



# QUINTANA ROO IN NUMBERS

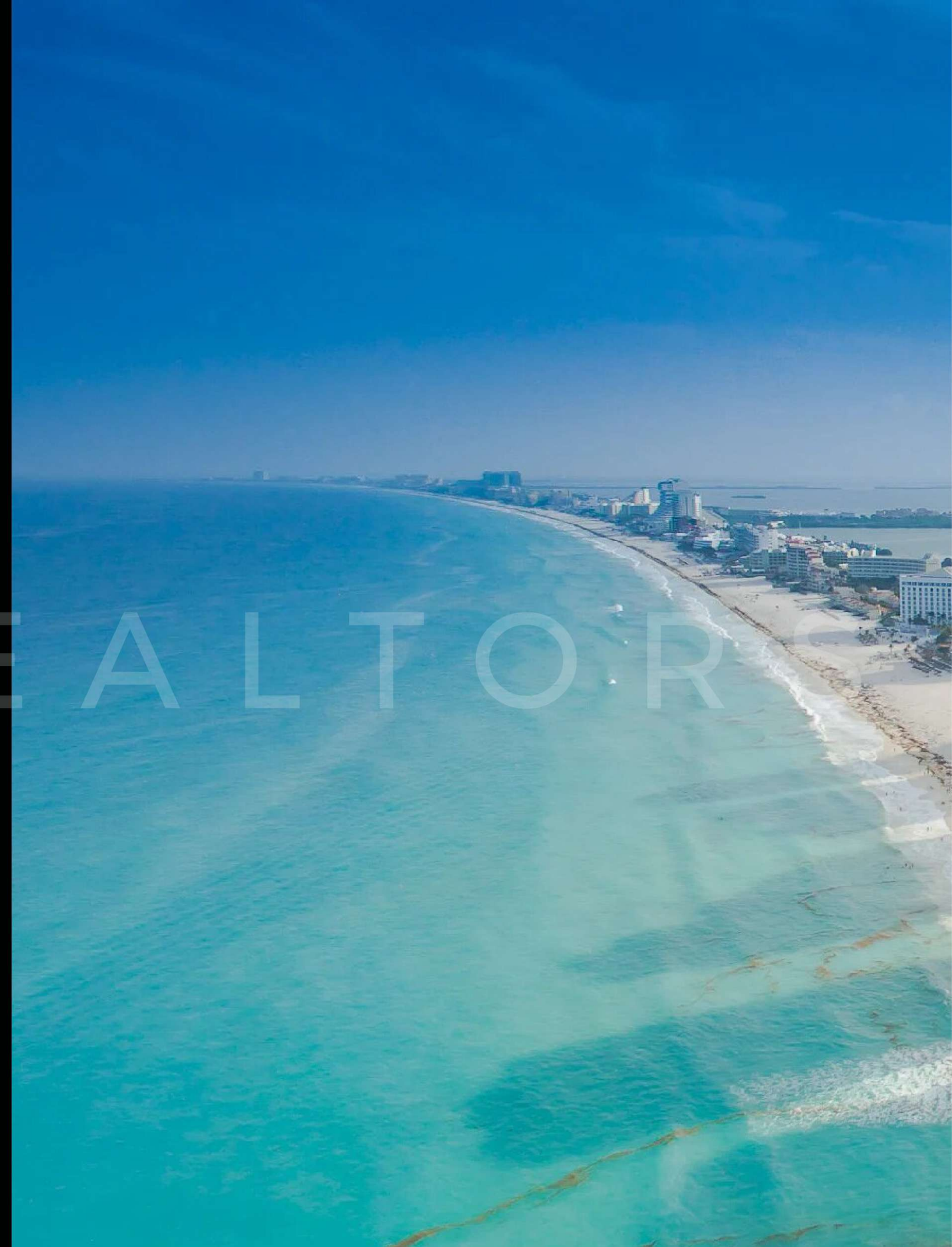
*- Hard Data and Statistics*



**NUMBERS OF  
VISITORS IN  
QUINTANA ROO**

- 15,100,000 by airway
- 7,200,000 by Seaway
- 1,800,000 by land route

**TOTAL: 26,200,000**



**QUINTANA ROO  
IN NUMBERS**

★ **50,843 km<sup>2</sup>**  
of extension  
(2.2% of the  
national territory)

