

2021 Q4 Market Report

January 9, 2022

Report Commentary

House and Condo sales volumes have regained their blistering pace again with December sales almost on par with April sales. Q4 shaped up a close second to Q2 in 2021. 2021 has closed as the biggest year ever on MLS with Sales of 2,100 houses and condos for a dollar volume of \$1.645 Billion USD.

Rebound in Sales Volumes

Sales in Q4 2021 on a dollar volume basis increased slightly over Q3 to \$411m USD. Unit volumes of houses and condos was 32% over Q3. Sales jumped in part thanks to lifted Covid restrictions people getting in the Cabo vacation they've been waiting 18 months for. The start of high season in Cabo appeared to be almost pre-covid with Cabo as busy as ever. Buyer continue to come en masse and sight-unseen sales remain high. Sales continue to be driven by buyer attitudes of 1) "LIFE IS TOO SHORT" and 2) WORK FROM HOME – if I have to work from home, home may as well be Cabo, and many buyers are simply looking to leave the US altogether. Investors continue taking money out of the US.

Overall, the residential average declined slightly at -3.2% and mean prices increased slightly at 4.1% changes over 2021 Q3. Individually average house prices declined 11.6% with lower priced houses lowering the average. Individually average condo prices declined -11.1% due to a decline in high end condo sales and more lower priced and pre-construction inventory being sold.

Continuing a trend all year long, the \$2m to \$5m price point led Q4 with 42 sales and over \$140m in dollar volume.

Days on Market trend continues tightening even as the buying frenzy continues and the Sold % of List Price trend continues to increase as the market tightens and quality inventory diminishes.

New in this Report – Historical Inventory

This report now includes a chart showing historical inventory by Quarter. There has been a remarkable drop in inventory at the end of Q4. Everyone in the marketplace is hoping for more inventory to come on the market in 2021. Fingers crossed!

Los Cabos Residential Real Estate Market Report

October 1, 2021 to December 31, 2021 | 2021 Q4 | 25% of 2021 SALES ARE CLOSED

CABO REAL ESTATE SERVICES

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Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

