



**CABO REAL ESTATE
SERVICES**

2024 Q2

Los Cabos Real Estate Market Report

July 5, 2024

REPORT COMMENTARY

In the second quarter of 2024, we experienced the third-highest dollar volume quarter ever, marking the most significant quarter since 2021. Sales in the \$1m and above price range contributed significantly, accounting for 75% of total sales (\$337m USD out of \$448.9m USD).

While the overall sales volume in Q2 decreased by 6% compared to Q1, with 352 houses and condos sold, the dollar volume increased by 10%, reaching \$449m USD as opposed to \$409m USD in Q2.

The \$2m to \$5m price remained hot representing 34.5% of the sales dollar volume at \$154.9m, with 47 houses and condos sold. Leading in terms of unit volume, the \$200,000 to \$300,000, \$300,000 to \$400,000, and \$400,000 to \$500,000 price points saw a total of 145 houses and condos sold, amounting to \$48.7m.

In Q2, prices trended upward again, with the average house price jumping by 33.9% and the median house price jumping by 81.7%, despite a lower sales volume of 129 houses. This increase can be attributed to the high dollar volume sales in the \$1m and above range. Condo prices also saw an increase, with the average condo price rising by 14.2% and the median condo price increasing by 1.4%.

The average Days on Market (DOM) for houses remained steady at 150 days, while for condos, it decreased to an average of 122 days.

Inventory is holding, with 1,697 houses and condos currently for sale. Notably, over half of the current inventory consists of completed houses and condos, totaling 968, surpassing pre-construction properties for the second consecutive quarter at 729 units. Our Inventory-Months analysis on Page 15 highlights emerging price points with declining inventory, such as existing condos priced between \$2-\$5m (5 months) and existing houses priced between \$1-\$1.5m (6 months). Conversely, there are price points with abundant inventory that may require price reductions to stimulate sales, such as existing houses priced between \$900,000 and \$1m (36 months).

NEW IN THIS REPORT

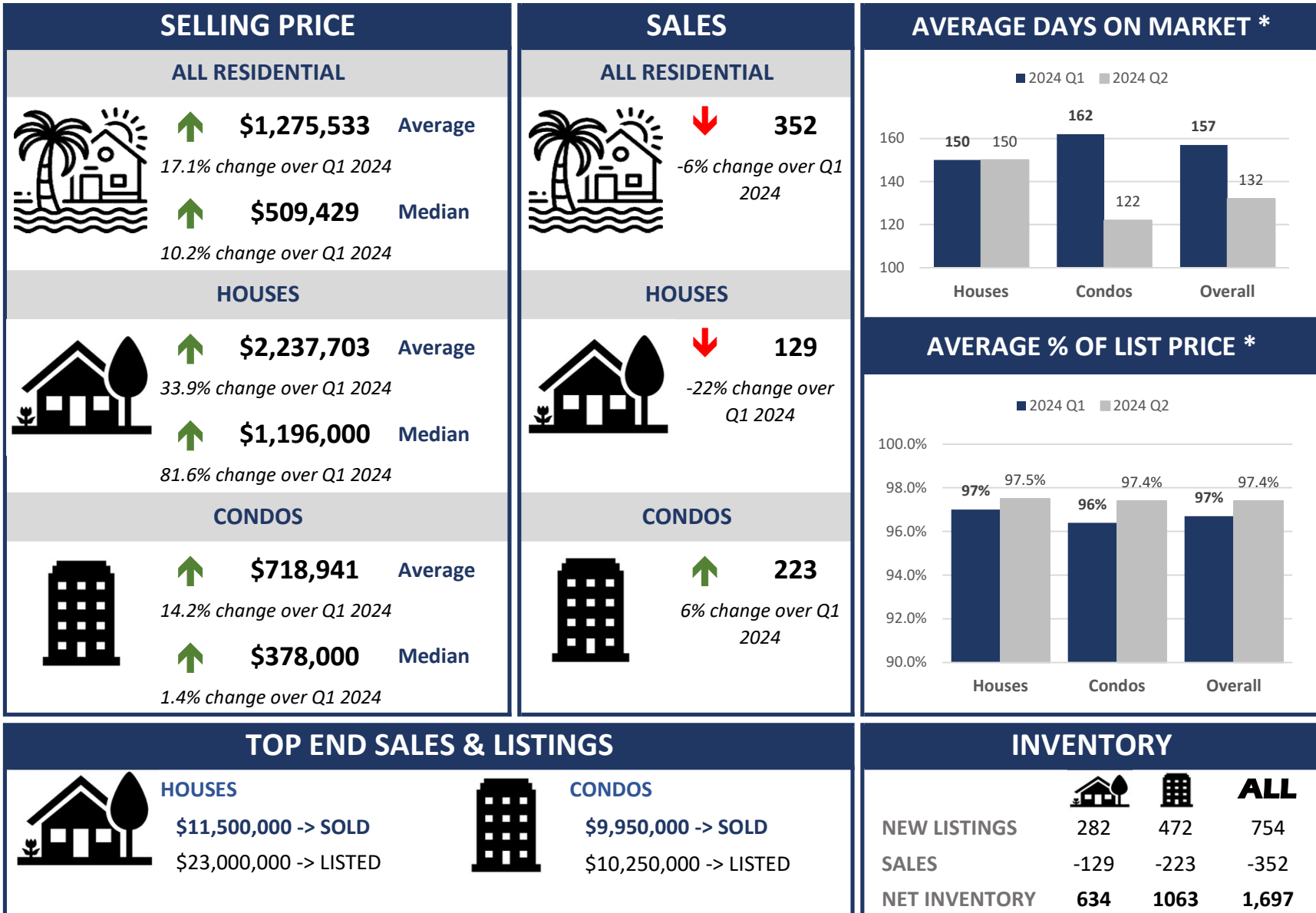
As the market continues to adjust, price reductions are becoming increasingly common. On Page 16, we've begun tracking these reductions, including those that led to sales for completed properties (not pre-construction). The numbers were somewhat surprising, but they confirmed our intuition: price reductions are significantly more frequent now. In fact, there were 649 price reductions through Q2 2024, surpassing the total of 581 for all of 2023.

LOS CABOS MARKET DIRECTION

Buyer interest in the market remained strong Q2, particularly for properties priced above \$1m USD, which could emerge favoring sellers. However, there are other price points which may require price reductions to clear inventory. The market continues to stabilize. For the second consecutive quarter, it's neither a buyer's nor a seller's market.

Los Cabos Residential Real Estate Market Report

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



* 44% 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

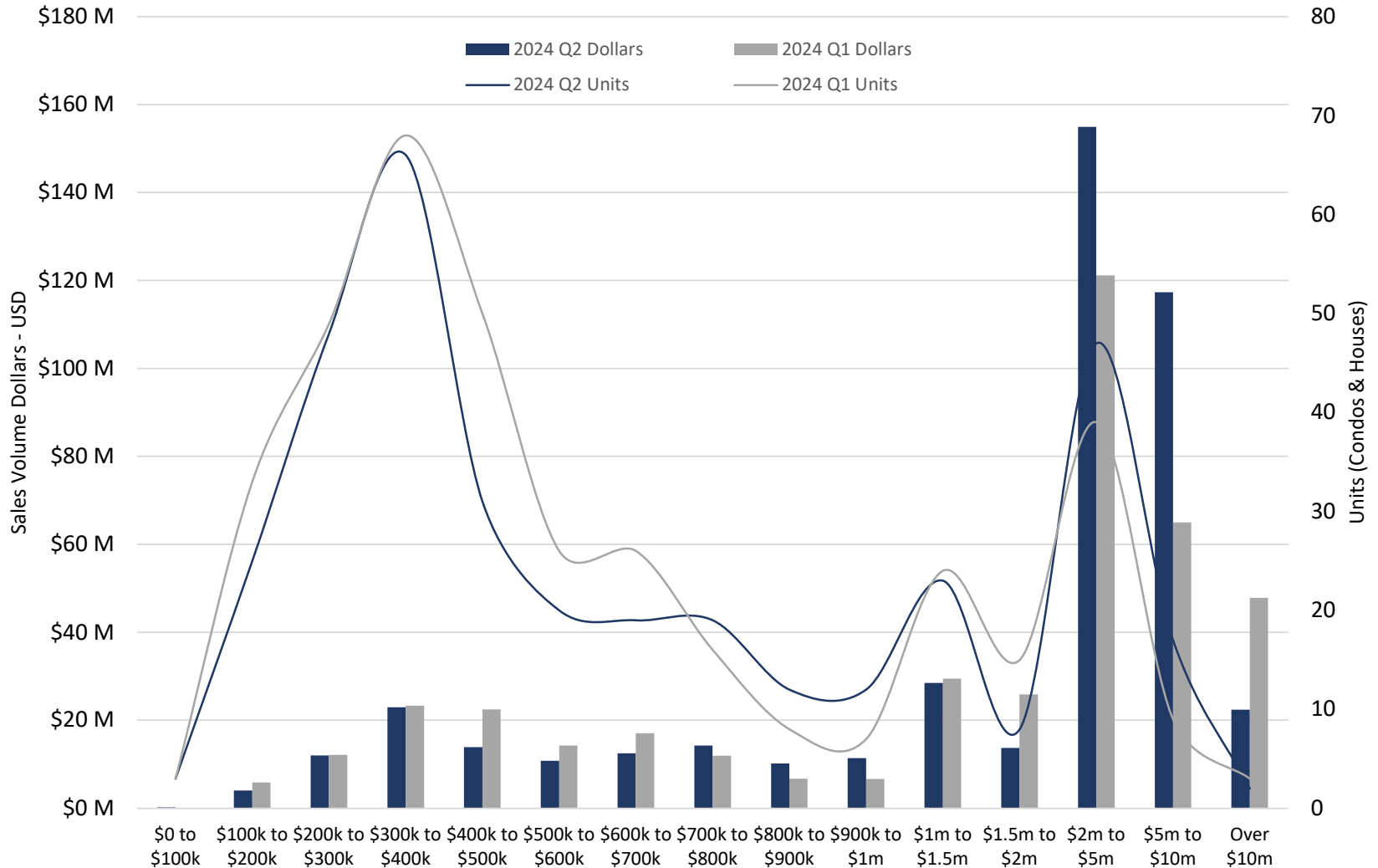
Los Cabos Residential Real Estate Market Report

