

Mexico's Allure



Snell, Fair & Barnes has been selling property in Los Cabos since 1991 and is recognized as the Baja's largest and most respected brokerage. They represent more than 80 percent of Los Cabos' oceanfront property, including two of the finest communities in Baja...Cabo Del Sol, home of the Nicklaus Ocean Course and the new Weiskopf Desert Course, and Punta Ballena, home to Esperanza, a world-class resort hotel and spa from Auberge Resorts. As a matter of fact, if you purchase a homesite in Cabo Del Sol, it includes a title insurance

Snell, Fair & Barnes makes investing in Mexico's luxury communities a safe and secure endeavor for U.S. buyers.

Forget everything you've heard about purchasing property in Mexico. Today, acquiring a home or vacation property in Mexico is as safe and secure as purchasing in the United States — and Snell, Fair & Barnes is the brokerage that has led the way in changing the way real estate is purchased in Mexico.

Snell, Fair & Barnes understands the laws and regulations that have made investing in Mexican property an intelligent and lucrative investment strategy. "By combining the ownership laws of Mexico with the standard closing procedures we use in the U.S., we have developed the safest and most secure way to purchase property in Mexico," states Chris Snell, president and founder of Snell, Fair & Barnes. "Handshakes and promises are a thing of the past. Today, it's third-party escrow accounts and title insurance."

The key to ownership is a safe, established and perpetually renewable Mexican property trust called a "Fideicomiso." The trust is not a land lease: it is a land trust that provides you with all the rights of ownership and is renewable for perpetuity; therefore you can will the property from generation to generation.



The key to Snell, Fair & Barnes is the use of third-party escrow and U.S. title insurance. Once you've decided to purchase a property, your money is placed in an individually numbered and insured escrow account with Stewart Title Guaranty of Houston, Texas. No funds are released to the seller until title to the property has transferred to you free and clear of any liens and encumbrances. "When your money is held in escrow and not released to the seller until title transfers, the burden of transferring ownership is put on the seller. If there is any sort of problem, your money is still safe and sound in an interest-bearing account," Snell says.

policy from Stewart Title Guaranty. "You will not find another community in Mexico that offers that," Snell says.

Snell, Fair & Barnes is changing the way real estate is done in Mexico. Their slogan is obvious, but to the point. "It's your money and your investment...it's our job to protect it."

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