* 25% of 2021 SALES ARE CLOSED

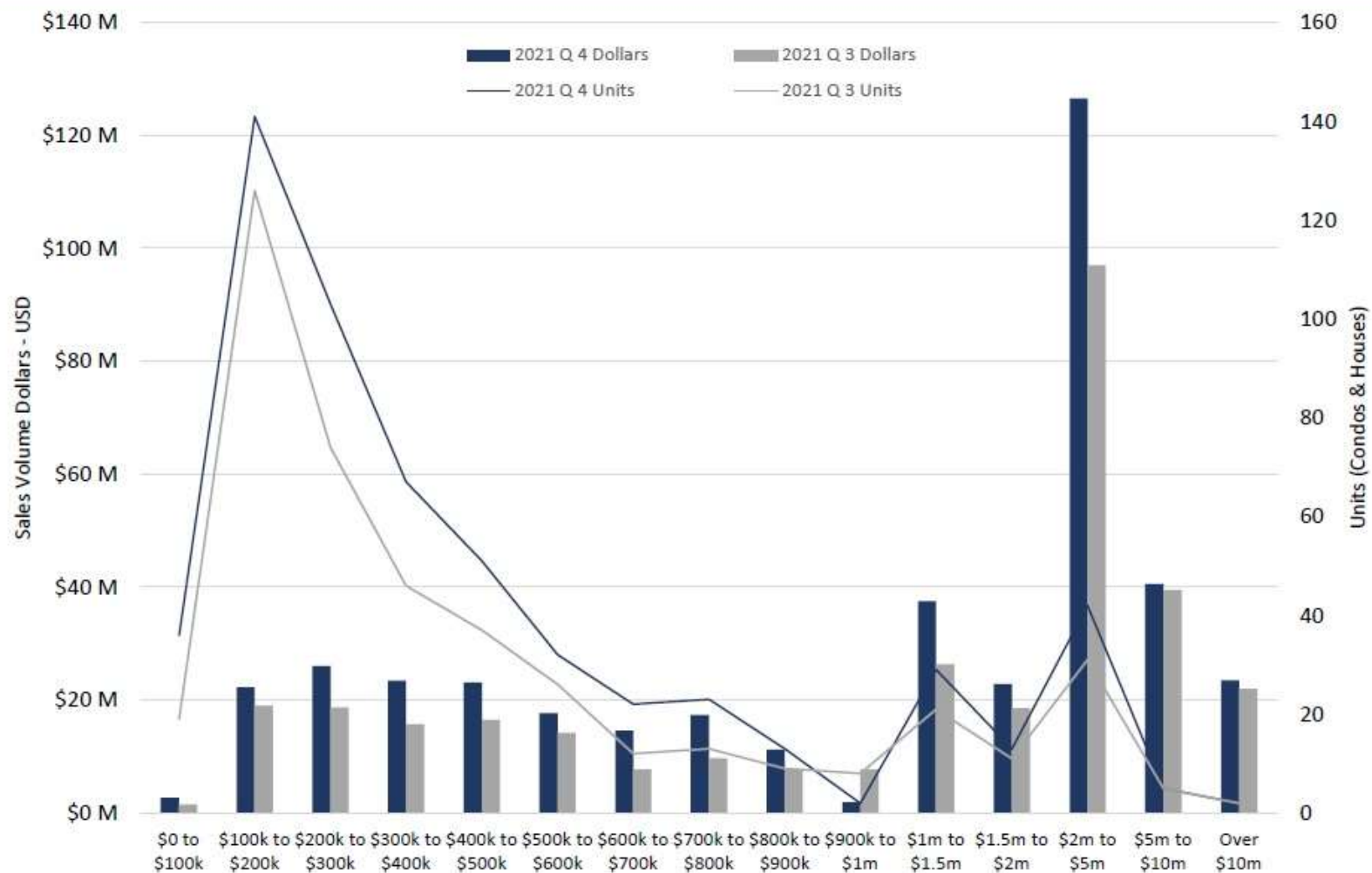
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SALES VOLUMES BY PRICE POINT



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SALES VOLUMES BY PRICE POINT

Price Point	2021 Q4		2021 Q3		2021 All Sales		% change vs 2020	
	\$USD Volume	Units	\$USD Volume	Units	\$USD Volume	Units	\$USD	Units
\$0 to \$100k	\$2,636,857	36	\$1,534,815	19	\$8,514,696	113	156%	159%
\$100k to \$200k	\$22,235,409	141	\$19,031,898	126	\$79,673,488	528	271%	261%
\$200k to \$300k	\$26,056,939	103	\$18,667,600	74	\$82,378,139	330	262%	262%
\$300k to \$400k	\$23,437,937	67	\$15,730,469	46	\$86,592,451	249	275%	277%
\$400k to \$500k	\$23,123,400	51	\$16,462,096	37	\$71,662,146	160	328%	320%
\$500k to \$600k	\$17,678,155	32	\$14,148,289	26	\$63,993,446	116	285%	283%
\$600k to \$700k	\$14,573,249	22	\$7,723,321	12	\$41,424,425	64	267%	267%
\$700k to \$800k	\$17,313,265	23	\$9,654,500	13	\$58,304,409	78	318%	312%
\$800k to \$900k	\$11,241,000	13	\$7,719,500	9	\$44,180,050	52	260%	260%
\$900k to \$1m	\$1,899,000	2	\$7,706,900	8	\$26,471,447	28	187%	187%
\$1m to \$1.5m	\$37,472,188	29	\$26,372,000	21	\$118,565,125	95	239%	238%
\$1.5m to \$2m	\$22,887,000	13	\$18,554,500	11	\$105,976,500	62	329%	326%
\$2m to \$5m	\$126,493,000	42	\$96,994,000	31	\$571,875,359	193	533%	508%
\$5m to \$10m	\$40,550,000	5	\$39,480,000	5	\$165,700,000	23	264%	230%
Over \$10m	\$23,500,000	2	\$21,945,000	2	\$119,545,000	9	557%	900%
	\$411,097,398	581	\$321,724,888	440	\$1,644,856,680	2100	342%	272%
	128%	132%						

