

An aerial photograph of a tropical coastline. The top half of the image shows turquoise ocean water with white foam from waves breaking onto a wide, white sandy beach. The bottom half of the image shows a dense line of green tropical vegetation, including palm trees, bordering the beach. The entire image is framed by a thin white border.

# Arenas Corasol

PLAYA DEL CARMEN, QUINTANA ROO

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MASTER-PLANNED  
BEACHFRONT HOTEL DEVELOPMENT SITE

**CBRE**





Arenas Corasol

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# Contacts

**JUAN PEDRO SÁENZ-DIEZ**

First VP  
CBRE Hoteles México  
M1 +52 55 4361 0238  
M2 +34 607 806 753  
[juan.saenzdiez@cbre.com](mailto:juan.saenzdiez@cbre.com)

**TIM GIFFORD**

Sr. Managing Director  
CBRE Capital Advisors Latin America  
M1 +1 786 942 5327  
[tim.gifford@cbre.com](mailto:tim.gifford@cbre.com)

**NILMARIS NEGRÓN**

Director  
CBRE Capital Advisors Latin America  
M1 +1 787 438 9557  
[nilmaris.negron@cbre.com](mailto:nilmaris.negron@cbre.com)

**ÁLVARO FRÍAS**

Director  
CBRE Hoteles México  
M1 +52 55 4141 6921  
[alvaro.frias@cbre.com](mailto:alvaro.frias@cbre.com)

**FRANCISCO CAUDILLO**

Jr Broker  
CBRE Hoteles México  
M1 +52 55 8580 1310  
[francisco.caudillo@cbre.com](mailto:francisco.caudillo@cbre.com)

[CBREhotels.com](http://CBREhotels.com)



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# Executive Summary

CBRE Hotels is pleased to offer the exclusive listing of this incredible and unique 9.1 hectares (+91,000 sq. m) land with a 175 m beach front located in one of the world’s most popular beach destinations, The Riviera Maya in Quintana Roo, Mexico.

Just 45 minutes down the coast from the crowded Cancun scene in Mexico, this plot with Hotel Land Use can host +800 hotel rooms and has environmental permits in place such as Environmental Assessment and Land Use - Change. The property is inside the core of the gated master-planned community Corasol, the ultimate luxury living on Riviera Maya that hosts 3 hotels, operating residential developments including Lorena Ochoa branded residences, the Gran Coyote Golf Course designed by the major champion Nick Price and a private beach club, all within a high-end tourism urbanization.

With environmental permits in place and all basic services available, Arenas Corasol is truly an opportunity to acquire one of the last available beach front plots in a destination that is in high demand internationally.

Address	Lote 079, Manzana 021, Supermanzana 000, Región 004, Playa del Carmen Municipio de Solidaridad, Quintana Roo.	
Lot Size	9.1 hectares (+91,000 sq. m).	
Beach front	175 m.	
Land Use	Touristic-Hotel High Density.	
Density	+800 rooms. 8 Levels.	
Permits	Environmental Impact Assessment (MIA) Forest Land Use (CUSTF).	
COS	30%.	
CUS	1:1.	
Full Services Available	Water, sewage system, electric power, optical fiber.	
Distance to main destinations	Cancun Airport: 50 km (35 min). Cancun: 63 Km (45 min).	Playa del Carmen 5th Ave : 5 km (5 min). Tulum: 70 Km (50 min).







# Investment Highlights



# Investment Highlights



## HIGH BARRIERS TO ENTRY

- Riviera Maya has settled as a top destination for international tourism.
- Over 1.6 million visitors in 2022.
- Area with major development in the last decades.



## LAND USE, PERMITS AND FULL SERVICES IN PLACE

- Environmental Impact Assessment and Land Use Change for Forests.
- Urban Development Plan allows the site for the projected densities.
- Availability and Feasibility of all services: water, electricity, sewage system, optical fiber.



## ONE OF THE LAST REMAINING BEACHFRONT HOTEL DEVELOPMENT SITES

- Prime 175m beachfront property.
- Potential to fit up to 800 hotel keys.
- Enhanced prestige and luring for a steady stream of high-income customers.



## ROBUST MARKET

- Year-on-year increase in tourism arrivals combined with a solid lodging market.
- Strong demand for new hotel and resort developments.
- 9,000+ new hotel rooms expected by end of 2023.



# Investment Highlights



## MASTER-PLANNED COMMUNITY

- World-class masterplan of 227 hectares.
- 18-hole championship golf course designed by Nick Price.
- Lorena Ochoa luxury branded condominiums.
- Private beach club.
- High-end amenities inside a gated condominium.
- Zoning for hotel and residential development.



