VALLARTA SEASIDE PROPERTIES

THE BAY REPORT

Puerto Vallarta and Banderas Bay. Two years of real closings, not asking prices.

Q3 2026 · YEAR OVER YEAR

READ THIS BEFORE YOU BUY OR SELL IN THE BAY

Half the listings don’t exist yet

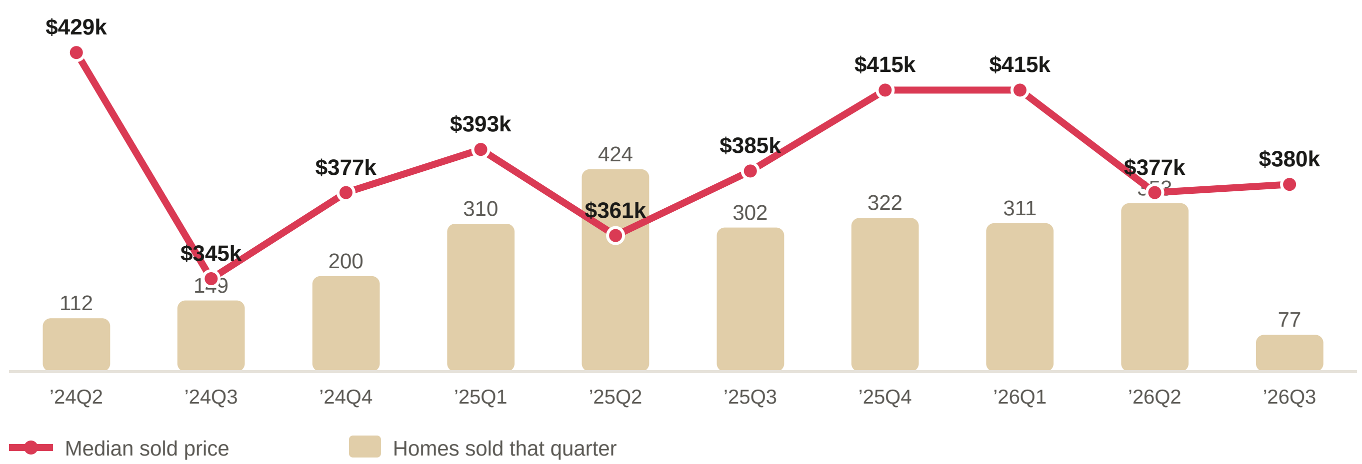
Nearly half of active inventory is pre-construction. The real supply is far tighter than the headline.

Prices up 8%, still cooling

Value per m² is flat and homes take 38% longer to sell. Up is not the same as hot.

22 months, not 32

Strip out pre-construction and existing-home supply is a third tighter than the raw number.



Bay-wide, last ten quarters. Median sold price cooled from its early-2026 peak as volume stayed strong.

THE MARKET AT A GLANCE

Puerto Vallarta & Banderas Bay

1,261 residential closings over the twelve months ending July 2026, compared with the year before. Year-over-year change shown on each figure.

MEDIAN SOLD PRICE
US$400,000
▲ +8% yr/yr
about MX$7.2M

PRICE / M²
US$3,900
▼ -1% yr/yr
per interior m²

MEDIAN DAYS ON MARKET
221
▲ +38% yr/yr
list to under contract

EXISTING-HOME SUPPLY
22 mo
resale, not pre-construction

SOLD ABOVE ASKING
11%
of settled sales

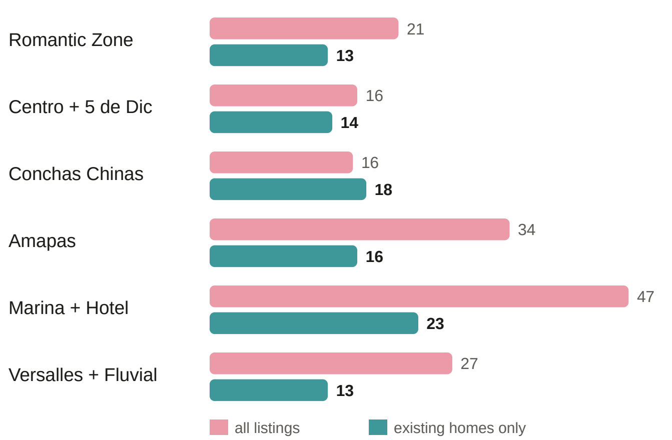
CLOSINGS, 12 MO
1,261
▲ +11% yr/yr
residential sales

WHAT CHANGED THIS QUARTER, AND WHY

The bay is cooling in buyers' favour. Median price rose +8%, but that reflects a shift toward larger units: value per m² was flat and time-to-sell jumped +38%. Inventory keeps building, led by a wave of pre-construction, while foreign demand stays steady but patient. The result is a market where good, well-priced homes still sell, and everything else sits.

