



# Nicaragua Lifestyle and Affordability Webinar







**Michael K. Cobb**

**Chairman & CEO**  
ECI Development

## **ESTABLISHED 1996**

ECI Development offers affordable luxury residence and resort communities in Central America, providing our clients with various premier lifestyle options from the Caribbean to the Pacific.

**ECI delivers inspired lifestyles for adventurous souls.**



# Hard Assets = Real Worth

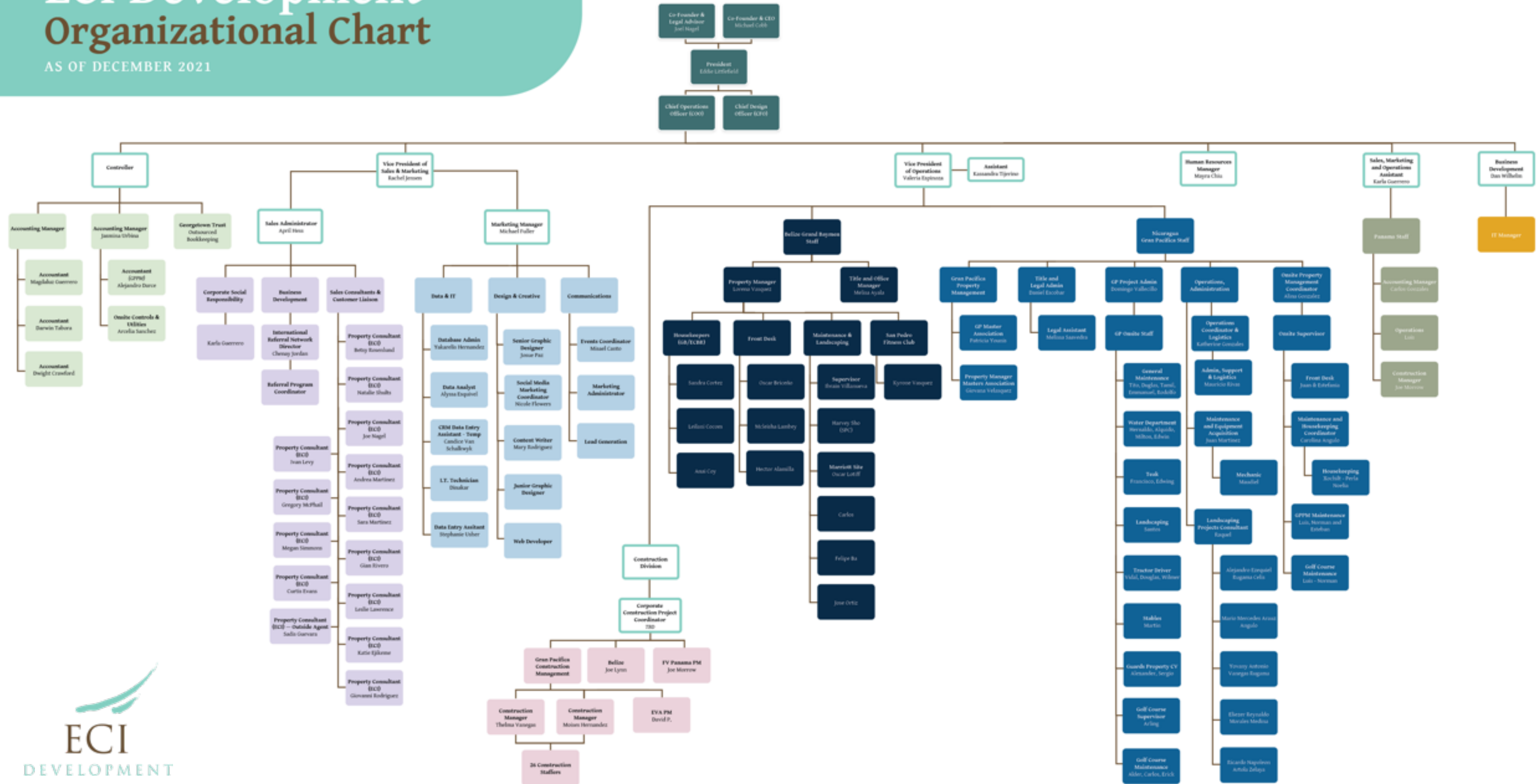
- *4,300 acres*
- *7 countries*
- *5 miles of beachfront*
- *Proof of concept*





# ECI Development Organizational Chart

AS OF DECEMBER 2021





# LEADERSHIP

Delivering Inspired Lifestyles For Adventurous Souls.



