



**CABO REAL ESTATE  
SERVICES**

**2024 Q1**

**Los Cabos Real Estate Market Report**

**April 9, 2024**

## REPORT COMMENTARY

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One quarter down in 2024 and the Los Cabos Market has fired back from a slow 2023 Q4. Q1 overall sales volume is up from Q4 by 86% with 397 houses and condos sold. Q1 dollar volume is up 140% with \$453m USD sold vs \$189m USD sold in Q4.

Inventory has crested to its highest level since 2020 Q1 with 1,707 houses and condos for sale. A significant portion of the current inventory, over half, is now completed houses and condos with 892, edging out pre-construction with 815 for the first time since recording began in 2020. With inventory on the rise, we have enhanced the reporting of Inventory Months on Page 15 to differentiate Completed inventory and Pre-Construction inventory.

With the increase in sales activity, The \$2m to \$5m price point again remains the market hot spot with 28% of sales dollar volume at \$128.7m with 41 houses and condos sold. The \$200k to \$300k, \$300k to \$400k and \$400k to \$500k price points were the leaders again in terms of unit volume with 181 houses and condos sold each for a total of \$63m.

Prices gained in Q1 with the average house price jumping by 49% and the median house price jumping by 16%. Condo prices responded with a slight decline with a -2.6% change average condo price and -16% in median condo price. Average Days on Market for both houses and condos is on the rise with average DOM at 151 and 156 respectively. To evaluate Days on Market better we have added Median Days on Market to the report on Page 16. This includes history by year starting in 2015.

## LOS CABOS MARKET DIRECTION

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Buyer interest in the market rebounded in Q1 despite rising inventory and increasing Days on Market. The market appears to be stabilizing. It's not a buyer's market and it's not a seller's market either. With interest rates declining in the US and Canadian Real Estate markets, both buyers and sellers are getting back in the real estate markets. In Q1, we saw demand return in Los Cabos.

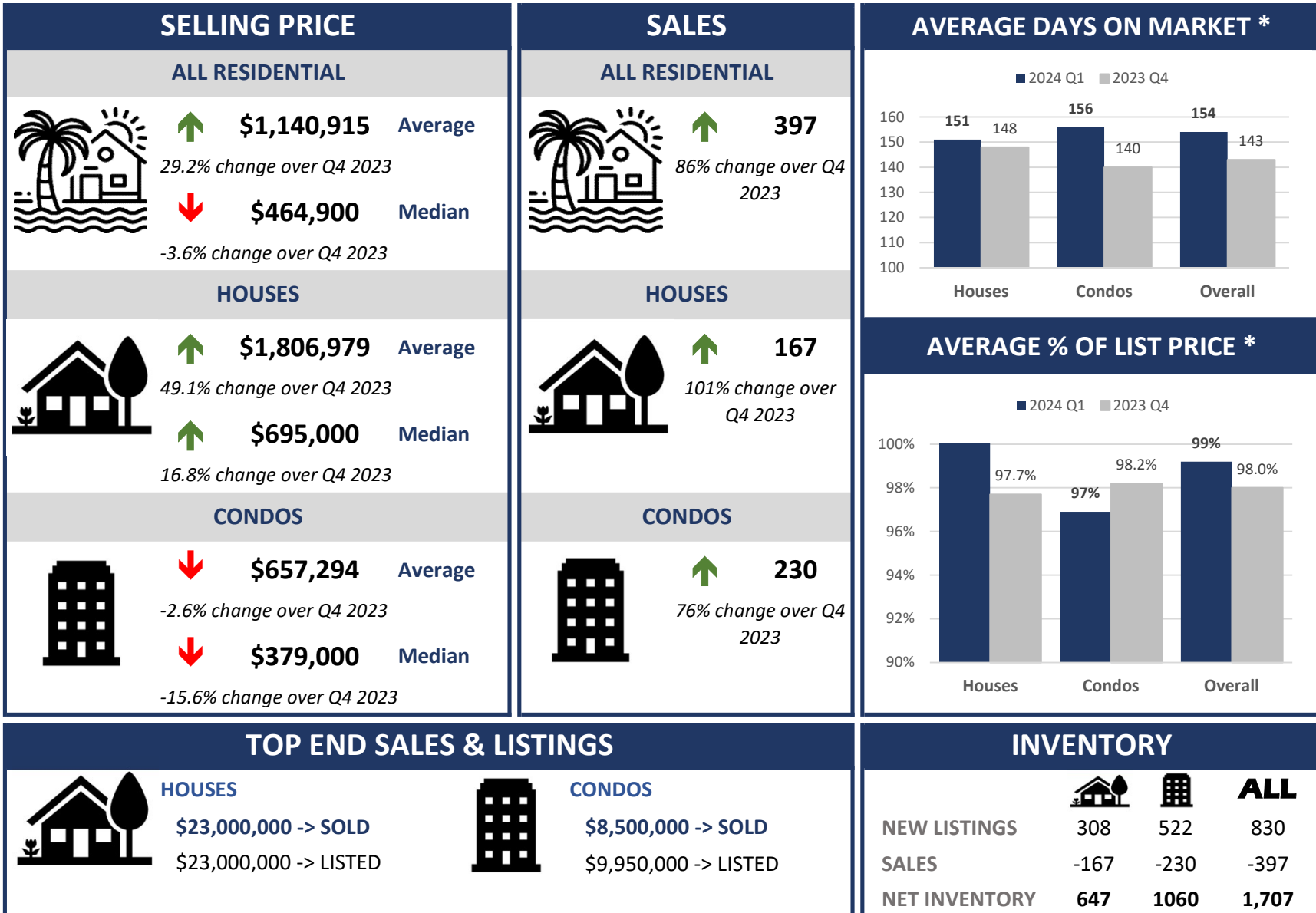
## NEW IN THIS REPORT

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**Median Days on Market** – With inventory rebounding and average DOM on the rise, we have added reporting of Median DOM. Median Days on Market provide additional insight into market activity. The median is the middle of the DOM dataset for a given year as opposed to the average. The trend in Medium DOM is an indication of market activity. Downward trends in DOM indicates a tightening of the market to seller's advantage. Upward trends in DOM indicates a loosening of the market to the benefit of buyers. Go to Page 16 to see the results.

# Los Cabos Residential Real Estate Market Report

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



\* 18% of 2024 Sales are Closed

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

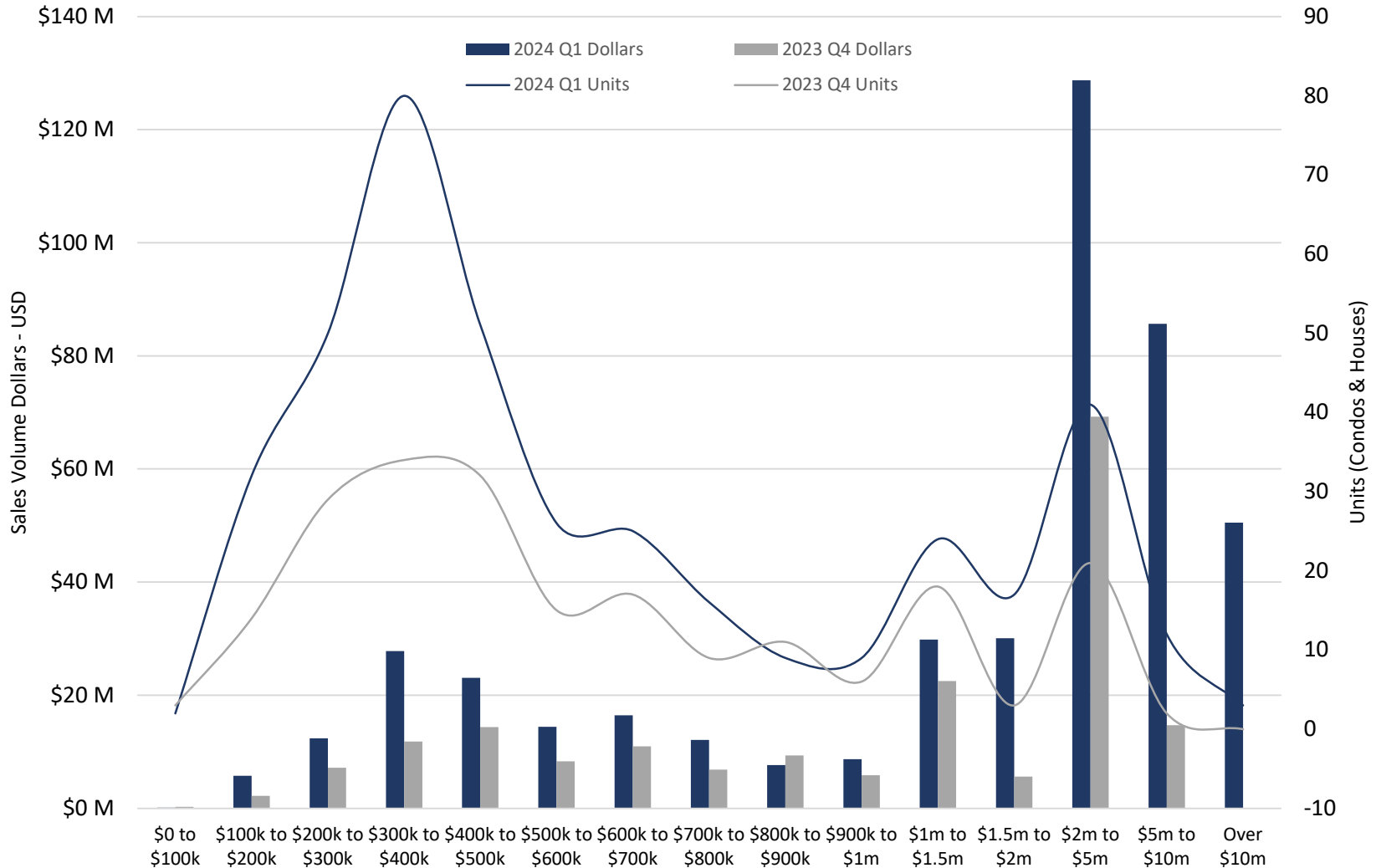
# Los Cabos Residential Real Estate Market Report

