

LIMA

PREMIUM RESIDENTIAL MARKET

**Buyer's Guide | Lancer
Point**

6 Districts · 17,558 Listings · 2022-2025

Barranco

La Molina

Miraflores

San Borja

San Isidro

Surco

Five things every buyer & investor should know

01 **Location drives price and yield**

Six districts span \$1,500–\$2,300/m². Gross rental yields range 4.7–5.4%. Barranco leads on yield; San Borja on total return.

02 **Flat prices, but rental income fills the gap**

Prices declined 1–8%/yr across districts, but rents grew up to +1.7%/yr. Net yields of 4.0–4.6% make rentals the real return engine.

03 **3–10 year buildings: the buy-and-rent sweet spot**

10–18% cheaper than new, modern finishes intact. Lower buy-in boosts yield—same rents on a smaller capital base.

04 **Cash buyers capture the full yield advantage**

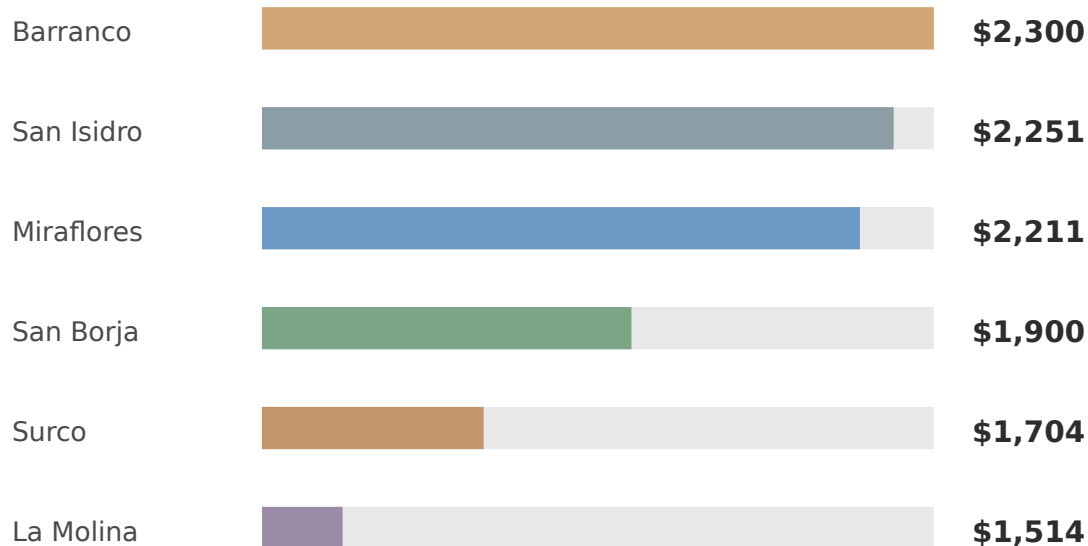
At ~8% mortgage rates vs 4–5% net yields, leverage destroys cash flow. A 50% LTV cuts cash-on-cash return to ~1%. All-cash is king here.

05 **Miraflores dominates both sales and rental markets**

181 rental listings/month in Miraflores vs 23 in La Molina. High tenant demand means faster leasing and less vacancy risk.

Six districts span \$1,500-\$2,300/m²

Location is your first and biggest decision



Key insight

The ~\$800/m² gap means an 80m² apartment costs ~\$63K more in Barranco than La Molina.

Premium tier

Barranco & San Isidro

Value tier

Surco & La Molina — 30-45% more space per dollar

Prices steady for 7+ quarters

This market rewards negotiation, not urgency

Miraflores

±3%

Most stable

Surco

±3%

Flat

La Molina

±4%

Flat

San Borja

±5%

Stable

San Isidro

±7%

Moderate

Barranco

±17%

Volatile

Strategy

→ No upward pressure — take time to find the right unit

→ Miraflores most predictable for risk-averse buyers

→ Barranco timing possible but carries risk

Four factors explain most of what you'll pay

+

\$1,660

SIZE

per m²

Each m² adds \$1,460–\$1,890 to total price

–

\$1,386

AGE

per year

10yr-old property costs ~\$14K less than new

+\$16K

GARAGE

per spot

Near-essential in premium districts

±\$51K

DISTRICT

max swing

Same specs cost \$51K more in Miraflores vs La Molina

Sweet spot: 3-10 years old

10-18% cheaper than new, modern finishes intact

| Age Band | Miraflores | San Isidro |
|----------------|------------|------------|
| 0-2 yr (new) | \$2,482 | \$2,708 |
| 3-10 yr | \$2,237 | \$2,281 |
| 11-20 yr | \$2,126 | \$2,070 |
| 21-40 yr | \$1,853 | \$1,927 |
| 41-80 yr | \$1,729 | \$1,702 |

