



Partial Lowdown On Current New Building

There is so much of that going on, we can barely scratch the surface, but here's a good scratch

BY CATHY WATKINS

Snell claims to be the number one top selling largest, independent luxury real estate brokerage firm in the Baja, and maybe they are, as they have the most offices. 13, count em. We did that for you.

One of their exclusive listings is Las Ventanas Al Paraiso, a five diamond star hotel on the corridor that is now filling in some of their unused land with full ownership multi story condos, priced

from three to five million real dollars. There will be three towers facing the Sea of Cortez with

Why do we press harder on a remote control when we know the batteries are getting dead?

30 units in each and each five stories high. Right now they're trying to hide all this with a silly curtain strung up on five story high scaffolding. What's tackier, a five story high shower curtain or condos under construction? Close call, actually.

Las Ventanas is a luxurious property that plants a telescope on each suite's terrace, provides wine cellars, hot tubs, and private infinity pools in some of the rooms. All have stunning views. Pardon us if we're still a little pouty about them buying an ocean front hole on the Cabo Real golf course from Grupo Questro for \$22 million. Ventanas then ripped up the hole and built more hotel rooms, causing a pretty botched up re-design of the next three holes. You just can't fix something like that. The entire front nine is ruined. Yes, we're still pouty over that, but we

Mexico Expat & Travel Medical Insurance
Are You Protected From the Unexpected?

West Coast Mexico Insurance
Are You Protected From The Unexpected?

West Coast Mexico Insurance
Protecting Our Client's Assets & Health In Mexico Since 2004

Mexico Home Insurance	U.S. & CANADIAN Autos in Mexico	Mexico Registered Auto Insurance	Global Watercraft Insurance	Global Health Insurance
------------------------------	--------------------------------------------	-----------------------------------------	------------------------------------	--------------------------------

Home * Condo * Renters
Fire * Theft * Liability
Hurricane & Earthquake

Car * Truck * RV
U.S. * Canada * Mexico
Full Coverage or Liability Only

Watercraft (Global)
Hull &/or Mexico Liability Only

Business * Hotel * HOA's

Course of Construction

Global Health Protection (ExPat)
Annual Deductibles - Senior Plans & Catastrophic Plans Available
Individual * Family * Group * Student
All Nationalities Accepted

Accident & Illness Global Medical Protection
Single Trip & Multi-Trip
Air Evacuation Coverage Included
No Underwriting * Online Enrollment
Annual Plans for as low as \$199⁰⁰

Life Insurance (Global)
No Medical Exams or Medical Records
Home Investment & Private Seller Protection

Air Evacuation Only
SkyMed - Take Me Home

Dedicated Claims Servicing!!

www.InsureMeBaja.com
01 800-099-0614 (Mex)
(818) 788-5353 (US)

Jason Wagner
Jason@InsureMeBaja.com
Ca. Ins. Lic. 0E50745

CABO POOL AND SPA

- Pumps
- Heaters
- Filters
- Chemicals
- And Parts!

10% OFF in Pool Brushes and Poles.

Not valid with other discounts. Cash Only purchases.
Valid through the month of May

San Jose del Cabo
Cabo San Lucas
Mitsubishi
Palmillar Bridge

CABO POOL
On the Corridor at KM 25

English Spoken • 624 144 5454
On the fourlane, KM 25, across from Mitsubishi
Open Monday - Friday 8.00 am - 4.00 pm
Saturday 8.00 am - 1.00 pm

will have to admit Ventanas is a stunning property and what they've done with that one par 3 hole is amazing.

There are several reasons why it might be a good idea to invest in Ventanas. First, it has the most expensive hotel in Cabo. The average room rate is \$1,500 with the most expensive suite costing \$35,000 a night. Hmm....you have to wonder how many nights that's rented. Cabo is already favored by many of the rich and famous set, and it will continue to attract them with this type of exclusive hotel that offers world-class service. Second, Ty Warner, known for those Beanie Babies, owns the hotel which is a Rosewood Property. He's ranked 209 out of the 400 richest Americans, and if he's all in, that's a really good reason for us to be too. Finally, all the amenities will be in place when you buy because it's a mature property. The roads inside the development are already finished, and so are the four restaurants, shops, spa, pool, and gym. That's huge, since other developers wait, sometimes years to finish installing all those wonderful amenities

AA
Cabo San Lucas
Meetings Daily

At ACE hardware store, Second floor, on the old road to San Jose. That is, kitty corner to McDonald's. Daily at 6:00 p.m. and M-F at 4:30 p.m.

you were promised at signing time and may or may not ever see.

