

The Property Question

Live and Invest Overseas
Retire Overseas Virtual Conference

Sept. 13-17, 2021

To Rent Or To Buy?

Renting Pros

- Flexibility to move around
- Maintenance costs on the owner
- No HOA fees (with the exception of Ecuador/Uruguay)
- Reduce upfront capital costs

Buying Pros

- Long-term investment
- Pay cash – no monthly payment
- Eliminate exchange rate risk
- Can generate cash flow
- It's yours

Renting Checklist

- ✓ Location
- ✓ What Are You Renting?
 - Furnished vs. Unfurnished
- ✓ What Are Your Obligations?
- ✓ Term (and when you can break a lease)
- ✓ Use An Attorney
- ✓ Documentation

Finding A Rental

- Internet Search
 - International websites (VRBO, AirBNB, etc.)
 - Local websites
 - Gringo forums
- Local Real Estate Agencies
- Local Papers
- Local “For Rent” Signs
- Word Of Mouth

Buying Checklist

- ✓ Location
- ✓ Carrying Costs
 - HOA Fees
 - Property Taxes
 - Utility Costs
 - Insurance
- ✓ Use An Attorney

You're Not In Kansas Anymore

- Real Estate Agents
 - They work for themselves, not the buyer
(and probably not the seller...)
 - Not necessarily licensed, especially in Latin America
 - Generally don't cooperate with other agents
- Net Commissions
- Concession Title

You're Still Not In Kansas

- Title Issues
- Non-freehold Title
 - Ejido Land
 - Cooperative Land
 - Rights of Possession
- Use An Attorney

The Real Cost Of Buying

- Transfer Taxes (Stamp Duty)
- Registration Fees
- Agent Fees
- Legal/*Notaire* Fees
- Property Taxes
- Homeowner's Association Fees

Pricing Without Comps

- No MLS in Most Markets
- Gringo vs. Local Pricing
- Registered “Value”

Titling Options

- Individual Name
- Joint Tenants with Rights of Survivorship
(not available in all jurisdictions)
- Local Corporation
- Foreign Corporation
- Inheritance Laws

Recommended Resources



Build Your Own Pension Plan With This Single, Turnkey Step...

Aug. 14, 2019

Dear *Overseas Property Alert* Reader,

The strain on Social Security is greater every day...

Relying on the stock market alone to keep your IRA or 401(k) healthy is a serious gamble...

And bank interest rates for a savings account are insulting at this point.

You know all this already.

And bank interest rates for a savings account are insulting at this point.

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