

## **Mexico Resort Real Estate Update .....**

**From the Settlement Company®**

***Para leerlo en español, favor de abrir el anexo....***

Welcome to our Second Quarter, 2017 newsletter. In this edition, we feature an article on Safety in Mexico which appeared in Mexico News. Also covered are articles on meetings of the National Association of Realtors®, development of new hotels for Mexico and the international success of Mexican winemakers.

### **Safety in Mexico City: a traveler's view**

***Follow some guidelines and enjoy one of the world's best cities***

By Norma Schafer

Mexico News Daily

When The New York Times picked Mexico City as No. 1 among 52 places to go in the world in 2016, I felt like doing a somersault.

Finally, my much beloved and unfairly maligned Ciudad de Mexico (CDMX) — so deserving because of its remarkable history, culture, architecture, archeology, fashion, great food, and sophistication — was being recognized as a top tourist destination.

The World Tourism Organization Mexico recently named Mexico City the eighth most popular travel destination, garnering 35 million foreign visitors a year.

Yet many still consider Mexico City a dangerous place, fraught with robbers, drug lords, pickpockets, scammers, muggers, kidnappers, purse-snatchers and other sordid folk ready to take the unsuspecting visitor for a ride to who knows where.

I've been blogging about personal safety in Mexico over the years. It always comes up for me when someone says, *You go to Mexico City? It's not safe.* Writing about it is my attempt to dispel the myth and misperception that around every corner lurks a bad *hombre*, ready to take advantage of the unsuspecting tourist.

That said, wherever I travel, in Ahmedabad, Gujarat, India, downtown Durham, North Carolina, U.S.A., or Mexico City's historic center, I remind myself to be alert — always.

Am I safe? The answer is based on the body's emotional and biochemical response to real or imagined danger. Fear can be triggered simply by a brother or friend saying, *Don't go. It's not safe.* Fear can be based on lack of information or experience.

Fear of foreign travel is cultural: less than 50% of Americans hold a passport. Fear can freeze us and keep us from trying new experiences. One of my favorite sayings is, "Life begins at the end of your comfort zone."

Mexico City is a huge, 21-million-person megalopolis. I remember feeling uncomfortable, intimidated. It was a stretch to go there alone. But since then, I've traveled there frequently, solo and stayed a week or weekend with my sister, or my son, or friends.

I've walked back to my historic center hotel after dinner late into the night, alone.

Do I watch my back? Yes. Do I sling my cross-body handbag diagonally across the front of my torso? Yes. Do I walk along more populated and well-lit paths? Yes.

Have I been afraid? Rarely. When I am afraid, I confront my fear: is that person who doesn't look or dress like me really a threat? And the answer is usually no.

In addition to writing about my own experiences, I surveyed some *norteños* who recently visited Mexico City. Most who responded were single women or those who went with a friend or spouse. They live in the U.S. and Canada.

For some it was their first visit. Others have been returning for decades. Plus, a few Mexicans added their comments — always good to get advice from insiders.

What did they say?

“I love Mexico City.”

Mary Cloos, from Portland, Oregon, says Mexico City is every bit as inspiring and interesting as New York City — for less than half the price. She doesn't understand why Americans would describe it as dirty and scary. Mary says that anyone who appreciates art, culture, food, and warm, kind people should have Mexico City on their “must-see” list.

Kay Rayner from Toronto, Canada, has been traveling to Mexico City since 1992. She recalls being terrified during that first trip, knew nothing about traveling alone and spoke very poor Spanish.

But she jumped in, was reassured by locals, soaked in the color and street life and returns each year. She has learned more Spanish, too, and feels comfortable negotiating her way independently now.

As a student, Mary Anne Shaw from Concord, California, lived in Mexico City from 1968-1970. She notes how much everything has changed. There are more people and traffic can be unbearable.

## **New hotels for Mexico**

Grupo Hoteles Misión plans 10, Marriott International 14

Mexico News Daily | Friday, May 5, 2017

Two hotel owners have announced investments that will bring 24 new hotels to Mexico in the next 12 months.

Grupo Hoteles Misión will invest some US \$250 million in 10 new properties this year in the cities of Puebla, San Luis Potosí, Toluca, Mérida, Celaya, Irapuato and Cozumel.

The company's chairman of the board, Roberto Zapata Llabrés, said the hotels will open under a new tourism concept.

During the next two months two will open in the Angelopolis zone of Puebla and two more in San Luis Potosí, one at the World Trade Center and the other near the new BMW automotive plant.

Construction is expected to begin within days on the Cancún hotel, which will be located near the airport.

Zapata said two hotels will be opened in Mérida, which he said was beginning to establish itself as a center for services in the southeastern region of the country. The Yucatán capital was also chosen for being one of the principal — and fashionable — tourist destinations in Mexico.