**MICHAEL  
COBB**  
**Chief  
Executive  
Officer and  
Co-Founder**



**JOEL  
NAGEL**  
**Co-Founder  
and Legal  
Advisor**



**PETER  
JUERGENS**  
**Executive  
Vice President  
of Sales &  
Marketing**



**VALERIA  
ESPINOZA**  
**Vice President  
of Operations**



**JORGE  
ESPINOSA**  
**Chief of Staff**



**JAVIER  
CAMARILLO**  
**Vice President of Finance**



**GUSTAVO  
BARRIOS**  
**VP of Construction**



**LESLIE  
LAWRENCE**  
**Sales Manager**



**MAYRA  
CHIU**  
**Human Resources  
Manager**



**MICHAEL  
FULLER**  
**Marketing  
Manager**



**RICARDO  
RODRIGUEZ**  
**IT Manager**



**CHENAY  
JORDAN**  
**International Referral  
Network Director**



**ALYSSA  
ESQUIVEL**  
**Relationships  
Manager**



**DWIGHT  
CRAWFORD**  
**Accounting  
Manager**



**DANIEL  
WILHELM**  
**Strategic Operations &  
Advisory Lead**



**RAFAEL  
URRUTIA**  
**Senior Hospitality  
Manager**



# Essentials to Living in Paradise

Why Nicaragua?

Living and Investing in Nicaragua

Discover Gran Pacifica

Find Community

Enjoy the Affordability





## WHY NICARAGUA?

# Largest Country in Central America









## Emerging Destination Curve

Products in a  
mature market  
may create  
cash flow

Products in an  
emerging market  
experience high  
levels of  
appreciation

Cancun Mexico  
PV Mexico  
Pacifica Costa Rica  
Panama  
Argentina  
Costa Rica Highlands  
Belize  
Caribbean Costa Rica  
**Nicaragua**  
Honduras  
El Salvador



# Why Nicaragua?

## Safest Country in the Tropics

“Nicaragua is the safest country in the CAPDR (Central America, Panama, and the Dominican Republic) region.”

*INCAE, the Harvard Business school affiliate*

## Affordable Real Estate

9 Times less expensive than San Diego  
California with same Pacific views

## Extremely Low Cost of Living

\$1,000 U.S. has  
3 to 4 times the purchasing power in Nicaragua

## Natural and Historical Treasures

Oldest city and cathedral in all of the American continent

Only active volcano where you can drive right up to the edge

## Amazing Year Round Climate

Only two seasons: green and golden

Warm, 80 degree Pacific waters to enjoy



## WHY NICARAGUA?

1

Safest  
Country  
in Central  
America



“Nicaragua is the safest country in the CAPDR (Central America, Panama, and the Dominican Republic) region”  
*INCAE, the Harvard Business school affiliate*

“Nicaragua ranks first as the country in the world that increased its happiness levels the most from 2007 to 2014”  
*World Happiness Report*