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## SALES VOLUMES BY PRICE POINT



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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## SALES VOLUMES BY PRICE POINT

Price Point	2024 Q1		2023 Q4			All Sales		% of All 2023	
	\$USD Volume	Units	\$USD Volume	Units		\$USD Volume	Units	\$USD	Units
\$0 to \$100k	\$87,500	2	\$239,500	3	1%	\$87,500	2	6%	10%
\$100k to \$200k	\$5,724,717	32	\$2,161,770	14	8%	\$5,724,717	32	32%	28%
\$200k to \$300k	\$12,362,025	50	\$7,148,579	29	13%	\$12,362,025	50	27%	28%
\$300k to \$400k	\$27,785,185	80	\$11,808,659	34	20%	\$27,785,185	80	36%	37%
\$400k to \$500k	\$23,041,209	51	\$14,339,765	32	13%	\$23,041,209	51	30%	29%
\$500k to \$600k	\$14,414,260	26	\$8,298,572	15	7%	\$14,414,260	26	23%	23%
\$600k to \$700k	\$16,441,873	25	\$10,956,865	17	6%	\$16,441,873	25	28%	28%
\$700k to \$800k	\$12,064,743	16	\$6,841,419	9	4%	\$12,064,743	16	27%	27%
\$800k to \$900k	\$7,631,000	9	\$9,339,000	11	2%	\$7,631,000	9	19%	19%
\$900k to \$1m	\$8,645,139	9	\$5,835,622	6	2%	\$8,645,139	9	29%	28%
\$1m to \$1.5m	\$29,823,740	24	\$22,508,500	18	6%	\$29,823,740	24	38%	38%
\$1.5m to \$2m	\$30,046,880	17	\$5,586,597	3	4%	\$30,046,880	17	42%	41%
\$2m to \$5m	\$128,709,902	41	\$69,226,203	21	10%	\$128,709,902	41	40%	41%
\$5m to \$10m	\$85,665,000	12	\$14,700,000	2	3%	\$85,665,000	12	44%	40%
Over \$10m	\$50,500,000	3	\$0	0	1%	\$50,500,000	3		
	<b>\$452,943,173</b>	<b>397</b>	<b>\$188,991,051</b>	<b>214</b>		<b>\$452,943,173</b>	<b>397</b>	40%	31%
	140%	86%							

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

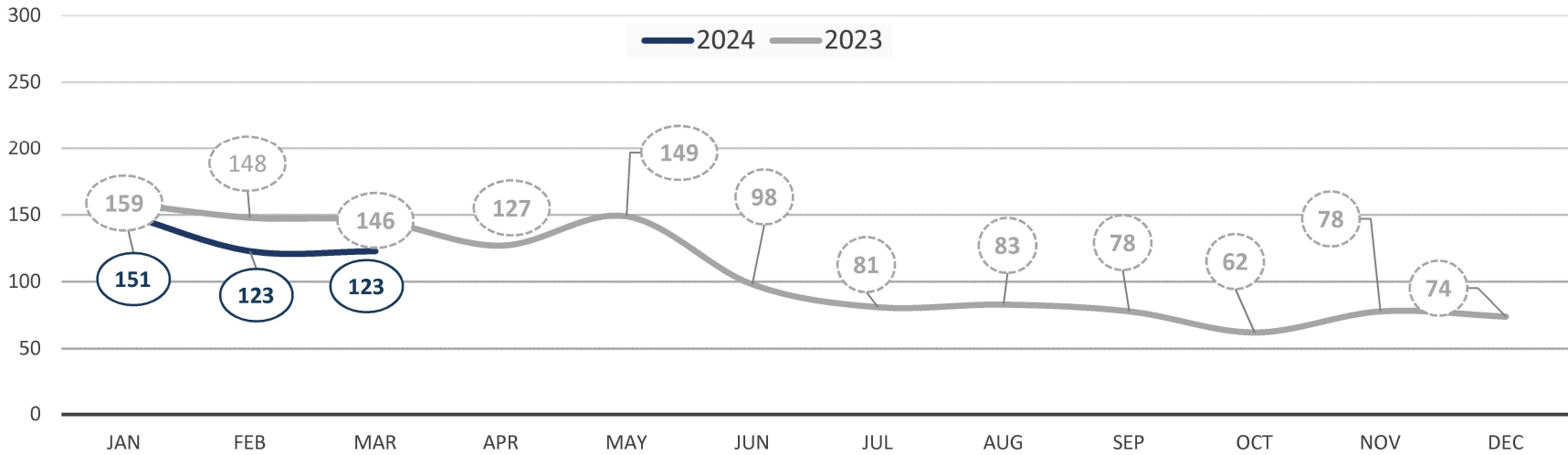
January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



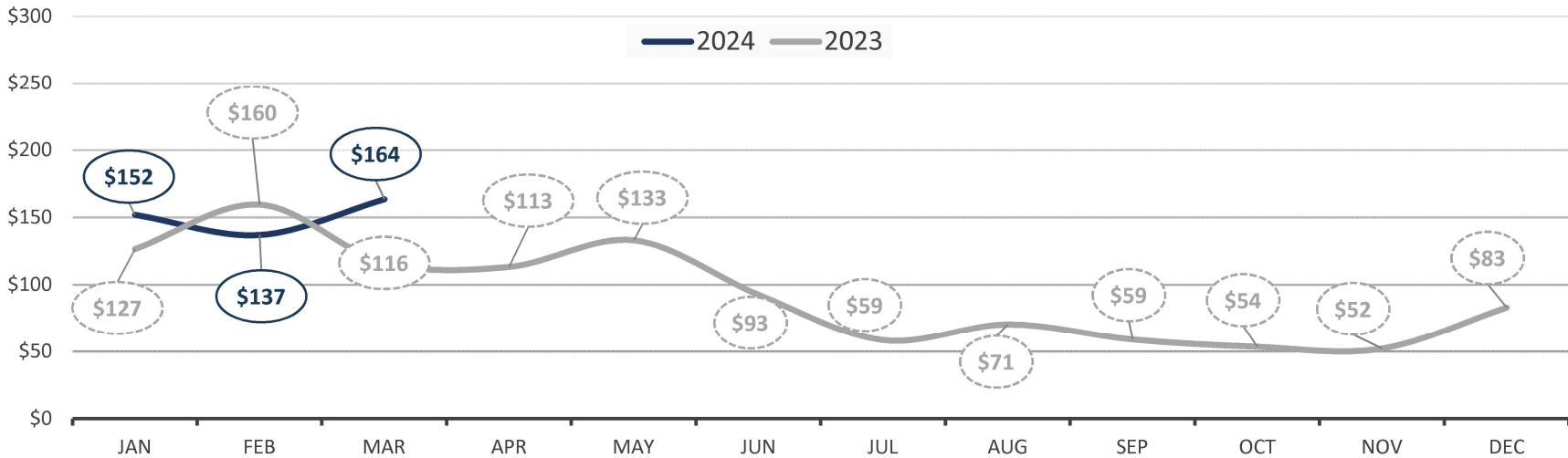
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## SALES VOLUMES BY MONTH

### Houses & Condos Unit Volume



### Houses & Condos Dollar Volume (\$m)



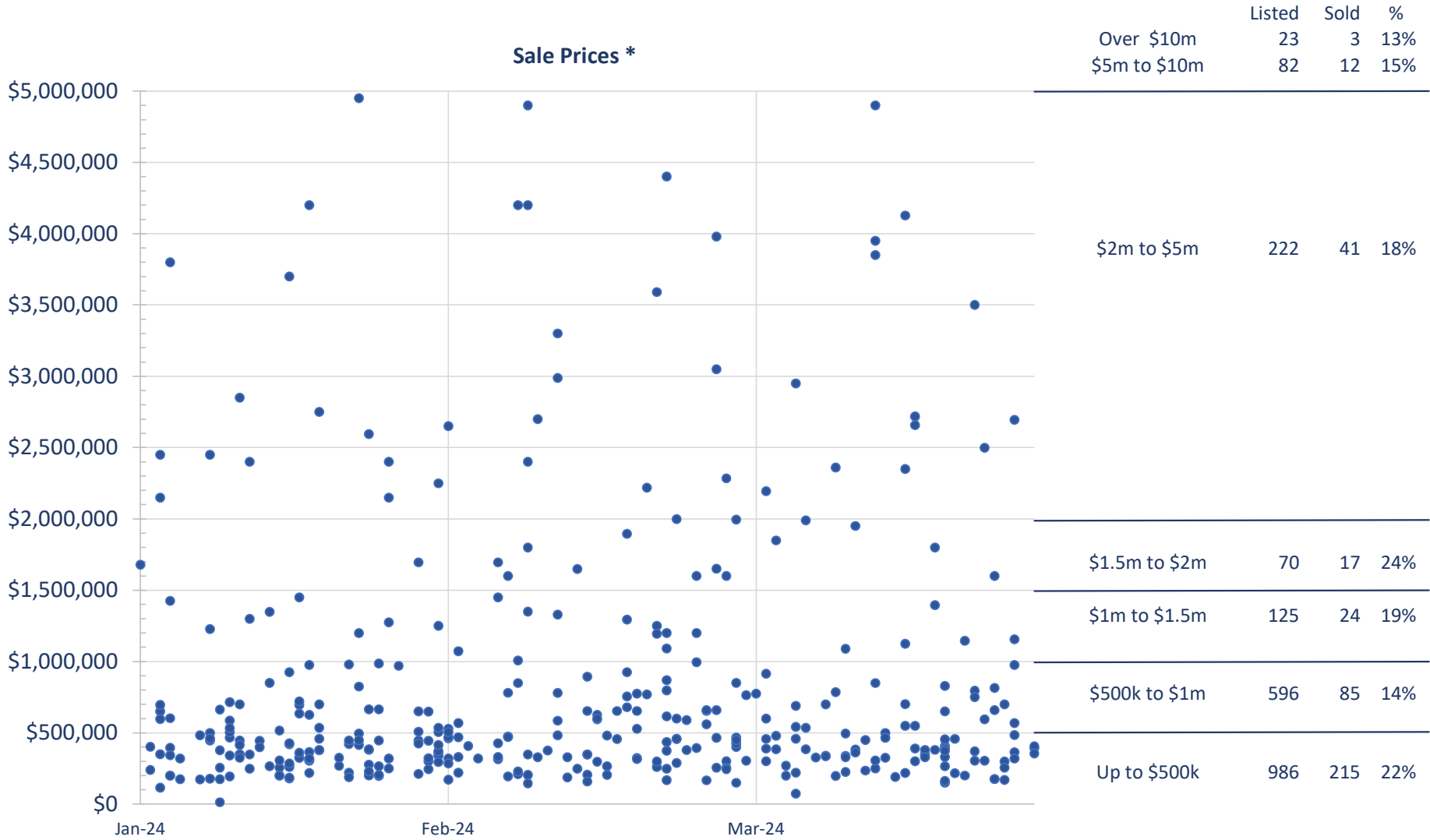
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# Los Cabos Residential Real Estate Market Report