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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 Q2		2024 Q1		2024 All Sales		% of 2023 Total	
	\$USD Volume	Units	\$USD Volume	Units	\$USD Volume	Units	\$USD	Units
\$0 to \$100k	\$205,300	3	\$89,400	3	\$294,700	6	21%	29%
\$100k to \$200k	\$4,055,021	25	\$5,857,874	33	\$9,912,895	58	55%	51%
\$200k to \$300k	\$11,975,102	48	\$12,111,038	49	\$24,086,139	97	53%	54%
\$300k to \$400k	\$22,929,714	66	\$23,337,731	68	\$46,267,445	134	61%	61%
\$400k to \$500k	\$13,869,625	31	\$22,475,541	50	\$36,345,166	81	47%	47%
\$500k to \$600k	\$10,751,770	20	\$14,219,660	26	\$24,971,430	46	40%	40%
\$600k to \$700k	\$12,471,749	19	\$17,041,853	26	\$29,513,602	45	52%	51%
\$700k to \$800k	\$14,247,800	19	\$11,912,920	16	\$26,160,720	35	59%	59%
\$800k to \$900k	\$10,181,549	12	\$6,683,000	8	\$16,864,549	20	41%	42%
\$900k to \$1m	\$11,411,490	12	\$6,635,224	7	\$18,046,714	19	58%	58%
\$1m to \$1.5m	\$28,502,501	23	\$29,446,740	24	\$57,949,241	47	74%	75%
\$1.5m to \$2m	\$13,721,000	8	\$25,894,000	15	\$39,615,000	23	55%	56%
\$2m to \$5m	\$154,924,169	47	\$121,163,340	39	\$276,087,509	86	87%	85%
\$5m to \$10m	\$117,315,900	17	\$65,020,000	9	\$182,335,900	26	93%	87%
Over \$10m	\$22,425,000	2	\$47,815,000	3	\$70,240,000	5		
	\$448,987,690	352	\$409,703,320	376	\$858,691,010	728	77%	57%
	10%	-6%						

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

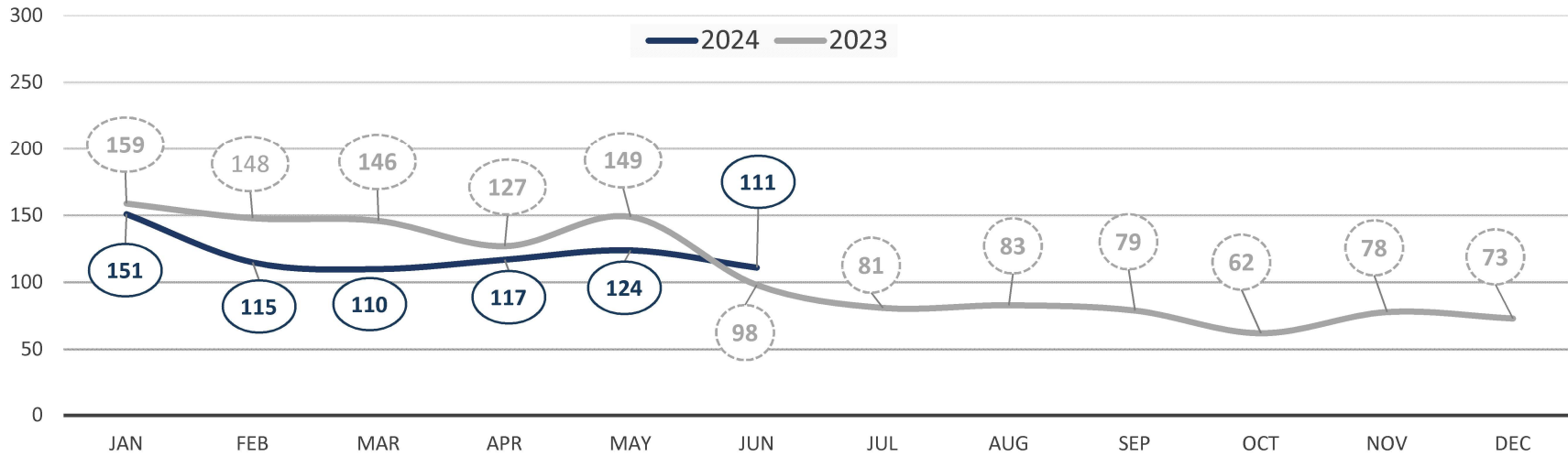
April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



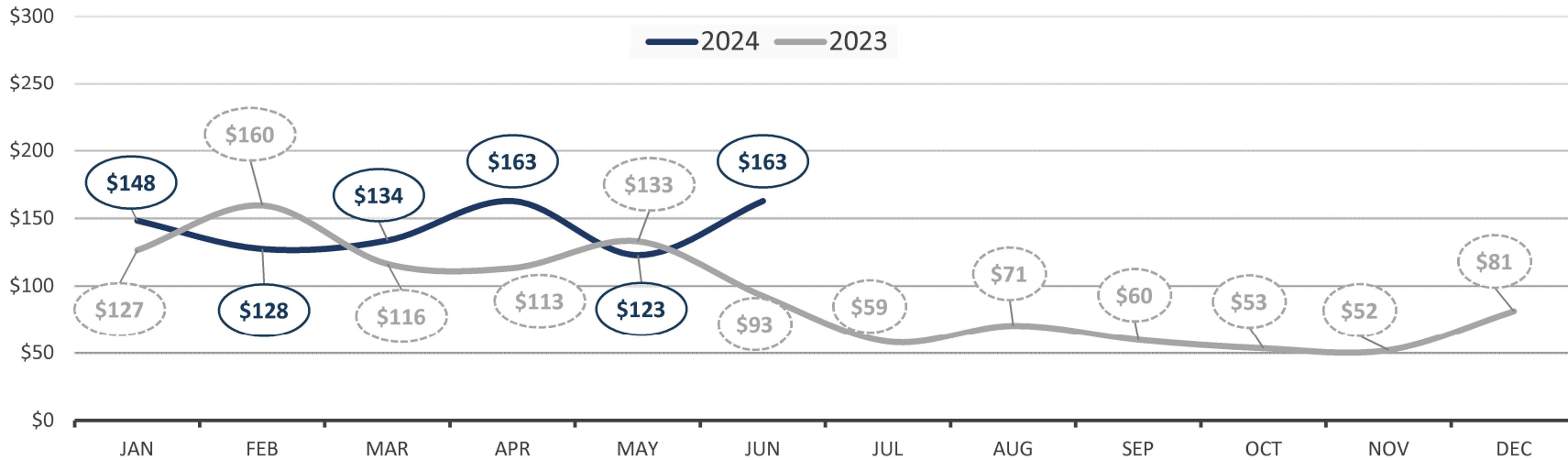
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SALES VOLUMES BY MONTH

Houses & Condos Unit Volume



Houses & Condos Dollar Volume (\$m)



