

Mazatlán – The Pearl of the Pacific



Who Am I? Shaun Klynstra

- Married to a gal from Mazatlan, Claudia
- Father of 3
- Moved to Monterrey, Mexico full-time from Canada in 2002
- Relocated full-time to Mazatlan in 2007
- Passionate about life, growth & opportunities
- Strengths in leadership, talent attraction and development, planning, negotiation, finance, law, tax

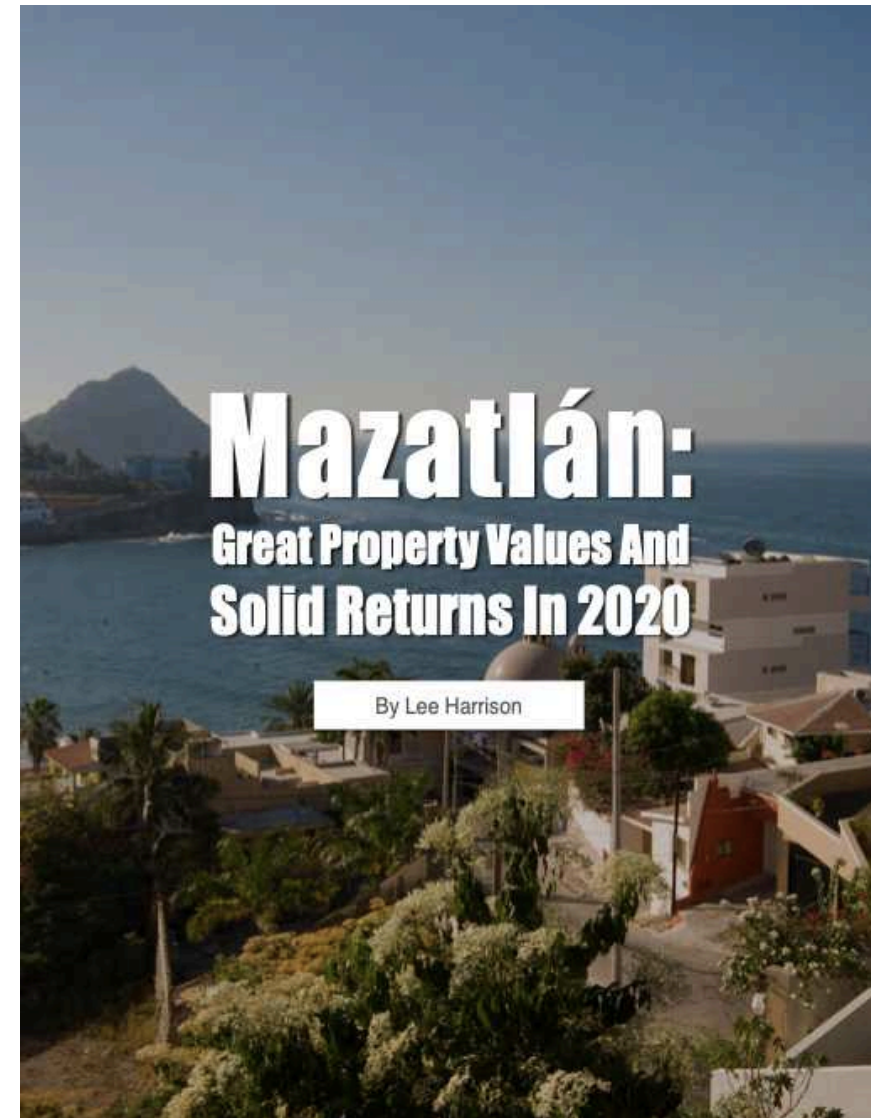


Who Am I? Shaun Klynstra

- Started in Mazatlan Real Estate in 2007 (Founded Solutions Mazatlan)
- Founder – Operating Partner of Keller Williams (KW) El Faro since 2018 – over 100 agents today
- I have personally serviced over 500 clients since 2007
- Our organization has serviced over 1500 clients
- We provide service worldwide with specialty in Mazatlan & several other Mexico destinations



Mazatlan on the Cover- Global Property Advisor February 2020 Issue



2020 - Mazatlan Tied for #1 Spot on Retirement Index from Live and Invest Overseas

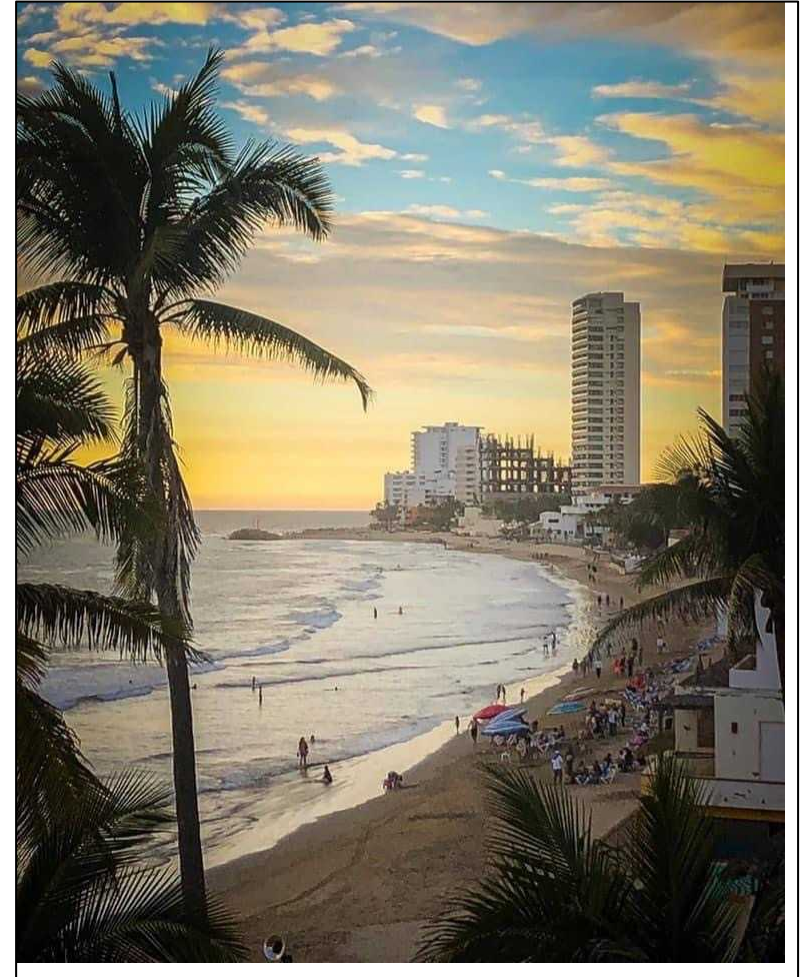
The 2 Best Places to Retire Abroad in 2020

These foreign destinations offer affordability, good health care and mild climates.

If your retirement dreams include living better for less while enjoying the adventure of a lifetime, you might want to check out Algarve, Portugal, and Mazatlan, Mexico. These two places tied for No. 1 in the [2020 Retire Overseas Index](#) by the publication Live and Invest Overseas.

The annual ranking takes into account an array of factors, including health care, taxes, real estate affordability, crime and safety, and access to North America.

“These aren’t simply the world’s top retirement havens right now, these are simply the best places to be, regardless of your age or any other circumstances,” says Kathleen Peddicord, publisher of Live and Invest Overseas.



2021 - Mazatlan #2 Spot on Retirement Index from Live and Invest Overseas (pages 42 – 57)



The Ranking Of The 2021 Overseas Retirement Index

POSITION	DESTINATION	FINAL GRADE
1	Tavira, Portugal	A+
2	Mazatlán, Mexico	A+
3	Lisbon, Portugal	A+
4	Cuenca, Ecuador	A+
5	Panama City, Panama	A+
6	Northern Belize	A
7	Budapest Hungary	A
8	Pedasi, Panama	A
9	Saint-Chinian, France	A
10	Gozo, Malta	A
11	Ambergris Caye, Belize	A
12	Corfu, Greece	A
13	Medellín, Colombia	A-
14	Bologna, Italy	A-
15	Hua Hin, Thailand	A-
16	Paris, France	A-
17	Phuket, Thailand	A-
18	Santa Fe, Panama	A-
19	Canggu (Bali), Indonesia	B+
20	Da Lat, Vietnam	B
21	Hanoi, Vietnam	B



 **Mazatlán**
MEXICO

Mazatlán, First Runner-Up to Tavira, Portugal, in this year's Index, offers the unique opportunity to enjoy the conveniences of city living with sandy beaches right on your doorstep. Living here, you could start each day with a morning walk along the beach at sunrise, followed by a day of exploration of the colonial historic center...



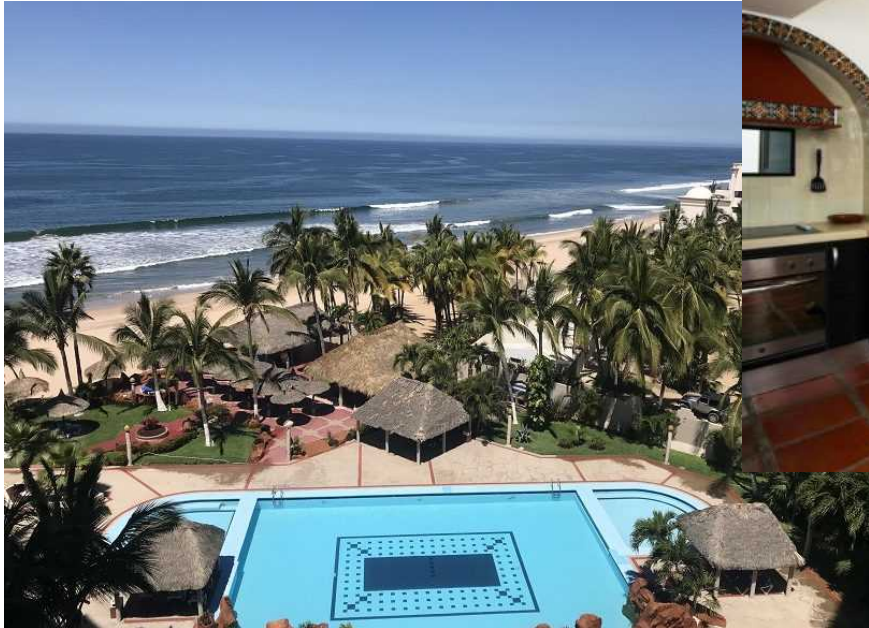
Founded in 1531, Mazatlán boasts a large, world-class colonial center that, unlike many Latin American historic centers, is more than just a few blocks of Spanish colonial architecture... Hidden away in its backstreets and passageways are a wealth of fine

dining, cafés, galleries, and shops... plus its own beach. A colonial center is rare for a beachfront city. Mazatlán lies about nine miles south of the Tropic of Cancer on Mexico's Pacific coast. It enjoys pleasant sunny winters—with warm waters—that draw visitors from the rest of North America, including Mexico itself.