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



## SALES & INVENTORY | ALL PRICE POINTS



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

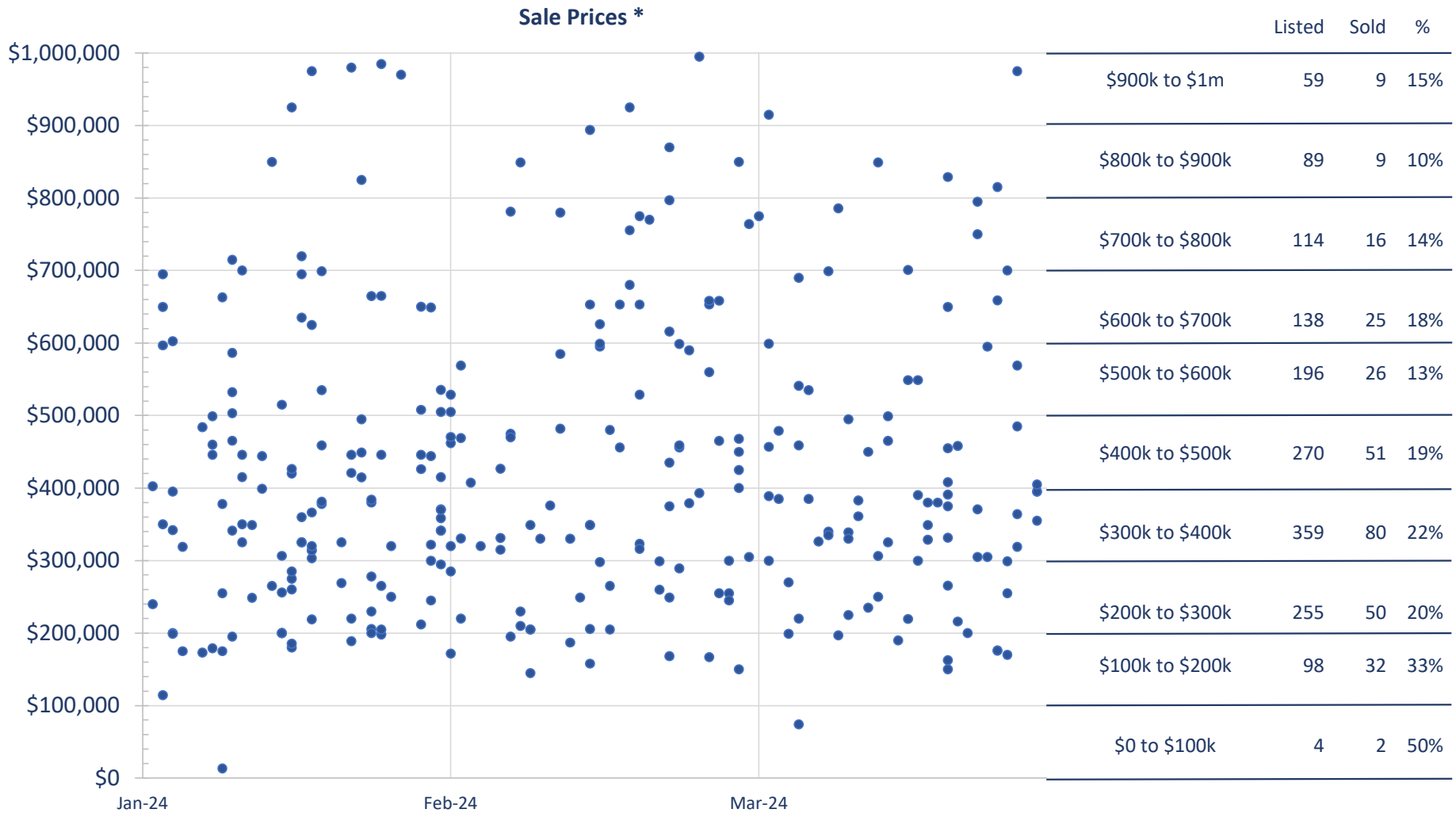
Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

# Los Cabos Residential Real Estate Market Report

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



## SALES & INVENTORY | UNDER \$1M



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

<b>UNDER \$1M</b>	1,582	300	19%
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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



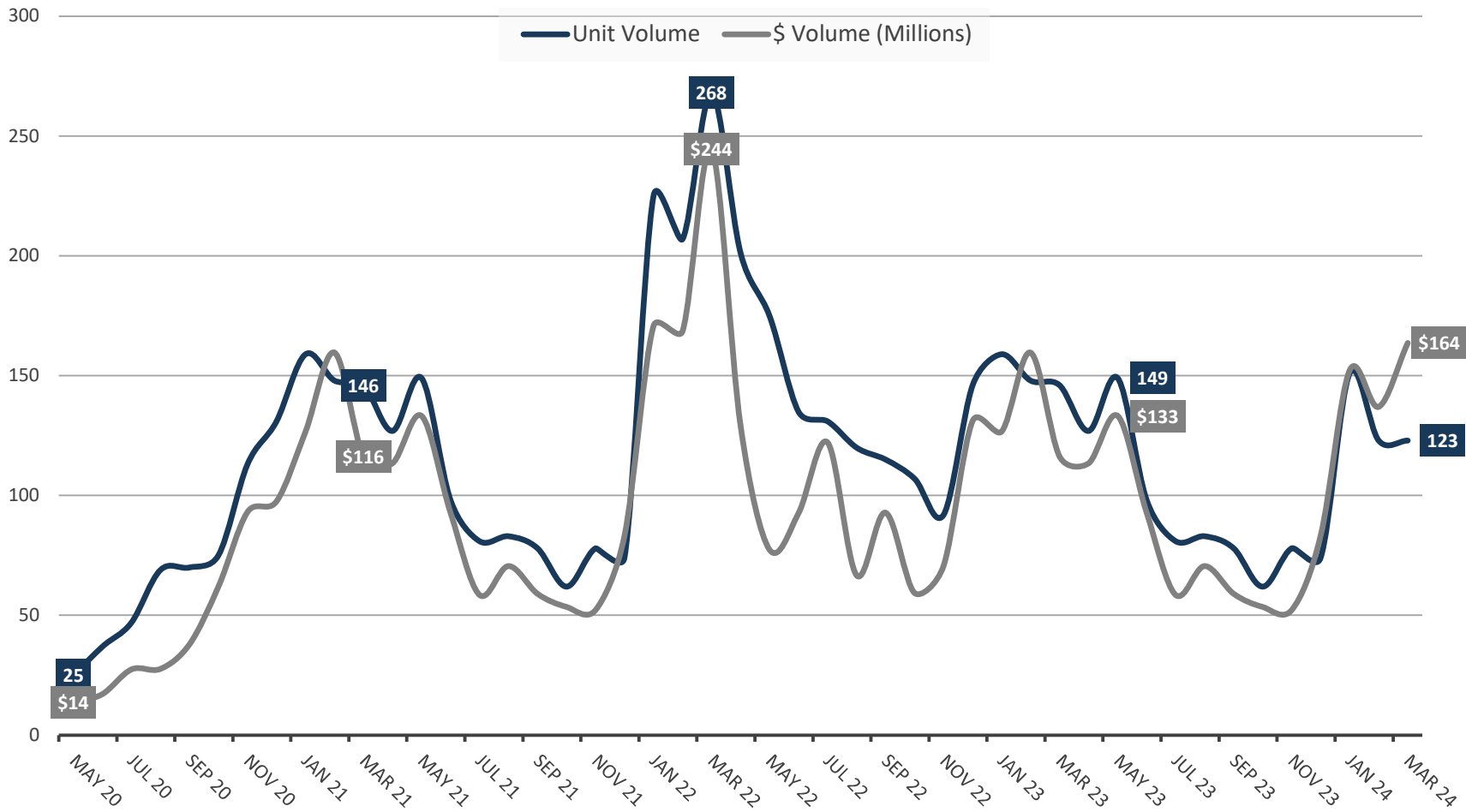
# MARKET TRENDS

Market Sales from May 2020 forward following the 1st COVID pandemic lockdown  
 88% of 2023 & 18% of 2024 Sales are Closed