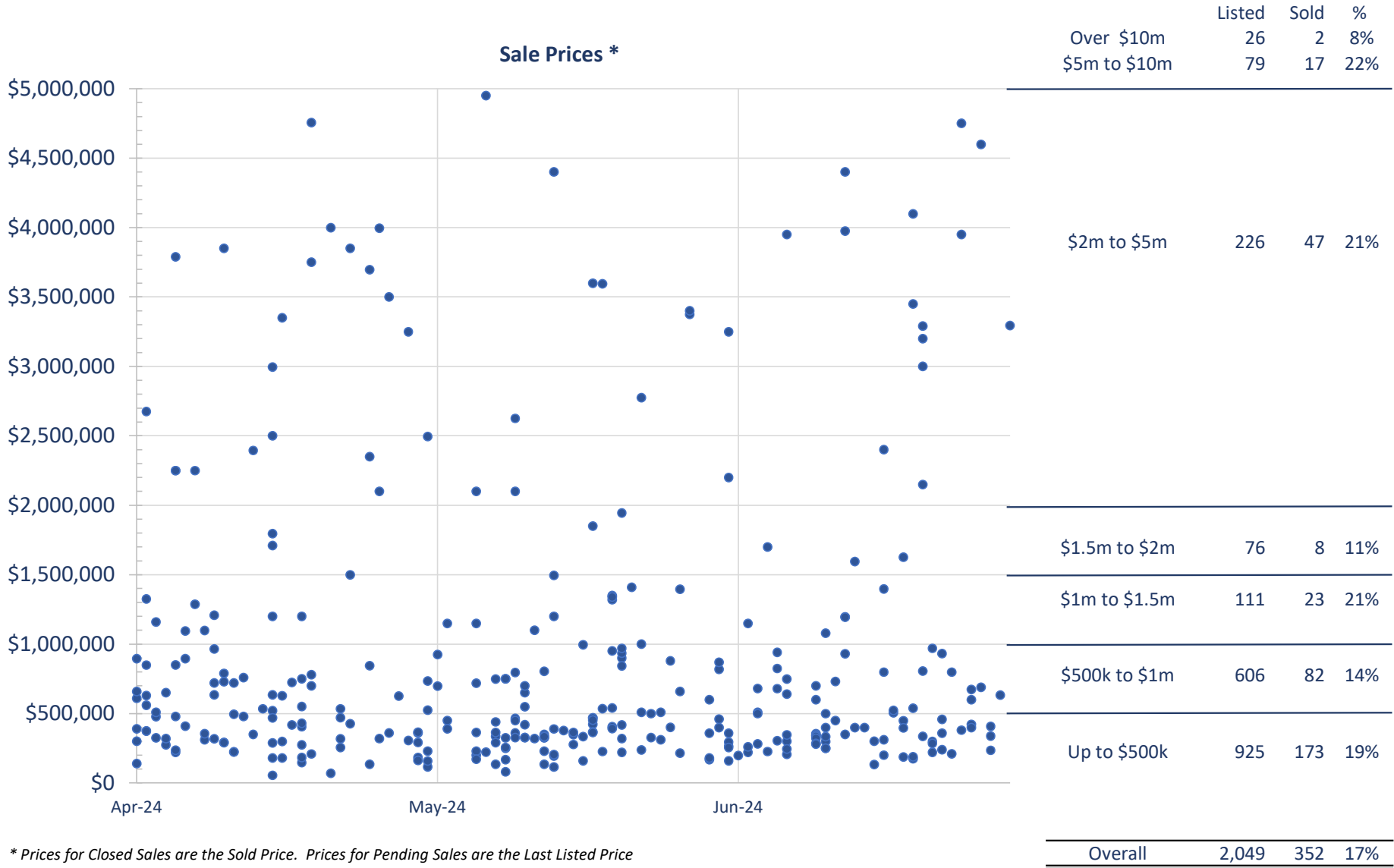
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Los Cabos Residential Real Estate Market Report

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% 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

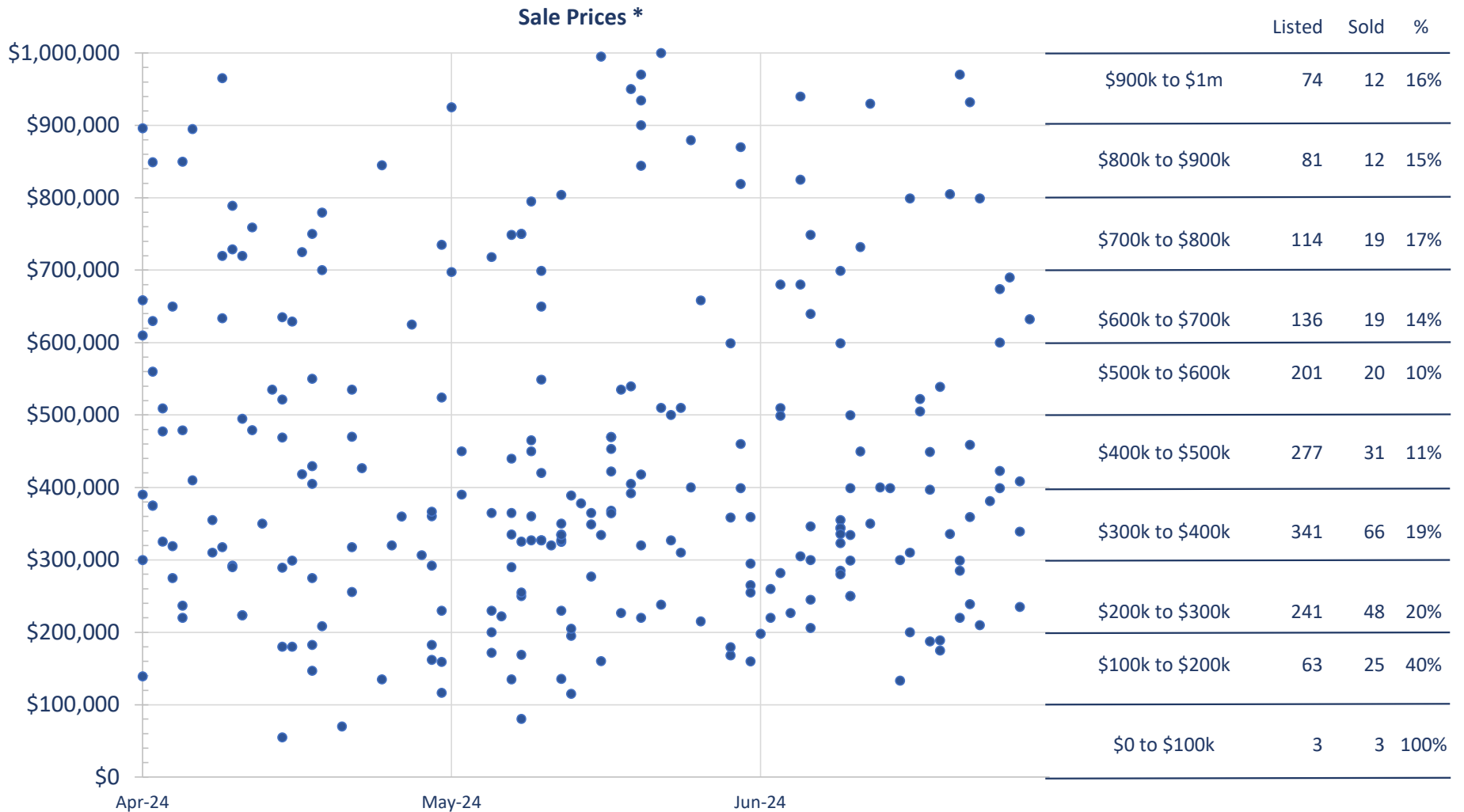
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Los Cabos Residential Real Estate Market Report

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SALES & INVENTORY | UNDER \$1M



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

UNDER \$1M	1,531	255	17%
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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

