

# Mexico's Allure



Forget everything you've ever heard about purchasing real estate in Mexico. Today acquiring a home or vacation property in Mexico is as safe and secure as in the United States – and Snell Real Estate has been the main influence in changing the way real estate is purchased in Mexico.

Snell Real Estate understands the laws and regulations that have made investing in Mexican property an intelligent and lucrative 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 Real Estate, "handshakes and promises are a thing of the past. Today it is third-party escrow accounts and title insurance."

The key to ownership is a secure, 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 in perpetuity; therefore you can will the property from generation to generation.



*Snell Real Estate makes investing in Mexico's Luxury communities a safe and secure endeavor for U.S. buyers.*

The success of Snell Real Estate is firmly rooted in 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. Snell states, "No funds are released to a 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 placed on the Seller. The key is this", says Snell, "if there is any sort of problem, your money is still safe and sound in an interest-bearing account".

Snell Real Estate 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% of the available oceanfront property in Los Cabos, including three of the finest communities in Baja . . . Villas Del Mar, the exclusive and visionary resort located within Palmilla, where Sol Kerzner's newly renovated "One & Only" Palmilla Hotel will re-open in early 2004; Cabo del Sol, which features the Nicklaus Ocean Course and the Weiskopf Desert Course, as well as Los Cabos' first Golf Club House; and Punta Ballena, home to Esperanza, a world-class resort hotel and spa from Auberge Resorts of Napa Valley.

Chris Snell is so confident in the caliber of properties he offers, that he includes, free of charge, a title insurance policy from Stewart Title Guaranty. "To my knowledge, we are the only Broker in North America offering this to our clients.", states Snell.

Snell Real Estate 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."**

For more information, please contact



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