★ **900 km** of coast

★ **1.8 million inhabitants**  
(1.3% of the  
national population)

★ **49,916** of the residents are  
**women** and **50.1%** are **men**

★ It has **11 municipalities**



★ **67%** of the population  
is **economically active**

★ It has **11 municipalities**

★ **19.6 million tourists** and **4.9 million cruise passengers** in 2022

★ **+ 109,000 hotel rooms**  
in 1,166  
hotels

★ **88%** of the state's **population**  
lives in **urban locations**

★ **19.4 million dollars**  
of spill economic

★ **10th place**  
according to  
the IMCO state  
Competitiveness index

**NUMBERS OF VISITORS IN QUINTANA ROO**

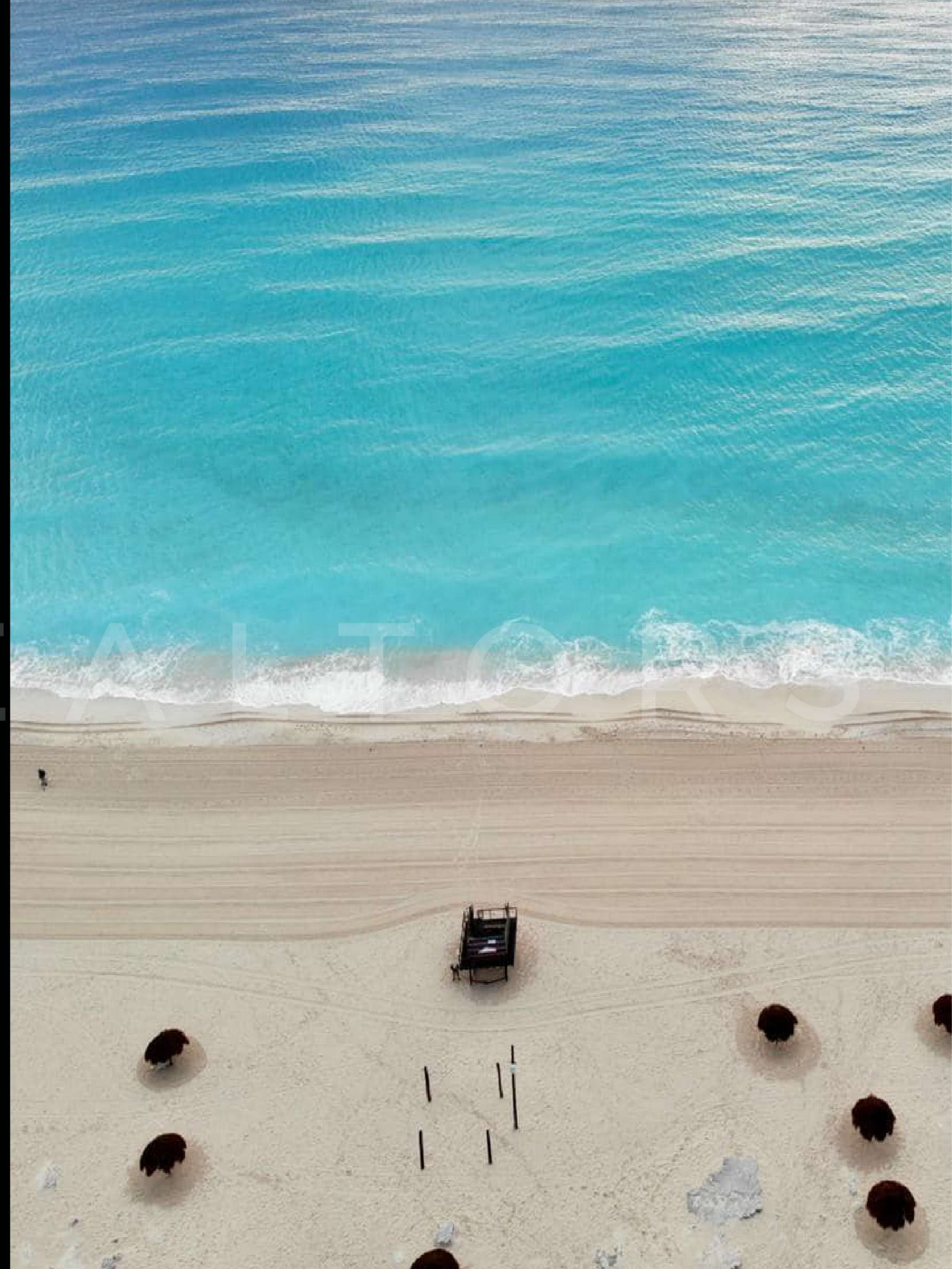
PLAYA





## NUMBERS OF VISITORS IN QUINTANA ROO

The **Mexican Caribbean** is a particularly attractive area for investors and national and **foreign tourism developers**. The constant and dynamic construction of **new projects** along the coastline of the state of **Quintana Roo** has caused an **accelerated increase** in the number of hotel rooms, and **intense real estate activity**.



