

THE ULTIMATE TULUM BUYER'S GUIDE

Essential Roadmap for Moving, Investing, or Buying a Vacation Home in Tulum, Mexico.



Stephanie Flores

BestCoast Real Estates Inc.

WELCOME

Learn the process. Avoid the mistakes. Buy with confidence.



If you've been thinking about moving to Mexico, buying a vacation home, or investing in a rental property, you're in the right place. This guide breaks down exactly how the process works, especially for buyers coming from California who want transparency, clarity, and confidence before making the move.

In this guide, you'll learn:

- ✓ Legal steps
- ✓ Fideicomiso explained
- ✓ How to work with developers
- ✓ Closing costs & timelines
- ✓ What to expect during the move

Whether you're planning to relocate full-time or buy a second home, this roadmap will help you understand every step from California → Mexico → Keys in hand.

Phone: 1 (562) 458-5198

Email: bestcoastrealestates@gmail.com



CUSTOMER SERVICE



MARKET KNOWLEDGE



SMART NEGOTIATION



FIND AN AGENT



BUYER'S AGENT RESPONSIBILITIES

- ✓ Help buyers understand the local housing market
- ✓ Analyze buyer's wants and needs
- ✓ Make appointments to tour homes
- ✓ Help buyers evaluate the price and value of a home
- ✓ Explain the buying process and closing disclosure
- ✓ Recommend trusted home inspectors
- ✓ Coordinating the work of other professionals
- ✓ Negotiate with the selling agent and other parties
- ✓ Double-checking paperwork and deadlines

Why choose us?

OUR MISSION

Buying a home is more than a business transaction, it's personal. Our team is committed to our one-on-one relationship. Reducing time and energy, bringing back the fun in buying a home.

LOCAL KNOWLEDGE

We live locally, shop, and support locally. We make this area our home. We know this market inside and out and are excited to share our expertise with you.

TEAM APPROACH

We do more than help people buy homes. We solve problems. We create solutions. We connect the dots. We are the space between where you are and where you are going.

AVAILABILITY & COMMITMENT

We know how important it is to have someone you like, know, and trust guiding you every step of the way. We are committed. We are here for you. We are excited to be taking this journey with you!

STEP 1:

Understand Why Buying in Mexico is Different

Buying property in Mexico is **not** like buying in California, but it *is* safe, legal, and straightforward when done correctly.

HERE'S WHAT'S DIFFERENT

- Foreigners cannot buy land in their own name within the “restricted zone” (coastal + border areas).
- Instead, ownership is done through a Fideicomiso (bank trust) or a Mexican corporation.
- There is no MLS, so information comes from agents, developers, and private listings.
- Some properties are titled... and some are Ejido land (not legal for foreigners).



YOUR FIRST JOB

- Learn the basics
- Work with someone who understands cross-border buying
- Avoid unverified property or unlicensed sellers

STEP 2:

Hire a Buyer's Attorney (mandatory for foreigners)

YOU NEED:

- ✦ *Real estate lawyer*
- ✦ *Notario Público (handles title transfer)*

They will check:

- Land title
- Permits
- Catastral registry
- Municipal zoning
- Land-use certificates (Uso de Suelo)
- Property boundaries
- Existing liens

Attorney cost:

\$1,500–\$3,000 USD

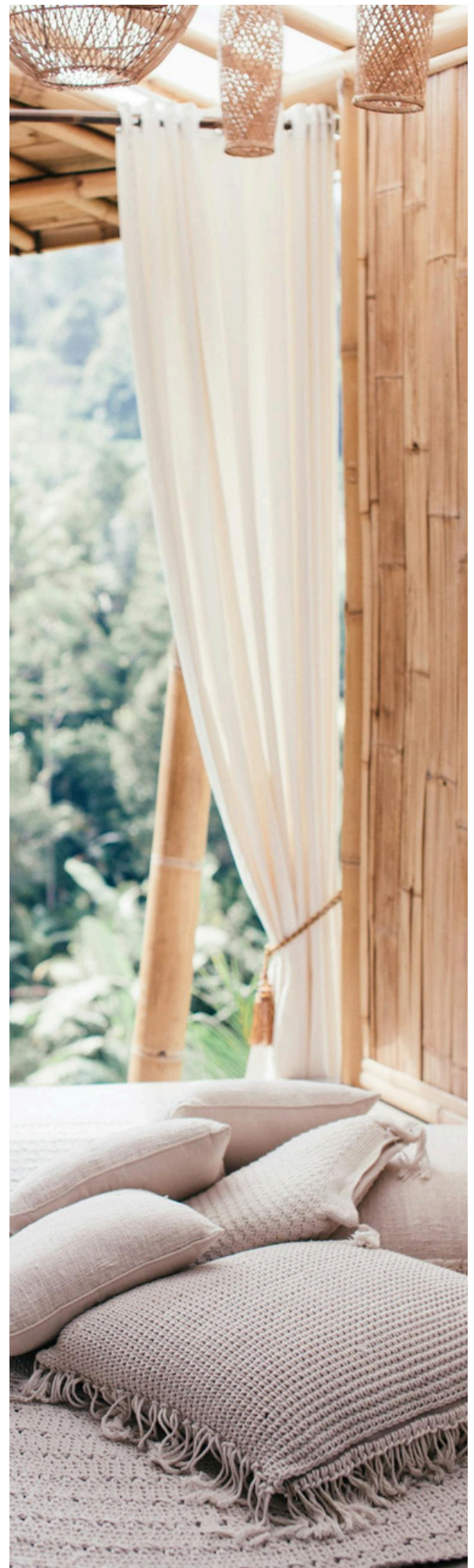
Notario fee:

\$1,800–\$4,000 USD



DO YOU NEED HELP FINDING AN ATTORNEY AND NOTARY?

