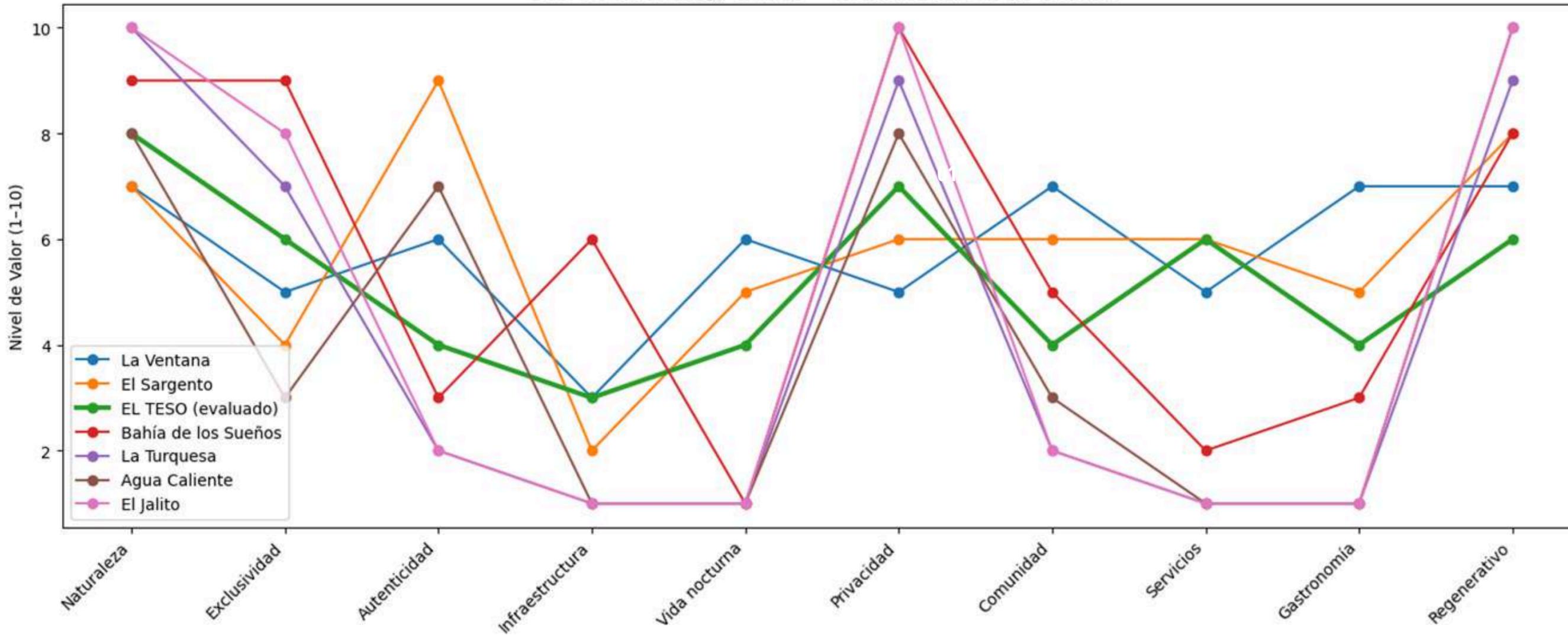
**Gastronomy / Art /
Wellness – 4**

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.

Blue Ocean Strategy Canvas — Sistema Bahía de La Ventana



Zone	Total Score
La Ventana	58
El Sargento	58
→ El Teso	52
Bahía de los Sueños	56
El Jalito	46
La Turquesa	43
Zona Agua Caliente	43

Blue Ocean Canvas

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

An aerial photograph of a coastal area, showing a road and some buildings near the shoreline. The terrain appears to be a mix of developed and undeveloped land.

