



Camino al Mar

Tulum, Mexico

Pitch Deck

PROPERTIES FOR INVESTORS & SNOWBIRDS



D'STER
INVESTLAND



Camino al Mar

Condo-Hotel

Two buildings nested in
one of the most beautiful
natural areas of the
Riviera Maya

TULUM, Mexico



Each building has 10 Condos:

- ⚓ 2 Condos x 100.00 m2 (2 Bedrooms) + Lock-off Study
- ⚓ 4 Condos x 88.82 m2 (1 Bedrooms) + Lock-off Study
- ⚓ 4 Single Condos (1 Bedroom)
- ⚓ Common Areas
 - ✂ Lobby & Administration
 - ✂ Lounge area
 - ✂ Roof garden with Pool
 - ✂ 6 parking spaces

The perfect blend: investment, comfort and nature

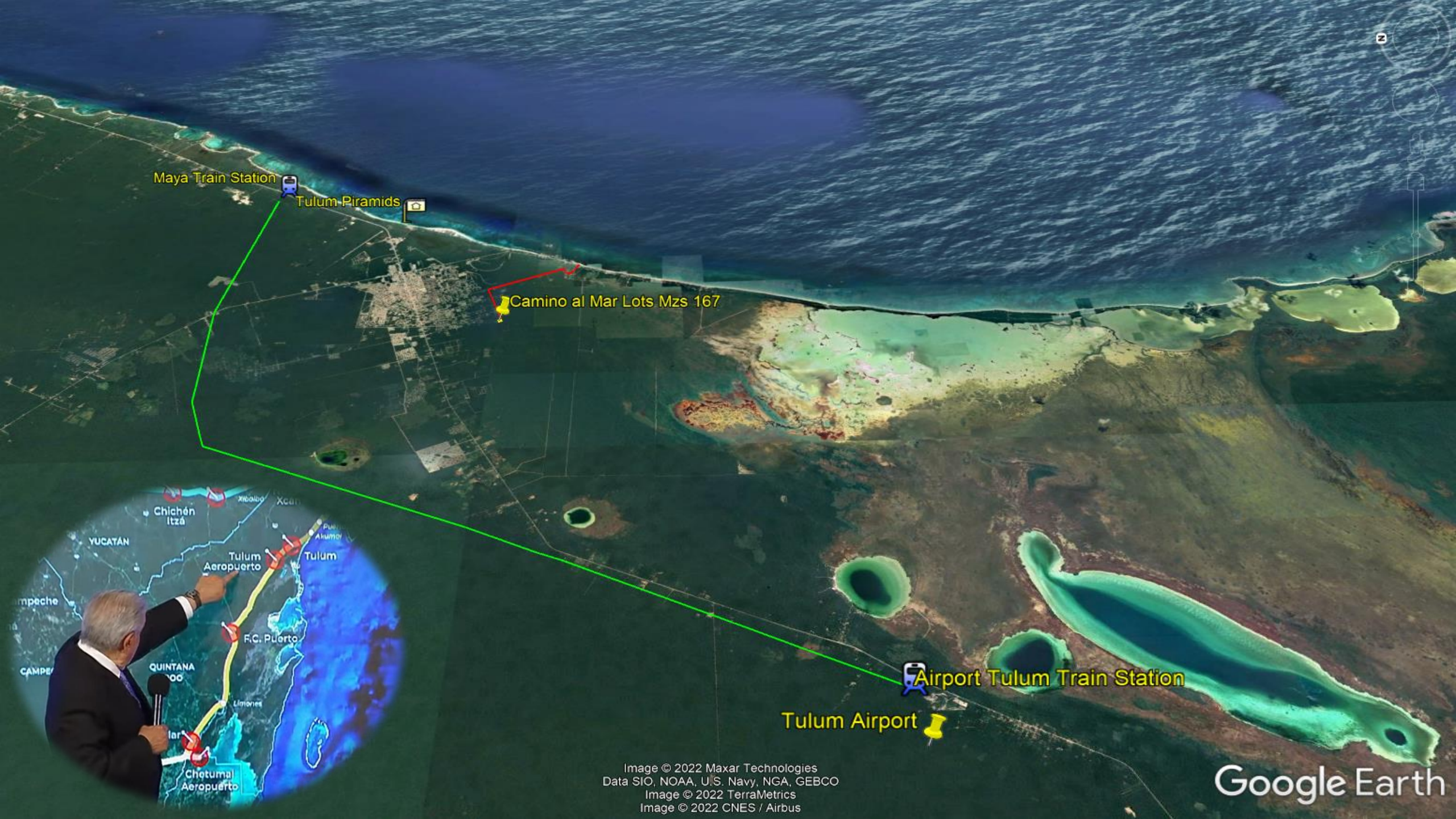


Where?

