

# Pacific Town Picker

Four Pacific-coast towns we know intimately, side-by-side. Pick by lifestyle fit and price band — not by what made the brochure.

Town	Vibe	Buyer Profile	Entry Price	Strongest For
Mal País & Santa Teresa Nicoya Peninsula	Surf · Boutique · Luxe-rustic Dirt-road bohemia turned premium destination	Yoga professionals, surfers, design-driven Toronto / Vancouver buyers, remote-work executives	\$500K – \$2M+ jungle to ocean-view	Buyers wanting a brand-name boutique town with surf + yoga + organic scene — accept the dirt road as part of the deal.
Tamarindo Guanacaste	Beach town · Mainstream · Walkable Most accessible Pacific town. Direct flights via Liberia.	First-time CR buyers, families with kids, snowbirds who want amenities, investors prioritizing rental occupancy	\$300K – \$1.5M condos to villas	Buyers who value walkability, paved roads, English-spoken, direct-flight access, and the strongest short-term-rental demand on the Pacific.
Nosara & Playa Guiones Nicoya Peninsula	Wellness · Jungle · Gated Strict zoning preserves jungle canopy. Premium prices.	Wellness-driven buyers (yoga, surf, retreat owners), affluent retirees, design-led buyers who want jungle privacy	\$700K – \$3M+ jungle homes & villas	Buyers willing to pay a premium for protected jungle privacy, consistent surf, and the most established wellness scene in CR.
Pavones & Zona Sur Southern Pacific	Frontier · Surf-pure · Off-grid 4-hr drive from San José. The contrarian Pacific bet.	Long-form surfers (longest left in the world), off-grid retirees, buyers priced out of the Nicoya Peninsula	\$200K – \$900K lowest cost-per-m <sup>2</sup> beachfront	Buyers who want real beachfront at half the Nicoya price — and accept longer drive, fewer amenities, and a smaller social scene as the trade-off.

## 60-Second Decision Shortcut

If you say...	Start with...
"I want amenities, paved roads, kids in school nearby"	Tamarindo
"I want a brand-name boutique scene, surf + yoga, will accept dirt road"	Mal País / Santa Teresa
"Privacy, jungle canopy, wellness retreat lifestyle, premium budget"	Nosara
"I want real beachfront at the lowest price-per-m <sup>2</sup> on the Pacific"	Pavones