**NUMBERS OF  
INHABITANTS IN  
QUINTANA ROO  
ESTIMATION  
FOR 2025**

CITY	HABITANTS
ISLA MUJERES	58,243
PUERTO MORELOS	87,005
BACALAR	8,055
CANCÚN	551,654
TULUM	111,341
CHETUMAL	34,533
SOLIDARIDAD	623,082
MAYA KA'AN	2,987
COZUMEL	73,305
MAHAHUAL	8,774





## OCCUPANCY FOR 2022 IN QUINTANA ROO

- ★ 15,000,000  
HOSTED TOURISTS IN  
A HOTEL
- ★ 7,000,000  
HOSTED TOURISTS IN CONDOS
- ★ 44,000,000  
ROOMS / NIGHTS RESERVED
- ★ 85,9 % ANNUAL OCCUPANCY  
AVERAGE





**ANNUAL  
ECONOMIC SPILL  
IN 2030  
QUINTANA ROO**

**\$ 15 B USD  
TOURISM AND VISITORS**

**\$7,5 B USD  
CONSTRUCTION  
OF HOUSEHOLDS**

**\$ 2 B USD CONSTRUCTION  
OF NEW HOTELS AND PARKS**

**TOTAL \$ 25 B USD**







## INFRASTRUCTURE OF QUINTANA ROO

### 2030 PLAN

- 1,200 HOTELS
- 124,106 ROOMS
- 4 INTERNATIONAL AIRPORTS:
  - CANCUN
  - COZUMEL
  - CHETUMAL
  - TULUM
- 2 SEAPORTS:
  - PUERTO MORELOS
  - CALICA PUNTA VENADO
- 2 TOURIST SEAPORTS:
  - COZUMEL
  - MAHAHUAL
- 5,500 KM OF ROADS
- 12,58 % AVERAGE ANNUAL GDP GROWTH
- TREN MAYA PROJECT  
1500 KM ROUTE



