

**Episode #23 March 12, 2008**

**Experts to Detail Truth, Dispel Myths About Investing in Mexican Real Estate**

Peter: Real estate, if purchased well continues to be the single best investment one can make. Welcome to Income Property Investment Talk, a program dedicated to providing investors, eager to invest well in real estate, with the knowledge, the resources and the tools to generate increased wealth. Each week we bring the powerhouses of commercial and residential real estate to our show for you to learn from and to call at 1-866-472-5790. My name is Peter L. Mosca and my co-host, happens to be one of those powerhouses and is involved in a meeting right now, Dean Essa, and he'll be joining us next week. We at [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com) want to welcome back our guests to our show this week. Our three guests, we're hoping all three will be with us shortly, we have one on the line right now, specialize in Mexican real estate investments and will set the record straight as it applies to investing in real property in Mexico. Our guest with us right now is Adrian Arriaga, CCIM, CIPS, and broker/owner of AAA Real Estate & Investments in McAllen, Texas and Realtor of Record for several national U.S. companies including Costco, FedEx/Kinko's, and J.P. Morgan Chase in South Texas. He is an obvious powerhouse in commercial real estate. Adrian, last time we met, it was right in the beginning of 2008, we talked about buying real estate in Mexico and how that is a complex process. Many people who might be looking to earn a buck so to speak will say no problem we have anything you want. What are some of the things that an investor who is interested in Mexico, what's part of the due diligence process in the beginning, Adrian?

Adrian: Good morning, Peter and greetings from sunny South Texas and as the presidential liaison to the National Association of Realtors, we've been working with Mexico and the real estate professionals down there. One thing that we're trying to do is to make sure if an American is trying to get a second home in Mexico or do an

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investment, do it correctly without making too many mistakes. One of the better upsides that there is today is buying a second home for baby boomers in Mexico. They have close to 1.5 million Americans in Mexico and have been there for the last 30 to 50 years, so Mexico is safe if you know what you're doing.

Peter: Now you said 1.5 million Americans are in Mexico right now?

Adrian: That's correct and Mexico is the number one destination point for Americans investing, the number one country for Americans to invest throughout the world.

Peter: I'm hoping that when they have their elections in Mexico that immigration is not a problem, is it?

Adrian: Good question. Immigration northbound is a problem to us. Immigration southbound by foreigners, and we are considered a foreigner, we go in without the proper documentation, is also a problem. Just like we are concerned about homeland security, so are they.

Peter: Go ahead.

Adrian: Just like we are concerned about homeland security of people coming into the U.S., Mexicans are concerned about homeland security by people going into Mexico. So they're also very cautious.

Peter: That's the situation, and I was somewhat being facetious about it because we hear about all these election issues and people concerned with immigration and I guess ultimately the point is who really is an American if we look at immigration as what it was, everybody coming here because of the opportunities that exist here.

Adrian: Exactly and immigration is good to real estate. As a property owner, you are looking forward to selling your property in the states and of course in real estate it's a

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good way to make a profit. We widen the clientele when we get people to come in, legally of course, and be able to enjoy the same thing we've been enjoying for hundreds of years.

Peter: Adrian, one of the things, and I'm wondering if you're willing to share with us, is I think an excellent idea and it's different and it's unique and it may make sense, what were you talking to me today on the phone about potentially helping to correct the immigration "problem" here in the United States with Mexicans crossing over the border?

Adrian: It's a good topic and it's something that people shy away from but we need to be very conscientious and keep in mind how things happen between different countries. As you know, we hear that we have 10 to 12 million foreign nationals, in this case, Mexicans living and working in the U.S., legally or illegally and most people think it's illegally.