Environmental Implications

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

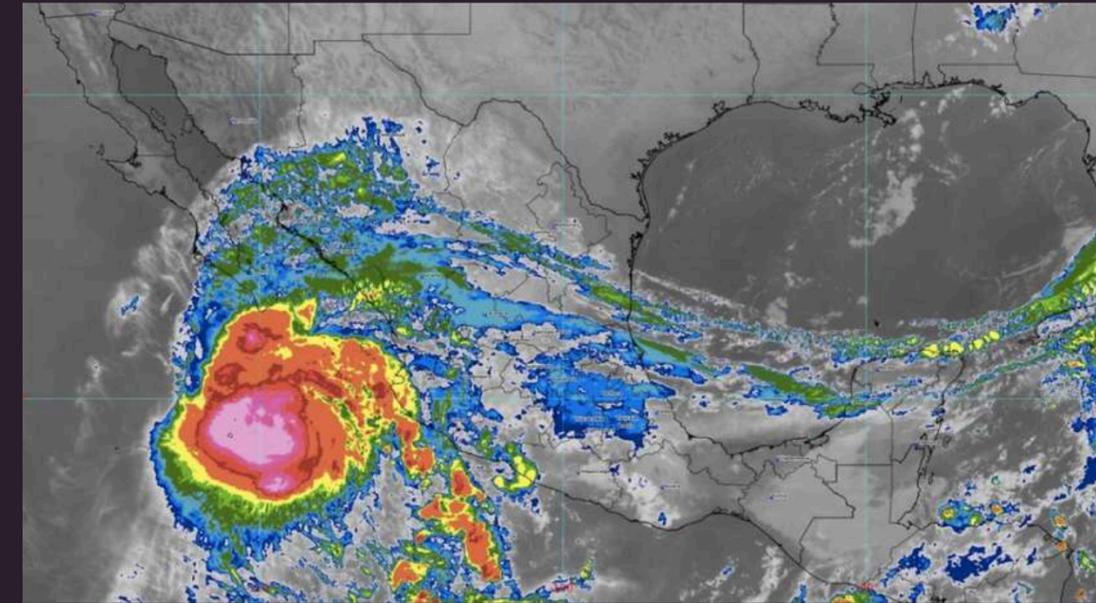
It receives the same north wind regime, with less direct intensity due to the elevation. ideal for natural cross-ventilation, but it is recommended to orient smaller openings to the northwest to avoid turbulence.

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.



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.

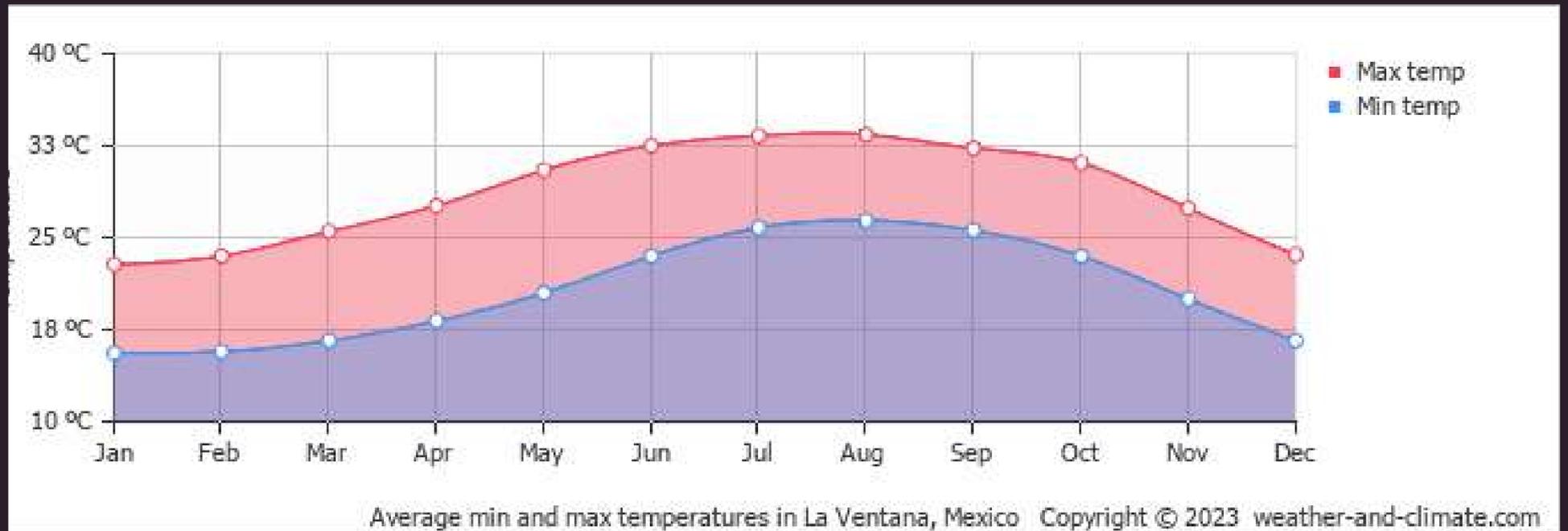
Although direct hurricane impacts are infrequent, nearby systems can generate heavy rainfall, surface runoff, and strong wind gusts that may affect access roads, infrastructure, and basic services.

