THE 5 R MASTERCLASS · PROFITABLE INTERNATIONAL REAL ESTATE INVESTING

CONCLUSION

Wrap-Up & Next Steps

Welcome back. You've just completed a journey through one of the most powerful frameworks in international real estate. The 5 R's of Profitable International Real Estate Investing.

We started with broad strokes and zoomed in, step by step. From spotting the right location to buying the right property, working with the right developer, paying the right price, and striking at the right time.

By now, you should be seeing the world through a completely new lens. One that separates ordinary places from extraordinary opportunities. And that's exactly what I wanted for you.

Because once you understand how to apply the 5 R's, you'll never look at a destination, a property listing, or a development the same way again. You'll start spotting patterns — signs of progress, opportunity, and value — almost instinctively.

Let's tie it all together. The 5 R's are what I've used for more than two decades to identify, evaluate, and profit from world-class real estate opportunities before the crowd. Let's recap them quickly.

1. **The Right Place.** This is where every deal begins. It's about following people and progress — finding the markets that are early but real. We look for catalysts like new airports, highways, or resort brands, because infrastructure always precedes opportunity.
2. **The Right Property.** Once you've found the right market, it's time to focus on what renters and buyers actually want. Remember: renters don't rent square footage — they rent lifestyle. Two-bedroom condos, walkability, and good design — these are your foundations for consistent demand.
3. **The Right Developer.** Even the best property in the best location can turn disastrous with the wrong developer. A great developer is financially strong, customer-first, and proven through tough

times like 2008 and COVID. That’s why RETA only works with partners who’ve delivered time and again.

4. **The Right Price.** Profit is made when you buy, not when you sell. Through RETA’s group buying power, members gain access to off-market pricing — deals 20%, 25%, sometimes even 30% below retail value. That’s how you lock in equity and yield from day one.

5. **The Right Time.** You want to catch the wave, not the hype. Buy when cranes are on the skyline, not when there are traffic jams on the streets. That’s when you capture the biggest upside with the least risk.

Together, these five filters form your universal checklist. Your compass for evaluating any deal, anywhere in the world.

Now, imagine this for a moment. Let’s say you joined RETA five years ago. You weren’t a developer or an insider — just someone who wanted to invest smarter and safer overseas. Here’s what you would have seen.

In Playa del Carmen, RETA members secured condos in the Siempre Playa community for around $198,000 USD, while the public paid closer to $260,000 USD. Five years later, those same homes were reselling near $370,000 USD — a remarkable gain, plus years of solid rental income in one of Mexico’s most sought-after beach towns.

Then, in Portugal’s Algarve, members locked in early access to two-bed condos in the Santa Maria development in Lagos for about €310,000. Today, those same homes list for €600,000 to €725,000 — in some cases, nearly double what members paid. That deal alone shows what happens when you spot progress early and act before the world catches on.

Next came Panama City’s Ocean Reef Islands — two man-made islands connected to the mainland by a private bridge. Members bought luxury condos in the Seascape building at $783,000 to $815,000 USD, while comparable homes were listed around $995,000 USD. One owner now rents his condo for about $6,000 a month, earning close to a 9% yield — exceptional for ultra-prime real estate.

And more recently, in Costa Rica’s Playa Flamingo, members who bought just before the new international marina opened saw their properties climb by more than $100,000 USD in under eighteen months.

Different countries. Different price points. But every one of these opportunities had something in common: clear fundamentals, strong timing, and the same proven process guiding every decision.

When you use the 5 R's, you see opportunity through a new lens. You stop guessing. You start recognizing the patterns of growth. You make decisions rooted in evidence, not emotion. And that's when real wealth begins to build.

Before we move on, I want you to pause for a moment and think about how far you've come in just a few days. You've learned how to think like a global investor. How to evaluate a destination, analyze a deal, and identify the difference between hype and real opportunity. That's no small thing.

But remember: information alone doesn't build wealth. Execution does. And that's why the 5 R's framework is so powerful. Because it turns knowledge into action.

Every time you come across a new listing, a new city, or a new "hot" market someone tells you about, you can pull out your 5 R's checklist and instantly filter signal from noise. Does it have:

The Right Place?

The Right Property?

The Right Developer?

The Right Price?

The Right Time?

If even one of those is missing, walk away. If all five align, move quickly and confidently. Because those opportunities don't last long.

I've said it before, but it's worth repeating: once you master this framework, you'll see opportunities everywhere. You'll start to notice subtle patterns — cranes on skylines, new resorts under construction, flight announcements, and small changes that most people ignore.

You'll start hearing conversations differently, too. When someone tells you about a "great deal," you'll quietly run it through your 5 R's checklist in your head. And you'll know instantly whether it's real or just noise.

But here's the thing… even though you'll start seeing more opportunities, only RETA gives you access to the best ones. Because while anyone can spot potential, very few can act on it at the right time, at the right price, and with the right partners.

That's the RETA edge. We do the groundwork — the research, the negotiation, the due diligence — so our members can focus on enjoying the benefits.

So if you’ve enjoyed this masterclass, don’t stop here. Keep going. Continue your journey inside your RETA Trial — where Lesson 2 of the full program, Path of Progress, is waiting for you. That’s where the real adventure begins.

Here’s what to do next.

Download your 5 R’s Worksheet and Case Study Pack. These are your field guides for applying what you’ve learned. They include real RETA examples, checklists, and quick-reference summaries for each “R.”

Review your notes. Take five minutes to identify which of the five R’s you feel strongest about — and which one you want to master next. That’s how you’ll continue building momentum.

You’ve already built the foundation. Now it’s time to use it.

As we wrap up, I want to leave you with this thought. Real estate isn’t just about buildings and numbers. It’s about freedom. The freedom to live where you choose, invest where you want, and build a life on your own terms.

The 5 R’s framework gives you the confidence and clarity to make that happen — anywhere in the world. So keep your checklist close. Keep your curiosity alive. And keep looking for the next “Right Place” that’s just starting to reveal itself.

Because once you see the world through the lens of the 5 R’s, you’ll never miss another opportunity again.

I’ll see you inside RETA.