Without them of course, there would be a concern of not having the workforce that's necessary. The problem is, and NAR, the National Association of Realtors, has addressed this problem, how do we get 10 million people legally in the US, or send them back to Mexico? And if we send them back to Mexico, how is Mexico going to be able to support all of the people going back and also get people there employed to not to want to cross illegally to the U.S.? One thing that we were talking about earlier is that if we can get Americans to go southbound into Mexico. Why, because it's a good investment. Is it possible for Americans to invest in Mexico in second homes and other real estate? Of course and they've been doing it for years and we've got 1.5 million Americans already there. If we had 100,000 Americans going southbound in a legal way of course, buy property in averages of \$200,000 per property, that's a \$20 billion injection into the economy in Mexico.

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Peter: Adrian, we have some good news in that regard. People who are interested, investors who are interested give us a call 1-866-472-5790, but we have two more experts on Mexican real estate and what's happening in Mexico right now, and we thank them for joining us. Live from Mexico, we have Linda Jones Neil, founder and adviser for The Settlement Company and co-author of the National Association of Realtors "Doing Business in Mexico", and John Glaab, vice president, international marketing for The Settlement Company, Mexico's first escrow and title insurance company and international editor of Home Magazine. In fact, you can find out more about these individuals on our website, including Adrian, on our website at [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com). Linda, thank you for coming on the line today.

Linda: Well, thank you Peter, it's a pleasure to hear your voice.

Peter: Like I said to Adrian when I first opened up the program, I want to welcome you back to our show. We're talking about Mexico and John we appreciate you coming on the line as well.

John: Thank you, good morning. I'd just like to take a step back on Americans coming down here and the immigration process. The very simple way is the visitor's permit, then there is an FM3 and there are two types of FM3. For people coming down here who are not going to be working, there is one type of FM3. If someone is coming down to for example, work in real estate, there's a different type of FM3. After you had your FM3 for five years, you become FM2 and then after five years of that you get a permit called "immigrado". So those are the ways that people can enter this country.

Peter: Should we be familiar with the acronym FM or should just the investor recognize it as FM? What does that stand for?

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John: Linda, do you have the translation?

Linda: It's migration form three or two. Two is your permanent resident "immigrado" and three is a temporary residency.

Adrian: How long does it take, Linda, to get it once you make the application?

Linda: Generally speaking, this is done in Mexico and if you are applying just for the visitor's residential permit without working papers, it's very quick. I would say not more than two weeks if all of your documents are in order. If however, you are hoping to work in this country, Mexico is concerned that you're not going to be taking a job from a Mexican and so they will look more carefully and it could take several weeks, several months depending upon what you're asking to do.

Peter: Okay, what we want to do because we're coming up on a break right now in about a minute's time, when we get back I want to talk more about some of the myths and some of the untruths that center around investing to our friends to the south and then I want to talk to everyone about properties that might be available, some of the things that are happening on the West Coast for example, or the East Coast, or the interior parts of Mexico, where I hear there's a good second home market that's popping throughout the interior parts of Mexico. So we'll be back in a moment's time with Adrian Arriaga, Linda Neil, and John Glaab and remember you can get more information about these three individuals at our website at [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com).

**BREAK**

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Peter: As you can see, we're having some healthy discussion during the break about the potential possibilities of investing in Mexico. We are with Adrian Arriaga, John Glaab, and Linda Jones Neil and Linda, let's backtrack a minute here, and let's just say the host of this program, myself, I'm interested in investing in Mexican real property. What is the initial step that I need to take? Before you answer that, let me just say, I believe and I talked earlier about myths and rumors out there, and I believe that some people, the conservative type, might hear about Mexico and they might say you know what I'm not investing down there because it's not safe or I'm not investing down there because of crime, because of a lack of employment; one of the things that popped in my mind when I heard Adrian say that there are 1.5 million Americans there already. So let's talk about, I'm interested, what's the process, where do we start, and then let's move forward from there.