**INFRASTRUCTURE  
OF QUINTANA ROO  
2030 PLAN**

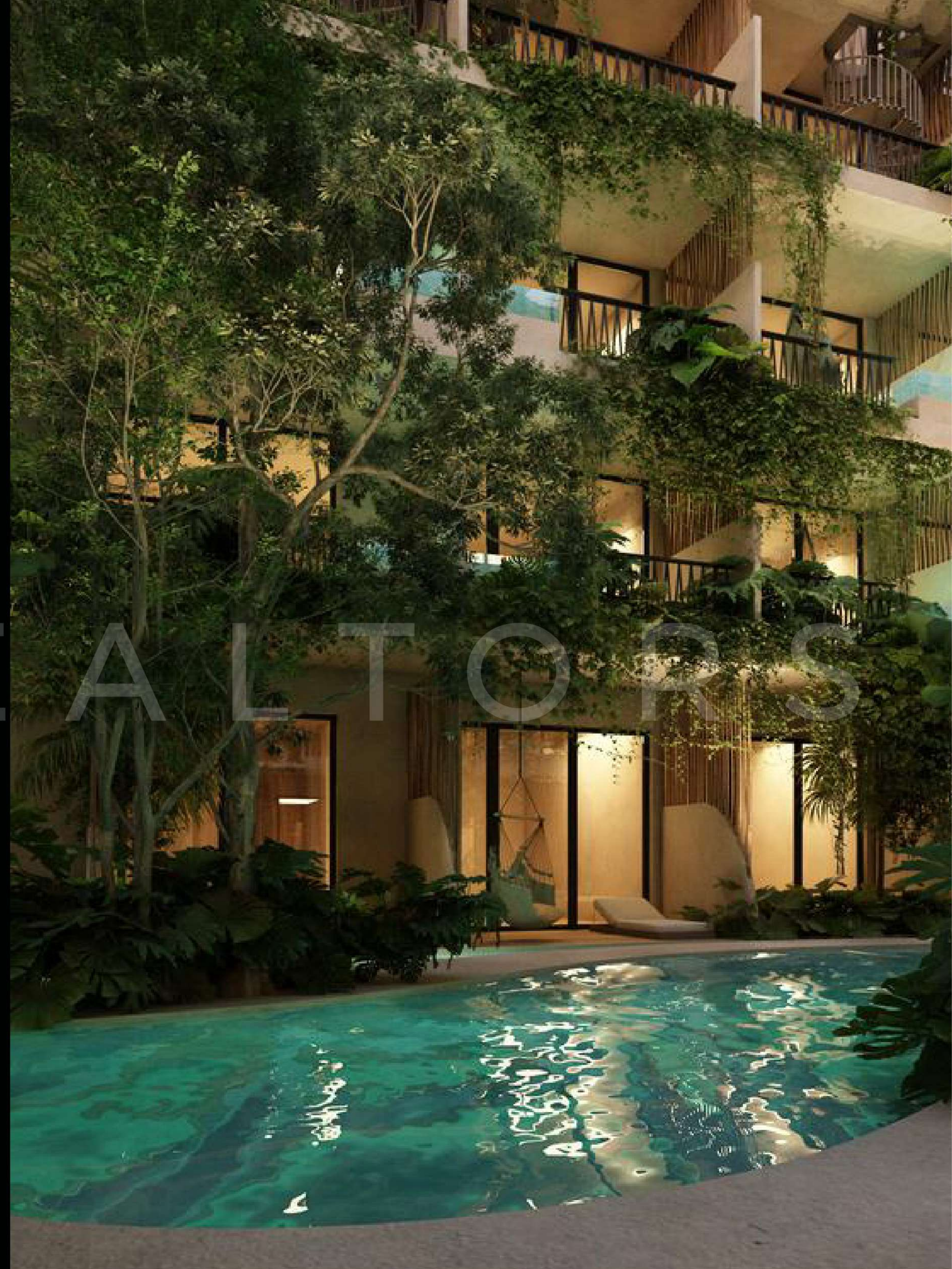
- WORLD TRADE CENTER CANCUN  
2022-2024 STAGE 1 (1,000 ROOMS)
  - 23 HECTARES MASTER PLAN
  - \$ 1 BILLION USD IN INVESTMENT
  - 3,000 HOTEL ROOMS
  - 1,5 KM OF LAGOON FRONT
  - 1 CONVENTION CENTER
  - 1 BEACH CLUB





**INVESTMENT  
OPPORTUNITIES:  
STRATEGIC KEY  
PROJECTS IN  
QUINTANA ROO**

- 10 KEY PROJECTS TO STRENGTH THE TOP RANKED DESTINATION, AND DETONATE EMERGING DESTINATIONS.
- OVER 423, 128 MILLIONS MEXICAN PESOS IN INVESTMENTS.
- HIGH OPPORTUNITIES FOR PRIVATE AND MIXED INVESTMENTS.



