



## Snell Real Estate Monthly Newsletter

### JULY NEWS UPDATE

#### Thoughts from Chris Snell, President

Welcome to the revitalized news update section of [snellrealestate.com](http://snellrealestate.com). Here we will provide you the latest news and information on Snell Real Estate, Los Cabos and beyond.

Whether you're a current homeowner, a potential investor or simply someone interested in learning more about the destination, let Snell Real Estate be your source. We'll update the newsletter at the middle of every month, keeping you informed on what's to come in the month ahead. From helpful real estate information to updates on Snell Real Estate's master-planned communities, and from destination news to local events, if it matters to you, we have it covered.

As always, we welcome your ideas of how we can better serve you. If you have comments or ideas on how we can be more helpful to you with this newsletter—and beyond—please email Emily Hughey at [snellrealestate@yahoo.com](mailto:snellrealestate@yahoo.com).

### SNELL REAL ESTATE NEWS

#### General real estate division launches with an eye for distinctive properties



Unique homes, superb views and original designs are just some of the things potential investors can expect from Snell Real Estate's new general real estate division, which launches this month in San Jose del Cabo.

To meet the needs of investors in the rapidly growing Los Cabos area, Snell Real Estate is expanding its reach to include distinctive, unique properties outside its three master-planned communities. "In addition to exclusively representing Villas del Mar, Punta Ballena and Cabo del Sol, we're reaching out to thriving and developing areas to represent other sellable properties that meet our standard of quality," said Chris Snell, president. "Real estate is developing rapidly in the area, and we want to continue taking care of investors as the destination grows."

Janet Jensen, long-time Los Cabos resident and Snell Real Estate agent, is leading the division, which will be headquartered in Plaza Garuffi, near the old Flora's restaurant location. The impetus behind the new division was a desire to grow with the community, and Jensen is looking forward to representing the best sellable properties available. "If the property has a clear title and is extraordinary in some manner, we are looking to represent it," Jensen said. "From relaxed bungalows with sweeping vistas to oceanfront mansions with all the trimmings, we're looking only for the most unique properties available."

While Snell Real Estate continues to lead the high-end residential market in Los Cabos, the company's general real estate division will look at homes in all price ranges. "We'll be directing our attention to a wide range of properties," Jensen said. "From Pedregal to Querencia and Puerto Los Cabos to the East Cape, as always, we'll have our eyes on the most distinctive properties available in Los Cabos."

## Elite Destinations presents supreme summertime pampering for less



As the Baja summer heats up, elite rental prices are more affordable than ever. For the ultimate summertime getaway, look to Elite Destinations, the optimum in high-end vacation rentals.

"Our properties—and the services we provide—are the finest in all of Baja," said Gloria Coté, Elite Destinations rental coordinator. "And this summer, guests can enjoy all the oceanfront trimmings at a better value than ever."

Elite Destination's nine oceanfront homes each have gourmet kitchens, multiple bedrooms, expansive patio-and-pool areas, dramatic views and all the touches of paradise right in your own home. To view the area's most elite rental properties, visit [www.caboelite.com](http://www.caboelite.com) or contact Gloria Coté at [Gloria@caboelite.com](mailto:Gloria@caboelite.com) or 011-52-624-142-4873 to make your reservation.

## Snell merges with Bisbee's to support 24<sup>th</sup> annual jackpot tournament

High-adventure sport fishing and high-style real estate don't always go together. However, in Los Cabos, Mexico, the marriage is as natural as tequila and lime. Los Cabos' happiest couple officially will unite in the 24<sup>th</sup> annual AutoExotica-Bisbee's Black & Blue Marlin Jackpot Tournament, also presented by Snell Real Estate, October 19 to 23, 2004, to benefit the destination they love and to raise money for Pete's sake.



Together, the Bisbees and Snell Real Estate will take on the fundraising arm of For Pete's Sake, a Southern California charity founded in the name of late boat captain, Pete Lopicola, which raises money for leukemia research and donates more than \$20 thousand yearly to Los Cabos kids in need of medical attention. Although this is the first year the Bisbee family and Snell Real Estate will partner to benefit For Pete's Sake, both companies aim to continue the tradition for as long as Los Cabos has been a bastion of sport fishing and finery.

In its infancy as a tourist destination, two parents — the powerful marlin and vibrant luxury — molded Los Cabos into what it is today. Now both are represented by two of Los Cabos' long-time community giants, the Bisbee family and Snell Real Estate. For more information on Snell Real Estate and the history of the Bisbee's tournament, visit the News & Editorials section of [www.snellrealestate.com](http://www.snellrealestate.com) or [www.bisbees.com](http://www.bisbees.com).