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## SALES VOLUMES BY MONTH



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

# MARKET TRENDS

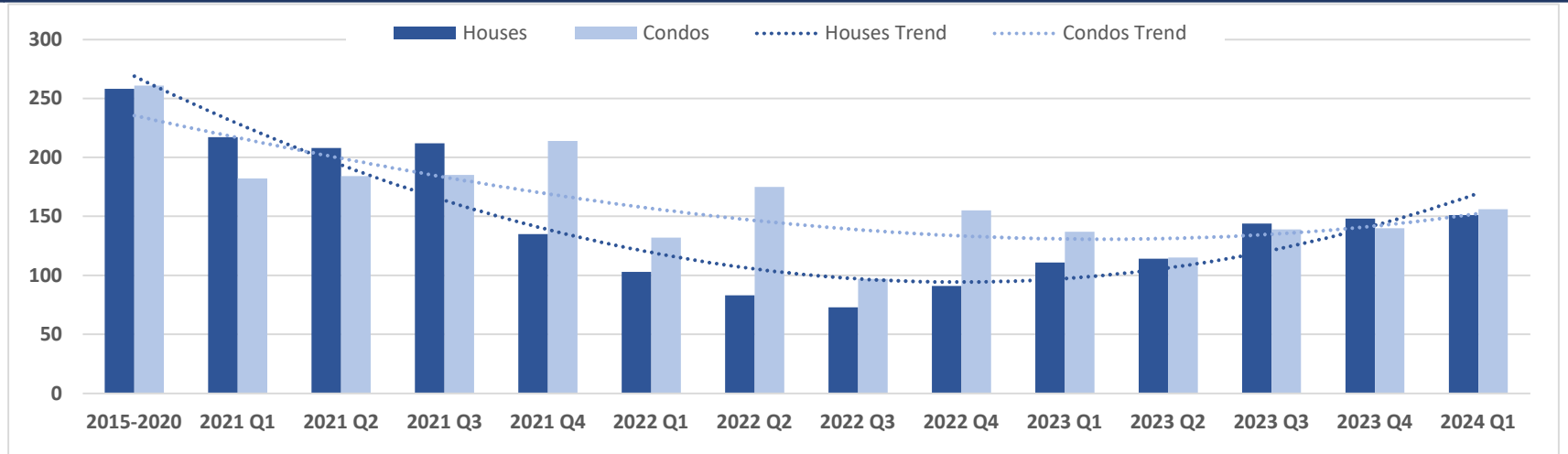
Percentage of List Price & Days on Market Trends

88% of 2023 & 18% of 2024 Sales are Closed

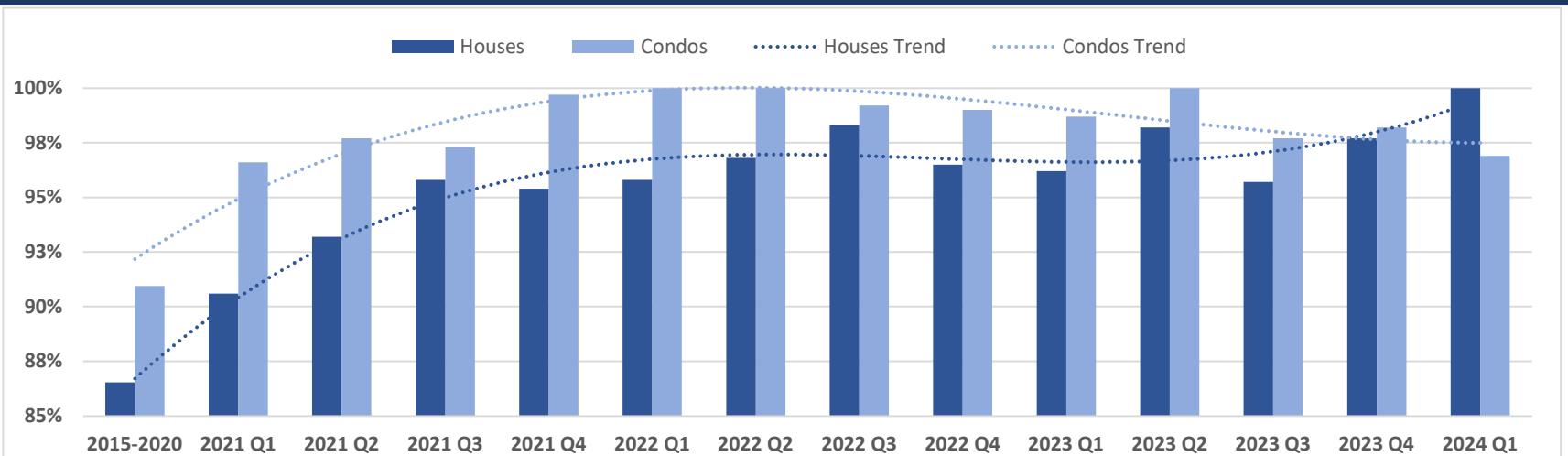


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## Average Days on Market \*



## Average Sold % of List Price \*

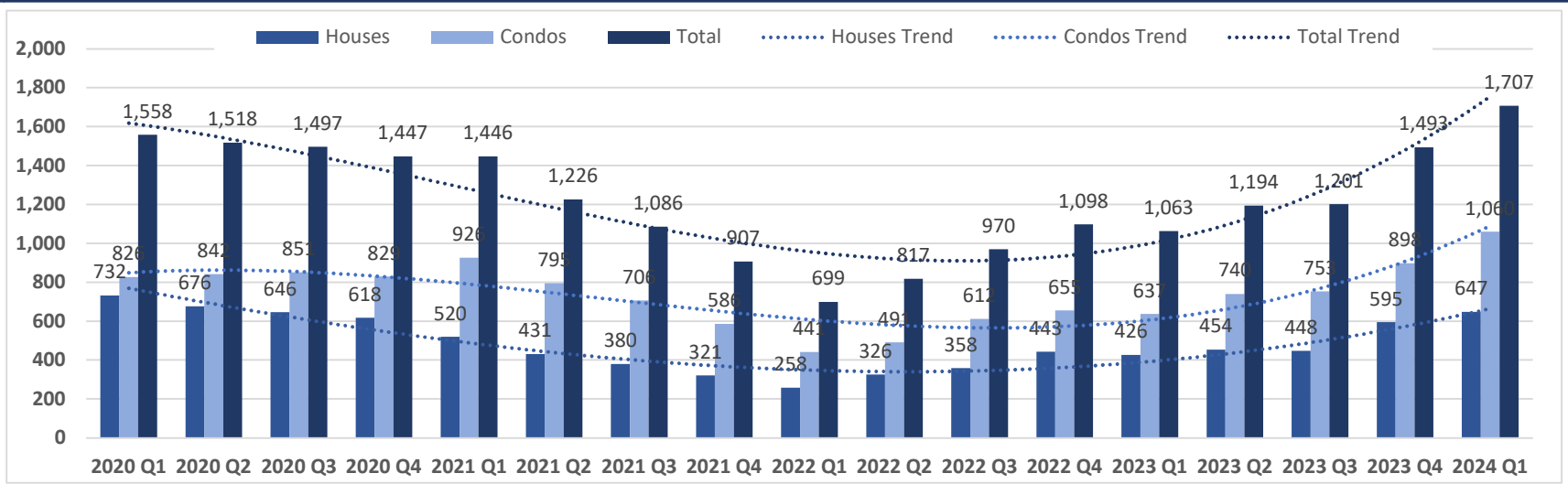


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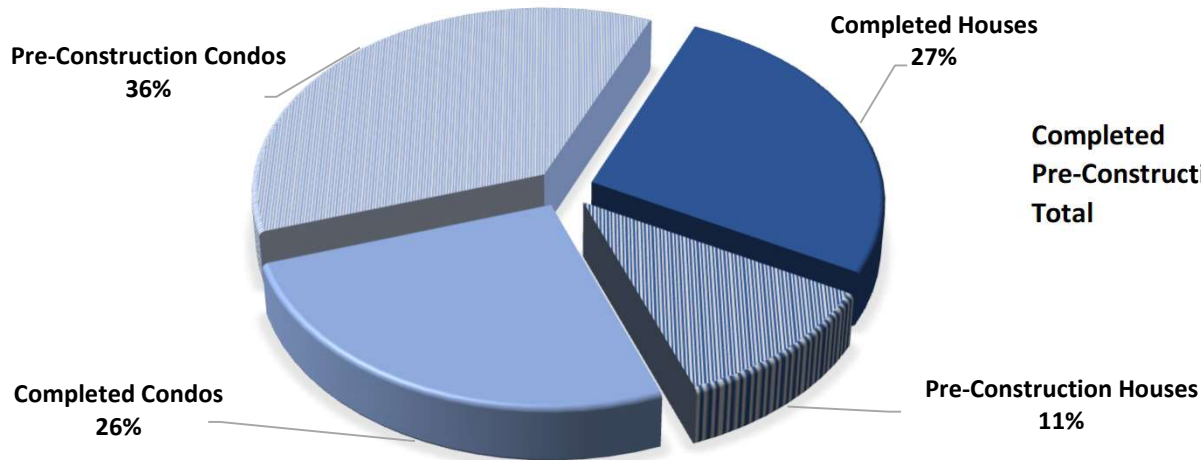
# MARKET TRENDS

Historical Residential Market Inventory  
88% of 2023 & 18% of 2024 Sales are Closed

## Historical Inventory Houses & Condos



## Current Inventory Makeup



	Houses	Condos	Total
<b>Completed</b>	453	439	<b>892</b>
<b>Pre-Construction</b>	194	621	<b>815</b>
<b>Total</b>	<b>647</b>	<b>1060</b>	<b>1707</b>

