



WHY QUINTANA ROO?

- The Appeal for Foreigners



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Nestled on the eastern coast of Mexico's Yucatán Peninsula lies Quintana Roo, a gem that sparkles brilliantly with its azure Caribbean waters, pristine beaches, and a rich tapestry of culture and history. This state, with its internationally famed destinations like Cancun, Playa del Carmen, and Tulum, is more than just a vacation hotspot; it's a dream realized for many foreigners seeking both an idyllic escape and a sound investment opportunity. Quintana Roo's allure goes beyond its natural beauty, intertwining with a robust tourism-driven economy, favorable property appreciation, and a welcoming ambiance for expats from around the world. For those considering a real estate investment or a new home abroad, Quintana Roo emerges not just as a choice, but a destination of desire. Dive in as we unravel the myriad reasons that make this region the ultimate paradise for foreign real estate buyers.



WHY INVEST IN QUINTANA ROO?

**#1 Annual population growth with
3.5 % national average 1.2%**

**#1 Annual migration
growth with 6.8%**

**#1 Economic growth with
\$200,000 mxn per capita per year**

**#1 Annual housing growth
with 4.7%**

**#1 for income in tourism
nationwide \$ 15 B USD**





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1. UNRIVALED NATURAL BEAUTY:

Beaches: Quintana Roo boasts some of the world's most pristine and beautiful beaches. The white sand and azure waters of places like **Cancún, Playa del Carmen, and Tulum** are iconic.

Natural Attractions: Beyond beaches, the region offers **cenotes** (natural limestone sinkholes), jungles, and the **Great Maya Reef**, the **second-largest coral reef system in the world.**

2. GROWING TOURISM AND ECONOMY:

Tourism Hub: Quintana Roo, particularly areas like Cancún and the **Riviera Maya**, consistently ranks among the top tourist destinations globally. This ensures a continuous flow of tourists, which can be a **lucrative opportunity for property owners looking into short-term rental investments.**

Infrastructure Development: With tourism comes development. The state has seen significant investment in infrastructure, making it more accessible and comfortable for residents and visitors.





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3. FAVORABLE PROPERTY APPRECIATION:

Return on Investment (ROI): The continuous demand for properties, especially in prime locations, has led to a steady **appreciation in property values over the years.**

Rental Yield: With the influx of tourists year-round, **rental properties**—especially those close to the beach or with amenities—often see **high occupancy rates**, ensuring a steady income stream

4. DIVERSE REAL ESTATE OPTIONS:

Variety: From luxury beachfront villas in **Cancún** to quaint boutique apartments in **Tulum** or **Playa del Carmen**, **Quintana Roo** offers a diverse range of properties catering to different budgets and tastes.

Gated Communities and Developments: For those seeking **security** and **exclusivity**, many **gated communities** offer **top-notch amenities**, from **golf courses** to **private beach access.**



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5. EXPAT-FRIENDLY ENVIRONMENT:

Expanding Expat Community: Over the years, **Quintana Roo** has become a haven for expats, especially in towns like **Playa del Carmen and Tulum**. This growing community offers a support system for newcomers and a blend of local and international cultures.

Ease of Integration: With a mix of locals and foreigners, it's relatively easy for newcomers to integrate, make friends, and build a social network.

6. FAVORABLE CLIMATE:

Tropical Climate: Enjoy warm temperatures year-round, making it ideal for those looking to escape colder climates.

Outdoor Living: The climate encourages outdoor living and activities, from beach days to exploring the Mayan ruins.





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7. RICH CULTURAL AND HISTORICAL TAPESTRY:

Mayan Heritage: Quintana Roo is home to several significant Mayan archaeological sites, such as Coba and Tulum, offering a unique blend of beach life and historical exploration.

Vibrant Local Culture: From traditional Mexican festivals to modern-day events, there's always something happening. It's a place where ancient traditions meet contemporary lifestyles.

8. ACCESSIBILITY AND CONNECTIVITY:

Well-connected Airports: Cancún International Airport is one of the busiest in Latin America, with numerous international flights, making it easy for property owners to commute or receive guests.

Road Infrastructure: Over the years, road connectivity within Quintana Roo and to other parts of Mexico has significantly improved.



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9. POTENTIAL FOR DUAL-PURPOSE PROPERTY USAGE:

Vacation and Rental: Many foreign buyers use their property as a vacation home for part of the year and rent it out for the remaining months, ensuring they not only have a holiday spot but also generate income.

10. ATTRACTIVE LEGAL FRAMEWORK FOR FOREIGN BUYERS:

Fideicomiso System: While direct ownership of coastal properties by foreigners has restrictions, the fideicomiso (a bank trust system) offers a secure way for foreign investors to buy and benefit from real estate in Quintana Roo.

In essence, Quintana Roo offers a blend of natural beauty, economic potential, and cultural richness. For real estate buyers, especially foreigners, it presents an enticing combination of investment potential and lifestyle enhancement.





WHY INVEST IN THE TOURISM SECTOR OF QUINTANA ROO?

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Quintana Roo is a national leader in tourism investments and arrival of visitors. The northern zone, comprised of **Cancún** and **Riviera Maya**, has more than 50 years of successful experience in planned development.

Its positioning is an opportunity to drive growth and development of the central and southern area of **Quintana Roo**, where an extensive range of opportunities and attractions different from each other, which strengthen the offer of the State.

