

The background of the slide is an aerial photograph of a large, winding lake with several small islands and peninsulas. The water is a clear, light blue-green color. The surrounding land is lush green with many trees and some residential buildings with red roofs. A winding road follows the edge of the lake. The overall scene is peaceful and scenic.

Buying Residential Property In Colombia

Service Packages

We are an innovative international law firm that offers comprehensive legal services to clients in Colombia and around the world



Service Fees

Our Services Fees

Our Residential Real Estate Packages range from COP\$1.7M to COP\$6.2M, excluding applicable third-party expenses. You can see a detailed breakdown of all the services that are included in each of our service packages in the Service Packages section of this Brochure.

Applicable Third-Party Fees

When you purchase property, in Colombia you typically need to pay the following third-party expenses:

Closing Costs:

Closing costs can include municipal taxes ("renta departamental"), notary taxes and fees (gastos notariales), and registration fees ("registros de instrumentos públicos"). You can see a detailed breakdown of potential closing costs in the Estimated Closing Costs section of this Brochure.

Official Translator Fees:

If you are not fully bilingual and you are going to

sign a public deed at a local notary in connection with your real estate purchase, you should budget COP\$200,000 to COP\$600,000 (or approx. US\$57 to US\$171) to have an official translator be present during this process. Note that each notary reserves the right to determine whether you can understand the legal implications of the real estate transaction or whether you really need an official translator. Additionally, keep in mind that an official translator is someone who has received a special certification from the Colombian government to act as an official translator. This means that the notary will not accept a bilingual friend or family member as a valid translator during this process.

Separately, you may be required to pay an official translator additional translation fees to translate relevant corporate documentation that would need to be issued by your foreign business entity if that entity will own local property following closing. Translations fees will vary but could range between COP\$1.3M and COP\$2M (or approximately US\$371 and US\$571).

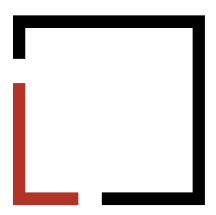
Miscellaneous Expenses:

There may be additional miscellaneous third-party expenses and fees incurred during the property purchase process. These include courier fees, travel expenses, photocopying, notary fees in connection with a power of attorney, fees required to change name on utility/tax bills to new owner(s), etc... You should budget COP\$100,000 to COP\$500,000 (or approx US\$29 to US\$143) for these miscellaneous expenses. Note that miscellaneous expenses will vary if the property is located outside of the Medellin area.

Formal Estimates

Keep in mind that all of our formal estimates will include a line item for estimated third-party expenses. Funds received will allow our local team to pay for miscellaneous expenses throughout the property purchase process. Any unused funds can be used for other projects or refunded to you per your request.

All values listed above assume an exchange rate of COP\$3,500 to US\$1.



