

NEIGHBORHOOD INTELLIGENCE · COSTA DEL ESTE · 2026

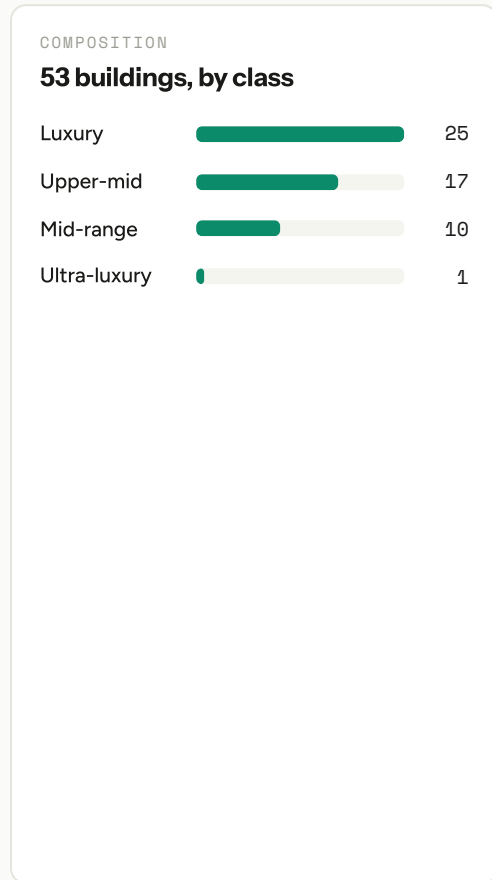
Costa del Este, decoded.

What sellers ask vs what buyers pay in Costa del Este – building by building, decomposed from 464 trades in 2025.

29% **\$115K per apartment**
 Typical seller asks \$515,000. Typical buyer pays \$400,000.
 The gap is where your offer lives.

232 SECONDARY TRADES · 232 DEVELOPER-SPV · 2025

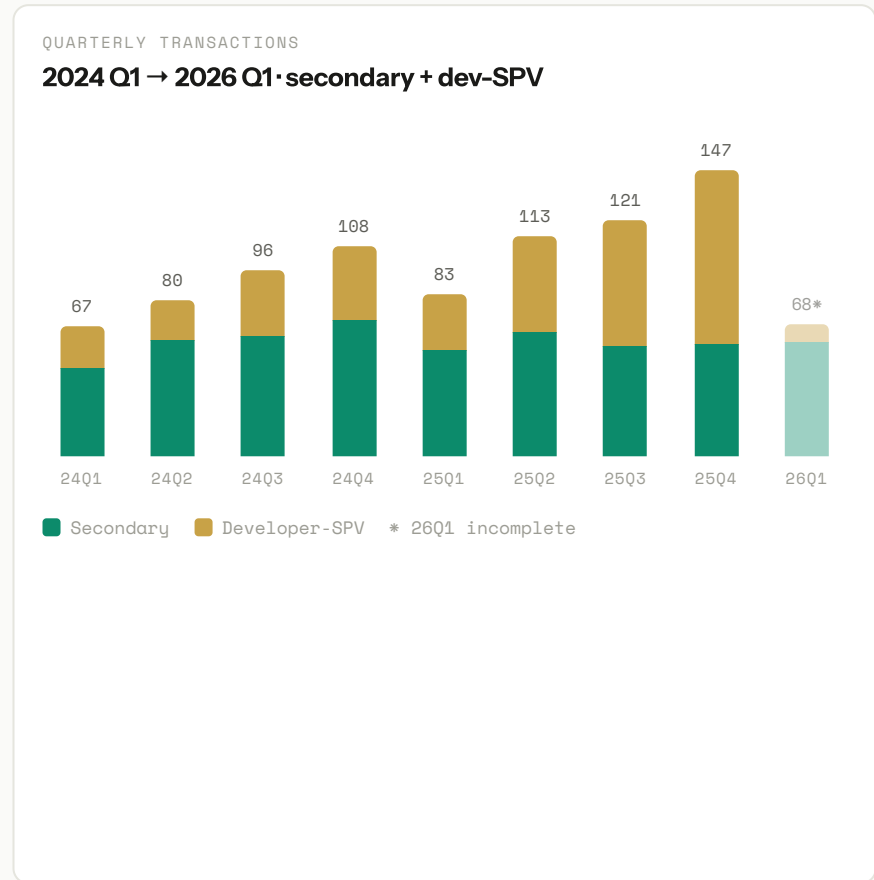
53 RESIDENTIAL BLDGS	5,275 APARTMENTS	464 TRADES 2025	\$400^K MEDIAN CLOSE	\$515^K MEDIAN ASK
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TALLEST TOWERS

Top 5 by floor count

01	Vitri	2012	74
	F&F Properties		
02	P.H. Ocean Two	2010	73
	F&F Properties		
03	P.H. Pearl at the Sea	2012	70
	Habitats Realty		
04	PH Park Lane	2014	67
	Empresas Bern		
05	Paramount	2012	62
	Urban Development Group		



THREE SIGNALS

What the data tells you.

SIGNAL 1 · PRICE DISCIPLINE

29%

MEDIAN ASK VS CLOSE GAP

What sellers ask, what buyers pay.

Across 23 buildings with both sides of the trade in 2025, the split is sharp. **Six stretch ≥30% above closings** (PH Elevation, Country Club 200, Top Towers A, Lumiere, Ten Tower, Costa View) — mostly 2016–2019 completions still pricing 2019 stories. **Six are disciplined** (PDM Torre 2, Country Club 100, Matisse, Brisa Marina, Pijao, PH Asia). Two — Castellammare and Bali — currently ask *below* 2025 closings.

SIGNAL 2 · NEIGHBORHOOD ANATOMY

24

BUILDINGS IN STEADY QUADRANT

Which buildings move, which don't.

Cross-referencing 3 years of secondary trades with current listings, every CdE building sorts into four quadrants: **Steady** (24 — families staying), **Flowing** (22 — two-sided market), **Lagging** (12 — asks above clearing), **Tight** (11 — churn without oversupply). Steady is the largest cohort; low turnover is the point, not the problem.

SIGNAL 3 · YIELD

8.2%

MEDIAN GROSS, 12 BUILDINGS

What CdE actually earns.

Twelve CdE buildings have ≥3 active rent listings AND ≥3 secondary closings — enough on both sides to trust the math. After a 10% rent-ask haircut, gross yields range **6.6% (Brisa Marina)** to **9.9% (PH Regalia)**, median 8.2% (Parkside). PTY baseline is 5–6% — CdE's premium reflects rental demand and the fact many buyers aren't chasing yield.

25.7%

Banco General — 1 in 4 CdE mortgages since 2023 (681 total)

8 yrs

Median time from first purchase to resale — only 3% within 3 years

78.5%

Park Lane registered owners are corporate entities (top of 5)

Mar + Dec

Mild closing peaks — otherwise volume runs flat year-round

Methodology. Closed sale prices from the Registro Público de Panamá. Listing prices (sale + rent) from major Panamanian portals. Headline window is calendar 2025 (Q1-2026 excluded as incomplete). Developer first-sales separated from secondary trades where identifiable. Rent figures discounted 10% from listing asks. Medians used throughout. Buildings below sample thresholds excluded. Privacy: no named owners, no unit-to-person traces. Full report: lakile.ai/costa-del-este.

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