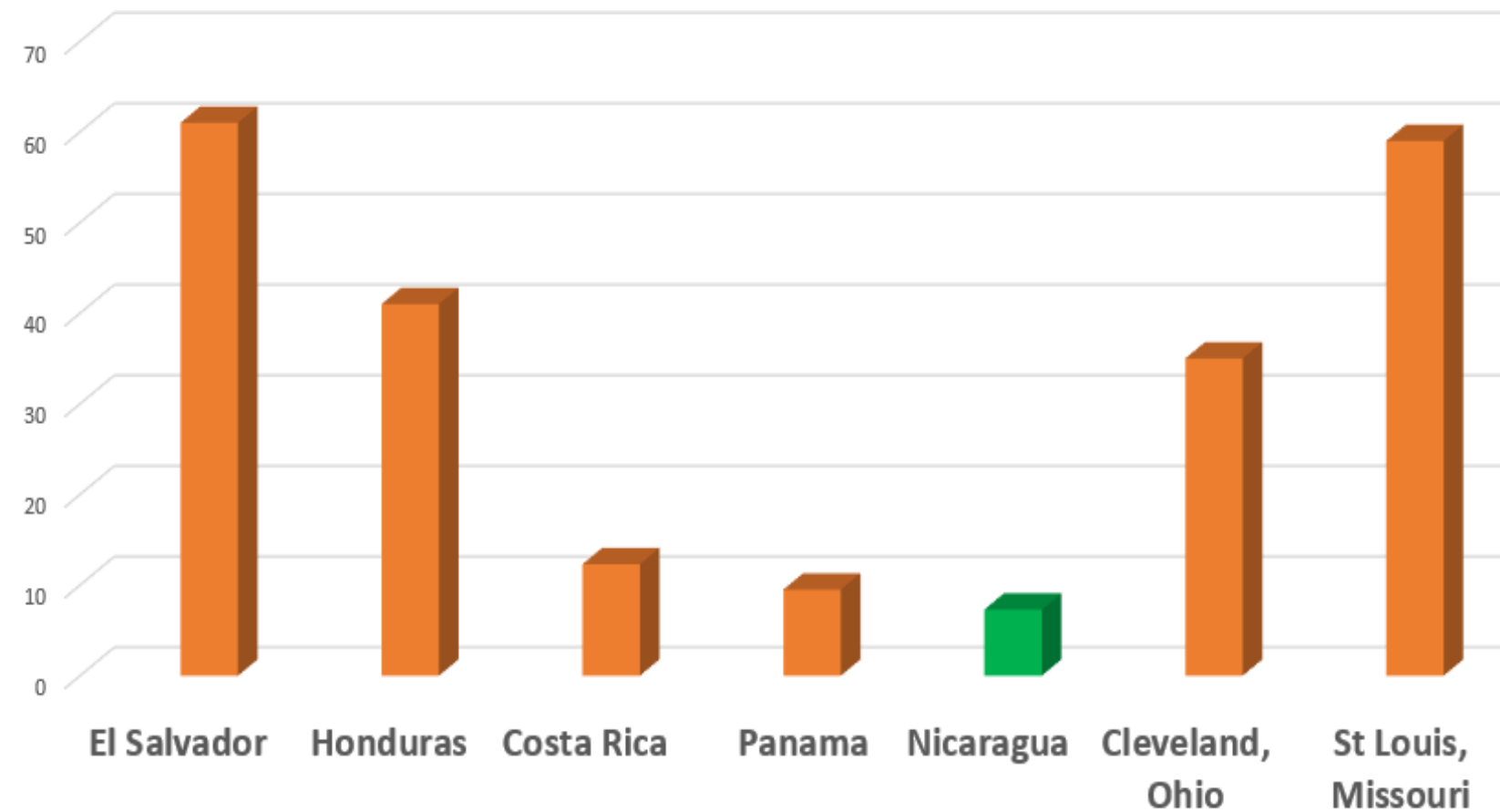


## WHY NICARAGUA?

# Nicaraguan Safety

Nicaragua real estate prices are low because of a false belief of a lack of safety.