TULUM - Mexico

- 5 minutes to Tulum Downtown (5 km)
- 8 minutes to the Beach & Tulum Hotel Zone (5 km)
- 13 minutes to Tulum Archeological Site (9.2 km)
- 15 minutes to Maya Train Station (*projected 2025*) (13 Km)*
- 20 minutes to Tulum Airport (*projected 2025*) (20km)





Maya Train Station

Tulum Piramids

Camino al Mar Lots Mzs 167

Airport Tulum Train Station

Tulum Airport



Maya Train Station

Tulum Piramids

Bel CET (Building)

Bel Lots 173

Bel Lots Mzs 167

Bel Mz 809

Airport Tulum Train Station

Tulum Airport

Google Earth

Image © 2022 TerraMetrics
Data SIO, NOAA, U.S. Navy, NGA, GEBCO
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Imagery Date: 11/7/2021 20°10'06.92" N 87°30'13.19" W elev 13 m eye alt 15.61 km

Z



Google Earth

MARKET OPPORTUNITY

Will **Tourism grow** in the region?

Vacation Rentals have been up 76% in the state of Quintana Roo since 2016, mostly reflective in the regions closer to Cancun.

As this trend continues, the investment return is 7 years

MARKET OPPORTUNITY

TULUM is a buyer's market right now. Imagine investing in Cancun in the 1980s or Playa del Carmen in the 2000s; this is Tulum today: 2022

- 5% More Tourism than 2021
- 126 Thousand 095 Tourists
- 89.4% Hotel Occupancy
- 138.07 Spill in Millions of Dollars

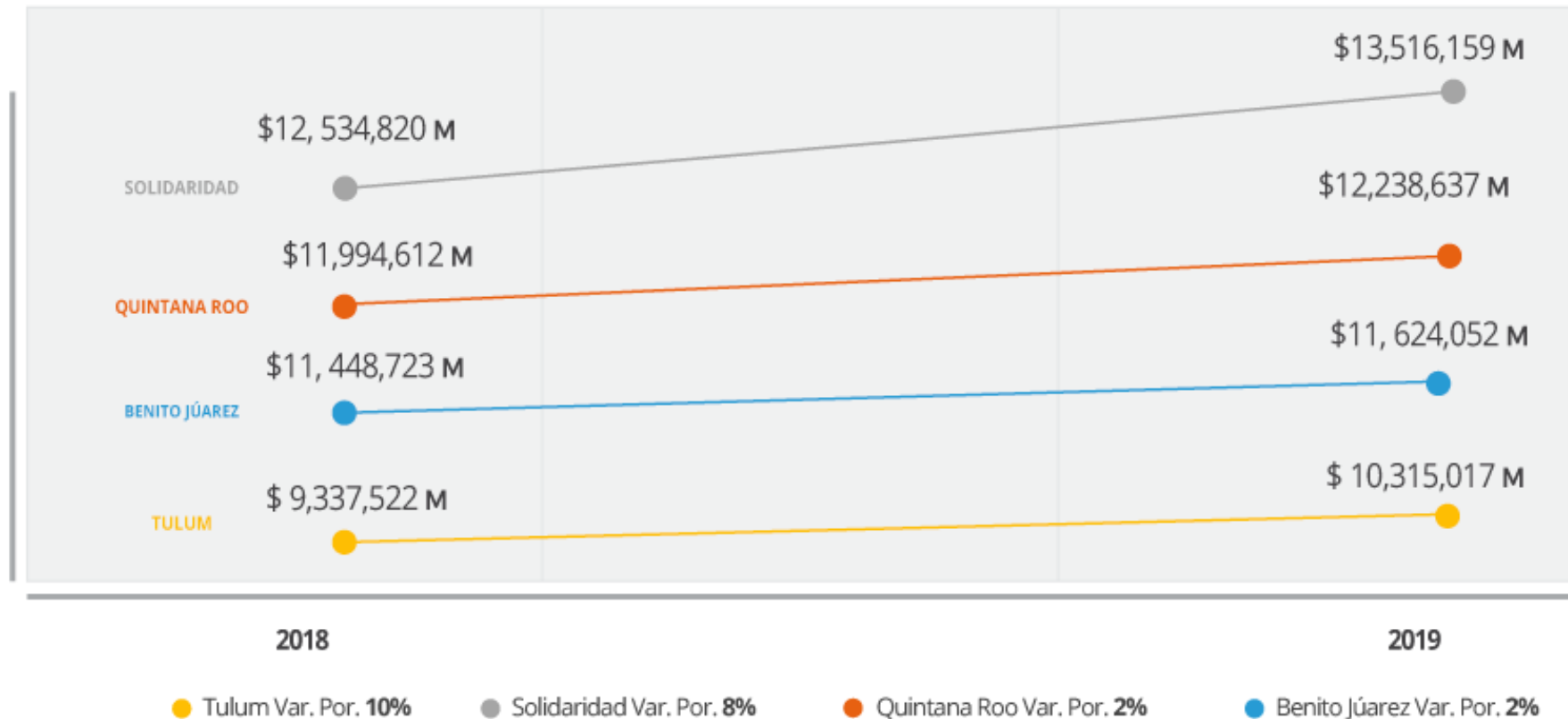
<https://www.24horasqroo.mx/municipios/quintana-roo-cierra-el-2019-con-5-5-mas-turistas-que-en-2018/>

