

# CONFIDENTIAL INVESTMENT OPPORTUNITY

## COSTA RICA PREMIER JUNGLE DEVELOPMENT

INVITATION ONLY - LIMITED ACCESS

**INVESTOR NOTICE: This opportunity is being presented to a select group of qualified investors.**

Our internal review indicates very limited availability of large, contiguous parcels in this corridor-particularly those with practical access to Jacó.

## THE OPPORTUNITY

A convergence of access, natural appeal, and steady tourism growth has created a compelling opportunity in Costa Rica's Central Pacific. This 80-acre rainforest parcel sits within easy reach of Jacó—one of the country's most active visitor hubs—and aligns with a global eco-tourism sector projected to reach about \$552 billion by 2035 (Future Market Insights, 2025).

## THE NUMBERS THAT MATTER

### Property Value Trajectory:

- National air arrivals: 2.66M in 2024 (16-year high; ICT)
- Jacó STR metrics (AirDNA): ~40% occupancy; ~\$318 ADR; ~\$27.5K annual revenue
- Property tax (IBI): ~0.25% annually, nationally applied baseline
- FDI inflows: ~US\$4.32B in 2024 (record; PROCOMER citing BCCR)

## WHAT SOPHISTICATED CAPITAL LOOKS FOR

Institutional hospitality groups and experienced developers are active along the Central and North Pacific. Investment theses commonly center on sustained visitation, improving infrastructure links to SJO, and rule-of-law stability. Parcels that combine access, views, and environmental appeal-while allowing phased development-tend to command the most attention.

## MARKET DYNAMICS & SUPPLY CONSTRAINTS

- Limited inventory of undeveloped properties >50 acres within ~30 minutes of Jacó.
- Shorter hold times for comparable land assets suggest firming demand.
- Beach-hotel demand remains healthy; early-2024 projections suggested high-60s nationwide occupancy (industry reporting).

## PROPERTY INTELLIGENCE

### Strategic Positioning

- 324,000 m<sup>2</sup> (80 acres) - ~1,200 ft elevation - 360° panoramic exposure
- ~20-30 minutes to Jacó Beach - ~90-120 minutes to SJO (traffic dependent)

### Market Dynamics

- National air arrivals: 2.66M in 2024 (ICT; 16-year high)
- Short-term rentals (Jacó): ~40% occupancy; ~\$318 ADR; ~\$27.5K annual revenue (AirDNA)
- Hotel demand context: beach hotels projected high-70s occupancy in peak periods (industry reports)
- Property tax baseline (IBI): ~0.25% annually (national)

### Local Context & Amenities

- Rancho Shadday (mountaintop soda): rating ~4.7; wood-fire kitchen; sweeping Pacific/jungle views
- Bar y Restaurante El Tajo: rating ~4.8; lively local spot minutes away
- Jacó Walk open-air plaza: dining, shops, frequent community events
- Nearby natural draws: Tárcoles "Crocodile Bridge" overlook; Bijagual Waterfall (~600 ft)

# INVESTMENT THESIS

## Three-Pillar Value Creation

### **PILLAR 1: APPRECIATION PLAY**

Land banking in a supply-constrained corridor with strengthening demand. Appreciation driven by proximity to Jacó, access improvements, and the scarcity of large, contiguous parcels.

### **PILLAR 2: CASH FLOW GENERATION**

Pilot eco-accommodations can generate meaningful near-term cash flow while master planning longer-term development. Performance depends on unit count, ADR, seasonality and occupancy; see pro-forma in data room.

### **PILLAR 3: DEVELOPMENT UPSIDE**

Multiple exit strategies including boutique eco-resort, low-density residential, or strategic sale/JV with a hospitality brand. Final density subject to zoning, environmental approvals, and engineering.

## RISK ASSESSMENT

### Primary Risk Factors & Mitigation

- Currency: USD widely used in real estate/tourism, moderating local FX exposure.
- Political: Stable democracy with long-standing peaceful transitions.
- Market: Diversified source markets (US/Canada/Europe) smooth seasonality risk.
- Liquidity: Deepening international buyer pool; established brokerage networks.
- Zoning/Utilities: Confirm via Plan Regulador and service providers; phase scope to align with approvals and infrastructure.

## MARKET COMPARABLES

Active large-parcel listings (asking; accessed Sep 11, 2025). Submarket differences apply; for benchmarking only.

Submarket	Size	Asking (US\$)	US\$ / Acre	Source	Status
Playa Herradura	12.90 ac	\$1,500,000	\$116k/ac	re.cr LL2200199	Active
Jacó / Tárcoles	45.0 ha (~111.2 ac)	\$4,900,000	\$44k/ac	2CostaRicaRealEstate - Market Insights: Jacó	Active
Cerro Fresco, Jacó	559,723 sq ft (~12.85 ac)	\$450,000	\$35k/ac	Realtor.com	Active
Manuel Antonio	210.04 ac	\$6,800,000	\$32k/ac	Dominical Realty	Active
Matapalo (near M.A.)	574 ac	\$12,000,000	\$20.9k/ac	7th Heaven Properties	Active

Notes: Figures reflect asking prices from public sources and are not closed sale data. Closed-transaction evidence available under NDA via Registro Nacional / notarial extracts.

## SOURCES (selected)

- ICT (tourist arrivals): 2.66M air arrivals in 2024 (Jan 16, 2025 update)
- AirDNA (Jacó STR metrics): ~40% occupancy, ~\$318 ADR, ~\$27.5K annual revenue (accessed Sep 2025)
- Property tax (IBI): baseline ~0.25% annually (national law; 2024-2025 guides)
- Travel time context: San José-Jacó ~2h by road (traffic dependent)
- Tarcoles "Crocodile Bridge" viewing point (Route 34); Bijagual Waterfall ~600 ft
- Eco-tourism: projected ~\$552B by 2035 (Future Market Insights, 2025)
- re.cr LL2200199 (Herradura 12.9 ac asking \$1.5M)
- 2CostaRica Real Estate - Market Insights: Jacó (sample 45 ha ask \$4.9M)
- Realtor.com - Jacó land listings (Cerro Fresco 559,723 sq ft ask \$450k)
- Dominical Realty - Manuel Antonio: Iconic Developmental Parcel (210.04 ac ask \$6.8M)
- 7th Heaven Properties - Matapalo near Manuel Antonio: 574 ac ask \$12M
- PROCOMER (press release via BCCR): Costa Rica recorded US\$4.321B in FDI flows in 2024 (record; Apr 5, 2025)
- U.S. State Dept. Investment Climate Statement 2024: BCCR estimates US\$3.921B FDI inflows in 2023

## INVESTMENT PROCESS

### Exclusive Access Protocol

1. Confidential site tour with development consultant
2. 30-day exclusive due diligence period with legal review
3. Environmental and engineering assessments
4. Investment committee presentation and approval
5. Closing with established Costa Rica legal counsel

**Expected Timeline: 45-60 days from Letter of Intent to closing**

## INVESTMENT SUMMARY

This 80-acre rainforest property represents more than real estate—it's a position in Costa Rica's Central Pacific growth story. With established tourism infrastructure, rule-of-law stability, and limited supply of large parcels near Jacó, investors can pursue both income and appreciation with multiple exit paths.

**We invite aligned partners to review the data room, walk the site, and assess a phased plan that fits disciplined underwriting.**

**Prepared for prospective investors and development partners**

This investment brief contains forward-looking statements and projections. Past performance does not guarantee future results.

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