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.

MARINE CONDITIONS AND TIDES

- Moderate tides
- Typical regime: semi-diurnal (commonly 2 high tides and 2 low tides per day; may vary daily).
- Approximate local range: in a typical week, tide heights are observed roughly between ~ -0.31 m and ~ 1.24 m.



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, this is when you lean into positioning, pricing power, events, retreats, and curated community experiences.

March and April are your flagship months. May becomes a selective shoulder opportunity fewer crowds, still functional wind, ideal for creative residencies or slower travel narratives.

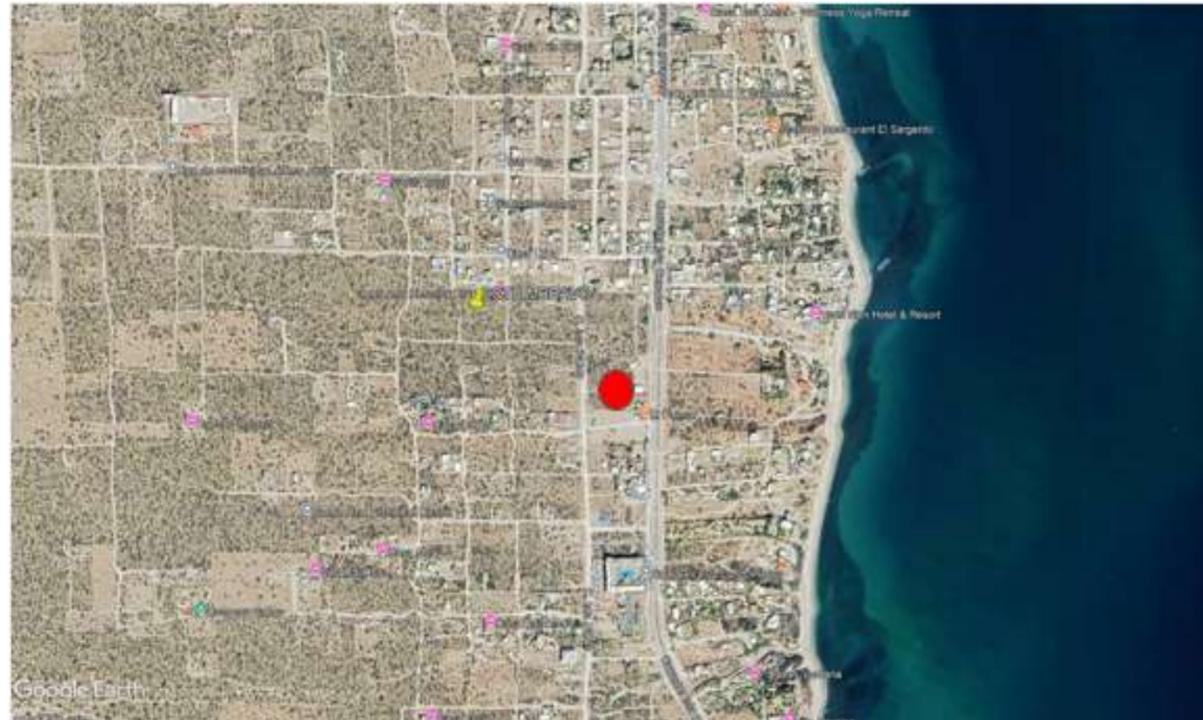
June to September is not a weakness but a strategic pivot: heat, humidity, and tropical volatility shift the product toward privacy, architectural shade, water design, regenerative landscaping, and long-stay introspective living rather than wind-driven activity.