PROPERTY PURCHASE PACKAGES

		NOT IN A HURRY		IN A HURRY		
		Complete	Complete PLUS	Letter of Intent	Complete Priority	Complete PLUS Priority
		COP\$4.1M +third-party fees	COP\$ 5.1M +third-party fees	COP\$6M +third-party fees	COP\$5.3M +third-party fees	COP\$6.2M +third-party fees
		Expected Timeline: 6-8 biz days for main agreement to be ready	Expected Timeline: 6-8 biz days for main agreement to be ready	Expected Timeline: 1 biz days for Letter of Intent to be ready	Expected Timeline: 2-4 biz days for main agreement to be ready	Expected Timeline: 2-4 biz days for main agreement to be ready
Title Analysis 	Document Collection: Collection of relevant information and documentation from seller, seller's agent and/or seller's counsel in preparation for title analysis.	✓	✓	✓	✓	✓
	Legal Analysis: Legal review of basic purchase documentation required to finalize a preliminary tax analysis.	✓	✓	✓	✓	✓
	Title Analysis: Draft and issue formal legal analysis outlining possible impediments with purchase, title defects and legal recommendations.	✓	✓	✓	✓	✓
Property Purchase Process 	Draft Purchase Agreement: Draft Purchase Agreement based on terms agreed between the parties; review and provide comments to existing Purchase Agreement if provided by seller.	✓	✓	✓	✓	✓
	Signing of Purchase Agreement: In-person assistance signing Purchase Agreement at local notary.	✓	✓	✓	✓	✓
	"Formulario" Assistance: Assistance with "formulario" documentation required in order to transfer funds into Colombia for the purpose of purchasing property (limited to the drafting of two "formularios").	✓	✓	✓	✓	✓
	Public Deed: Organize public deed document with notary ("minuta de escritura publica") evidencing transfer of title to purchaser.	✓	✓	✓	✓	✓
	Coordination with Parties/Notary: Coordinate with notary/parties to finalize public deed documentation and calculate closing costs and fees.	✓	✓	✓	✓	✓
	Signing Public Deed: In-person assistance reviewing and signing public deed document at public notary during closing.	✓	✓	✓	✓	✓
	Utilities/Tax Bill Assistance: Assistance in transferring utilities and tax assessment billing to new owner.	✓	✓	✓	✓	✓
	Ongoing Assistance: Ongoing assistance between the date public deed is signed and title transfers to purchaser.	✓	✓	✓	✓	✓
	PLUS Services 	In-Person Planning Meeting: In-person meeting to discuss entire property purchase process and answer any relevant questions.	✗	✓	✓	✗
Brokerage Account Assistance: Assistance registering local brokerage account in anticipation of transferring funds to pay seller.		✗	✓	✓	✗	✓
English-Language Contract: English-language translation of each updated draft of Purchase Agreement and/or Letter of Intent prepared in-house by Langon.		✗	✓	✓	✗	✓
Power of Attorney: Draft power of attorney where purchaser is not available to physically sign property purchase documentation in Colombia.		✗	✓	✓	✗	✓
Letter of Intent 	Letter of Intent: Draft Letter of Intent ("Contrato de Separación") in order to secure immediate exclusivity on property during property purchase process.	✗	✗	✓	✗	✗
Priority Real Estate Process 	Priority Service: We will prioritize your project and complete it as soon as possible. You can expect (i) guaranteed 24-hour turn-around time for certain phases of the process described above; and (ii) responses to any of your inquiries via email and WhatsApp within 2 business hours.	✗	✗	✗	✓	✓

• **Processing Times:** It should be noted that our processing times assumes that (1) transaction involves a typical level of complexity; (2) SELLER is motivated, provides information/documentation to our team on time, and cooperates throughout the property purchase process; (3) BUYER is motivated, provides information/documentation to our team on time, and cooperates throughout the property purchase process; and (4) third-party entities (Notaries, Registration Office, etc...) operate within a reasonable period of time. Our team cannot guarantee any processing times if any of these assumptions are incorrect.



TITLE ANALYSIS PACKAGES

Title Analysis Basic	Title Analysis Priority
COP\$1.7M +third-party fees	COP\$2.1M +third-party fees
Expected Timelines: 3 - 5 business days	Expected Timelines: 1 business day

Title Analysis



Document Collection: Collection of relevant information and documentation from seller, seller's agent and/or seller's counsel in preparation for title analysis.



Legal Analysis: Legal review of basic purchase documentation required to finalize a preliminary tax analysis.



Title Analysis: Draft and issue formal legal analysis outlining possible impediments with purchase, title defects and legal recommendations.



Priority Real Estate Process



Priority Service: We will prioritize your project and complete it as soon as possible. You can expect (i) guaranteed 24-hour turn-around time for certain phases of the process described above; and (ii) responses to any of your inquiries via email and WhatsApp within 2 business hours.



Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Complete Package

Ideal For: purchasers who are:

- budget-conscious; and
- NOT in a hurry.

Downsides:

- No PLUS services (in-person planning meeting, assistance with brokerage account, English-language contract, Power of Attorney).
- No Priority service.
- No Letter of Intent service.

Processing Times: Assuming a motivated seller, parties can typically sign purchase agreement within 6-8 business days after we get started.

- **Title Analysis:** 3-5 business days from the date we receive all applicable documentation/info.
- **Purchase Agreement:** our team can prepare a draft for review by the parties within 2-3 business days from the date we receive applicable instructions.

Estimated Budget

Langon Fees	
Complete Package Service Fees	COP\$4,100,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET	
Total in Colombian Pesos	COP\$4,350,000

Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)

COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
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Sample Subtotals in USD			
US\$1010	US\$1085	US\$1145	US\$1240

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.: note that most of our clients only end up using around US\$25 of this estimated total.



Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Complete Plus Package



Ideal For: purchasers who:

- prefer to have our PLUS services; and
- are NOT in a hurry.