<https://www.24horasqroo.mx/homenegociosyturismo/turismo-al-alza-con-13-inegi/>

<https://www.inegi.org.mx/app/areasgeograficas/?ag=23>

https://www.inegi.org.mx/contenidos/app/mexicocifras/datos_geograficos/23/23009.pdf

VARIATION OF GENERAL AVERAGE PRICES



<https://www.lamudi.com.mx/Reporte-del-Mercado-Inmobiliario-Quintana-Roo-2019/>

1. BUSINESS MODEL

Condos & Lock-Off

The lock-off system that gives flexibility and allows you to rent or use your apartment in 2 separate parts independently, which helps increase income and improve return on investment:

- **Department with 3 rooms:**

Bedroom and terrace (1 or 2 bedrooms)

Bar Room and Kitchen

With full bathroom (1 or 2 full bathrooms)

+

- **A Lock-Off Study:**

Bedroom

Cooker

With full bathroom

3 opportunities to rent it

01

Entire apartment income

02

Use half the apartment and rent the other half

03

Rent both parts to two different people

2. BUSINESS MODEL Additional

Contribution of the Land by the Owner

- Contribution of the Land 2 lots of 500 m2. “Phase I” Lot 09 and “Phase 2” Lot 14.
- The cost of land for this business is valued at \$300.00 usd x M2
- In exchange, the owner will accept an equivalent percentage of inventory that will built in this project.

3. BUSINESS MODEL Basics

The prices for this pitch deck are "**construction cost**" in accordance with legal criteria and area costs.

- It is not considered the money loan rates in any case.
- The executive project of the architects has not been included either, which can vary from between 2.5% to 3% of the total value of the work.

**Considering that this project includes three types of condominiums,
we use Type 1 to show an example of Growth Strategy**

GROWTH STRATEGY: ROI BY RENTING

Type 1: Condo & Lock-Off

2 Bedrooms Condo + 1 Bedroom Studio Lock-Off

\$120,000.00 Construction Price

Option 1: Full Rent to 1 single Person

32,954.40 Annual Income

3.64 years

Option 2: Only renting the Lock-Off Studio all year

10,874.40 Annual Income for The Studio

11.04 years

WINTER SUN DEAL

Use the Condo 2 bedrooms only 5
months (November to March) and rent for
7 months + Renting full year the Studio
Lock- Off