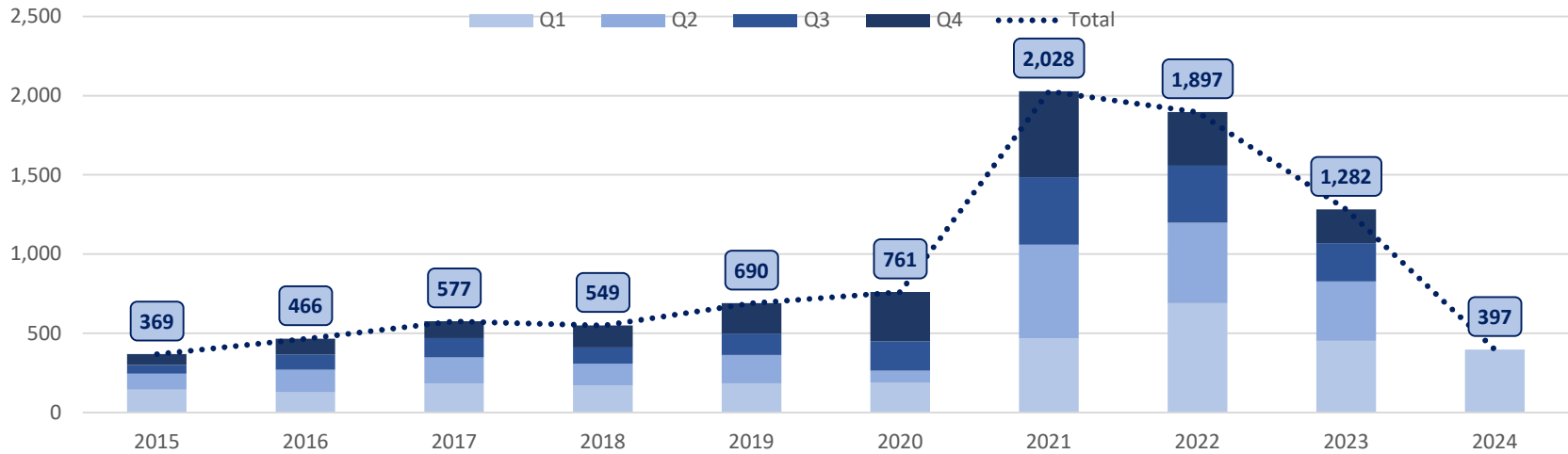
Source: BCS MLS Data (CSL, SJD, Corridor(s), Pacific & East Cape Zones) | Does not include off MLS developer and private sales

# MARKET TRENDS

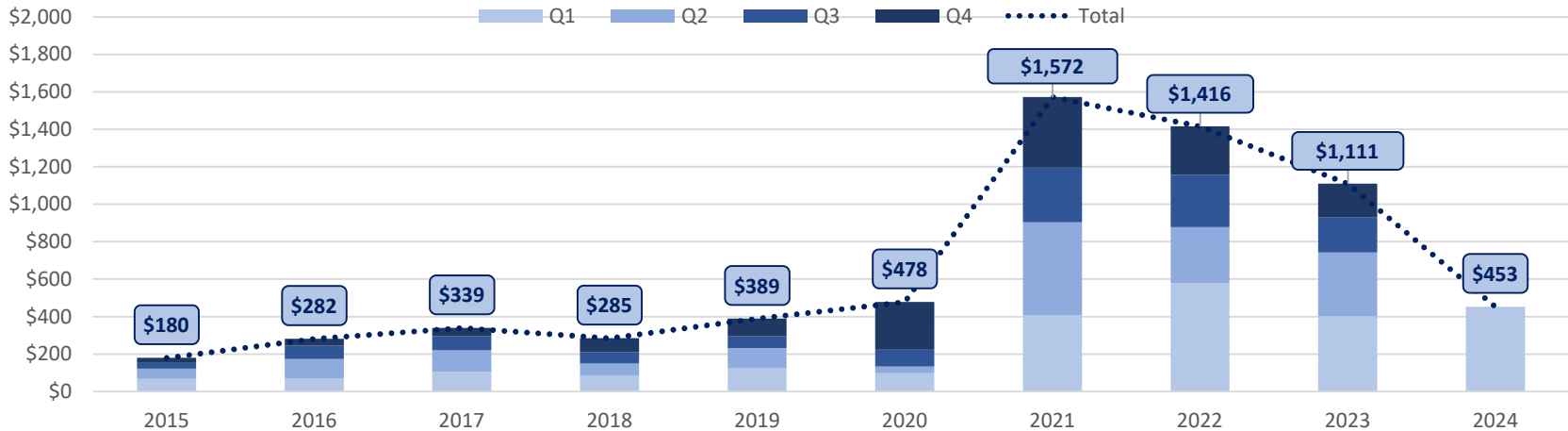
Historical Residential Market Sales & Dollar Volume History

88% of 2023 & 18% of 2024 Sales are Closed

## Sales Volume History - Units



## Dollar Volume History - \$M USD



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

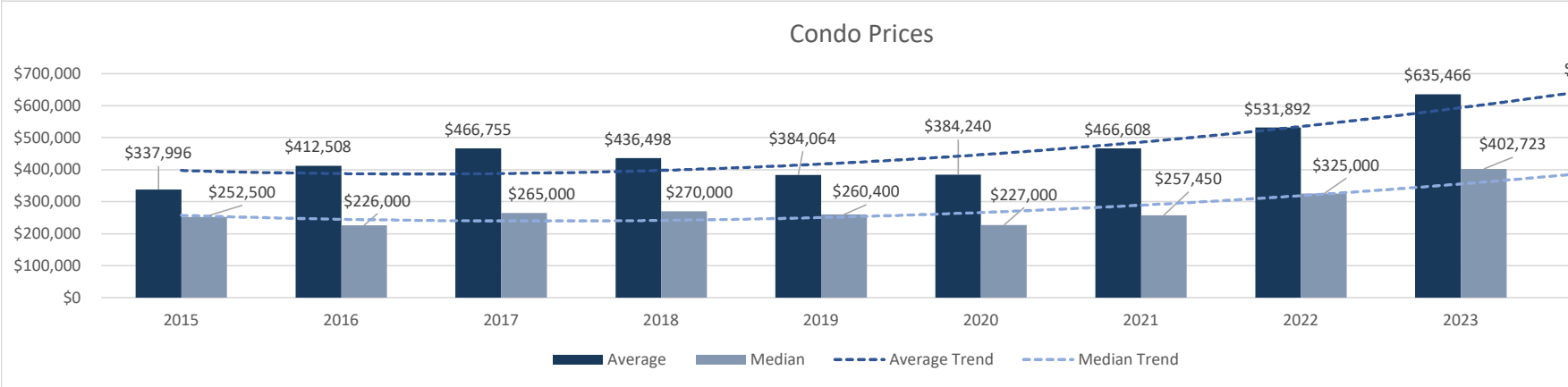
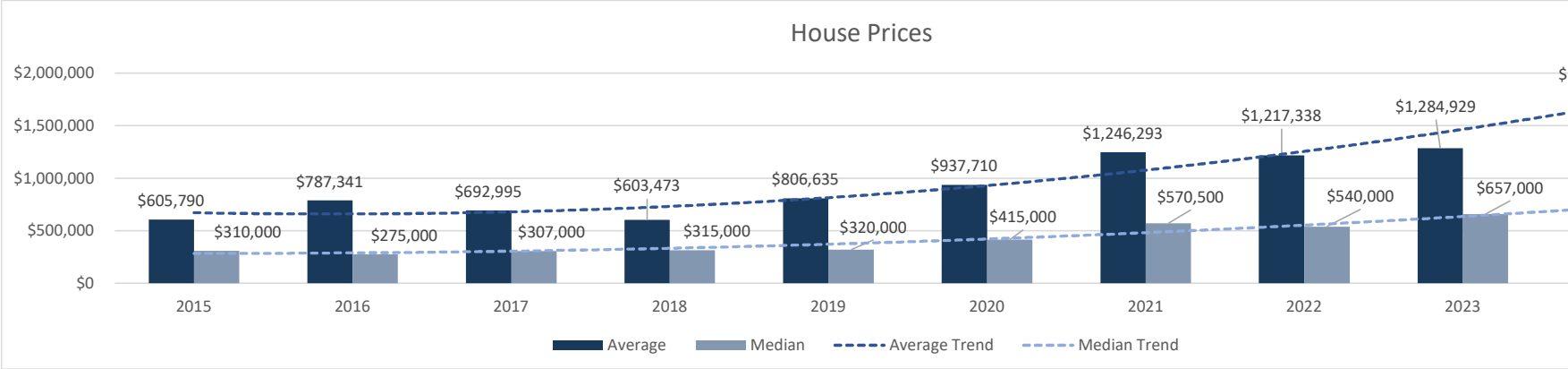
# MARKET TRENDS

Historical Average and Mean Sales Prices

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



## Historical Average and Mean Sales Prices



	2015	2016	2017	2018	2019	2020	2021	2022	2023
<b>OVERALL RESIDENTIAL PRICES</b>									
Average	\$486,770	\$604,751	\$587,521	\$518,921	\$563,504	\$627,883	\$775,265	\$746,248	\$854,533
Median	\$279,000	\$241,500	\$288,700	\$285,000	\$285,000	\$290,000	\$325,386	\$360,000	\$450,000
<b>HOUSE PRICES</b>									
Average	\$605,790	\$787,341	\$692,995	\$603,473	\$806,635	\$937,710	\$1,246,293	\$1,217,338	\$1,284,929
Median	\$310,000	\$275,000	\$307,000	\$315,000	\$320,000	\$415,000	\$570,500	\$540,000	\$657,000
<b>CONDO PRICES</b>									
Average	\$337,996	\$412,508	\$466,755	\$436,498	\$384,064	\$384,240	\$466,608	\$531,892	\$635,466
Median	\$252,500	\$226,000	\$265,000	\$270,000	\$260,400	\$227,000	\$257,450	\$325,000	\$402,723

## MARKET TRENDS

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



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### SALES VOLUMES FOR 2024 & 2023 | EXISTING PROPERTIES VS PRE-CONSTRUCTION



2023	CONDOS			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$204,200	3	\$723,305	12
\$100k to \$200k	\$7,218,636	46	\$7,425,019	45
\$200k to \$300k	\$15,863,267	62	\$15,938,786	65
\$300k to \$400k	\$25,199,028	72	\$34,770,517	100
\$400k to \$500k	\$21,213,532	48	\$32,131,156	71
\$500k to \$600k	\$20,305,000	37	\$26,828,074	49
\$600k to \$700k	\$15,512,000	24	\$23,484,257	36
\$700k to \$800k	\$12,053,500	16	\$15,708,030	21
\$800k to \$900k	\$11,027,500	13	\$11,107,220	13
\$900k to \$1m	\$17,117,000	18	\$3,813,000	4
\$1m to \$1.5m	\$27,679,000	22	\$8,461,014	7
\$1.5m to \$2m	\$11,643,000	7	\$13,885,505	8
\$2m to \$5m	\$52,470,000	16	\$38,696,979	13
\$5m to \$10m	\$56,845,000	8	\$22,750,000	4
Over \$10m	\$0	0	\$0	0
	<b>\$294,350,664</b>	<b>392</b>	<b>\$255,722,862</b>	<b>448</b>
	SUSD Volume	Units	SUSD Volume	Units