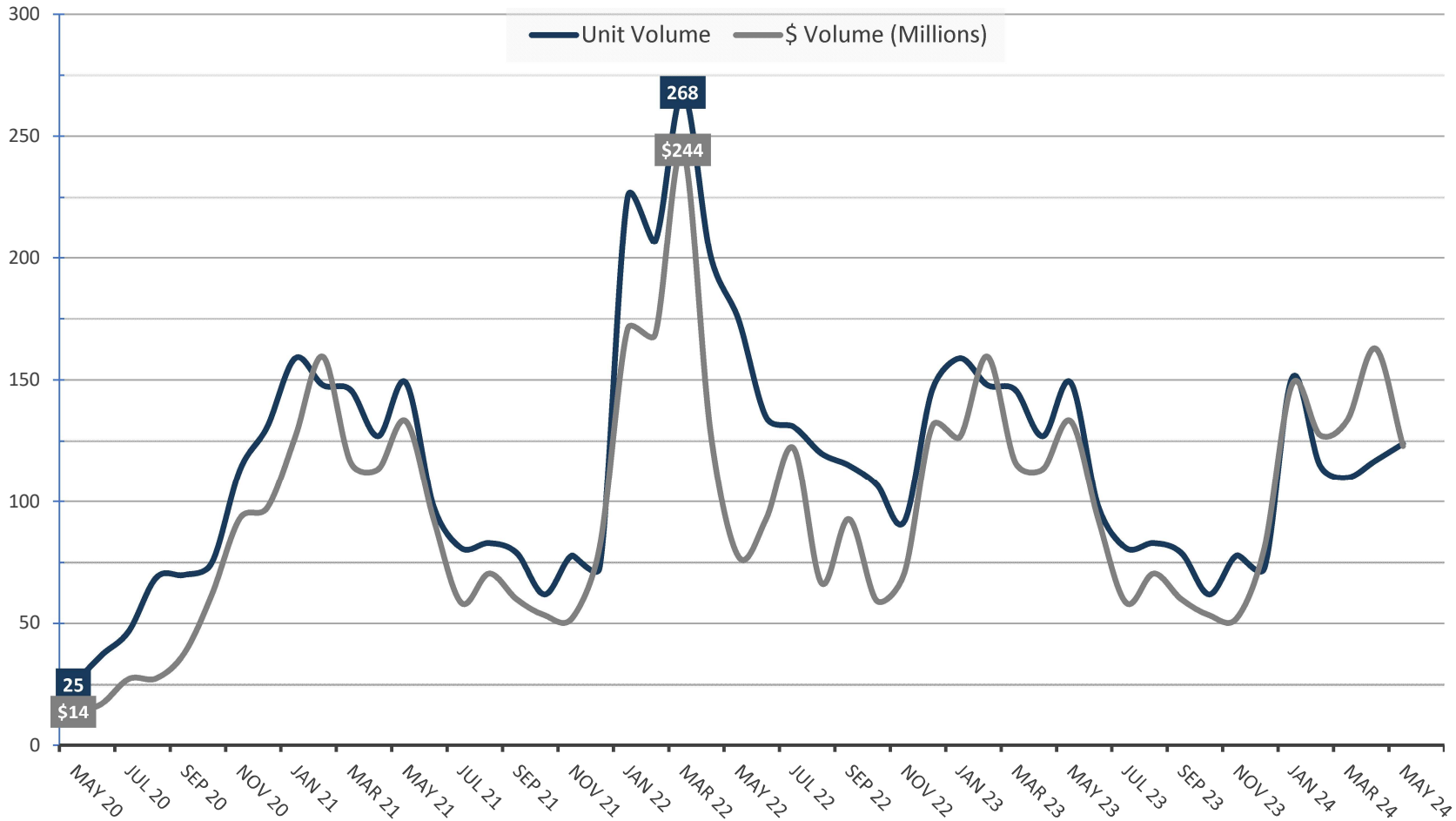
MARKET TRENDS

Market Sales from May 2020 forward following the 1st COVID pandemic lockdown
 91% of 2023 & 44% 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

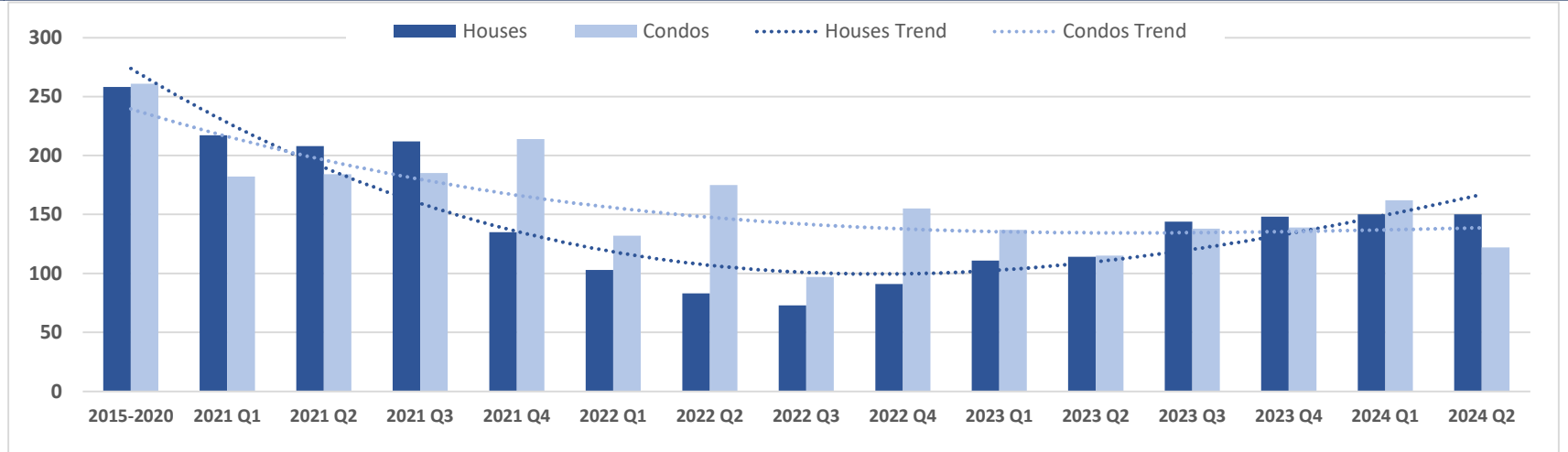
Percentage of List Price & Days on Market Trends