Best arbitrage

3-10yr San Isidro at \$2,281/m²
costs less than new Miraflores at
\$2,482/m²

Savings

10% in Miraflores
16% in San Isidro

vs buying new (0-2yr)

Same unit, different district

La Molina saves \$51K vs Miraflores for identical specs

| | | |
|-------------------|------------------|---------------|
| San Isidro | +\$2,826 | vs Miraflores |
| Barranco | -\$6,696 | vs Miraflores |
| San Borja | -\$20,065 | vs Miraflores |
| Surco | -\$41,228 | vs Miraflores |
| La Molina | -\$51,152 | vs Miraflores |

What this means

- Pure location premium — identical specs
- San Isidro only district above Miraflores
- Surco & La Molina are the value plays

\$200K: 3BR in Surco or 2BR in Miraflores

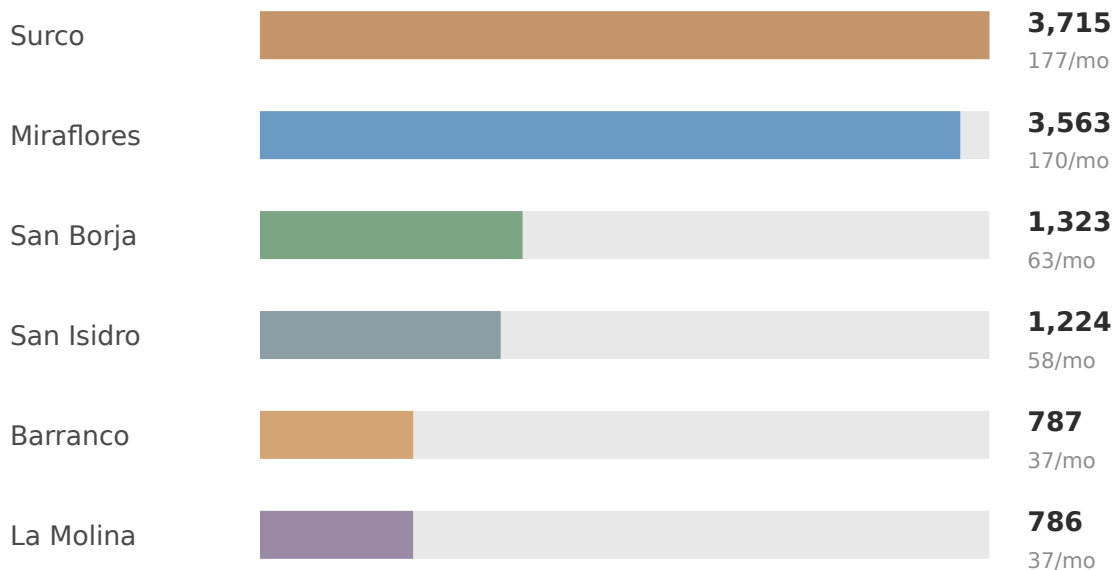
Know your trade-offs

| Budget | Miraflores | Surco |
|--|--------------------------------|--------------------------------|
| \$100-150K | 64m ² · 2BR · 17yr | 87m ² · 3BR · 15yr |
| \$150-200K | 88m ² · 2BR · 12yr | 105m ² · 3BR · 13yr |
| \$200-250K | 103m ² · 2BR · 10yr | 118m ² · 3BR · 9yr |
| \$250-350K | 120m ² · 3BR · 7yr | 128m ² · 3BR · 5yr |
| Surco consistently delivers +1 bedroom and 15-35% more space at every budget level | | |

