



No Slowdown For Mexico Real Estate  
*climate, value and safety are the main reasons*

LA PAZ, Mexico (October 2006) All reports indicate the cooling trend in real estate is staying offshore of Mexico. Helping to keep it away are the increasing number of baby boomers who are looking for affordable oceanfront property and the significant reforms that have made safe ownership in Mexico a reality.

Empty nesters looking for new homes are the fastest growing segment in home building today and they already have enough equity in their present homes to take advantage of the affordable investment opportunities in Mexico right now. Oceanfront homes that sell for seven figures in Southern California can be bought for half that or less in Mexico. And many of the developers in Mexico have now done their research so they know just what the North American retirement or second-home buyer wants.

These baby boomers, who are now retiring with cash, good health and the urge to break the stereotype of quiet old age, are looking to downsize but to still be surrounded by all the amenities, services and social options that they now have time to enjoy.

Significant reforms in Mexican law over the last decade and now the advent of U.S. title insurance and financing are making the safe ownership of property along the coast of Mexico a reality. Since the 1970's, Mexico has permitted foreigners to purchase property through a bank trust known as a *fideicomiso*. Modeled after a law used in Monaco, this trust agreement allows foreigners all rights of ownership and is renewable every 50 years.

More recently, the passage of the North American Free Trade Agreement has further encouraged foreign investments and more and more individuals and businesses in the United States have taken advantage of the excellent investment opportunities to be found south of the border.

A new resort community that meets all these criteria is CostaBaja Resort & Marina in La Paz, the capital of Baja Sur Mexico, just ninety miles from its more developed and more expensive neighbor to the south, Los Cabos.



## NEWS RELEASE

The resort is being developed by Parque Reforma, one of Mexico's leading construction and development firms, and has welcomed boat owners to its state-of-the-art double-basin marina since 2005 and more recently, home owners to its beachfront condos and villas and marina condos.

CostaBaja's Phase I also included a marina village with shops, galleries, restaurants, and cafés, and a 120-room Fiesta Inn that opened in 2005. The beachfront condominiums and villas are already sold out and only a limited number of the marina condominiums are still available.

The eagerly anticipated Phase II of this 500-acre resort has just been announced. Working with the award winning Newport Beach, California-based firm of RNM Design, pioneers in integrating innovative master planning with architectural design, Parque Reforma is introducing bluff-top condos and casitas, as well as building a Gary Player Design golf course with panoramic sea views, the luxury Espiritu Spa, and private Costa Baja Beach Club. [www.costabajaresortandmarina.com](http://www.costabajaresortandmarina.com) or 1-866-651-5077.

La Paz, long known for its excellent sport fishing and diving, is the gateway to the ecologically rich Sea of Cortez and boasts some of the best beaches and adventure-tourism in Baja. It is an authentic Mexican community with the same charm, climate and cost of living that have attracted tourists south of the border for years. Now, with the opening of planned resort communities, La Paz will be adding fuel to the hot trend of boomers heading to Mexico to get more lifestyle for less.

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