



## Real Estate in Mexico series – Why Do I Need A Realtor?

The benefits of working with a Realtor is the relationship you and your Realtor establish and between the parties involved in the transaction - other brokerages, Notarios, developers and home inspectors. Your Realtor is knowledgeable about the obligations and responsibilities of both parties.

So you think, but Barbara, I have bought and sold properties in the United States and Canada without or with minimal assistance from a Realtor. Why do I need one in Mexico? Because, dear listener, you don't know what you don't know. You are considering moving to another country, not state or province where the differences are minimal. Nor are you relocating for a better neighborhood, a job transfer or better schools. The majority of you are considering a total lifestyle change - retirement in a foreign country with language and cultural challenges. We certainly applaud your adventurous spirit, but this is not for everyone.

Unlike north of the border, this is so much more than a business transaction between you and your Realtor. Your Realtor will be your navigator throughout the process. Where do you begin? With our very popular Courtesy Orientation Tour. First, your tour is customized to you. For example, if you play golf, then the tour will include the two country clubs in the area. You'll be introduced to the villages, neighborhoods and developments that dot the north shore of Lake Chapala. You'll be shown the variety of restaurants, shops and grocery stores where you'll find many of the products that you want – the clinics, hospitals, theatres and much more.

Our Realtors have years of experience and are happy to share the things that they have learned with you. You'll be given a map so that you'll be able to identify the areas that appeal to you the most. When are ready to look at properties? Are you ready now?

We discuss the pros and cons of the areas that you prefer, features that are important and the price range you can afford. We are fortunate to be one of the few areas in Mexico that offer a Multiple Listing Service and will do a search for properties that meet your criteria. Then you'll be taken to see the houses that you have chosen.

We try to be as knowledgeable as possible on all the listings. Are they priced right? Any negative or positive features that you need to consider? Years of experience and having negotiated many sales enables us to get you the best price and terms if you decide to make an offer.

You're ready to make an offer? Then check out the next of our Real Estate audio series.

As mentioned in a previous audio, we want to make your transition to a new country and lifestyle as easy as possible. Our Realtors will be with you long after the closing to provide support and assistance.

Thank you and don't hesitate to contact us. Check out the next in our audio series. Adios!