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# THE ULTIMATE REAL ESTATE CHECKLIST FOR QUINTANA ROO BUYERS

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## THE ULTIMATE REAL ESTATE CHECKLIST FOR QUINTANA ROO BUYERS

If you're planning to buy property in Quintana Roo, Mexico, preparation is key. This guide will walk you through the essential steps to make a smart, secure, and successful investment. Follow this checklist to avoid costly mistakes and turn your dream into reality.

### STEP 1: DEFINE YOUR GOALS

Before diving into the market, clarify your objectives:

- **ARE YOU BUYING FOR PERSONAL USE OR AS AN INVESTMENT?**

If you're looking for a vacation home, a Tulum beachfront villa might be perfect. For rental income, consider condos in Playa del Carmen or Cancún, which have high demand from tourists.

- **What is your budget?**

Be realistic about your price range. Remember to account for taxes, maintenance, and other costs.

- **What amenities are essential?**

Think about proximity to the beach, restaurants, schools, or transportation hubs.





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## STEP 2: RESEARCH THE MARKET

UNDERSTANDING THE QUINTANA ROO REAL ESTATE MARKET TRENDS IS CRUCIAL. HERE'S WHAT TO LOOK FOR:

- **Property Values:** Compare prices in Cancún, Playa del Carmen, and Tulum to find the best value for your money.
- **Rental ROI:** Properties in high-demand tourist areas like Tulum and Playa del Carmen often generate excellent returns.
- **Growth Potential:** Some areas, such as the Mayan Riviera, are rapidly developing and could yield significant appreciation.



## STEP 3: UNDERSTAND LEGAL REQUIREMENTS

Foreign buyers must follow specific regulations when purchasing property in Mexico, especially in restricted zones near the coast.

- **Bank Trust (Fideicomiso):** If you're not a Mexican citizen, you'll need to set up a trust to hold the property. A Mexican bank will manage the trust, and you'll retain all rights to the property.
- **Legal Representation:** Hire a bilingual attorney who specializes in Mexican real estate to ensure all paperwork is accurate and compliant with local laws.

### Curious about the role of a Notary Public in Mexico?

Unlike in the U.S. or Canada, a Notary (Notario Público) in Mexico plays a much broader and more critical legal role in property transactions. For more details, visit our [FAQ Page](#).



## STEP 4: BUDGET FOR HIDDEN COSTS

Beyond the purchase price, factor in these additional expenses:

- **CLOSING COSTS:**

Typically 5–7% of the property price.

- **MAINTENANCE FEES:**

Common with condos in areas like Playa del Carmen and Cancún.

- **TAXES:**

*Annual property taxes (predial) in Mexico are relatively low but should still be considered.*



## STEP 5: CONSIDER FINANCING OPTIONS

If you need financing to make your dream property a reality, we're here to help. Our team specializes in offering financing solutions tailored to purchasing properties in Quintana Roo, including Tulum beach front villas, Playa del Carmen condos, and Cancún investment properties. Whether you're a first time buyer or an experienced investor, we'll guide you through every step of the process to secure the funding you need.



## STEP 6: CHOOSE THE RIGHT PROPERTY TYPE

Quintana Roo offers a variety of options. Pick one that matches your goals:

- **Beachfront Villas in Tulum:** Ideal for luxury living and high-end vacation rentals.
- **Condos in Playa del Carmen:** Great for investors seeking steady rental income.
- **Family Homes in Cancún:** Perfect for year-round living with excellent schools and infrastructure.



## STEP 7: WORK WITH LOCAL EXPERTS

Partnering with the right professionals will save you time, money, and stress:

- **REAL ESTATE AGENTS:**  
Look for agents experienced in Quintana Roo properties who can provide access to exclusive listings.
- **PROPERTY INSPECTORS:**  
Ensure the property is in excellent condition before purchasing.
- **NOTARY PUBLIC (NOTARIO PÚBLICO):**  
A notary oversees the legal aspects of the sale, ensuring the transaction is official.





## STEP 8: VISIT AND EVALUATE PROPERTIES

SCHEDULE VISITS TO YOUR SHORTLISTED PROPERTIES. TAKE NOTES ON:

- **LOCATION:**  
Is it close to the beach, shopping, or nightlife?
- **CONDITION:**  
Are there repairs or upgrades needed?
- **NEIGHBORHOOD:**  
Check the security, noise levels, and community vibe.



## STEP 9: MAKE AN OFFER AND NEGOTIATE

### ONCE YOU'VE FOUND THE RIGHT PROPERTY:

- Make a reasonable offer based on comparable properties in the area.
- Negotiate terms, including price, closing date, and any additional conditions.





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## STEP 10: FINALIZE THE PURCHASE

### AFTER YOUR OFFER IS ACCEPTED:

- Sign the Sales Agreement: This outlines the terms of the sale.
- Transfer Funds: Work with a trusted escrow service to handle payments securely.
- Close the Deal: Complete the final paperwork with your notary and attorney.



## STEP 11: DON'T FORGET POST-SALE SERVICES

### AFTER YOUR OFFER IS ACCEPTED:

- **Sign the Sales Agreement:** This outlines the terms of the sale.
- **Transfer Funds:** Work with a trusted escrow service to What happens after you've purchased your dream property? At Playa Realtors, we offer an exclusive Post-Sale Service Department to handle everything that comes next:
- **Legal Assistance:** Help with residency applications and strategies to reduce future taxes.
- **Furniture & Décor:** Access to a network of professionals to furnish and decorate your property.
- **Property Management:** Guidance on renting out or maintaining your property.
- **Future Sale Advisory:** Planning for the eventual resale of your property, even if it's years down the road.
- **Inheritance & Legal Counsel:** Ensure your property is legally transferred to heirs.
- **Registration Assistance:** Finalize your property's registration in the Public Property Registry of Quintana Roo—without it, your ownership isn't legally secure.
- **Utility Transfers:** Transition electricity, water, and other services to your name.
- **Extras:** Support for adding solar panels, security systems, or other upgrades to your home.

Our dedicated team ensures no detail is overlooked, giving you peace of mind long after your purchase is complete.





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## STEP 12: REMEMBER THE GOLDEN RULE: YOU ONLY HAVE TO DO ONE THING

Yes, there may seem like there are 99 things to do when buying property in Quintana Roo—but here's the good news: You only need to do one thing—hire us, the Playa Realtors team. We'll handle the rest, ensuring a smooth, stress-free process from start to finish.





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**CONTACT US TODAY  
OR [VISIT OUR FAQ PAGE](#)  
TO LEARN MORE.**

**KARINA SAYED  
CEO | BROKER | OWNER  
PLAYA REALTORS**