26,274.40 Annual Income

4.57 years

Option 3: Renting the Entire Condo to 2 Different People

37,329.60 Annual Income

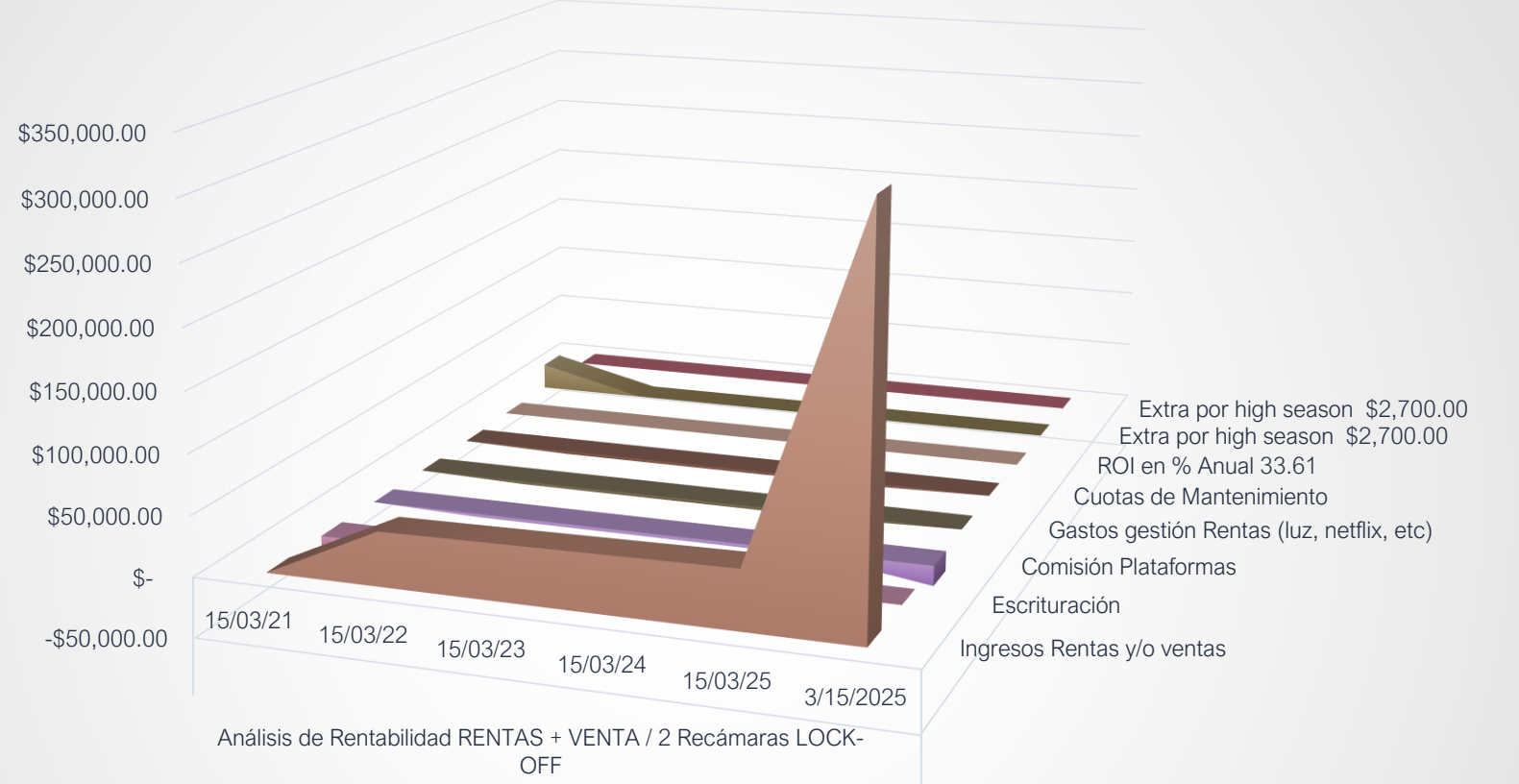
3.21 years

ROI BY RENTING AND SALE AT THE END OF THE PERIOD

		Profitability Analysis RENTS + SALES / 2 Bedrooms LOCK-OFF					
\$223,884.00							
Total Investment USD (with furniture and esc)			RENTA	RENTA	RENTA	RENTA	VENTA
-\$252,078.00	20/01/19	15/03/21	15/03/22	15/03/23	15/03/24	15/03/25	15/3/2025
Ingresos Rentas y/o ventas			\$ 44,820.00	\$ 46,165.00	\$ 47,550.00	\$ 48,976.00	\$ 334,632.00
Escrituración		\$11,194.00					
Comisión Plataformas			-\$ 2,689.00	-\$ 2,770.00	-\$ 2,853.00	-\$ 2,939.00	-\$ 16,731.59
Gastos gestión Rentas (luz, netflix, etc)			-\$ 2,241.00	-\$ 2,308.00	-\$ 2,377.00	-\$ 2,449.00	
