

YOUR MÉXICO REAL ESTATE EXPERT®



# The Ultimate BUYER'S *Guide*



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This buyer's guide was designed to explain the buying process from beginning to end and is targeted for buying property in México. Your Donner & Associates agent will utilize the tools and resources from the MLS and elsewhere to help you find the perfect property and the best deal.

Let's get started!

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# Introduction

We are a company made up of authentic people who are cordial and more importantly, human. We believe that treating our clients with kindness and respect is the best way to provide them with the best possible service. At Donner & Associates, we believe it's important to understand the situation of our clients and provide them with the information they need to make the best decision. Behind each agent is the support of a law department, marketing team, relocation department, administration team and a Broker.

We are always ready to help our clients with all of their real estate needs. With our experience in attention to detail, we provide our clients not only with excellent service in the purchase or sale of their home but also with post-sale support. This is one of the main reasons why our clients recommend us.

Donner & Associates is Your Mexico **Real Estate** Expert®!

## Corporate Philosophy

### MISSION

To be authentic innovators, empathizing with our clients, collaborators and partners to maximize their investments and dreams.

### VISION

To be leaders in the intermediation and representation of the interests of our clients.

### VALUES



*Authenticity*



*Empathy*



*Education*



*Innovation*



*Social Responsibility*



*Commitment*

# Designations & Recognitions



Licensed in  
Jalisco, Nayarit, Guanajuato



Broker-Agent  
Advisor Top 100, 2021



At Donner & Associates, we are proud to be a Great Place to Work–certified company, a reflection of our commitment to an inclusive and enriching environment.



As part of Leading Real Estate Companies of the World®, we connect Mexico with global real estate excellence.



## Resort and Second-Home Property Specialist

The Resort and Second-Home Property Specialist (**RSPS**) certification is for **REALTORS®** who specialize in buying, selling, or management of properties for investment, development, retirement, or second homes in resort, recreational, and/or vacation destinations.



Serves as a reference for the evaluation and certification of people who provide advice in the marketing of real estate.



We are a non-government organization that represents the real estate profession in Mexico.



## National Association of Realtors®

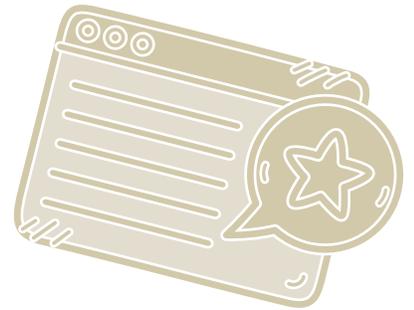
America's largest trade association, representing 1.5 million+ members, including NAR's institutes, societies, and councils, involved in all aspects of the residential and commercial real estate industries.

# Testimonials



*In December I closed escrow on the purchase of a home in Puerto Vallarta, Mexico. The skill set that each member of the team brought to the table proved to me that I was honestly in professional hands while navigating this intimidating undertaking.*

**Dean Herriott**



*The enthusiasm and attention to detail from start to finish was outstanding. This was not an easy lot to sell. It was kind of off the beaten track. Other realtors have "tried", but failed.*

**Kateri Brown**



*10 stars out of 10. I highly recommend working with Donner & Associates. He is the consummate professional. He is courteous, honest, a good communicator, and very knowledgeable about real estate purchases in this region of Mexico.*

**Thomas Winston Morgan**



# Living in México

Living in México offers a vibrant and diverse experience, blending rich cultural traditions with modern conveniences. The country is known for its stunning beaches, bustling cities, and a relaxed pace of life.

Mexican culture is a unique mix of indigenous and spanish influences, with a strong emphasis on family and community. Social gatherings are lively, and respect for elders is deeply ingrained.

The cost of living is generally lower than in the US or Europe, making it an attractive destination. Major cities like México City and Guadalajara offer a mix of modern living and cultural richness, while coastal towns like Puerto Vallarta provide a more laid-back lifestyle.

Healthcare in México includes both public and private options. Learning spanish is beneficial, as it enhances the experience and integration into local communities.