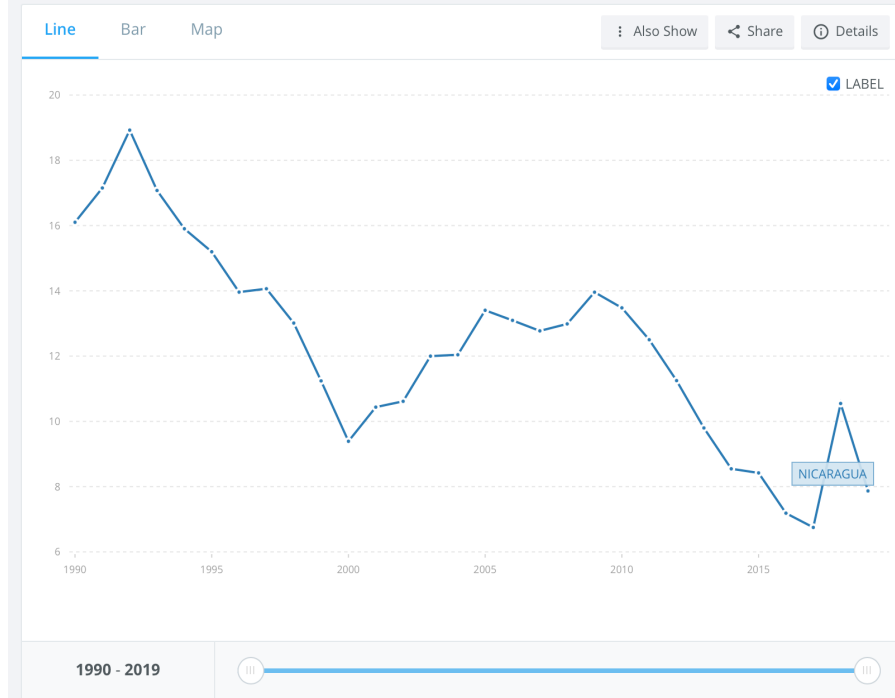
*Homicides per 100,000 inhabitants  
World Atlas - 2020*



Intentional homicides (per 100,000 people) - Nicaragua









UN Office on Drugs and Crime's International Homicide Statistics database.

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# Nicaragua is Safe @ 7.9 per 100,000

Jamaica	2020	45	
Mexico	2020	28	
St. Lucia	2020	28	
St. Martin (French part)	2016	28	
Bahamas, The	2020	19	
St. Kitts and Nevis	2020	19	
Panama	2020	12	
Costa Rica	2020	11	











Well..... It's Mostly Safe





Didn't Break the Speed Record...But I Tried.





# WHY NICARAGUA?

2

## Affordable Real Estate



4767 Ocean Blvd #607

San Diego, CA 92109

Status: Active

\$947,000

Price

1

Bed

1

Bath

802 Sq. Ft.

\$1181 / Sq. Ft.

Redfin Estimate: \$930,143 On Redfin: 13 days

Overview

Property Details

Property History

Schools

Tour Insights

Public Facts

Redfin



1 Bedroom Suite for  
**\$947,000** in California

vs.

1 Bedroom Oceanfront  
**\$159,000** in Nicaragua

VS



Esteli  
958 SqFt





# *The EVA and BELA Neighborhoods*

## *80 New Off-Grid Eco Homes in Construction Right Now*



*Ocean View Homes from \$129,900      Ocean Front from \$400K*



WHY NICARAGUA?

3

## Extremely Low Cost of Living

Nicaragua - the lowest cost of living in the Americas.

Using purchasing-power-parity (PPP) \$1,000 U.S. has 3-to-4 times the purchasing power in Nicaragua.





## WHY NICARAGUA?

Where  
you shop  
makes a  
difference!

- A good-sized restaurant breakfast for \$4
- An awesome steak dinner for \$9

Do you need to shop here?



Or Would You Rather Shop Here?  
Organic For Far Less !





## WHY NICARAGUA?

4

### Many Natural & Historical Treasures



Nicaragua is still a hidden gem at this point, and it has so many adventures to offer! From the oldest city and cathedral in all the American continent to the only active volcano you drive your car to the edge. Not to mention endless empty beaches!





WHY NICARAGUA?