2023	HOUSES			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$405,702	5	\$99,623	1
\$100k to \$200k	\$3,136,011	20	\$309,000	2
\$200k to \$300k	\$8,730,880	36	\$4,641,731	18
\$300k to \$400k	\$12,494,576	35	\$3,881,836	11
\$400k to \$500k	\$13,826,180	31	\$10,182,264	23
\$500k to \$600k	\$12,143,000	22	\$2,888,650	5
\$600k to \$700k	\$15,671,000	24	\$3,256,350	5
\$700k to \$800k	\$14,210,800	19	\$2,850,500	4
\$800k to \$900k	\$13,540,000	16	\$5,156,937	6
\$900k to \$1m	\$3,724,000	4	\$5,661,782	6
\$1m to \$1.5m	\$35,697,500	29	\$6,353,500	5
\$1.5m to \$2m	\$19,365,000	11	\$26,958,000	15
\$2m to \$5m	\$143,198,749	45	\$84,249,905	27
\$5m to \$10m	\$86,705,000	13	\$30,000,000	5
Over \$10m	\$0	0	\$0	0
	<b>\$382,848,398</b>	<b>310</b>	<b>\$186,490,079</b>	<b>133</b>
	SUSD Volume	Units	SUSD Volume	Units

2024	CONDOS			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$87,500	2	\$0	0
\$100k to \$200k	\$1,945,237	11	\$2,451,100	13
\$200k to \$300k	\$4,723,700	19	\$4,819,527	20
\$300k to \$400k	\$7,482,745	22	\$13,980,240	40
\$400k to \$500k	\$6,930,250	15	\$5,278,995	12
\$500k to \$600k	\$4,002,000	7	\$4,334,661	8
\$600k to \$700k	\$4,613,000	7	\$2,558,548	4
\$700k to \$800k	\$2,245,000	3	\$3,787,743	5
\$800k to \$900k	\$3,340,000	4	\$2,593,000	3
\$900k to \$1m	\$3,845,000	4	\$1,840,139	2
\$1m to \$1.5m	\$6,215,000	5	\$3,428,000	3
\$1.5m to \$2m	\$4,895,000	3	\$5,295,000	3
\$2m to \$5m	\$20,950,000	7	\$21,036,252	7
\$5m to \$10m	\$8,500,000	1	\$0	0
Over \$10m	\$0	0	\$0	0
	<b>\$79,774,432</b>	<b>110</b>	<b>\$71,403,205</b>	<b>120</b>
	SUSD Volume	Units	SUSD Volume	Units

2024	HOUSES			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$0	0	\$0	0
\$100k to \$200k	\$1,328,380	8	\$0	0
\$200k to \$300k	\$2,569,799	10	\$248,999	1
\$300k to \$400k	\$5,604,200	16	\$718,000	2
\$400k to \$500k	\$3,196,000	7	\$7,635,964	17
\$500k to \$600k	\$4,493,600	8	\$1,583,999	3
\$600k to \$700k	\$6,001,000	9	\$3,269,325	5
\$700k to \$800k	\$5,252,000	7	\$780,000	1
\$800k to \$900k	\$1,698,000	2	\$0	0
\$900k to \$1m	\$2,960,000	3	\$0	0
\$1m to \$1.5m	\$17,953,500	14	\$2,227,240	2
\$1.5m to \$2m	\$17,906,880	10	\$1,950,000	1
\$2m to \$5m	\$70,863,650	22	\$15,860,000	5
\$5m to \$10m	\$51,165,000	7	\$26,000,000	4
Over \$10m	\$50,500,000	3	\$0	0
	<b>\$241,492,009</b>	<b>126</b>	<b>\$60,273,527</b>	<b>41</b>
	SUSD Volume	Units	SUSD Volume	Units

## MARKET TRENDS

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed

**CABO REAL ESTATE  
SERVICES**

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## HOUSE INVENTORY

Ending Q	Houses-Completed		Houses-Pre-Construction	
	Units	\$ Volume	Units	\$ Volume
\$0 to \$100k	1	\$80,000	0	\$0
\$100k to \$200k	15	\$2,573,667	2	\$360,700
\$200k to \$300k	27	\$7,256,790	4	\$998,998
\$300k to \$400k	35	\$12,408,589	8	\$2,773,998
\$400k to \$500k	46	\$21,272,237	37	\$16,460,287
\$500k to \$600k	42	\$23,688,993	9	\$4,863,569
\$600k to \$700k	25	\$16,421,900	8	\$5,353,315
\$700k to \$800k	29	\$22,099,000	8	\$6,161,800
\$800k to \$900k	24	\$20,771,895	7	\$6,091,800
\$900k to \$1m	11	\$10,705,900	5	\$4,862,990
\$1m to \$1.5m	40	\$50,816,765	16	\$19,442,338
\$1.5m to \$2m	29	\$51,239,499	7	\$12,439,000
\$2m to \$5m	87	\$296,510,172	49	\$159,490,366
\$5m to \$10m	31	\$209,091,999	27	\$176,623,000
Over \$10m	11	\$162,350,000	7	\$99,750,000
<b>Total</b>	<b>453</b>	<b>\$907,287,406</b>	<b>194</b>	<b>\$515,672,161</b>

Under \$1m	255	56%	\$137,278,971	88	45%	\$47,927,457
\$400k to \$1m	177	39%	\$114,959,925	74	38%	\$43,793,761

## TOP 10 EXISTING PROPERTIES SOLD IN QUARTER WITH HIGHEST PRICE REDUCTIONS

MLS #	Property Name	Type	DOM	# of Price Changes	Original List Price	* Price @ Under Contract or Sold Date	% Delta	Price Difference (H-L)
23-480	Fundadores, Puerto Los Cabos (P)	Houses	363	2	\$10,750,000	\$8,975,000	20%	-\$1,775,000
23-2901	Casablanca (P)	Houses	240	1	\$5,900,000	\$4,900,000	20%	-\$1,000,000
23-3644	Las Ventanas al Paraíso (C)	Condos	136	1	\$2,950,000	\$2,400,000	23%	-\$550,000
23-3888	Villa Estrella Del Mar (P)	Houses	165	2	\$2,900,000	\$2,499,900	16%	-\$400,100
24-784	Villas at La Montaña 701 (P)	Houses	35	1	\$7,600,000	\$7,300,000	4%	-\$300,000
21-3997	Dunes Penthouse 301 (P)	Condos	802	1	\$1,950,000	\$1,695,000	15%	-\$255,000
23-4294	Hacienda Campestre 23 (C)	Houses	58	1	\$1,475,000	\$1,228,500	20%	-\$246,500
23-4594	Vista Vela II PH 4601 (C)	Condos	60	1	\$1,200,000	\$970,000	24%	-\$230,000
23-4335	Dunes Penthouse + Garage (C)	Condos	64	1	\$1,675,000	\$1,450,000	16%	-\$225,000
23-2755	Los Valles #28 (C)	Houses	180	1	\$1,850,000	\$1,680,000	10%	-\$170,000

\* (P) = Pending - the final sold price will not be known until the sale closes. (C) = Closed - the final sold price is the price noted.

## MARKET TRENDS

Houses & Condos - Months of Inventory by Price Point

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



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### INVENTORY MONTHS

EXISTING CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	4	1	4
\$100k to \$200k	38	19	6
\$200k to \$300k	59	69	14
\$300k to \$400k	75	84	13
\$400k to \$500k	49	57	14
\$500k to \$600k	28	39	17
\$600k to \$700k	26	36	17
\$700k to \$800k	13	28	26
\$800k to \$900k	12	23	23
\$900k to \$1m	18	20	13
\$1m to \$1.5m	23	32	17
\$1.5m to \$2m	8	12	18
\$2m to \$5m	20	11	7
\$5m to \$10m	5	7	17
Over \$10m	0	1	-

PRE-CONSTRUCTION CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	28	30	13
\$200k to \$300k	63	105	20
\$300k to \$400k	103	152	18
\$400k to \$500k	64	79	14
\$500k to \$600k	41	80	24
\$600k to \$700k	23	44	23
\$700k to \$800k	18	33	22
\$800k to \$900k	12	26	26
\$900k to \$1m	6	14	28
\$1m to \$1.5m	9	13	17
\$1.5m to \$2m	10	5	6
\$2m to \$5m	16	34	25
\$5m to \$10m	2	5	30
Over \$10m	0	1	-

EXISTING HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	4	1	4
\$100k to \$200k	25	15	7
\$200k to \$300k	27	27	12
\$300k to \$400k	42	35	10
\$400k to \$500k	29	46	19
\$500k to \$600k	19	42	26
\$600k to \$700k	25	25	12
\$700k to \$800k	18	29	19
\$800k to \$900k	13	24	22
\$900k to \$1m	5	11	26
\$1m to \$1.5m	31	40	16
\$1.5m to \$2m	16	29	22
\$2m to \$5m	51	87	20
\$5m to \$10m	11	31	34
Over \$10m	3	11	44

PRE-CONSTRUCTION HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	0	2	-
\$200k to \$300k	10	4	5
\$300k to \$400k	8	8	12
\$400k to \$500k	35	37	13
\$500k to \$600k	8	9	13
\$600k to \$700k	8	8	12
\$700k to \$800k	2	8	48
\$800k to \$900k	1	7	84
\$900k to \$1m	3	5	20
\$1m to \$1.5m	6	16	32
\$1.5m to \$2m	14	7	6
\$2m to \$5m	22	49	26
\$5m to \$10m	8	27	41
Over \$10m	0	7	-

Inventory months are a measure of the time needed to clear present inventory based on the rate of sales in the previous 12 months. For example if the Inventory Months is 19, it will take 19 months to clear the inventory based on sales over the past 12 months at that price point. \* Sold in the previous 12 months.