Snell real estate company also has an exclusive listing for Chileno Bay, also on the corridor, right up the highway. They have already sold 80% of the current project (phase 1), which they took on in January of 2014 without the infrastructure in place. In 2015, they sold \$42 million, and since 2016 they have already sold up to \$60 million. Their exclusive contract to market the property ends on June 30 and it's

CONTINUED ON PAGE 12

Once And For All
Get This Language Learned !!
And have fun doing it

Spanish In Cabo.com

www.spanishincabo.com
info@spanishincabo.com
146 9975/624 122 1626
In Cabo & San Jose



LOS CABOS CHILDREN'S...

continued from page 5

supportive and the state government officials take pride in having advanced surgery capabilities.

This round of surgeries was headed by Dr. James Hammel, Chief Pediatric Cardiac Surgeon, Children's Hospital and Medical Center in Omaha, Nebraska, and Dr. Jeffrey Delaney, Cardiologist at that same facility.

But it's a crowded operating room, as it takes many hands to pull this kind of surgery off. Joe Deptula arrived from Omaha to run the all important heart/lung machine that pinch hit for the heart that was stopped to be patched. And that's literally what

Dr. Hammel did: he stopped the heart so he could work on it, and Joe Deptula jumped in with his heart/lung gizmo. The rest of the team is equally important, providing skilled nursing care in the intensive care unit. Some of these people rotate in and out, most not staying the full time. All of them volunteer their time, taking their accumulated vacation days.

The aim of this entire program is not just to save these kids, but to establish a pediatric cardio care unit in the Salvatierra hospital. Right now when they're in town those two times a year, they're using the maternity ward. Each time they arrive, they have more equipment packed in their suitcases, most of which they leave

GARAGE DOOR
WE FIX IT

Installations • Repairs • Sales • Maintenance

Ph. (624) 143 2818 • (624) 146 63 23

Meet Bridget

Bridget was rescued off a dirt road in the middle of nowhere back in the Barrios. She allowed herself to be picked up after only 20 minutes of calm sweet talk, and was whisked away to the vet where she was boarded for three nights. After that she was good to go, since what she has there is no cure for: Old age. Seems Sra. Bridget was cast out of her home because she is old.



Bridget is currently recovering in a foster home on the beach and will be looking for a home in the next few months after her mange is 100% cured. Oops, we forgot to mention a touch of mange. Cosmetic. Easily cured. No worries.

We think the old girl is more than 13, and a little beat up. Hey! When you are 13 in dog years, you'll be a bit beat up around the edges, too! She will need a calm, serene home that will give her all the love and quiet time she needs to finish the rest of her life in dignity and peace. She is a gentle, peaceful dog.

In only 1 week, Friday to Friday, Baja Safe brought her from very sad and beat down to almost smiling. Thank you all for helping Bridget toward better days.



here, and they buy even more equipment as budget allows.

So next time you have a chance to contribute to Los Cabos Children's Foundation, pony up. They have various fundraisers throughout the year, which we always announce in our calendar section, and they're always fun. Or, don't wait. Go to www.loscabos-children.org to learn more about this organization or to donate right there online. ✎

PARTIAL LOWDOWN ON...

continued from page 6

anybody's guess what will happen then but even if they lose their exclusivity their momentum and special knowledge of the property will probably mean they will still out sell any other company. Discovery Land has entered into a partnership to develop the

Agents Wanted

RE/MAX
Cabo San Lucas
Broker@RemaxCaboSanLucas.com

BlueNetHOSPITALS

**24/7 PHARMACY
HOME DELIVERY**

IN SAN JOSE DEL CABO, CABO SAN LUCAS AND
TOURIST CORRIDOR. SERVICE 365 DAYS A YEAR.

PH: (624) 104 3910

EMERGENCY: (624) 104 3911

bluenethospitals.com



**THE ORGANIC
GROCERY STORE
IN
LOS CABOS**

COMING SOON

**FREE DELIVERY!
IN LOS CABO'S AREA**

— PRODUCTS —

- Organic & Natural Groceries • Kosher Items • Gluten Free Products
- Eco-Friendly Products • Vegan Alternatives • Organic Fresh Produce

Tel. (624) 143 1947
info@californiaranchmarket.com
Blvd. Marina in front of Cultural Pavilion. Downtown Cabo San Lucas, B.C.S.
Mon- Sat. 8:00 - 21:00 hrs. / Closed Sunday

**!ORDER ONLINE!
www.californiaranchmarket.com**

rest of Chileno Bay, a 1,200 acre private club and community of residences designed with two of Baja's most abundant natural resources in mind: the sun and the sea. From their desalinated water supply to the residential solar systems that run the homes, the historic old Chileno Bay is updated and up to the minute in technology. Discovery Land is the company that jumped in and turned Eldorado golf course and

full ownership residences into a huge success.