Median specs by budget range | 2024-2025

Miraflores & Surco: 64% of all supply

~170 listings/month — the deepest markets



Advice

→ High volume = more options, better negotiating power

→ Barranco (37/mo) — move quickly on good units

→ La Molina low volume but 88% under \$200K

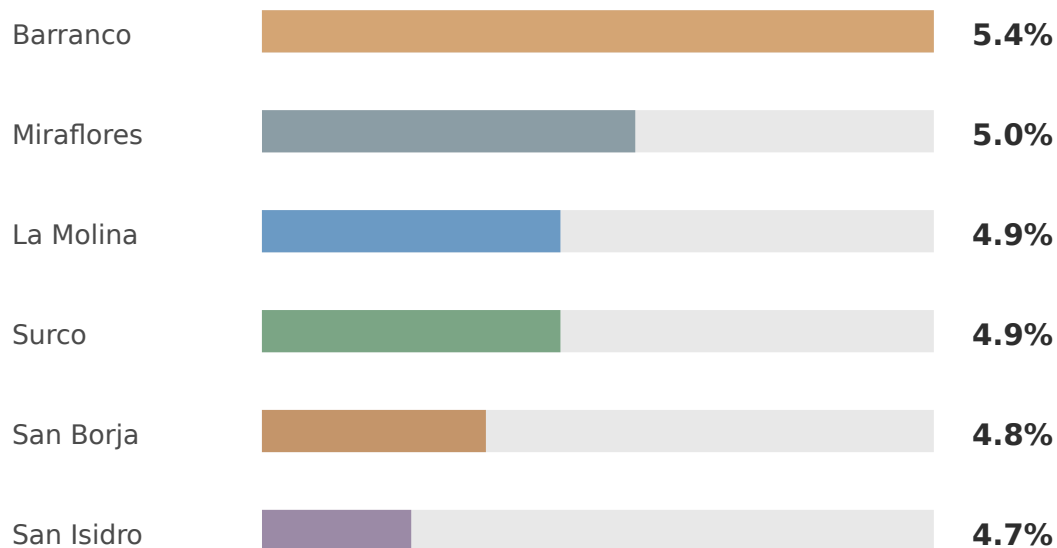
RENTAL & INVESTMENT

Yields, rent trends, leverage analysis, and optimal property profiles

- Gross & Net Yields
- Total Return
- Leverage Analysis
- Rental Liquidity
- Age Sweet Spots
- Cash Flow Profiles

Gross rental yields span 4.7-5.4%

Barranco leads on yield, but net yields narrow the gap



Key insight

After ~15% expenses (maintenance, taxes, vacancy), net yields compress to 4.0-4.6% —still above local bank deposits at ~3%.

Highest yield

Barranco: \$168K median, \$750/mo rent

Lowest yield

San Isidro: \$215K median, \$850/mo rent — but -7.9% price CAGR

Total return: net yield minus price decline

San Borja leads; San Isidro's price drop wipes out rental income

| | | |
|-------------------|--------------|--|
| San Borja | +2.9% | Net yield 4.1% – price decline 1.2% |
| Miraflores | +2.6% | Net yield 4.3% – price decline 1.7% |
| Barranco | +2.4% | Net yield 4.6% – price decline 2.1% |
| La Molina | +2.1% | Net yield 4.2% – price decline 2.1% |
| Surco | +1.8% | Net yield 4.2% – price decline 2.4% |

What this means

- Total return = net yield + price CAGR
- Stable prices matter more than high gross yields
- San Isidro's -7.9% price CAGR wipes out rental income

