



## Practical Guide for Buyers:

These are some practical tips to consider before purchasing a property:

### 1. Research the Location:

- **Access to services:** Verify the proximity to hospitals, schools, supermarkets, restaurants, and other amenities. Los Cabos is a growing area, so some properties may not be located near essential services.
- **Area development:** Check if there are any infrastructure, road, or commercial projects that could increase the property's value.
- **Safety:** Consult with local residents about the safety of the area. Los Cabos is known as a safe tourist destination, but we recommend investing in residential areas with private security services and/or gated communities with controlled access.
- **Ocean view areas:** Ensure the property meets your expectations for ocean views if this is a key factor. While ocean views cannot always be guaranteed, some higher-priced properties due to their proximity to the ocean or specific construction features may offer guarantees that no constructions will block the view in the future.

### 2. Verify the Legal Status of the Property:

- **Property title or deed:** Make sure the property has a clear title and is properly registered in the Public Property Registry. (This is part of your “Due Diligence” period and should be discussed with your expert real estate agent in the area.)
- **Land use:** Verify that the property has the correct land use designation for your plans (residential, commercial, etc.).
- **Local regulations:** Familiarize yourself with any building or remodeling restrictions. Some areas of Los Cabos have specific regulations to preserve aesthetics and the environment.
- **Tax status:** Ensure the seller is up to date on property taxes and utility payments (water, electricity).

### 3. Conduct a Physical Inspection of the Property:

- **Structural condition:** Hire a professional inspector to assess the construction, foundation, roofs, walls, and potential water damage.
- **Facilities:** Check the functionality of the electrical, plumbing, and ventilation or air conditioning systems.
- **Water and drainage systems:** Ensure the property is connected to municipal water and sewage services or check for alternatives (well, septic tank).





#### 4. Evaluate Additional Costs:

- **Maintenance fees:** Ask about monthly maintenance costs if the property is in a condominium or gated community.
- **Taxes:** Investigate how much you will need to pay in property taxes (predial) and acquisition taxes.
- **Services:** Consider the costs of utilities (water, electricity, gas, internet) and their availability in the area.

#### 5. Consider Financing:

- **Mortgage loans:** If you need financing, consult with local banks or international institutions about options available for foreigners.
- **Interest rate:** Compare interest rates and evaluate whether a loan in Mexico or your home country is the better option.
- **Currency:** Consider currency exchange rate fluctuations if you plan to purchase with foreign currency.

#### 6. Review Regulations for Foreigners:

- **Fideicomiso (Trust):** As a foreigner, you will need to purchase the property through a bank trust, especially in coastal areas like Los Cabos. Review the costs and terms of the trust with your local real estate agent.
- **Possession rights:** Understand your rights as a foreigner to avoid legal complications in the future.

#### 7. Seek Legal Advice:

- **Local attorney:** Hire a lawyer specialized in real estate who is knowledgeable about Mexican laws to help with contracts and document review.
- **Notary public:** All real estate transactions in Mexico must be formalized by a notary public. The notary will verify the legal status of the property and record the sale. As a buyer, you have the right to choose the notary, closing agent, and escrow company you wish to use.

#### 8. Negotiate with the Seller:

- **Price:** Check comparable properties in the area to get a reference for market value.
- **Sale conditions:** Negotiate aspects such as whether furniture is included, the delivery date, or possible repairs before closing the deal.
- **Deposit:** Consider the amount of the initial deposit, which is typically between 5% and 10% of the sale price. This deposit will be placed in escrow once the purchase offer is accepted.





**9. Review the Community Environment:**

- **Community regulations:** If the property is in a condominium or private community, review the rules and restrictions (such as pet policies, renovations, etc.).
- **Maintenance fees:** Find out about homeowners' association fees or other maintenance dues, and what services are included.

**10. Plan for Long-Term Ownership:**

- **Resale value:** Consider the potential appreciation of the property and market trends in Los Cabos. If you buy in a pre-sale phase, there is significant potential for value appreciation, allowing you to sell later at a profit.
- **Future plans:** Think about whether the property will meet your future needs (e.g., family expansion, vacation use, or long-term investment).
- **Long-term vision:** Review whether there are any planned infrastructure or tourism developments that may affect the quality of life or property value in the coming years. In general, properties in Los Cabos increase in value over time, as the development of resorts, shopping centers, and plazas raises property prices, providing investors with substantial capital gains.

Following these steps will help ensure you make an informed purchase and avoid unpleasant surprises during or after the transaction. If you would like the opinion and advice of a local expert agent, feel free to contact us.

[Contact Us:](#)