Downsides:

- More expensive than our Complete Package.
- No Priority service.
- No Letter of Intent service.



Processing Times: Assuming a motivated seller, parties can typically sign purchase agreement within 6-8 business days after we get started.

- **Title Analysis:** 3-5 business days from the date we receive all applicable documentation/info.
- **Purchase Agreement:** our team can prepare a draft for review by the parties within 2-3 business days from the date we receive applicable instructions.



Estimated Budget

Langon Fees

Complete Plus Package Service Fees	COP\$5,100,000
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Property Purchase: Third Party Fees

Miscellaneous Expenses*	COP\$250,000
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TOTAL ESTIMATED BUDGET

Total in Colombian Pesos	COP\$5,350,000
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Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)

COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
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Sample Subtotals in USD

US\$1245	US\$1335	US\$1405	US\$1530
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Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.: note that most of our clients only end up using around US\$25 of this estimated total.

Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Letter of Intent Package

Ideal For: purchasers who:

- need to ensure they get exclusivity on property ASAP;
- prefer to have our PLUS services; and
- are NOT in a hurry to close.

Downsides:

- More expensive than our Complete and our Complete Plus Packages; and
- Other than finalizing the Letter of Intent, no Priority Service for the rest of our services.

Processing Times: Assuming a motivated seller, parties can typically sign a letter of intent within 1 business day after we receive relevant info/documentation and a purchase agreement within 6-8 business days after we finalize the Letter of Intent.

- **Title Analysis:** 3-5 business days from the date we receive all applicable documentation/info.
- **Purchase Agreement:** our team can prepare a draft for review by the parties within 2-3 business days from the date we receive applicable instructions.

Estimated Budget

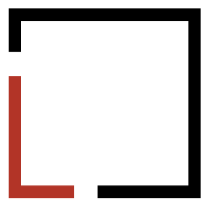
Langon Fees	
Letter of Intent Package Service Fees	COP\$6,000,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET			
Total in Colombian Pesos		COP\$6,250,000	
Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)			
COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
Sample Subtotals in USD			
US\$1450	US\$1560	US\$1645	US\$1785

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.. note that most of our clients only end up using around US\$25 of this estimated total.



Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Complete Priority Package

Ideal For: purchasers who are:

- budget-conscious; and
- in a hurry.

Downsides:

- No PLUS services (in-person planning meeting, assistance with brokerage account, English-language contract, Power of Attorney).
- No Letter of Intent service.

Processing Times: Assuming a motivated seller, parties can typically sign purchase agreement within 4 business days after getting started.

- **Title Analysis:** 1 business day from the date we receive all applicable documentation/info.
- **Purchase Agreement:** our team can prepare a draft for review by the parties within 1 business day from the date we receive applicable instructions.

Estimated Budget

Langon Fees	
Complete Priority Package Service Fees	COP\$5,300,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET	
Total in Colombian Pesos	COP\$5,550,000

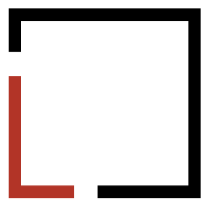
Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)

COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
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Sample Subtotals in USD			
US\$1290	US\$1385	US\$1460	US\$1585

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.. note that most of our clients only end up using around US\$25 of this estimated total.



Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Complete PLUS Priority Package



Ideal For: purchasers who:

- prefer to have our PLUS services; and
- are in a hurry.



Downsides:

- More expensive than other packages.
- No Letter of Intent service.



Processing Times: Assuming a motivated seller, parties can typically sign purchase agreement within 4 business days after getting started.

- **Title Analysis:** 1 business day from the date we receive all applicable documentation/info.
- **Purchase Agreement:** our team can prepare a draft for review by the parties within 1 business day from the date we receive applicable instructions.



Estimated Budget

Langon Fees	
Complete Plus Priority Package Service Fees	COP\$6,200,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET	
Total in Colombian Pesos	COP\$6,450,000

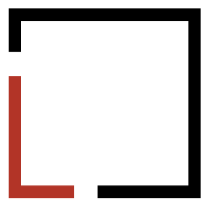
Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)

COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
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Sample Subtotals in USD			
US\$1500	US\$1610	US\$1695	US\$1840

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.. note that most of our clients only end up using around US\$25 of this estimated total.