“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- Beachfront & Oceanfront properties for less than US\$157K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- Oceanview and waterfront properties for less than US\$85K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- Move-in Ready Colonial Properties for under US\$95K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

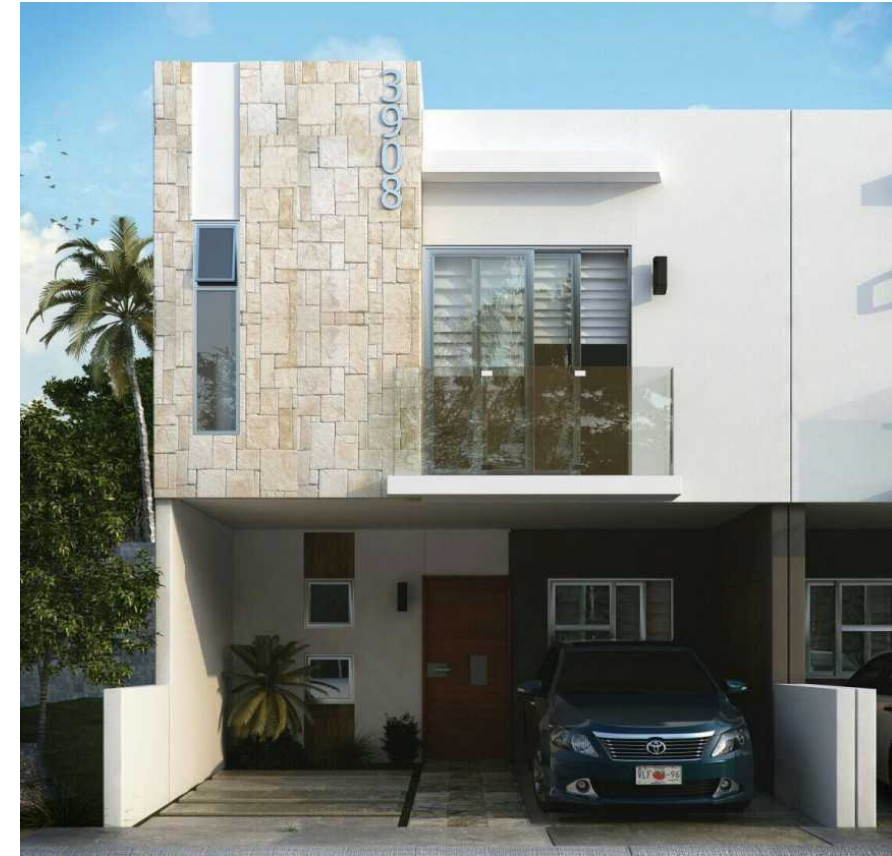
- “Second-row” vacation properties for less than US\$75K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- Upper-middle class residential homes for less than US\$90K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- “Affordable” Luxury BEACHFRONT properties starting at US\$250K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- “Affordable” Luxury OCEANFRONT properties starting at US\$250K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- “Affordable” Luxury WATERFRONT properties starting at US\$250K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- “Affordable” Luxury COLONIAL properties starting at US\$250K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Great Values on Properties

- “Affordable” Luxury GOLF COURSE properties starting at US\$225K



“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Vacation Rentals & Investment Opportunities

- Double-digit returns in some cases



HomeAway®



Property Pro-Forma:	Units:	Historical:		Projected:				Stabilized Year:
		FY17	FY18	FY19	FY20	FY21	FY22	
Revenue:								
(+) Base Rental Income:	\$	\$ 9,666,931	\$ 10,246,947	\$ 10,759,294	\$ 11,189,666	\$ 11,525,356	\$ 11,871,117	\$ 12,227,250
(-) Absorption & Turnover Vacancy:	\$	-	(512,347)	(268,982)	(559,483)	(288,134)	(593,556)	(305,681)
(-) Concessions & Free Rent:	\$	-	(256,174)	(134,491)	(279,742)	(144,067)	(296,778)	(152,841)
(+) Expense Reimbursements:	\$	62,936	64,824	66,769	68,772	70,835	72,960	75,149
Potential Gross Revenue:	\$	9,729,867	9,543,250	10,422,589	10,419,213	11,163,990	11,053,743	11,843,877
(-) General Vacancy:	\$	(1,450,040)	(1,434,573)	(1,398,708)	(1,342,760)	(1,267,789)	(1,187,112)	(1,222,725)
Effective Gross Income (EGI):	\$	8,279,827	8,108,677	9,023,881	9,076,453	9,896,201	9,866,631	10,621,152
Expenses:								
(-) Property Management Fees:	\$	(248,395)	(243,260)	(270,716)	(272,294)	(296,886)	(295,999)	(318,635)
(-) Operating Expenses:	\$	(1,258,715)	(1,296,476)	(1,335,371)	(1,375,432)	(1,416,695)	(1,459,196)	(1,502,972)
(-) Real Estate & Property Taxes:	\$	(902,247)	(920,292)	(938,698)	(957,472)	(976,621)	(996,153)	(1,016,077)
(-) CapEx, TI, and LC Reserves:	\$	(100,697)	(103,718)	(106,830)	(110,035)	(113,336)	(116,736)	(120,238)
Total Expenses:	\$	(2,510,054)	(2,563,747)	(2,651,615)	(2,715,232)	(2,803,538)	(2,868,084)	(2,957,920)
Net Operating Income (NOI):	\$	5,769,773	5,544,931	6,372,267	6,361,221	7,092,663	6,998,547	7,663,232
<i>NOI Margin:</i>	%	<i>69.7%</i>	<i>68.4%</i>	<i>70.6%</i>	<i>70.1%</i>	<i>71.7%</i>	<i>70.9%</i>	<i>72.2%</i>
(-) CapEx, TIs, and LCs:	\$	-	(181,507)	(93,476)	(192,560)	(99,169)	(204,287)	(105,208)
(+) Capital Costs Paid from Reserves:	\$	-	181,507	93,476	146,297	99,169	130,903	105,208
Adjusted Net Operating Income:	\$	5,769,773	5,544,931	6,372,267	6,314,958	7,092,663	6,925,163	7,663,232
<i>Adjusted NOI Margin:</i>	%	<i>69.7%</i>	<i>68.4%</i>	<i>70.6%</i>	<i>69.6%</i>	<i>71.7%</i>	<i>70.2%</i>	<i>72.2%</i>
(-) Interest Expense on Debt:	\$		(1,832,689)	(1,797,187)	(1,760,443)	(1,722,413)	(1,683,052)	
(-) Debt Principal Repayment:	\$		(1,014,332)	(1,049,834)	(1,086,578)	(1,124,608)	(1,163,970)	
Cash Flow to Equity Investors:	\$		2,697,909	3,525,245	3,467,936	4,245,642	4,078,141	

“You Can’t Beat Mazatlan for great values on beach & colonial properties” – LEE HARRISON

Buying Power

- Exchange rates for Americans and Canadians are near historic highs, which has given a significant boost to their buying power



	MXN Mexican Peso	\$ 5,667,371.5889	
	USD US Dollar	\$ 250,000.0000 1 USD = 22.6695 MXN	
	CAD Canadian Dollar	\$ 339,530.5446 1 CAD = 16.6918 MXN	
	EUR Euro	€ 221,394.3538 1 EUR = 25.5985 MXN	

Mazatlan Colonial City on the Beach



Mazatlan Fast Facts

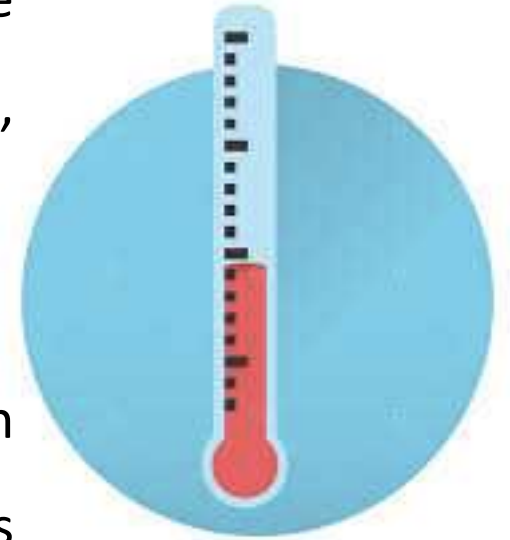
LOCATION

- Located on the Pacific Coast in the Sea of Cortes, across from the most southern tip of Baja California, just 21 kms (13 miles) south of the Tropic of Cancer



TEMPERATURE

- The hot season lasts for 4.6 months, from June 6 to October 27, with an average daily high temperature above 31°C (88°F). The hottest day of the year is July 25, with an average high of 32°C (90°F) and low of 25°C (77°F).
- The cool season lasts for 3.5 months, from December 11 to March 27, with an average daily high temperature below 27°C (81°F). The coldest day of the year is January 23, with an average low of 13°C (55°F) and high of 26°C (79°F).



Mazatlan Fast Facts

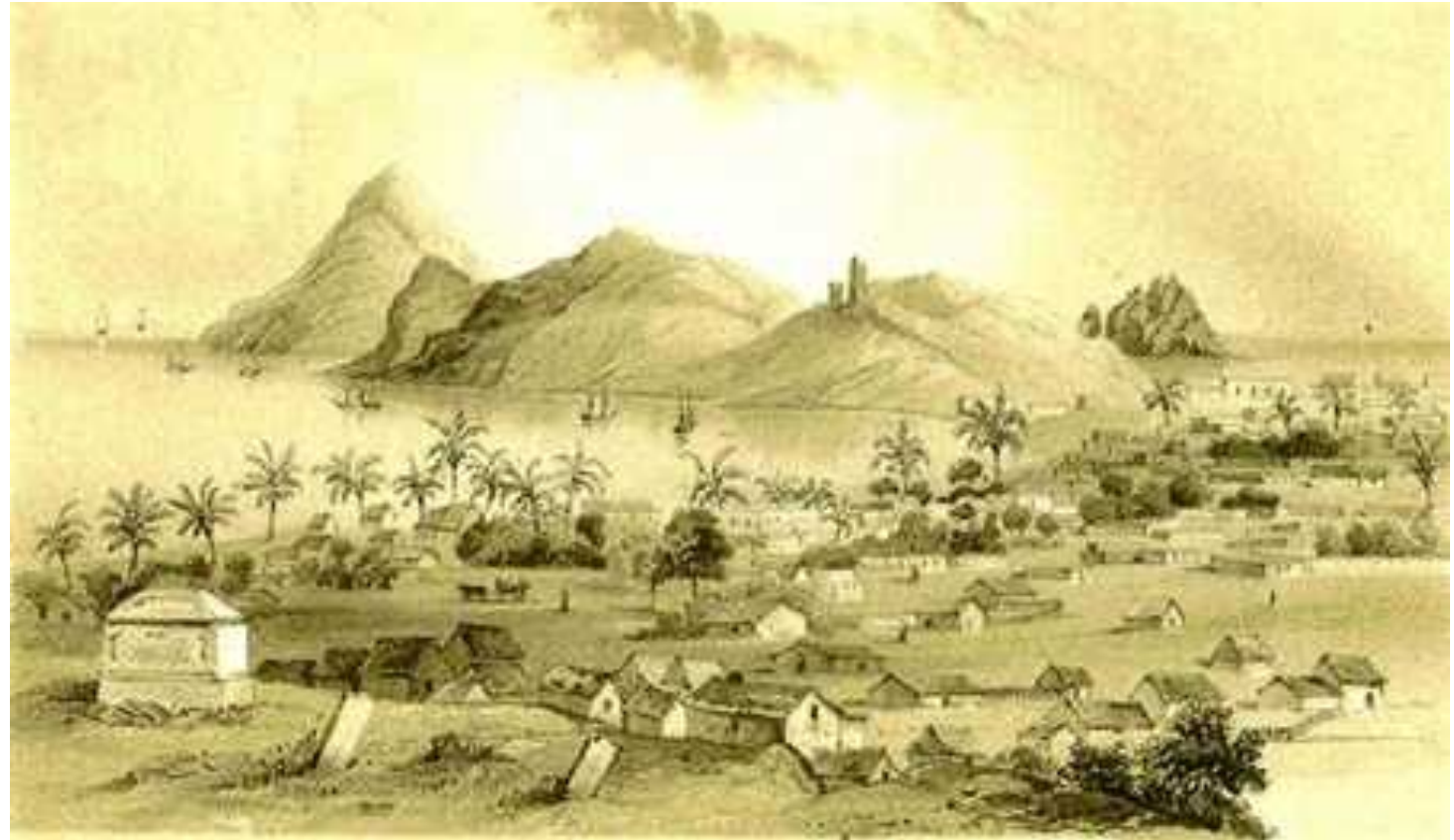
SUNSHINE & PRECIPITATION

- The clearer part of the year in Mazatlán begins around October 8 and lasts for 8.6 months, ending around June 26. The sky is clear, mostly clear, or partly cloudy 77% of the time, and overcast or mostly cloudy 22% of the time.
- The wetter season lasts 3.1 months, from June 26 to September 30, with a greater than 35% chance of precipitation any day.
- The drier season lasts 8.9 months, from September 30 to June 26.



