



SEASIDE MARIANA
NICARAGUA

YOUR QUESTIONS. OUR ANSWERS.

FREQUENTLY ASKED QUESTIONS ABOUT NICARAGUA AND OUR COMMUNITY

Where is Seaside Mariana? Seaside Mariana is a growing oceanfront community located on a beautiful 1 mile stretch of beach on the blossoming Pacific Coast of Nicaragua. Situated near the towns of Masachapa, Pocho-mil, Montelimar and San Rafael Del Sur, Seaside Mariana is approximately one hour from the capital city of Managua.

How do I get to the community? By car via state roads, Seaside Mariana is approximately an hour's drive from Managua's Augusto C. Sandino International Airport, where 60+ international flights arrive and depart per week. The planned Coastal Highway, which will become the major highway for the Mariana region, will enhance arrival speed when completed. Currently, a number of major airlines—including Delta, American, Taca Airlines Spirit and Continental – offer flights from the United States and abroad, with an average flight time from the United States of 2.5 hours.



Our Vision? Our community features an oceanfront village atmosphere with 6 individual neighborhoods, each offering a distinct personality and varied, unique residential choices. Anchored by Wyndham Nicaragua Resort & Casino, a Jack Nicklaus Signature Championship Golf Course, and supported by our own Plumeria Spa, Seaside Mariana offers a broad selection of home sites, golf villas, condominiums, town homes and bungalows for residents at every stage of life.



WYNDHAM

Wyndham Nicaragua Resort & Casino



6 neighborhoods. 1 community.



Who is the developer? Seaside Mariana Oceanfront Community is being developed by Grupo Mariana S.A. Grupo Mariana's companies are involved in the development and sale of Nicaraguan real estate, the creation and management of authentic Nicaraguan hospitality experiences and the export and promotion of Nicaraguan products. Kevin Fleming, Chairman of Grupo Mariana, leads the company in its efforts to promote Nicaragua's rich natural assets to the rest of the world, while consistently reinvesting profits directly into the growth and sustainability of the country's future.

Seaside Mariana Oceanfront Community is Grupo Mariana's flagship property, which is soon to begin construction. Grupo Mariana is also in the planning phases of Isla Mariana Beachfront Retreat, Reserva Mariana Mountain Eco-Lodge, Somontano Active Living Community and Managua City Center, all located in Nicaragua.

What types of property are available? Seaside Mariana offers Mariana del Norte ideally situated in the northern corner of Seaside Mariana with an emphasis on quiet oceanfront relaxation. The completely furnished condos range from studio to two-bedrooms, with plentiful amenities, at prices that make them ideal and lucrative investments. Enjoy yours as a vacation retreat in the sun, and then use our rental program to generate revenue throughout the rest of the year.

All units are designed and built to North American standards with the finest quality fixtures and finishes, within an old-world architectural style reflective of the area around the resort. To enhance the resort lifestyle, an innovative ownership, rental service and resale network will meet the needs of owners, and makes ownership a sound and easily managed investment.

What are the benefits of ownership? Owners and their guests will enjoy the use of all facilities within the resort through a membership included with all real estate units. Owners may upgrade to a full private golf membership for an additional \$20,000 at the present value.

Are kitchen appliances included? All kitchens are fully equipped with a full selection of appliances.

Is furniture included in the purchase price? Furniture packages are included will be included with all condominiums and bungalows in the Mariana del Norte neighborhood.

Is there satellite television and Internet access? Pre-installation of both services is included in the unit purchase price. Individual owners are responsible for hook-up and monthly fees.



Mariana del Norte Beachfront Condominiums



Mariana del Norte Beachfront Condominium 1 Bedroom Unit Living Area



Luxury Golf Villa located along the 9th hole of El Madroño by Jack Nicklaus



Enjoy golf with ocean views at El Madroño by Jack Nicklaus

Is there a rental program? Kemper Sports Management, a highly respected group based in the United States, will manage the operations and facilities of Seaside Mariana. This will include a comprehensive program that will enable owners, if they desire, to rent their units, with all aspects handled by on-site personnel. Association owners will get 50% of income less commission and expenses.

Is there a healthy demand for rentals in the area? Nicaragua is rapidly becoming a very desirable destination for visitors drawn by its biodiversity, pristine environment, beautiful beaches, culture and history, and numerous recreational opportunities. With the country currently receiving more than 1,000,000 visitors annually, there is growing demand for rentals. By 2015, the hotel room deficit is projected at 5,000 units, while interest also is increasing in the type of luxury accommodations offered by Seaside Mariana.