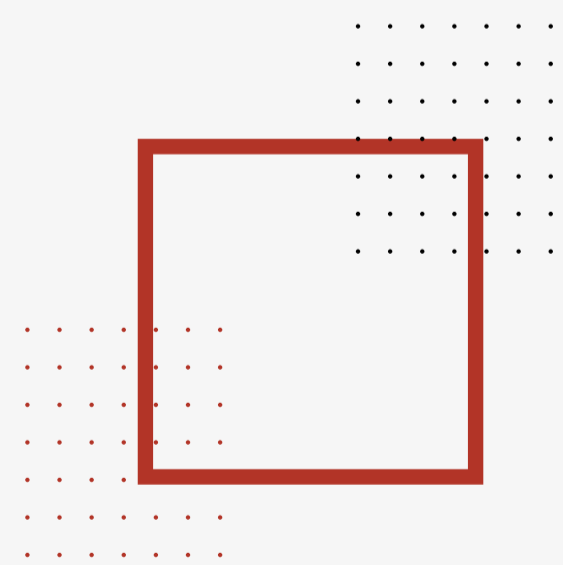
Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Title Analysis Basic Package

Ideal For: purchasers who prefer to see if property has clean title before proceeding.

Processing Times: Assuming a motivated seller, our team can finalize a title analysis within 3-5 business days from the date we receive all applicable documentation/info.



Estimated Budget

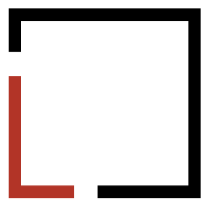
Langon Fees	
Title Analysis Basic Package Service Fees	COP\$1,700,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET			
Total in Colombian Pesos		COP\$1,950,000	
Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)			
COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
Sample Subtotals in USD			
US\$450	US\$485	US\$510	US\$555

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.. note that most of our clients only end up using around US\$25 of this estimated total.



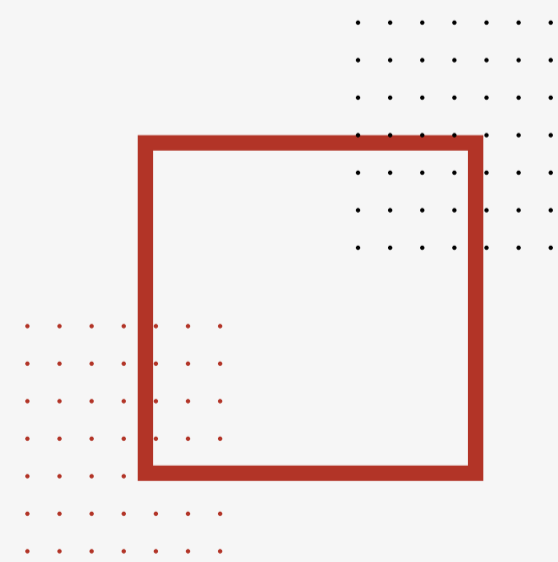
Choosing Your Service Package

Below is a general overview of the various Residential Real Estate Packages offered by the Firm.

Title Analysis Priority Package

Ideal For: purchasers who prefer to see if property has clean title before proceeding.

Processing Times: Assuming a motivated seller, our team can finalize a title analysis within 1 business day from the date we receive all applicable documentation/info.



Estimated Budget

Langon Fees	
Title Analysis Priority Package Service Fees	COP\$2,100,000

Property Purchase: Third Party Fees	
Miscellaneous Expenses*	COP\$250,000

TOTAL ESTIMATED BUDGET	
Total in Colombian Pesos	COP\$2,350,000

Sample Exchange Rates On Day Estimate is Issued (COP\$ to US\$1)

COP\$4,300	COP\$4,000	COP\$3,800	COP\$3,500
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Sample Subtotals in USD			
US\$545	US\$585	US\$620	US\$670

Note that the above is only an approximate budget. 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 additional legal assistance prior to OR during the engagement. In addition, keep in mind that if you pay our formal Estimates outside Colombia we usually add a US\$30 fee to cover expenses involved in transferring funds back to Colombia as explained in our [How We Bill Our Clients](#) publication. To calculate a more accurate budget please request a formal Estimate.

*including courier fees, travel expenses, photocopying, notary fees, fees required to change name on utility/tax bills, etc.. note that most of our clients only end up using around US\$25 of this estimated total.

