

# Why Invest in Costa Rica & Santa Teresa

A data-driven guide to one of the world's most promising real estate investment destinations.

**4.6%**

GDP GROWTH 2025

**5.57 B\$**

TOURISM REVENUE

**12%**

ANNUAL APPRECIATION

**0.25%**

PROPERTY TAX

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# A Stable, High-Growth Economy

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## **4.6%** GDP Growth 2025

Driven by exports, medical devices, and services — outpacing Latin American average of 2.1%

## **2025** Classified High-Income

The World Bank reclassified Costa Rica as a high-income economy, with per capita income growing 3% annually since 2004

## **\$4.67B** FDI Record

Foreign Direct Investment reached an all-time high of 5.53% of GDP in 2024, the strongest in Central America

## **Since 2021** OECD Member

Full OECD membership signals institutional maturity, rule of law, and alignment with global standards

## **75+ Years** Political Stability

One of Latin America's oldest and most stable democracies — no army since 1948

## **350+** HNWIs Influx 2026

Over 350 High-Net-Worth Individuals projected to relocate, bringing ~\$2.8B in investable assets

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# Record-Breaking Tourism Growth

# \$5.57B

International travel revenue in 2025 — a historic record

+39.7% above 2019 pre-pandemic levels

## 1,033,777

### Visitors Q1 2026

+11.3% year-on-year, first time a Q1 surpasses 2019 levels

## 959,738

### Air Arrivals Q1 2026

+12.9% vs 2025 — highest volume ever recorded for a first quarter

## 3.2M

### Airport Passengers

Juan Santamaría Airport set a new record during the 2025-2026 peak season

## 5 Consecutive

### Months of Growth

Tourism arrivals have grown every month since October 2025

### North American Dominance

454,889 visitors from the US & Canada in Jan-Feb 2026 alone.

North America remains the primary source market, fueling demand for vacation rentals and luxury properties.

# Investor-Friendly Tax Framework

## TERRITORIAL TAX SYSTEM

Only income generated within Costa Rica is taxed. Foreign-source income — investment returns, pensions, overseas profits — is 100% tax-exempt.

### Property Tax: 0.25%

One of the lowest in the world. Compare: US 1-3%, France 0.5-1.5%, Spain 0.4-1.1%. On a \$489K villa, that's just \$1,222/year.

### Capital Gains: 0%

Real estate capital gains remain completely tax-free in Costa Rica. Your property appreciation is 100% yours.

### No Wealth Tax

Costa Rica does not levy any wealth tax, inheritance tax on direct heirs, or luxury property surcharges.

### Corporate Tax: 5-30%

Progressive rates from just 5% for companies earning under \$181K — ideal for rental management structures.

### Free Trade Zones

Up to 12 years of full income tax exemption for qualifying investments outside the metropolitan area.

### Rental Income: 15%

Flat withholding rate on Costa Rica-source rental income — among the lowest in the Americas.

## COMPARED TO POPULAR ALTERNATIVES:

Portugal NHR (ended 2024) | Dubai 0% but no capital growth in secondary markets | Bali: complex foreign ownership

# 100% Foreign Ownership

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Costa Rica's constitution guarantees equal property rights for foreigners and locals. You can own titled property 100% under your own name — no local partner, no company structure required. No visa or residency is needed to purchase.

## FREEHOLD TITLE

Full ownership registered through the Registro Nacional — same system as Costa Rican citizens. Your title is backed by the national registry and fully enforceable in courts.

## NO RESIDENCY REQUIRED

Purchase on a tourist visa during a short stay. Many foreign investors complete transactions without ever obtaining residency status.

## SECURE PROCESS

Transactions handled by licensed Costa Rican attorneys. Escrow services available. Title insurance offered through international providers like Stewart Title Latin America.

## INHERITANCE

Property passes to heirs under Costa Rican succession law. Direct descendants are exempt from inheritance taxes. Estate planning structures available for international families.

## MARITIME ZONE NOTE

The first 50m from high tide is public. The next 150m is concession land (max 49% foreign ownership). La Réserve is located inland — 100% freehold titled land, no restrictions.

# Where the World Lives Longest

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# 85

Average life expectancy  
in the Nicoya Peninsula

vs. 77 years in the United States

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## What is a Blue Zone?

Blue Zones are five regions in the world where people live statistically longer, healthier lives. The Nicoya Peninsula in Costa Rica is one of only five — alongside Okinawa (Japan), Sardinia (Italy), Ikaria (Greece), and Loma Linda (California). Residents here are 7x more likely to reach 100 than in Japan.