Linda: Well, thank you Peter. To me, what I would recommend to anyone considering Mexico, they would want to be sure that their money would be protected and their investment and the very first way to do that is to understand that the laws of Mexico provide for ownership of real property both along the seacoast and in the interior. It is a well-established process and protects fully the buyer providing he or she follows the necessary rules. I think it's necessary also to select the area of interest, if it is along the coastline it will be through the Mexican Bank Trust. If it is in the interior of the country it will be through fee simple ownership. In terms of crime, I think there is crime everywhere. Mexico probably has its share, however, the Mexican government is very, very interested in having this foreign income and is taking a special interest in providing security to the people who come to Mexico to invest and to live here.

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Peter: John, you just heard Linda talk about protecting your money, your finances, and your investment in that regard. What do you see is a primary target when you're first starting to consider investing in Mexico?

John: You need to do your homework and due diligence just as you would anywhere else. You need to make sure that if you're buying property that the person selling it, this may seem strange, but the person selling it is actually the titleholder. As we say, there are I think now 58 sections of AMPI throughout the country and you should look for the AMPI logo, it's green. AMPI members are now automatically members of NAR, the National Association of Realtors, and you will see in the advertising down here both the AMPI and the NAR, that is the R for realtor circle on the blue background. You'll find that more and more here and it gives people confidence. The other thing is the handling of money. It should be handled by a third party, a settlement company, and also we now have the three U.S. title insurance companies, Stewart, First American, and Fidelity. You are able to buy title policy here.

Peter: Adrian, when I first introduced you, I put a couple of designations in there that I think are very important. I would suspect, and John mentioned AMPI, can you talk to us a little bit about how important it is to work with someone that has these types of designations, whether it's CCIM, certified commercial investment member or AMPI. Can you explain to us what AMPI is and why that's important?

Adrian: AMPI is in essence the umbrella organization for the real estate professionals in Mexico, such as the National Association of Realtors. There is AMPI, which stands Association of Mexican Professional Immobiliarios or real estate agents. There might be some other organizations and then they can probably give us more information but the

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National Association of Realtors has identified AMPI as our official partner to work with and all AMPI members today are now members of NAR, which means they pay their dues and become National Association of Realtors international members. The other designation to look at is as an American or someone working abroad, look for CIPS, Certified International Property Specialists. It's a designation done by the National Association of Realtors, pretty in depth, and talks about different sections of the world and how they understand or do not understand about real estate. Something as a real estate professional, once you have that designation it will help you in doing a good job for your clients.

Peter: Okay, so now we're working with a professional, we're doing the due diligence, what about the neighborhoods, Linda? What's happening, take your pick, tell us a little bit about the West, the East, or the interior. Which one do you feel more comfortable speaking about?

Linda: We do business all over the country and we see closings all over the country. We moved to the Los Cabos area 15 years ago. We've seen great, tremendous appreciation. We see just to the north, La Paz is a city that's 400 plus years old and is now the focal point for many foreigners, baby boomers principally, investing. On the mainland, we have Mazatlan and Puerto Vallarta that are quite attractive. All along the Sea of Cortez we have the beginnings of many developments that are geared to people who want to live close to the sea. Ixtapa/Zihuatanejo and Acapulco are other good possibilities. Then on the East Coast, Cancun and the Riviera Maya are experiencing tremendous growth. I believe the Riviera Maya is probably the fastest growing section of the entire country in terms of tourism and that is from Cancun south to the Guatemala border.

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Peter: John, are there a lot of investment type properties going up in that Riviera Maya section? I vacationed there about three years ago and I absolutely loved it. I thought it was a great escape from the hustle and bustle. Unfortunately, I'm showing my age now so, you know when you get into your 40s the Cancun lifestyle is nice but it's not something you want 24/7, so we stayed out in that Riviera Maya section and it was just lovely. Are we seeing investment opportunities for American investors to go into that particular area?

John: I would say yes. We have a number of international developers coming in. Intrawest is very strong there with condominiums and villas. They are also very strong at Punta Mita on the other side, in the state of Jalisco. Spanish investors have discovered Mexico. I joke about the Spanish invasion but Fadessa, the largest developer in Spain has purchased a large tract of property in Baja California Sur. There are many, many prominent Mexican developers who are going out of the federal district, Mexico City and are starting to invest on the waterfront properties and they're building condominiums. You have to be careful when you go in to purchase a condominium that the developer has a condominium regime in place and again your AMPI member can help you determine which are the safest investments.