Mazatlan Historical Fast Facts

Mazatlan, native for “Land of the Deer”, was founded in 1531 by Spaniards and Indigenous



Mazatlan Historical Fast Facts

- In the 19th Century, many German and other European settlers arrived and helped turn Mazatlan into an important commercial seaport



Mazatlan Historical Fast Facts



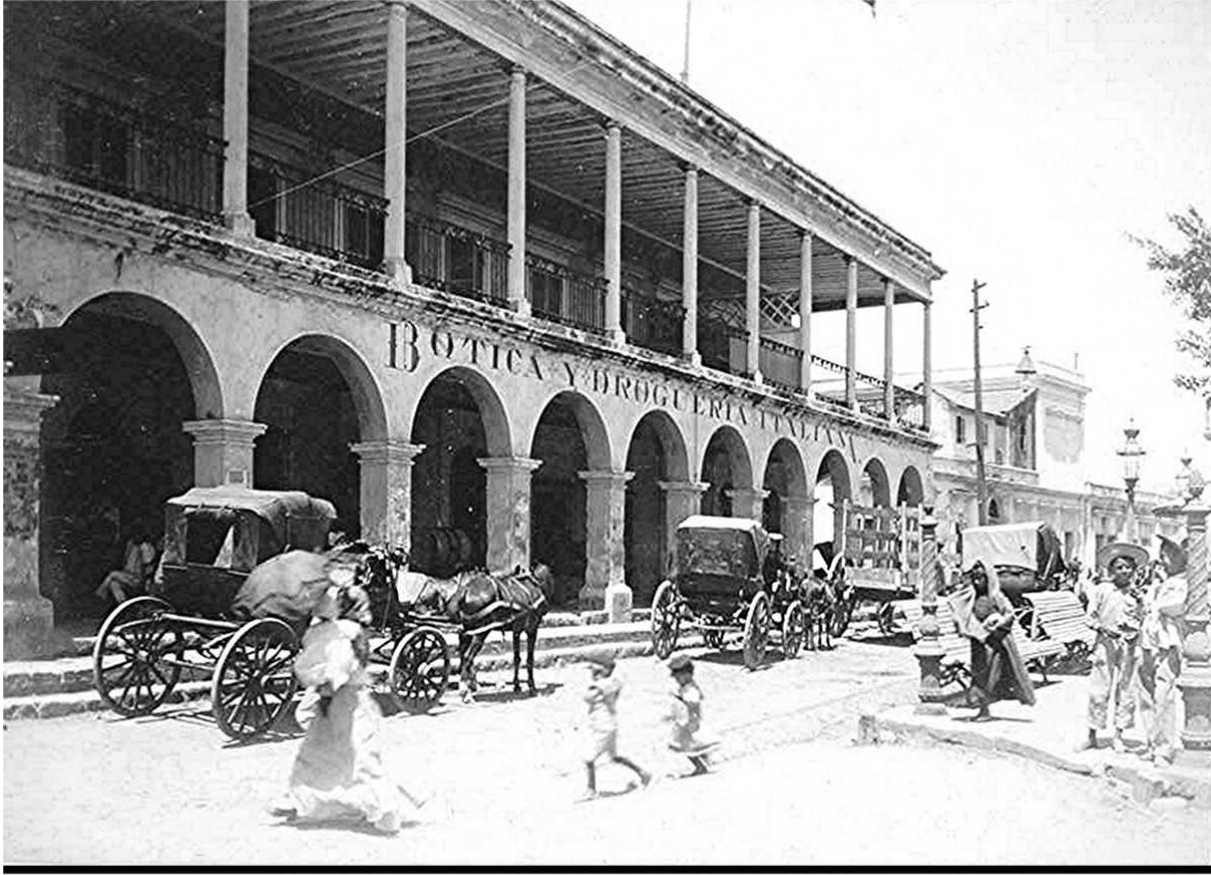
Mazatlan Historical Fast Facts



Catedral de Mazatlan - Mazatlan, Sinaloa, Mexico



Mazatlan Historical Fast Facts



STREET IN MAZATLAN, MEXICO

ARCHIVO: MANUEL GOMES RUBIO

Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts

German influence helped create Banda, an alteration of Bavarian folk music, now one of Mexico's most popular music genres



Mazatlan Historical Fast Facts

Beer was also a major contribution, and the Pacifico brewery was formed in 1900



Mazatlan Historical Fast Facts

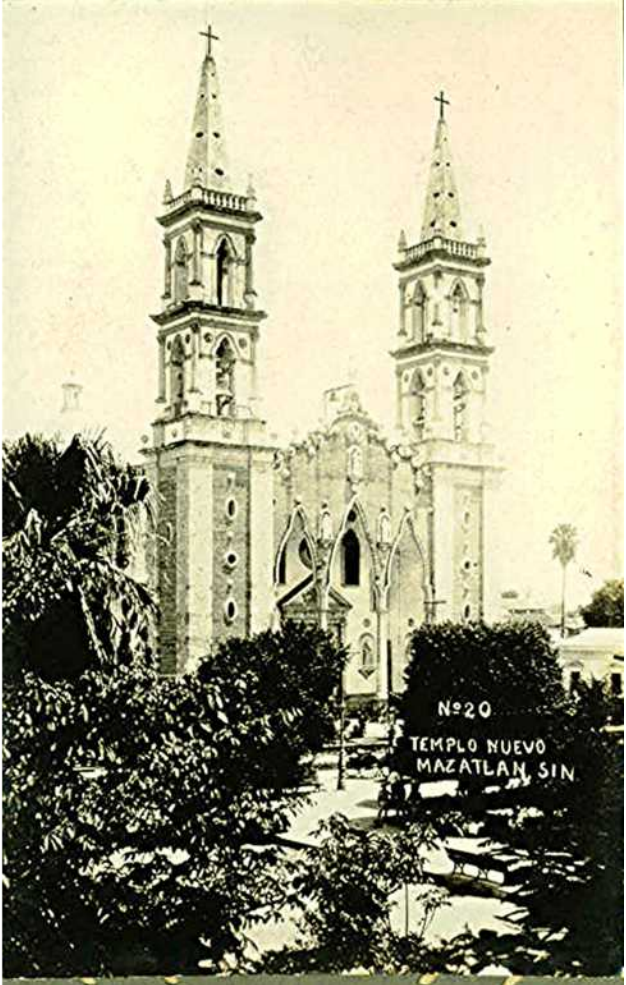
Mazatlan has always been rich in its traditions, natural attractions, culture, art, architecture, gastronomy, and community



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



Mazatlan Historical Fast Facts



PLAZUELA MACHADO



Mazatlan Historical Fast Facts



Plaza Machado
Mazatlán, Sinaloa



Mazatlan Beaches and Malecon

Mazatlan offers 12 miles of spectacular sun-drenched sandy beaches on 11 different sections of beach (the 2 longest beaches are each 3 miles long)



Mazatlan Beaches and Malecon

The beaches are all public and there is public access all throughout the city (mandated by law), while there are some areas that have concessional use given to hotel resort



Mazatlan Beaches and Malecon

The adjacent “Malecon” (Boardwalk) is 5 miles long and has a large walking area, bike lanes, benches, and free bike rental spots (provided by the city)



Mazatlan Beaches and Malecon

The center piece to the beaches and Malecon are the Three “Guardian” Islands



Cost of Living - Live in Mazatlan on a Budget of \$1,133 US / month

Mazatlan, Mexico

Located about midway along Mexico's Pacific coast, this resort town stands out as a popular expat choice for its beautiful beaches, walkable colonial center and affordable lifestyle, Peddicord says.

In fact, Live and Invest Overseas estimates that a retiree could live in Mazatlan on a **budget of \$1,133 a month** — less than the average Social Security benefit among retired workers, which was \$1,503 [as of December](#).

While Mexico's health care is highly rated, retirees also can travel back to the United States relatively easily for medical care covered by their Medicare health insurance benefits, Peddicord says.

Summer weather, she cautions, runs hot and humid in Mazatlan, making it an ideal choice for snowbirds who prefer to migrate north at that time.



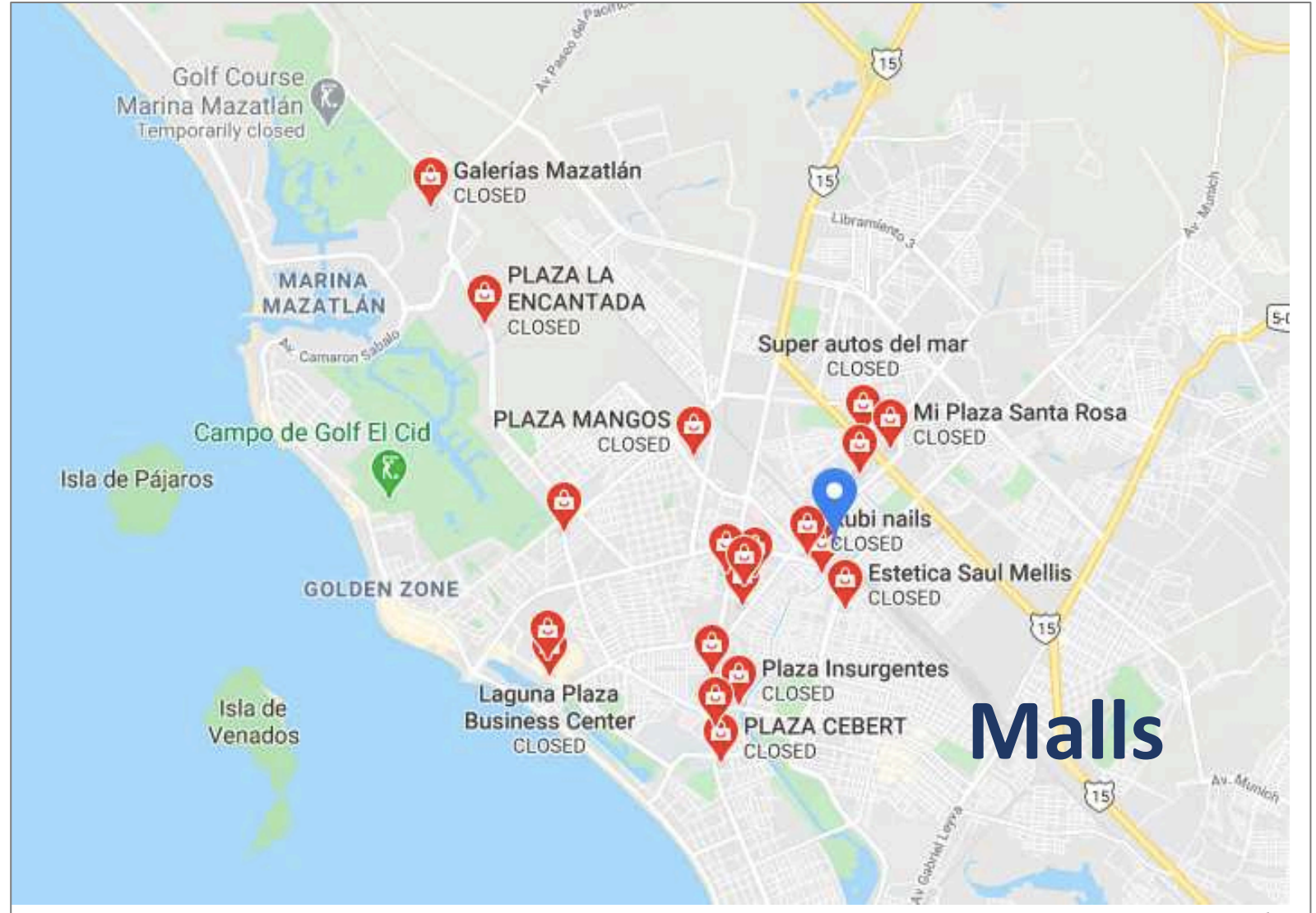
Living in Mazatlan

- Mazatlan has a total population of 502,547 habitants (2017) and has a diverse economy
- During the winter months, there are approximately 5,000 – 7,000 Canadians & Americans that reside in Mazatlan
- Each year, more foreigners are relocating to Mazatlan on a full-time basis (retirees & working families)
- You can easily live on English only and be part of the foreign community, or you can live in a Mexican environment, speak mostly Spanish and immerse in Mexico's culture, or any combination of the above



Shopping in Mazatlan

Mazatlan has many North of Border (NOB) standard supermarkets, box stores, malls and plazas throughout the city.



Shopping in Mazatlan

Familiar names such as Walmart (2 stores), Sam's Club (2 stores), Home Depot, and Sears, to name a few, are frequented by both locals and foreigners.



Shopping in Mazatlan



Shopping in Mazatlan

There are also national brands such as Soriana, Cimaco and Liverpool that offer the same NOB feel.

There are also several malls and plazas that offer a more “local” experience.



Shopping in Mazatlan

And then there are the markets! These are an amazing cultural experience, and where you can find nearly anything and at amazing value!



Eating in Mazatlan

Mazatlan has an amazing gastronomical offering, and compared with NOB prices, it is amazingly affordable

You can enjoy a wide variety of local seafood and regional dishes, international dining options (Italian, Thai, Japanese, Chinese and so on), and you can also find a lot of NOB comfort food options.



