

BUYING IN MEXICO

What you need to know

ENGEL & VÖLKERS®
Snell Real Estate

Engel & Völkers Snell Real Estate has participated in over \$2.2 billion in real estate transactions since its inception. Our team of real estate advisors, our administrative team and our network of real estate purchasing professionals are experts in property ownership in Mexico. Read on to learn more about owning property in Mexico and the simple steps for purchasing.

For non-residents of Mexico interested in purchasing or owning real estate within 60 miles of the United States international border, or within 30 miles of the Mexican coast, a method of holding Title through a Mexican Property Trust - a Fideicomiso - has been created.

Upon completion of a real estate transaction, the Department of Foreign Affairs in Mexico City issues a permit to the Mexican bank of your choice, allowing the bank to represent the purchaser of the property and thus gaining the rights of ownership. At this time, a Fideicomiso or trust is established and the bank places your property into the trust, becoming the trustee of the property, subsequently naming you, the purchaser as the beneficiary of the trust.

As the beneficiary of the trust, you hold the same rights as any property owner in the U.S. or Canada. These rights include the right to enjoy, occupy, rent or sell your property including the right to build on it or otherwise improve it.

As the beneficiary, you may also sell the property by instructing the bank to transfer the rights to another qualified purchaser, or bequeath the property to an inheritor. The initial term of a Fideicomiso is 50 years, renewable for additional periods of 50 years indefinitely, providing for long-term control of the asset.

At Engel & Völkers Snell Real Estate, we partner with Federal and State Notaries (specialized attorneys acting on behalf of the State and Federal Government) for all of our closings in order to secure a Fideicomiso within approximately 60 - 90 days, or shorter in some cases.

Engel & Völkers Snell Real Estate pioneered the U.S. third-party escrow for foreign purchasers in the Los Cabos market and has established a standard of using this U.S. based escrow to manage all funds. Once the Fideicomiso has been established and your bank has confirmed that the property has been placed in the trust, the purchasing funds are then released from escrow to the seller.

Whether you are a first-time purchaser in Mexico or a seasoned investor, our experienced real estate advisors are here to guide you through the purchasing process to ensure your purchasing experience is managed professionally, allowing you to enjoy the area and your new home.