

BUYING REAL ESTATE IN SAYULITA & RIVIERA NAYARIT

A COMPLETE GUIDE FOR FOREIGN BUYERS
INVESTING IN MEXICO

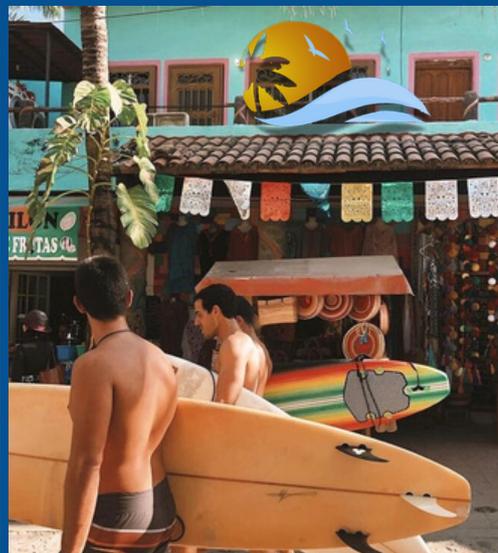


Presented by Avalos Realty
Local Experts Since 1991.



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Overview of the Market

Sayulita and the surrounding Riviera Nayarit region have become one of Mexico's most attractive coastal real estate markets. Over the past two decades, the area has transformed from a quiet surf village into an internationally recognized destination for vacation homes, investment properties, and lifestyle buyers.

Located along Mexico's Pacific coast in the state of Nayarit, Sayulita is known for its vibrant community, beautiful beaches, and relaxed atmosphere. Its walkable town center, thriving culinary scene, and year-round tourism make it particularly attractive for buyers seeking both personal use and rental income opportunities.

The broader Riviera Nayarit region stretches along more than 300 kilometers of coastline and includes popular destinations such as San Pancho, Punta de Mita, Bucerías, and Puerto Vallarta. These areas offer a wide range of real estate options from beachfront villas and luxury estates to boutique condominiums and development land.

International buyers, particularly from the United States and Canada, are increasingly drawn to the region because of its accessibility, natural beauty, and strong tourism industry. Puerto Vallarta International Airport provides direct flights to major North American cities, making the area convenient for vacation homeowners and investors alike. With limited beachfront inventory and growing demand, the Riviera Nayarit real estate market continues to show strong long-term appreciation potential.

At Avalos Realty, we have been part of the Sayulita real estate community since 1991. Our team has witnessed the growth of the region firsthand and continues to guide buyers and sellers with trusted local expertise and deep market knowledge.



Can Foreigners Buy Property in Mexico?

Yes, foreigners can legally purchase property in Mexico, including in coastal areas such as Sayulita and throughout Riviera Nayarit.

Because coastal zones are considered “restricted zones” under Mexican law, foreign buyers typically purchase property through a bank trust known as a fideicomiso. This trust allows foreign buyers to enjoy full ownership rights while the bank holds the title for administrative purposes.

As the beneficiary of the trust, the buyer has full control of the property and can:

- Sell the property
- Rent the property
- Remodel or improve it
- Transfer ownership to heirs

The fideicomiso is established with a Mexican bank and is typically valid for 50 years, with the option to renew indefinitely.

This system has been safely used by international buyers for decades and is the most common structure for foreign ownership of coastal property in Mexico.

Costs of Buying Property

When purchasing real estate in Mexico, buyers should expect closing costs between 5% and 7% of the purchase price.

Typical closing costs include:

- Notary fees
- Property registration fees
- Trust setup (fideicomiso) fees
- Legal review and due diligence
- Government transfer taxes

The notary public plays an important role in the transaction, ensuring that the title is clear and that all documents comply with Mexican law.

Working with an experienced local real estate agency and legal professional helps ensure a smooth and transparent closing process.





Best Areas to Invest in Riviera Nayarit

The Riviera Nayarit offers a diverse range of communities for real estate investment.

Sayulita

Sayulita is one of the most popular destinations in Riviera Nayarit. Known for its surf culture, colorful streets, and vibrant tourism industry, the town attracts both lifestyle buyers and investors interested in vacation rentals.

San Pancho (San Francisco)

Located just north of Sayulita, San Pancho offers a quieter and more residential atmosphere. It has become increasingly popular with long-term residents and buyers seeking a peaceful coastal community.

