

IF YOU SEE THIS, STOP.

Seven signs a Mexican property deal isn't what it seems – before you sign anything.

- 01 ☐ **You're being pressured to decide today.**
Slow down. Real opportunities can survive a week of diligence.
- 02 ☐ **There's no written contract – or it's Spanish-only with no translation.**
Get everything in writing, with a translation you can read before you sign.
- 03 ☐ **You're asked to pay in cash, or to a personal account.**
Money should move through escrow, or directly to the seller once a contract is signed. Never to an agent's personal account.
- 04 ☐ **No one mentions a fideicomiso for restricted-zone property.**
Foreign buyers need a bank trust (fideicomiso) within 50 km of the coast or 100 km of a border.
- 05 ☐ **The listing is a widely-shared "exclusive."**
A true exclusive isn't showing up on five other agents' feeds.
- 06 ☐ **The agent can't show a license or references.**
Quintana Roo has a real estate licensing law. Ask for their registration, check it, and call their references.
- 07 ☐ **The seller's agent is also presenting themselves as "your" agent.**
Ask exactly who they represent, and get it in writing.

HAVE A DEAL IN FRONT OF
YOU? LET'S LOOK AT IT
TOGETHER.

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THE VETTING FRAMEWORK



VET EVERYONE BEFORE YOU SIGN.

You don't have to know Mexican real estate law — you just have to know what to ask, and who's supposed to answer.

PROFESSIONAL	VERIFY / ASK
01 REAL ESTATE AGENT	References, network / association memberships, who they represent, written agreements Licensing varies by state. Confirm in writing whether they work for you or the seller.
02 NOTARIO PÚBLICO	Which notaría, role in closing, fee schedule in writing A government-appointed lawyer, not a US-style notary. Certifies the sale and registers the deed.
03 ATTORNEY	Independent of seller, title-search process, escrow handling The notario is neutral. Your own attorney checks the contract, title and liens before money moves.
04 DEVELOPER	Track record, delivered projects, permits, escrow/trust for deposits Pre-construction deposits fund a building that doesn't exist yet. Ask where they're held.
05 FIDEICOMISO BANK	Which bank, setup + annual fees, SRE permit timeline Near coasts and borders, foreigners hold title via bank trust. It needs a permit from SRE, Mexico's foreign ministry.

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