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An Amazing  
Year-round  
Climate







# Living in Nicaragua

Get to know  
Nicaragua...  
Like a Local



# The Secret is Getting Out!

TRAVEL

## The World's 15 Best Beach Towns



### San Juan del Sur, Nicaragua

There's a point in every surf movie when the wandering heroes pile into a Land Rover and bounce their way down a rocky cow path or jungle road that ends where the ocean begins – a surf idyll with steady waves and a handful of locals riding a break that would be lousy with boards back home. That scene plays out daily in Nicaragua's San Juan del Sur, a town so Pacifically mellow that its chief concern is hitching a ride out to one of the beaches tucked along the coast to the north and south.

### The world's best places to retire in 2017

Here is a definitive list of the best retirement havens from around the world.

PLAY SLIDE SHOW



4 / 11 8. Nicaragua

tripadvisor

About Nicaragua

Hotels

Vacation Rentals

Restaurants

Things to do

Flights

...

Nicaragua



Travelers' top-rated places in Nicaragua

Top 10 Destinations — Central America  
San Juan del Sur

Top 10 Beaches — Central America  
Playa Las Penitas

# NICARAGUA



on in Central America begs to be explored in 2017. While  
g Nicaragua up to the world, for now, the country's  
perfect beaches remain some of the most



A must see is the stunning colonial city of Granada! This exciting city offers culture, delicious food, gorgeous architecture, night life, tours to the many islands in Lake Nicaragua, and so much more.