The centerpiece of Chileno Bay will be VieVage Los Cabos, a beachfront hotel and residential resort managed by the hospitality company Auberge Resorts Collection, currently under development by SV Capital Partners and RED Group of Palmilla fame. VieVage Los Cabos will feature a 29 room, boutique luxury resort

CONTINUED ON PAGE 21

Trash Can Alert!



Has anybody noticed the trash cans in downtown Cabo? No, we didn't think so. Your favorite newspaper ponied up \$200 real dollars to the merchants ass. so they could deploy trash cans with our name on it. Good publicity, you know?

Walked all over town looking for ours. Couldn't find it. Then was explained it was on the corner of the main drag and Hidalgo, as close as they could get to the GG world wide local offices.

A hard squint will reward you with our name in mice type on a lousy, peeling sticker. Sigh.

PARTIAL LOWDOWN ON... continued from page 12

with 32 contemporary three and four bedroom turnkey beach villas, priced from \$2.25 million. Lifestyle amenities include a very big swimming pool, a wellness spa, gym, and movement studio, a variety of dining options, a kid's club, owners lounge, and the h2O cave, the resort's waterfront sports center. Movement center? What the hell is that? Rest rooms maybe? Hmmm.....we're afraid to ask.....

The VieVage homeowners also can use the family oriented amenities of the master Chileno Bay development, including the recently re-opened, Tom Fazio course. This course is so rarely used it is in pristine, every blade in place condition. Additional

programming will include Discovery's signature Outdoor Pursuits program with equipment, instruction and assistance for kayaking, paddle boarding, snorkeling, SCUBA, sailing, fishing, boating, hiking, horseback riding and more. Chileno Bay also is slated for a unique park featuring an organic farm, farm-to-table restaurant, kids' club, comfort station, sport courts and athletic fields. We're pretty sure comfort station means bathrooms, making a movement center even more of a mystery.

"Given Discovery Land's track record developing the super uppityscale Eldorado property, we know Chileno Bay will be one of the most sought-after addresses in Los Cabos," said Mark Cooley, Partner of SV Capital Partners. Well, we paraphrase. He actually didn't characterize

Eldorado as uppity scale, but it is. It is very, very private, and very, very expensive. No doubt Chileno Bay is headed in that direction now with this purchase.

Another Snell exclusive list-

ing is the Solaz community that's currently under construction on the corridor. The Residences at Solaz are part of the 131 room Solaz resort complex that is being developed by Quinta del Golfo de Cortez Group, who are the owners of the Sheraton Hacienda del Mar Hotel located just up the beach. Dieter Esch, owner of Snell, believes it's the best value in town considering it's beachfront and the residences are spacious with large terraces, but then he's paid handsomely for saying that. Prices range from \$2 to \$3.5 million. There are only going to be 21 residences in the Solaz community, and Snell sold six already, mostly to speculators. Snell sold more than \$15 million at their opening party bash. And

all they served was some wine and some stuff on a cracker. Nice.

It seems Snell Real Estate has offices everywhere. 13 to be exact. The Engle & Volker and Snell main offices are in the Palmilla strip center. Satellite offices are also located in the Palmilla Hotel, Plaza Pescador in San Jose, The Art District in San Jose, the new Solaz, the new Chileno Bay, Ventanas Al Paraiso, in the Pedregal park, at the door to Peacocks Restaurant, tucked into a gallery in Todos Santos, somewhere in La Ribera, and in Los Barriles.

Snell is a company that is very, very aggressive and it has served them well in the few years Dieter Esch and Vanasa Fukunaga have owned it. ✎

Associa®

Your Partner in Community Management

Each community is unique. Your community has a special set of circumstances that a one-size-fits-all approach could never meet. That's where Associa comes in. We offer a wide array of products and services designed to meet the individual needs of your community, all delivered with careful consideration and excellent customer service.

LET'S WORK TOGETHER TO BRING YOUR VISION FOR YOUR COMMUNITY TO LIFE.

CONTACT US TODAY!

Transpeninsular Highway Km 28.5 | Costa Azul | San Jose del Cabo B.C.S.
Tel 624.172.6593 | U.S. Tel 214.295.6245
info@associamexico.com | www.associamexico.com

Lomas de las Playitas

Ocean View Lots from just \$8,500 USD

Sizes available from 1,500 sq. mts.
Only a few miles North of Todos Santos.

Fencing, Palapas, Cabins, Landscaping and related services also available.

For more information email:
david_flores@hotmail.com

Las Gaviotas Ocean View 2 Bdrm Suites from 130/Night

Inc. Full Breakfast & Taxes
7th night Free or 7 nights Free with 1-month rental
Only 1 block from La Paz boardwalk

Fully equipped kitchen, 2 Bathrooms, Balcony, TV, WiFi, Heated pool, Safe parking

*Actual View from Resort
La Paz - Ph. 612-123-3948 | www.lasgaviotasresortlapaz.com