## WORLD CLASS DESTINATION

- Activities and attractions to offer for everyone: local shopping, international cuisine, ancient mayan ruins, and ecotourism.
- All-inclusive resorts, luxury spas and world-class golf courses.
- Top destination for travelers seeking a high-end vacation experience.



## INFRASTRUCTURE

- Cancun International Airport located just 35 minutes away.
- Road connection thanks to coastal highways Route MEX-307, which facilitates access to nearby destinations such as Tulum, Cancun, or Puerto Morelos.
- Mayan Train which will connect all the major cities in the Yucatan Peninsula.
- New Tulum Airport kickstarted construction.



## HEALTHCARE INFRASTRUCTURE

- Healthcare capacity has improved exponentially over the past years aiming to provide top notch healthcare facilities.
- Facilities and access to more than 6 specialty hospitals, including operators of international prestige.









# The Property

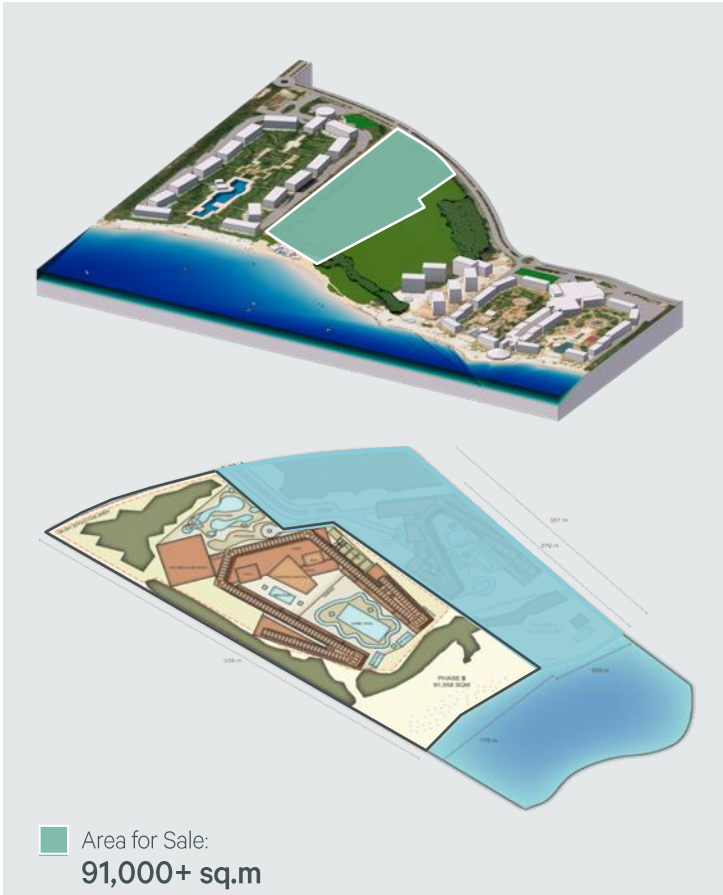
Arenas Corasol can fit +800 hotel rooms, in a 9.1 hectares (+91,000 sq. m) surface area with 175 linear meters of beach front inside the core of the gated Corasol Master Plan, the ultimate luxury living on Riviera Maya that hosts 3 hotels, the Gran Coyote Golf Course designed by the major champion Nick Price, the Lorena Ochoa Residences and a beach club, all within a high-end tourism urbanization.

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Luxury Amenities	High-end urbanization. 18-hole Gran Coyote Golf Course. Lorena Ochoa Residences. Beach club.	



# Arenas Corasol Masterplan

The property for sale is located inside Corasol, a master-planned gated community that hosts multiple developments and fully operational high-end amenities. This land for development can fit +800 hotel rooms, it is contemplated inside The Arenas Corasol Masterplan as a complementary part of a 300-key hotel development to be carried out by the owner.







# Corasol Condominium



# Corasol Condominium

Corasol is a world-class, master-planned resort community located 35 minutes from Cancun International Airport and just 5 minutes from the 5th Avenue of Playa del Carmen. This 227 hectares development includes 2.5 km of beachfront and counts with environmental permits, full services availability, operating licenses and zoning authorizations for the entire Project including the property on sale Arenas Corasol.