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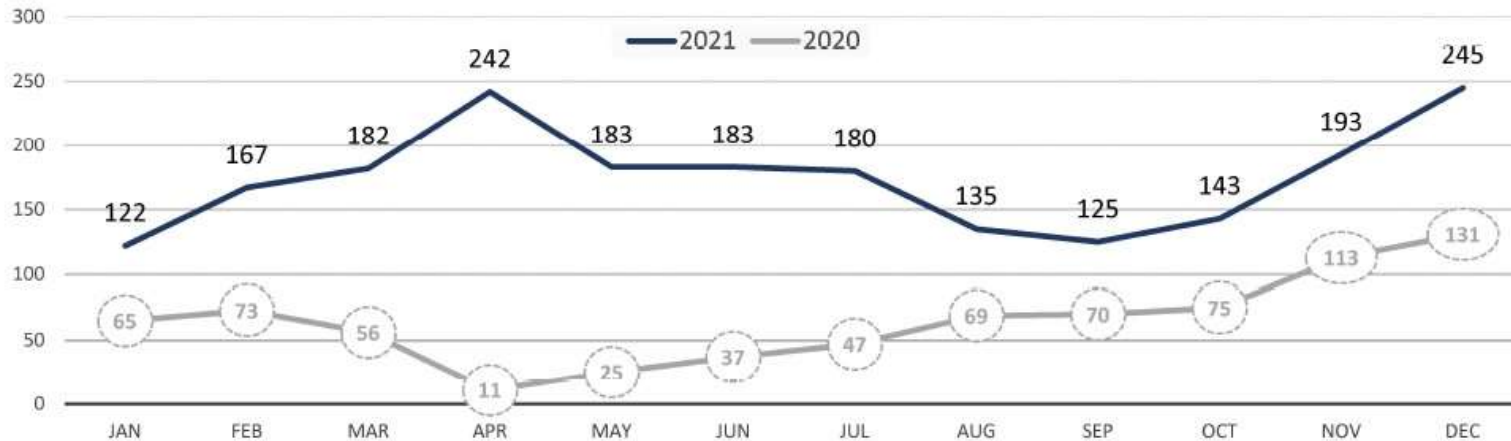
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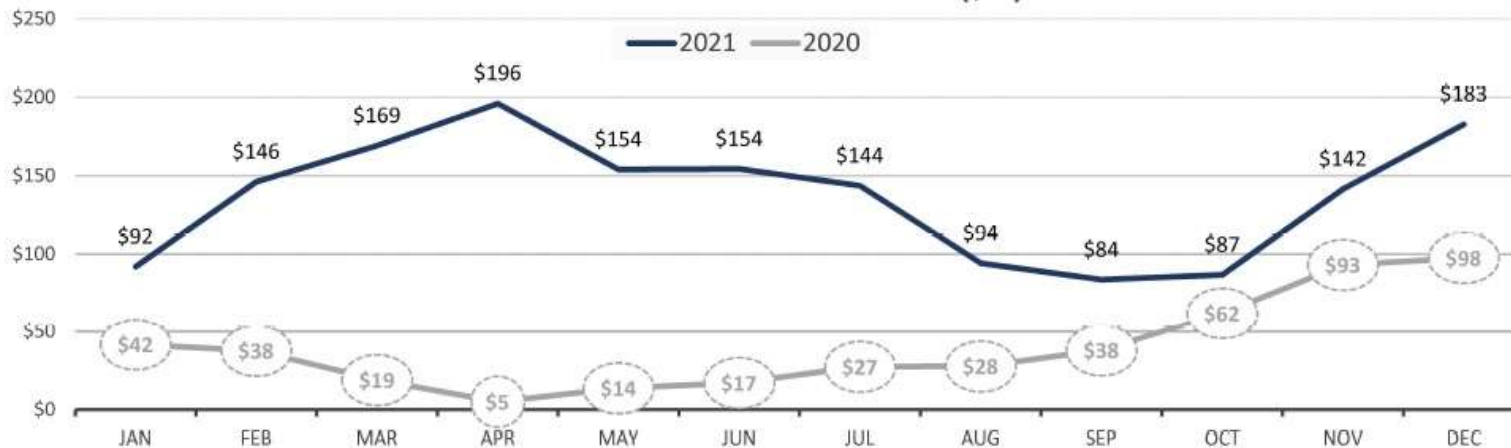
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SALES VOLUMES BY MONTH