Eating in Mazatlan

- A supper of delicious beef tacos or quesadillas and a drink might set you back a whopping US\$4, while a fine-dining steak and seafood dish at an exclusive restaurant with a cup of wine may set you back US\$12 - US\$15



Drinks & Cocktails in Mazatlan

And you can pretty much find a Happy Hour or “Happy Day” anywhere in Mazatlan at any time!

Beer for USD \$0.90 cents and margaritas for USD \$1.25?



Drinks & Cocktails in Mazatlan

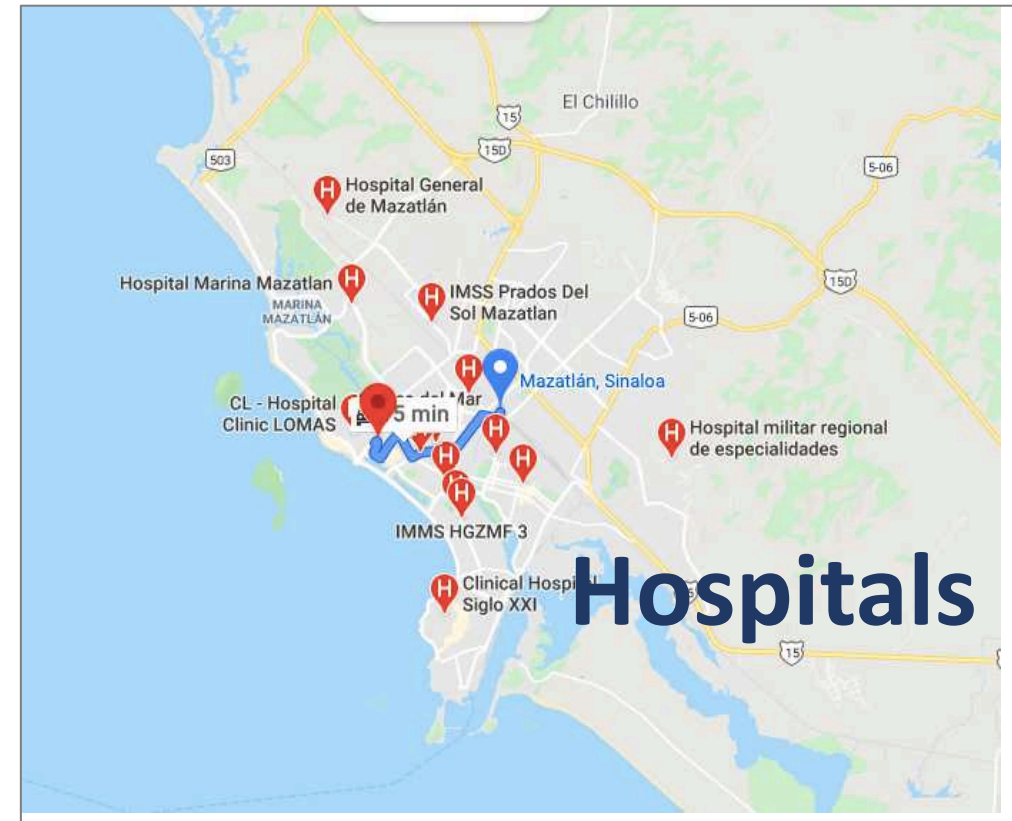
Or enjoy a gourmet freshly roasted & brewed cup of your favorite national or international coffee blend at one of the many local coffee shops – and be sure to grab a snack!



Healthcare in Mazatlán

One of the important benefits of living in Mazatlán is the significantly lower cost of healthcare. Healthcare services generally are more than 50 % less expensive than similar services in the US and most developed countries.

There are several private hospitals that are well regarded, fully equipped and staffed to handle emergencies. Most have bi-lingual staff.



Healthcare in Mazatlan

There are several private hospitals that are well regarded, fully equipped and staffed to handle emergencies. Most have bi-lingual staff.

Hospital Sharp is regarded by many as the most modern and well-equipped hospital in Mazatlán, and has a team of fully dedicated bicultural and bilingual professionals to assist foreigners.

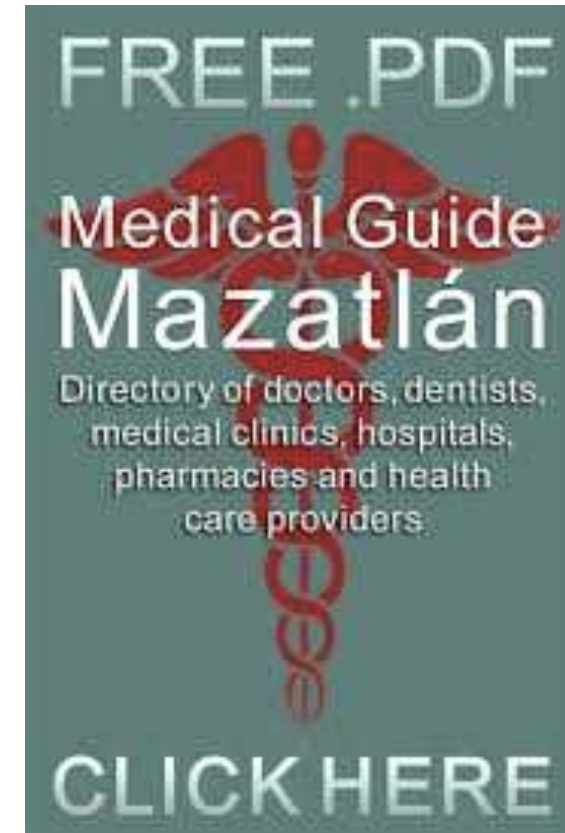


Healthcare in Mazatlan

Dentistry, Radiology, Cosmetic Procedures are all much more affordable as well, and you can find English speaking professionals with ease.

Long-term or full-time residents often purchase affordable private insurance from a local agent.

Some ex-pats even choose to gain residency and use Mexico's free public healthcare system IMSS.



Mazatlan International Center



Capacity for
4,000 interior
attendees



Driver for
Mazatlan's
Business Tourism

Marina Mazatlan & Sport Fishing

The area of Marina Mazatlan used to be an estuary and is now the largest full operating marina in all of Latin America and has enough boat slips to accommodate roughly 800 boats.



Marina Mazatlan & Sport Fishing

Marina Mazatlan also boasts an attached man-made island with residential homes, restaurants and boat slips making it the only Island in North America with a marina surrounding it!



Marina Mazatlan & Sport Fishing

Sport fishing is a very popular attraction in Mazatlan and surrounding areas. The deep sea, bottom fishing and freshwater fishing are world class and attract sportsmen from around the globe.



Mazatlan Golf

Mazatlan is also a golfer's paradise, offering internationally ranked golf courses for players of all skills levels and budgets.

There are 4 courses in total, including:

- El Cid Golf & Country Club
- Estrella del Mar
- Marina Mazatlan
- Club Campestre



Mazatlan Golf

Estrella del Mar

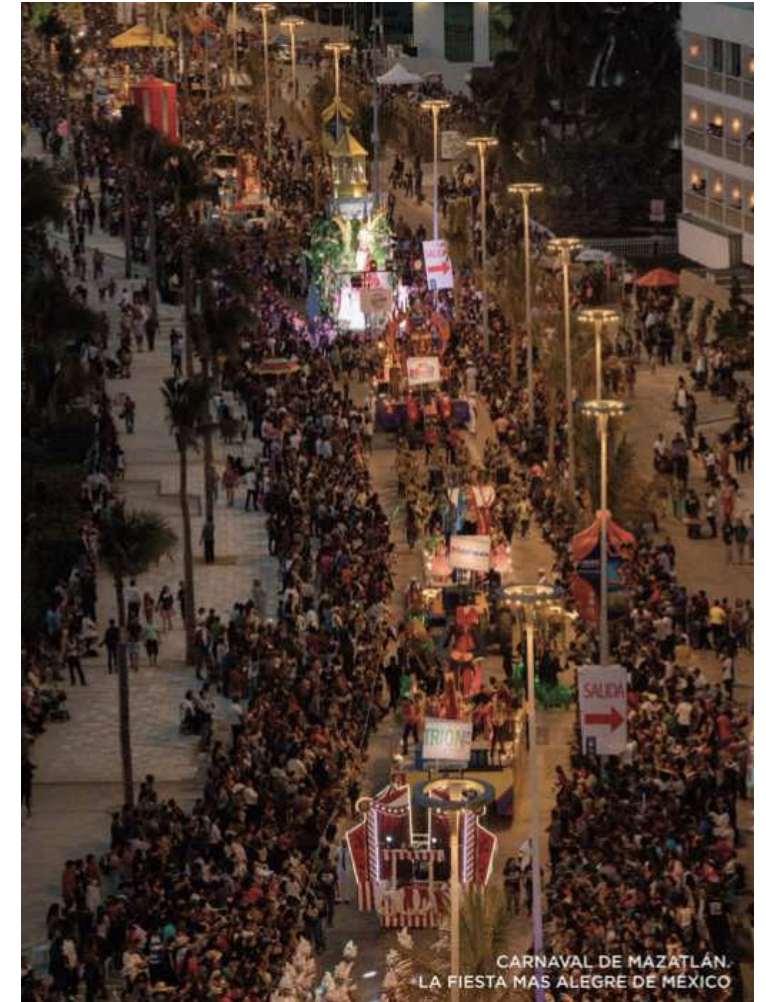
Amazing beachfront golf course and gated community.

The PGA holds a leg of their tour at Estrella del Mar. There are several other national and international tournaments throughout the year.



Mazatlan Entertainment and Events

Mazatlan has many international events throughout the year, including: **Carnaval**



Mazatlan Entertainment and Events

Mazatlan has many international events throughout the year,
including: **Festival of Lights**



Mazatlan Entertainment and Events

Mazatlan has many international events throughout the year, including:

José Limon International Dance Festival

Mazatlan's Cultural Festival

Mazatlan International Jazz Festival



MAZATLÁN JAZZ FEST 2019
20 - 23 MARZO

VIÉNESDES 20
Era Cultural (18:00)
Plaza Matamoros (8:30 PM)
Los Estreos de Cuba
Mariano, Mónica, Wilma, Sorisana,
Doris, Lorena, Anelie y Pamela

VIÉNESDES 21
Clínica de plaza LMA (12:00 PM)
Los Cuñados Hernandez
Inauguración OPA (8:00 PM)
Guthrie (Reiniciador) (Cuernavaca, Cuba)
Representante Erika Mendi
a Pina, Alfredo Flores
Los Pechos Uno (10:00 PM)

VIÉNESDES 22
Clínica de guitarra en OPA (11:00 PM) Con
Jefe Flores
Duo 90 años (Chavez)
Diego Alvarez Cuernavaca (Mariano) Placenta
Machado (10:00 PM)
Los Niños del Red Garden (10:00 PM)

SABADO 23
Clínica Casa Pina (11:00 AM)
La Música la del jazz en la terminal "de
Cuba" A. Ojeda
Mónica Mena Torres de Cecilia Mena
Cruz Pina (8:00 PM)
Mónica Pineda (Cuernavaca, Cuba)
Jefe Flores y José Pineda (Chavez)
Mónica Machado (10:00 PM)
Los Niños del Red Garden (10:00 PM)

MAZATLÁN. ARTE Y CULTURA TODO EL AÑO

Logos of sponsors: BCI, BDO, CEMEX, CIBERTEL, COMERCIAL, CREDITO, FARMAS, CHOLE, etc.