## SEPARATING FACT FROM FICTION IN MEXICAN REAL ESTATE

Each month, the Snell Real Estate newsletter highlights a helpful hint for current and potential investors. As the local authority on Mexican real estate, Chris Snell is available to answer questions ranging from title insurance to home design. If you have a question you'd like answered in the next newsletter, email [snellrealestate@yahoo.com](mailto:snellrealestate@yahoo.com).



**Q: What is a *fideicomiso* and why do I need it?**

**A:** The *fideicomiso* is Mexico's answer to a living trust or estate trusts in the United States. With the advent of the North American Free Trade Agreement, the Mexican Government recognized it was critical to make foreign investment in Mexico safer and easier than before. Because the Mexican Constitution prohibits foreigners from purchasing or owning real estate within 60 miles of an international border or within 30 miles of the Mexican coast, a new, safe method of holding title was created. This new instrument, modeled after the one in Monaco, allows ownership through a Mexican property trust, called a *fideicomiso*. This is a trust agreement, much like an estate trust, giving you all the rights of ownership.

At Snell Real Estate, we work with federal and state notaries for all our closings, and to secure your new trust. (In Mexico, a *notario publico* is much different than in the United States; it's more like a clerk of courts.) On average, we can obtain your trust within 60 days and in some cases, we have actually transferred title in as little as two to three weeks. We oversee the entire process and make certain you understand each and every step involved. We can even provide you with an English sample trust for you to review.

No matter what you do, select property with a clean title and be sure to get a *fideicomiso*. For more information on acquiring a *fideicomiso*, please visit [http://www.snellrealestate.com/owninginmexico.cfm?subject\\_body\\_id=1](http://www.snellrealestate.com/owninginmexico.cfm?subject_body_id=1), call a Snell Real Estate agent at 1-877-486-7517 or email [snellrealestate@yahoo.com](mailto:snellrealestate@yahoo.com).

**SNELL REAL ESTATE PROPERTY PROFILE**

For all the comforts of home dressed in luxurious finery, Villa 104 is your casa away from home. From its hacienda-style architecture on the outside to its superb finishes on the inside, this villa radiates livable opulence. Two master suites with king-sized beds, a guest room with a king-sized bed and a private guest casita with two queen-sized beds make this home the perfect place for family and friends to gather with the kids.



Further entertaining amenities include a complete stereo system, a large pool/patio area with an oversized oceanfront Jacuzzi, an outdoor dining palapa and barbecue area, Sub-zero appliances, Viking gas range, a 15-bottle wine chiller, a wet bar and a large entry courtyard with a fireplace. The oceanfront fire pit in back allows for enjoying cool Baja nights while overlooking the Esperanza Resort, miles of dramatic coastline and tidal pools.

To reserve your own Villa 104 experience, call Gloria Coté at 011-52-624-142-4873 or email her at [Gloria@caboelite.com](mailto:Gloria@caboelite.com)

## DESTINATION NEWS

### Cabo del Sol Ocean Course gets makeover in hopes of top 50 ranking

For Cabo del Sol, a spot in the top 100 golf courses in the world just wasn't enough. Ranking 68<sup>th</sup> in *Golf Digest's* annual poll of international golf courses, the Jack Nicklaus-designed Cabo del Sol Ocean Course jumped forward 25 places into prestigious territory as the top golf course in Latin America. "We took a 25-spot leap in the top 100 courses in the world and it got us motivated to be part of the top 50," said Christel Brandwagt, director of sales and marketing.



With more accolades in mind, the Ocean Course will be closed through October 18 of this year for renovations and grass upgrades. The intricate process involves replacing the current Tif-Dwarf greens with Tif-Eagle Bermuda grass, a more modern, finer blade that provides a more consistent maintainable surface. In addition, grasses and sub-soils will be removed and replaced according to USGA specifications then reshaped, re-contoured and sprigged. In addition, Jack Nicklaus Design will fine tune the 5th hole where the fairway will be completely reworked and tee complexes shifted providing sightlines to the green while revealing spectacular ocean views. On the 16<sup>th</sup> hole, the green will be pushed closer to the ocean for more dramatic ocean play.

Until the revamped Ocean Course is unveiled in mid October, the Cabo del Sol Desert Course is available for booking.