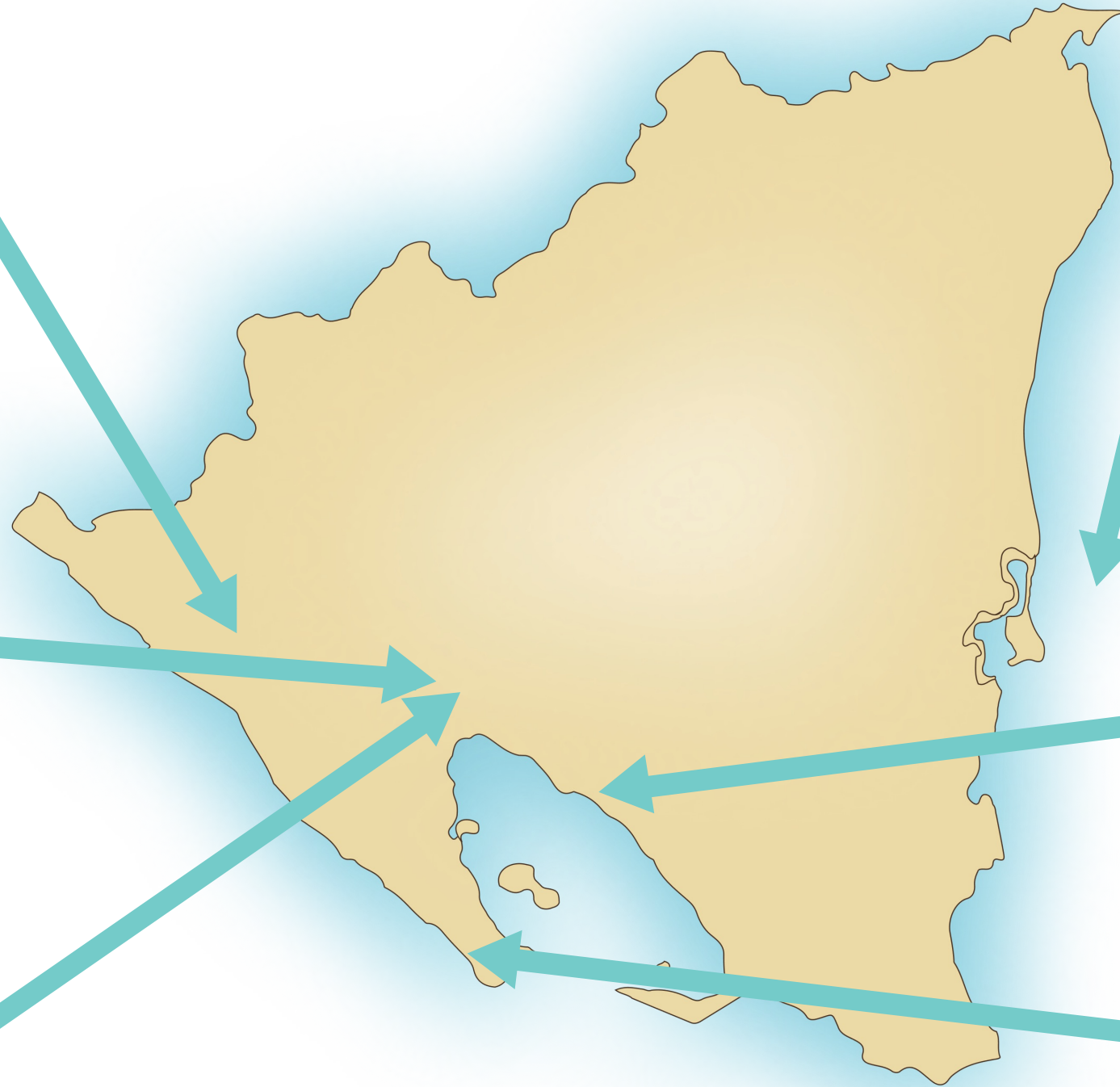
**León**



**Managua**



**Masaya**



**Corn Islands**



**Granada**



**San Juan Del Sur**





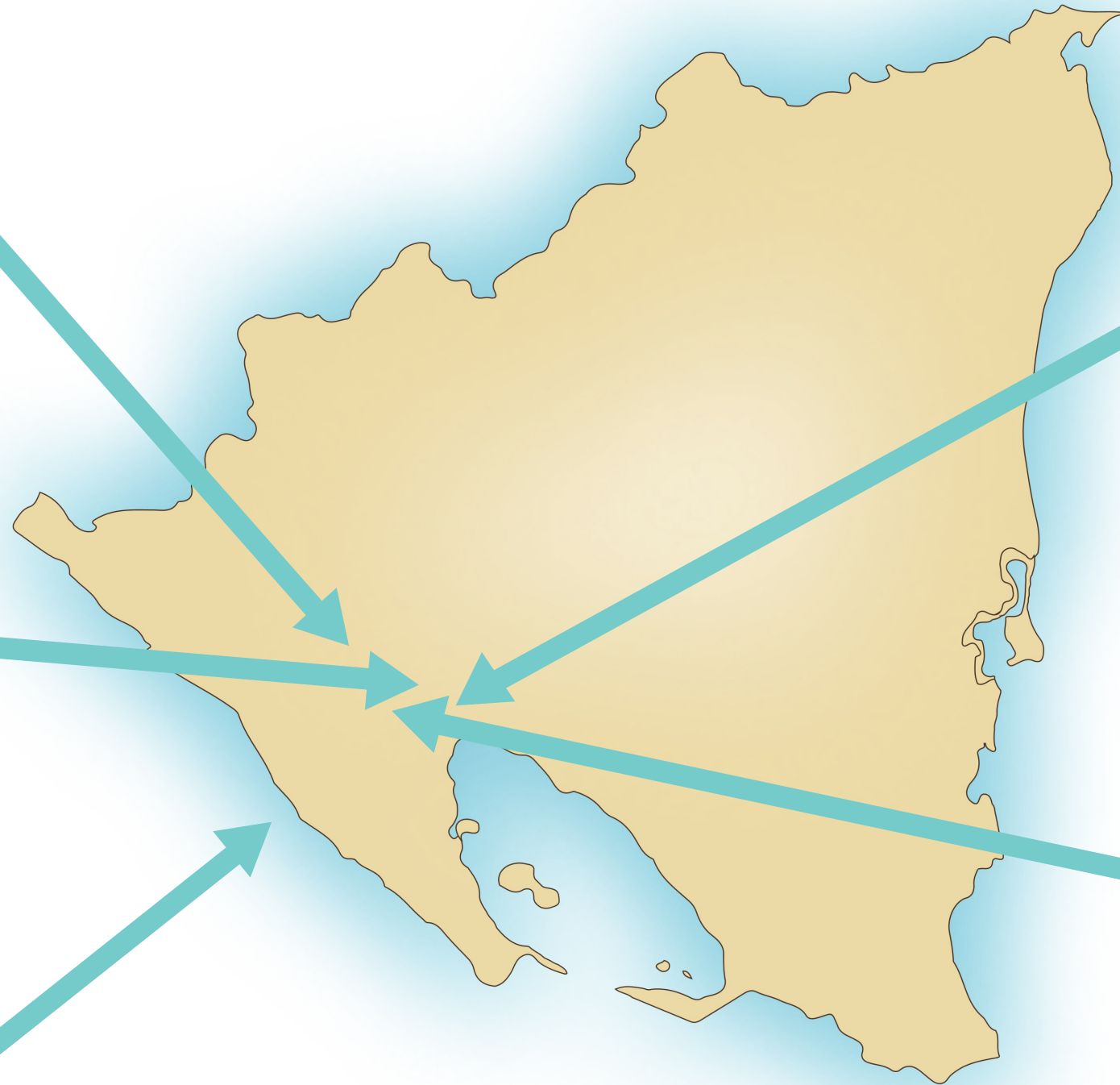
**Volcano Boarding**



**Oldest Cathedral**



**Surfing**



**Laguna de Apoyo**



**Masaya Volcano**









How about  
getting this  
close to an  
active volcano?





# The Benefits of Investing in Nicaragua





# 1

## Great Foreign Land Owner Rights



- NO restrictions on foreign ownership
- Equal treatment for foreign or domestic investor
- Property tax rate = 1%
- Land a civil law equivalent to fee simple title.  
Escritura Publica.  
Public Title



2

## Easy Residency Programs

### Pensioner Program

- Age 45+
- Must receive more than \$600 a month from pension abroad

### Investor Program

- Any age
- Must invest \$30,000 in Nicaragua
- You receive a five-year residency which is renewable
- You can run your own business







# *Discover* Gran Pacifica





# Why Gran Pacifica?

- 3.5 miles of Beach
- 2,500 Acres
- SoCal Climate
- Closest Beach to Airport
- Community Right Now
- Neighborhoods for Everyone





# Master Plan



[webinar@ecidevelopment.com](mailto:webinar@ecidevelopment.com)



# Reality Matters – ECI Development - Established 1996





# Construction in 2021-2022





# The Gran Pacifica San Diego Viejo Neighborhood













# *The EVA and BELA Neighborhoods*

## *80 New Off-Grid Eco Homes in Construction Right Now*



*80 New Neighbors Coming Soon*













**Fishing**



**Surfing**



**Horseback Riding**



**Spa**































# *Social Engagement*



## Beach Clean-Ups

Regular clean-ups are conducted by residents, locals and employees. Representatives from the Miss Earth International Pageant visited Gran Pacifica to help clean up trash along the beach.



## Sustainable Gardens

Help school kids plant gardens of vegetables and fruit and train them to take care of them. They feed themselves healthy lunches and our restaurant buys surplus to provide funding for school supplies.



# Community Engagement



## Medical Assistance

Coordinated mission trips and hosted dozens of medical and dental groups.



