

## Purchasing in Baja: Customary Steps



Making your first offer on an existing property in Mexico can be simultaneously exciting and nerve wracking without an understanding of the process. Here are the common steps to the process to help put you at ease:

1. Formalize the offer, deposit, and acceptance of the offer (Buyer and Seller)
2. Conduct a title search (Buyer)
3. (*Optionally*) open an escrow account (Buyer)
4. Enter into a formal purchase contract (Both)
5. (If a trust does not already exist) elect a Mexican bank to manage the trust (Buyer)
6. Obtain a trust permit (Buyer)
7. Perform a due diligence investigation (Buyer)
8. (*Optionally*) file for title insurance (Buyer)
9. Select a Notary Public to close the deal (Buyer)
10. Review and ultimately sign the title document before the Notary Public (Both)
11. File and register the title (Buyer)

Note that a buyer has a number of items to complete in the process. It is for this reason that Prudential recommends that you hire a representative to drive all the documentation to completion. This can either be a Mexican attorney but there are lower-cost, paralegal alternatives that charge between \$1,200 and \$1,500 which includes all the documentation, the title search, a plot plan, and the due diligence documents. Normal closings periods in Mexico are at least 45 after the formal purchase contract is signed.

I will also help move the process along and review the various documents so that you can be secured and enjoy your home as soon as possible.

### Larry French



Km. 41 Carretera Libre Tijuana a Ensenada  
Rosarito, Baja California Norte, Mexico  
US Cell: 303.588.9408  
eMail: [larry@oceanfrontbaja.com](mailto:larry@oceanfrontbaja.com)

© An independently owned and operated member of Prudential Real Estate Affiliates, Inc.