

Los Escalones

2,500 Acres Overlooking the Sea of Cortez & La Paz



VISIT PROPERTY WEBSITE >>>

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Accelerating success.

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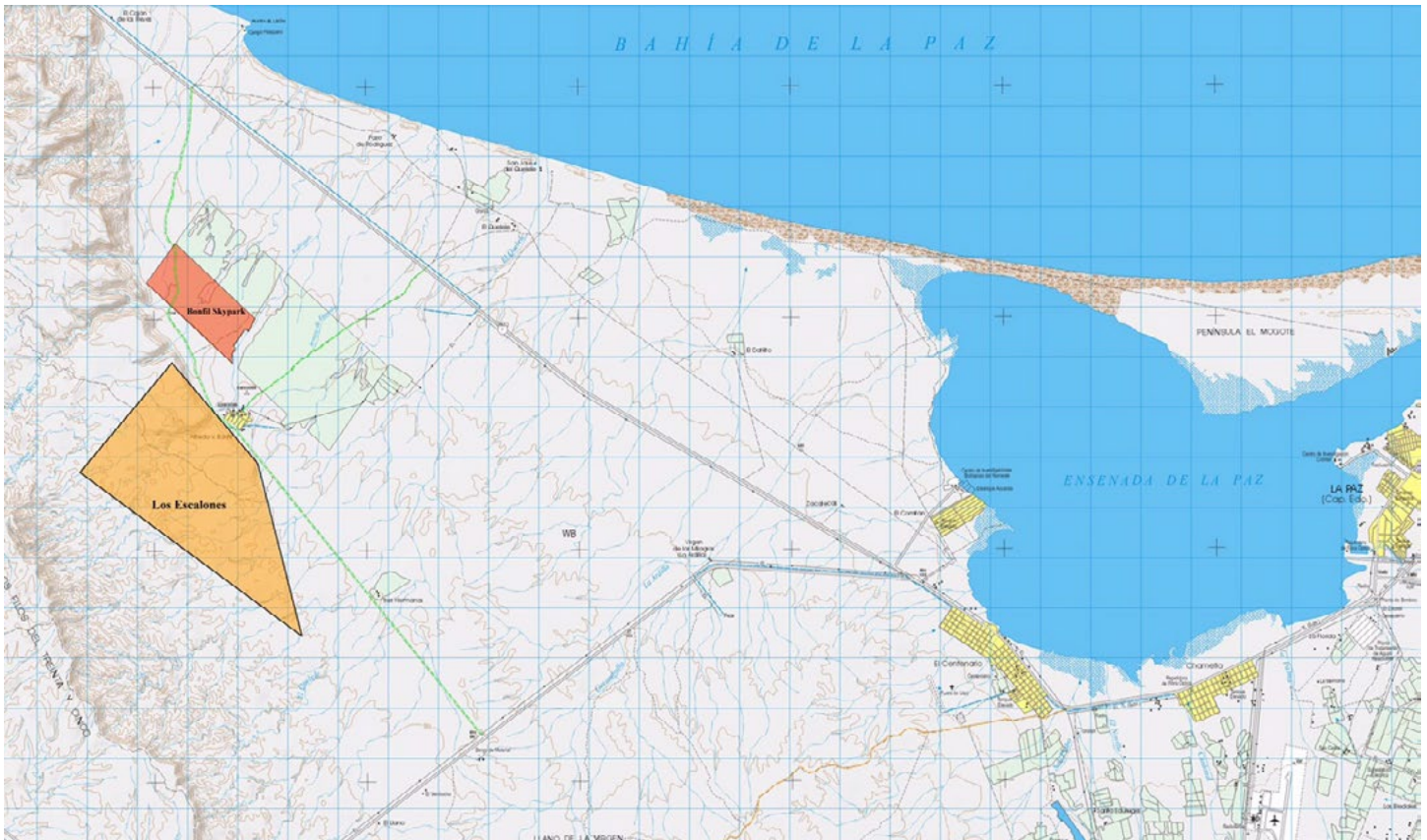
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PROJECT OVERVIEW



Los Escalones is a 2,500 acre parcel located on top of a scenic mesa, approximately fifteen miles from the La Paz International Airport. Los Escalones has surprisingly lush desert flora with panoramic 180 views of the Sea of Cortez looking directly out to Isla Esprit Santos, the national marine island sanctuary. Los Escalones will be both a destination and a community. Property owners will have permanent membership in a community center and clubhouse located on the edge of the mesa, which will feature a restaurant, tennis courts and a vanishing edge pool. Owners will also have access to walking, biking and riding trails throughout the land, and an equestrian center. The trails shall provide access to the vast interior of the community lands, including rolling hills, canyons, and vista points to the Sea of Cortez, as well as an array of desert plant life rivaling that of Scottsdale, Arizona.