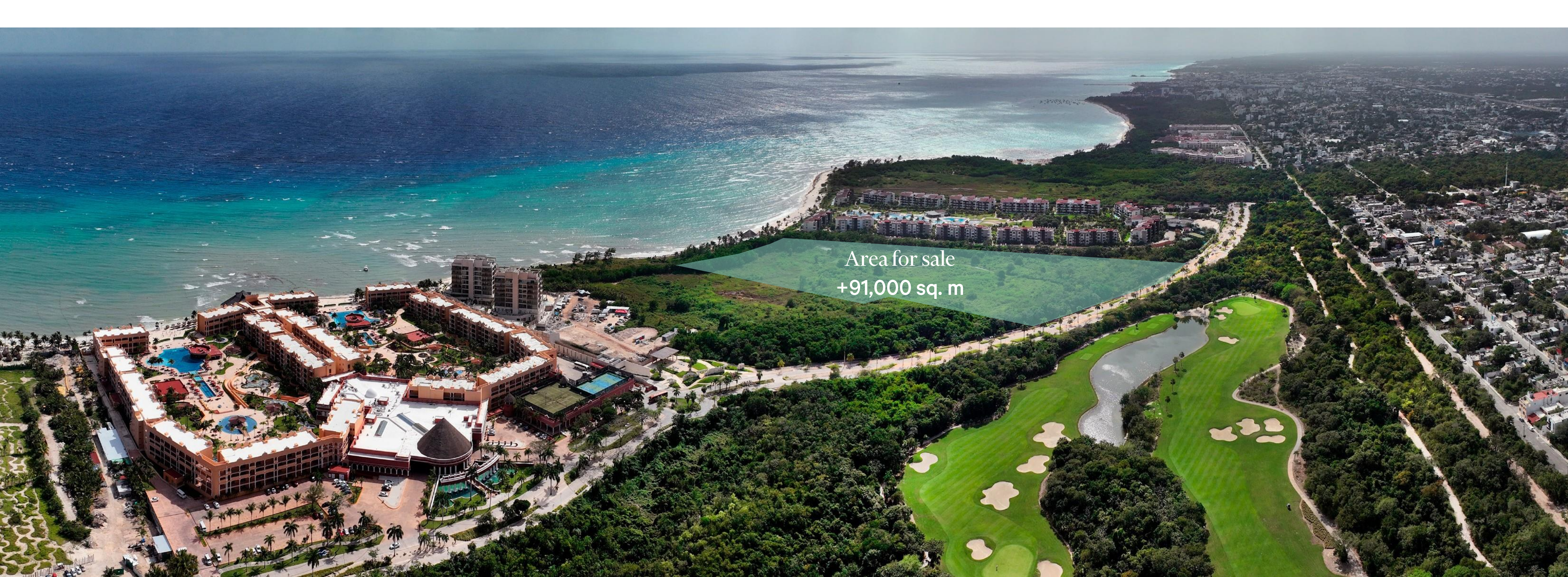
To date, the condominium hosts more than 300 beachfront condos, all-inclusive resorts with over 1,150 rooms available and more than 280 luxurious residential units with diverse configurations, top notch amenities, planned urbanization and 24/7 security.

The award-winning Gran Coyote Golf Course designed by the professional golfer Nick Price, engineered to ensure a minimum water consumption and salt-tolerant grass. The Club House is an architectural icon integrated with the environment. It offers all the services and amenities required to enhance the user's experience.



Beach front	Two point five kilometers (2.5 Km).
Resorts & Spa	+1,150 rooms, five-star Boutique Hotel, Restaurants, Pool, Adults-only offer, gym.
Beach Club	Beachfront Pool, Showers & Lockers, Restaurant and Snack Bar, 1,150 sq m development.
Golf Club House	Pro Shop, Gym, Locker Rooms, Cart Storage, Pool, Spa, Restaurant, Terrace for Events.
Golf Course	Nick Price Design, 18-holes, Par 71.
Mareazul	208 Condos.
Lorena Ochoa Residences	96 Apartments.
Nick Price Residences	42 Apartments.
Costa, Village & Palm Residences	+80 Units.





