

REAL ESTATE IN LATIN AMERICA

2012

Sophisticated Markets

Modern facilities with unusually attractive features and amenities

Catering to needs – medical facilities and improved infrastructure

Geographical closeness – accessibility at low cost

Aggressive government incentives – tax exemptions, discounts, no capital gains tax

Cost of Living – lower taxes, construction costs, everyday living expenses

Culture, traditions, cuisine

Warm and hospitable people

Why destination for Americans

Boomers (1946-1964) – loss of liquidity (working longer) & high cost of living in US

Medical care and cosmetic medicine – lower cost, not exposed to friends, warm doctor/patient

High foreclosure rates in US second home destinations

Anonymity of investors – parking dollars

General Concepts

How to take title – personal or corporation

Fee simple vs. ejido

Notario – contract, title search, escrow, closing, collect and file taxes

Title Insurance – available from US companies

Work with local real estate agent – licensing laws, market knowledge, language, business norms

Do research on country/region – economy, currency, language (hola, gracias, cerveza, baño)

Common Language in all of Latin America: Soccer

“Don’t leave your brain at the border”

Factors – Pro

US crisis

Remittances

Tourism

Trade Treaties

Panama Canal

Panama Puebla Plan – dry canal

Eurozone

Factors – Con

Insecurity – bodyguards, armored vehicles, drug cartels, kidnappings

Political Instability – legal guarantees, personal guarantees

Currency devaluation

Resources

www.realtor.org/global

AmChams

Consular Offices

Tourism & Economic Development Agencies

Social Clubs

Presented by

CARLOS A. FUENTES, CCIM, CIPS, TRC

Atlantic & Pacific Real Estate

Mobile 813-598-4224

cfuentes@ccim.net

Skype I.D: carlostrc1