

COUTI REAL ESTATE

Investments & Luxury Living

R I V I E R A M A Y A · L O S C A B O S

2023



STEP-BY-STEP GUIDE TO PURCHASING

To help you with all your purchasing questions

**YOUR COMPLETE GUIDE TO PURCHASING AN INVESTMENT
PROPERTY IN MÉXICO.**

HOW CAN I OWN IN MEXICO?

Option 1

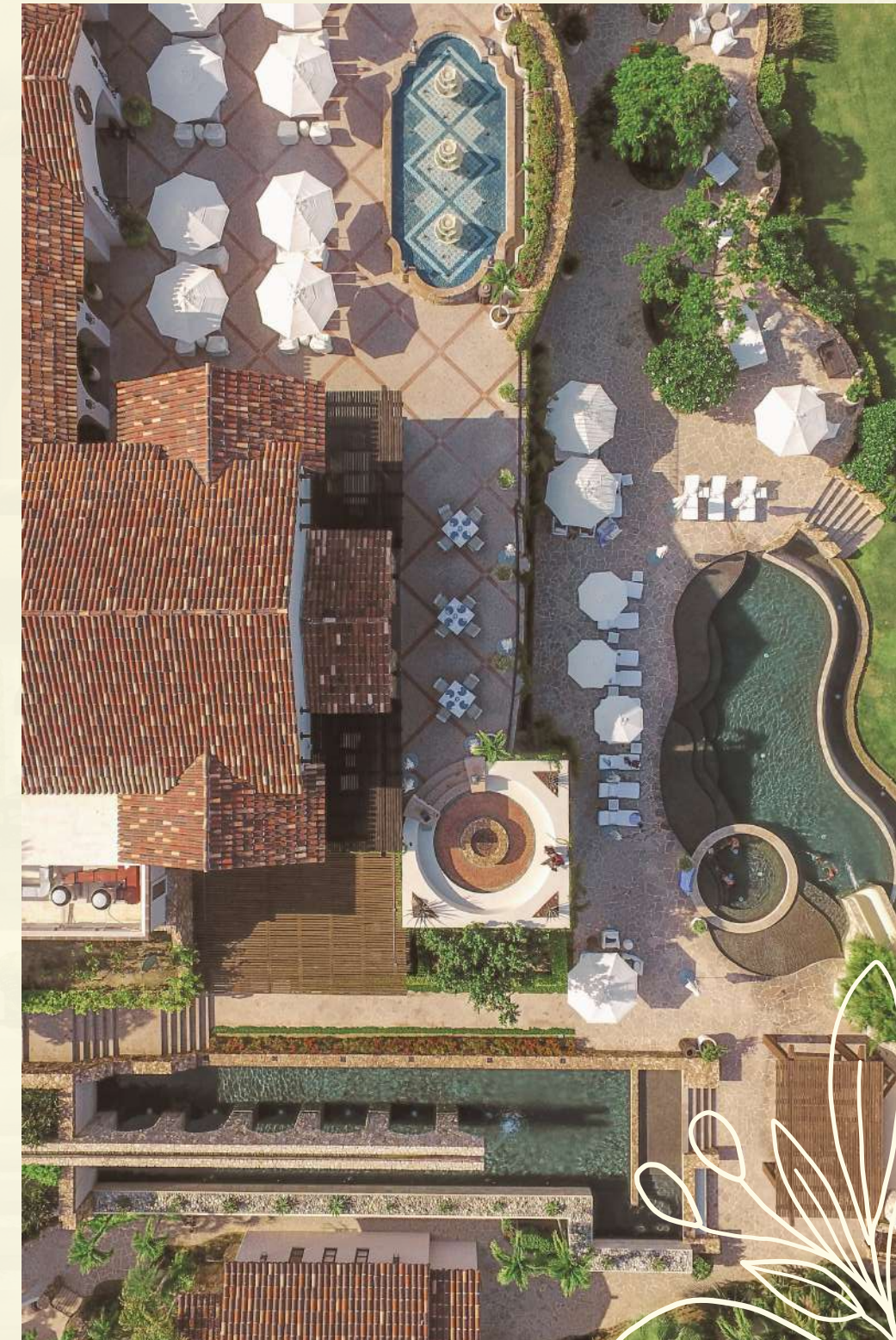
FIDEICOMISO

If you are looking to purchase one property in Mexico as either investment or second home, a Fideicomiso is recommended.