Area for sale  
+91,000 sq. m





Area for sale  
+91,000 sq. m



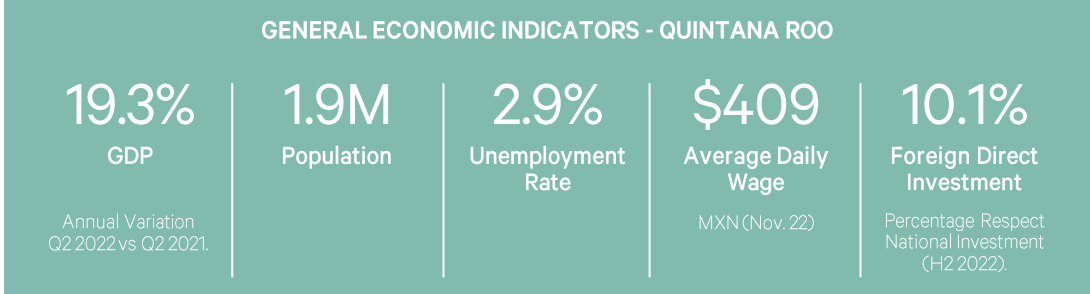




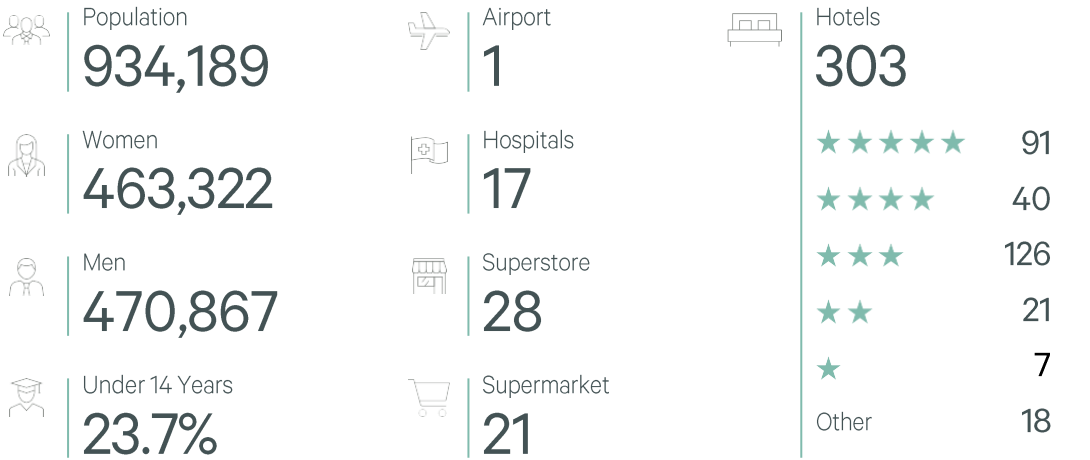
# Riviera Maya Overview

Quintana Roo has a solid and institutional economy registering a 19% growth in 2Q 2022 compared to the same period of the previous year, attracting 10% of the national total Foreign Direct Investment.

Riviera Maya has 303 hotels, registering 91 5-star category. It has formidable infrastructure planning and full access to basic services, health and recreation.



## SOCIODEMOGRAPHIC INDICATORS RIVIERA MAYA



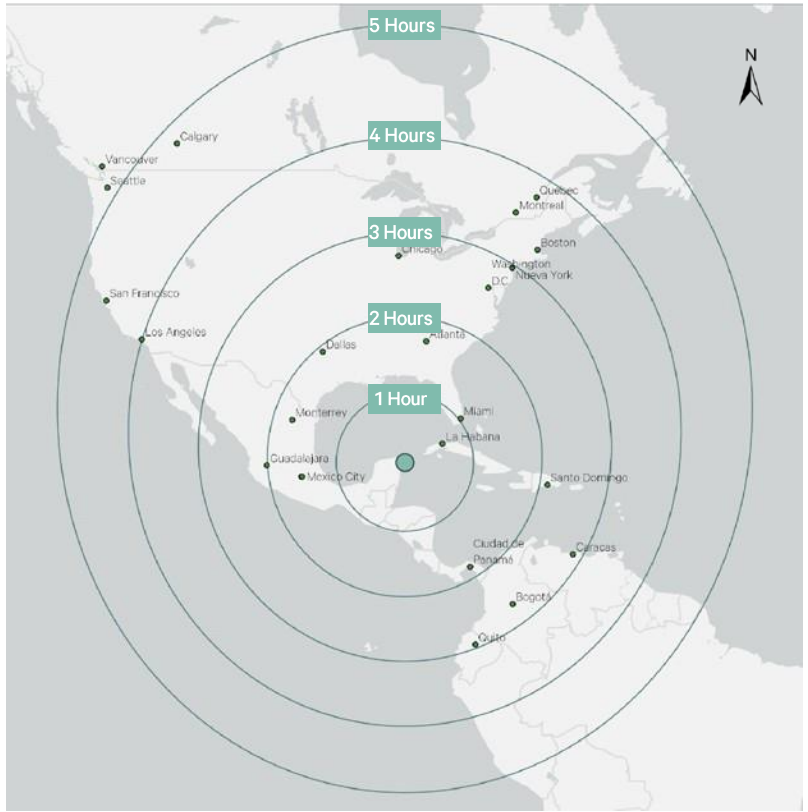




Area for sale  
+91,000 sq. m

# Airlift

- The main point of entry is the Cancun International Airport, located just 35 minutes away.
- The airport has 24 national routes and 103 international routes.
- Taxi and car rental services are available on the site.