Cuotas de Mantenimiento			-\$ 2,160.00	-\$ 2,160.00	-\$ 2,160.00	-\$ 2,160.00	
ROI en % Anual	33.61		9.99	10.3	10.65	10.99	126.11
Extra por high season	\$ 2,700.00	\$ 22,410.00					
		Ingreso Rentas Año 1	Ingreso Rentas Año 2	Ingreso Rentas Año 3	Ingreso Rentas Año 4	Ingreso Rentas Año 5	

<https://inmobiliare.com/tulum-oportunidad-para-inversionistas-en-bienes-raices/>

GROWTH STRATEGY: ROI BY RENTING AND SALE



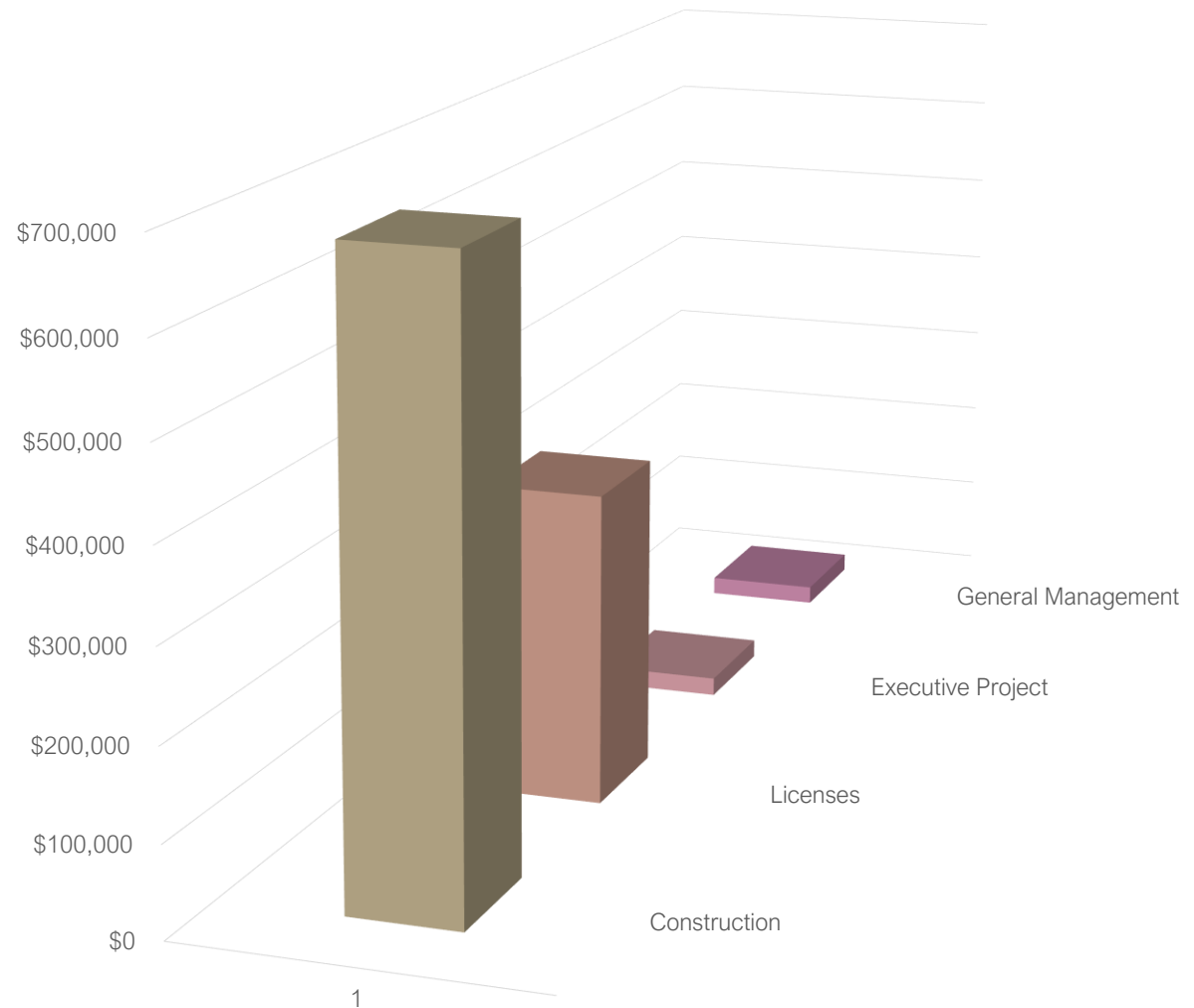
- | | | | |
|----------------------------|----------------------|----------------------------------|---|
| Ingresos Rentas y/o ventas | Escrituración | Comisión Plataformas | Gastos gestión Rentas (luz, netflix, etc) |
| Cuotas de Mantenimiento | ROI en % Anual 33.61 | Extra por high season \$2,700.00 | Extra por high season \$2,700.00 |

