

Costa Vallarta Realty is a professional Real Estate organization located in Vallarta Mexico. Our team is formed by a group of specialists in different disciplines with successful track record in business development.

By integrating expertise and knowledge, Costa Vallarta Realty has developed a Real Estate Services portfolio for the high demanding Vallarta market, from land search, real estate sales and rentals to high quality property management services.

From condos & villas to developments, bed & breakfast properties, land to create business & commercial real estate or to build your dream vacation and retirement home in paradise Vallarta.

“Costa Vallarta Realty a trusted Real Estate advisor in Vallarta”

Our main goals: 100% customer satisfaction founded on sound business ethics and high quality services that respond to the market dynamics.

Costa Vallarta Realty is a member of the AMPI (Association of Realtors in Mexico) and a member of the MLS (Multi Listing Service) service MLS in Vallarta.

To make Real Estate business and investments in Mexico, we gladly assist you throughout the process: from search to closing in order to assure a secure and hassle-free method of purchasing in Mexico.

### **Costa Vallarta Realty Uniqueness**

Business consulting

Internet and information technology experts

Sales & marketing specialists

Personalized high quality service

Cross market experience: residential – commercial – land

### **Our Values:**

Values

Integrity & honesty

Focus on business results and customer success.

Integral support and service

Quality and continuous improvement

Co-operative business model

## **Our services:**

### **Sales**

From north to south in Banderas Bay and surrounding areas we help you to find and sell a Real Estate property: land, condos, villas & homes as well as high end developments. A high quality bilingual sales team will assist you from search to closing.

### **Vacation Rentals**

Comprehensive rental promotion by internet. Exclusive minisite for your property. An on-line exclusive rentals calendar. Automated operation for reservations, payments, reminders, arrivals and departures. Online account statement. Online groceries & shopping list.

### **Property Management**

Hassle-free property management

Property manager on-site and 7x24 assistance

Office support

Property administration & bills due. On-line statements

### ***À-la-carte services***

Concierge, chefs, housekeeping, pool and gardening & maid services

## Sales & Marketing for Developers

To better serve the Developers community, Costa Vallarta Realty has created a services portfolio that provides a turnkey solution for Developers.

Proven track record business specialists that, together, create a multi-discipline team focused on business consulting and development in Real Estate.

Our approach to business development consists in a methodology that goes from market analysis & diagnosis, sales & marketing strategies implementation to performance evaluation and metrics.



Costa Vallarta Realty – Business Model for Developers

### Working Process – Steps

#### 1) Business Analysis & Diagnosis

- Market conditions
- Concepts
- Value added proposal
- Uniqueness

- Team & experience
- Delivery - Products & services – specifics
- Land acquisition, product design, sales & marketing profile
- Experiences
- Situation: 1st attempt – relaunch – phases – consolidation
- Market feedback – value chain

## 2) Sales & Marketing Strategies – from design to implementation

- Financial indicators setup
- Pricing strategies
- Marketing & messaging
- Sales strategy
- Operations & setup
- Training
- Sales channels: on-site, brokers, referrals, programs
- Customer care
- Information technology
- Product control & sales management
- On-site and internet sales
- Post sale services: property management, rental pool and administration
- Collateral services: furniture, decoration & art and appliances packages

## 3) Performance evaluation metrics

- Financials: sales, costs & profits. ROI

- Sales evaluation
- Team evaluation
- Customer satisfaction

## **Why Vallarta**

The beach resort town of Puerto Vallarta has become a favorite holiday destination for foreigners and Mexicans.

Its cobbled streets and cathedral set the scene in the town, which has a traditional, easy-going feel to it. The activity list is never ending - and this area provides great topography for all kinds of eco tours - which is why these tours are growing here at the fastest pace of any other activity around. People who travel to Puerto Vallarta tend to become mesmerized by its spell and keep coming back. Discover Puerto Vallarta and begin to understand why so many people who travel here feel they are going to their home away from home.

Puerto Vallarta real estate market is growing rapidly and provides incredible opportunities to invest and enjoy.

Welcome to Vallarta Paradise!

Costa Vallarta Realty