Purchasing Real Estate in Colombia: Estimated Closing Costs

Below are estimated closing costs applicable to the purchase of two separate properties valued at US\$150,000/COP\$525,000,000 and US\$300,000/COP\$1,050,000,000 respectively. Note that actual expenses may vary depending on the specifics of the transaction.

Property Purchase Example #1

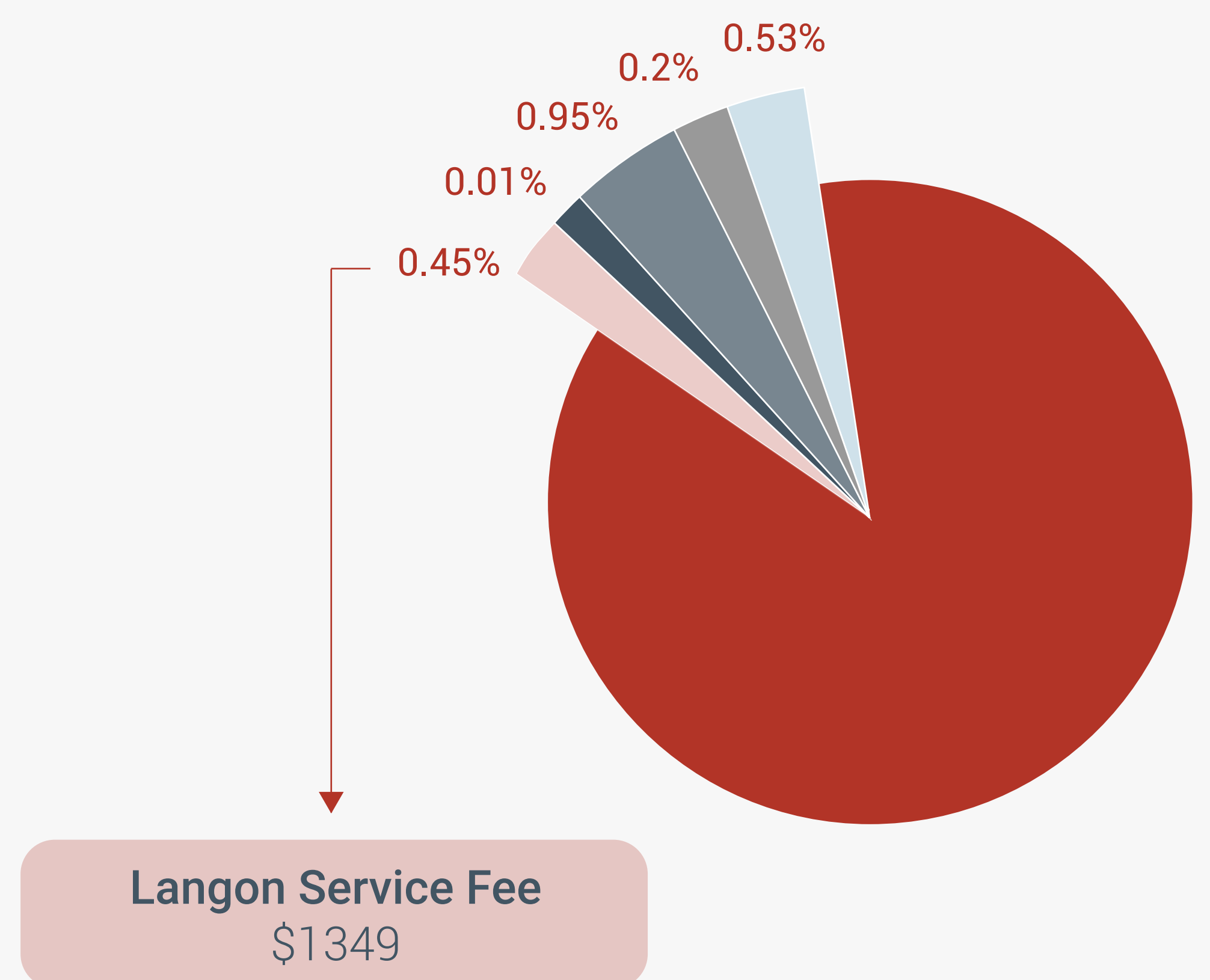
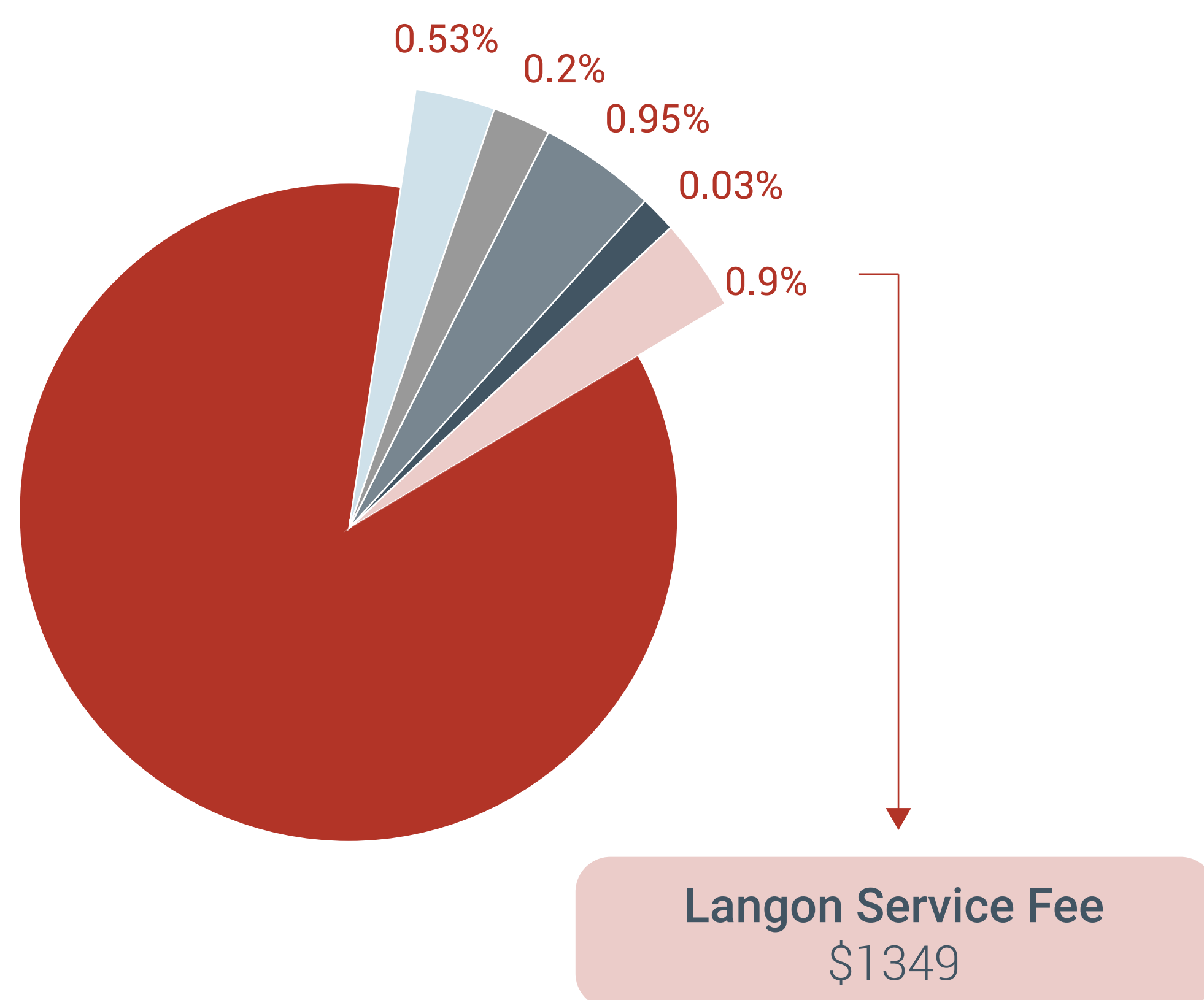
Fee	Formula	Estimated Amount	Party
Withholding Taxes ("Retención en la Fuente")	1%	COP \$5,250,000	Seller
Municipal Taxes ("Rentas Departamentales")	1.05%	COP \$5,512,500	Seller: 50% Purchaser: 50%
Notary Taxes/Fees ("Gastos Notariales")	0.3% to 0.4%	COP \$2,100,000 (assuming 0.4%)	Seller: 50% Purchaser: 50%
Registration Fees ("Registros de Instrumentos Públicos")	0.6% to 1%	COP \$4,987,500 (assuming 0.95%)	Purchaser
Miscellaneous Fees	N/A	COP \$150,000	Purchaser