Leverage destroys cash flow at current rates

~4.3%

NET YIELD

avg across 6 districts

Typical annual return on an all-cash purchase

~8%

MORTGAGE

rate in Peru

Local bank rates dwarf net rental yields

~1%

CASH-ON-CASH

at 50% LTV

Leverage halves the effective return to the investor

\$0

BREAK-EVEN

at ~65% LTV

Higher leverage wipes out cash flow entirely

Rental liquidity and investment sweet spots

Miraflores dominates tenant demand; mid-age buildings boost yields

Miraflores

181/mo

Most liquid

Surco

104/mo

Strong demand

San Isidro

76/mo

Moderate depth

Barranco

46/mo

Niche market

San Borja

40/mo

Lower volume

La Molina

23/mo

Least liquid

Sweet spots

→ 3-10 year buildings: 10-18% below new-build pricing, modern finishes intact

→ 60-90 m² units: optimal rent-per-m² in most districts

→ Miraflores + Surco: fastest leasing, lowest vacancy risk

DISTRICT DEEP DIVES

Market data for each of Lima's six premium districts

● Barranco

● La Molina

● Miraflores

● San Borja

● San Isidro

● Surco

Barranco

Lima's smallest premium market

Bohemian appeal at top-tier prices

SNAPSHOT

| | |
|--------------------------|------------------------------|
| Median price | \$172,500 |
| Median \$/m ² | \$2,300 |
| Typical unit | 75m² • 2BR |
| Median age | 6 years |
| Listings/month | ~37 |
| % with garage | 63% |
| New-build premium | +15.4% |
| YoY change | +7.6% |

BY CONFIGURATION

| Type | Price | Size | \$/m ² |
|------------|--------|------------------|-------------------|
| 1BR | \$150K | 55m ² | \$2,625 |
| 2BR | \$175K | 75m ² | \$2,348 |
| 3BR | \$180K | 92m ² | \$1,864 |

KEY METRICS

→ Smallest district: 787 listings vs 3,700+ in Surco

→ Highest YoY growth (+7.6%) — strong upward momentum

→ 2-bed new-build premium 15.4%, 3-bed 28.7%

→ 63% garage rate — lowest among premium districts

YOY TREND

+7.6% YoY — limited supply and gentrification driving prices

Barranco — Rental & investment profile

5.4%

GROSS YIELD

\$750/mo ÷ \$168,000

4.6%

NET YIELD

After ~15% expenses

+2.4%

TOTAL RETURN

Net yield -2.1% price CAGR

\$750/mo

MEDIAN RENT

Rent CAGR +1.7%/yr

46/mo

RENTAL LISTINGS

Active listings per month

\$10.6/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

1-bed • \$2,625/m² • 55 m² • \$150,000 median • +4% new premium
2-bed • \$2,348/m² • 75 m² • \$175,000 median • +15% new premium
3-bed • \$1,864/m² • 92 m² • \$179,510 median • +29% new premium

OPTIMAL CONFIG

2-bed • 70-80 m² • 3-10 yr old

Lowest new-build premium (15%), strong rent growth (+1.7%/yr), and highest gross yield among all six districts. Compact 2-beds in this artsy, walkable neighbourhood attract short- and mid-term tenants.

La Molina

Maximum space at minimum price

30% more m² than Miraflores

SNAPSHOT

| | |
|--------------------------|-------------------------------|
| Median price | \$160,000 |
| Median \$/m ² | \$1,514 |
| Typical unit | 101m² · 3BR |
| Median age | 17 years |
| Listings/month | ~37 |
| % with garage | 84% |
| New-build premium | -3.9% |
| YoY change | -2.8% |

BY CONFIGURATION

| Type | Price | Size | \$/m ² |
|------------|--------|-------------------|-------------------|
| 1BR | — | — | — |
| 2BR | \$120K | 73m ² | \$1,474 |
| 3BR | \$155K | 101m ² | \$1,509 |

KEY METRICS

→ Lowest \$/m² at \$1,514 — 34% below Miraflores

→ Largest typical unit at 101m²

→ 84% garage rate — suburban character

→ Only district with negative YoY (-2.8%)

YOY TREND

-2.8% YoY — buyers have negotiating leverage

La Molina — Rental & investment profile

4.9%

GROSS YIELD

\$595/mo ÷ \$145,000

4.2%

NET YIELD

After ~15% expenses

+2.1%

TOTAL RETURN

Net yield -2.1% price CAGR

\$595/mo

MEDIAN RENT

Rent CAGR +0.4%/yr

23/mo

RENTAL LISTINGS

Active listings per month

\$6.0/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

2-bed • \$1,474/m² • 73 m² • \$119,500 median • +4% new premium

3-bed • \$1,509/m² • 101 m² • \$155,000 median • -4% (resale ≥ new)

OPTIMAL CONFIG

3-bed • 95-105 m² • 11-20 yr old

Lowest entry price (\$145K median) and negligible new-build premium mean resale units offer the same value. Family-oriented, low-density suburb with stable long-term tenants—but low liquidity (23 listings/mo).