## Sea Turtle Sanctuary

Saving thousands of turtles each year.  
3 species including rare leatherback









Thank you. What a good  
experience. So much fun

10:09 AM





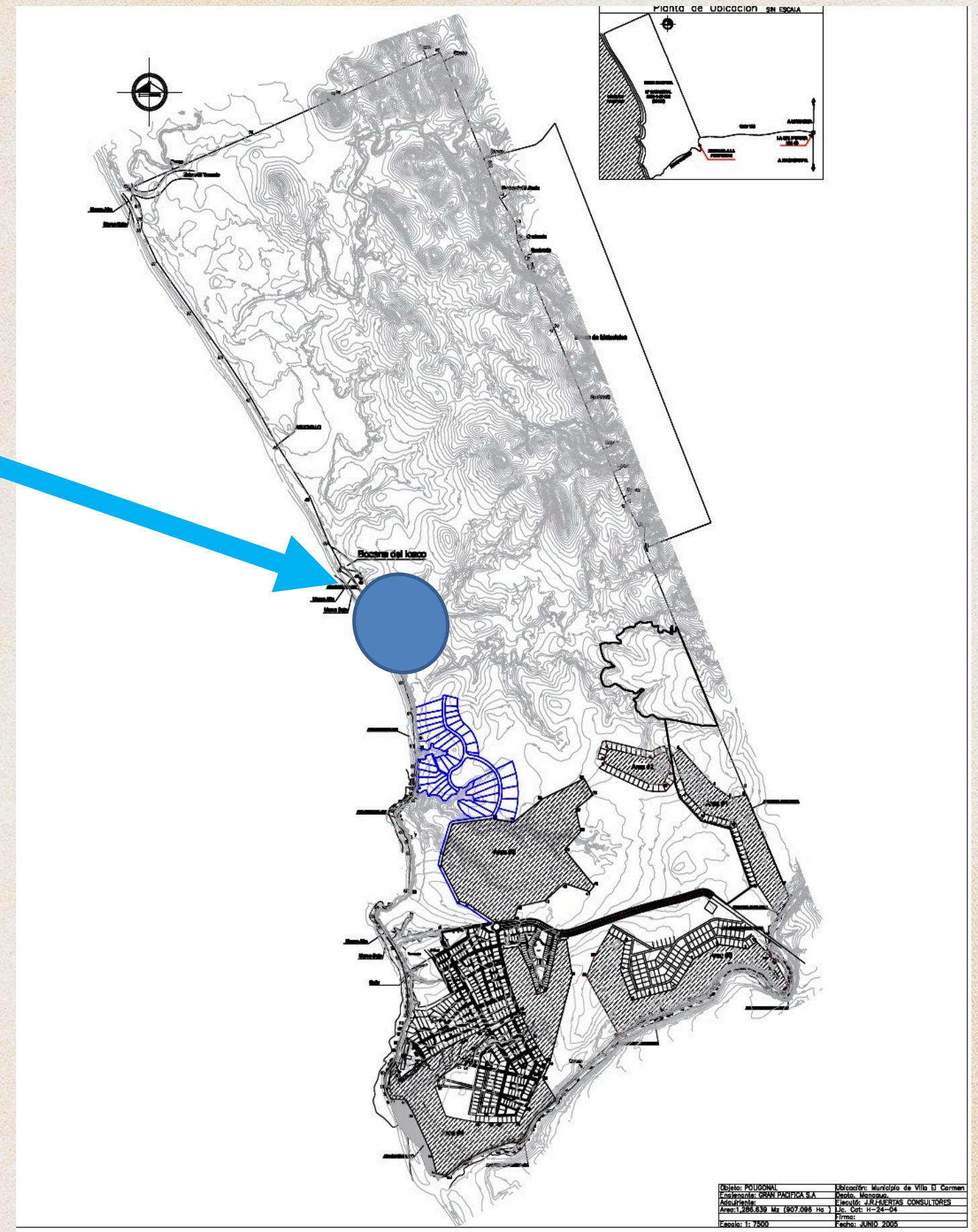
# Gran Pacifica

Location, Homes, and  
Building Standards





# Master Plan EVA Location





# Close to the Beach. Only 600 Yards





# Close to the Beach.

## From \$129,900







# Village Home Ideas





# Helpful Considerations

- *Crypto accepted*
- *SD-IRA Friendly*
- *Financing options available for property ownership*





# *Questions?*



We'd love to  
hear from you!

Lio @ [ecidevelopment.com](mailto:ecidevelopment.com)