October marks reactivation. The insight is this: EL TESO is seasonally asymmetric sell energy and movement in winter, sell silence and depth in summer.

Seasonality and
rhythm

If you design programming, pricing, and storytelling around that duality instead of fighting it, the climate becomes an asset, not a constraint.

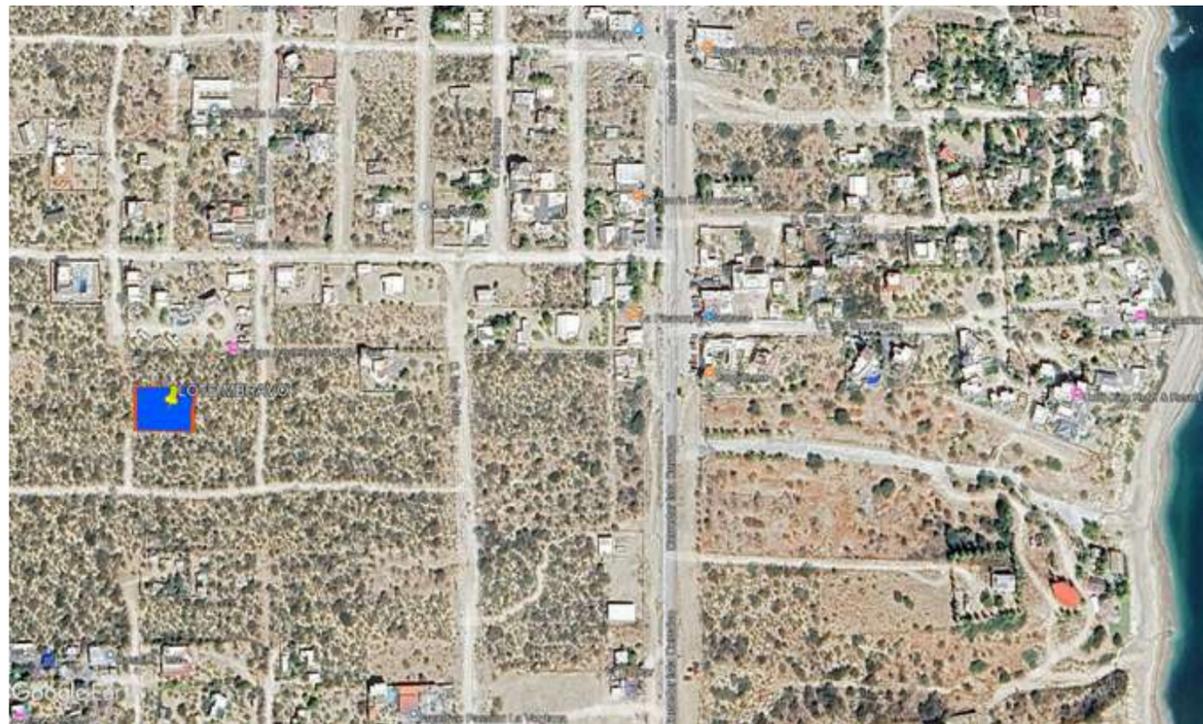
REGULATIONS & SERVICES



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.