**INVESTMENT OPPORTUNITIES: STRATEGIC KEY PROJECTS IN QUINTANA ROO**

**KEY PROJECTS**

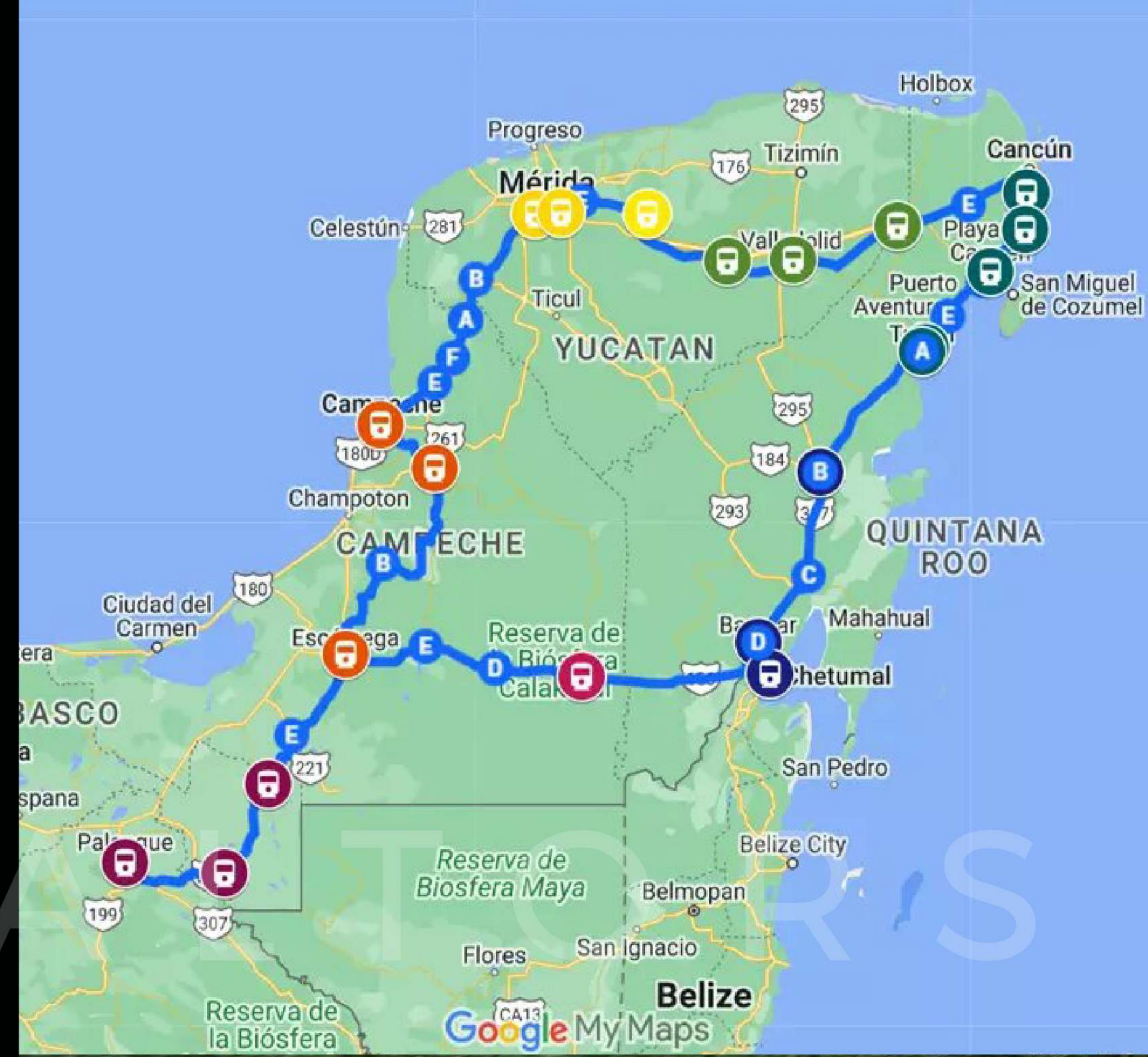
1. MAYAN TRAIN
2. TULUM INTERNATIONAL AIRPORT
3. NICHUPTE BRIDGE
4. COLOSIO BOULEVARD - CANCUN HIGHWAY
5. MAYA KA'AN ECO TOURISTIC DEVELOPMENT PROJECT
6. RÍO HONDO TOURISTIC DEVELOPMENT PROJECT
7. DEVELOPMENT OF URBAN TOURISTIC TRANSPORTATION SYSTEM IN CANCUN
8. CANCUN PARK
9. LAGOONS ECOTOURISTIC CORRIDOR
10. MAHAHUAL MALECON
11. CHETUMAL ECOTOURISTIC CORRIDOR



**INVESTMENT  
OPPORTUNITIES:  
STRATEGIC KEY  
PROJECTS IN  
QUINTANA ROO**

**MAYAN TRAIN**

The Tren Maya (sometimes also Mayan Train or Maya Train) is a 1,525-kilometres (948 mi) intercity railway in Mexico that will traverse the **Yucatán Peninsula**; construction began in June 2020 and is scheduled to begin operation by December 1, 2023. The railway begins in **Palenque** in **Chiapas** and travels northeast towards **Cancún** in **Quintana Roo** via two routes that encircle the peninsula. The project aims to connect tourist destinations in the **Caribbean** with lesser-known sites inland, including historic Mayan sites from which it derives its name.