Peter: When you say a condominium regime, is that similar to a condo association here in the states?

John: Linda, why don't you take that?

Linda: It's much more than that, Peter. It is a full description of the property and it contains all of the permits to do the construction. It contains the full legal description of each unit and of course, it does contain the bylaws that are the structure for the

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association. This huge document, which probably will be several hundred pages in length must be completed and registered prior to the transfer of any titles in any real estate development in Mexico. Therefore, it is absolutely essential that in negotiating the acquisition of a property, that the buyer reserves a certain portion of his or her payment until the title is signed before the notary public.

Peter: I would think that that particular document needs to be further explained and one of the things that we have, and I want to thank you Linda for, is you sent us some great materials for this program and what we did is we put one of those documents that covers just about everything that we have been talking about and will be talking about on our website at [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com). So anyone listening here who would like to basically get more involved into Linda's brain, because there aren't many people out there who have that type of knowledge about Mexican real estate, can go to our website and download this document. Adrian, I'm thinking, I'm hearing and John talked about Spain going into Mexico, the United States coming into Mexico, other countries investing in Mexico, that has to be good news for Mexican real estate, Mexican property and Mexicans in general.

Adrian: Absolutely. In the East Coast, in the Cancun/Playa del Carmen area like into the same, which is one of the fastest growing areas in Mexico in terms of investments, it's unreal. When I was there last year for the MINT conference which this year is going to be done in June, the MINT conference which you might want to mention also, Peter, is a conference put on in Mexico for people throughout the world to come and look at second-home opportunities there in the Riviera Maya and when I was there it was an event. Turns out one third were from Europe, one third were Americans and the other

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third were from Mexico and South America. So they're coming in and finding the great deals, that their euro can go a long way and the American dollar instead of losing value invested in Mexico will appreciate in value.

Peter: Okay, let's do this; let's take a short break. When we get back we'll talk more with Adrian, Linda, and John about the process of buying investment property in Mexico and where to look and what to look for. So stay tuned.

**BREAK**

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Peter: Welcome back. Adrian, we were talking about all these different areas in and around Mexico, what's happening in terms of American professionals, in other words a CCIM like yourself and the National Association of Realtors, I'm guessing that there has to be something that's either happened or is going to happen to bring people down there to show them the potential opportunities that exist. Are their trade missions, are there conferences, is anything happening in the upcoming months in and around that activity?

Adrian: Yes sir, and one of the excellent ones for someone who wants to do something immediately this year is to attend the MINT conference in June, in Cancun. I can get you the dates real quickly and the next was going to be in Guadalajara in September where the Texas Association of Realtors and the National Associations of Realtors will be putting on a conference in Guadalajara. The reason for that is there's over 100,000 Americans in the Guadalajara area and have been there over 50 years. So we need to see

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why they're there, and then of course in November, AMPI is going to have their national conference in Playa del Carmen.

Peter: Interesting that it's Guadalajara, did I get that right Guadalajara?

Adrian: That is correct, it's the largest city in Mexico.

Peter: John you were talking about how Guadalajara is doing quite well in terms of appreciation year in and year out.

John: I was referring to Los Cabos. Guadalajara and the Chipala/Ajijic, which is on a lake near Guadalajara, are both going quickly. If you have listeners who are investors who want to invest in very large projects, there is another thing that happens in the fall and that's BMIT, Bolsa Mexicana de Inversion Turistica. FONATUR is the economic development arm of Mexico's tourism department and they have developed several large projects, Huatulco, Cancun, Ixtapa, Cabo San Lucas, and Loreto and they put on a forum for international investors every September. That's not for the person buying a condominium, it's a hotel company or someone who wants to come in and invest.

