

## Foreword

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I first met Jeff Hickcox at a real estate conference in 2003 in Atlanta, GA, at a time when I was just starting my real estate investment business. After finding out that Jeff was also from my home state of Connecticut, we hit it off. I could tell right from the beginning that I was going to learn more from my discussions with Jeff over the remaining few days than from the speakers on stage.

Over the course of the next few years we had numerous brainstorming sessions as each of us grew our respective businesses. In fact, I attribute much of my early success to the creative real estate techniques Jeff taught me during those days we spent together at the real estate conference—everything from creative “no money down” financing techniques to commercial property acquisition.

I have been following Jeff Hickcox’s career closely since we first met, and I must admit that he is one of the most creative and magnetic investors I have ever had the pleasure of knowing. He is truly a remarkable individual who exudes passion and seems to care more about your success than his own.

Needless to say I was shocked when I found out Jeff packed up his family and moved to Costa Rica. It was only later in an e-mail that I found out exactly why. In that e-mail he mentioned the changing dynamics of the U.S. real estate market and how he saw better opportunities overseas. I admired his willingness to exercise his risk muscle, because you will not find many people who are brave enough to pack up their business, their family, and head to a foreign country where there are different market dynamics.

Over the next few years, Jeff continually updated me on the growth and development of his business as he studied and invested in Costa Rica. His e-mails and newsletters were full of insights into the inner workings of the Costa Rican government, financial markets, and, more specifically, the real estate investment opportunities that existed in Costa Rica.

So, it was no surprise to me when I found out Jeff was writing this book, because it suits his personality to want to share his depth of knowledge about the real estate market. Simply stated, Jeff Hickcox has written a masterpiece by which all future books written about Costa Rican real estate will be measured. Jeff is a realist, and he writes the book from an unbiased viewpoint about the opportunities and challenges investors will face while investing in Costa Rica.

Every real estate investor knows that it is the person with the most insight, knowledge, and vision that succeeds long term. If you have even an inkling of desire to invest in Costa Rica you must read this book in its entirety. Investing overseas can be a challenge, so before you do anything you must gather knowledge of the industry and the local markets.

***Real Estate Investing Guide—Costa Rica*** will give you the knowledge and confidence to make wise investment decisions whether you are a novice investor looking for a creative way to buy a vacation home, or you are a seasoned vet looking for larger development opportunities.

Jeff's approach to the book is brilliant. Not only does he cover market cycles and investment fundamentals, but he also draws on the expertise of many other successful local real estate investors. Their viewpoints bring a depth of expertise not found in other books written about investing in Costa Rican real estate. Likewise, Jeff also highlights the key areas of the country in which to invest.

Costa Rica offers a prosperous future for investment. As Jeff points out, Costa Rica is currently experiencing the perfect storm of an up-cycle real estate market: capital is pouring in, demand is escalating, and in most cities the supply is low. This is very similar to the U.S. market in 2000 right before it went through the biggest boom in real estate history. Well, another boom is happening overseas, so do not miss your opportunity to learn about how you can profit from investing in Costa Rica!

About the Foreword Author:

Than Merrill is the star of A&E's ***Flip This House*** and has bought and sold 350+ properties in the last 5 years in the United States. If you are interested in learning more about his investment strategies go to [www.Fortunebuilders.com](http://www.Fortunebuilders.com).