## TULUM INTERNATIONAL AIRPORT

The Tulum Airport will be located approximately 20 km (12.5 miles) south of Tulum. to view the location of Tulum International Airport. The Tulum International Airport (TQO) is currently 20% complete and is set to open in December 2023.

According to president Lopez Obrador, the Tulum Airport is approximately 44% complete. Due to the fact that Tulum Airport is still under construction, all domestic and international flights will continue to arrive to Cancun International Airport until the grand opening of the Tulum Airport.





**INVESTMENT  
OPPORTUNITIES:  
STRATEGIC KEY  
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QUINTANA ROO**

**NICHUPTÉ BRIDGE**

The new vehicular bridge of the Nichupté lagoon is scheduled for delivery in April of 2024. Governor Mara Lezama says the 8.8 kilometer-long bridge is being constructed to connect the Cancun Hotel Zone with the city. Construction on the bridge is being done around the clock with hundreds of workers in 24/7 shifts.

“This project will be emblematic, not only because of its spectacular architecture and the incredible landscapes that it will give us, and finally deliver a project that has been stalled for more than 20 years come true in a year,” Lezama said.



## WHY INVEST IN QUINTANA ROO?

### CULTURE

Quintana Roo offers a cultural immersion like no other. Rooted deeply in its Mayan heritage, traditions from ancient times are celebrated alongside contemporary festivals and events. **The local gastronomy is a flavorful journey, combining Mayan, Yucatecan, and Caribbean influences.** Dance, music, and art are integral to the state's identity, and it's not uncommon to stumble upon lively street performances or art markets while exploring its cities.

### ECONOMIC DYNAMICS

Tourism is the lifeblood of Quintana Roo's economy. The state witnesses a steady inflow of international tourists, driving demand for accommodation, restaurants, entertainment, and other services. This continuous demand has led to an upward trajectory in real estate value and offers lucrative rental yield potential for investors.





## WHY INVEST IN QUINTANA ROO?

Moreover, the **government's investment in infrastructure**, coupled with **private investments** in hospitality and entertainment sectors, has given a substantial boost to the region's economic growth. Additionally, the presence of the Cancún International Airport ensures excellent connectivity, making it accessible for tourists and business ventures alike.

In essence, Quintana Roo is a confluence of natural beauty, cultural richness, and economic vibrancy. Its cities, each with its unique flavor and appeal, together with its dynamic economic landscape, make it a compelling destination for real estate investment and a life enriched by cultural experiences.



## LEGAL FRAMEWORK

*- Address the common myths and facts about foreign property ownership in Mexico and delve into the legal nuances.*

### DEMYSTIFYING FOREIGN PROPERTY OWNERSHIP IN MEXICO: MYTHS, FACTS, AND LEGAL NUANCES

#### Myth 1

**Foreigners can't own property in Mexico.**

**Fact:** While there are certain restrictions in place for direct ownership of land in “restricted zones” (areas within 100 km of international borders and 50 km from the coast), foreigners can indeed own property in these regions through a “fideicomiso” or bank trust system. Outside of these zones, direct ownership is entirely possible.

#### Myth 2

**The fideicomiso (bank trust) is like leasing, and the government can take the property after the trust expires.**

**Fact:** A fideicomiso is essentially a trust agreement made between a foreign buyer and a Mexican bank. The bank acts as the trustee, and while the deed is in the bank's name, the buyer retains all ownership rights, similar to a living trust in the U.S. It's renewable every 50 years and won't revert to the government upon expiration.



## LEGAL FRAMEWORK

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### DEMYSTIFYING FOREIGN PROPERTY OWNERSHIP IN MEXICO: MYTHS, FACTS, AND LEGAL NUANCES

**Myth 3: Property ownership through a fideicomiso means the bank can make decisions about the property.** **Fact:** Even though the property deed is in the bank's name, the foreign owner (or beneficiary) retains all rights to the property, including selling, leasing, mortgaging, or passing it on to heirs.