Property Purchase Example #2

Fee	Formula	Estimated Amount	Party
Withholding Taxes ("Retención en la Fuente")	1%	COP \$10,500,000	Seller
Municipal Taxes ("Rentas Departamentales")	1.05%	COP \$11,025,000	Seller: 50% Purchaser: 50%
Notary Taxes/Fees ("Gastos Notariales")	0.3% to 0.4%	COP \$4,200,000 (assuming 0.4%)	Seller: 50% Purchaser: 50%
Registration Fees ("Registros de Instrumentos Públicos")	0.6% to 1%	COP \$9,975,000 (assuming 0.95%)	Purchaser
Miscellaneous Fees	N/A	COP \$150,000	Purchaser

Total Purchase Price	US \$150,000	COP \$525,000,000	100%
Departmental revenues	US \$787.50	COP \$2,756,250	0.53%
Notary Expenses	US \$300	COP \$1,050,000	0.2%
Registration Fees	US \$1,425	COP \$4,987,500	0.95%
Withholding tax	US \$0	COP \$0	0%
Miscellaneous Expenses	US \$42.86	COP \$150,000	0.03%
Langon Service Fee	US \$1,349	COP \$4,721,500	0.9%
Total Fees = \$3,904.36 USD / \$13,665,260 COP			

Total Purchase Price	US \$300,000	COP \$1,050,000,000	100%
Departmental revenues	US \$1,575	COP \$5,512,500	0.53%
Notary Expenses	US \$600	COP \$2,100,000	0.2%
Registration Fees	US \$2,850	COP \$9,975,000	0.95%
Withholding tax	US \$0	COP \$0	0%
Miscellaneous Expenses	US \$42.86	COP \$150,000	0.01%
Langon Service Fee	US \$1,349	COP \$4,721,500	0.45%
Total Fees = \$6,416.86 USD / \$22,459,010 COP			



Note that the estimates for closing costs outlined above will vary depending on location of property because notaries, registration offices and other public entities will charge different fees and expenses in different parts of Colombia. The allocation of closing costs may also vary depending on location (for example, in certain cities buyer pays 100% of Municipal Taxes). Also, note that estimates assume a currency exchange rate of COP\$3,500 to US\$1 and do not include IVA (Colombia's equivalent of VAT). In addition, our fees are based on a transaction exhibiting a typical level of complexity. We reserve the right to charge additional fees if approved by the client.



The Fine Print

- All of our services are subject to our standard [Terms and Conditions](#), our [Company Policies](#) and our [Service Policies](#). We recommend that you also review our [We Love Customer Service](#), [How We Bill Clients](#) and [Improving Communication](#) publications in order to understand how our Firm provides services to you. By making a deposit following receipt of any of our formal Estimates, you agree to all of our terms of service and related policies.
- Any unused funds will remain in your retainer and may be used to fund additional services or be refunded per your request.
- Prices quoted do not include (1) IVA fees, which are typically 19% of total cost (if applicable); (2) select third party fees not contemplated in our initial package list such as translation fees, apostille services, etc...; (3) additional fees and surcharges added to your formal Estimate or formal Invoice as described in our [How We Bill Clients](#) publication.
- Our team will calculate any service fees and/or any third party expenses in Colombian pesos or in US dollars based on the official exchange rate published by the Republic Bank of Colombia.
- If you choose to pay our Local Provider (Langon Colombia SAS) directly, please note that prices quoted in US dollars in this brochure may vary in Colombian pesos given currency exchange differences.
- The budgets provided for the third-party fees in this publication are just estimates. A final total cannot be calculated until all the services itemized in your service package are completed.
- In the course of providing our services to you, we may need to rely on third party service providers, government agencies and third parties (example: courier services, notaries, registration offices ("registro"), etc...). We do not control these third parties and have no way to guarantee that they will act within a specific timeline. In addition, the procedures and fees of public entities are outside our control and subject to change without prior notice. Note that Langon cannot guarantee that Colombian authorities will process your title transfer/deed documentation or international transfer documentation (the so-called "formularios") within a specific amount of time.
- Government fees (including fees charged by notaries, registration offices and other public entities in connection with the purchase of your property) are subject to change. Notary fees, for example, are assessed by individual notaries and are paid directly at the notary.
- Langon is committed to assisting you with the services specified in the service package you choose within the business days specified in this publication AFTER (i) we receive all of the documentation we request from you that we deem necessary in order to provide the services you requested and (ii) receive all funds requested in our formal Estimate for such services. The timelines provided assume

that third party entities (including government entities, banks, etc...) process your documentation at a normal rate. If there are delays in processing times for any of these third-party entities we will endeavor to work as quickly and diligently as possible to finalize your service package within the specified timeline.