The trust is good for 50 years and needs to be renewed for a small fee every 50 years. The cost of a Fideicomiso is a one-time fee anywhere between \$1500-\$2000 and then an annual maintenance fee of roughly \$500-\$800 per year (depending on the bank).

The bank is the Trustee and you, as the owner of the trust, are a beneficiary of the trust. This gives you all the rights to lease, rent, improve, mortgage, sell, inherit, will the property/land you are purchasing.

*A trust serves a bridge to allow foreign investors to own property within the Mexican "restricted zone": this includes purchasing within 50KM of the water and 100KM from the border.



Option 2

CORPORATION

If you are planning on purchasing multiple properties and/or starting any type of business in Mexico.

A Corporation is the way to go as it can hold multiple properties as well as other businesses (as opposed to a Fideicomiso which would need a separate trust for each property).

Our trusted team of accountants and tax experts can help you set a corporation here for a fee of roughly \$1500 one-time and a monthly accounting fee of roughly \$100. The accountants we use will file taxes monthly on your behalf as required by law rather than yearly.



6 STEPS TO PURCHASING

1. Choosing a Project and Unit you Love

The Real Estate market is broad and exciting in México.

It is important to pick a property and unit that fits your needs and wants.

Your Real Estate Agent will help you make that decision because they will be the boots on the ground.

2. Make a Reservation

When buying pre construction, a reservation fee of \$5000 USD is needed in order to take that particular unit off the market for a period of 14 days.

It is 100% refundable if the buyer decides to pull out of the transaction.

3. Make an Offer to purchase

After the unit has been selected and reserved, an offer letter with purchase price is submitted and sent to the developer/seller.

Both parties need to sign this document which will include price, down payment schedule and personal information.

4. Promissory note of agreement

A due diligence process happens, once the offer has been accepted.

The developer will provide the Real Estate Attorney with a promissory note of agreement (a contract) which will contain all the information about the property.

This will be verified with the sole purpose of protecting the buyer.

5. Transfer funds

The transfer of funds take place via wire transfer.