Overall, México is a welcoming and enriching environment for those looking to explore a new way of life.



# No Commission Payment



The commission payment is made by the seller.



We present multiple options, so you can decide without pressure.



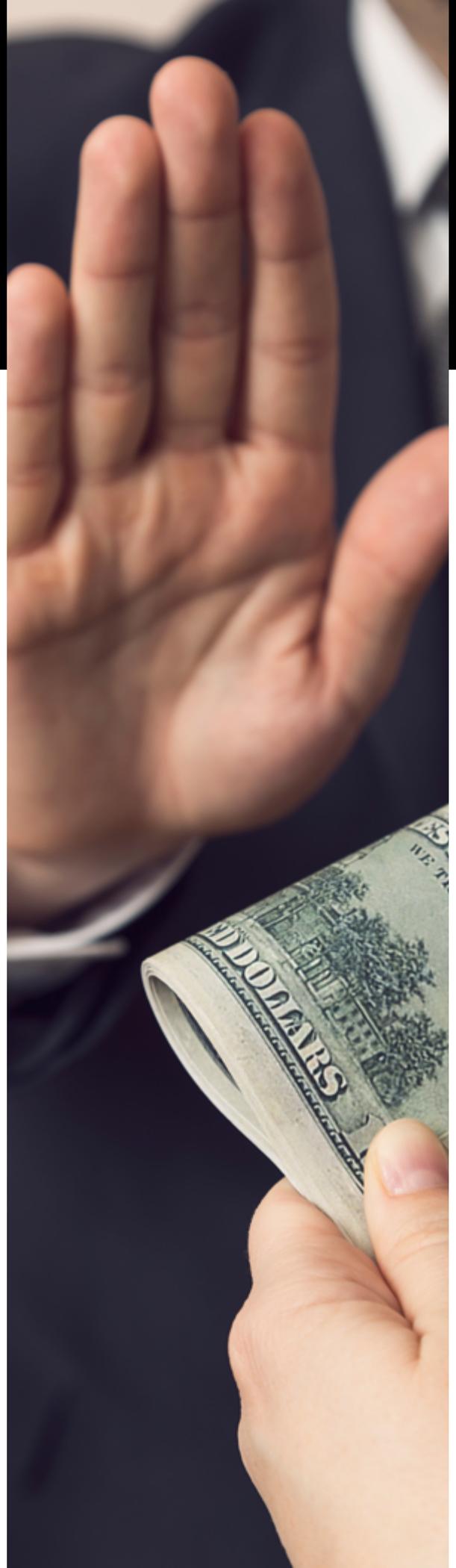
You only pay for notary services and the deed.



Your interests and personal treatment that benefits you, is our priority.



Our reputation provides us hundreds of satisfied customers.



# Our Advantages



## Experts in the industry

Obviously you want to work with someone who knows, understands real estate and has experience with the entire process. We have highly trained personnel to provide you, pertaining to any concerns you may have.



## No commission payment

If you buy a property with us, you DO NOT pay any commission. The only thing you must cover are the notary and deed expenses.



## Legal and fiscal assistance

We review all contracts and advise you to take the deal that best suits your interests. Likewise, we provide you with tax advice on the purchase process. *(Notarial and deed payments)*



## Marketing Analysis

We know the local and national market. We can advise you to get the best deal that returns your investment easier.



## Working network at the national level

We have access to the property lists of the most recognized agencies in México. We belong to AMPI (*Mexican Association of Real Estate Professionals*) which gives us access to multiple real estate platforms.



## Negotiation experience

We have closed deals that together exceed \$30,000,000 dollars, since 2017.

# Our Alliances



Being part of AMPI (*Mexican Association of Real Estate Professionals*) we share our listings with hundreds of real estate agencies and agents all over México through **Flex MLS** and real estate platforms.