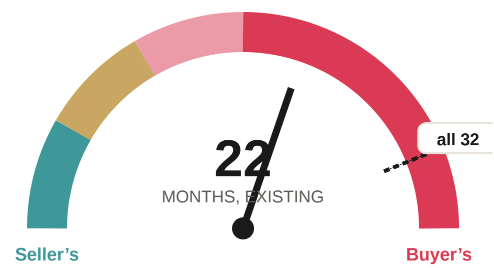
Supply, told two ways

Months of inventory. Pre-construction inflates the blended figure.



The honest headline

Counting every listing, the bay holds **32 months** of supply. Strip out pre-construction and existing homes sit at **22 months**, still a buyer's market, but a third tighter.



THE PRE-CONSTRUCTION EFFECT

Nearly half the market does not exist yet

Of every listing shown as “active” in the bay, a large share is pre-construction: units sold off-plan that will not deliver for one to three years. Counting them as available supply badly overstates the glut.

49%

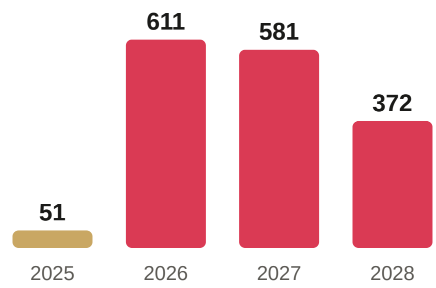
of active listings are pre-construction

26%

of the past year’s closings were pre-construction

The delivery pipeline ahead

Pre-construction units by scheduled delivery year



Roughly 1,564 units land through 2028, steady new supply that keeps pressure on price.

New build sells at a premium, and slower

Pre-construction closes at about **US$4,126/m²** versus **US$3,697/m²** for existing homes, a **12% new-build premium**. It also sits far longer as a listing, a median **335 days** against **197** for resale, because developers sell gradually across construction.

Why it matters to you

Buyers: resale competition is thinner than the inventory count suggests, but you can use the new-build pipeline as leverage on price and timing. **Sellers:** you are often competing with shiny pre-sales. Price your existing home to its own market, below new-build per m².

WHAT YOUR BUDGET BUYS

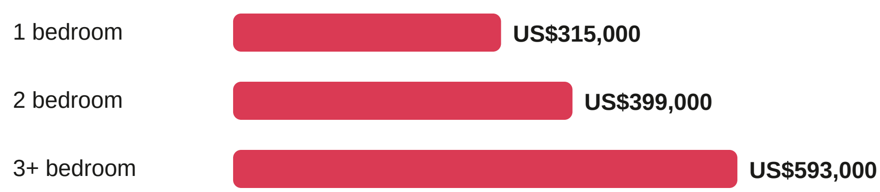
Real money, real square metres

What actually changed hands at each budget over the past year: typical interior size, bedrooms, how often it came with an ocean view, and where most of it sold.

BUDGET	TYPICAL SIZE	BEDS	VIEW	SHARE OF SALES	WHERE
Under US$300k	**67 m^2**	2 bed	8% ocean	400 sales · 32%	Versalles, Centro
US$300k to 500k	**101 m^2**	2 bed	19% ocean	413 sales · 33%	Marina, Romantic Zone
US$500k to 1M	**145 m^2**	2 bed	52% ocean	336 sales · 27%	Marina, Romantic Zone
US$1M and up	**276 m^2**	3 bed	76% ocean	112 sales · 9%	Marina, Conchas Chinas

By bedroom count, bay-wide

Median sold price and share of sales



Two-bedroom condos are the bay’s workhorse: 45% of all sales at a median US$399,000.

THE NEGOTIATION PICTURE

How much room, and how long

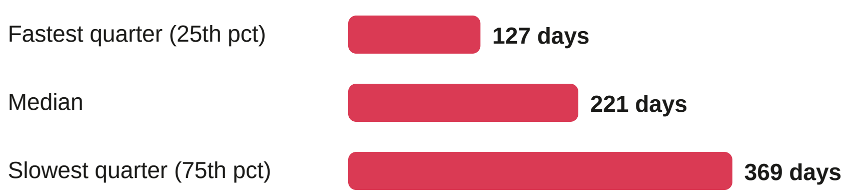
In a buyer's market the real questions are how much sellers give up and how long homes take. Here is the honest spread, not just the median.