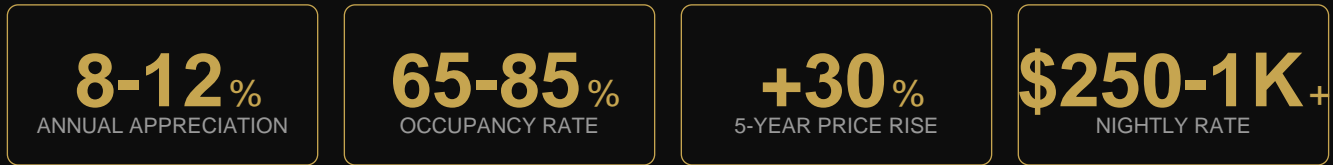
## Why It Matters for Real Estate

The Blue Zone designation has become a powerful marketing differentiator. Wellness tourism is the fastest-growing segment of global travel, projected to reach \$1.4 trillion by 2027. Properties in Blue Zone regions command premium prices because buyers seek not just ROI — but a better quality of life. Santa Teresa sits at the southern tip of the Nicoya Peninsula, directly within this zone.

## The Lifestyle Factor

- Clean air, organic local food, natural movement patterns built into daily life
- Strong social connections and community — 'plan de vida' (sense of purpose)
- Year-round tropical climate with consistent 28-32°C temperatures
- World-class surf, yoga retreats, and wellness infrastructure already in place

# Costa Rica's Most Dynamic Market



## Why Investors Are Choosing Santa Teresa

### Scarcity Premium

Santa Teresa holds the top spot as Costa Rica's priciest beach market with luxury properties averaging \$2.09M. Limited buildable land creates natural supply constraints that protect property values.

### Tourism Boom

Tourism has grown 15-20% annually in recent years, fueled by wellness retreats, boutique hotels, and the surf/yoga culture that attracts high-spending international visitors year-round.

### Infrastructure Growth

New roads, improved connectivity, upcoming domestic airport upgrades, and growing commercial amenities are driving the next wave of appreciation without losing the town's character.

### Rental Demand

Strong vacation rental market with \$250-\$1,000+ per night for quality villas. High season occupancy reaches 85%+, with shoulder seasons increasingly strong due to remote work trends.

### International Buyer Pool

Buyers from North America, Europe, Israel, and Australia create a diversified demand base — not dependent on any single market cycle.

# The Numbers Speak

## Santa Teresa Property Price Evolution

Period	Avg. Price/m <sup>2</sup>	Appreciation	Key Driver
2019	\$1,800-2,200	Baseline	Pre-pandemic pricing
2020-2021	\$2,000-2,800	+15-25%	Remote work migration wave
2022-2023	\$2,500-3,500	+12-15%/yr	Luxury demand surge, scarcity
2024-2025	\$3,000-4,200	+8-12%/yr	Market maturation, infra growth
2026 (proj.)	\$3,500-4,800	+8-10%/yr	HNWI influx, new developments
2028-2030	\$4,200-6,000	+7-10%/yr	Airport upgrades, continued demand

## Investment Simulation: \$489K Villa

### CONSERVATIVE SCENARIO

6% annual appreciation + rental income  
 Year 3 value: ~\$582K (+\$93K)  
 Year 5 value: ~\$654K (+\$165K)  
 Rental income (5 yrs): ~\$120K

**Total 5-Year Return: ~\$285K (58%)**

### MARKET-RATE SCENARIO

10% annual appreciation + rental income  
 Year 3 value: ~\$651K (+\$162K)  
 Year 5 value: ~\$787K (+\$298K)  
 Rental income (5 yrs): ~\$150K

**Total 5-Year Return: ~\$448K (92%)**

\* Projections based on historical data and market analysis. Past performance does not guarantee future results. Rental estimates assume 60% average occupancy at \$300/night average, net of management fees.

# Your Entry Point to Santa Teresa

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## 8 Private Villas

Gated community with controlled access. Each villa features a private pool, 154m<sup>2</sup> of living space, and contemporary tropical architecture with premium materials.

## From \$489,000

Entry price significantly below the Santa Teresa luxury average of \$2.09M. Strong value positioning in the market's most desirable segment.

## 65% Bank Financing

Through Banco LAFISE, one of Central America's largest banking groups. Up to 65% financing available for international buyers — rare in the region.

## 18-Month Payment Plan

Pay as construction advances: 10% on day 1, progressive milestones tied to verified construction progress. No surprises.

## 5 Minutes from the Beach

Close enough to walk, far enough to own freehold titled land with zero maritime zone restrictions.

## Blue Zone Location

Directly within the Nicoya Peninsula Blue Zone — the wellness and longevity angle adds a unique marketing dimension for rentals.

## Turnkey Rental Potential

Fully furnished options available. Property management services included. Immediate rental income from delivery.

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**Ready to invest in paradise?**

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