# MARKET TRENDS

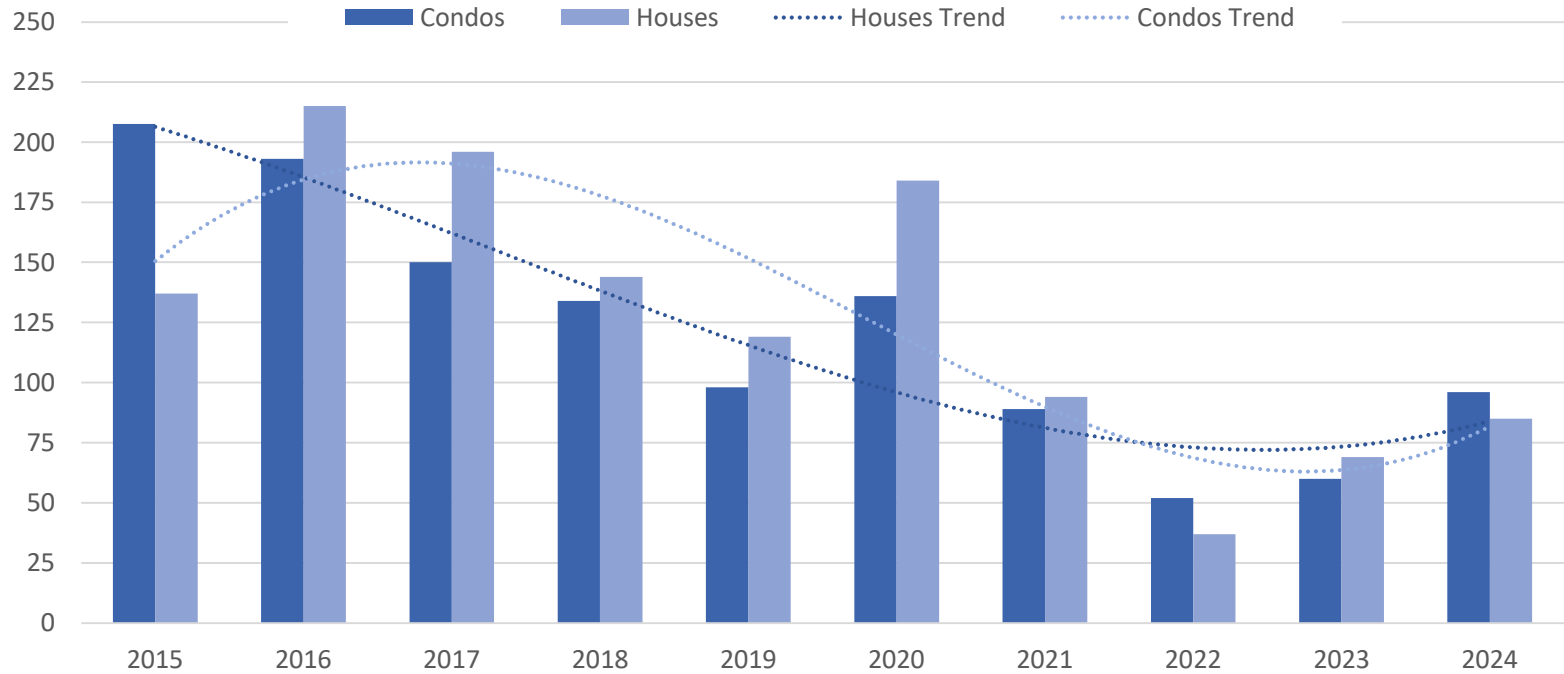
## Houses & Condos - Median Days on Market

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



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### MEDIAN DAYS ON MARKET



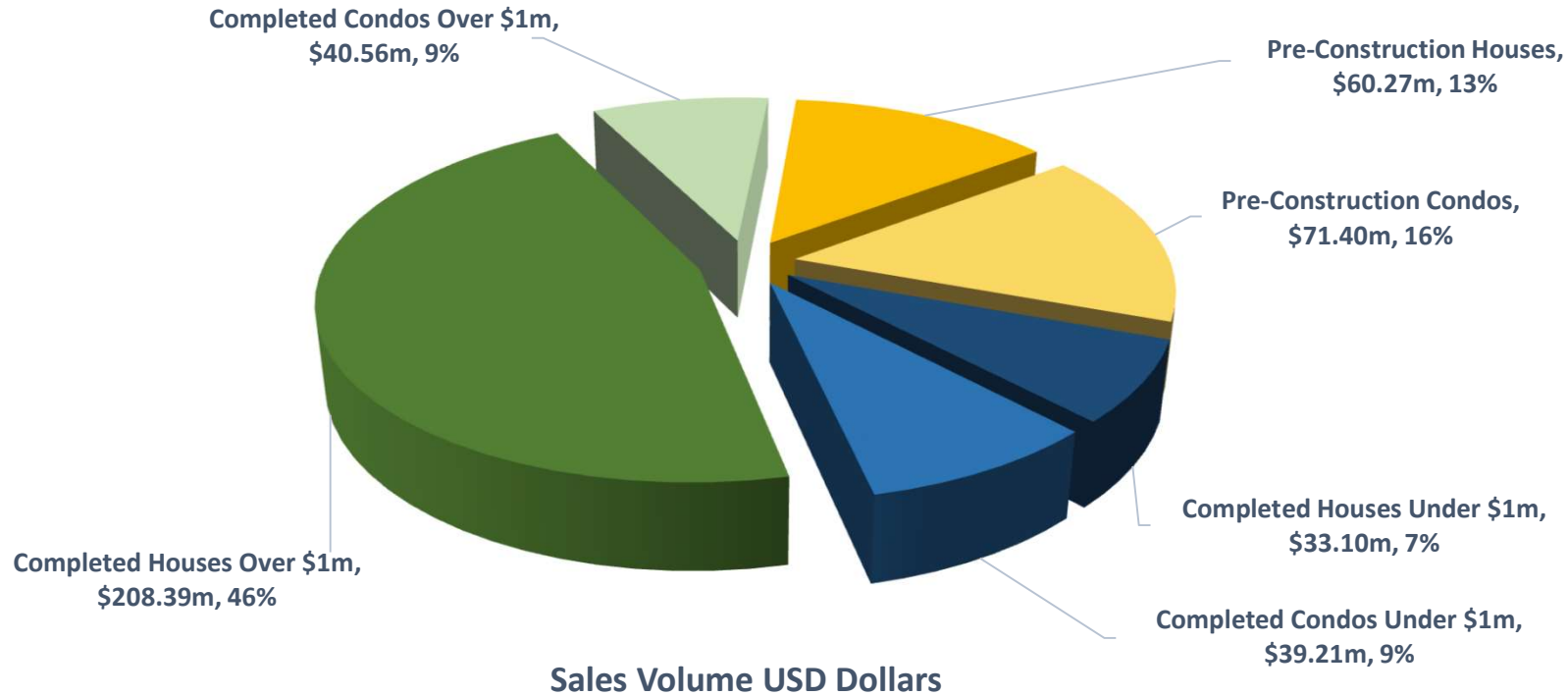
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
<b>Condos</b>	208	193	150	134	98	136	89	52	60	96
<b>Houses</b>	137	215	196	144	119	184	94	37	69	85

Median Days on Market provide additional insight into market activity. The median is the middle of the DOM dataset for a given year as opposed to the average. The trend in Median DOM is an indication of market activity. Downward trends in DOM indicates a tightening of the market to seller's advantage. Upward trends in DOM indicates a loosening of the market to the benefit of buyers.

# MARKET TRENDS

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed

## SALES BREAKDOWN FOR 2024



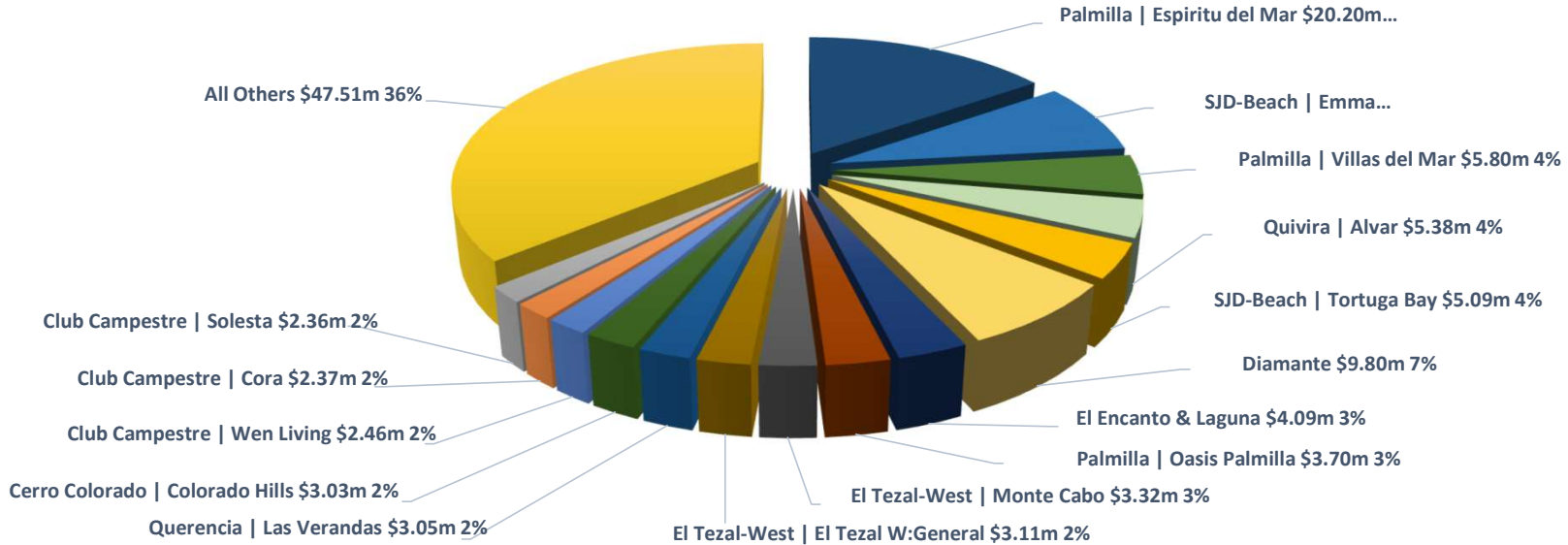
	USD Volume	Units	Average Price
Completed Houses Under \$1m	\$33.10m	70	\$472,900
Completed Condos Under \$1m	\$39.21m	94	\$417,175
Completed Houses Over \$1m	\$208.39m	56	\$3,721,233
Completed Condos Over \$1m	\$40.56m	16	\$2,535,000
Pre-Construction Houses	\$60.27m	41	\$1,470,086
Pre-Construction Condos	\$71.40m	120	\$595,027
<b>Total</b>	<b>\$452.94m</b>	<b>397</b>	