Mazatlan Entertainment and Events

Mazatlan has many international events throughout the year, including:

Pacifico Marathon

International Motorcycle Week



Mazatlan Entertainment and Events

Mazatlan has many international events throughout the year, including:

OTHER EVENTS:

- PACÍFICO TRIATHLON
- MAZATLÁN'S INTERNATIONAL MOTORCYCLE WEEK
- ART WALK
- CULTURAL SPRING SEASON
- ESCENA MAZATLÁN THEATER FESTIVAL
- EL DEBATE FISHING TOURNAMENT
- FIESTA AMIGOS DE MAZATLÁN
- EL CID INTERNATIONAL GOLF TOURNAMENT
- PROFESSIONAL KARATE LEAGUE
- PROFESSIONAL BASEBALL LEAGUE
- CINE SEPTIEMBRE FILM FESTIVAL
- ITF TENNIS TOURNAMENT
- VAGABOND ROUTE CYCLING EVENT
- SINALOA FESTIVAL OF THE ARTS
- INTERNATIONAL BICYCLE TOUR
- MAZATLÁN'S BOOK FAIR
- MAZATLÁN SOCCER CUPS
- MAZATLÁN BASKETBALL CUPS
- MAZATLÁN PROFESSIONAL BASKETBALL SEASON
- CHILO JAZZ FESTIVAL
- VELADA DE LAS ARTES
- GUITAR SOCIETY SEASON

Mazatlan Entertainment and Events

Mazatlan has many daily and weekly entertainment events throughout the year, including:

Ballet, Theater, Opera, Symphony and more at the Angela Peralta Theater



Mazatlan Entertainment and Events

Mazatlan has many daily and weekly entertainment events throughout the year, including:

Brenster's Beach Bash at Diego's Beachouse

Rob Lamonica & Friends



Mazatlan Entertainment and Events

Mazatlan also has professional sports team in Baseball, Soccer, Basketball and Football:



Mazatlan has many other daily and weekly community events, organizations and entertainment opportunities that there are just simply too many to list!

There literally is something for every lifestyle!

Mazatlan
Life.com

Mazatlan offers Strategic Location Connecting the World

LOCATION & CONNECTIVITY

DIRECT FLIGHTS

Monterrey	1h 20m
Ciudad de México	1h 45m
Phoenix, USA	2h 15m
Houston, USA	2h 20m
Dallas, USA	2h 30m
Los Angeles, USA	2h 50m
Toronto, Canada	4h 30m
Calgary, Canada	4h 40m
Vancouver, Canada	4h 50m
Montreal, Canada	5h 00m

HIGHWAY CONNECTIONS

From Mazatlán to:	Distance: Kilometers	Time: Hours and minutes
Guadalajara, Jal	481	06:18
Monterrey, NL	839	09:37
Queretaro, Gro	858	09:58
Nogales, Son	1,163	11:24
Laredo, TX	1,052	11:48
Phoenix, AZ	1,450	14:25
Tijuana, BC	1,748	17:38



Mazatlan has become an international logistics hub

General Rafael Buelna International Airport



Mazatlan has become an international logistics hub

International Port for Cargo & Tourism



Mazatlan has become an international logistics hub

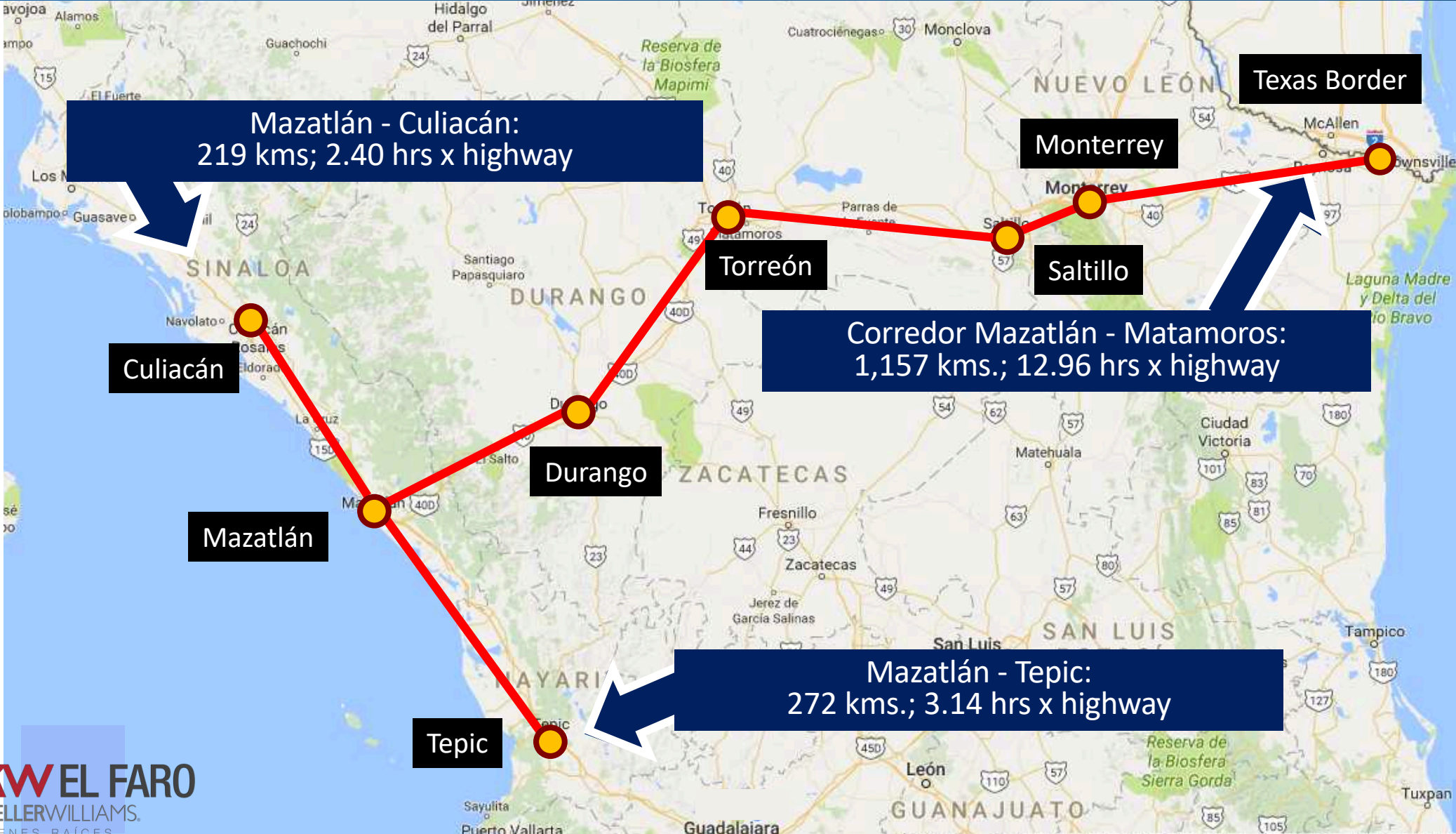
Multiple Logistics Parks



Mazatlan is the Gateway to the Northern Economic Corridor connecting the East & West Coasts of the USA



Mazatlan – Matamoros SuperVía (Super Highway) Northern Economic Corridor



Mazatlan – Matamoros SuperVía (Super Highway)

Northern Economic Corridor

Sinaloa, Durango, Coahuila, Chihuahua, Nuevo Leon, Zacatecas, Tamaulipas and Nayarit are the states that conform the Northern Economic Corridor.

This highway is the connection with Texas through the Super via Mazatlán – Matamoros, which connects Mazatlan with the East Coast of the United States, **crossing an area that produces 23.14% of the National GDP.**

The Mazatlán-Durango Highway is part of the Northern Economic Corridor and allows a greater and faster flow of goods and tourists between Sinaloa and the Northeast of the Republic, as well as the United States.

Did you know – Sinaloa provides up to **80% of Mexico's fruit & vegetable exports to the US?**

Source: <http://citsinaloa.gob.mx/en/logistic-infraestructure/>



Mazatlan – Durango Highway

The Mazatlan – Durango section of the highway is composed of 115 bridges and 61 tunnels. It is truly a remarkable feat of engineering and has reduced the travel time from Durango to just under 3 hours (previously 6 nail-biting hours).



Mazatlan – Durango Highway

The highest part of the road is nearly 9,000 feet above sea level. The longest tunnel is called Tunel el Sinaloense. It is 9183 feet long (1.7 miles).

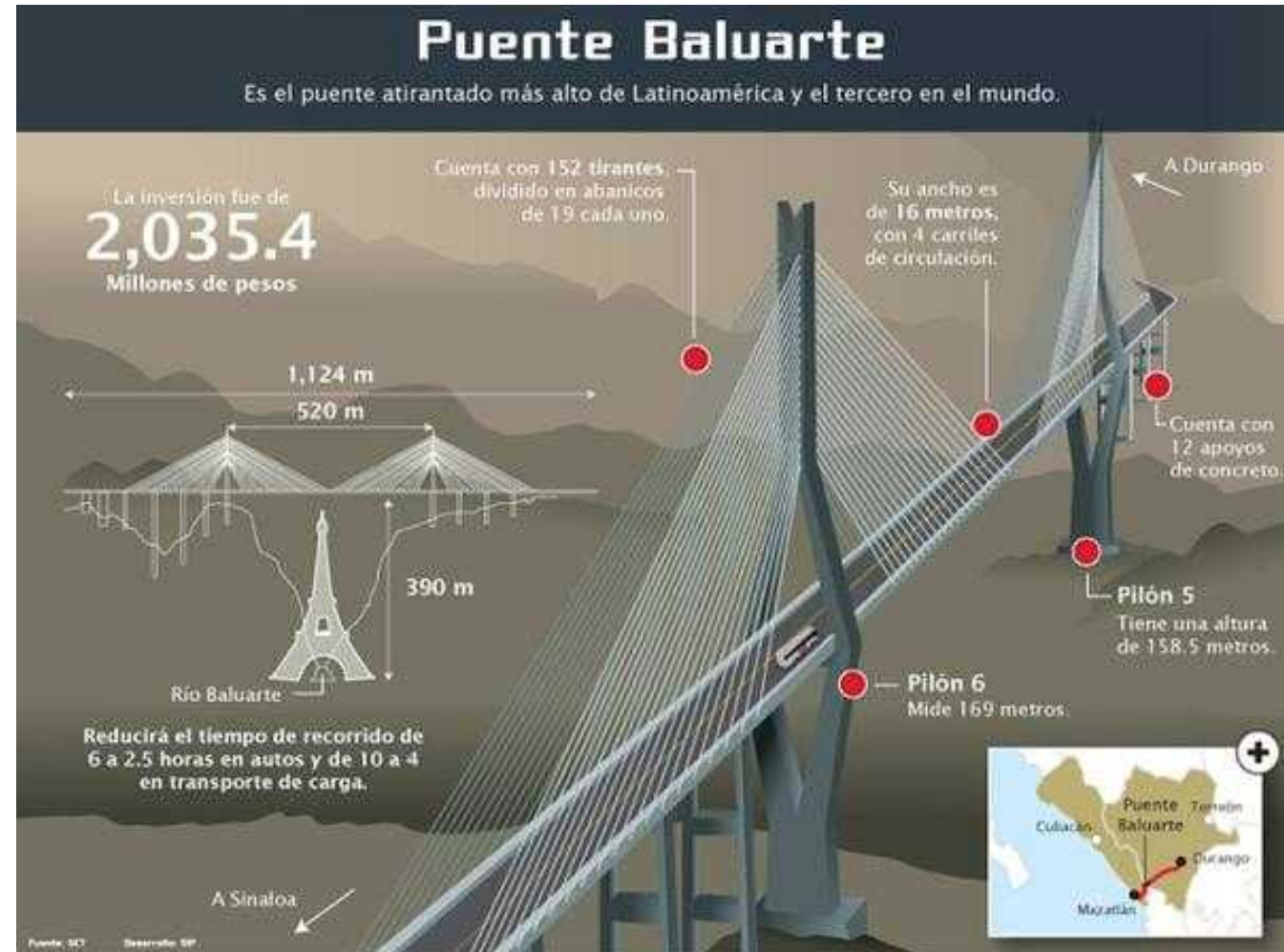
The most spectacular part of the drive is the Baluarte Bridge (Puente Baluarte).



Mazatlan – Durango Highway

It's the highest cable-stayed bridge in the world, the third-highest bridge overall and the highest bridge in the Americas.

It's a record-breaking 1124 meters, width - 20 meters, and its height above the canyon is 403 meters.



Mazatlan and Sinaloa offer Natural Resources & Energy



Electricity

Sinaloa has 10 hydroelectric and thermoelectric plants with a capacity of 1,800 MWh of which only 50% is consumed.



Water

The state has 11 rivers and 12 big dams with storage capability of 22 billions of cubic meters, guaranteeing the supply of water to its agriculture zone, industrial parks and gives certainty to new investment projects.



Natural Gas

The construction of a gas pipeline 640 kilometers long began in 2013. Sinaloa will have natural gas in July 2018.