LOCATION DESCRIPTION

Los Escalones is located approximately 30 minutes from downtown La Paz, 20 minutes from the La Paz Airport and five minutes from the Sea of Cortez.

La Paz is located on the Baja California peninsula, approximately two hours north of Los Cabos, and is serviced with direct flights to Los Angeles by both Delta and Alaskan airlines.

La Paz is one of the fastest growing tourist destinations because of its wonderful dry climate and low crime rate, and has become one of the world's top eco-tourism centers. Isla Esprit Santos Island has just been voted as having one of the top 10 beaches in the world.

DEVELOPMENT OPPORTUNITY

La Paz Ventures will focus on four development phases. The mesa clubhouse will anchor the first two phases. The clubhouse with vanishing edge pool will be positioned where the mesa and canyon edges intersect. Phase I lots will fan out along the edge of the mesa. Phase II lots will spread-out along the canyon. Most Phase I and II lots will be ½-acre. Phase III and IV will fill-in around the first two phases, with lot sizes reaching 10 acres. The four phases will have a total of 300 to 350 lots.

Open space will be a key feature of the community. It will be interspersed throughout the residential areas. A trail system, anchored by an equestrian center, will provide access to the open space and link the community together. With biking, horseback riding and plenty of space to explore, the community will appeal to family oriented retirees and those people looking for second homes.

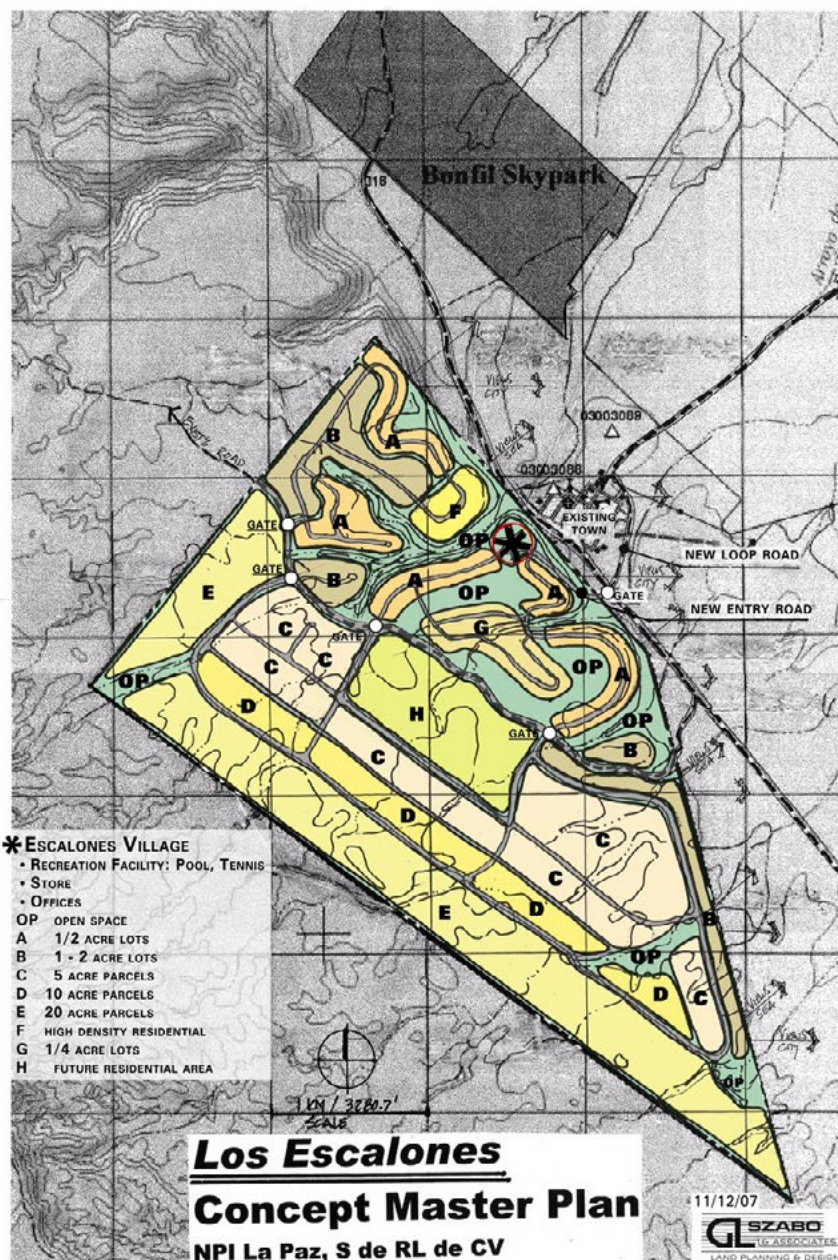
A beach clubhouse will be provided in Phase III to provide further opportunities for those who want to explore beyond the mesa and tap into another of the great attributes La Paz has to offer.