- Quintana Roo is the main destination of Tourism that comes to Mexico.
- Features the Reef Mesoamerican, the second largest of World.
- Quintana Roo represents 42% of the total currencies that reach Mexico.
- National leader have 19 of the 182 Natural Areas Protected (ANP) for the federation, including 2 that are share with him state of Yucatan, 1 ANP UNESCO and 10 State ANP.



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- **Cozumel**, for the 7th time, the best cruise port Central America.
- Features the Reef Mesoamerican, the second largest of World.
- The international airport from **Cancun** is the second most important in the country.
- At the World Travel Awards Awards 2022, the State won 10 awards, highlighting:
 - **Cancun**, best destination city for Congresses and Meetings in Central America.
 - **Cancun**, the best center Central American Conventions.
 - **Isla Mujeres**, is the best destination island of the region.



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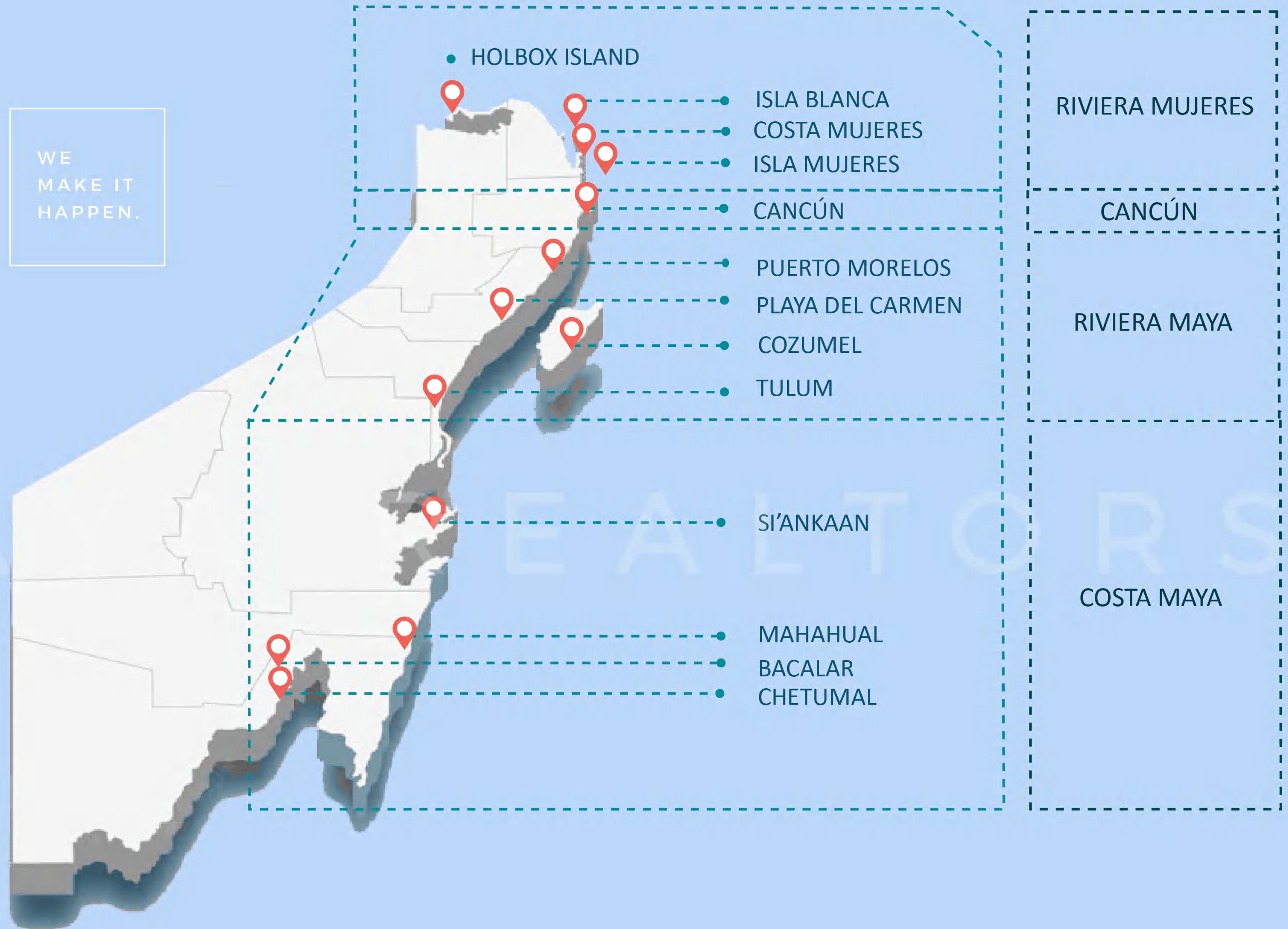
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- **Quintana Roo** is the state with the largest number of **fields of golf in Mexico**.
- **Tulum** won as “**Beach Destination Leader in Mexico**” and Tulum is the third area most visited archaeological site in Mexico.
- At the end of 2022, **Cancún** will placed as third destination most visited tourist world.
- The **greatest connectivity of country** and the **largest number of air routes**.



WE
MAKE IT
HAPPEN.

MEXICAN CARIBBEAN MAP





THANK YOU