All This in addition to Renewable Energy Sources (Solar and Biomass) & great reserves of Gold, Silver, Copper, Lead, Zinc, Nickel and existing mining concessions

Mazatlan and Sinaloa – Natural Gas – a Gamechanger

- In 2013 the construction of the pipeline began in Sinaloa – it is 640 km (398 miles) long. In July 2018, Sinaloa began to have natural gas.
- The installation of 3 thermoelectric plants to generate 2,343 MW will take an estimated investment of 2.100 billion USD. CC thermoelectric plants are 23% more efficient.
- This cost efficient energy platform will retain and attract companies and create more and better jobs.
- Will further encourage agroindustry
- Develop a more efficient and less polluting public transportation system
- Families will have cheaper and safer energy.
- 58% of Sinaloa's people will have access to the cheapest natural gas.
- The price for gas in Sinaloa will be 70% less than the cost consumed by industries in Korea, Japan, China and India, and 50% less than that of Germany and Italy.



Mazatlan and Sinaloa – The Agribusiness & Food Industry

- Ranked 3rd in the world in Agricultural Technology
- Home to Research & Tech Innovation Centers
- Ranked 1st in Mexico for Fruit & Vegetable production
- 30% of the total Food Production of Mexico
- 80% of all Fruit & Vegetable exports to the USA

**MORE FOOD...
MORE VALUE**



An ever increasing platform for agriculture technology & food biotechnology through:

- 7 research centers
- 7 universities
- 27 academic programs
- 120 researchers
- 241 projects
- 13 international operators

+250 companies oriented toward supplying Agribusiness.

35% of domestic sheltered agriculture is based at Sinaloa.



Sinaloa:
The largest food Tech Park & the most productive & profitable investment in the Mexican Food sector.

SINALOA:
EFFICIENT PRODUCTION



Sinaloa: The food leader in Mexico

- | | |
|--------------------|-----------------|
| • 37% of tomato | • 21% of potato |
| • 43% of cucumber | • 21% of corn |
| • 61% of tuna | • 10% on mango |
| • 51% of chick pea | • 4% of meat |
| • 13% of sardine | • 2% of wheat |
| • 30% of shrimp | |



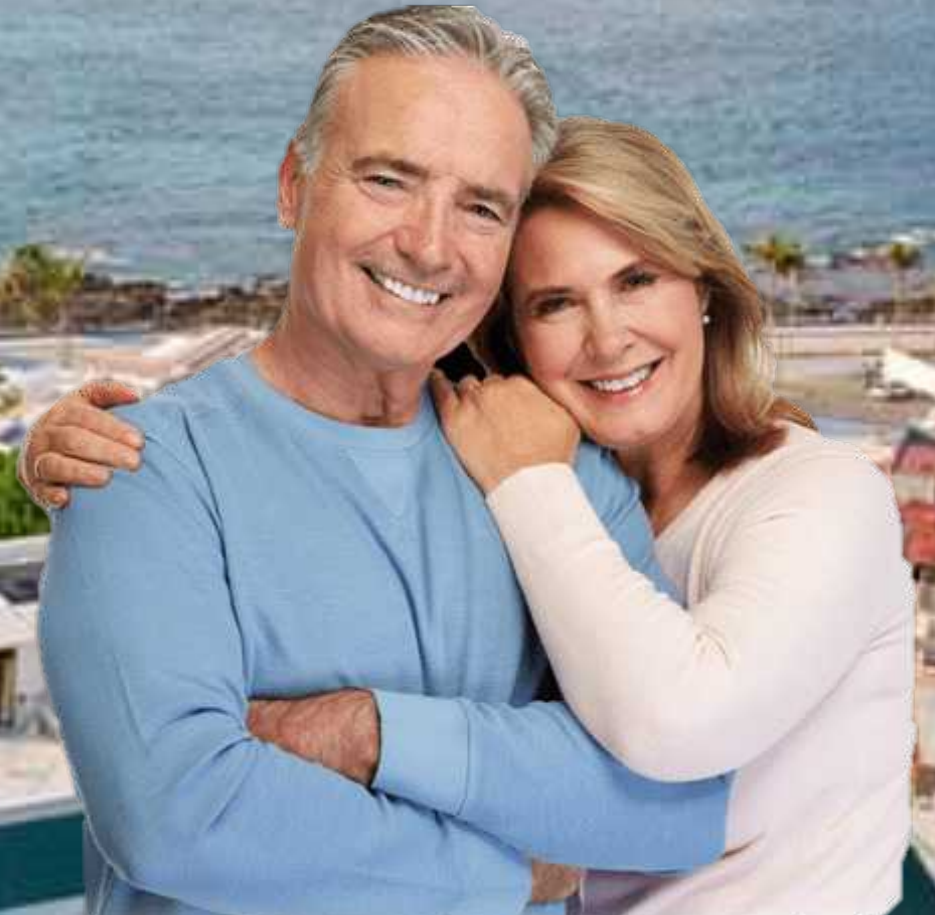
- +10 M Ton in 2 M Hectares
- +US \$750 M exports of produce

Mazatlan and Sinaloa – The Agribusiness & Food Industry

- Ranked 1st in Latin America in Seafood Production
- Largest tuna fishing fleet in Latin America
- 70% of all Tuna captured in Mexico is processed in Sinaloa
- Ranked 9th in the world for meat exports



2021- INVESTMENT



But Why Buy in Mazatlan in 2021?

- The recently completed Mazatlan – Durango highway was kind of like the missing link for Mazatlan and Sinaloa to start to really take off. This essentially started to roll strongly in 2017 and never got the opportunity to mature.
- The amount of money being invested by the private and public sector in Mazatlan is unprecedented and will continue despite the changing world circumstances. The following areas are receiving large amounts of investment:
 - Infrastructure
 - Attractions
 - Hotels (vacation and business-class)
 - Developments (vacation / residential)
 - Industry (Logistic Parks, Manufacturing, Food Processing)
 - Retail and office
 - Schools and universities
 - Hospitals and clinics
 - Baseball & soccer stadium



Lugar de encuentros

Central Park



©2018 Parque Central Mazatlán. Derechos reservados



Aquarium



Aquarium



Aquarium



La Perla Museum



Mazatlan Tourism

Mazatlan's highway connections help more than 2 million domestic and foreign tourists arrive throughout different times of the year.



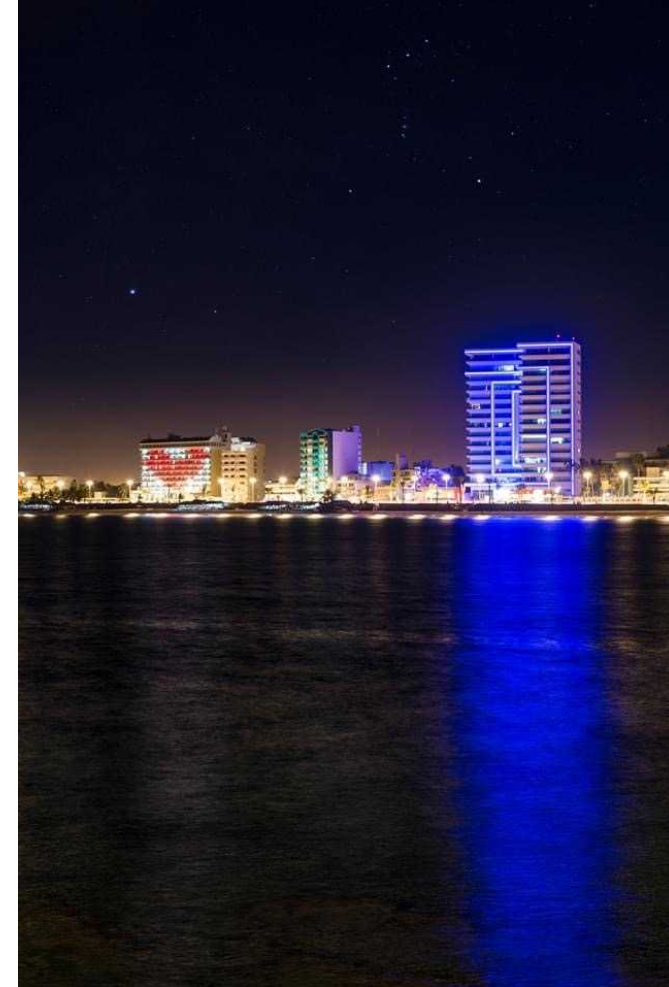
Mazatlan Tourism



The Mazatlan Airport annually welcomes over 1 million domestic and foreign tourists, mainly from the United States and Canada.

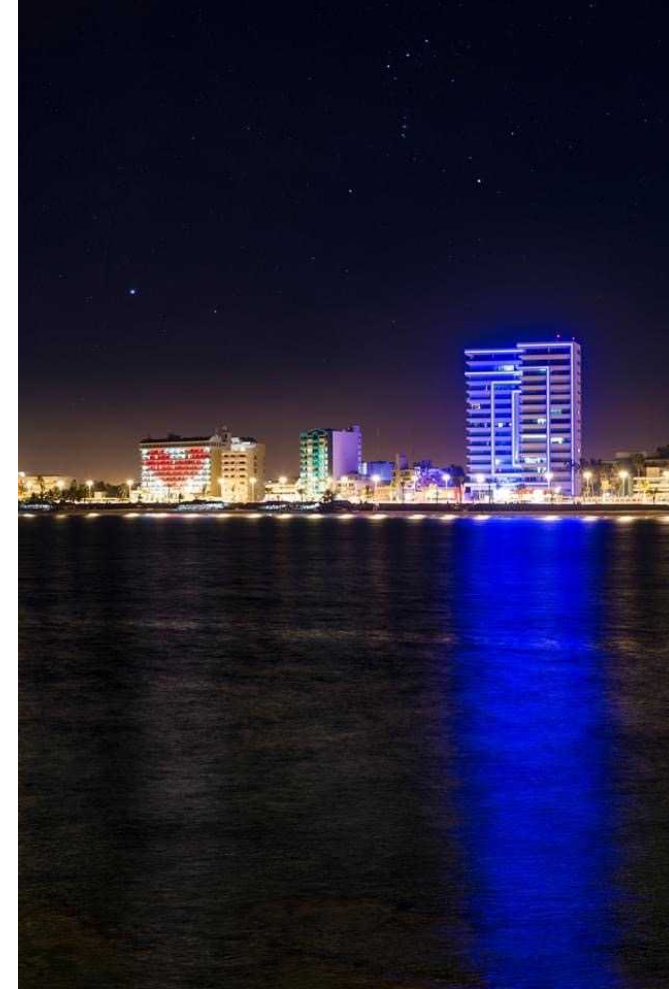
Why are They Coming to Mazatlan for Vacation?

