

In The News

# Augusto Maxwell Speaks with *Law360* on U.S. Real Estate Investment in Cuba

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In a *Law360* report titled, “U.S. Investors’ Cuba Property Dreams Require Early Prep Work,” Cuba Practice Chair Augusto Maxwell discussed future U.S. real estate development and investment opportunities on the island. The article noted that it would take an act of Congress to remove entry barriers to Cuba, but Maxwell explained that a lot of first movers are taking a very thoughtful approach by visiting the island and engaging in conversations with key players to gain a deeper understanding of market’s potential.

“What is more realistic and happens now is that real estate professionals can travel to the island to begin their research on the changes going on in Cuba, as well as the potential for changes in U.S. law, and to determine whether or not it makes sense to continue to prepare for the potential lifting of the embargo,” said Maxwell. “To those that decide to engage, it is important to get to know potential Cuban partners and players that are going to be relevant in the years to come ... A lot of the first movers that are most keen on understanding Cuba are related to travel tourism. There are also some folks looking at medical housing or facilities for older people that might try to do something related to health care tourism or health care travel. Other folks are looking at infrastructure.”

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Augusto E. Maxwell

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