## TOP INTERNATIONAL FLIGHTS

Dallas	3 h 6 min
Chicago	4 h 0 min
Toronto	3 h 55 min
Panama	2 h 44 min
Atlanta	2 h 44 min



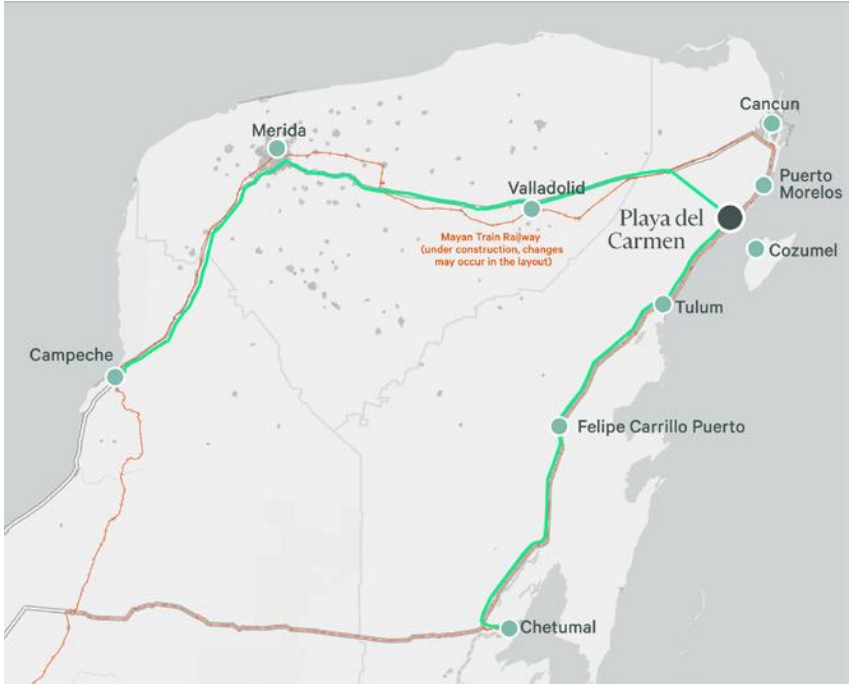
## TOP NATIONAL FLIGHTS

Mexico City	2 h 36 min
Monterrey	2 h 40 min
Guadalajara	2h 52 min
Tijuana	4 h 54 min
Toluca	2 h 28 min



# Road Connection

- Corasol has easy connection with nearby destinations.
- Route MEX 180 runs along the entire east coast of Mexico and connects the north of the country to the state of Yucatan.
- Route MEX 307: Cancun-Tulum Highway, connects ‘Playa’ to Cancun and other popular destinations such as Tulum, Puerto Morelos or Akumal.



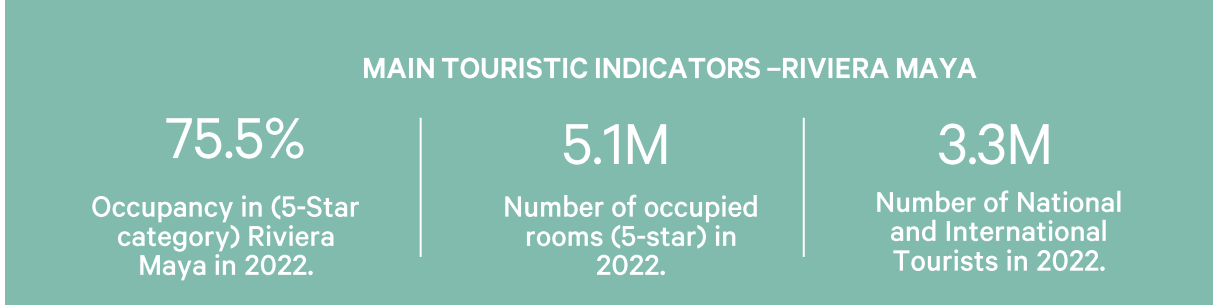
DRIVETIMES TO PLAYA DEL CARMEN	
	Current Drivetime
Merida	3 h 50 min
Valladolid	1 h 49 min
Cancun	45 min
Puerto Morelos	33 min
Tulum	50 min
Chetumal	4 h 11 min
Campeche	6 h 51 min