SELL BELOW ASKING	TYPICAL CUT FROM FIRST ASK	SELL WITHIN 90 DAYS
67%	**5%**	**13%**
close under final list price	original to sold, median	the quick movers

SIT OVER A YEAR	OCEAN-VIEW PREMIUM	PAY CASH
26%	**+33%**	**~91%**
stale, usually mispriced	per m² vs no ocean view	where financing is recorded

Days on market, the real spread

A quarter sell fast, a quarter drag past a year. The median hides both.



IF YOU ARE SELLING

Price at, or just under, the last real comparable and you draw the 13% who move fast. Chase the market from above and you join the 26% still sitting a year later. In this bay, patience is not a strategy, pricing is.

BY COMMUNITY

Where the market moved

Each area year over year, with the buyer-facing supply number (existing homes, not pre-construction) and a straight read for both sides. These are excerpts from our full **straight-talk community guides**.

Romantic Zone

MEDIAN SOLD
US$425,000
▼ -5% yr/yr · MX$7.7M

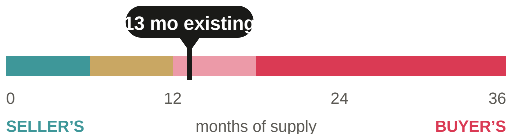
PRICE / M²
US$5,166
▼ -7% yr/yr

DAYS ON MARKET
200
▲ +50% yr/yr

PRE-CONSTRUCTION
54%
of active listings

HOA / MONTH
MX$6,600
median condo fee

MIX
96%
condos vs houses



Buying Old-town cachet at the bay's top price per m². Existing supply is tight near 13 months, so good units still move with little discount.

Selling Price near the last real comparable. Walkable, turnkey condos hold value here better than anywhere in the bay.

Centro + 5 de Diciembre

MEDIAN SOLD
US$350,000
▼ -7% yr/yr · MX$6.3M

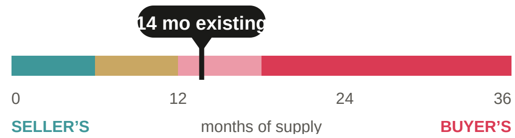
PRICE / M²
US$3,902
▲ +2% yr/yr

DAYS ON MARKET
177
▲ +12% yr/yr

PRE-CONSTRUCTION
58%
of active listings

HOA / MONTH
MX$5,500
median condo fee

MIX
90%
condos vs houses



Buying The tightest, fastest resale market: about 14 months of existing supply and 177 days to sell. Move quickly on well-priced units.

Selling Your edge is the scarcity of good resale stock. Price at market and expect real interest within a season.

Conchas Chinas

MEDIAN SOLD
US$978,000
▲ +3% yr/yr · MX$17.6M

PRICE / M²
US$5,182
▼ -14% yr/yr

DAYS ON MARKET
190
▲ +27% yr/yr

PRE-CONSTRUCTION
5%
of active listings

HOA / MONTH
MX$12,400
median condo fee

MIX
87%
condos vs houses

Buying The bay's trophy address and top price per m². Barely any pre-construction here, so supply is genuine and tight near 17 months, with little discount on the best units.

Selling A thin, selective market. Price to the last true comparable in your own building, not the neighbour's asking, or expect to sit.

Amapas

MEDIAN SOLD
US$725,000
▲ +7% yr/yr · MX$13.1M

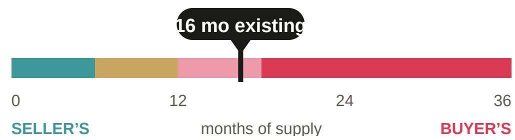
PRICE / M²
US$4,364
▲ +7% yr/yr

DAYS ON MARKET
181
▲ +24% yr/yr

PRE-CONSTRUCTION
55%
of active listings

HOA / MONTH
MX$11,350
median condo fee

MIX
89%
condos vs houses



Buying The hillside beside the Romantic Zone: ocean views a notch cheaper than Conchas. Over half is pre-construction, so existing homes near 17 months are the scarcer, better value.

Selling You compete with new hillside towers. Price your existing view home below pre-construction per m² and it moves.