91% of 2023 & 44% of 2024 Sales are Closed

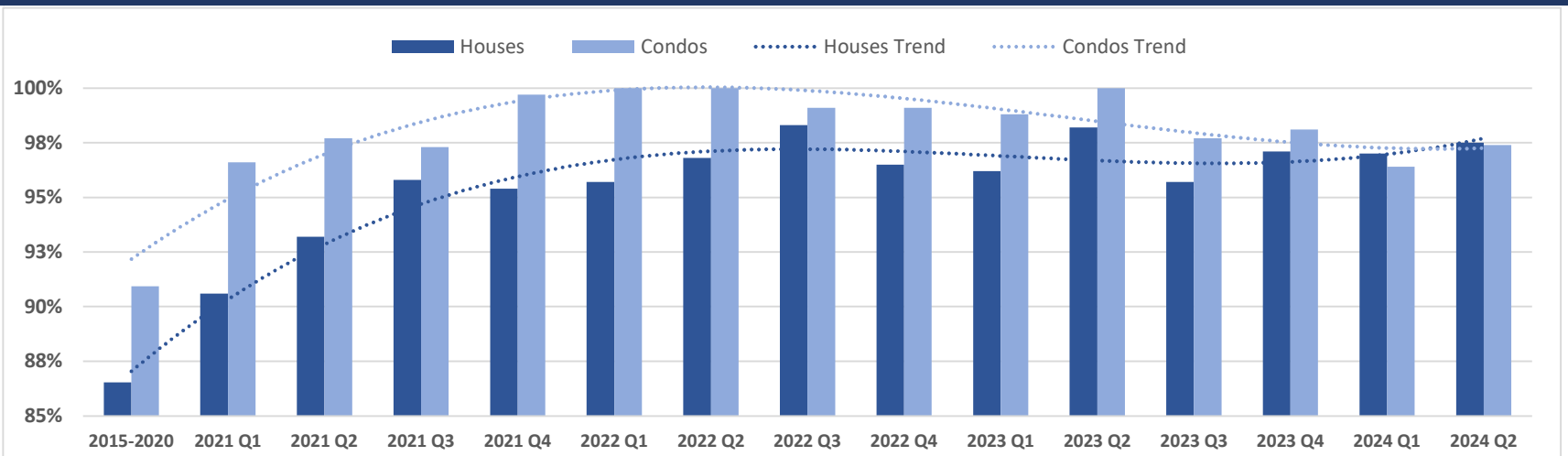


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Average Days on Market *



Average Sold % of List Price *

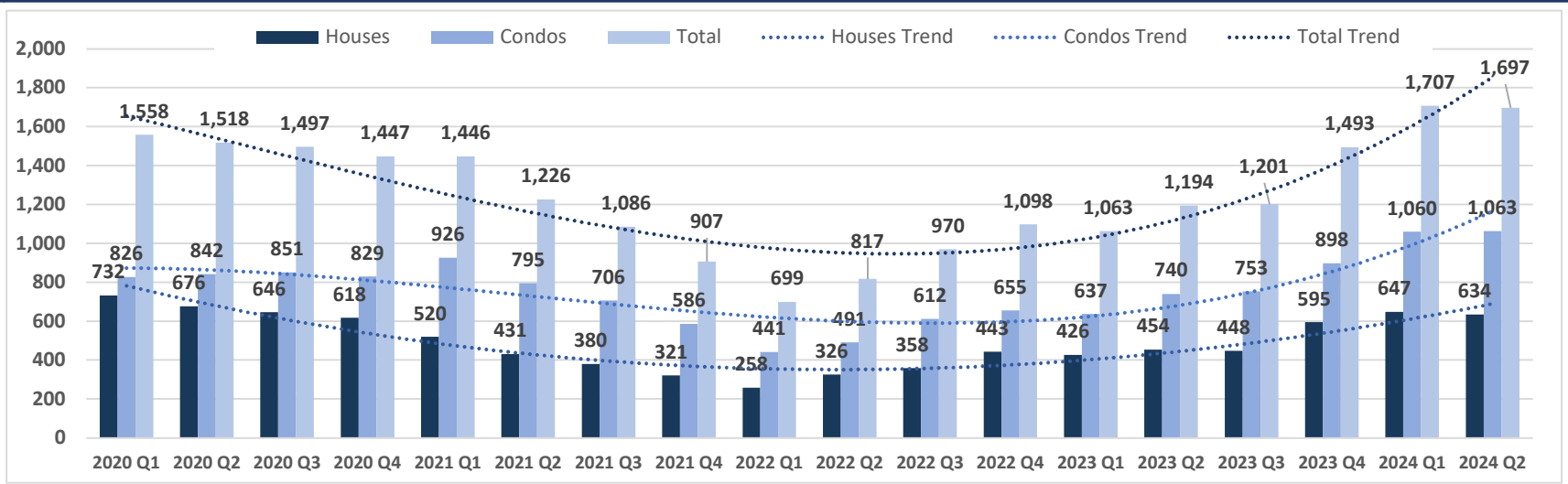


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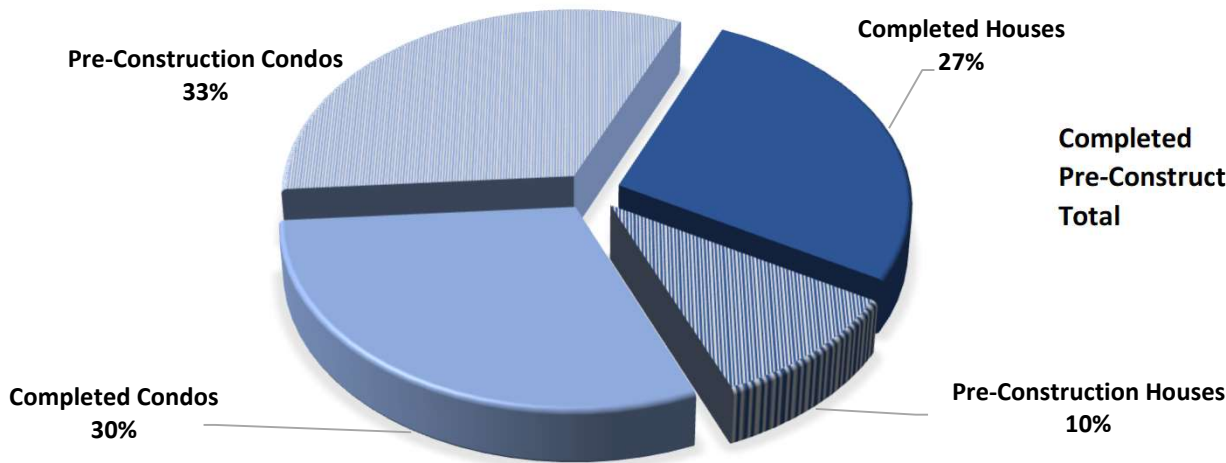
MARKET TRENDS

Historical Residential Market Inventory
 91% of 2023 & 44% of 2024 Sales are Closed

Historical Inventory Houses & Condos



Current Inventory Makeup



	Houses	Condos	Total
Completed	457	511	968
Pre-Construction	177	552	729
Total	634	1063	1697

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

MARKET TRENDS

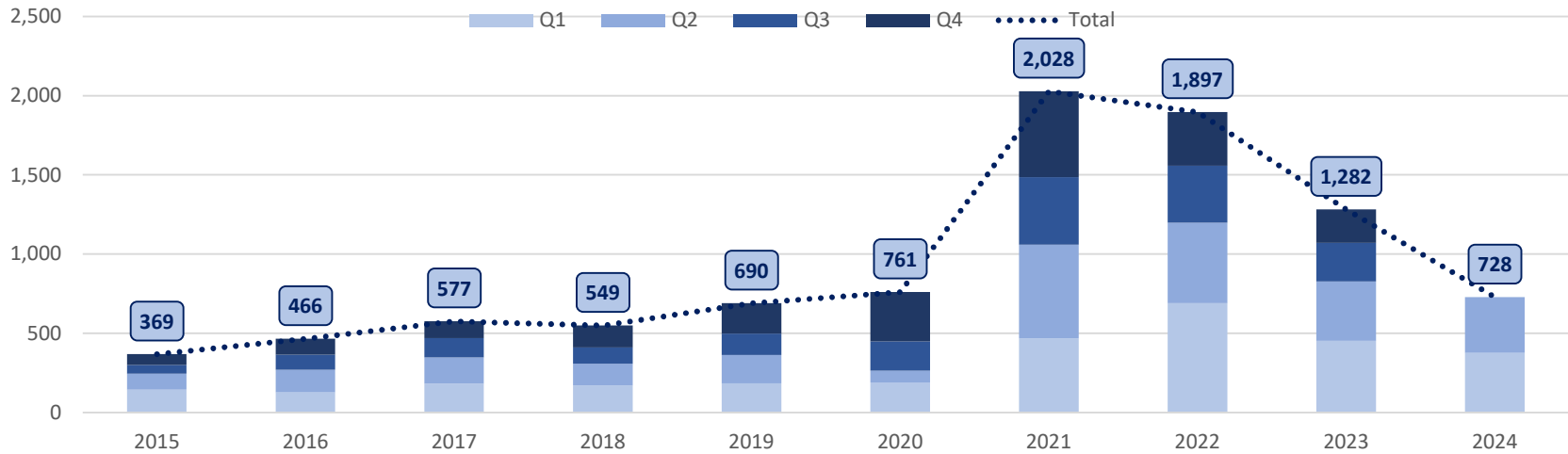
Historical Residential Market Sales & Dollar Volume History

91% of 2023 & 44% of 2024 Sales are Closed

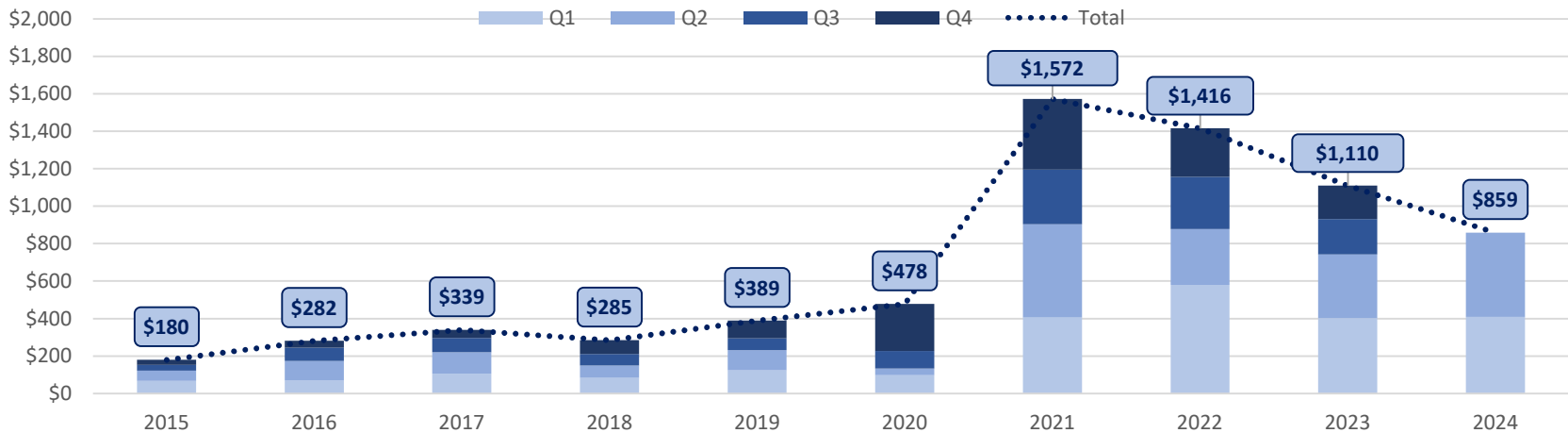


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Sales Volume History - Units



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

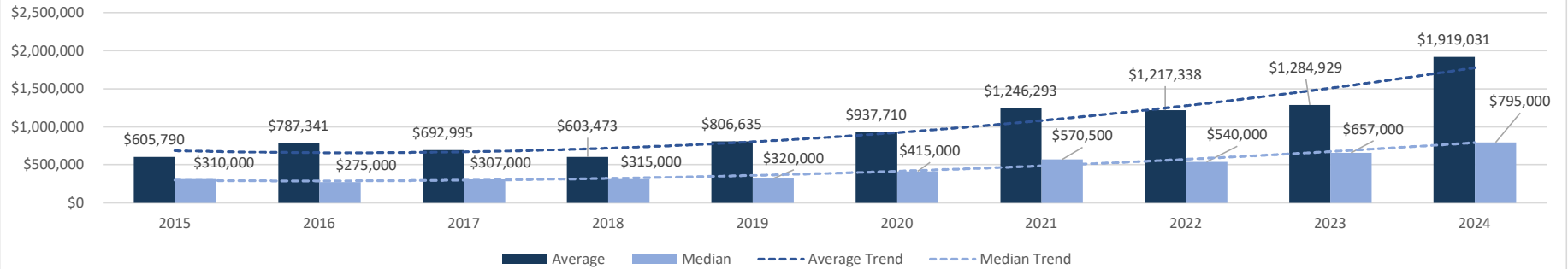
April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