An 80-room hotel will open on Paseo Montejo near the convention center. Another will be situated in the historic center.

Grupo Hoteles Misión currently has 60 hotels in 22 states in Mexico.

For Marriott International, 14 new hotels are in the plans, with a focus on business travel and luxury.

The company's vice-president for global sales, Laura Santoni, said new luxury properties will open in Los Cabos and Mexico City.

Source: [El Financiero](#) (sp), [CNN Expansión](#) (sp)

## **REALTORS® Congregate in Washington D.C.**

The National Association of Realtors® (NAR) stages two major events each year. Each November the larger one, called, "Conference and Expo", is held in various cities such as Anaheim, New Orleans and Orlando. In 2017 it will be in Chicago. In May REALTORS from the U.S. Canada and other parts of the Globe assemble in Washington D.C. That session is called, "REALTORS® Legislative Meetings and Expo."

The words, "Legislative Meetings.." are key. For many years the May gathering in Washington was called, "The Mid- Year Meetings." Under the new scheme more emphasis has been placed on "Visits to the Hill." Individual REALTORS® and association's representatives meet with members of the Congress and Senate, to lobby for such items as property rights and tax deductions for mortgage payments as well as changes need to lending practices on Wall Street... For example the Florida Association met with Senator Marco Rubio. State associations "caucus" and some hold elections during the week.

### **Below I have listed some of the major events:**

**CIPS Advisory Board-** The main point of discussion was a move to climate exams in order to become a Certified International Specialist. (CIPS). The move was overwhelmingly rejected. As one member said, "It would lower the prestige for the CIPS Designation." Another commented, "What if an Attorney did not have to pass an examination to be called to the bar?" Another discussion was about the "shrinkage" of membership in this group. Each year about 200 Designees are "pinned." But, the total number of Designees remains stagnant. It was announced that a new staff member is being hired to help provide marketing materials for us by Designees.

**Global Business and Alliances Committee-** It is always a pleasure to attend this meeting and see the back drop the flags of the 80 countries that are affiliated with NAR. This year more than 120 "International Members" from 19 countries participated. Two new countries (Belarus and Guatemala) signed a "Bi-lateral agreement." Mexico renewed its agreement which has been in place since 1982. Unlike recent years, however, membership in AMPI does NOT include International Realtor Member status so AMPI members are not permitted to use the Realtor "R" logo unless they join NAR independently.. Presentations were made on the listing system realtor.org, on "The Anatomy of a Trade Mission". And one by NAR's Chief Economist, Dr, Lawrence Yun, PhD. He presented a paper, "The Impact of Immigration on the U.S. Housing Market." Scott Turlock, Executive Director for China and Mongolia at the U.S. Department of Commerce delivered a paper, "China and U.S. trade.

**America under President Trump: A View from Washington-** Chris Wallace, FOX News, Washington D.C. was the speaker. The host of *Fox News Sunday Morning*. As a journalist he draws on his experience and uses insights based on years of experience covering laws that have been enacted and responses of citizens. He provided his up to the minute perspectives on the Trump Administration's first 117 days.

## NAR Board Approves Nationwide Listing Data Entry System

Daily Real Estate News | Monday, May 18, 2015

The NAR Board of Directors has voted to approve a partnership to create an online system for all listing data posted by real estate brokerages, creating a single back-end entry point for distributing listings to MLSs, brokerage websites, Realtor.com® and other sites chosen by the broker.

The arrangement will bring together NAR and its wholly owned REALTORS Property Resource® (RPR) subsidiary with UpStream RE, LLC, a company formed by a coalition of brokerages, networks and national franchises. The organizations will work together to develop a system based on the RPR® Advanced Multi-list Platform (AMP™) that will allow brokerages to use one application to input data for multiple platforms, including Realtor.com, local MLSs and broker websites.

### Women's Council of Realtors:

The 11, 000 member WCR runs a parallel event during NAR's two major Conferences. Following is an outline of its purpose:

*"We are a network of successful REALTORS®, advancing women as professionals and leaders in business, the industry and the communities we serve."*

In Washington, WCR staged educational and social events. The new President was also installed. She is Sheri Sousa from Livermore, California.

## REALTOR® University Graduates 4th Class

Posted in [2017 Legislative Meetings](#), by [Erica Ramus](#) on May 21, 2017

The 2017 REALTOR® University graduating class celebrated their commencement on May 19 in Washington, DC at the Legislative Meetings. This was the fourth class to graduate, and brings the total number to 48 graduates of the MRE program (Masters of Real Estate).