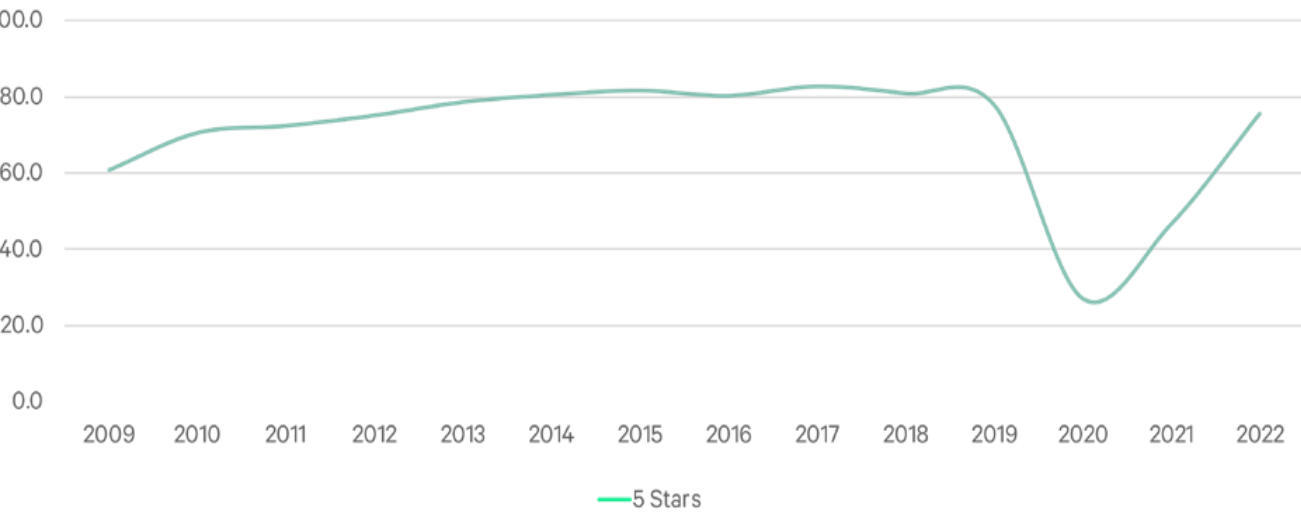


# Lodging Market

## MAIN TOURISTIC INDICATORS –RIVIERA MAYA



## 5 \* AVERAGE OCCUPANCY RATE



Source: CBRE Research



## OCCUPIED 5-STAR ROOMS RIVIERA MAYA \*

2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
2,701	3,091	3,195	3,575	3,891	4,108	4,271	4,273	4,983	5,326	5,158	1,815	3,146	5,113

## VISITORS 2009 – 2022 \*

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
TOTAL	1,898	1,993	2,115	2,262	2,394	2,682	2,785	3,097	3,485	3,676	3,675	1,433	2,427	3,341
NATIONAL	290	291	352	372	391	519	543	542	505	499	478	204	361	545
FOREIGN	1,608	1,702	1,763	1,890	2,003	2,163	2,241	2,555	2,980	3,177	3,197	1,229	2,067	2,795

\* ( figures in '000)

## AVERAGE HOTEL RATES OF COMPETITIVE SET 5-STAR RIVIERA MAYA

Comp 1	Comp 2	Comp 3	Comp 4	Comp 5	Comp 6	Comp 7	Comp 8	Comp 8	Comp 10	Avg
\$ 283	\$ 397	\$ 338	\$ 543	\$ 547	\$ 399	\$ 531	\$ 351	\$ 396	\$ 395	\$ 418

## CORASOL CONDOMINIUM RESIDENCES

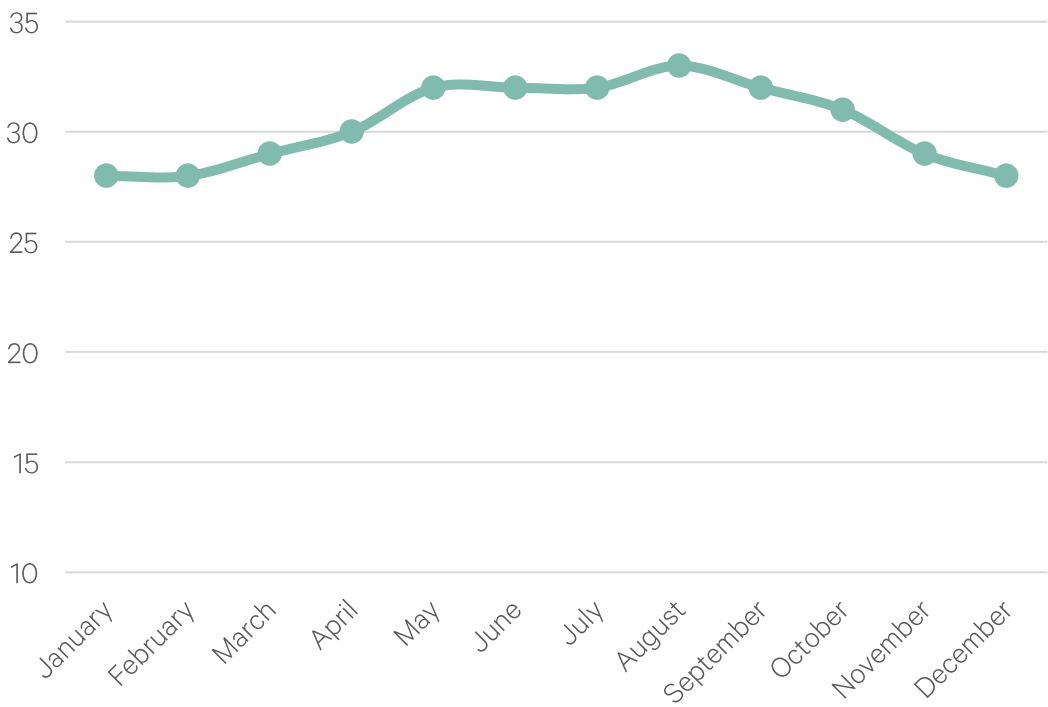
Costa Residences	The Village	Palm Villages
Starting 1.35 US\$M (294 sq. m)	Starting 478 US\$k (79 sq. m)	Starting 1.52 US\$M (582 sq. m)