## MARKET TRENDS

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed

### PRE-CONSTRUCTION SALES FOR 2024

#### Sales Volume USD Dollars



Development	\$USD Volume	Unit Volume	Avg Price
Palmilla   Espiritu del Mar	\$20.20m	3	\$6,733,333
SJD-Beach   Emma	\$10.42m	3	\$3,471,667
Palmilla   Villas del Mar	\$5.80m	1	\$5,800,000
Quivira   Alvar	\$5.38m	2	\$2,688,126
SJD-Beach   Tortuga Bay	\$5.09m	4	\$1,272,750
Diamante	\$9.80m	3	\$3,266,667
El Encanto & Laguna	\$4.09m	2	\$2,045,000
Palmilla   Oasis Palmilla	\$3.70m	1	\$3,700,000
El Tezal-West   Monte Cabo	\$3.32m	7	\$473,627
El Tezal-West   El Tezal W:General	\$3.11m	7	\$444,000
Querencia   Las Verandas	\$3.05m	1	\$3,050,000
Cerro Colorado   Colorado Hills	\$3.03m	8	\$379,269
Club Campestre   Wen Living	\$2.46m	3	\$820,741
Club Campestre   Cora	\$2.37m	3	\$789,900
Club Campestre   Solesta	\$2.36m	1	\$2,360,000
All Others	\$47.51m	112	\$424,152
	<b>\$131.68m</b>	<b>161</b>	

# MARKET TRENDS

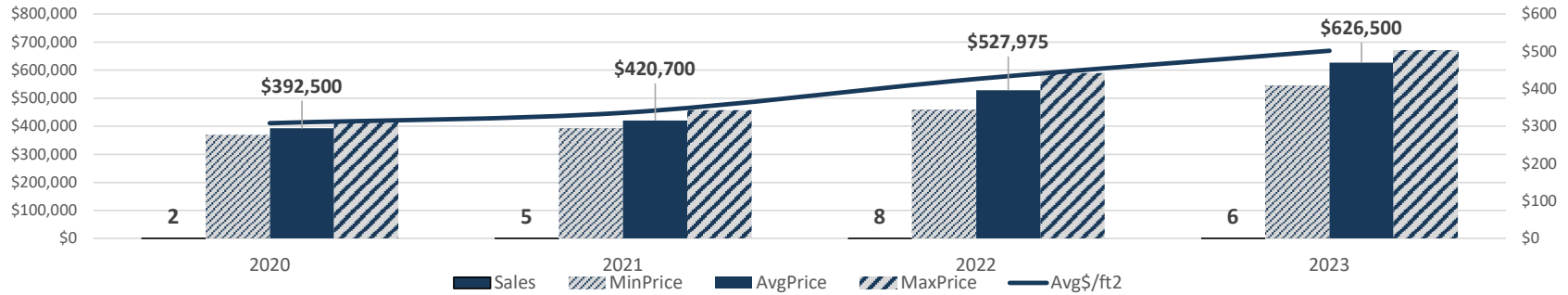
## Price Trends for Specific Products

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed



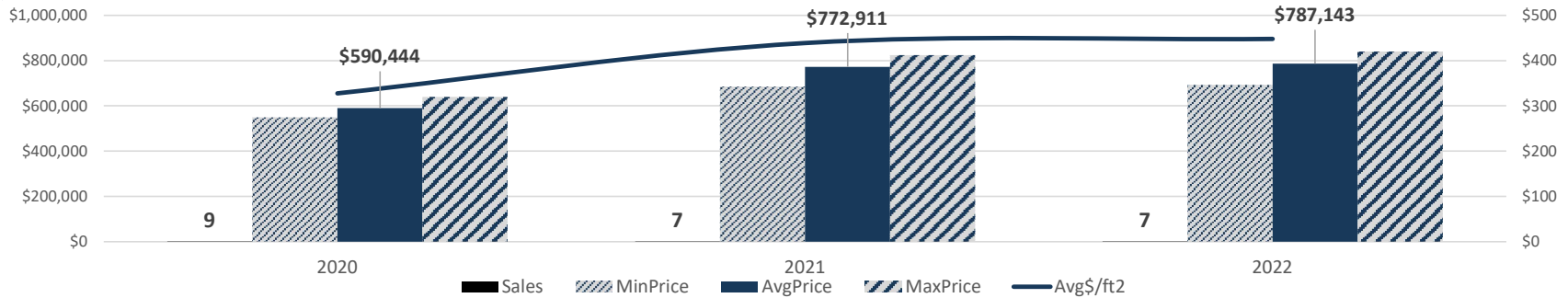
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### Copala 2BR Ocean View Units on Floors 3-5



Under Contract >	2020	2021	2022	2023	2020-2023
Sales	2	5	8	6	
AvgPrice	\$392,500	\$420,700	\$527,975	\$626,500	
MinPrice	\$370,000	\$394,000	\$460,000	\$545,000	
MaxPrice	\$415,000	\$457,500	\$590,000	\$670,000	
Avg\$/ft2	\$308	\$336	\$426	\$502	
AvgPrice YoY % Growth		7.2%	25.5%	18.7%	59.6%

### Copala 3BR Ocean View Units on Floors 3-5



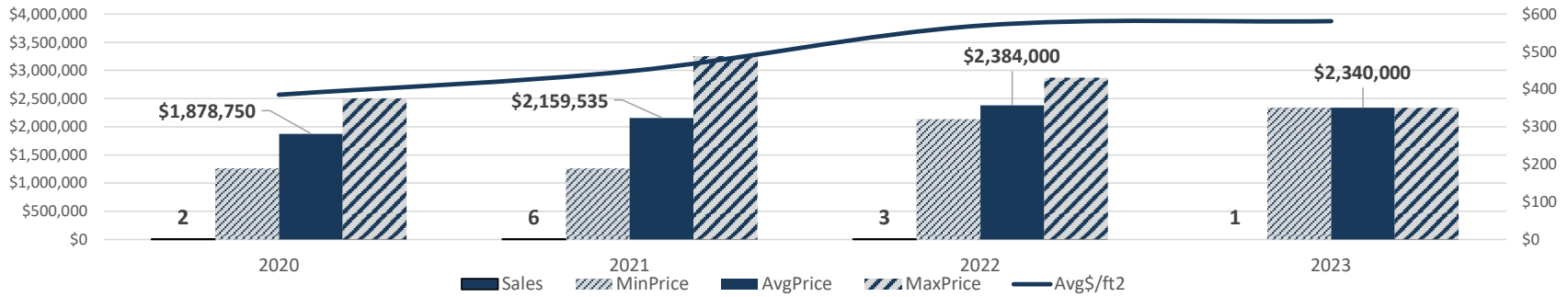
Under Contract >	2021	2022	2023	2021-2023
Sales	9	7	7	
AvgPrice	\$590,444	\$772,911	\$787,143	
MinPrice	\$549,000	\$685,375	\$694,000	
MaxPrice	\$640,000	\$825,000	\$839,000	
Avg\$/ft2	\$328	\$439	\$448	
Avg YoY % Growth		30.9%	1.8%	33.3%

## MARKET TRENDS

Price Trends for Specific Products

January 1, 2024 to March 31, 2024 | 2024 Q1 | 88% of 2023 & 18% of 2024 Sales are Closed

### Fundadores 4BR Ocean View Homes with Pools



Under Contract >	2020	2021	2022	2023	2020-2023
<b>Sales</b>	2	6	3	1	
<b>AvgPrice</b>	\$1,878,750	\$2,159,535	\$2,384,000	\$2,340,000	
<b>MinPrice</b>	\$1,257,500	\$1,257,500	\$2,137,000	\$2,340,000	
<b>MaxPrice</b>	\$2,500,000	\$3,250,000	\$2,875,000	\$2,340,000	
<b>Avg\$/ft2</b>	\$386	\$448	\$570	\$581	
<b>Avg YoY % Growth</b>		14.9%	10.4%	-1.8%	24.6%

## ABOUT THIS REPORT

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This report is produced using BCS MLS Data. It is limited to the Los Cabos Municipality apart from overlaps on the East Cape and Pacific Zones. Around Los Cabos, there is also significant activity that happens off MLS. These tend to be significant high-end developments that have their own way of marketing. These developments include The Cove Club, Chileno Bay, El Dorado, Montage, Maravilla, and Costa Palmas. As a result, this report is not a complete view of all real estate activity in Los Cabos. This report also does not report on land sales. Land sales also took off in the past two and a half years for both individual building lots and developer parcels.

All sales data in this report is based on the Under Contract Date. This is the date when the sale was consummated but not the date when the sale closed, and the title was transferred. Market reports published by other brokers and agents will typically use the Sold (or Closed) Date, which can be up to six months after the Under Contract Date. We feel using the Under Contract Date better represents market activity and timing. Consequently, prices and price volumes will not be entirely accurate until the closed date when the sold price is reported in MLS. In our current Market, with properties selling with very little off from the list, this difference is inconsequential.