Land Analysis

Property

- Cadastral ID: C.C. 1-04-015-3125
- Exact area: 1,228.020 m²
- Location: Ejido El Sargento and its annex La Ventana, La Paz, Baja California Sur
- Access: Isla Natividad Street (western boundary)
- Boundaries
 - North: C.C. 1-04-015-1556 and 1535
 - East: C.C. 1-04-015-3124
 - South: C.C. 1-04-015-1730
- Key correction: We are discussing an urban / semi-urban lot.



Access and Operations

- Single, clear access via Isla Natividad Street.
- Not a pass-through lot or a multi-corner property. This allows for:
 - Controlled access
 - A discreet development
 - Strong privacy management

For El Teso, this is an advantage—not a limitation.

Lot Shape and Geometry

- Irregular but compact polygon.
- Approximate frontage:
 - North: ~42.65 m
 - South: ~39.21 m
- Variable depth.
- No “spikes” or fragmentation that would make it unworkable.

Geometry suitable for:

- A high-end single-family residence
- A well-resolved duplex / triplex
- A very small condominium project (if zoning allows)

Based on the contour lines in the survey

CONTOUR LINES PLAN — PROPERTY 31

- A clear but moderate slope, running continuously from north to south.
- No extreme embankments or abrupt cuts.
- The contour lines are relatively spaced apart, indicating a manageable gradient.
- Ideal topography for:
 - Stepped building pads
 - Terraces
 - Volumes that follow the natural terrain

Important:

On a 1,228 m² lot, earthworks should be kept to a minimum.

What works best here is:

- Adaptive architecture
- No large, flat platforms

Topography & Gradients

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.



Cardinal Insights

*Key Federal Environmental
Agencies Operating in BCS*



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)

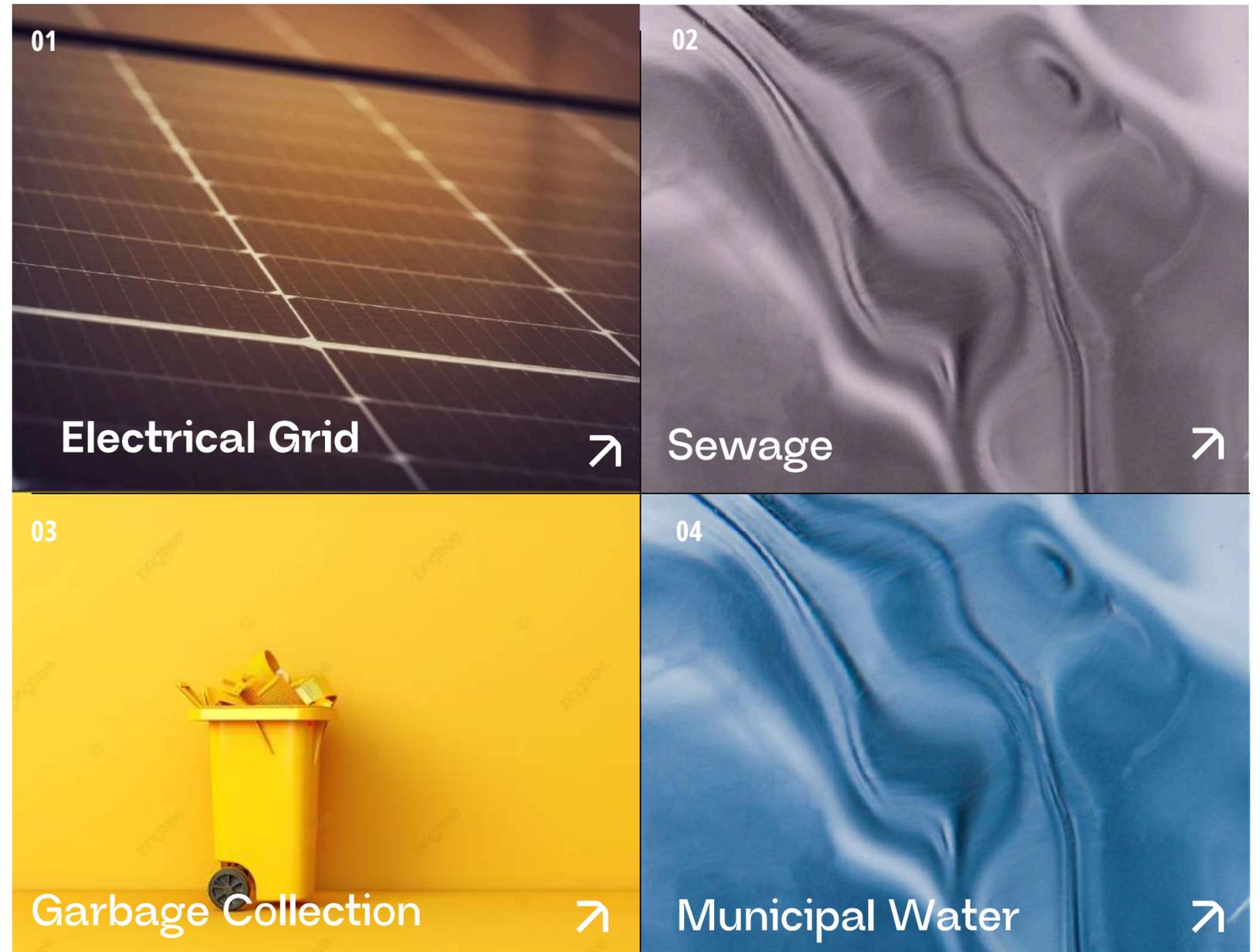
Controls the coastal strip (20 meters inland from the high-tide line).