Punta de Mita

Punta de Mita is a luxury destination known for its exclusive beachfront communities, golf courses, and high-end resorts. Properties here often include luxury villas, gated communities, and oceanfront estates.

Bucerías

Bucerías offers a mix of beachfront condos and traditional Mexican charm. Its proximity to Puerto Vallarta and strong expat community make it attractive for buyers seeking both affordability and convenience.

Lo de Marcos

Lo de Marcos is an emerging market north of Sayulita with growing interest from investors looking for development opportunities and quieter beachfront properties.



Rental Investment Potential

Many buyers in Sayulita and Riviera Nayarit purchase property as vacation rentals.

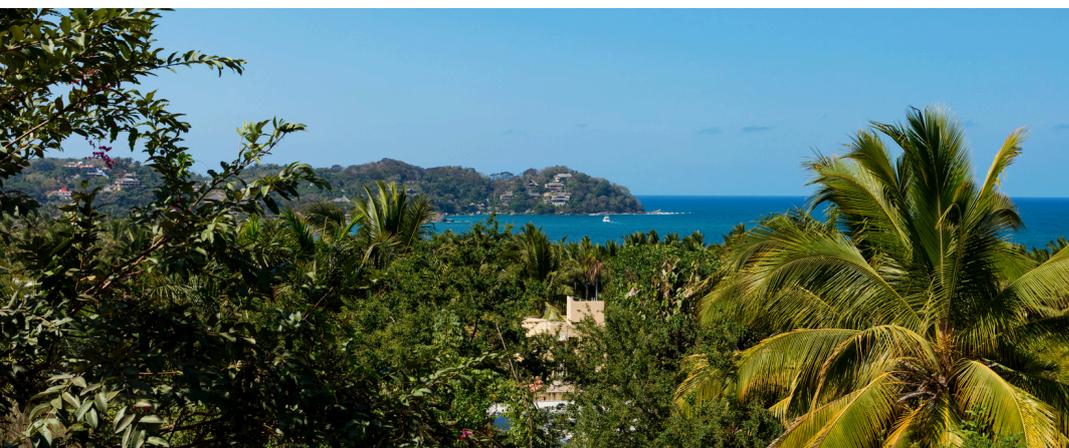
The region benefits from strong tourism demand throughout much of the year, particularly during the winter months when visitors from North America seek warmer climates.

Vacation rentals in popular beach towns like Sayulita can generate attractive rental income depending on location, property type, and management.

Key advantages of owning rental property include:

- High seasonal demand from international travelers
- Opportunity for personal vacation use
- Potential for long-term property appreciation
- Diversification of investment portfolios

Many owners choose to work with professional property management companies to handle rentals, guest services, and maintenance.



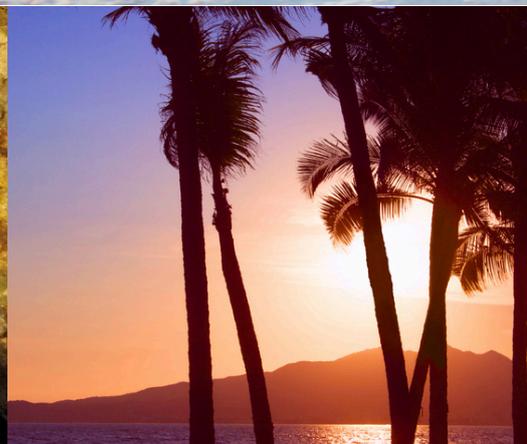


Step-by-Step Buying Process

Buying property in Mexico typically follows these steps:

1. **Property search and selection**
2. **Offer and negotiation**
3. **Due diligence and title review**
4. **Trust setup (fideicomiso) for foreign buyers**
5. **Closing with the notary public**

Working with a knowledgeable local real estate professional helps ensure that the process is handled smoothly and that buyers fully understand each step of the transaction.





Thinking about buying property in Sayulita or Riviera Nayarit?

Avalos Realty has been helping buyers and investors navigate the local real estate market since 1991. Our team offers trusted local expertise and personalized guidance throughout the buying process.

Visit us online:
<https://avalosrealty.com>

Contact us today to start your property search.