Houses & Condos Unit Volume



Houses & Condos Dollar Volume (\$m)



Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

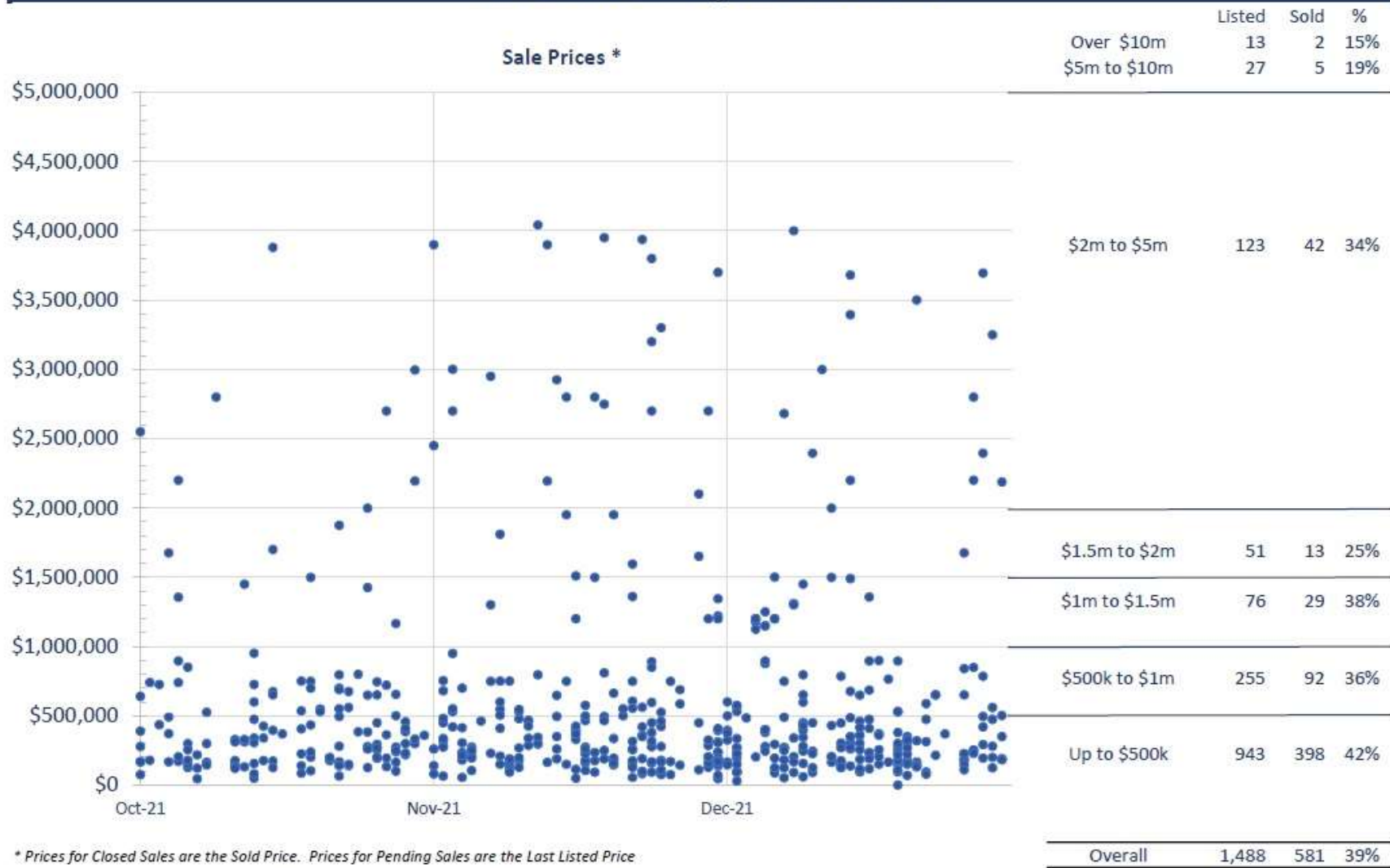
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Los Cabos Residential Real Estate Market Report