- Mazatlán is considered the best family beach destination in the country.
- According to The Financial Times, Mazatlán is 1st place in Mexico as the top city in “Cost Effectiveness” (value)
- As a result of the Mazatlan-Matamoros Super highway, Mazatlán now has year-round tourism and hotels now have a year-round average hotel occupancy of 70-75%
- Over 3,200,000 tourists visited Mazatlan in 2019 (74% National)



Mazatlan Tourism & Attractions Fast Facts

- Mazatlan has a total of 65 hotels currently in operation that range from 3-star to 5-star rating which offer a total of just over 13,000 rooms
- There are 2 additional hotels that will finish completion in 2020, with about 10 other in progress or in planning stages
- Of the 65 hotels currently in operation, only 8 are 5-star rating. The balance is about 40% 4-star and 60% 3-star



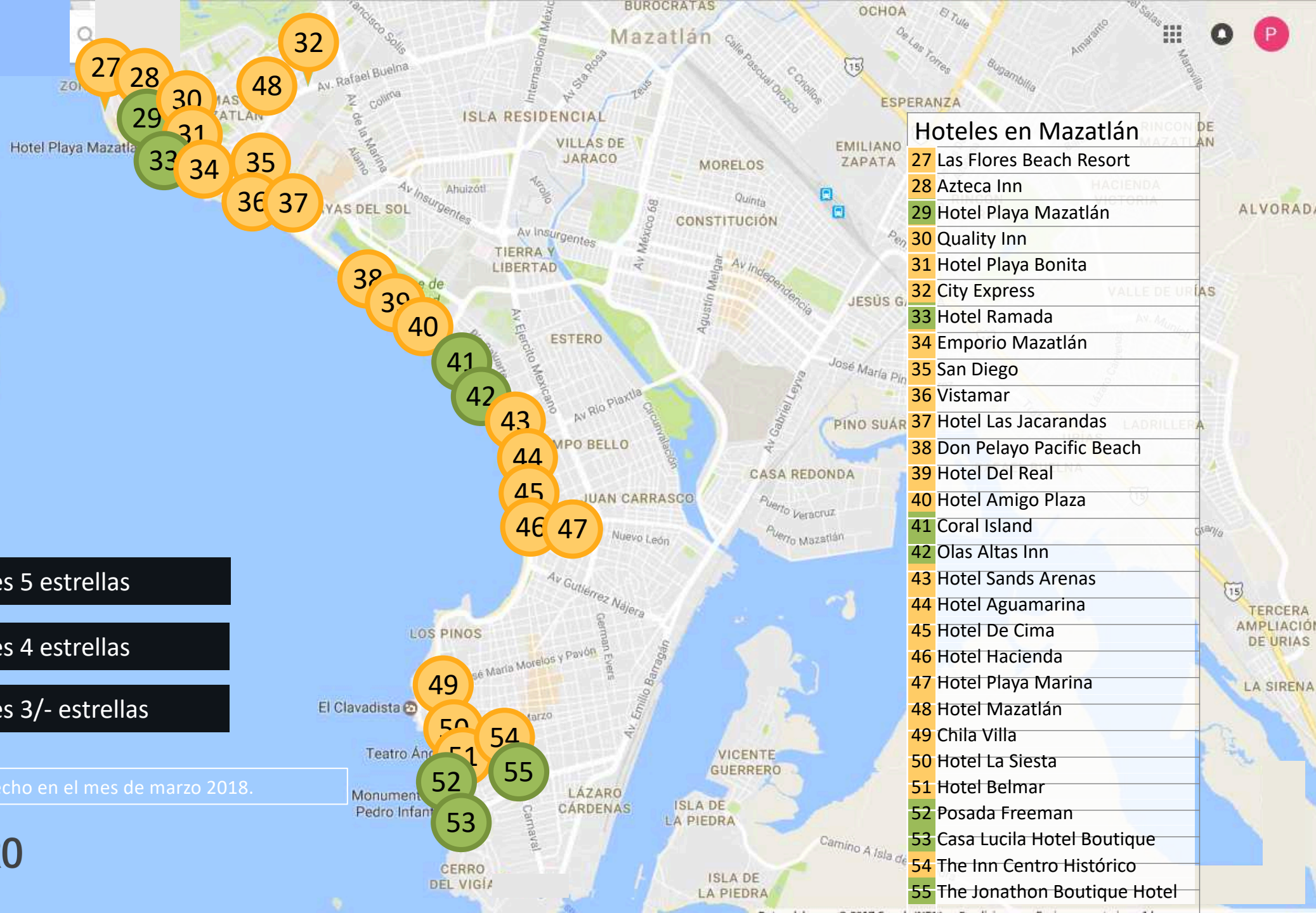
Hoteles en Mazatlán

Hoteles en Mazatlán

- | | |
|----|-----------------------------|
| 1 | Pueblo Bonito Emerald Bay |
| 2 | RIU |
| 3 | Ocean Breeze |
| 4 | Torres Mazatlán |
| 5 | Villas El Rancho |
| 6 | Bel Air Boutique |
| 7 | Hacienda Blue Bay |
| 8 | Isla Mazatlán Golden Resort |
| 9 | El Cid Marina Beach |
| 10 | Marena Suites |
| 11 | Pueblo Bonito |
| 12 | Blue Pacific Hotel |
| 13 | Hotel Posada La Misión |
| 14 | Luna Palace |
| 15 | Pacific Palace |
| 16 | Oceano Palace |
| 17 | Star Palace |
| 18 | Mision Mazatlán |
| 19 | Quijote Inn |
| 20 | The Palms |
| 21 | El Cid Castilla Hotel |
| 22 | El Cid El Moro Hotel |
| 23 | Best Western |
| 24 | Costa de Oro |
| 25 | Royal Villas |
| 26 | Margaritas Hotel |

- Hoteles 5 estrellas
- Hoteles 4 estrellas
- Hoteles 3/- estrellas

Nota: Mapa hecho en el mes de marzo 2018.

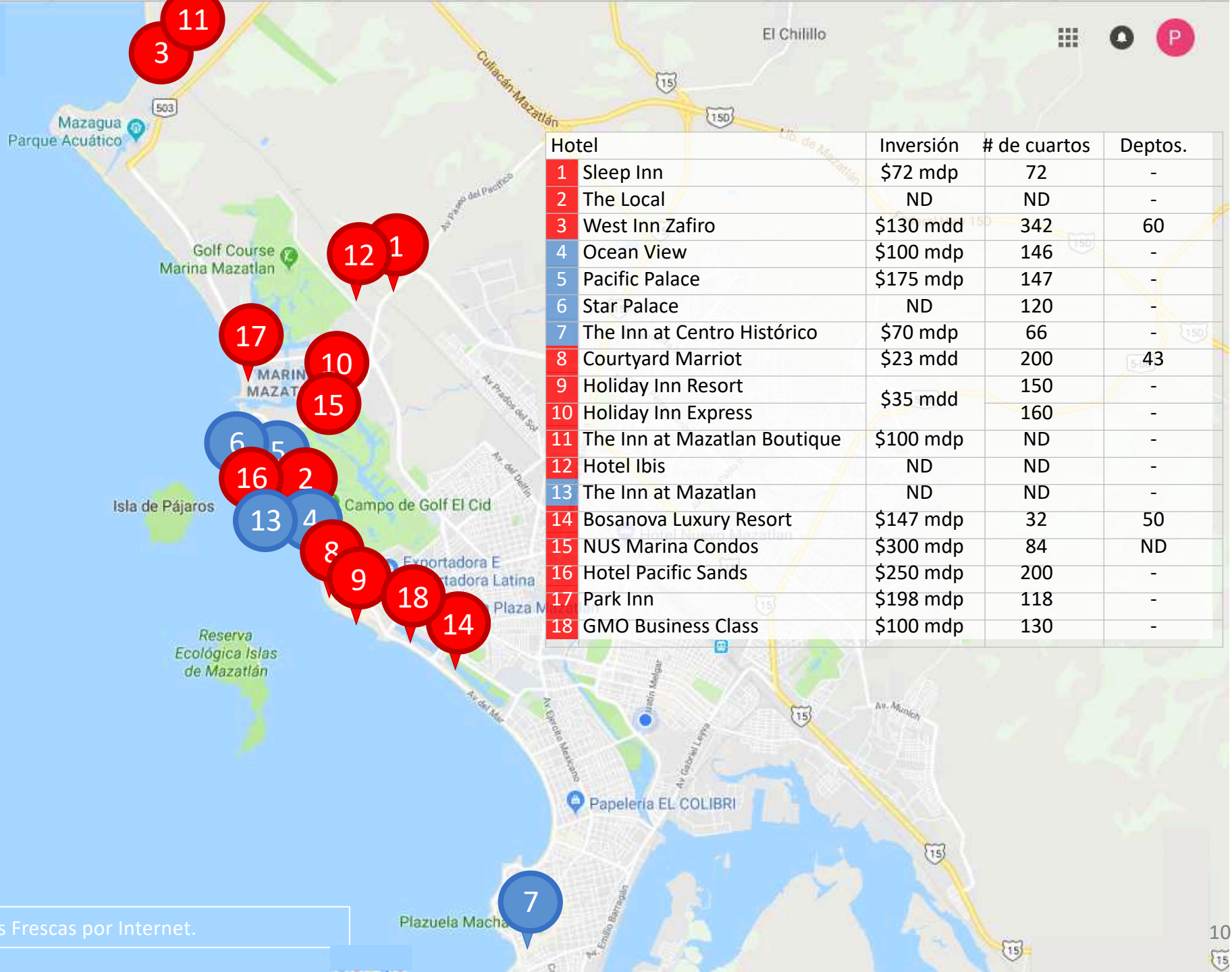


- Hoteles 5 estrellas
- Hoteles 4 estrellas
- Hoteles 3/- estrellas


Nota: Mapa hecho en el mes de marzo 2018.


Hoteles en Mazatlán

- 27 Las Flores Beach Resort
- 28 Azteca Inn
- 29 Hotel Playa Mazatlán
- 30 Quality Inn
- 31 Hotel Playa Bonita
- 32 City Express
- 33 Hotel Ramada
- 34 Emporio Mazatlán
- 35 San Diego
- 36 Vistamar
- 37 Hotel Las Jacarandas
- 38 Don Pelayo Pacific Beach
- 39 Hotel Del Real
- 40 Hotel Amigo Plaza
- 41 Coral Island
- 42 Olas Altas Inn
- 43 Hotel Sands Arenas
- 44 Hotel Aguamarina
- 45 Hotel De Cima
- 46 Hotel Hacienda
- 47 Hotel Playa Marina
- 48 Hotel Mazatlán
- 49 Chila Villa
- 50 Hotel La Siesta
- 51 Hotel Belmar
- 52 Posada Freeman
- 53 Casa Lucila Hotel Boutique
- 54 The Inn Centro Histórico
- 55 The Jonathon Boutique Hotel



Hotel	Inversión	# de cuartos	Deptos.
1 Sleep Inn	\$72 mdp	72	-
2 The Local	ND	ND	-
3 West Inn Zafiro	\$130 mdd	342	60
4 Ocean View	\$100 mdp	146	-
5 Pacific Palace	\$175 mdp	147	-
6 Star Palace	ND	120	-
7 The Inn at Centro Histórico	\$70 mdp	66	-
8 Courtyard Marriot	\$23 mdd	200	43
9 Holiday Inn Resort	\$35 mdd	150	-
10 Holiday Inn Express		160	-
11 The Inn at Mazatlan Boutique	\$100 mdp	ND	-
12 Hotel Ibis	ND	ND	-
13 The Inn at Mazatlan	ND	ND	-
14 Bosanova Luxury Resort	\$147 mdp	32	50
15 NUS Marina Condos	\$300 mdp	84	ND
16 Hotel Pacific Sands	\$250 mdp	200	-
17 Park Inn	\$198 mdp	118	-
18 GMO Business Class	\$100 mdp	130	-

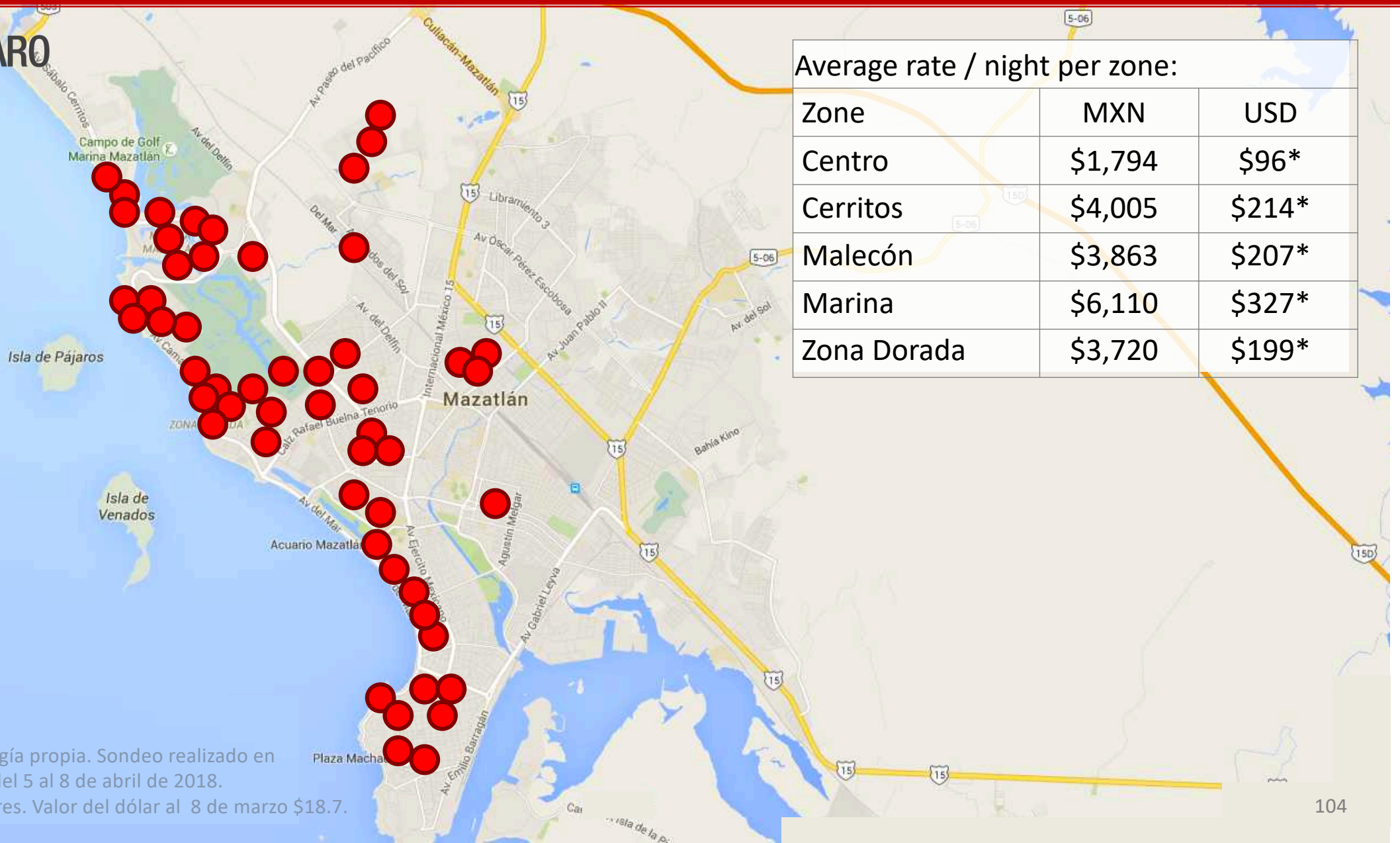
Remodelado 

Nuevo 

Fuente: Investigación hecha por Ideas Frescas por Internet.