What other attractions and recreational opportunities are in the area? The area around Seaside Mariana is rich in history and culture, with the cities of Granada, Leon and Rivas, and other smaller towns and villages, within easy driving distance. For the adventurous, the surrounding country is a realm of endless possibilities, including canopy tours through the forests, diving and snorkeling along living reefs, surfing and kayaking, fishing, exploring volcanoes and crater lakes, hiking mountain trails, studying the extensive flora and fauna, or just relaxing on an expanse of beach. Visitors also enjoy the warmth and welcoming nature of the Nicaraguan people.

Can I visit Nicaragua and tour Seaside Mariana? Discovery Tours to the country are organized regularly by Grupo Mariana, which include visits to Managua, Colonial Granada, Lake Cocibolca Isletas, Masaya Market and Volcano, Catarina and the Seaside Mariana site. Complete details are available at www.grupomariana.com.

What is the social situation in Nicaragua?

The government of Nicaragua is democratically elected and has been stable for nearly two decades. The country is part of CAFTA and is an active participant in the world economy, attracting substantial investment from major financial institutions and corporations. Nicaragua also is recognized as having the lowest crime rate in Latin America, according to Interpol and the Inter-American Institute on Human Rights.

Nicaragua is experiencing strong economic growth, with international investment steadily rising and tourism up over 300% over the last decade. This emergence has drawn attention to the country, resulting in increased interest in real estate that has led to rising prices that promise the opportunity for potential returns rivaling those seen over the last 20 years in neighboring countries such as Costa Rica and Panama.

Real estate laws in Nicaragua allow fee-simple ownership by foreigners, with the same attendant rights as citizens of the country. Title insurance is available and has been arranged for Seaside Mariana by the developer.

What are the requirements for real estate property acquisition in Nicaragua? Real estate property transfers are executed by means of purchase agreements signed before a Nicaraguan Public Notary by means of public deeds. Once the parties have signed, a copy of the contract (called "Testimonio") is recorded at the Property Public Registry of the department in which the property is located.

Are Seaside Mariana properties fee simple title? Yes, the properties are fee simple freehold title and can be transferred without restrictions.

Is title insurance available at Seaside Mariana? Yes, Seaside Mariana titles have been insured by First American Title Insurance Company and Stewart Title Latin America.

Are there any restrictions on real estate ownership for non-residents? No, there are no restrictions.

Are there any restrictions on the number of properties I can buy? No.





Are there any restrictions on repatriation of gains or income caused by lease or transfer of the property? There are no restrictions to repatriate gains or incomes, as long as the tax withholding has been paid. Tax withholding on real estate property transfer in Nicaragua is 1%.

Do I need a lawyer? It is recommended that you obtain legal counsel, and we are pleased to recommend the Consortium Taboada & Associates firm. The firm is fully familiar with all aspects of the Seaside Mariana project. There are two dedicated contacts at Consortium Taboada & Associates (fluent English speakers):

- Carlos Taboada Rodríguez
e-mail: ctaboada@consortiumlegal.com
- María Alejandra Baldizón
e-mail: mbaldizon@consortiumlegal.com

Tel: (505) 254-54-54 or (505) 254-52-93.

If you require independent counsel, Grupo Mariana has a list of recommended attorneys that can be provided upon request.

What are the closing costs? Closing costs are approximately 4%. Of that, 2% corresponds to the Municipality and State tax, 1% to legal fees, 0.75% to notary fees and 0.25% for registration fees.

Should I make a will in the country? Yes, it is recommendable.

Do I need a Notary? Yes, the developer will provide a Nicaraguan Public Notary for closing.

What is the real estate tax rate? The real estate tax is a yearly tax that has to be paid by every owner, and is 0.80% of the value of the property.

What are other applicable taxes? Nicaraguan income tax rules apply to the income generated in the sale and lease of the property. The rate will depend on the residence status of the owner, and whether the owner is a juridical/corporate entity or a natural person. For further questions, please request the Legal Kit for Property Purchase at Seaside Mariana from the dedicated contacts at Consortium Taboada & Asociados.

Additional Questions If you have any additional questions or need more information, please contact us directly. We are always happy to assist you in any way possible.



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