DEVELOPMENT OPPORTUNITY

Entitlements will be completed for each phase separately. This approach has its pros and cons. By entitling the entire property, the value could readily reach over three million dollars. At the same time, entitlement brings substantially higher property taxes and establishes a short fuse for development. By entitling each phase separately, expenses are managed and development can proceed sequentially throughout the phases. If the value of the property needs to be maximized to secure the Investors positions, this can be achieved through a relatively straightforward six-month process.

La Paz Ventures will be constructing the initial Phase I homes, including models, to build momentum and set the standards for building-out the community. Initial lot sales will be limited and/or come with requirements to quickly begin home construction. This strategy will restrict the number of vacant lots. CC&Rs and a design review committee will be established to ensure the standards are maintained.



INVESTMENT OPPORTUNITY



La Paz Ventures is raising money to assist with the acquisition of Los Escalones and associated assets. In exchange for a \$200K investment, each Investor will receive the following:

- 1.) A priority return of 10% per annum.
- 2.) Options to purchase three lots. Each lot will have road access, with utilities stubbed at the lot. Basic lot descriptions are as follows:
 - i.) **Phase I** - 1/2-acre view lot situated on the edge of the mesa. Investor will have the right to purchase this lot for \$50,000. The projected lot value is \$80,000.
 - ii.) **Phase II** - 1/2-acre view lot. \$50,000 purchase price. \$105,000 projected value.
 - iii.) **Phase III** - 1-acre lot. \$100,000 purchase price. \$175,000 projected value.
- 3.) A 10-acre lot with road access and utilities stubbed at the lot. The lot will be delivered in Phase IV at no cost to the investor. Projected value is \$250,000.

Phase I lots to be available within 18 months of initial investment. Each successive phase will be 12 months after the proceeding phase.

Investors may choose to hold lots for further appreciation. Certainly Phase I mesa lots are expected to appreciate substantially as the subsequent phases are completed. At the time Investors choose to sell their lots, Investors may opt to participate in La Paz Ventures' marketing and sales efforts, providing access to La Paz Ventures' marketing, brokerage and title services.

Importantly, a tax treaty has been established between the U.S. and Mexico, whereby Investors can avoid double taxation. La Paz Ventures will work with Investors and their accountants to assist with compliance.

Phase I and Phase II optioned lots must be held 6 months before resale. Lots choice priority will be based on order of investment. Investors will receive priority in lot selection based on the timing of their investment, to be determined, in a fair and equitable manner.

MEET THE TEAM



Mike Mixer
Executive Managing Director



Patrick McNaught
Vice President



John Stater
Research & GIS Director



Scott Jun
Senior Graphic Designer

WHY COLLIERS?



2.4B*
SF UNDER
MANAGEMENT



480
OFFICES



1.9B
IN REVENUE



61
COUNTRIES



15,052
BROKERS,
PROFESSIONALS
& STAFF



\$154B
TRANSACTION
VOLUME

502 offices in 67 countries

- US \$2.3 billion in annual revenue
- 16,300 professionals and staff
- 1.7 billion* square feet under management
- \$97 billion USD in total transaction value

* Square footage includes office, industrial and retail property under management. Residential property is excluded from this total. All statistics are for 2014.



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Building Council



Member of World
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Recognized and
ranked 10 consecutive
years, more than any
other real estate
services firm.

*The combination of Colliers International and FirstService results in 2.5 Billion under management (2nd largest in the world)

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