FUNDING TO BUILD THE PROJECT

- Construction: \$680,000
- Licenses: 340,000
- Executive Project: 25,000
- General Management: 25,000

*All costs and ROI must be adjusted at the start of the project

Investment \$1'070,000.00 usd



THIS IS
TULUM





YOUR WINTER HOME IN THE HEART OF THE CARIBBEAN LIFE

360° PARADISE SURROUNDS YOU

WE BUILD
HOMES

WE DELIVER
LIFESTYLE



Be part of our communities which were strategically designed to improve your lifestyle and give you the highest return of investment



Riviera Maya has millions of tourists visiting us every year and this keeps growing. Maximize the benefit of your rental property and expand your ROI



BENEFITS & NEARBY SERVICES

- High quality medical facilities and **doctor costs way lower** than in USA, Canada and Europe.
- Trusted professional **Notaries and Immigration and Real Estate Lawyers**
- The Mexican **immigration procedures** are simple.
- **Buying a property is easy.** You can find deals and presales at a very convenient and affordable price!

BENEFITS & NEARBY SERVICES

- Mexico has a rich **cultural** and **gastronomic** diversity
- **Well-communicated airports** so you can easily connect to any part of the world.
- **Nature, beaches and warm weather** guaranteed all year round
- **Food, shopping, partying, keeping fit, home bills, you name it!** Everything is way cheaper than back home.

The most difficult part about retiring in Mexico is choosing where to move in!





