



*Y*OUR INVESTMENT PARTNER IN MAZATLAN

# Who we are

INVEST MAZATLAN is a privately owned real estate investment advisory organization based in the Historic Old Town of Mazatlan, Mexico. It originated from an informal cooperation of experts & reputable organizations in the property market. Due to their combined knowledge, experience & professionalism, Invest Mazatlan has developed to be a leading provider of integrated solutions for private & commercial investors in the thriving Mazatlan real estate market.



Invest Mazatlan is your trusted real estate advisor for Mazatlan. We strive to help you make a fully informed real estate investment decision.

WE STRIVE TO MAKE YOUR INVESTMENT IN MAZATLAN AS EASY AND STRAIGHTFORWARD AS POSSIBLE.

INVEST MAZATLAN, a member of the Association of Realtors in Mexico (AMPI), advises potential investors in all aspects of buying, selling, and developing properties in Mazatlan. Our primary objective is to maximize the wealth of our clients and become their long-term trusted advisors. Ease of conducting business in a foreign country is paramount to a pleasant experience. We utilize our know-how to fulfill our promise of delivering a "one-stop" shopping philosophy for real estate investment needs.



# Our values



Our Team consists of experts from a variety of fields in the real estate investment marketplace. The synergy & comprehensive knowledge of our Team guides us to deliver turn-key solutions and long-term benefits to our clients. We aim to exceed our clients' ROI expectations giving them the peace of mind they deserve when investing in their future.

## Synergy

The combined effort is greater than the parts and therefore we utilize the versatile talents of our team to the fullest

## Integrity

We adhere to high moral principles & professional standards in order to be trusted & reliable partners

## Prosperity

As measured by financial viability, quality of life, depth of relationships and the ability to give back to our community

## Excellent customer service

Our customers' needs are our prime focus and excellent customer service is the golden rule of our business

# Our services

## Real Estate Services for Investors:

- General Mazatlan real estate information & property tours
- Specialized real estate advice to satisfy a variety of investment needs
- Due diligence process for real estate transactions to assure well-informed and secure investment decisions
- Financial considerations & mortgage provider for North American investors
- With our extensive real estate transaction experience and market knowledge, we are best positioned to assist in contract negotiations and administration
- Education on the legalities associated with buying a property in Mexico to ensure a smooth and enjoyable experience of investing in a foreign country
- After-sales support including immigration issues, insurance, property management, tax, and home furnishings
- Relocation guidance and community integration facilitation

UNDERSTANDING OUR CLIENTS' INTENTIONS, DREAMS, AND REQUIREMENTS IS WHERE IT ALL BEGINS.



INVESTMENT IN NEW HOTEL AND REAL ESTATE PROJECTS ACROSS MAZATLAN HAS INCREASED OVER 300% SINCE 2005



At Invest Mazatlan, we firmly believe in strategic partnerships & teaming. This gives us the ability to service a vast array of customer needs under one roof.



## Real Estate Services for Developers & Sellers:

- Market analysis and feasibility studies in order to identify appropriate opportunities
- Land identification and acquisition
- Project development suggestions, introductions, and implementation
- Tax planning assistance for cross-border transactions
- Project financing, mortgages, and JV partnerships
- Create and implement well-targeted local and international marketing and promotional campaigns
- Sales training and consulting aimed at increasing the effectiveness of established sales teams
- Provide dedicated on-site project sales teams
- Comprehensive furniture packages & interior design services for commercial & residential buildings



**KRISTOPHER DESOTO**  
PRESIDENT, FOUNDER

Kristopher is a proven business manager. His expertise comes from working for high-tech corporations in the aviation & energy industries in highly developed markets such as the US, Great Britain & Australia as well as in the emerging markets of Mexico & South America. Kristopher gained his experience working for Fortune 500 Companies such as Bell Helicopter Textron & Honeywell and has earned his MBA from SMU in Dallas, Texas.

We firmly believe in Strategic Partnerships & Teaming, which brings experts from many fields under one roof.



**SYLWIA DESOTO**  
MARKETING & PR DIRECTOR, FOUNDER

Sylwia has an extensive professional background gained working for Fortune 500 companies and SMEs in the US, Poland, Australia, and Mexico. Her expertise in brand management & marketing have been implemented in the aviation, real estate, commercial furniture, and marketing consulting industries. She has earned her International Relations Degree from the Warsaw University, Poland and her Masters Degree in Marketing from the University of Sydney, Australia.

# Management team



**ELIZABETH PORRAS**  
DIRECTOR OF BUSINESS DEVELOPMENT

Having worked and lived in Mexico for 15 years, Elizabeth is a specialist in identifying emerging opportunities in the Mexican market. She has extensive experience working with large corporations as well as independently in the import/export business in Latin America & the US. She has held many business development roles in a variety of industries including real estate, furniture & interior design, charitable non-profit organizations and computer technology.



**ALLEN SENALL**  
DIRECTOR OF FINANCE

With over 40 years in property development and financing in both North America and Mexico, Allen brings a wealth of industry experience and leadership to the Invest Mazatlan management team. Having developed and operated large international hotels and marinas as well as commercial buildings and residential developments gives Allen the expertise to arrange and optimize financing options to meet the needs of our clients. Allen brings dreams and ideas to reality from small home mortgages through to commercial developments.



**PATRICIO PORRAS**  
DIRECTOR OF SALES

Patricio is an experienced international business management consultant specializing in sales management and training & development at all levels of organizations. He is a dynamic, energetic and proven consultant with over 30 years of diverse leadership responsibility and business acumen. Patricio has consulted to many different businesses across North & Latin America, Europe, and the Middle East. He has proudly served in the US Marine Corps.

# Why Mazatlan



Mazatlan, affectionately called “The Pearl of the Pacific”, is a thriving city on the West Coast of Mexico. Ranked by CNN Money as one of the top 3 emerging investment destinations in Mexico, Mazatlan is a booming city and a vibrant destination all year round.

**THIS INCOMPARABLE CITY** with one of the longest and uninterrupted beaches in Mexico offers an outdoorsy style of living, an abundance of delightfully fresh and inexpensive seafood, well preserved Mexican culture and traditions as well as the modern niceties that make life simply enjoyable.

Mazatlan is easily reached by land, sea and air. It is a mere 12 hour drive from the Arizona border, less than 3 hours flying direct from cities such as Houston, Denver, and LA., or an enjoyable journey on one of many cruise ships that arrive in Mazatlan daily. With more direct flights, increased cruise ship frequency, and both new road and rail options under development; Mazatlan will only grow as a destination.

Being a beach resort, the local tourist industry – hotels, restaurants, cocktail lounges, nightclubs, golf courses, deep sea fishing facilities and other visitor



services – cater to English-speaking customers. There is no shortage of things to do in this beautiful city with a wonderful laid-back atmosphere. The rich cultural heritage can be seen throughout the historic downtown and its many museums and art studios. Furthermore, numerous sporting and entertainment venues offer plenty of diverse events that lend variety to the lives of residents and guests all year-round.

In all of Mexico, only in Mazatlan can you spend the day on a pristine beach basking in the sun, and in the evening enjoy a superb meal on your way to a professional sporting event or an international performance in a 130 year old theater.

**IT IS SIMPLY MAZATLAN – YOUR GATEWAY TO THE PARADISE YOU HAVE ALWAYS DESERVED.**



How can we assist you?

Contact us:

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