



PONCHO DAVALOS REAL ESTATE
— YOUR REALTOR FOR LIFE —

Sellers Guide

www.ponchodavalos.com.mx

Who I am.

Alfonso “Poncho” Davalos is a boutique real estate broker and content creator based in Puerto Vallarta, Mexico, specializing in condos and homes across Puerto Vallarta and Riviera Nayarit. Originally from Monterrey, he moved to Vallarta in 2009 and blended his background in tourism and hospitality with a passion for helping people find their place in paradise. He became a certified AMPI agent in 2010 and has since built a reputation as one of the most trusted names in the local market, with more than 12 years of experience guiding both Mexican and international buyers and sellers.

In the summer of 2024, Poncho launched his own brokerage, Poncho Davalos Real Estate, a boutique firm dedicated to personalized, relationship-driven service and clear education around topics like fideicomisos, escrows, and pre-construction purchases. His mission is simple: be his clients’ “realtor for life,” combining strong negotiation skills with a calm, transparent process from first showing to closing.

Poncho’s work has reached a global audience through his appearances on HGTV’s Mexico Life and Netflix’s Buying Beverly Hills, where he helped showcase Puerto Vallarta’s lifestyle and investment potential to viewers around the world. Beyond TV, he hosts real estate talks such as “Cocktail Conversations: Real Estate 101,” produces educational video content on YouTube and social media, and writes articles and guides for buyers and sellers in the region. When he’s not touring properties or filming, Poncho is a fitness enthusiast and dog lover, often spotted in the gym, walking his rescue dogs, or spotlighting local charities and community projects that make Vallarta the vibrant, welcoming city he proudly calls home.



The Ultimate Seller's Guide

How to List (and Actually Sell) Your Property in Puerto Vallarta & Riviera Nayarit



1. The Moment You Decide to Sell It usually starts with a feeling.

You're sitting on your terrace in Vallarta, looking at the bay, and a thought lands:

“This place has been amazing... but it’s time for the next chapter.”

Selling here isn't just putting a “For Sale” sign and hoping for the best. In a market full of international buyers, HOAs, fideicomisos and notaries, the sellers who win are the ones who treat this like a business decision with a strategy.

That's where your AMPI agent comes in: pricing, paperwork, marketing, negotiation and coordination all in one



2. Before the Photos: Getting Your Paperwork Right



This is the unsexy part that can make or break your sale. The more complete your file is before you hit the MLS, the smoother and faster the closing later.

Core Documents (ALL Properties)

- Proof of Ownership: Your Escritura Pública / Deed, or Fideicomiso deed if you're in the Restricted Zone.
- Identification & Status
 - Copy of passport (and sometimes a second ID).
 - If you're Mexican or a resident: RFC and, where applicable, CURP / proof of residency.
- If you're married: marriage certificate or a written authorization from your spouse to sell.
- Latest Property Tax (Predial) Receipt
 - Recent predial, ideally showing you're up to date.

1. Recent Utility Bills

- CFE (electric), water, etc., mainly to confirm address and help the notary with certificates of "no debt."

If You Have a Bank Trust (Fideicomiso)

Foreign sellers will also need:

- Copy of your Fideicomiso deed.
- Bank contact details and account info related to the trust.

This helps the notary coordinate the assignment or cancellation of the trust and calculate closing costs correctly.



If It's a Condo or in a Gated Community

This is where professional listing agents shine. Smart agencies request HOA documentation upfront so buyers don't freak out later

- Condominium Regime (Régimen de Condominio).
- Bylaws / Rules & Regulations.
- HOA financial statements for the last 2–3 years.
- Minutes of HOA assemblies for the last 2–3 years.
- Building insurance policy, if applicable.
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Why? Because a lot of deals die when a buyer discovers a surprise in the HOA documents at the last minute—or when the seller can't produce them in time.

“We had two listings in similar buildings. One seller had every HOA document ready from day one; the other didn’t. The first one sailed through: offer → due diligence → close. The second? Weeks of chasing paperwork, nervous buyers, and a price reduction. Same market, different level of preparation.”



3. The Listing Agreement: Making It Official

"We're not just taking pretty photos. We're creating a legally solid, market-ready product that thousands of qualified buyers and agents can trust."



When you and your agent agree to work together, you'll sign a listing contract (often exclusive):

- Legal description of the property (as per the deed).
- Agreed listing price and commission.
- Term of the agreement (e.g., 6–12 months).
- Permission to advertise on Vallarta-Nayarit MLS and other portals.

Inventory & exclusion list – what stays and what definitely does not stay (art, personal items, heirlooms).



4. Pricing Like a Pro (Not Like a Neighbor)

"We're not pricing based on what you 'need' or what your neighbor 'heard.' We're pricing based on what serious buyers have actually paid for similar properties, plus the unique value of yours."



Every seller has a number in their head. The market has its own number. The winner is the one closest to data.

Your AMPI agent will typically:

Pull comparables (sold, not just listed) in your building/area.

Adjust for view, condition, upgrades, rental history.

Consider buyer profile: end-user vs investor.

Factor in closing costs and capital gains so you know your real net.



5. From “For Sale” to “Sold”: The Journey

a) On the Market

Once paperwork and pricing are dialed in:

- Professional photos, video, and sometimes 3D or drone.
- Property goes live on MLS Vallarta–Nayarit and major agency sites. Open houses and broker caravans where appropriate.
- Your agent filters inquiries, coordinates showings, and gathers feedback to adjust strategy if needed.

b) Offer & Negotiation

A serious offer will spell out:

- Price, closing date, contingencies.
- What's included in the sale.
- Who pays what in closing costs (custom is buyer covers most in PV/RN,).

This is where your paperwork pays off. The faster you can prove clear ownership and clean documentation, the stronger your position.

c) Due Diligence & Closing

Once you accept an offer:

- Buyer's side orders due diligence: title, HOA review, inspections.
- Notary and closing coordinator request the remaining certificates:
 - No-debt certificates for property tax, water, public works, etc.
- Your capital gains situation is reviewed with your accountant/lawyer.

Finally, everyone meets at the notary's office, signs, funds are released from escrow, and you're officially sold.



6. Quick Checklist for Sellers (What to Bring to Your First Meeting)

"If you show up with these pieces in order, we can price correctly, move faster, attract better buyers, and protect your profit. That's how we sell like pros in Vallarta-Nayarit."



To get your property truly “sale-ready,” bring:

- Copy of your deed / fideicomiso
- Copy of your passport (and residency docs / RFC if you have them)
- Latest predial and utility bills
- For condos / gated communities: condo regime, bylaws, HOA financials & minutes, and insurance policy
- A simple list of what stays and what goes