# Weather

- The Mexican Caribbean offers a year-round warmth and sunshine.
- During winter, the temperature typically stays around 27°C.
- In spring and summer months, temperature averages 29°C and 30°C respectively.
- In fall Riviera Maya remains warm, with September, October, and November averaging 31°C, 30°C, and 29°C respectively.

MOTHLY AVERAGE TEMPERATURE IN RIVIERA MAYA



# PopularAttractions



## FIFTH AVENUE

A bustling pedestrian street lined with shops, restaurants, and bars. It's the perfect place to spend an afternoon exploring local boutiques, trying authentic Mexican cuisine, or sipping on a refreshing cocktail.



## BIOSPHERE RESERVE

Sian Ka'an Biosphere Reserve offers a wide range of activities such as bird watching, snorkeling, and boat tours. The reserve is home to a diverse array of flora and fauna, including manatees, dolphins, and over 300 species of birds.



## MAYAN RUINS

50 min away drive are the ancient Mayan ruins of Tulum. These well-preserved ruins sit on a cliff overlooking the Caribbean Sea, offering breathtaking views and a glimpse into the history of the region.



## DIVING EXPERIENCE

Playa del Carmen offers some of the best diving spots in the Caribbean, such as the Great Maya Reef, the second- largest coral reef in the world after the Great Barrier Reef. You can explore the colorful coral and marine life.





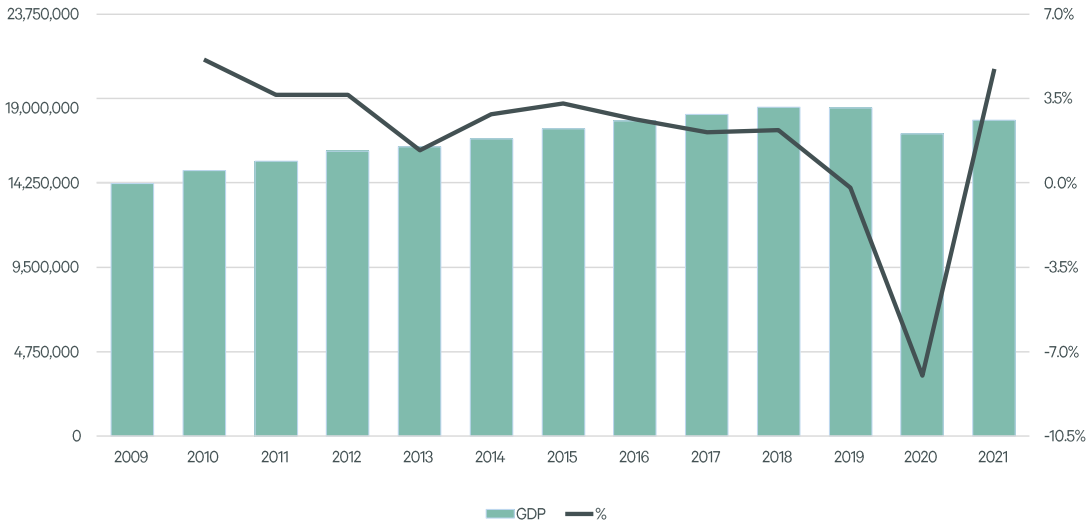
# Mexico Overview



# Tourism GDP

- In 2019, Mexico’s GDP peaked \$1.15 trillion.
- Tourism industry contributed around 9% to the country’s GDP.
- Mexico’s national GDP averaged a 4.7% increase in 2021.
- Tourism shows a strong recovery and improved pre-pandemic levels by 2022-year end.

