

Exhibit R-065

Rebecca Clower,  
“Guanacaste Costa Rica Real Estate: State of the Market  
address, or (Recognizing a steal when you see one),”  
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## Guanacaste Costa Rica Real Estate: State of the Market address, or (Recognizing a steal when you see one)

By: [Rebecca Clower](#) | Posted: Sep 20, 2010

At our real estate agency we are conscious of the changes that have taken place in the last few years. We strive to list properties that are actually "sellable" and create awareness to both; seller and buyer of what the reality is nowadays. Some sellers get offended and decide not to list with us, while others understand and act accordingly. Of course you will always have those who decide to act independently from what the market tells us we should be doing. The buyers on the other half, can always be certain that they are dealing with a team that is experienced enough to understand what the market is doing, based on our knowledge of what the buyer is looking for we are capable of offering the best possibilities available with enough criteria to justify why they are the best choices.

From 2002 to 2006 the buying process was quick; emotion predominated over reason. Due diligence was something done by a few and the boom of Guanacaste was at its best. Nowadays the process is completely the opposite. Reason dominates over emotion and due diligence takes a good amount of time. We have noticed that the people that are now buying are those who had been thoroughly investigating the market and the different products. The sellers back then were just meeting the simple criteria of supply vs. demand and prices were going up regardless of the factors that are most relevant today; location, finishes, surroundings, value and an educated analysis of the possible future of the product, the area and the country.

Today, sellers are realizing that the factors mentioned above are extremely important, that their price must be based on a reality determined not only by the actual Real Estate market situation but also based on the fact that there is a gained knowledge by everyone of what has happened. Those who are urged to sell must understand that their pricing also has to include factors that were never before considered; risk and fear of what could happen in the near future. It will take some time before the days of a huge return on Real Estate are back. Those sellers who are still influenced by greed will have properties that will continue to sit on the market, fantasizing that a slash on their asking price of 15k or 20k is going to make a difference. The properties that are now selling are those priced right, where a win-win situation is a reality for both parties with the seller understanding that gains of 50%+ are not a reality anymore.

The person willing to buy in Costa Rica on the other hand must understand that our market will not see a fall in prices as in the US. The reason being that most owners own their property outright. Few property owners used credit to purchase, and before losing money on their assets they rather wait for the market to pick up. Again, those urged to sell are willing to make a smaller profit, but hardly a loss. This is the reason why the time for buyers to act is now. Because the U.S. is experiencing signs of recovery and the numbers in Costa Rican tourism are rising again. The deals are out there and it is very hard to think that they will remain available much longer as few priced right properties have. The buyer that has been doing due diligence knows this, and that is why they are acting now.

If you have always wanted your piece of paradise the time to act is now, before the window of opportunity closes. Now, having said all of this, we have a must sell opportunity that will consider any offer, it is such an opportunity that only 1 person will benefit from it... Info of this great ocean view condo located in Playa Langosta--just 1 km south of Playa Tamarindo in a brand new condo complex. Sellers are asking \$290,000 but are open to looking at ALL offers as they must sell quickly!! Attached are the pictures: Unit Location: Building B / 5 floor 2 Bedrooms / 2 Bathrooms 2 private parking spaces: 1 underground, 1 ground floor 1 Storage Residential Unit: 1.466,94 Sq. Ft. / 136,33 m2 Parking area: 334,86 Sq. Ft. / 31,12 m2 Storage: 110,84 Sq. Ft. / 10,31 m2 Total: 1.912,64 Sq. Ft. / 177,76 m2 CONDOMINIUM FEATURES • Jacuzzi tub in master bedroom • Luxury finishes of the highest quality • Extensive terraces • Air conditioning • High ceilings throughout • Top-quality imported tile • Marble and granite countertops in kitchen and bathrooms • Pre-wired for telephone (four lines), cable TV, networking, services and home automation • Internal intercommunication system with security and other apartments For more information, please contact us today: [info@bwpcr.com](mailto:info@bwpcr.com) or call us USA (813) 579-3350, Toll Free: 1-866-658-7795.

### About the Author

**Written by** Rebecca L. Clower who was born in Chicago, grew up in Buffalo, NY and graduated from Arizona State University. Rebecca is fluent in Spanish, thanks to her mother who is "Tica." [Http://www.bluewaterpropertiesofcostarica.com](http://www.bluewaterpropertiesofcostarica.com)

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