



'Vision and integrity': Vivo Resorts focuses on quality of life

BARB LIVINGSTONE, POSTMEDIA CONTENT WORKS

Updated: May 11, 2019



When former Edmonton Oiler hockey star Kevin Lowe started dating Olympic skier Karen Percy, one of the people he met was her fellow Canadian ski team member, Cary Mullen.

Decades later, Lowe and his now-wife Percy Lowe are owners of a vacation home in Mullen's burgeoning 75-acre development, Vivo Resorts, along southern Mexico's beautiful Oaxacan Emerald Coast.

"As I got to spend more social time with Cary and heard about his goal, searching countries for the right place to do this development, I saw how important it was," says the just-turned 60-year-old Lowe, a six times Stanley Cup champion, former Oilers coach and general manager, and now vice-chair and alternate governor of Oilers Entertainment Group.

"Lots of people have a vision, and are great salespeople but Cary combines vision with integrity."

It meant that Lowe and Percy Lowe, a two-time alpine Olympic medallist, had to see what had finally inspired their friend, after searching those 30 different destinations, to launch Vivo in 2010. Less than a year after their first visit to the development, the couple had put down a deposit on a resort property.

"It was the healthy lifestyle you can have in an area with such great beauty, the comfort of the whole space being created, and it is the weather, the weather, the weather," says Lowe.

And in the end, *"It was the believability factor in (Cary) being able to pull this off."*

Lowe said his purchase was never envisioned as an investment, but as a quality of life decision — a place where, as he and Percy head closer to eventual retirement, the family can spend more time together.

And quickly that original purchase of a piece of land for a potential single-family vacation home, shifted to a shared purchase of a penthouse in one of the first buildings at Vivo, overlooking the 21 kilometres of ocean beachfront stretching in front of the project.

"We get up, power walk or run on the beach and go to the gym, and then in the afternoon we can play tennis or pickle ball," says the father of five children ranging in ages 20 to 30.



Kevin Lowe and Karen Percy Lowe bought a second home at Vivo Resorts in Mexico

"My kids have done some surfing in the area, but I usually boogie board in the ocean, right in front of the property, for half an hour each day I am there."

At completion, Vivo Resorts, the development that sits on 75 acres with 800 yards of sandy shorefront along Palmarito Beach, will feature 114 private homes, and more than 400 condos joined by a dozen pools (two plus a swim-up bar are already in use and a third is near completion).

More than 130 condos are already built, and a \$7 million, 53,000-square-foot Clubhouse is completed, with spa, open air restaurant with ocean views, lounge, fitness centre, yoga studio, business centre, meeting room, and library, over four floors.

New owners started taking possession in the Laguna building in March with construction of the next building, Marino, underway. Vivo is expecting Marino's sister building, Nautico, to start construction this spring as well because of steady sales.

About 80 per cent of purchasers to date are Canadians, who can stay in Mexico up to 180 days per year. Retirees can apply for a temporary resident visa lasting up to four years. Non-residents qualify by owning a Mexican property of \$207,000 US or more.

Vivo is a gated community away from Mexico's crowded tourist areas and is about 15 kilometres from Puerto Escondido, a town of about 45,000 residents with new supermarkets, hospital, and restaurants and cafes. The area has one of the most consistent weather patterns in the country (varying only about five degrees per season), and for surfing aficionados, Zicatela beach is seen to have the third best waves in the world.

Lowe likes the hospitable people in the Vivo area and on his "bucket list" is the opportunity to learn Spanish and be an even bigger part of the community.

"When you have done as much travelling as we have done, it's nice to have a place to put down roots and be part of a community."

It is something Vivo and two-time Olympian Mullen himself has stressed, with the establishment of the Vivo Foundation — supported by resort residents — which helps fund educational and sports initiatives for kids, a local orphanage, and is the main force behind a turtle sanctuary, releasing about 200,000 baby sea turtles into the ocean.

THE DETAILS

DEVELOPMENT: Vivo Resorts, near Puerto Escondido, along southern Mexico's Oaxacan Emerald coast

DEVELOPER: Former Olympian ski racer Cary Mullen of Calgary

WHAT'S AVAILABLE: Newest condo offerings are Marino and Nautico (both beachfront) and Botanica (tropical garden poolside), with one, two or three-bedroom options. There are multiple floorplans and sizes. Prices range from \$339,999 to \$624,900 US for the ocean view properties and \$244,900 to \$314,900 US for Botanica. Single-family villa lots are also available. There is an optional rental program in place.

INFORMATION: www.vivoresorts.com