BY COMMUNITY

The bay, at a glance

Marina Vallarta + Hotel Zone

MEDIAN SOLD
US$503,000
▲ +32% yr/yr · MX$9.0M

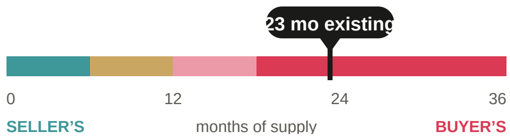
PRICE / M²
US$4,227
▼ -6% yr/yr

DAYS ON MARKET
282
▲ +152% yr/yr

PRE-CONSTRUCTION
65%
of active listings

HOA / MONTH
MX$7,350
median condo fee

MIX
92%
condos vs houses



Buying Ignore the 47-month headline, that is towers. Existing resale runs near 23 months, so there is choice and leverage, especially on older stock.

Selling You compete with new towers. Price sharply below pre-construction per m², or wait for the pipeline to clear.

Versalles + Fluvial

MEDIAN SOLD
US$320,000
▼ -10% yr/yr · MX$5.8M

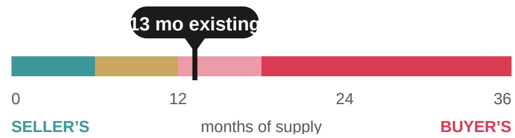
PRICE / M²
US$3,365
▼ -9% yr/yr

DAYS ON MARKET
250
▲ +20% yr/yr

PRE-CONSTRUCTION
70%
of active listings

HOA / MONTH
MX$4,300
median condo fee

MIX
75%
condos vs houses

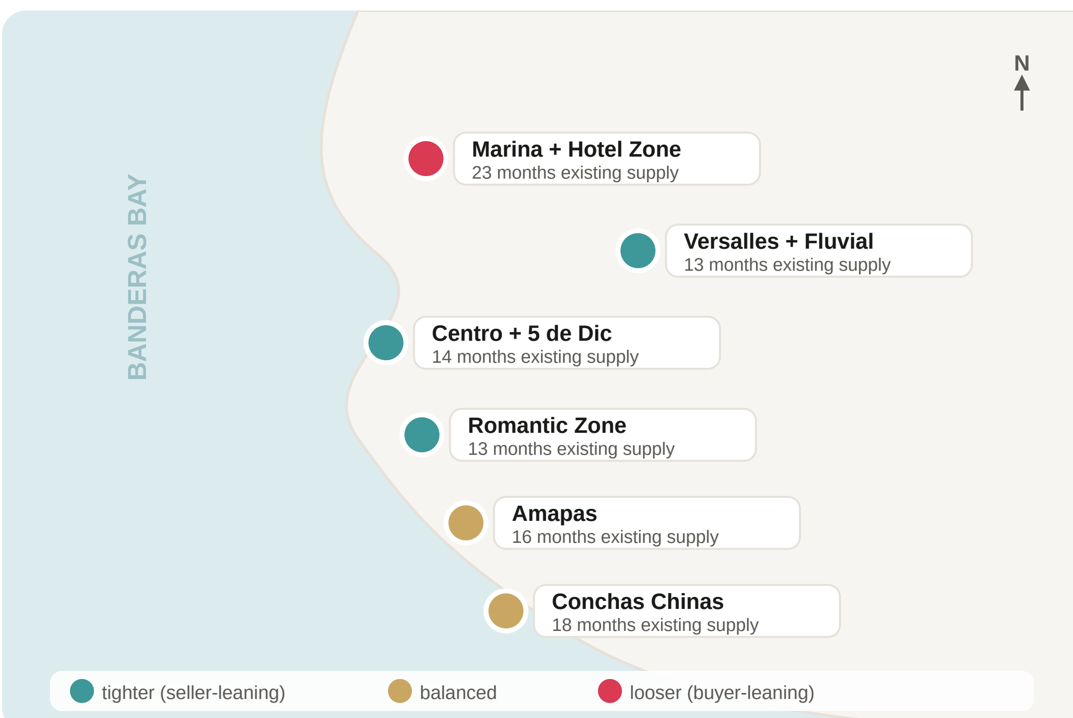


Buying The value end, and 70% pre-construction. Existing homes are scarce near 13 months, so resale bargains go fast.

Selling Resale scarcity helps you, but buyers here are price-sensitive. Sharp pricing beats patience.

Where the leverage sits, mapped

Each area shaded by existing-home months of supply. Greener is tighter and more seller-friendly; coral is looser and more buyer-friendly.



GO DEEPER

Explore the bay, your way

Two things make Puerto Vallarta easier to navigate with us than with any other brokerage: search that speaks your language, and community guides that tell you the truth.