Peter: I know the sponsor of this radio show RealSource, they have and brought many investors, hundreds of investors into Mexico into the and let's see if I get this correctly Loreto market. Do any of you Adrian, Linda, John know about the Loreto market right now and am I saying that correctly?

Linda: Well, it's Loreto and Loreto is the first capital of Baja California Sur. It's about halfway up the Baja Peninsula and yes there's a great deal of activity taking place. There is Loreto Bay, which is a development of several thousand homes and those homes now are running in the \$200,000-\$700,000 range. They are being built as we speak. This is a community just south of Loreto. All along both north and south of Loreto are other

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developments taking place including the Fadessa development that John referred to. One thing that's just a note of caution, there is also a great deal of Ejidal land in the area. The La Purisima Ejidal, and this is land that belongs still to the Mexicans. It is not private property, a lot of it is being privatized but some of it will take awhile. Big investors should be careful not to fall into Ejidal property in the Loreto area.

Peter: When you say Ejidal, how is that spelled.

Linda: Sure, it's E-J-I-D-A-L. Ejidal.

Peter: Oh, Ejidal.

Linda: This was established during the Revolution of 1917 and perhaps at one point 50% of the entire country was Ejidal. Now it is provided in the law to be privatized but until it is privatized it is not private property.

Peter: So in other words, right now if I were to speak with someone in Mexico who wanted to sell me property like that that should be a warning sign to me that maybe I'm not dealing with the most professional person.

Linda: No, I'm sure that there are professional people who do promote Ejidal property. I would just say it's a yellow light and be sure to get very professional advice if you're considering an Ejidal property because it's a long-term thing.

Adrian: And historically, Peter, people have been burned, Americans investing in Mexico have been hurt is because they really believe and have false expectations that a certain piece of property being offered and being offered at very, honestly, being able to be developed but there's a lot of red tape that goes along with that so that's the only big, big question mark that you have to stay away from.

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Peter: John, what about that? What do you think that you can offer to help someone not get burned?

John: Well, it is education, education, and education and to deal with people who are professional and who have been informed. We just co-sponsored a weeklong real estate fair in Ixtapa/Zihuatanejo. NAR and AMPI have put together a course called "Doing Business in Mexico" and Linda and Adrian are two of the three authors of that course. So, we've come a long way. I've seen it in the last 20 years in terms of having available, educated real estate people who understand Ejidal property and understand Mexican law. So, there are professionals available here.

Linda: I would like to add to that that The Settlement Company, which I developed, is established precisely to help foreigners through the acquisition process. So any questions give me a call or send me an e-mail and we'll get you on the right track.

Peter: And both of those things can be found on our website and we appreciate you supplying us with that information Linda. Linda, John, and Adrian, if anybody would like to contact them go to our website at [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com). Maybe I'm banging my head against the wall here or maybe I'm hoping that others are confused as I or maybe I'm being just a bit naïve here but please explain for me again Linda why would I even consider Ejidal property if it's not private property? In other words...

Linda: Peter, under the law that was put forward in 1993 through Carlos Salinas de Gortari there was provision that Ejidal property can be converted to private property. It is a 7-8-step process beginning with a commitment by the Ejidal group that they wish to convert the property to private property. It takes about five years and then the titles are issued to the Ejidal members. Contracts can be made, promise contracts, promise to sell

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the Ejidal property when it becomes private property. However, these contracts are easily broken unless they're very professionally prepared. We have attorneys on staff who are specialists in this and can probably help if there is a sincere need to acquire an Ejidal property.

Peter: Okay.

John: The reason people want it is because in many, many instances it's being sold at rock-bottom prices. To explain to you, an Ejidal is a group of people who are living together on the land who have formed an ejidatario and there could be 50 to 100, 200 members in that group. They all have to approve the land going private.

