

Real Estate Purchase Packages *As of January 1, 2016*

TRANSACTION REVIEW PACKAGE: US\$260

- Collection of relevant information and documentation from seller, seller's agent and/or seller's counsel;
- Legal review of basic purchase documentation including, but not limited to, (i) "Certificado de Tradicion y Libertad"; (ii) purchase titles ("escrituras and/or "sentencias"); and (iii) tax assessments ("Impuesto Predial"), and
- Draft and issue formal legal analysis outlining possible impediments with purchase, title defects and legal recommendations.

COMPLETE PACKAGE: US\$650 + Service Deposit of COL\$500,000

- Same services provided in Transaction Review Package;
- Negotiate purchase agreement with counterparty;
- Draft purchase agreement to be used in connection with real estate transaction;
- Review and edit draft purchase agreement if provided by seller;
- In-person assistance signing purchase agreement;
- Assistance with "formulario" documentation required in order to transfer funds into Colombia for the purpose of purchasing property (limited to the drafting of one "formulario");
- Draft public deed document ("minuta de escritura publica") evidencing transfer of title to purchaser;
- Coordinate with notary to finalize public deed document and calculate closing costs and fees;
- In-person assistance reviewing and signing public deed document at notary; and
- Ongoing transaction assistance.

RUSH SERVICE: Additional US\$325

- Occasionally, we are asked to proceed with a purchase or sale on a rush basis. Clients who elect this package receive priority service and Langon will endeavor to close the transaction as quickly as possible under the circumstances.
- Benefits include, but are not limited to:
 - Receiving a formal title analysis within 24 hours after Langon receives all relevant documentation required to finalize such analysis; and
 - Langon attorneys being available on weekends as we proceed with each step of the transaction;

THE FINE PRINT

- Prices quoted are for single properties in the Antioquia region of Colombia only.
- Prices quoted are for real estate transactions involving a typical level of complexity. Total fees may increase if it's determined that the transaction requires more attention prior to OR during engagement. This may occur where, for example, there is a lien or tax assessment on subject property, the seller is a trust or is in receivership, where the buyer makes multiple transfers to effectuate investment, or where additional "escrituras" are required to consummate the transaction before a notary.
- Service Deposit will be used to fund unanticipated fees and costs. Any unused funds will be placed into escrow and will be refunded to you following the consummation of the transaction.
- Prices quoted do not include (1) IVA, which is typically 16% of total cost, or (2) third party fees such as translation fees, appraisal fees, etc...
- The timing for Langon to provide any deliverables for the Complete Package is subject to the estimates included in our brochure "Purchasing Real Estate in Colombia: An Introduction."
 - For example, as outlined in the brochure, Langon is committed to providing you with a formal title analysis within 1 to 3 business days after Langon receives all relevant information and documentation that is required in order to complete such an analysis.
- The property purchase process in Colombia depends on a number of public entities including notaries and the Registration Office. Langon does not control these entities and cannot guarantee that they will operate on the timeline expected by the purchaser or seller in any given transaction.