Search in plain English, with Vivi

We replaced click-through filters with a conversation. Describe what you want, and Vivi finds it from our MLS data, refreshed weekly.

Show me only ocean-view condos

VIVI

Here are the ocean-view condos on the market right now. Our Bay Report shows an ocean view runs about **33% more per m²** than an inland unit, and today the best value sits in Amapas and the Hotel Zone. Want me to narrow by budget or bedrooms?

Under US$500,000, two bedrooms

VIVI

Done. Here are the ocean-view, two-bedroom listings under US$500,000, newest first. Want the days on market and price trend for this band? That lives in The Bay Report.

Ask Vivi your question

- Vivi searches what is for sale from our MLS feed, refreshed weekly, with the IDX disclaimer. For sold-price history, she points you here, to The Bay Report.

STRAIGHT TALK, BY NEIGHBOURHOOD

The trade-offs other agents leave out. A taste of our full community guides.

Romantic Zone

Walkable Old Vallarta: the best food, nightlife and Los Muertos beach at your door.

Straight talk: loud at night, tight cobblestone streets, and parking is a real hassle in high season.

Amapas

The hillside just above the Zona Romántica: big ocean views, a short walk down to the action.

Straight talk: steep. You will want a car, construction is everywhere right now, and the climb home with groceries is real.

Conchas Chinas

The bay's luxury address: dramatic view villas and private coves.

Straight talk: car-dependent and far from walkable life, the steepest roads in town, and the highest fees to match the views.

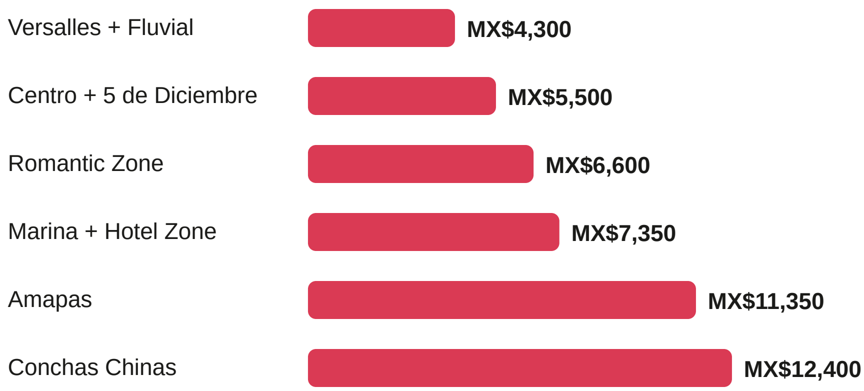
See all communities

Carrying costs and the fine print

The numbers foreign buyers most often underestimate. Nobody else publishes these, so here they are plainly.

Median monthly HOA, by area

Typical condo maintenance fee on settled sales, in pesos per month



Buying as a foreigner, in one box

Fideicomiso. Within the coastal restricted zone, foreigners hold property through a bank trust called a fideicomiso, renewable and inheritable, with a modest annual fee. It is normal, safe, and how most of the buyers in this report own their homes.

Closing costs. Budget roughly 5 to 8% of the price for closing: acquisition tax, notary, trust set-up, and registration, paid by the buyer. On a US$400,000 home that is about US$26,000 give or take.

Carrying it. HOA above, plus property tax (predial) that is low by US and Canadian standards, and trust and insurance. Reviewed with you before you ever write an offer.

Figures are computed from residential closings in Vallarta Seaside Properties' FlexMLS-connected MLS data over the trailing twelve months ending July 2026, compared with the prior twelve months. Median sold price is the midpoint of settled prices. Price per m² is median sold USD per interior m². Existing-home months of supply divides non-pre-construction active listings by the trailing resale sales pace. Median sale prices are mix-sensitive and reflect what sold, not pure appreciation. MXN converts at 18 pesos per US dollar. Not an appraisal. This information is deemed reliable but is not guaranteed, and may not be the listing of the provider.

BEHIND THE NUMBERS

A note from Alan

Alan Muchantef

AMPI MEMBER BROKER

The Bay Report exists because most Puerto Vallarta market talk is asking prices and optimism. These are settled sales from our FlexMLS access: what actually changed hands, how long it took, and what it costs to own. My job is to turn that into a straight answer for your street, your building, and your budget.

Direct alan@vallartaseaside.com

Office hello@vallartaseaside.com

Phone / WhatsApp +52 1 322 368 5228

Web vallartaseaside.com

AMPI PUERTO VALLARTA Y COMPOSTELA

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