



GLOBAL MORTGAGE

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YOUR TRANSPARENT CROSS-BORDER LENDER

Founded in 2017, on the principal of transparent lending, Global Mortgage offers a secure cross-border financing solution to United States citizens seeking to securely own or refinance property in Mexico. Our company is backed by \$Billions in capital and is a regulated and audited financial institution in Mexico. Our staff has a combined 200+ years of international lending experience on both sides of the border and always has our clients' best interest at hand.

Every mortgage written by our company, no matter the loan program, is fully amortized, has a fixed rate, no pre-payment penalty, no balloon payment, and no hidden fees. Global Mortgage employs several full-time attorneys to ensure our work is flawless. We take our commitment to client success seriously; after all, there are no compromises when it concerns quality, reliability, and reputation.



GLOBAL MORTGAGE

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www.GlobalMortgageMexico.com



WHAT TO EXPECT WHEN FINANCING WITH GLOBAL MORTGAGE

PRICING MODEL

Global Mortgage loan rates are priced based on risk - nearly identical to the way, conceptually, that mortgages are priced in the United States. Many clients often find that our rates are similar to non-owner-occupied, non-agency (agency typically refers to Fannie Mae or Freddie Mac) mortgage rates in the United States, accounting for international risk.

METHODOLOGY

Global Mortgage loan rates typically fall within a range of 7.75% to 9.9% depending largely on the FICO score of the primary wage earner and the loan-to-value ratio. For example, clients borrowing 40% of their home's appraised value (60% down payment for purchases transactions) with a high FICO score, will be on the lower end of the aforementioned range. While this is a stark contrast from the 30 year fixed owner-occupied mortgage rates available in the United States today, our clients often find that the true cost of borrowing in the US against another property, lost investment opportunity in the market, and potential penalties when pulling from a retirement account casts different light on these mortgage rates. Global Mortgage understands that dream vacation home ownership in Mexico often includes significant value in offering the property for rent during peak periods. Many clients even enjoy covering an entire year of property or mortgage expenses through rental income in only a couple of peak weeks. For this reason, Global Mortgage allows investment property financing, and does not charge a rate premium for properties that are offered as a vacation rental. In certain circumstances (typically refinance and cash-out refinance), subject property rental income can even be used to qualify for a financing from Global Mortgage.



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VESTING

Global Mortgage, without additional added rate premium, allows clients to borrow and close in the name of a US registered corporation, LLC, or trust – an advantage not ordinarily offered with conventional US Mortgages. Certain restrictions and documentation requirements apply.

SELF-EMPLOYED

Self-employed or non-traditional income earners enjoy Global Mortgage's bank statement or alternative documentation income qualification policy. Note that in order to help clients take advantage of the US and Mexico treaty on double taxation, US personal income tax returns will be required from all borrowers to validate US taxpayer status. However, income used as a basis of repayment for the loan can be considered with alternative documentation.

OUTLOOK

At Global Mortgage, our relationship with our clients doesn't end at the closing table. All Global Mortgage loans are serviced by our servicing entity, in-house. Many of our clients enjoy the convenience of our one-pay program - taking the hassle and worry out of separately paying insurance premiums, property taxes, HOA dues, and trustee annual fees. For many, this eliminates the added expense of hiring a property manager to care for these ancillary property payments that are sometimes arduous to make in Mexico.



KEY DIFFERENCES BETWEEN BUYING AND FINANCING PROPERTY IN MEXICO VERSUS IN THE U.S.

In contrast to property purchases in the United States, Mexico property purchases and financing transactions involve collection of fees and taxes on the front-end versus on an ongoing basis. This is often one of the most surprising aspects. For example, a typical property purchase may involve paying fees and taxes at closing upwards of 6% of the property purchase price. However, favorable property tax treatment, generally lower property insurance premiums, and other reduced ongoing costs make the overall cost of ownership significantly lower on an ongoing basis. Breakeven often occurs a couple of years after closing, and every month thereafter you are “in the money.”

