



Car SERVICES
Purchase



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Car Purchase

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Purchasing a car in Mexico can be an exciting yet distinct experience, especially if you're accustomed to buying vehicles in your home country. Not only do the processes and paperwork differ, but each Mexican state has its own unique set of rules and regulations regarding vehicle registration, taxes, and required documentation. From understanding the importance of a factura (official invoice) to navigating insurance requirements, being informed about these crucial differences will help make your car-buying journey in Mexico smooth and successful. Used cars retain their value and can also be extremely affordable!

PLEASE NOTE, WE DO NOT ASSIST WITH:

- Cars priced under \$150,000 mxn
- For Sale by Owner

There are too many issues and unknowns in dealing with these two areas. Cars priced under \$150,000 mxn tend to have a lot of problems including deferred maintenance.

In the case of a For Sale by Owner, most frequently found on social media/Facebook marketplace, it can be difficult to determine factual information. An original factura is required with the current owner's signature which has to be investigated and verified. If there are more than 3 owners, this can create a problem with maintenance issues. Some owners do not allow mechanic checks.

TO BEGIN THE PROCESS, WHAT IS NEEDED IN ADVANCE:

- Temp or Perm Residency
- RFC (equivalent to a social security number)*
- Current Address on File with INM
- Utility bill (JAPAY water OR CFE electric) address MUST match current address on file with INM
- *NOTE: You DO NOT need an RFC to buy a car. In order to register the car, change the plates, an RFC is required.

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HOW WE ASSIST & WHAT OUR SERVICE INCLUDES:

- Provide trusted, vetted sites for research and to narrow choices. We have one used car lot (with multiple locations) and a salesman we trust.
- Recommendations guideline for choosing the best car.
- Assist at the car lot with translation (if needed) and other questions.
- Negotiation is not appropriate here (not just on cars but almost everything else – the price is the price).
- Inquire about deposits and final payment.
- Most cars have some type of warranty which we will inquire about in advance for any cars of interest.
- MOST car dealerships handle transfer of ownership which is very easy and simple – done at the time of purchase which we will verify and provide information.
- Full Mechanic Check – \$700 – \$850 mxn
 - Car has to be taken no later than 7am and the service lasts 4–6 hours. Advance appointments are not accepted.
 - Accompany you to drop off the car at the mechanic and receive the information and repairs suggested – PLEASE NOTE: the mechanic does not create a written report, it is only sent in a WhatsApp message. IF repairs are required, we will ask for a quote.
 - Accompany you to pick up the car at the mechanic and return it to the dealership for the next steps including payment instructions, owner transfer, etc.
- Recommendation for car insurance.
- Provide professional resources for repairs.

WAYS TO PURCHASE A CAR*

- Best way to purchase a car is with CASH. This is the quickest, easiest, and least complicated way. You'll receive the original invoice (factura).
- Next option is bank transfer from your home country bank to the car dealership or car lot. This requires an extra step for the invoice. They will have to produce another invoice which may have an additional cost (re-facturar) of approximately 16%. Wise or other 3rd party transfers are NOT allowed.
- Least recommended is establishing a line of credit which also requires an RFC. This can take several years. Interest typically starts around 12% with a 30% downpayment.
- *SOME dealerships / car lots require you to have a Mexican bank account. However, the one we work with does not.

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OUR PROFESSIONAL SERVICE FEES (IN PESOS):

- For cars priced between \$150,000 - \$199,999, we charge 7.5% of the car price.
- For cars \$200,000 and above, we charge 5% of the car price.
- The process takes between 3-5 days. We also include a one hour driving lesson and a rules and regulations book that you are required to keep in the vehicle.
- IF you decide NOT to buy, we charge a daily rate of \$1,750 charged according to the number of days invested.
- We ask for an initial deposit of \$3,500 which is credited to you at the end of the service period with the balance due.
- We accept cash in pesos, bank transfer, Wise transfer, or credit cards paid via Stripe (plus a 3.5% processing fee).
- Most of the time, we need about 2 weeks advance notice (sometimes we can do it quicker, just ask).

OTHER RELATED SERVICES:

Driver's License Information

You can drive with a license from other countries as long as it is not expired. While a license is NOT required to purchase a car, it is helpful in other areas such as reduced fees to museums and archaeological sites, etc.

FOR DRIVER'S LICENSE, WE REQUIRE:

- Current address on file with INM (immigration).
- Utility bill (JAPAY water OR CFE electric) address MUST match current address on file with INM.
- Temp or Perm Residency.
- This service is offered on a case-by-case basis. A complimentary consultation is offered to assess what is needed and a quote will be given at that time.

License Plates (Placas)

This service is offered on a case-by-case basis. A complimentary consultation is offered to assess what is needed and a quote will be given at that time. Please note, license plates stay with the car and change every 3 years as noted on the circulation card you'll receive.