

MARCH/APRIL 2011

# Local Real Estate DEALS

THE NATIONAL FORUM FOR LOCAL INVESTORS

## Live Free or Die: Real Estate Investing in New Hampshire

**How Not to Get Screwed  
in Real Estate Investing**

**Nicaragua:  
Like Southern California  
at 1950s Prices**

**KACIS!**

**TechnoBabble:  
Marketing without  
an Online Hub**

**Money Matters:  
1031 Tax-deferred Exchange**

\$2.95 US \$3.95 CAN  
March/April 2011 Issue



0 1019434 1510009 1

# Nicaragua:

## A real estate investor's paradise

Heralded as one of the premier emerging markets of the world today, Nicaragua is ripe with opportunity for forward-thinking investors. The Central American country, which borders Costa Rica to the south and Honduras to the north, enjoys the same weather, unspoiled beaches and breathtaking sunsets as its popular southern neighbor but at a much lower cost of living and with a much lower property price tag ... for the time being.

Arguably the most stunning development on the country's Pacific coastline is Seaside Mariana, a growing oceanfront community near San Rafael Del Sur and about an hour away from the capital city of Managua. Anchored by the Wyndam Mariana Resort & Casino, the Jack Nicklaus-designed El Madroño golf course managed by Kemper Sports Management and the Plumeria Spa, this 923-acre community is located on a one-mile stretch of pristine beach that's perfect for sunning, swimming and surfing.

Seaside Mariana is poised to launch Nicaragua onto the world stage in a whole new way, and savvy real estate investors are taking note and getting in early. Beachfront condominiums start under \$100,000 and are available exclusively through the U.S.-based real estate brokerage Maverick Investor Group.

"When the No. 1 golf course designer in the world *and* one of the world's largest hospitality companies simultaneously decide to go into a country for the first time and they both choose the same oceanfront community, real estate investors should pay close attention," says Matt Bowles, one of the partners of Maverick Investor Group.

The Seaside Mariana community exudes an oceanfront village atmosphere with six individual neighborhoods, each with its own distinct personality and residential offerings. There's truly something for everyone here at all stages of life, from romantic eco-conscious bungalows and casitas to sporty golf villas and plush beachfront condominiums. Whether you are looking for a relaxed kicked-back hideaway, new digs in a vibrant town center or a secluded tropical escape, this Nicaraguan

*Golf legend Jack Nicklaus has chosen the Seaside Mariana community for a world-class golf course that blends with the natural landscape.*

*The Mariana del Norte oceanfront condominiums—situated on the Pacific coast of Nicaragua, which is often compared to "Southern California at 1950s prices"—offer completely furnished studio, one-bedroom and two-bedroom options ranging from 484 to 1,160 square feet.*



destination deserves your attention.

“Nothing like this currently exists in Nicaragua,” says Mark Solak, corporate broker of Maverick Investor Group. “The country has just started to boom as both an international tourism destination and an international retirement haven, and this project will single-handedly take all of that to the next level.”

In nearby Managua, a new shopping mall is full of high-end stores and a gamut of new restaurants. The Pan American highway boasts smooth, pothole-free roads traveled by new, expensive SUVs. Everywhere you look the capital is cleaner than in years past and infrastructure improvements are rampant.

Tourism is booming, with the number of visitors topping 1 million in 2010 for the first time in the country’s history. Cruise ship dockings numbered 60 in all of 2009, and almost reached 30 in the first quarter of 2010. The hit TV show “Survivor, Nicaragua,” which was viewed by an estimated 14 million North America households during its 14-week run in 2010, helped bring the beauty of the country into family rooms across the United States and Canada. The 2011 season also was shot in Nicaragua and began airing in February 2011.

The government welcomes foreign investors who are interested in buying real estate and has passed several laws that are favorable to and encourage foreign investment in Nicaragua. “All property at Seaside Mariana is deeded freehold real estate and comes with title insurance from either First American Title or Stewart Title,” says Valerie Schrock, one of the partners at Maverick Investor Group. “President Daniel Ortega has personally endorsed Seaside Mariana because it promises to be a tourist mecca, which in turn means an economic boon for the country.”

There’s no denying that Nicaragua still has big hurdles to clear, but progress is being made in giant strides. Perhaps that makes 2011 the opportune year for savvy investors to snatch up a quality piece of beachfront real estate along one of the most beautiful coastlines in the Americas before Nicaragua becomes the next Costa Rica.

For detailed information on buying real estate at Seaside Mariana, contact Maverick Investor Group at [info@maverickinvestorgroup.com](mailto:info@maverickinvestorgroup.com). **LRED** [www.localrealestatedeals.com](http://www.localrealestatedeals.com)



*Tucked away in the community’s northern quarter, quaint beachfront bungalows are perfect for those who enjoy a more private, low-key atmosphere.*