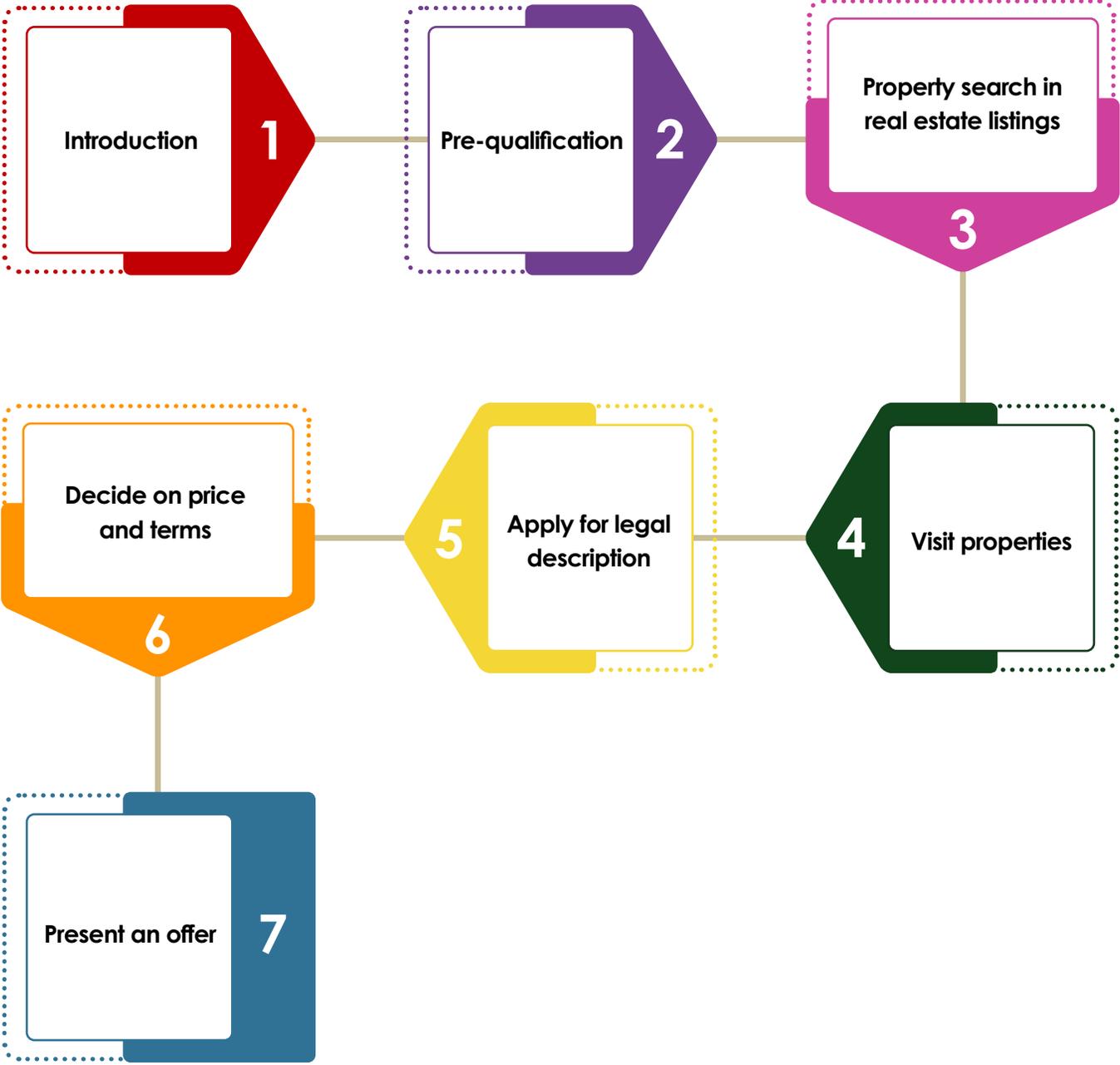


## Our Scope

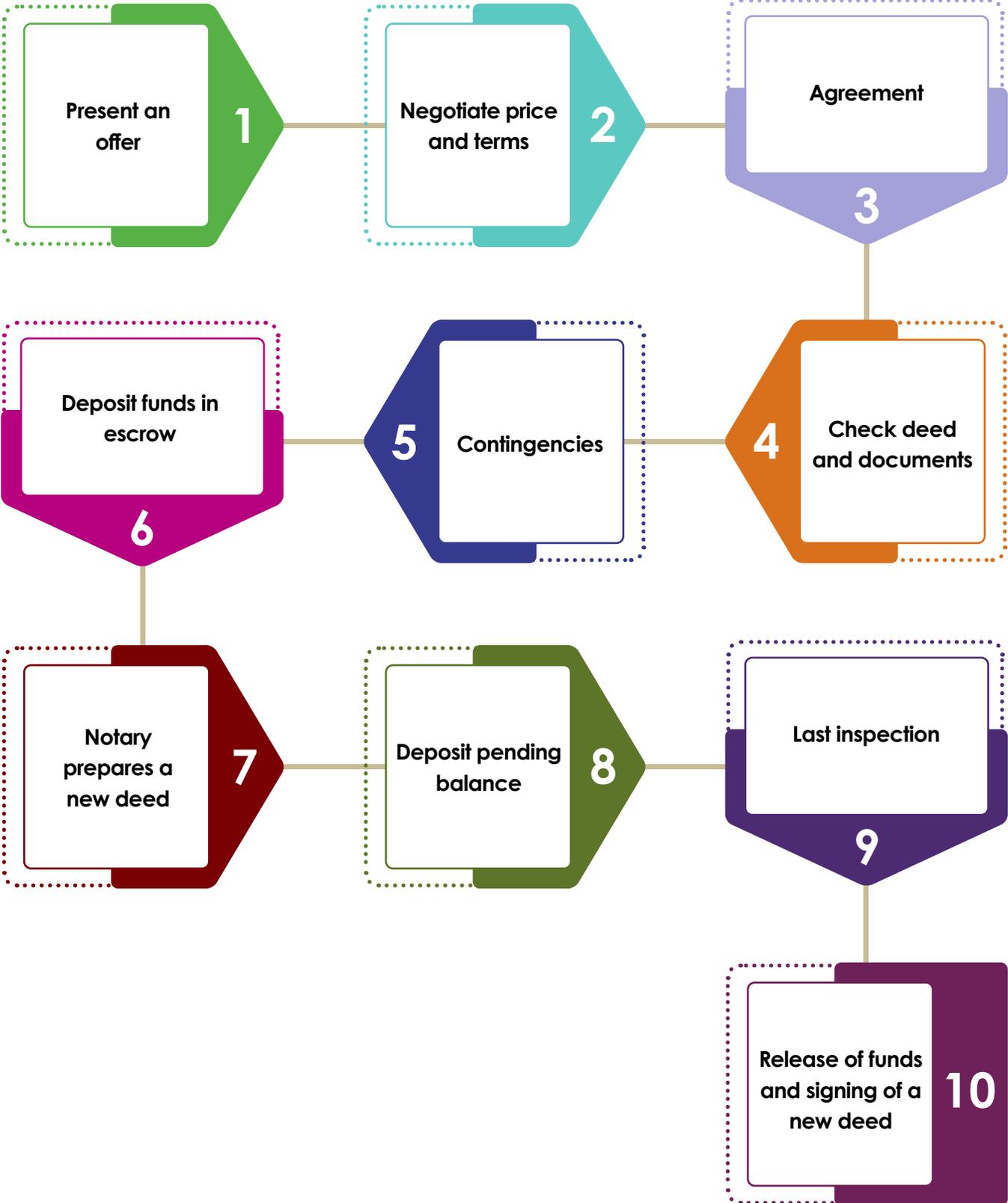
We network with thousands of agents in **Puerto Vallarta, Riviera Nayarit, Guadalajara, Ajijic, San Miguel de Allende** and throughout **México**. For this reason we can show you a wide list of properties. Not only the ones we have on our list but also the listings of all the agencies we work with.



# Offer Process



# Purchasing Process



# Trust

To buy a house in México as a foreigner there are restrictions in some areas. These areas are called "restricted zones" and consist of a strip of land 100 kilometers (62 miles) along country borders and 50 kilometers (31 miles) along the ocean.