October 1, 2021 to December 31, 2021 | 2021 Q4



SALES & INVENTORY | ALL PRICE POINTS



* Prices for Closed Sales are the Sold Price. Prices for Pending Sales are the Last Listed Price

Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

Los Cabos Residential Real Estate Market Report

October 1, 2021 to December 31, 2021 | 2021 Q4



SALES & INVENTORY | UNDER \$1M



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UNDER \$1M	1,198	490	41%
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Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

MARKET TRENDS

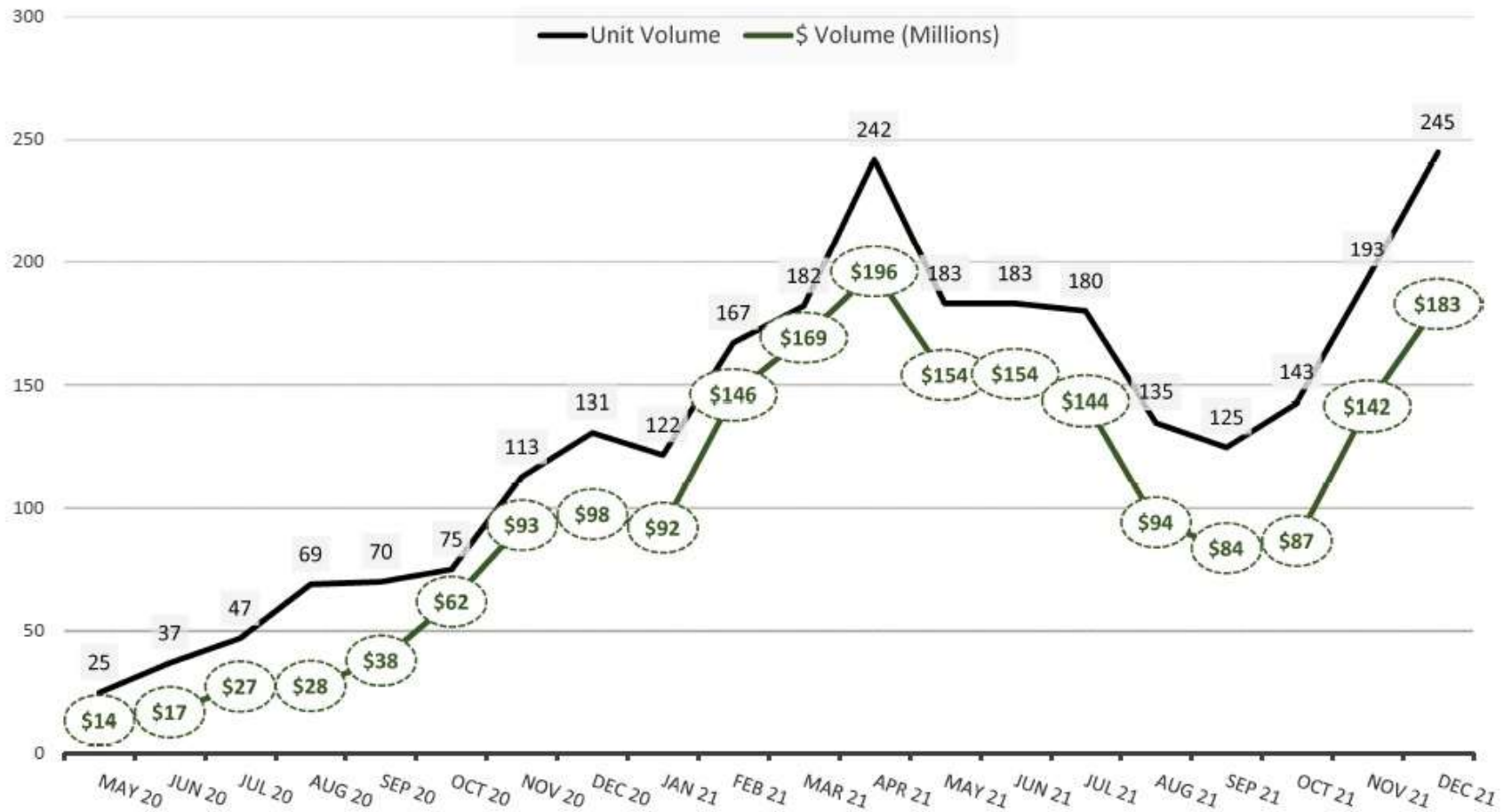
Market Sales from May 2020 forward following the 1st COVID pandemic lockdown