- Note that our services (including any legal work product, transfer of funds documentation, etc...) may rely on information and documentation you provide to us. We assume information provided is correct and that any documentation provided is legitimate and non-fraudulent. We are not required to confirm that any information and/or documentation you submit is accurate and/or complete and will assume such information and/or documentation was provided in good faith. Our Firm assumes no liability or responsibility for any error or omission in our service if such service utilized information and/or documentation submitted by you that was inaccurate, incorrect, illegitimate and/or fraudulent. In addition, our Firm assumes no liability or responsibility for any loss incurred by you or any third party as a result of any error or omission in our service if such service utilized information and/or documentation submitted by you that was inaccurate, incorrect, illegitimate and/or fraudulent.
- All work product drafted under Colombian law will be provided in Spanish, unless otherwise specified. Our Firm may charge additional service fees and/or third party fees to translate Spanish-language documentation into English, unless otherwise specified.
- Our Firm may request additional service fees to finalize any work product listed in this publication (including, but not limited to, any Letter of Intent, Purchase Agreement (the so-called "promesa," property deed documentation, etc...) due to a number of factors including, but not limited to, a client requiring a more complex agreement following the start of our engagement etc...
- Our Firm may request additional service fees to finalize any work product listed in this publication if we are required to draft/secure/finalize additional documentation in order to finalize such work product. For example, occasionally, foreign entities will be required to provide legal documentation showing the basis for a transfer into Colombia and we are then asked to draft that legal documentation in order to finalize the transfer. It should be noted that our Firm cannot guarantee that we can draft/secure/finalize required documentation by a specific deadline or whether we can even draft/secure/finalize required documentation at all.
- Any references to formal consultations are usually organized virtually, unless otherwise specified.
- If you would like to ensure that the process is completed as soon as possible we recommend that you purchase our Priority Service package (see our [Service Policies](#) for more information). Note that if, during our representation, you request our Priority Service package, you agree to pay the additional fees specified in this publication.

Property Purchase Process

- Prices quoted are for single properties (non-lot) with one title in the Valle de Aburrá 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 additional legal assistance prior to OR during the engagement. This may occur where, for example, there is a lien or tax assessment on the subject property, the seller is in a trust or is in receivership, where the buyer makes multiple transfers to effectuate investment, where there are various parking spaces with multiple titles involved; or where additional "escrituras" are required to consummate the transaction before a notary.
- Please note that our legal packages DO NOT INCLUDE any negotiations with seller and/or seller's agent. We assume purchaser and/or purchaser's agent will manage all negotiations with seller/seller's agent. If you would like us to manage negotiations with seller/seller's agent, please let us know so we can provide you with a formal estimate.

Processing Times

It should be noted that our processing times assumes that (1) transaction involves a typical level of complexity; (2) SELLER is motivated, provides information/documentation to our team on time, and cooperates throughout the property purchase process; (3) BUYER is motivated, provides information/documentation to our team on time, and cooperates throughout the property purchase process; and (4) third-party entities (Notaries, Registration Office, etc...) operate within a reasonable period of time. Our team cannot guarantee any processing times if any of these assumptions are incorrect. We also cannot guarantee any estimated processing times if other party delays process, insists on multiple rounds of edits and/or otherwise pushes a specific transaction strategy that has the effect of extending the transaction process beyond initial estimated timeline.

Utility Bills/Tax Assessments

It should be noted that the names on utility bills/property tax assessment notices are not automatically updated by local government authorities. While our packages include assistance with this process, processing times and the third-party expenses involved can vary widely based on the location of the property. Regardless, note that new title holders are required to pay these bills/assessments even if they show the name of a prior owner.

Translations

Note that any translation services included in your package shall be performed by in-house translators and apply to documentation prepared in-house by our local attorneys. None of our in-house translators are licensed as official translators by the Ministry of Foreign Affairs. While not required, Langon may offer to translate third-party documentation depending on personnel availability. If Langon offers to translate third-party documentation, we cannot guarantee that these translations will be completed within a specific timeline.



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