

5 TIPS FOR PURCHASING



01.

AGENT REPRESENTATION

Don't try and DIY in a foreign language, new culture with different rules and regulations. Interview multiple agents to discover the best fit for exclusive representation.

02.

EXCLUSIVITY

It's not common for sellers to list with only one agent. You'll find different agents, terms, pricing, and other details. This is why it is critical to find a professional to represent your best interests.

03.

FIDEICOMISO

A bank trust or Fideicomiso is **required** in Mérida. You'll have the same rights as if you owned the property outright. The bank trust is for 50 years and renewable.

04.

CASH OR MORTGAGE

While it is possible to get a mortgage, the majority of buyers pay cash. This normal and customary. Whatever option you choose, be sure your agent helps you with the process at all times.

05.

CHALLENGES

Mérida agents talk amongst themselves. Be cognizant and respectful at all times. If you are agent shopping, agents will soon discover it and may refuse to work with you.

Not all agents are the same. We have just as many agents on our "do not work with" list as we do on our "work with" list.