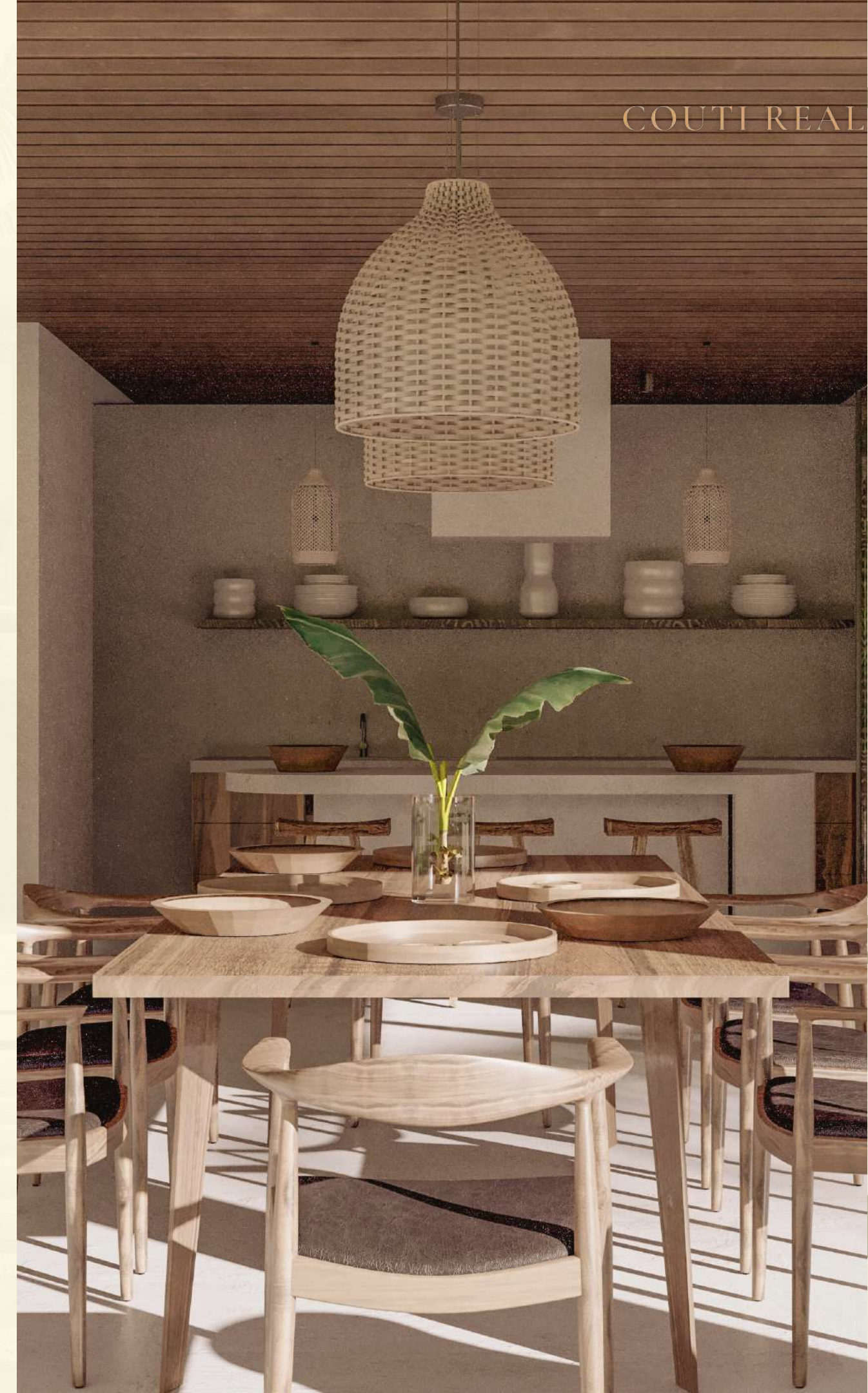
The buyer can choose how much they would like to pay as a downpayment agreed upon in the offer. It cannot be lower than 30% in most cases.

The remaining balance is due upon completion/delivery of the project/development.

6. Closing

The Real Estate Attorney, will set up a date and time to officially close the transaction with the notary.

This can be done in person, or via power of attorney if you cannot attend the closing.



WHO'S INVOLVED IN THE PURCHASE?



BROKER / AGENT

Couti Real Estate act as The Buyer's Agent throughout the process on your behalf. With knowledge and experience, we walk with you step by step, making the journey of buying in Mexico very pleasant and fun.

There is no fee collected by The Buyer's Agent, as the developer/seller will cover that at the end of the transaction.

Be sure to ask all of your questions when you connect with us and lets get started!



ATTORNEY / ACCOUNTANT

Our team can recommend several excellent law firms and accounting firms.

Both parties will be assisting the buyer in the legal aspect of the transaction, and they work for the buyer and the buyer only to protect their best interests.



NOTARY

At closing the notary, who is a government appointed official, will be verifying and authentication the documents on behalf of the Mexican Government.

They are there to make sure all the documentation is correct and proceed with the transfer of the property.



BANK

The law/accounting firm will help the buyer select a bank in order to process either the Fideicomiso or Corporation.

They will gather all the necessary documents and open a bank account and have a tax id.

WHO WILL MANAGE MY PROPERTY?




Property Management companies have become very efficient and ultra high-tech. There is a big demand from reputable and strong property management companies due to the Real Estate growth in the Area.


For a fee between 15-25% the property management companies will do the following: Marketing, cleaning, maintenance, repair, refresh, pay your bills, respond to guests on booking platforms, keep accounting, among others.

***Ask your agent about the top 5 property management companies we recommend.**

THANK YOU!

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