25% of 2021 SALES ARE CLOSED

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SALES VOLUMES BY MONTH



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Market Trends

Percentage of List Price & Days on Market Trends

25% of 2021 SALES ARE CLOSED

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Market Trends

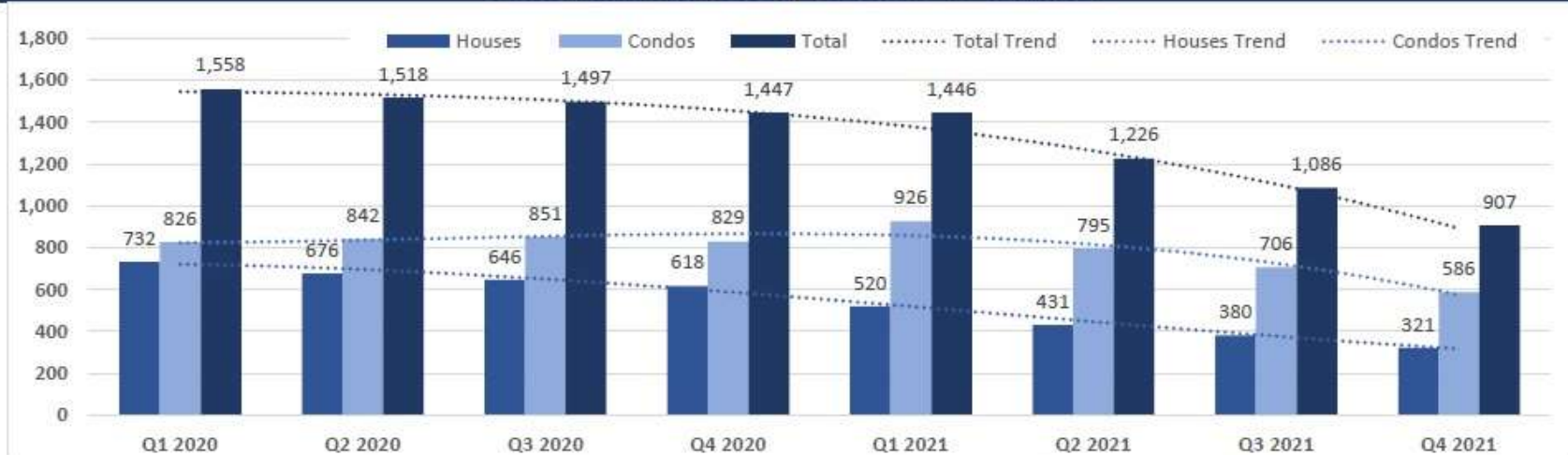
Historical Residential Market Inventory

25% of 2021 SALES ARE CLOSED



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Historical Inventory Houses & Condos



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