CONDOS

Renders & Lay Outs







Camino al Mar





Camino al Mar



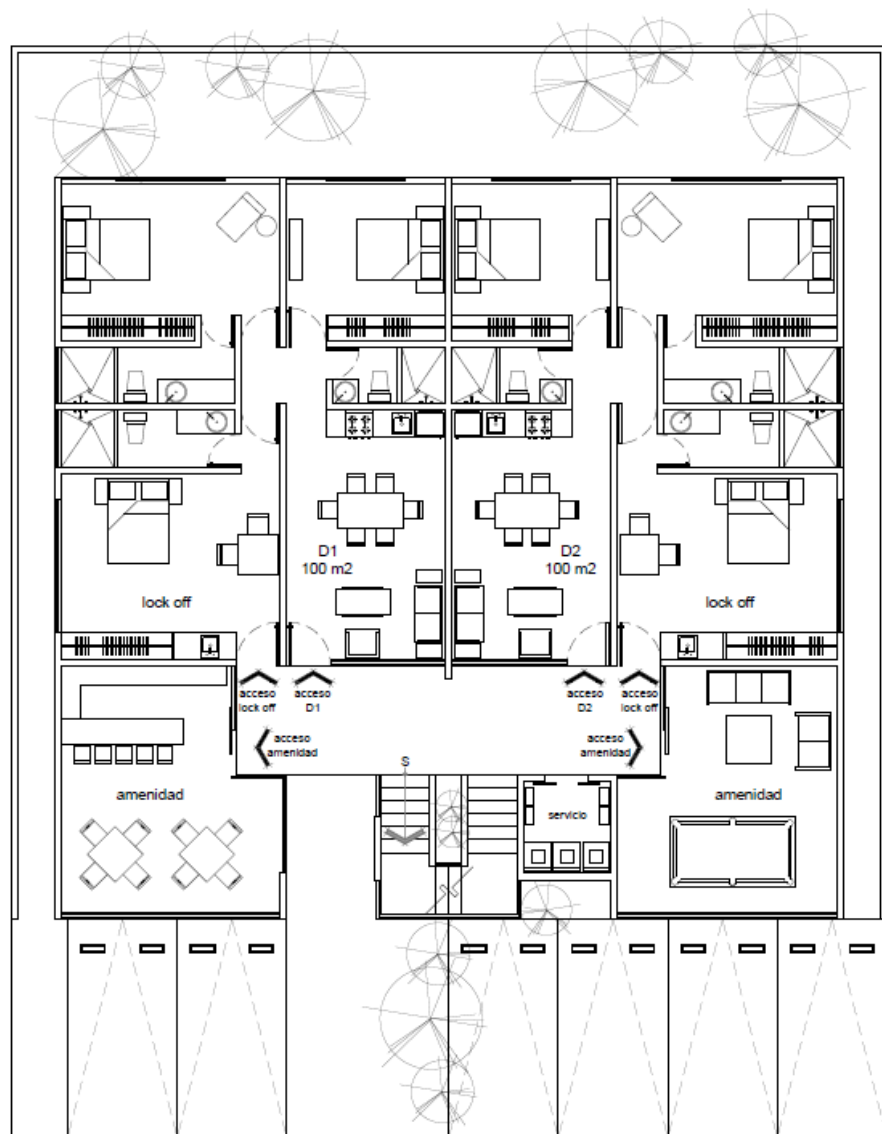












PLANTA BAJA OPCIÓN 3A



PLANTA TIPO 1N - 2N OPCIÓN 3A



← Acceso Departamento

← Acceso Lock-Off

Total con Terraza

100 m2

1,076 ft2

Departamento Tipo 1

2



2



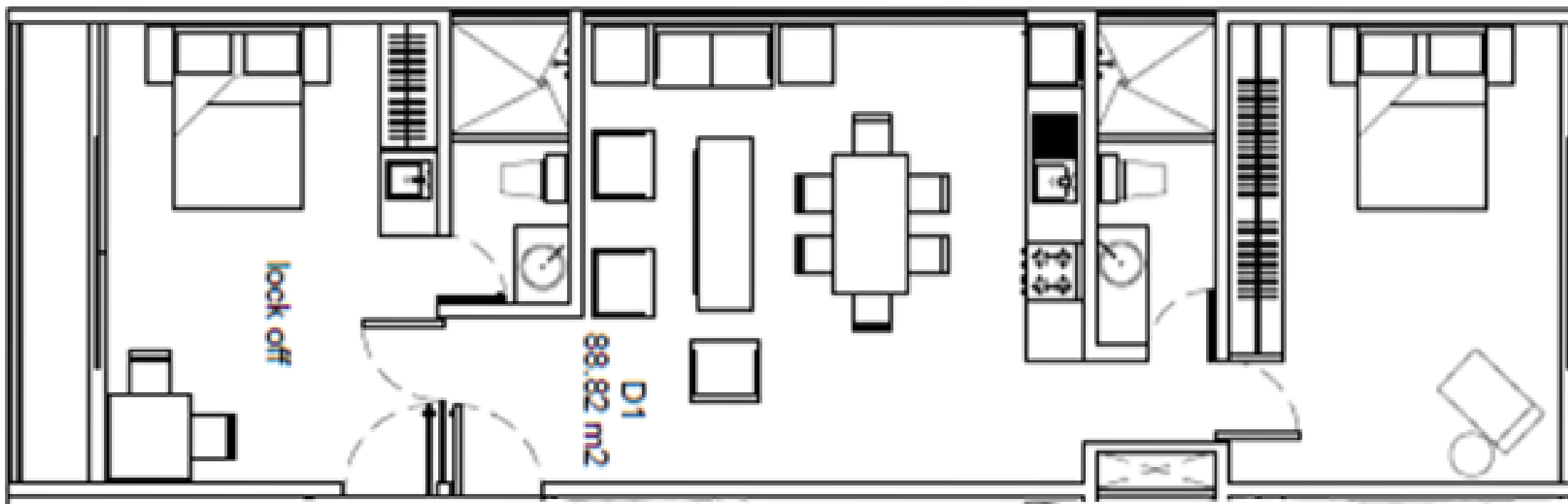
Lock-Off

1



1





Lock-Off

1



1



Departamento Tipo 2

1



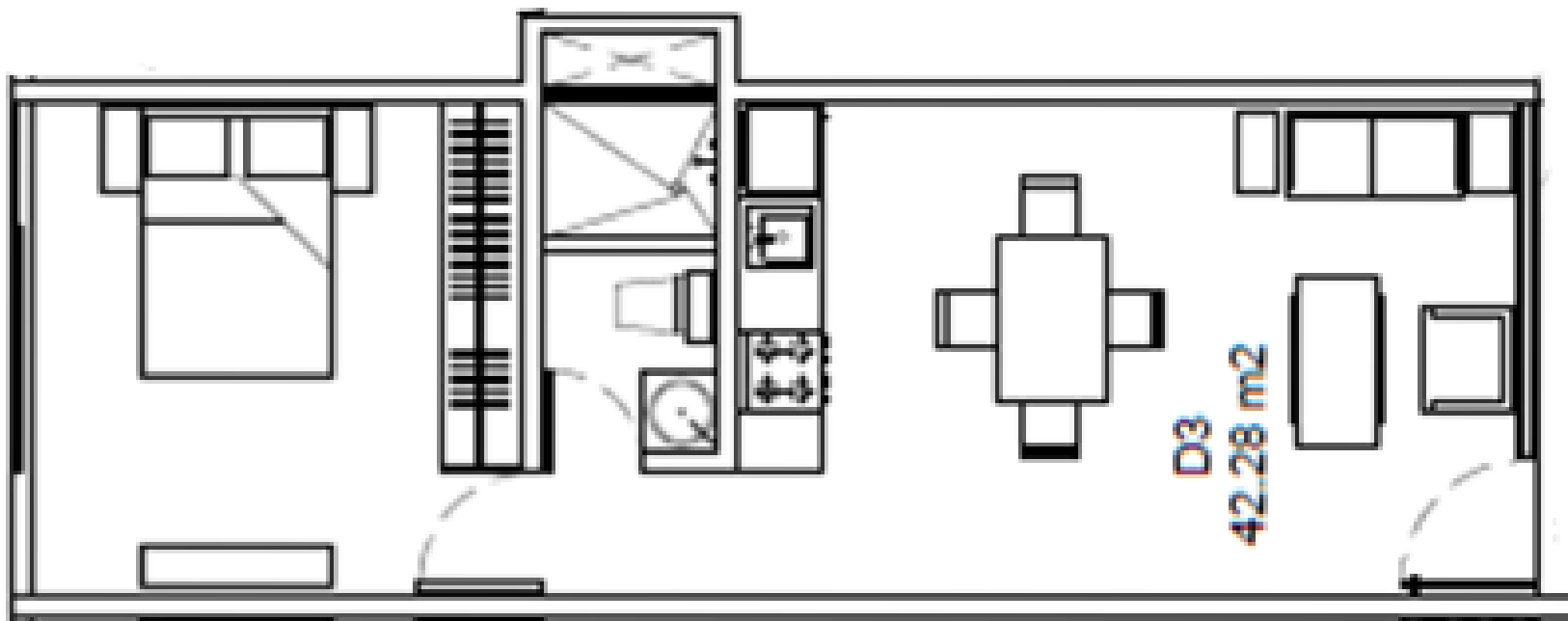
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Total con Balcón

88.82 m2

956 ft2



Total

42.26 m2 454.88 ft2

Departamento Sencillo



JOINT VENTURE PROJECT



Estudio de Arquitectos

Architectural Design
and Construction
Management



Broker e Inmobiliaria

General Management
and Sales



Abogados

Compliance Officer

IT WILL BE OUR PLEASURE TO CONTRIBUTE TO YOUR
NEW LIFESTYLE!



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