Peter: Oh, see that makes a little more sense to me. That makes a little more sense to me as an investor. Okay. In the states, one of the things that we find happens in some transactions are that they are surprises at the closing table. What are some of the ways that an investor can avoid some of these surprises when it comes to closing costs or at the closing table with Mexican real estate, Linda?

Linda: Well, always when the negotiation is being finalized a request for an estimate should be made. This estimate should outline all of the potential costs that will be based upon a review of the deed, of the property being transferred and the written estimate will be provided. My company does this constantly.

John: One thing that sometimes Americans, Canadians, find shocking is the fee of the notary public. Up north a notary witnesses a signature and at the end of the day you pay \$25 or \$50. Down here, a notario publico is an attorney who's practiced law for at least five years, takes a rigorous test and is appointed by the governor of the state and its based

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on population. The notary is responsible for drafting the deed, and Linda if you want to go on a bit about that, I think it's important that they know the cost of a notary.

Linda: Well, the notary public will run 1 to 1 1/2% generally, of the cost of the property, which would mean \$2000-\$3000 on a \$200,000 property. But, he is drafting the deed and he is also responsible for all the tax calculations. A property in Mexico, a real property, cannot be transferred without the services of a notary public.

Adrian: Part of the problem that we have Peter, in the U.S. and Mexico, sometimes to save money we go straight to the owner to buy the property and we believe that the owner is representing what he thinks he has. When you do that in Mexico without going through an AMPI real estate professional and not using the services of what Linda has and trying to buy directly and not going through a notario, it creates a problem.

Peter: Okay, excellent points. We're going to take another short break, our last break in the program today. When we get back we'll talk with Adrian, John, and Linda about maybe the process of getting title.

**BREAK**

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Peter: Linda, a lot of what we've been talking about, we've been discussing some of the potential sticky areas, potential problems but like everything improvements have been made. There's drastic improvements in the way that the properties are now transacted. In fact, a lot of what used to have to be done in person is now being done through the technology. Can you talk a little bit about that?

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Linda: Certainly, Peter. I'm proud to say that our company is pioneering the virtual closing and this means precisely that in this day and age many times we do not meet buyer or seller and neither one has to appear in person in Mexico to complete the process. All things can be done through fax, Courier, e-mail and special documents can be signed with an apostillo if it's in the United States or legalized by the Mexican consulate if Canadian. With these different things the closing process can become much simpler.

Peter: Adrian, I would think that's welcome news for someone who's on this side of the border bringing in investors, bringing companies into Mexico. This must make your lives and the lives of your customers and clients a lot easier as well.

Adrian: Anybody who has bought property in the US, sometimes it becomes traumatic in how you feel. In Mexico it's going to be the same way unless you have someone like Linda and her organization behind you.

Peter: John, are you seeing that happening as well? Are you a tech guru kind of guy and is it working wonders for you in your business?

John: It's efficiency and it's timesaving and it negates the need for people to make a special trip to Mexico. They've come down here, they've gone fishing, played golf, they've seen a property, they're in the middle of wanting to buy it and they go back home and with the virtual closing it means that they don't have to make another trip to sign documents that they can do long distance. It allows us as a company to be national. So, it's efficiency; timesaving.

Peter: And we all know that time saved is money saved as well. And speaking of money, that music you hear in the background, Pink Floyd "Money", indicates that were now at

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the point in our show when we welcome in our Mortgage Minute and today we have Matt Knighting from RealSource Commercial. Matt, are you there?

Matt: Yes, I sure am Peter. How are you doing?

Peter: We're doing well, we're going to talk over this music a little bit and make Roger Waters a little upset at us.

Matt: Sounds good. I always wanted to upstage him anyway so.

Peter: Matt, we have Adrian, Linda, and John on the line. We've been talking about Mexican real estate, Mexican real estate investments and what I'd like to talk to you about not only is what's happening with financing here in this country, but I know RealSource, your company has done a lot of tenant in common type investments in Mexico and that you have I believe financed those.