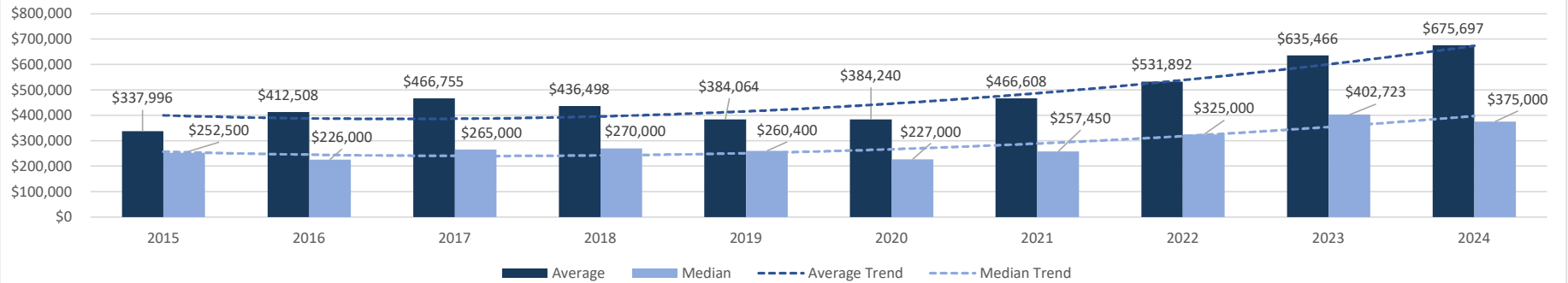
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Historical Average and Mean Sales Prices

House Prices



Condo Prices



	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
OVERALL RESIDENTIAL PRICES										
Average	\$486,770	\$604,751	\$587,521	\$518,921	\$563,504	\$627,883	\$775,265	\$746,248	\$854,533	\$1,179,521
Median	\$279,000	\$241,500	\$288,700	\$285,000	\$285,000	\$290,000	\$325,386	\$360,000	\$450,000	\$479,121
HOUSE PRICES										
Average	\$605,790	\$787,341	\$692,995	\$603,473	\$806,635	\$937,710	\$1,246,293	\$1,217,338	\$1,284,929	\$1,919,031
Median	\$310,000	\$275,000	\$307,000	\$315,000	\$320,000	\$415,000	\$570,500	\$540,000	\$657,000	\$795,000
CONDO PRICES										
Average	\$337,996	\$412,508	\$466,755	\$436,498	\$384,064	\$384,240	\$466,608	\$531,892	\$635,466	\$675,697
Median	\$252,500	\$226,000	\$265,000	\$270,000	\$260,400	\$227,000	\$257,450	\$325,000	\$402,723	\$375,000

MARKET TRENDS

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% 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	\$7,193,736	46	\$7,425,019	45
\$200k to \$300k	\$15,840,267	62	\$15,938,786	65
\$300k to \$400k	\$25,199,028	72	\$34,770,517	100
\$400k to \$500k	\$21,213,532	48	\$32,043,917	71
\$500k to \$600k	\$20,285,000	37	\$26,828,074	49
\$600k to \$700k	\$15,512,000	24	\$23,484,257	36
\$700k to \$800k	\$12,053,500	16	\$14,982,611	20
\$800k to \$900k	\$11,027,500	13	\$11,107,220	13
\$900k to \$1m	\$18,101,000	19	\$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
	\$295,266,764	393	\$254,910,203	447
	\$USD Volume	Units	\$USD 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	\$12,723,000	23	\$2,888,650	5
\$600k to \$700k	\$15,042,000	23	\$3,256,350	5
\$700k to \$800k	\$14,195,800	19	\$2,850,500	4
\$800k to \$900k	\$13,516,000	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	\$142,325,749	45	\$84,249,905	27
\$5m to \$10m	\$86,705,000	13	\$30,000,000	5
Over \$10m	\$0	0	\$0	0
	\$381,887,398	310	\$186,490,079	133
	\$USD Volume	Units	\$USD Volume	Units

2024	CONDOS			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$142,500	3	\$0	0
\$100k to \$200k	\$3,981,187	24	\$3,146,100	17
\$200k to \$300k	\$11,627,003	47	\$8,637,506	35
\$300k to \$400k	\$14,375,900	42	\$23,083,804	67
\$400k to \$500k	\$10,571,400	23	\$11,934,383	27
\$500k to \$600k	\$7,156,300	13	\$7,089,676	13
\$600k to \$700k	\$8,690,000	13	\$5,787,557	9
\$700k to \$800k	\$6,750,000	9	\$9,021,720	12
\$800k to \$900k	\$5,854,500	7	\$6,805,049	8
\$900k to \$1m	\$6,675,000	7	\$7,521,724	8
\$1m to \$1.5m	\$14,168,000	11	\$7,732,000	6
\$1.5m to \$2m	\$5,290,000	3	\$5,121,000	3
\$2m to \$5m	\$41,938,000	13	\$21,176,690	8
\$5m to \$10m	\$18,200,000	2	\$20,100,000	3
Over \$10m	\$0	0	\$0	0
	\$155,419,790	217	\$137,157,209	216
	\$USD Volume	Units	\$USD Volume	Units

2024	HOUSES			
	Existing Properties		Pre-Construction	
\$0 to \$100k	\$152,200	3	\$0	0
\$100k to \$200k	\$2,785,608	17	\$0	0
\$200k to \$300k	\$3,280,632	13	\$540,999	2
\$300k to \$400k	\$7,670,741	22	\$1,137,000	3
\$400k to \$500k	\$5,808,537	13	\$8,030,846	18
\$500k to \$600k	\$7,601,000	14	\$3,124,454	6
\$600k to \$700k	\$11,108,400	17	\$3,927,645	6
\$700k to \$800k	\$9,664,000	13	\$725,000	1
\$800k to \$900k	\$4,205,000	5	\$0	0
\$900k to \$1m	\$3,849,990	4	\$0	0
\$1m to \$1.5m	\$31,535,501	26	\$4,513,740	4
\$1.5m to \$2m	\$27,494,000	16	\$1,710,000	1
\$2m to \$5m	\$153,412,819	45	\$59,560,000	20
\$5m to \$10m	\$98,310,000	14	\$45,725,900	7
Over \$10m	\$58,740,000	4	\$11,500,000	1
	\$425,618,428	226	\$140,495,584	69
	\$USD Volume	Units	\$USD Volume	Units

MARKET TRENDS

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**CABO REAL ESTATE
SERVICES**

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HOUSE INVENTORY

Ending 2024 Q2	Houses-Completed		Houses-Pre-Construction	
	Units	\$ Volume	Units	\$ Volume
\$0 to \$100k	0	\$0	0	\$0
\$100k to \$200k	8	\$1,396,575	2	\$360,700
\$200k to \$300k	27	\$7,274,603	10	\$2,469,161
\$300k to \$400k	41	\$14,360,202	6	\$2,058,925
\$400k to \$500k	54	\$25,003,253	20	\$9,140,600
\$500k to \$600k	35	\$19,941,692	12	\$6,385,502
\$600k to \$700k	26	\$17,188,400	11	\$7,265,464
\$700k to \$800k	23	\$17,551,000	7	\$5,301,099
\$800k to \$900k	22	\$18,699,990	7	\$6,106,800
\$900k to \$1m	24	\$23,127,000	5	\$4,787,800
\$1m to \$1.5m	28	\$36,157,120	15	\$18,263,030
\$1.5m to \$2m	37	\$64,563,499	12	\$21,566,000
\$2m to \$5m	91	\$305,722,974	40	\$136,988,955
\$5m to \$10m	26	\$173,163,999	24	\$159,693,000
Over \$10m	15	\$232,395,000	6	\$87,750,000
Total	457	\$956,545,307	177	\$468,137,037

Under \$1m	260	57%	\$144,542,715	80	45%	\$43,876,052
\$400k to \$1m	184	40%	\$121,511,335	62	35%	\$38,987,266