Responsibilities include:

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

Access to Services

Essential services that guarantee quality of life in the community.



Municipal Services: Key Considerations El Teso

Municipal Water

There is existing infrastructure and government programs for potable water, but service can be limited / intermittent, and many residents rely on cisterns water delivery trucks.

Potable water service through a desalination plant in areas closer to the highway

Sewage / Drainage

The area is in a process of improvement (new sanitary drainage projects in El Sargento / La Ventana), but there is still widespread use of septic tanks. In El Teso specifically, the most realistic assumption for now is to consider yourself outside the municipal sewage network.

Electricity (CFE)

Yes, 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

intermittent garbage collection; There is municipal garbage collection, with recent efforts to strengthen the service.

At the same time, there is an ongoing waste management challenge that the community is working to address through local initiatives such as No Más Basura (No More Trash).

Service 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

Feasibility: 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.



CONSTRUCTION — SPECIFICATIONS

Construction Specifications Summary

Understanding COS, CUS, and CAS

In Baja California Sur, when you buy land or plan a construction project, there are three key building limits you will almost always see:

- COS
- CUS
- CAS

These rules define how much you are allowed to build on a lot, how tall or dense the construction can be, and how much open space must remain.

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 – 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.

COS

**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.

CUS

**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.

CAS

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:
\$20,000–\$30,000
MXN/m².**

Include

**full structural + basic
finish build**

mid-range / upscale

**Moderate terraces, retaining walls,
and good views.**

Estimated cost

**Turnkey cost:
\$12,500–\$18,500
MXN/m².**

Include

**full structural + basic
finish build**

low-end range

**Traditional construction, basic
finishes, no special work.**

Estimated cost

**Turnkey cost:
\$9,000–\$11,500
MXN/m².**

Include

**full structural + basic
finish build**

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

Construction Costs

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.

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 projec

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



**Integrated
Aesthetics**

Market

Nationals

Mainly from Mexico City, Guadalajara, Monterrey, Queretaro looking for a better quality of life or a second home.

Internationals

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).

Attractive

Attracts local developers, forward thinking lot buyers, and young professionals seeking more accessible panoramic land.

Lifestyle

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.***

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.

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 meter —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.**

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**Any further
questions:**

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