In the event that the property of your interest is within a restricted area, it will be necessary to make the purchase through a bank or a fiduciary institution.

This means that said institution will be the one that will hold the property title and you as a foreigner will have to pay the rights on these every 50 years. *(These rights are renewed every 50 years).*

# Immigration

Immigration policies in México are much friendlier than in other countries, however at all times you must stick to Mexican immigration processes because although it is easy to obtain a stable legal situation it is important that you go to a professional who can advise you.

México has three main states that generally relate to foreign visitors who wish to reside for any period of time (*visitor visa, temporary residence and permanent residence*).

Changes to the immigration law took place in 2012 and remain in effect to this day, slightly changing the names and requirements for such visas. To purchase a property that does NOT require a permanent visa, the length of your future stay will determine whether you ultimately require a permanent residence visa instead of a visitor visa.

# Closing Cost

We will guide you at all times so that you do not miss a single detail about the costs and settlement fees in a normal transaction. These could change specifically on your purchase, but generally speaking, closing costs for foreign investors can range from 4% to 8% of the purchase price.

Some closing costs are based on a percentage of the purchase price and others on fixed rates. The estimate provided by the Notary will detail the actual costs.

## Buyers responsibility costs:

- ➔ Notary fees
- ➔ Depository Account Fee
- ➔ Appraisal
- ➔ Precautionary Notice
- ➔ Preventive Notice
- ➔ Certificate of Lien Freedom
- ➔ Certificate of No Property Debt
- ➔ Property Transfer Tax
- ➔ Registration Public Registry

## In case of being a foreigner:

- ➔ Fees to establish a Fideicomiso
- ➔ National Foreign Investment Permit and Registry
- ➔ Prepaid Trust Annuity



## Mortgages

If you plan to buy through a mortgage, **it is important that you have the Pre-Approval Letter.** This way when we write an offer, **it will have more support and is more likely to be taken into account.**

Buying **WITHOUT financing is most common with most of our clients**, however we have some institutions that we can recommend you to acquire a mortgage loan. We can connect you with accredited brokers who will find the best option for you.

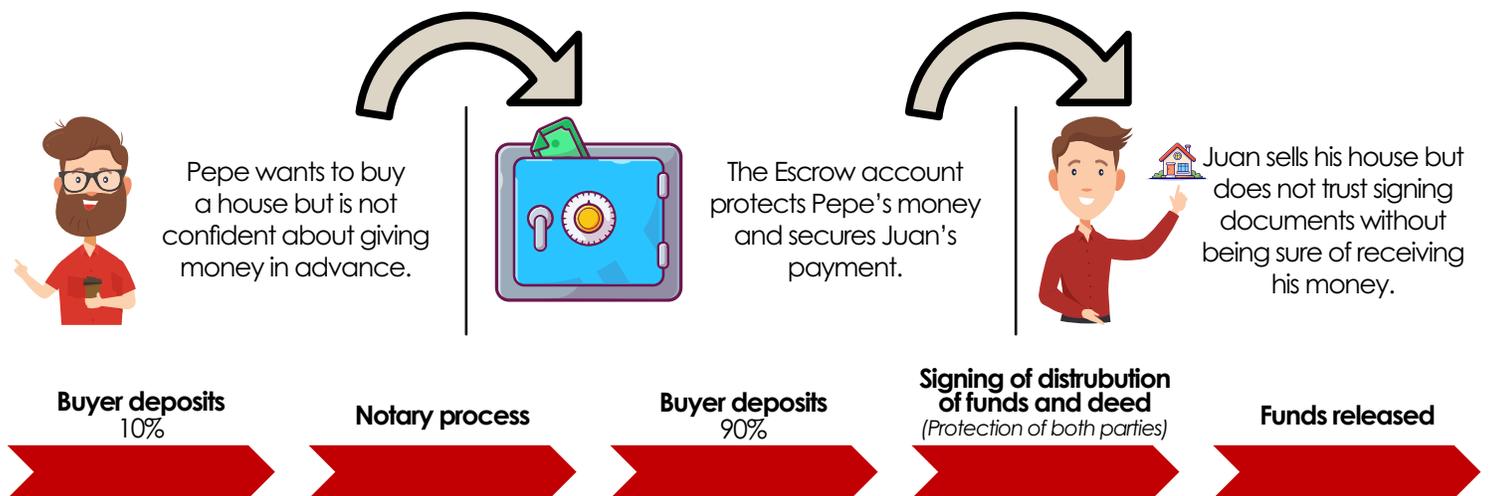
Although you can search for a house before your financing is approved, it is ideal to have it pre-approved while doing so. It gives you an advantage when negotiating if your financing is in order before bidding on a property.