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 (L-h)
22-2983	CASA DE CORTEZ- Beachfront (P)	Houses	636	5	\$6,500,000	\$3,750,000	-42%	-\$2,750,000
23-3950	Casa O'Neal Fundadores (P)	Houses	219	1	\$10,850,000	\$9,850,000	-9%	-\$1,000,000
23-2536	Villa4.5 CORONADO Single level (P)	Houses	321	2	\$3,450,000	\$2,495,000	-28%	-\$955,000
24-1191	Beachfront Villa (P)	Houses	106	1	\$11,500,000	\$10,925,000	-5%	-\$575,000
23-3219	Villa Q (P)	Houses	307	1	\$3,995,000	\$3,450,000	-14%	-\$545,000
23-1050	Verandas A-202 (P)	Condos	401	2	\$3,500,000	\$2,995,000	-14%	-\$505,000
23-4888	Terrazas 366 (P)	Houses	193	2	\$5,250,000	\$4,750,000	-10%	-\$500,000
23-4779	Casa Bella (P)	Houses	149	1	\$5,400,000	\$4,950,000	-8%	-\$450,000
24-1520	Casa Roxy (double lot option) (P)	Houses	55	1	\$2,395,000	\$1,945,000	-19%	-\$450,000
23-4820	Villa Esencia Del Mar (C)	Houses	133	1	\$4,295,000	\$3,850,000	-10%	-\$445,000

* (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

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INVENTORY MONTHS

EXISTING CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	70	22	4
\$200k to \$300k	109	86	10
\$300k to \$400k	114	92	10
\$400k to \$500k	71	77	13
\$500k to \$600k	50	46	11
\$600k to \$700k	37	43	14
\$700k to \$800k	25	38	18
\$800k to \$900k	20	24	14
\$900k to \$1m	26	16	7
\$1m to \$1.5m	33	33	12
\$1.5m to \$2m	10	11	13
\$2m to \$5m	29	13	5
\$5m to \$10m	10	8	10
Over \$10m	0	2	-

PRE-CONSTRUCTION CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	62	6	1
\$200k to \$300k	100	70	8
\$300k to \$400k	167	136	10
\$400k to \$500k	98	95	12
\$500k to \$600k	62	88	17
\$600k to \$700k	45	37	10
\$700k to \$800k	32	27	10
\$800k to \$900k	21	16	10
\$900k to \$1m	12	17	17
\$1m to \$1.5m	13	12	11
\$1.5m to \$2m	11	8	8
\$2m to \$5m	21	35	20
\$5m to \$10m	7	4	7
Over \$10m	0	1	-

EXISTING HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k		0	-
\$100k to \$200k	37	8	2
\$200k to \$300k	49	27	7
\$300k to \$400k	57	41	8
\$400k to \$500k	44	54	14
\$500k to \$600k	37	35	11
\$600k to \$700k	40	26	8
\$700k to \$800k	32	23	8
\$800k to \$900k	21	22	12
\$900k to \$1m	8	24	36
\$1m to \$1.5m	55	28	6
\$1.5m to \$2m	27	37	17
\$2m to \$5m	90	91	12
\$5m to \$10m	26	26	12
Over \$10m	4	15	46

PRE-CONSTRUCTION HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	2	2	12
\$200k to \$300k	20	10	6
\$300k to \$400k	14	6	5
\$400k to \$500k	41	20	6
\$500k to \$600k	11	12	13
\$600k to \$700k	11	11	12
\$700k to \$800k	5	7	17
\$800k to \$900k	6	7	14
\$900k to \$1m	6	5	10
\$1m to \$1.5m	9	15	20
\$1.5m to \$2m	16	12	10
\$2m to \$5m	47	40	11
\$5m to \$10m	12	24	24
Over \$10m	1	6	72

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

Completed Houses & Condos - Price Reductions by Price Point

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed

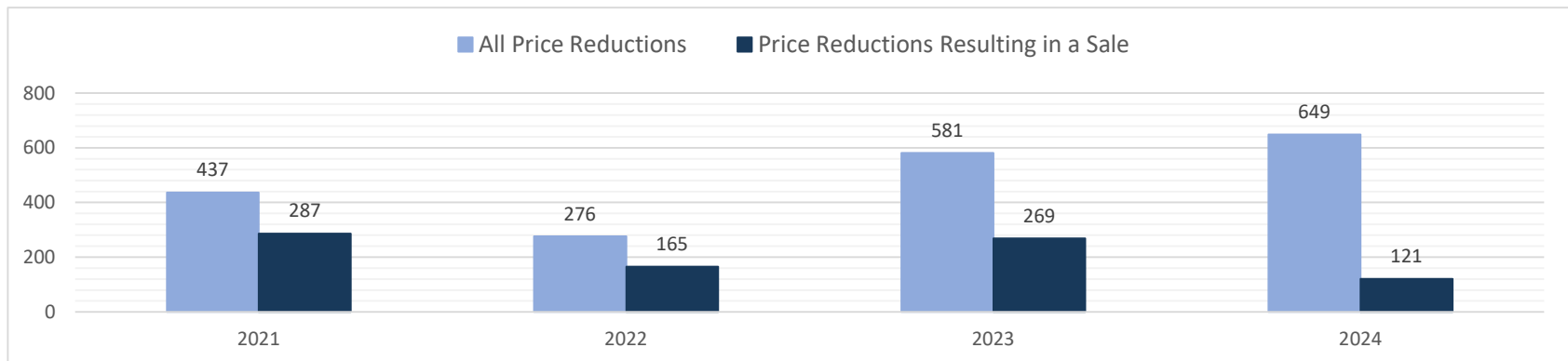


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PRICE REDUCTIONS - COMPLETED HOUSES & CONDOS

All Price Reductions				
Price Range	2021	2022	2023	2024
\$0 to \$100k	25	9	0	1
\$100k to \$200k	64	17	29	41
\$200k to \$300k	88	27	63	82
\$300k to \$400k	58	39	99	112
\$400k to \$500k	28	31	67	84
\$500k to \$600k	27	23	63	48
\$600k to \$700k	15	23	60	48
\$700k to \$800k	21	19	58	38
\$800k to \$900k	21	6	21	35
\$900k to \$1m	9	12	16	25
\$1m to \$1.5m	17	31	27	35
\$1.5m to \$2m	13	11	18	20
\$2m to \$5m	40	19	48	70
\$5m to \$10m	8	6	11	7
Over \$10m	3	3	1	3
Total	437	276	581	649

Price Reductions Resulting in a Sale				
Price Range	2021	2022	2023	2024
\$0 to \$100k	13	7	0	1
\$100k to \$200k	41	10	13	16
\$200k to \$300k	55	22	35	15
\$300k to \$400k	40	25	58	23
\$400k to \$500k	14	21	35	13
\$500k to \$600k	17	13	29	9
\$600k to \$700k	8	13	25	4
\$700k to \$800k	19	13	16	5
\$800k to \$900k	13	3	7	5
\$900k to \$1m	9	6	9	4
\$1m to \$1.5m	12	20	17	9
\$1.5m to \$2m	10	1	4	2
\$2m to \$5m	32	7	17	11
\$5m to \$10m	3	4	4	3
Over \$10m	1	0	0	1
Total	287	165	269	121