Don't worry! I can connect you with the best notary and real estate attorney in the Tulum region. Please message me directly, and I can send you the information.





YOUR BUDGET:

Foreigners typically purchase properties in cash, but you can finance in special cases.

Your budget should consider:

- Purchase price
- Closing costs (5–8%)
- Furnishing
- Fideicomiso fees (\$500–\$700/yr)
- HOA (if applicable)
- Property taxes (very low — often under \$200/yr)

If you are relocating permanently, also consider:

- Moving costs
- Residency permit (temporary or permanent)
- Car importation/storage
- Medical insurance

✦ Pro Tip:

Developers often offer 0% interest payment plans during construction

STEP 3:

Get pre qualified and set your budget!



RESIDENCY *Tips*



You make an appointment and bring the required documents, depending on which path you qualify for.

There are 2 major phases:

1. Start your application at a Mexican Consulate outside Mexico
2. Finish it inside Mexico at the immigration office (INM)



NEED MORE GUIDANCE ON HOW TO GET YOUR RESIDENCY?

Message me directly ! Or visit your local consulate for more information. Just search Mexican consulate near me.

STEP 4:

UNDERSTAND FIDEICOMISO (BANK TRUST)

If the property is within 50 km of the coast or 100 km of the border, you'll need a Fideicomiso.

WHAT IS IT?

A secure trust where a Mexican bank holds the property on your behalf.

What it does:

- ✓ YOU have full ownership rights
- ✓ You can sell, rent, remodel, inherit, or transfer it
- ✓ Renewable every 50 years

COSTS:

- \$500-\$1,000 setup fee (varies by bank & region)
- \$500-\$700 per year

ALTERNATIVE:

A Mexican corporation (for certain income-producing properties).

This is where your agent + closing attorney guide you 100%.

BANKS USED:

- HSBC
- Banorte
- Santander
- Scotiabank

✦ Pro Tip:

If you are of Mexican descent, you can bypass this and buy as a Mexican Citizen. Please message me directly on how to gain citizenship!

STEP 5:

Find Your Property & Start Due Diligence

This is where your real estate search gets real.

You can buy:

- ✓ Pre-construction condos
- ✓ Turnkey homes
- ✓ Luxury villas
- ✓ Land
- ✓ Airbnb-friendly units
- ✓ Fix-and-flip opportunities



DUE DILIGENCE INCLUDES:

- Title search
- Checking zoning
- Bank trust verification
- Developer background check
- Reviewing HOA rules
- Reviewing contracts in English
- Ensuring it's NOT Ejido land

Important:

Always work with a closing attorney (not just an agent).



STEP 6:

Closing Process + Timeline



ONCE YOU CHOOSE YOUR PROPERTY:

Here's the general timeline:

Week 1-2:

- Sign the reservation agreement
- Pay deposit (\$5,000-\$10,000)
- Contract drafted in Spanish & English

Week 3-6:

- Bank trust application
- Due diligence completed
- Documents prepared

Week 6-12:

- Final closing
- Notary public formalizes ownership
- You receive keys + title

Closing costs:

5%-8% of the purchase price



Step 7

MOVING FROM CALIFORNIA TO MEXICO

Here's what to prepare for the transition:

Immigration

- Apply for temporary residency (up to 4 years)
- Convert to permanent residency later

Banking

- You can open a Mexican bank account once you have residency
- Many buyers keep U.S. and Mexican accounts

Healthcare

- Private insurance available
- Costs are much lower than in California

Lifestyle Setup

- Internet setup
- Car registration
- School enrollment (if applicable)
- Hiring a property manager if renting

YOU'RE READY!

Once everything is in place, you're officially living or investing in Mexico with confidence.

MY PROFESSIONAL HELP

Your Direct Connection to Trusted Developers

Buying property in Mexico becomes much easier when you have the right connections. I work directly with reputable developers in Tulum, Playa del Carmen, and the Riviera Maya, giving you access to verified opportunities and a smooth, safe buying experience.

What I Provide:

- Verified Lots & Land Options

Lot sizes, availability, zoning details, and transparent pricing.

- Full Architectural Plans

Modern, efficient home designs with customization options.

- Construction Details

Timelines, materials, upgrade options, and stage-by-stage processes.

- Financing Options

Developer financing, flexible payment plans, and construction-phase schedules.

- Title & Legal Information

Fideicomiso guidance, attorney referrals, and all documentation needed for a secure closing.

- Trusted Local Teams

Architects, engineers, builders, and closing coordinators you can rely on.

Why Work With Me?

This is the easiest and safest entry point into owning property in Mexico—whether you're investing, relocating, or building a vacation home. With my connections and experience, you'll have everything you need to move from idea → land → fully constructed home.

If you're interested in exploring land opportunities or building your home in Mexico, I have all the information, plans, pricing, and support ready for you.

Message me for more information!





THANK YOU

SCHEDULE A CALL WITH US TODAY!

Celebrate and focus on moving into your new home! Plan for inspections, complete all documents promptly and ask any questions that you may have. You will want to schedule your move, pack items, and notify businesses of your address change. I will provide a moving checklist to help you remember all the details!

8+

years of experience
in the industry

95%

clients are satisfied
with our services