

## Snell Real Estate Monthly Newsletter

### JUNE NEWS UPDATE

#### Thoughts from Chris Snell, President

Welcome to the revitalized news update section of [snellrealestate.com](http://snellrealestate.com). Here we will provide you the latest news and information on Snell Real Estate, Los Cabos and beyond.

Whether you're a current homeowner, a potential investor, or simply someone interested in learning more about the destination, let Snell Real Estate be your source. We'll update the newsletter at the middle of every month, keeping you informed on what's to come in the month ahead. From helpful real estate information to updates on Snell Real Estate's master-planned communities, and from destination news to local events, if it matters to you, we have it covered.

As always, we welcome your ideas of how we can better serve you. If you have comments or ideas on how we can be more helpful to you with this newsletter—and beyond—please email Emily Hughey at [snellrealestate@yahoo.com](mailto:snellrealestate@yahoo.com).

### SNELL REAL ESTATE NEWS

#### Private beach clubs add panache to master-planned communities

Golf courses, spas and haute cuisine have been regulars in Los Cabos since the area's infancy as a premier tourist destination. As B.C.S. blooms into a lovely adolescence, private beach clubs are the new rite of passage, and Punta Ballena is leading the trend.

"The private beach club is the hottest poker chip in Cabo," said Chris Snell, Snell Real Estate president. "The owners want it and the destination demands it. Soon all the best master-planned communities will have a private place investors can go to dine, relax and play."

As availability of Los Cabos' oceanfront property reaches a saturation point, investors are looking to ocean view homes to sate their residential appetite — and to private beach clubs for needs of the seafaring kind. "The main reason why people come here is for the ocean," Snell said. "As oceanfront property is limited and expensive, homeowners need their own private place to go to enjoy the water."

A private beach club gives homeowners their own retreat for fun and relaxation by the sea. Punta Ballena opened its private beach club this month and Villas del Mar is set to unveil its own in January. Both clubs can be joined with a membership fee that allows patrons access to fitness facilities, spa services and restaurants, among other amenities. In addition, club members are able to sign for expenses from margaritas to massages, all of which can be charged to their homeowner's association dues.



"Our owners deserve only the best," Snell said. "And that's what we promise them as we move forward with our private beach clubs."

### **Elite Destinations places Los Cabos' visitors in the lap of luxury**



**ELITE**  
*Destinations*

Los Cabos' high-end travelers deserve a retreat that's as elite as they are. Elite Destinations, Snell Real Estate's new vacation rental division, blends high style, ultimate luxury and unsurpassed amenities to comprise the destination's premier collection of luxury vacation homes available for short- or long-term rental.

Vacationers looking for relaxed Mexican opulence perfect for couples, families, all-guy golf trips, girlfriend getaways and more may visit [www.caboelite.com](http://www.caboelite.com) for a listing of available rental properties. For more information on pricing, amenities and availability, please contact the Snell Real Estate offices at 011-542 (624) 144-5470 or 1-877-486-7517.

### **SEPARATING FACT FROM FICTION IN MEXICAN REAL ESTATE**

Each month, the Snell Real Estate newsletter will highlight a helpful hint for current and potential investors. As the local authority on Mexican real estate, Chris Snell is available to answer questions ranging from title insurance to home design. If you have a question you'd like answered in the next newsletter, email [snellrealestate@yahoo.com](mailto:snellrealestate@yahoo.com).



#### **Q: What's the most important thing to keep in mind when thinking about buying property in Los Cabos?**

**A:** Without a doubt, the most important thing a potential buyer can do when considering an investment in Mexico is to keep his or her mind in the game. Los Cabos has a mystique that can inspire potential investors to leave their brains at the border. I've seen savvy businessmen make choices they never would make in the States, and they end up losing a lot of money. Whatever you do, make sure you put your money in a U.S. escrow account rather than give it to an agent for safekeeping, and get title insurance above all else. At Snell Real Estate, we offer free title insurance and U.S. escrow service through Stewart Title Guaranty de Mexico, so if you're working with us, you know you're playing it safe. However, no matter with whom you're working, remember that the basic rules of the game are the same in Mexico as they are up North, so be smart, stay safe and have fun.

### **SNELL REAL ESTATE PROPERTY PROFILE**

Planning a summertime golf or fishing trip? Elite Destinations offers Casa Playa, the ideal vacation home for a large group of friends or family. Casa Playa is located in Palmilla in the prestigious La Caleta community, and boasts the best of everything. This six-bedroom, six-and-a-half bath, oceanfront home overlooks San Jose del Cabo Bay with unobstructed views



of Palmilla and the Sea of Cortez, not to mention the area's best surf spots. Viking appliances, a wine refrigerator, a warming oven, an outdoor wet bar and a gas barbecue prove this home is made for exquisite entertaining. To book your place at Casa Playa this summer, or for more information, call Gloria Cote toll free at 1-866-823-1763, or email her at gloria@caboelite.com.

## **DESTINATION NEWS**

### **Tropical temperatures mean hot fishing in Sea of Cortez**

Warmer water temperatures, sunny skies and a higher concentration of baitfish in the Sea of Cortez mark June as the start of prime fishing season on Baja's eastern coast. Excellent big-game fishing starts off the coast of San Jose and continues deeper into the Sea of Cortez near Buenavista and Los Barriles, where striped marlin, yellowtail, pargo, cabrilla and dorado lie in wait.

Ushering in the summer fishing season, several tournaments will descend on Los Cabos this June. Among them are the Stars & Stripes tournament in Cabo San Lucas, June 24 to 26, and a host of other tournaments and festivals on the East Cape, but feel free to plan your own "tournament" and rent a fishing boat for your own day of big-game fishing.

### **Summer season brings new hours to local hot spots**

Now that the sun is a little hotter and the days are a little slower, some San Jose-area restaurants are changing their hours to accommodate the slower pace of life in Los Cabos. Although most of the region maintains normal business hours, some restaurants are closed on Sundays, a few no longer serve lunch and still others close completely through October. It's a good idea to check the hours of your favorite establishment before making dinner plans.

If you're looking for early-summer entertainment, one local restaurant is adding a new live music and dance line up to its weekly schedule before the restaurant and bar closes on July 3. Havana Supper Club, located in San Jose's Costa Azul region, is putting fun on the menu with Salsa lessons and music on Thursday nights, and the restaurant's usual live jazz jams will continue on the weekends. Parties to celebrate the last full moon of the season will swing into the night in the first part of July. Call Carlos or Sheila at 142-2603 for more information.

### **Orange County charity stages tournament to benefit Baja kids**

Baja charities aren't the only ones raising money for Los Cabos kids. The Orange County chapter of Big Brothers Big Sisters, a program designed to help children from low-income, single-parent families, will donate proceeds from its June 24 to 26 annual golf and fishing tournament to the local Red Cross and the Los Niños del Capitán organization. The fishing tournament costs comprise the price of the boat plus a \$370 donation, and include two days of fishing and two evenings of dinner at the Melia Los Cabos hotel. The golf tournament, which takes place at the Cabo Real and El Dorado courses, costs \$130 per day. To participate, visit [www.bigbrooc.org](http://www.bigbrooc.org) or call Pisces Fishing Fleet at 011-52 (624) 143-1288 or Minerva's Baja Tackle at 011-52 (624) 143-1282.