**Get ready for a higher interest rate and a larger down payment for Mexican financing.**

# What is an Escrow Account?

Escrow is an English term that refers to the custody of money while specific conditions are met. In the United States, it is very common for the participants of a sale to use an Escrow to protect themselves, since the money is guarded by a third party.

In México there are companies dedicated to guaranteeing this process. The most important thing is to assure both parties of the seriousness of the process.



## Property Manager

If you will not live full time in your property, it is important that you take into account that someone has to take care of your investment. It is very common to hire a **Property Manager\*** who is responsible, has an excellent reputation, and most part if not all, responsibilities will rely on them while you're away.

When hiring a property manager for your real estate investment there are many important questions to ask before hiring. Some of those questions include:

- ➔ How many properties do you / your company manage?
- ➔ What platforms do you use to market my property?
- ➔ Who is in charge of the maintenance work?
- ➔ How do you send reports on my property? May I see an example.
- ➔ Do you pay all taxes (property tax, trust, income tax) on my behalf?
- ➔ What is the fee structure?



You can check with your agent for a list of providers.

# After Purchase

Once we give you the keys to your new home there are some things **you should consider changing for safety, comfort and hygiene**. Some of our recommendations are the following:

- ➔ Change the name on the receipts of services such as water, electricity, cable and internet service.
- ➔ Change sheets, pillowcases, replace old furniture or wash existing furniture.
- ➔ Change the door locks.
- ➔ Discard frying pans and pots.
- ➔ Consider changing the air conditioning system (if it's old), to energy saving systems such as an inverter. It will save you money long term. Also replace air and water filters.
- ➔ Replace lighting with spotlights and LED lamps.
- ➔ Fumigate the property.
- ➔ Waterproof the roof, especially if the property is in a humid climate zone.
- ➔ Carry out the repairs that were exposed in the previous inspection, if it was agreed that they would not be repaired prior to closing.



# Property Insurance

Preventing any claim that may cause damage to your investment through **real estate insurance is an excellent idea**, so you can easily enjoy the fruits of your investment.

**We recommend having at least one of these two:**

## ➔ Home Insurance

This implies any expense derived from an accident or circumstance that damages the structure or content of your home. And on some occasions, depending on each company, it provides everything your family may need for the inconvenience created in such circumstances.

## ➔ Renter's Insurance

It covers the civil liability that you might have in case of a covered claim due to bodily injury or property damage. It could also provide payment for legal defense against any covered claims or legal paperwork.



# Frequently Asked **Questions** of Buyers

## Part I

### What is the cost of hiring a real estate agent?

In most cases (and by majority we refer to all of them), **the Seller assumes the expenses of commissions and fees for the agent involved.** The buyer is responsible for covering the closing cost. In general terms and in summary: **The buyer does pay a fee for the agent that represents him/her.**

### What information from me does my agent require?

In order for the agent to give you a more effective service, the information you must provide is the following:

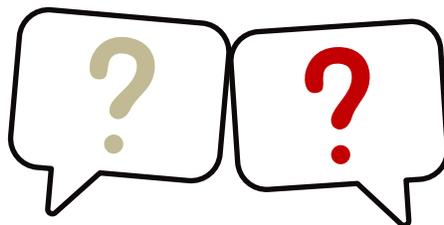
- ➔ Preferred price range
- ➔ Number of bedrooms / bathrooms
- ➔ Property style (*One Level House, Condo, Duplex, etc.*)
- ➔ Geographical area of interest / neighborhood
- ➔ Special needs or housing requirements

### How do I find out about new properties?

Our system is automated to add properties that fall within the property characteristics that you have requested to us. This includes new properties that are being added to the market.