The afternoon ceremony was streamed live on Facebook so that family and friends of the graduates could "attend" online if they couldn't make the presentation ceremony in person. You can watch the roughly 40-minute ceremony here: <https://www.facebook.com/REALTORUniv/>

Congratulations to the graduates! And you want more information about this unique program, check out [REALTOR® University's webpage](#). REALTORS® with a bachelor's degree, you may be eligible for our MRE program. It's 100% online and most of the graduates have made it through the program juggling families, careers in real estate, and other obligations. You can do it too! There are scholarships available for qualified candidates. Check it out.

### [NAR's Trademark Advocates Score Global Win:](#)

NAR General Counsel Katherine Johnson, left, and Associate Counsel Chloe Hecht The World Trademark Review, an international source of news for trademark professionals, has named the National Association of REALTORS®' Legal Affairs department as its not-for-profit legal team of the year.

NAR works extremely hard to protect the REALTOR brand worldwide to ensure that our members both domestic and international, who are members of NAR are viewed as professionals that adhere to a strict Code of Ethics and work for the best interest of their clients and communities.

The World Trademark Review, an international source of news for trademark professionals, has named the National Association of REALTORS Legal Affairs department as its not-for-profit legal team of the year. Across the board, NAR works hard to make sure the globally recognized REALTOR brand is protected for you, our members, and will continue to do so for years to come!

## Mexican winemakers bring home 18 medals

*Six gold medals won at the Brussels World Wine Competition*

Source: Mexico News Daily | Saturday, May 27, 2017

Mexican wineries submitted 18 wines to the Brussels World Wine Competition and came home with 18 medals, six of them gold.

The 2017 edition of the Concourse Mondial de Bruxelles attracted 9,080 entries from 50 countries competing for grand gold, gold and silver medals.

A panel of 320 international judges — journalists, buyers, oncologists and sommeliers — gave Spanish wines the highest number of medals, followed by France, Italy, Portugal and Chile. Another country in the top 10 was China, which doubled its medal count this year.

The gold medal-winning Mexican wines were:

- Casa Grande Chardonnay 2016, Parras Valley, Coahuila;
- Casa Madero Chardonnay 2016, Parras Valley, Coahuila;
- Casta Tinta Syrah 2014, Valle de Guadalupe, Baja California;
- Duetto 2011 (Santo Tomás), Baja California;
- Hilo Negro ZigZag 2014, Valle de Guadalupe, Baja California;
- Solera Blanco (Santo Tomás), Valle de Santo Tomás, Baja California.

Mexico's silver medal winners:

- Cardón 2014, Valle de Guadalupe, Baja California;
- Casa Grande Shiraz 2013, Parras Valley, Coahuila;
- Casta Blanca 2016, Valle de Guadalupe, Baja California;
- Casta Negra 2013, Valle de Guadalupe, Baja California;
- Cuna De Tierra 2014, Guanajuato;
- Cuna De Tierra Nebbiolo 2014, Guanajuato;
- L.A. Cetto Cabernet Sauvignon Reserva Privada 2013, Baja California;
- L.A. Cetto Nebbiolo Reserva Privada 2013, Baja California;
- L.A. Cetto Petite Syrah 2015, Baja California;
- L.A. Cetto Sauvignon Blanc 2016, Baja California;
- Monte Xanic Sauvignon Blanc Viña Kristel 2016, Valle de Guadalupe, Baja California;
- Tierra Adentro Syrah Merlot Tempranillo 2013, Valle de Guadalupe, Baja California.

[The annual competition](#), which describes itself as the United Nations of Fine Wines, was held earlier this month in the city of Valladolid, Spain, in the heart of the winemaking Castilla y León region.

Next year the event moves to Beijing, China.

*Mexico News Daily*

### **International Education Comes to Playa del Carmen**

The National Association of Realtors® offers a plethora of designations and certifications to equip REALTORS® with the tools they require for success. One of the most popular around the world is the Accredited Buyer Representative (ABR®) designation..

This designation is for real estate buyer agents who focus on working directly with buyer-clients at every stage of the home-buying process. A few years ago it was presented in Los Cabos. Doug Christensen V.P. of MLS Los Cabos was one of the students. At the time, he said, "This class should be mandatory for every member of our MLS organization."

A few weeks ago, the ABR® designation class was presented in Playa del Carmen. It was sponsored by TOP Mexico the leading real estate company in Quintana

Roo. Linda Neil, CIPS was the Instructor. Thomas Llyod, Broker/Owner of TOP Mexico said, "The information from this two day class will be invaluable for our selling agents. All of us thank Linda for coming here and sharing this information"

During the two days, Alicia Parra, Executive Closing Agent from The Settlement Company® and Lic. Mario Canto, Notary Public #86 in Quintana Roo, made brief presentations on Mexican real estate law, followed by a question and answer period..

Linda Neil, said, "It was a pleasure meeting the 30 students and sharing the ABR® material with them. I look forward to presenting this class in other parts of Mexico, this year."

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