

Profit Opportunities in International Real Estate

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PathFinder
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Opportunities in Real Estate

- Buying a property – income from a vacation home, running a B&B, agricultural land, etc.
- Creating a job – real estate agent, property management, rental management, etc.

Buying a Property

- Second or vacation or future retirement home that you rent out
- Buying a pure rental – 4 apartments, for example
- Running a B&B or hotel or restaurant or bar
- Buying a commercial property to rent
- Buying agricultural/farm land

Sample Properties Overseas – B&B



- B&B in Arenal, Costa Rica
- Two houses, one could be used as owner's residence
- 3-bed 4-bath in rental, large kitchen, storage, laundry area, hot tub on terrace
- **\$225,000**



Sample Properties Overseas – Rental Units

- Placencia, Belize
- Four-plex
- Just sold...
- 4 x 1-bed apartments
- 200 feet to Caribbean Sea
- Each unit has own kitchen, veranda, A/C
- Each unit rented long-term for up to \$750 a month
- List price **\$299,000**
- **12% gross yield**



Sample Properties Overseas – Vacation Rental

- Las Terrenas, Dominican Republic
- **\$110,000**
- Steps to beach, short walk to shopping, restaurants, bars
- 1-bed unit, sold furnished
- 100% occupancy in high season
- Could earn up to 10% gross yield



Sample Properties Overseas – Agricultural Land

- Uruguay
- Transparent market - CONEAT
- Favorable tax treatment
- Buy the land and farm it yourself
- Buy the land and lease it out
- Buy the land and hire a management company



Property Management

Bob Lux



Bob is based in Arenal, Costa Rica



Property Management – Bob Lux

- Originally from Maine
- Based in Arenal, Costa Rica, full-time since 2011
- Ran property management company in Oregon for 5 years
- DeLux Property Management
- Manages 14 homes
- Maintenance, repairs, caretaking, renting

Property Management -What You Need

- Patience, flexibility (late night/early morning calls)
- Good at dealing with people
- Good at problem-solving
- DIY skills come in handy

Rental Management

James Lindzey



James is based in Medellin, Colombia



Rental Management –James Lindzey

- Originally from US
- Based in Medellin, Colombia
- Paradise Realty founded 2007
- Long- and short-term rental management
- Aimed at business professionals from US/Canada/Latin America
- 300 rental properties on their database, some shared and some exclusive

Rental Management –What You Need

- Patience, flexibility (late night/early morning calls)
- Good at dealing with people
- Local market knowledge plus knowledge of foreign market needs
- Marketing skills to get tenants
- Organisation – tracking income, costs, utilities, etc. Owners can see their income/outgoings via an online account

Furnishing

Hannah Zborowska Neves



Hanna is based in Fortaleza, Brazil



Furnishing – Hanna Neves

- Originally from Poland
- Based in Fortaleza, Brazil
- Started working with husband's real estate firm, Escala
- More and more owners looking for help with design and furnishing
- Currently furnishing 45 units



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Furnishing – What You Need

- An eye for detail
- Good communication – getting the right contacts
- Strong negotiating skills to get discounts/bulk buys, etc.
- Local market knowledge plus knowledge of foreign market needs
- Organisation – tracking costs, keeping receipts, etc.

Real Estate Agent

Amy Pinoargote



Amy is based in Salinas, Ecuador



Real Estate Agent – Amy Pinoargote

- Originally from Pennsylvania
- Spent 10 years working in sales and marketing in Florida
- Married to Gerardo, an Ecuadorian
- Traveled back and forth to Ecuador initially
- Relocated to Salinas, Ecuador, full-time in 2010
- Now a full-time real estate agent

Real Estate Agent – What You Need

- A licence in some countries (Brazil, Panama)
- Membership of local governing bodies and MLS groups
- Bilingual
- Good communication and negotiation skills to make the right contacts and get listings
- Marketing skills to get buyers
- Flexibility on working hours
- Good knowledge of local market, sale contracts, walk-throughs, legal requirements

Sales & Marketing

Steve Linder

- US-based
- Sales and marketing director for Costa Rica real estate project (largest in country)
- Runs business currently from Florida
- Can retire with business to Costa Rica...
- Steve will tell you more in the workshop today at 2.30PM

Real Estate Developer

Boris Mannsfeld

- US-based
- Started investing in Belize in 1992
- Owns commercial businesses, partner in a resort, owns/runs real estate agency, developed beach condo project
- Boris will tell you more in the workshop today at 2.30PM

For More Information...

www.pathfinderinternational.net (plus subscribe to our free e-letter, the Pathfinder Alert)

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