Matt: Actually, a lot of those deals that you're speaking of, land deals have been largely cash transactions. They've been equity deals where people have brought those together. So we haven't actually financed those. However, there is a continued interest and an expanded interest in doing transactions abroad whether that's on the southern side of the U.S. or the northern side, Mexico and Canada.

Peter: Right now, again one of the things that we like to correct in our opinion is we like to set the record straight as to what's happening with financing specifically in the commercial markets. Give me an idea of maybe someone you just closed along with or what's happening with the rates today.

Matt: A good case in point, markets continue to be up and down on a daily basis. I think the biggest news is that the feds have put together a \$200 billion treasury package to try to infuse that to some of the larger banks to shore up the financial markets and get some

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of these lenders to start lending again and policy to get back to normal. Two days ago, just to give you an idea of how much difference a day can make, the treasuries were trading in the high 2s, 2 1/2, 2 3/4 and we had a period where they dropped 40 basis points. It was several hours and so for those people who had their loans in process, we were able to lock and get them rates sub 5%.

Peter: Well, that's fantastic, Matt. Listen, I apologize but we're really short on time this week. If anybody's interested in learning more or getting or securing financing for an upcoming investment, how did they get in touch with you?

Matt: Absolutely thanks Peter. It's Matt Knighting and the number is 800-929-2150 and I'm at extension 2760. Again, that's 800-929-2150 extension 2760.

Peter: 929-2150 extension?

Matt: 2760.

Peter: Thank you, Matt.

Matt: Thank you, Peter.

Peter: Have a great day. Adrian, Linda, John, we have about 3 1/2 minutes left to the show so let me give you each a minute to leave us with a golden nugget and we'll start ladies first. Linda.

Linda: Oh my goodness. Well, I guess the big rule is do your homework, do some reading, we have lots and lots of articles, we have lots of information on our website. We do specialize in the virtual closing and I would like very much to have anybody interested in Mexico contact us and we'll do our best to provide the right information so that these people can have a successful and a very happy Mexican experience.

Peter: John.

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**Experts to Detail Truth, Dispel Myths About Investing in Mexican Real Estate**

John: I'm going to throw you a wild curve. Mexico is in a housing boom right now and Mexicans are coming back and buying property, selling homes in the United States and going into rental situations and coming down here. Mortgages here in 2000 were 30% and now they are 12% fixed, so there will be a lot of Mexican people coming down here to buy in their homeland.

Peter: And that's good news.

John: Yes. Good for Mexico.

Peter: Absolutely. Adrian.

Adrian: Thank you, Peter. No need to be afraid. We hear about problems all over the world and in Mexico. I can assure you if you do your homework and once you arrive there you work with an AMPI real estate professional or if you either check Linda's website or my website you're going to be going the right direction. Do not fear, go out and have fun and in part of the process you might make some money.

Peter: That's outstanding. That's what this show is all about. Like I say at the very beginning of the program, real estate if purchased well continues to be the single best investment. Adrian Arriaga, broker/owner of AAA Real Estate and Investments in McAllen; John Glaab, vice president, international marketing for The Settlement Company; Linda Jones Neil, founder and adviser for The Settlement Company, I want to thank you for coming back on our program and I look forward to having you on sometime in the future.

Adrian: Thank you very much.

Linda: Thank you.

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Peter: Thank you guys, and next week on Income Property Investment Talk we are going to sit down one-on-one with the president of the CCIM Institute, Tim Hatlestad. The CCIM Institute, the Ph.D.s of commercial real estate, do a lot of work to maintain a marketplace for investors to purchase commercial real estate. We are going to talk to Tim about the CCIM Institute itself, what it does, what its members do, we're going to talk the ins and outs of commercial real estate investing. So join us next week to talk to Tim Hatlestad, president of the CCIM Institute. We thank Adrian, John, and Linda for being on the show today. Remember you can find out more about them by going to [incomepropertyinvestmenttalk.com](http://incomepropertyinvestmenttalk.com). Until next week safe investing.