**Myth 4: Property transactions in Mexico are not safe, and there's a risk of fraud.** **Fact:** As with any real estate transaction worldwide, due diligence is essential. Mexico has a formalized property registration system, and with the guidance of reputable real estate agents, notaries, and lawyers, one can safely navigate the property buying process.



### 1. FIDEICOMISO (BANK TRUST SYSTEM)

This trust system allows foreigners to bypass the restricted zone regulations. The bank holds the deed as a trustee, with the foreign buyer as the beneficiary, retaining all property rights.

### 2. MEXICAN CORPORATION OWNERSHIP

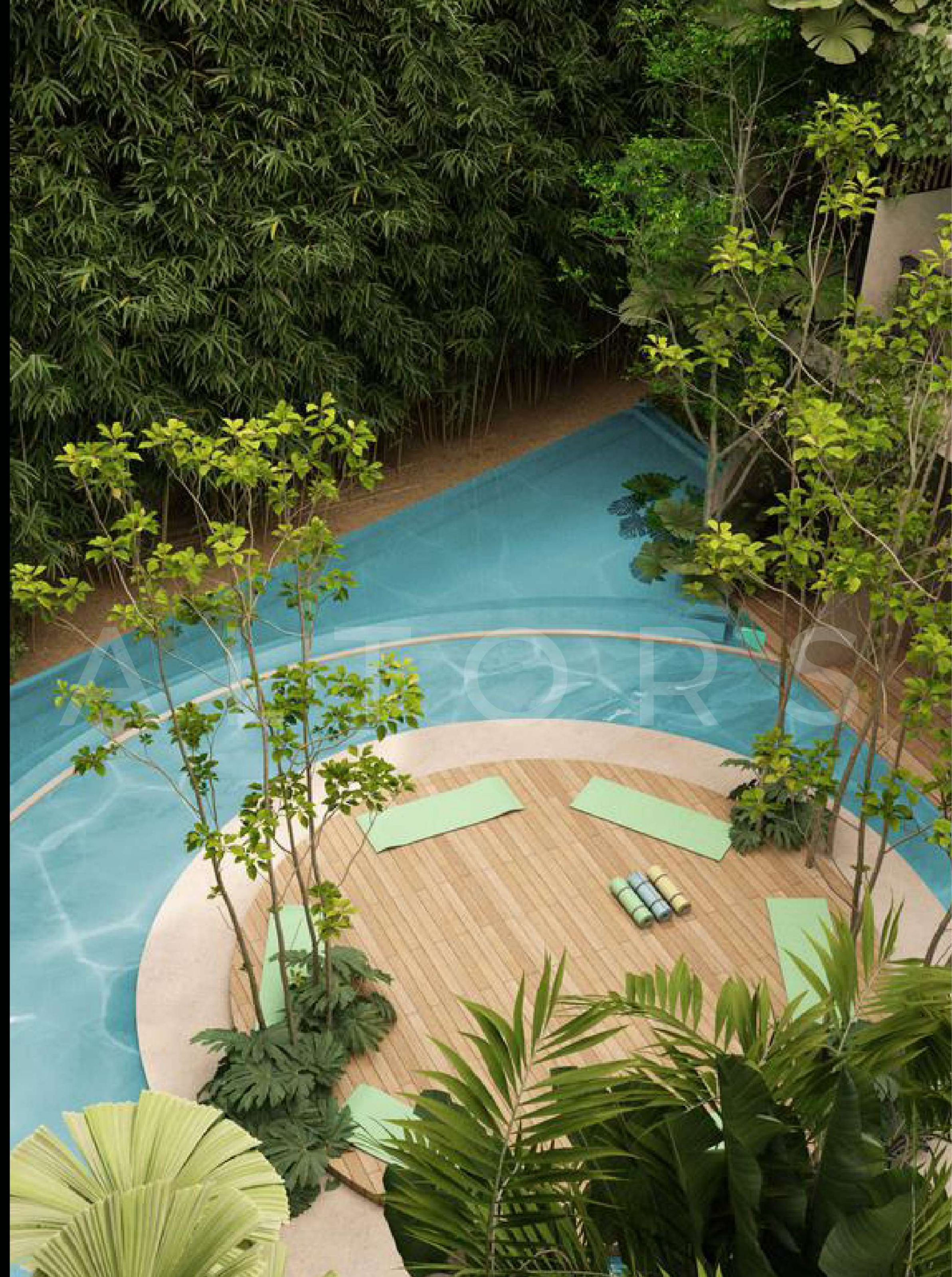
Some foreign investors opt to form a Mexican corporation, which can legally own property in the restricted zones. This is especially prevalent for those engaging in commercial activities or larger property ventures.