LOAN TERMS

Maximum Loan Amount*	\$2,500,000
Minimum Loan Amount	\$100,000
Minimum FICO	680
Maximum Loan-to-Value	60%
Rates	7.75-11.5%
Loan Terms	15, 20, 25-years

**Maximum Loan Amount is subject to increase based on an exception approval process*

5 STEPS TO FINANCE

Get Pre-Qualified

Submitting an application to your Mortgage Advisor allows for us to streamline the process and provide clients, as well as industry partners, with upfront clarity. For more peace of mind, take advantage of our 72-hour promise – a fully-underwritten credit approval in 3 days or less.

Finding Property (Purchase Transactions)

Once under contract on your new home, a coordinated and step-by-step process begins. The Global Mortgage team is by your side every step of the way. Our seasoned Mortgage Advisors will provide you with a clear vision to closing.

Approval

Upon loan approval, your Global Mortgage processor will schedule a 30-minute Zoom welcome call with you and your Mortgage Advisor where you'll review and sign important disclosures, discuss any underwriting conditions, and order key items from 3rd party vendors. In this call, we've consolidated 3 weeks of back-and-forth communication into 30 minutes. It's an exciting time, and when your Mexico homeownership experience becomes real!

Closing

The Global Mortgage Closing Team will be in contact with you and with your Mortgage Advisor (and your agent if you like) to schedule your closing appointment, request any additional needed vesting documentation, and prepare the final escrow instructions for you to wire your funds. A member of the Global Mortgage leadership team will join you at your signing appointment to ensure that the process is smooth and seamless. As part of our commitment to transparency in lending, Global Mortgage mandates (and pays for) a translator to attend the final signing appointment to read and translate each Spanish language document into English. "No surprises" is at the core of all that we do.

Lifetime Partnership

We are committed to being a lifelong liaison for Mexican homeownership. Because we service our mortgages in house, we love remaining in contact with our clients throughout the life of their mortgage!

KEY TERMS

DID YOU KNOW?

In 2019, Global Mortgage spent nearly \$1mm in legal expense to ensure that our Fideicomiso and warranty trust agreement provides top-notch ownership security to our clients.

Apostille

The purpose of an apostille is to authenticate the notarization of documents to be used in a foreign country. If you plan to close your loan with Global Mortgage in the name of a corporation, LLC, or trust, the original articles of organization must be notarized and apostilled in the United States and provided to Global Mortgage to ensure a smooth closing.

Fideicomiso

Foreigners can not directly own real estate within Mexico's 'restricted zone' as addressed in Article 27 of the Mexican Constitution. Restricted zones generally encompass all land within 100 kilometers of any Mexican border, and within 50 kilometers of any Mexican coastline. To permit foreign investment in these areas, the Mexican government introduced the Fideicomiso. Global Mortgage leverages a thoroughly vetted version of this trust agreement to provide legal ownership protections to both the client and the lender.

Bank Trust

Under the Fideicomiso, a Mexican bank is designated as the trustee to hold title to the property and is the technical owner of the record. The Bank Trusts enable foreigners to enjoy unrestricted use of land on or near the coastlines in order to realize improvements, expansions, and to profit from the sale of the property without restrictions. Property held in Fideicomiso by a trustee bank is not an asset of the bank. If the bank goes into financial difficulty, the property is simply transferred to another trustee bank. These laws are federally imposed. Your property is simply yours, just as it is in the United States. Global Mortgage has delegated authority to issue these bank trusts through Monex, a reputable and thoroughly vetted financial institution in Mexico.

Notario Publico

All Notario Publicos are licensed attorneys in Mexico and are backed by a similar (and often more robust) vetting process of that for attorneys in the United States. The Notario Publico's responsibilities include review and execution of all required documents related to the real estate transaction, coordinating all aspects of the "Proyecto" with all interested parties, and ensuring that all documents executed are done so in accordance with Federal law.





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