Airbnb Offering in Mazatlán

kw EL FARO
KELLERWILLIAMS.
BIENES RAÍCES



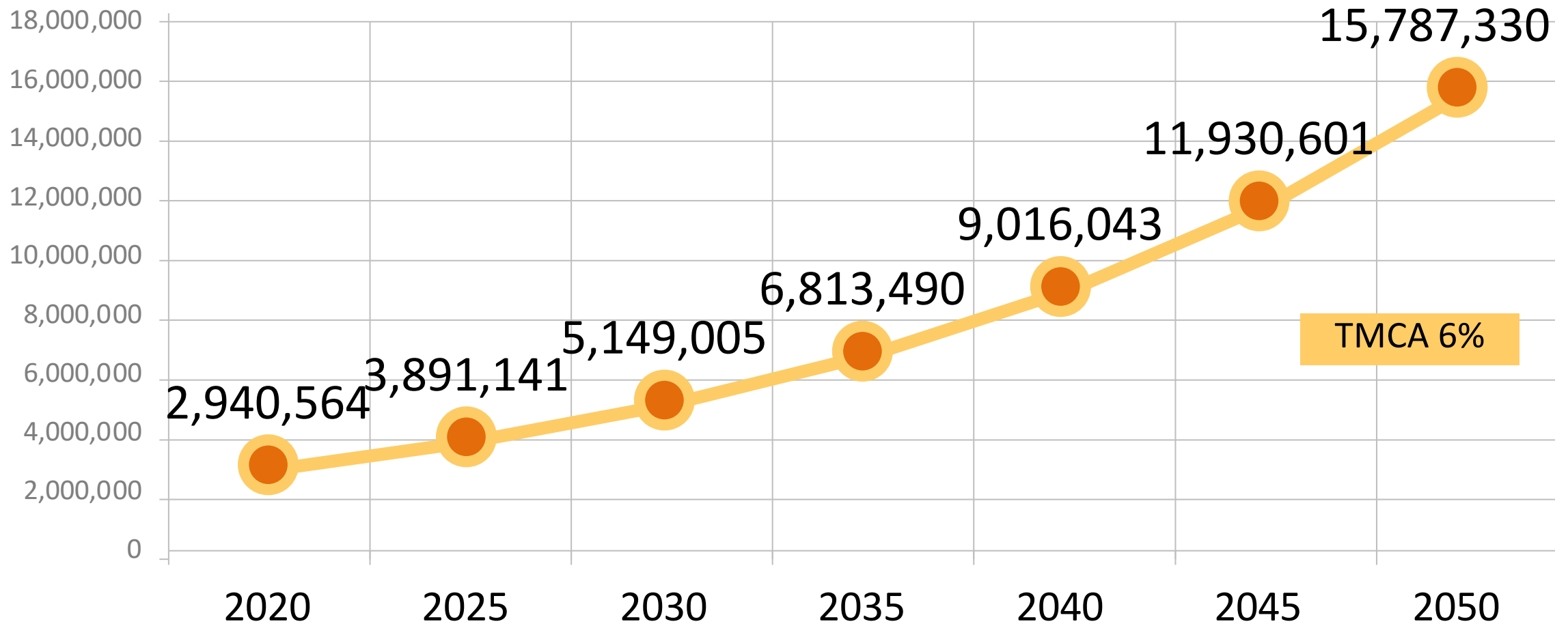
Average rate / night per zone:

Zone	MXN	USD
Centro	\$1,794	\$96*
Cerritos	\$4,005	\$214*
Malecón	\$3,863	\$207*
Marina	\$6,110	\$327*
Zona Dorada	\$3,720	\$199*

Fuente: Metodología propia. Sondeo realizado en www.airbnb.mx, del 5 al 8 de abril de 2018.

*: Precios en dólares. Valor del dólar al 8 de marzo \$18.7.

Estimate of Future Tourism Growth – Mazatlán



Fuente: DataTur. Estimaciones hechas por Ideas Frescas. TMCA: Es el promedio de la tasa media de crecimiento anual de los años 2011-2018.

Where to Buy or Invest in Mazatlan?

This map highlights the areas most popular with expats, investors and vacationers.



Where to Buy or Invest in Mazatlan?

Centro Histórico: Mazatlán's original historic center and original beach (and where I bought my own place).

Playa Sur: A relatively new area adjacent to Centro Histórico, created by using fill to extend the former shoreline out into the bay early in the 20th century.

Malecón: The district that roughly connects Centro Histórico to the Zona Dorada. The Malecón borders Mazatlán's longest and nicest beach.

Zona Dorada (Golden Zone): The traditional center of Mazatlán's tourism trade, and its prominent hotel sector. This sector is loaded with beachfront hotels, condos, nice restaurants, and casual dining venues, plus a bevy of souvenir and collectible shops.

Marina District: This is a must-see for boaters. The marina district is an exclusive area, built around a well-designed network of waterways, golf courses, and marinas, with a few excellent restaurants and cafés thrown in.

Cerritos: A quiet area at the north end of Mazatlán's metro area, Cerritos offers at-the-waterline condo buildings. It's relatively isolated from the rest of the city and prized for its tranquil setting.

Where to Buy or Invest in Mazatlan?

- Centro Historico

Centro Histórico: Mazatlán's original historic center and original beach (and where I bought my own place). Lee Harrison also purchased his place in this area. The lifestyle here is unbeatable thanks to its walkability, amenities, and community feel.



Where to Buy or Invest in Mazatlan?

- Centro Historico

Here are 6 things to know about Centro Historico:

- It has an attractive, well-preserved, European colonial town center
- Centro is home to the city's best restaurants and cultural activities
- It's the most favored area by long-time and full-time expats



Where to Buy or Invest in Mazatlan?

- Centro Historico

Here are 6 things to know about Centro Historico:

- It's the most walkable of all the beach areas
- Centro Historico has a beach – a rare combination
- This area is only 30 mins from the airport



Where to Buy or Invest in Mazatlan?

- Centro Historico

The center of Centro Historico's renaissance is Plazuela Machado, which is now surrounded by outdoor cafés and interational restaurants.



Where to Buy or Invest in Mazatlan?

- Centro Historico

Just off the plaza is Teatro Angela Peralta – a beautifully restored theater originally opened in 1874 – which is open for concerts, tours, performances, and events.



Where to Buy or Invest in Mazatlan?

- Centro Historico

The area is also known for its amazing music and entertainment offering, large number of art galleries and the popular monthly art walk.



Where to Buy or Invest in Mazatlan?

- Centro Historico

Centro Historico's beach, called Olas Altas, is about a ¼ mile in length (400 meters). The shoreline is bordered by the Malecon (Boardwalk), along with cafés, restaurants, and a couple of hotels.



Where to Buy or Invest in Mazatlan?

- Centro Historico

I have 3 top picks that I am raving about in Centro Historico:

Vue Centro Historico 404

- US\$157,000
- Oceanfront / amazing views
- Short walk to all of Centro's amenities
- Amenities (heated pool, security, elevator)
- 1 bed / 1 bath – approx. 850 sq. ft.
- Great vacation rental property (currently 8% ROI approx.)



Where to Buy or Invest in Mazatlan?

- Centro Historico

Casa Callejon Pedregoso 153

- MXN\$5,650,000 (approx USD\$275,000)
- Amazing terrace views of Olas Altas & Ocean
- 1 block to Olas Altas Beach and Boardwalk
- Short walk to all of Centro's amenities
- Very well maintained – new paint, new cabinets
- Amenities (secure **parking**, roof garden, panoramic views)
- 3 bed / 3 bath – approx. 2,450 sq. ft.
- Great vacation home / rental property potential



Where to Buy or Invest in Mazatlan?

- Centro Historico

Playa Hermosa 322 (Playa Sur)

- MXN\$3,350,000 (approx USD\$162,500)
- Immaculate Condition – great location
- 12 minute walk to Plaza Machado & Olas Altas beach, 8 minute walk to grocery / pharmacy
- Private Courtyard Patio
- Corner lot on tree-lined street (across from Immigration offices)
- Closed car garage
- 3 bed / 3 bath – approx. 3,100 sq. ft.
- Great vacation home / rental property potential



Where to Buy or Invest in Mazatlan?

Horzion Sky 902 – Malecon

- US\$270,000 TURN KEY
- Bonus – includes* buyer closing costs
- Oceanfront – amazing views
- 5 min walk to shopping mall, new city park, 7 min walk to baseball stadium
- Resort Amenities (pool, gym, business center, rec room, security)
- 2 bed / 2 bath – approx. 1,635 sq. ft. – BOTH bedrooms w/ oceanview!
- Great vacation home / vacation rental



Where to Buy or Invest in Mazatlan?

Paraiso Costa Bonita 703B – Cerritos

- US\$445,000 TURN KEY plus Private Garage
- Top Beachfront Condo Resort
- Amenities (beachfront pool, indoor heated pool, pool bar & restaurant, jacuzzi, tennis court, gym, spa, wine cellar, parking, gardens, concierge, security)
- 3 bed / 2.5 bath – 2,050 sq. ft.
- Great vacation home, TOP vacation rental / seasonal rental



Where to Buy or Invest in Mazatlan?

Quintas del Mar II #002 - Cerritos

- US\$249,000 – TURN KEY
- Beachfront Resort
- Amenities (heated pool, pool bar, jacuzzi, tennis court, gym, parking, security)
- 2 bed / 2 bath – 1,340 sq. ft.
- Great vacation home, TOP vacation rental / seasonal rental
- Double digit return potential



Where to Buy or Invest in Mazatlan?

At the end of the day, where you are going to buy, live or invest in Mazatlan is really dependent on what you are looking to achieve short term and long term.

Do you want a residence close to it all? Malecon, Centro Historico & Playa Sur are great locations.

Do you want to earn rental income and to speculate for appreciation? Centro Historico, Malecon and Cerritos are probably your best bets.

Do you want a vacation property that you could rent out to offset your carrying costs and have some left over Mazatlan spending money (I call it the “free” Mazatlan experience) – then any zone will suit you – you just need to decide what lifestyle you want!



FREE - Mazatlan Lifestyle and Investment Consultation

**CONTACT US FOR YOUR FREE
INVESTMENT & LIFESTYLE
CONSULTATION**



“Shaping Experiences Worth Living”



Mazatlan – Great Property Values and Solid Returns

You'll be hard-pressed to beat the prices for beachfront or near-beachfront properties in Mazatlán. Especially in a city that also offers an attractive colonial center, rich culture, and a full compliment of city amenities, with restaurants, cafés, and entertainment on virtually every corner... not to mention an international airport a half hour away.

“If you're looking for a place to live or invest in 2021, then Mazatlán could well be for you.”

Lee Harrison



¡GRACIAS!

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