
Why Exclusivity

Exclusivity means any person/agent/broker, globally, can sell your home but that we are protected for our portion of the commission. There is no Real Estate licensing in Costa Rica, which means anyone and/or everyone is a Real Estate agent and approaches competitor buyers routinely. There are no consequences for this. The following points will provide you with the rationale of why our brokerage requires exclusivity on all listings.

1. A non-exclusive listing invites opportunist-type sales people to take/claim customers as their own. They typically use other brokers marketing and client 'fly & buy' trips to approach buyers with their local, self-proclaimed 'expertise'. This routinely results in arguments, legal issues and in most cases, the buyer being remorseful and resulting in a non-sale.
2. Selling real estate in Costa Rica is a complicated arena; nothing like selling homes in North America. In most cases these are vacation homes for people that will visit sporadically. Misinformation about Costa Rica and our area is common among agents and hurts the sales process. One voice and consistency from beginning to end is vital for success.
3. Marketing your home costs us money. We only retrieve that money back when we sell your home.
4. We are exclusively connected to international Real Estate marketing beyond the MLS. This company is marketing for Los Delfines on a daily basis. They are based in Canada.
5. We don't wait for customers to find us. We spend money to find them.
6. We operate a guest house in the area where buyers stay to look at real estate in our area. This is at our expense.
7. We don't use Real Estate signs on your property in Los Delfines. More sales are lost from too many signs in a development than anything else. Without exclusivity we can't keep these signs from being posted.
8. Our staff are well-trained in Los Delfines and the area. They drive newer vehicles for our 4-hour customer tours and originate from both Costa Rica and North America. They are specifically selected for each buyer based on our criteria. We are fluent in Spanish and English.
9. Our office located in Los Delfines, is professional and classy with no expenses spared. Our location provides the highest buyer traffic for the area.

By choosing to list your Real Estate with RE/MAX Los Delfines, you understand the responsibility you have to make certain that any past Real Estate promotions on your property are removed. We cannot do this, it has to be done by you. We will, however, research your home and find any old links making it easier for you to contact past Real Estate agents.

Thank you for choosing RE/MAX Los Delfines to represent your listing!