### 3. TITLE INSURANCE

It's advisable for foreign buyers to obtain title insurance, which offers protection against any title disputes or undisclosed liens on the property.

### 4. ROLE OF THE NOTARY PUBLIC

In Mexico, the notary public plays a significant role in property transactions. They validate property deeds, ensure taxes are paid, and confirm the legitimacy of the transaction. Their role is more extensive than in many other countries, and their involvement is crucial for a legally sound property transaction. navigate the property buying process.





## LEGAL NUANCES

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### 5. PROPERTY TAXES

Generally, property taxes in Mexico are lower than in the U.S. or Canada. However, they must be paid yearly, and it's essential for buyers to be aware of these amounts when budgeting for their investment.

### 6. CAPITAL GAINS TAX

When selling a property in Mexico, one may be subjected to capital gains tax. It's essential to consult with a local tax advisor or lawyer to understand potential liabilities and available exemptions.

To navigate the complexities of property ownership in Mexico, it's always wise to engage with professionals knowledgeable about local laws and regulations, Playa Realtors is here for that. By understanding the myths, facts, and nuances, foreign buyers can make informed decisions, ensuring a smooth and rewarding property investment journey in Quintana Roo.





## YOUR STREAMLINED GUIDE TO PROPERTY ACQUISITION IN QUINTANA ROO, MEXICO BY PLAYA REALTORS

With Playa Realtors, acquiring property in the beautiful state of Quintana Roo becomes a breeze.

*Here's our simplified 12-step process. You only need to do step 1 – we handle the next 11!*

## STEPS TO BUYING

*- Provide a step-by-step guide, making the complex process of property acquisition streamlined and understandable*

*1. Determine Your Budget:* Decide how much you're willing and able to spend. This should factor in closing costs, property taxes, and potential property management costs.

*2. Choose Your Ideal Location (Handled by Playa Realtors):* Whether you're eyeing Cancún, Playa del Carmen, Tulum, or another gem in Quintana Roo, our team provides insights to help you select the perfect spot.

*3. Property Exploration (Handled by Playa Realtors):* Using your budget and location preference, we curate a list of the best properties tailored to your desires.





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5. Make a Strategic Offer (Handled by Playa Realtors): Once you're set on a property, we leverage our local knowledge to help you make a competitive offer.

6. Secure Optimal Financing (Handled by Playa Realtors): If financing is needed, our team can connect you with the best lenders, be they local or international.

7. Conduct Thorough Due Diligence (Handled by Playa Realtors): Your trust is paramount. Our associated notary public ensures no stone is left unturned, from verifying titles to ensuring there are no liens.

8. Seamless Closing (Handled by Playa Realtors): We manage all the intricacies of closing the deal, from contracts to fund transfers.

9. Property Registration (Handled by Playa Realtors): We ensure your property is correctly registered at the Public Registry of Property in Quintana Roo.





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### STEPS TO BUYING

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10. Budgeting for Ongoing Costs (Handled by Playa Realtors): Our team gives you a clear breakdown of any ongoing costs, ensuring no surprises down the line.

11. Settle In and Relax (Handled by Playa Realtors): Be it a warm welcome or continued property management, we ensure your Quintana Roo experience is nothing short of delightful.

12. Ongoing Support (Handled by Playa Realtors): Beyond the acquisition, our relationship continues. Need local insights or have any concerns? We're just a call away.

In essence, there are 12 steps to acquiring your dream property in Quintana Roo. Hire Playa Realtors, and you only have to think about the first. Let us handle the rest, making your property journey smooth and enjoyable.







THANK YOU