

## » 1. HOW CAN BE DESCRIBING THE ESSENCE OF MARIVAL RESIDENCES CONCEPT.

Marival Residences have condos that are sold to individual investors who may use their unit as a vacation home whenever they like. When they're not using their unit, owners put it into an organized rental program operated by *Marival Group*.

Marival Residences have wonderful features and services that enhance their appeal to potential buyers as well as future renters. The amenities are spas, health and fitness centers, fine dining, business centers and more and services like valet, concierge and housekeeping.

## » 2. WHAT ARE THE BENEFITS TO THE MARIVAL RESIDENCES BUYER/OWNER?

Usually, when you buy a Residence in Mexico, once the builder delivers the product to its owner, his responsibility has been met. The development must then form a condo-association to collect dues and uphold the collective rules. In Marival Residences, the operator continues to be responsible for these things.

Owners arrive to find their furnished units completely attended and stocked, you have here Spa and Fitness center, Magnificent swimming pools, Omaggio Restaurant, Brunello wine bar, Insú Sky Lounge with plunge pool and Lemon Grass Restaurant by the pool, VIP Beach Club and a commercial area that will include a Nicksan Restaurant Japanese food. In addition they have access to all the hotel amenities of Marival Resort and Suites which includes 6 restaurants and bars, Beach Club, tennis, swimming pools, kids club.

Owners put their units in the property's rental program receive revenue which helps defray the expenses of ownership. Marival residences offer hassle-free vacation home ownership.

The on-site management company takes care of all upkeep, maintenance and interaction with renters.

## » 3. WHAT IS THE ROLE OF MARIVAL RESIDENCES OPERATOR?

The operator of the rental program, in exchange for a share of the revenue, markets the units as a Luxury resort, takes reservations, operates the front desk, maintains the property and provides the services hotel guests expect, such as housekeeping, food and beverage, and concierge.

## » 4. CAN MARIVAL RESIDENCES OWNERS RENT OUT THEIR UNITS THEMSELVES AND KEEP MOST OR ALL OF THE REVENUE?

No, they can not, because that defeats one of the prime benefits of Marival Residences which is hassle-free ownership. Most owners prefer to have the onsite professional management company find and handle renters.

In addition, owners are likely to receive a higher level of rental income with the property's rental program which is administered by Marival residences operator that can capitalize on the hotel brand name, its sophisticated reservation system and management expertise.

## » 5. WHAT ARE THE KEYS TO A SUCCESSFUL PROJECT?

The essential ingredients to a successful project include a good location, an attractive amenities package, a respected developer, a strong brand and good management.

**Marival residences have it all!!!**

## » 6. DOES IT COST EXTRA TO PURCHASE A UNIT IN MARIVAL RESIDENCES USING A REAL ESTATE BROKER?

No. The price is the same whether you use a realtor or go direct to the Marival Residences Discovery Center. Marival Residences pay all realtor costs in the form of a commission. In those cases in which no realtor is involved, Marival residences pay a percentage of it to the Marival Group in-house sales staff.

## » 7. WHERE ARE MOST MARIVAL RESIDENCES BUYERS FROM?

Buyers come from U.S. Canada and Mexico. as well. They like the idea of owning a hassle-free vacation home in a prime location in Nuevo Vallarta, Bahia de Bandera's, that can generate revenue when they're not using it and is likely to appreciate in value over time.

## » 8. IS FINANCING AVAILABLE FOR PURCHASING CONDO HOTEL UNITS?

Financing for Marival Residences units is not difficult to find. Most lenders now are familiar with our concept and recognize them as viable real estate investments. Ask Marival Residences Discovery Center sales staff to recommend reputable lenders.

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