The market anchor

Deepest inventory, most predictable prices

SNAPSHOT

| | |
|--------------------------|------------------------------|
| Median price | \$200,000 |
| Median \$/m ² | \$2,211 |
| Typical unit | 95m² • 2BR |
| Median age | 10 years |
| Listings/month | ~170 |
| % with garage | 77% |
| New-build premium | +15.6% |
| YoY change | +1.7% |

BY CONFIGURATION

| Type | Price | Size | \$/m ² |
|------------|--------|-------------------|-------------------|
| 1BR | \$160K | 65m ² | \$2,337 |
| 2BR | \$210K | 95m ² | \$2,242 |
| 3BR | \$230K | 113m ² | \$2,100 |

KEY METRICS

- Largest inventory: 3,563 listings
— max choice
- Most stable: $\pm 3\%$ quarterly variance over 7 quarters
- 15.6% new-build premium (2-bed)
- Best quality/location balance

YOY TREND

+1.7% YoY, $\pm 3\%$ quarterly — the most predictable market

Miraflores — Rental & investment profile

5.0%

GROSS YIELD

\$900/mo ÷ \$215,000

4.3%

NET YIELD

After ~15% expenses

+2.6%

TOTAL RETURN

Net yield -1.7% price CAGR

\$900/mo

MEDIAN RENT

Rent CAGR +1.4%/yr

181/mo

RENTAL LISTINGS

Active listings per month

\$9.3/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

1-bed • \$2,337/m² • 65 m² • \$160,000 median • +12% new premium
2-bed • \$2,242/m² • 95 m² • \$210,000 median • +16% new premium
3-bed • \$2,100/m² • 113 m² • \$230,000 median • +15% new premium

OPTIMAL CONFIG

2-bed • 85-100 m² • 3-10 yr old

Lima's most liquid rental market (181 listings/mo) with the strongest rent growth (+1.4%/yr). Higher entry price (\$210K for 2-bed) offset by near-zero vacancy risk and premium tenant pool (expats, executives).

San Borja

Family-sized units at mid-tier prices

71% of stock is 3BR

SNAPSHOT

| | |
|--------------------------|-------------------------------|
| Median price | \$185,000 |
| Median \$/m ² | \$1,900 |
| Typical unit | 112m² · 3BR |
| Median age | 13 years |
| Listings/month | ~63 |
| % with garage | 79% |
| New-build premium | +21.6% |
| YoY change | +3.7% |

BY CONFIGURATION

| Type | Price | Size | \$/m ² |
|------------|--------|-------------------|-------------------|
| 1BR | \$122K | 60m ² | \$2,039 |
| 2BR | \$169K | 91m ² | \$1,845 |
| 3BR | \$215K | 112m ² | \$1,941 |

KEY METRICS

→ 71% of stock is 3BR — highest family concentration

→ \$1,900/m² — between value and premium tiers

→ 112m² median — largest family units after La Molina

→ +3.7% YoY — steady appreciation

YOY TREND

+3.7% YoY — stable family district

San Borja — Rental & investment profile

4.8%

GROSS YIELD

\$800/mo ÷ \$200,180

4.1%

NET YIELD

After ~15% expenses

+2.9%

TOTAL RETURN

Net yield -1.2% price CAGR

\$800/mo

MEDIAN RENT

Rent CAGR +1.6%/yr

40/mo

RENTAL LISTINGS

Active listings per month

\$7.4/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

1-bed • \$2,039/m² • 60 m² • \$121,500 median • +12% new premium
2-bed • \$1,845/m² • 91 m² • \$169,000 median • +26% new premium
3-bed • \$1,941/m² • 112 m² • \$215,059 median • +22% new premium

OPTIMAL CONFIG

3-bed • 100-115 m² • 6-15 yr old

Best total return of any district (+2.9%) thanks to the smallest price decline (-1.2%/yr). High new-build premiums (22-26%) make resale the clear value play. Family tenants sign longer leases.