AVERAGE OCCUPANCY RATE 2018 – Q3 2022

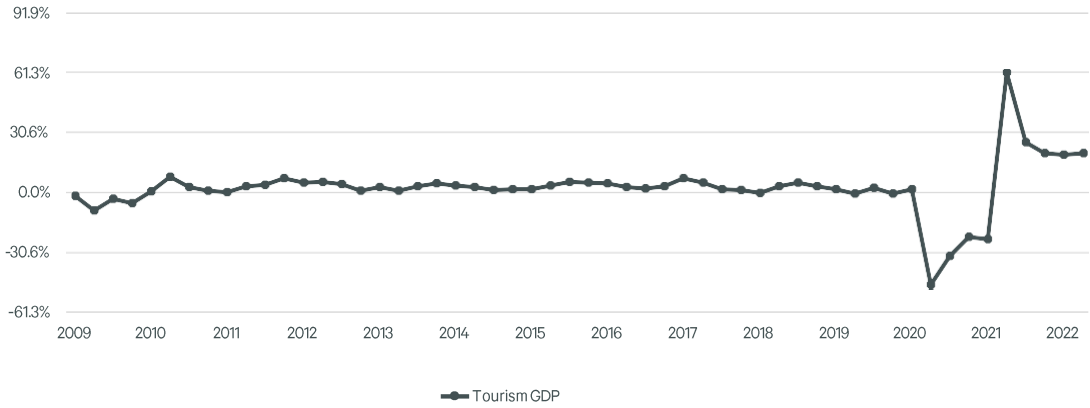


**Source:** CBRE Research 2022 data from INEGI, series calculated by econometric methods based on figures generated by Mexico’s National Accounts System.



- It is expected that by the end of 2022, the Gross Domestic Product for tourism will represent 8.3% of the National GDP.

ANNUAL CHANGE



**Source:** CBRE Research 2022 data from INEGI, series calculated by econometric methods based on figures generated by Mexico’s National Accounts System.



# Direct Investment Destination

2022 Total Foreign Tourism Revenue of 23 USD Bn (est.), 27% increase over 2021 showing total recover to pre-pandemic levels.

FOREIGN REVENUE MEXICO

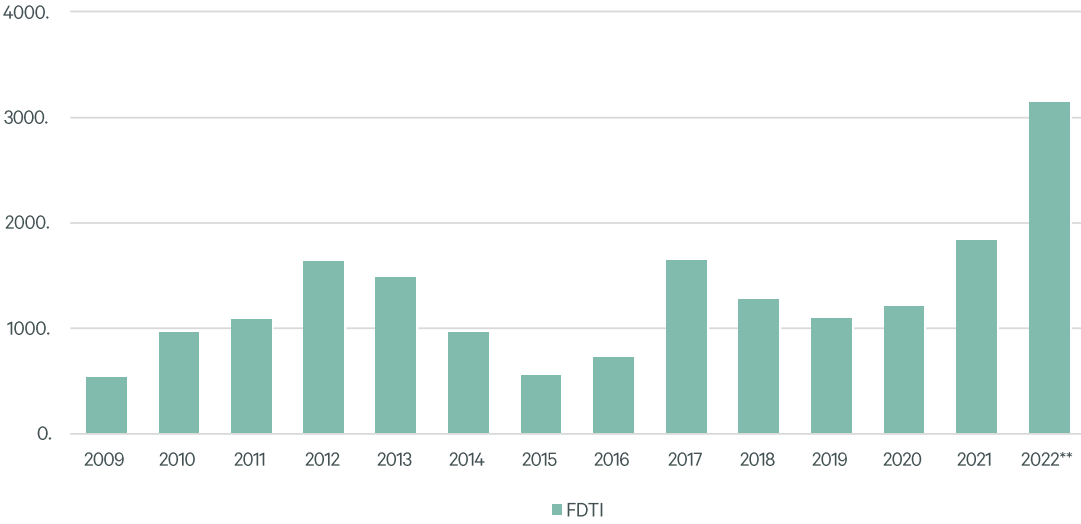


Source: CBRE Mexico Research 2022.



Strong growth of Foreign Direct Tourism Investment (FDTI) over the last three years, with \$3,147 USD M (est.) for 2022.

FOREIGN DIRECT TOURISM INVESTMENT (FDTI)



Source: CBRE Research 2022





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## CBRE

### JUAN PEDRO SÁENZ-DIEZ

First VP

CBRE Hoteles México

M1 +52 55 4361 0238

M2 +34 607 806 753

[juan.saenzdiez@cbre.com](mailto:juan.saenzdiez@cbre.com)

### TIM GIFFORD

Sr. Managing Director

CBRE Capital Advisors Latin America

M1 +1 786 942 5327

[tim.gifford@cbre.com](mailto:tim.gifford@cbre.com)

### NILMARIS NEGRÓN

Director

CBRE Capital Advisors Latin America

M1 +1 787 438 9557

[nilmaris.negron@cbre.com](mailto:nilmaris.negron@cbre.com)

### ÁLVARO FRÍAS

Director

CBRE Hoteles México

M1 +52 55 4141 6921

[alvaro.frias@cbre.com](mailto:alvaro.frias@cbre.com)

### FRANCISCO CAUDILLO

Jr Broker

CBRE Hoteles México

M1 +52 55 8580 1310

[francisco.caudillo@cbre.com](mailto:francisco.caudillo@cbre.com)