### How long does the purchase process take?

The buying process begins when you make an offer on a house and ends at the "closing", when you have the keys in hand. On average and in general terms, the purchase and closing process takes 45 to 60 days. During this time, all prices are negotiated, all inspections are performed and contingencies are resolved.



# Frequently Asked **Questions** of Buyers

## Part II

### What happens if I find a property on my own?

Many buyers use the internet to broaden their property search while working with the agent. It is important to contact your agent (**Remember that the real estate industry has high rates of fraud worldwide**) The agent will ensure it's legal validity, instruct you on the property and determine factors to ensure that it is suitable for you.

### Can I attend "Open Houses" without my agent?

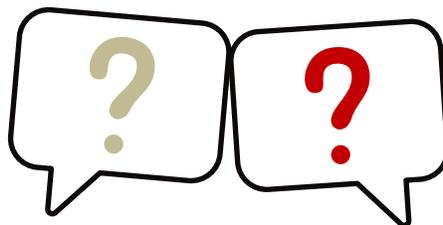
Of course. It is important that you mention that you are already working with an agent. Within the community of Real Estate agents, we have a Code of Ethics to give you clear information concerning any questions regarding the property you visit.

### What items / furniture are included?

It depends a lot on each owner. In most cases some appliances, curtains and windows accessories are included. If the property was a so called "second house", meaning it was not inhabited full time by the owner, the property is often sold with furniture and other contents. A detailed inventory list must be agreed in writing between the buyer and seller to avoid any misunderstanding. This is often done using a photo inventory.

### When do I make the first deposit?

Generally, the initial deposit is made within 3 business days after the elimination of contingencies. This contingency period also refers to the inspection we make of the property to ensure that it is in the condition that the sellers ensures. The initial deposit is also known as "Irrevocable Conditional Deposit". As it's name clearly states, **IT IS IRREVOCABLE** for both parties.





# Social Responsibility

We believe in giving back to our community. We support a number of charities and organizations that are important to us, and we are always looking for ways to help those in need. We believe that it is important to help others and that by doing so, we are making the world a better place to live.

We believe that real estate can be a force for good in the world, and we are committed to using our agency to make a difference. We are proud to support a number of charities and organizations such as:

<b>SETAC</b>	<b>VALLARTA FOODBANK</b>	<b>SPCA</b>	<b>COMPASSION FOR THE FAMILY</b>	<b>TOY DRIVE PUERTO VALLARTA</b>
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If you would like to learn more about our charitable work, or if you would like to donate to one of them, please contact us.



This project began in 2020 with the goal of bringing joy to kids. Donner & Asociados is working with communities around Puerto Vallarta and Banderas Bay to ensure that the toys get to those who need them most during Christmas time.

Each year we sponsor What A Drag, this event support a home for women who were victims of domestic violence. We strive to continue our tradition of giving back and helping those in need. Through Casa Esperanza, we have been able to provide a safe space for women who are trying to rebuild their lives.



The team goes out to the nearest river, Rio Cuale, and spend a morning cleaning up trash and debris that have ended up in the water.

It's a great way to get outside, bond with coworkers, and give back to our community!



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# Green Commitment



We are constantly striving to improve our environmental practices and make a positive impact on the world around us. We believe that real estate can be a force for good, and we are committed to doing our part to make that happen.



## Each sale is a new tree

For every single sale we represent we purchase and plant one tree to help offset the carbon footprint of the sale, which makes a positive impact on the environment.



## Digital documents

We use technology to digitize 70% of our contracts and legal papers. This helps to reduce our reliance on paper, which is a major contributor to deforestation.



## River clean-up's

We are constantly striving to improve our environmental practices and make a positive impact on the world around us. This helps to keep our city clean and free of pollution.

Help us protect the environment and  
let's give the earth a break



Congratulations on *Buying*  
your Property!



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