San Isidro

Highest new-build prices in Lima

But 3-10yr units offer 16% discounts

SNAPSHOT

| | |
|-------------------|-------------------|
| Median price | \$215,500 |
| Median \$/m² | \$2,251 |
| Typical unit | 98m² • 2BR |
| Median age | 9 years |
| Listings/month | ~58 |
| % with garage | 75% |
| New-build premium | +24.9% |
| YoY change | -0.9% |

BY CONFIGURATION

| Type | Price | Size | \$/m² |
|------------|--------|-------|---------|
| 1BR | \$139K | 51m² | \$2,472 |
| 2BR | \$209K | 98m² | \$2,277 |
| 3BR | \$252K | 122m² | \$2,097 |

KEY METRICS

→ Highest new-build \$/m² at \$2,769 (+24.9% premium)

→ Steepest age discount: 16% for 3-10yr vs new

→ 30% of stock is new (0-2yr) — highest share

→ 3-10yr undercuts new Miraflores

YOY TREND

-0.9% YoY — premium prices but no growth momentum

San Isidro — Rental & investment profile

4.7%

GROSS YIELD

\$850/mo ÷ \$215,500

4.0%

NET YIELD

After ~15% expenses

-3.9%

TOTAL RETURN

Net yield -7.9% price CAGR

\$850/mo

MEDIAN RENT

Rent CAGR -2.7%/yr

76/mo

RENTAL LISTINGS

Active listings per month

\$8.9/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

- 1-bed** • \$2,472/m² • 51 m² • \$139,000 median • +22% new premium
- 2-bed** • \$2,277/m² • 98 m² • \$209,000 median • +25% new premium
- 3-bed** • \$2,097/m² • 122 m² • \$252,000 median • +28% new premium

OPTIMAL CONFIG

Caution: avoid as pure rental play

Steepest price decline of any district (-7.9%/yr) and falling rents (-2.7%/yr) produce a negative total return (-3.9%). High new-build premiums (22-28%) add entry risk. Consider only if betting on a corporate-district rebound.

Surco

Highest volume, steepest new-build premium

30% more space than Miraflores

SNAPSHOT

| | |
|--------------------------|-------------------------------|
| Median price | \$177,000 |
| Median \$/m ² | \$1,704 |
| Typical unit | 110m² · 3BR |
| Median age | 12 years |
| Listings/month | ~177 |
| % with garage | 79% |
| New-build premium | +23.2% |
| YoY change | +0.6% |

BY CONFIGURATION

| Type | Price | Size | \$/m ² |
|------------|--------|-------------------|-------------------|
| 1BR | \$134K | 62m ² | \$1,978 |
| 2BR | \$150K | 87m ² | \$1,750 |
| 3BR | \$185K | 110m ² | \$1,704 |

KEY METRICS

→ Highest volume: ~177/month — 33% of premium supply

→ 71% 3BR — tied with San Borja for families

→ \$1,704/m² = ~30% more space vs Miraflores

→ Steepest new-build premium (23.2%)

YOY TREND

+0.6% YoY, ±3% quarterly — most stable value market

Surco — Rental & investment profile

4.9%

GROSS YIELD

\$725/mo ÷ \$177,000

4.2%

NET YIELD

After ~15% expenses

+1.8%

TOTAL RETURN

Net yield -2.4% price CAGR

\$725/mo

MEDIAN RENT

Rent CAGR -0.9%/yr

104/mo

RENTAL LISTINGS

Active listings per month

\$7.1/m²

IMPLIED RENT/M²

Based on 2-bed median \$/m²

INVESTOR PROFILE

1-bed • \$1,978/m² • 62 m² • \$133,619 median • +19% new premium
2-bed • \$1,750/m² • 87 m² • \$150,000 median • +26% new premium
3-bed • \$1,704/m² • 110 m² • \$185,000 median • +23% new premium

OPTIMAL CONFIG

3-bed • 105-115 m² • 6-15 yr old

Largest supply (4,900 listings) keeps prices honest. Second-most liquid rental market (104/mo). New-build premiums are the highest (23-26%), so resale 6-15 yr units sit at a depreciation floor and offer the best rent-to-price ratio.