MARKET TRENDS

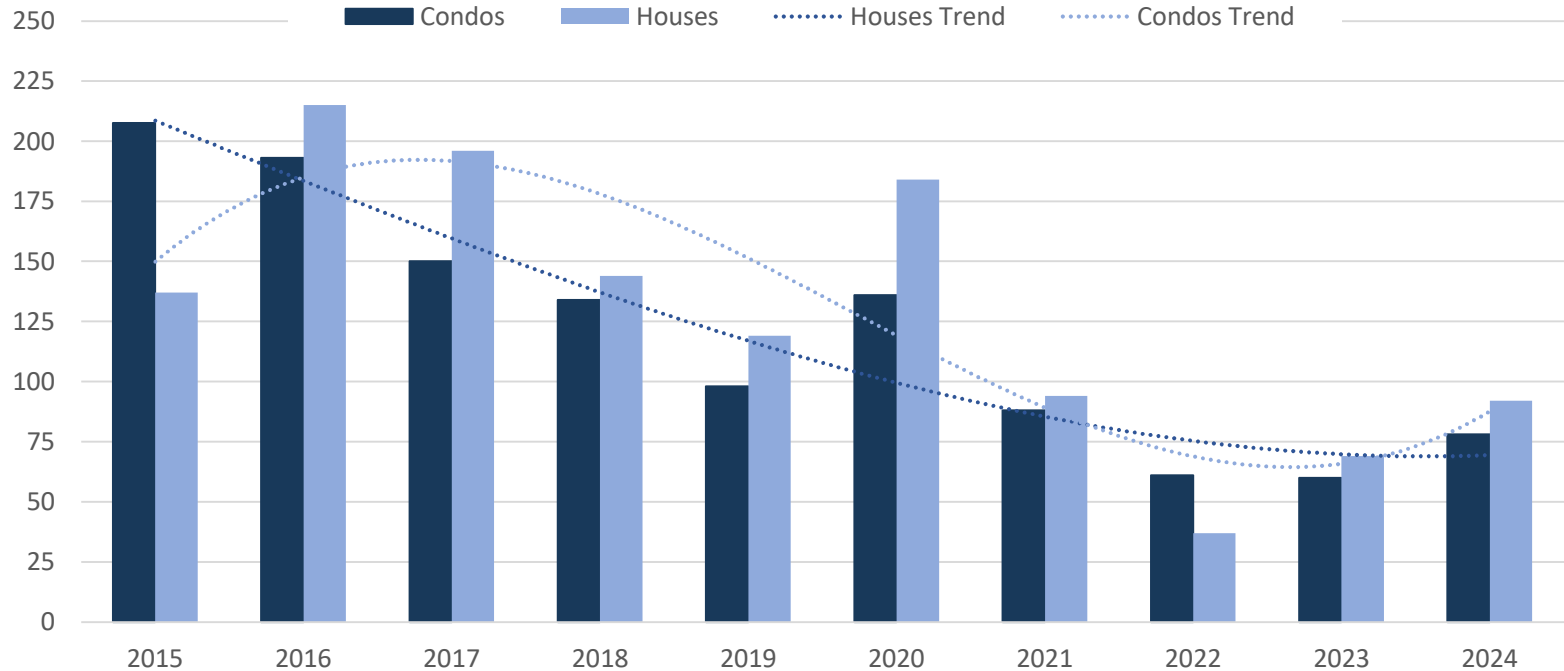
Houses & Condos - Median Days on Market

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



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MEDIAN DAYS ON MARKET



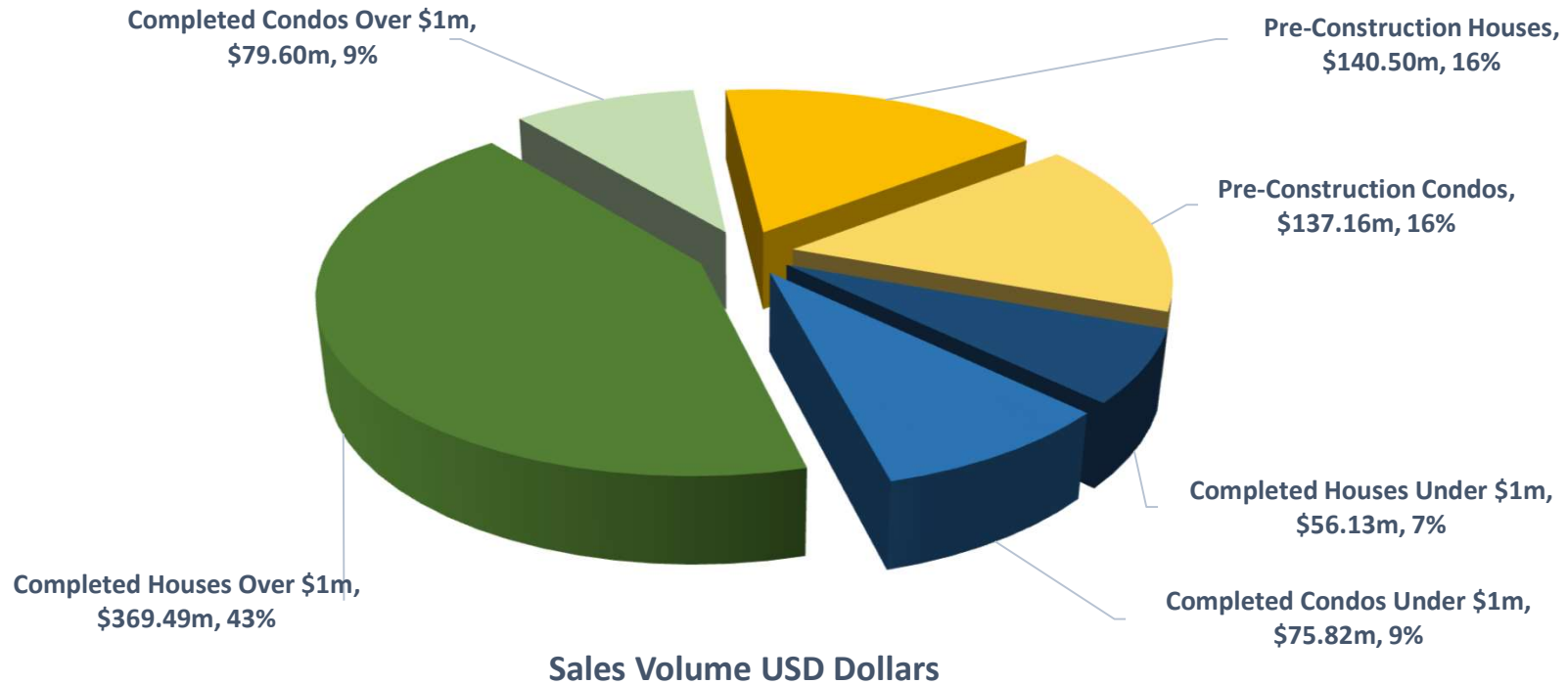
	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Condos	208	193	150	134	98	136	88	61	60	78
Houses	137	215	196	144	119	184	94	37	69	92

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.

MARKET TRENDS

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed

SALES BREAKDOWN FOR 2024



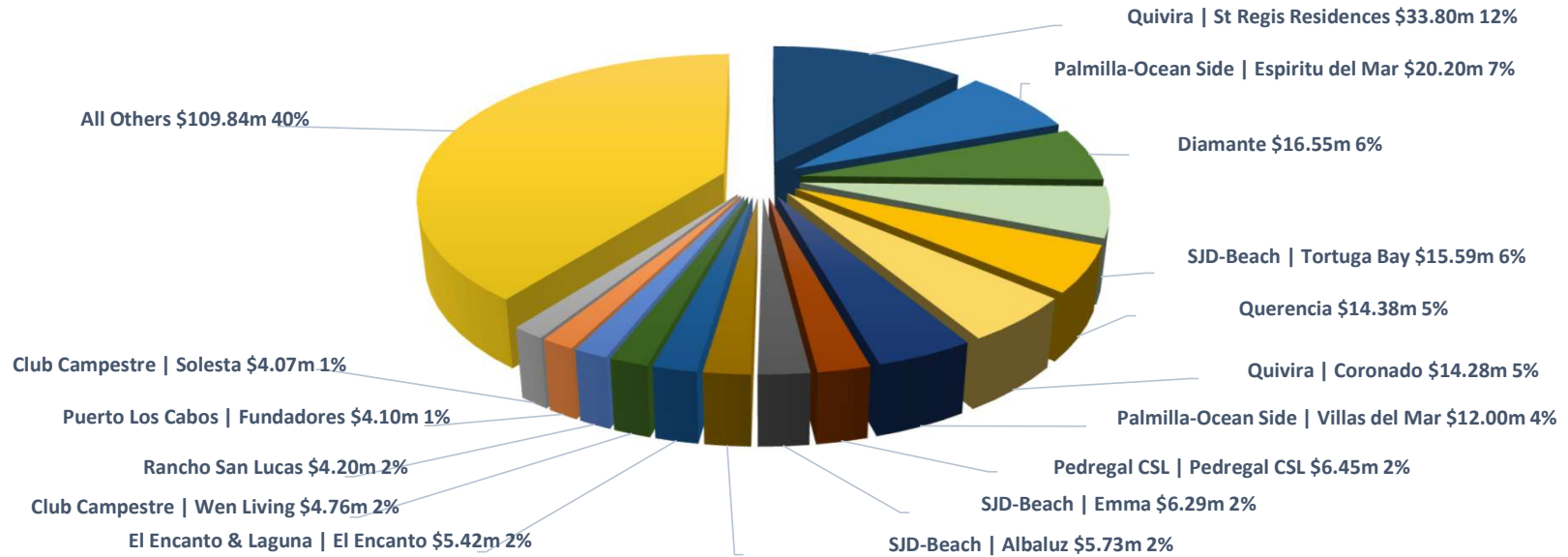
	USD Volume	Units	Average Price
Completed Houses Under \$1m	\$56.13m	121	\$463,852
Completed Condos Under \$1m	\$75.82m	188	\$403,318
Completed Houses Over \$1m	\$369.49m	105	\$3,518,974
Completed Condos Over \$1m	\$79.60m	29	\$2,744,690
Pre-Construction Houses	\$140.50m	69	\$2,036,168
Pre-Construction Condos	\$137.16m	216	\$634,987
Total	\$858.69m	728	

MARKET TRENDS

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed

PRE-CONSTRUCTION SALES FOR 2024

Sales Volume USD Dollars



Development	\$USD Volume	Unit Volume	Avg Price
Quivira St Regis Residences	\$33.80m	4	\$8,450,225
Palmilla-Ocean Side Espiritu del Mar	\$20.20m	3	\$6,733,333
Diamante	\$16.55m	6	\$2,758,333
SJD-Beach Tortuga Bay	\$15.59m	12	\$1,299,458
Querencia	\$14.38m	3	\$4,791,667
Quivira Coronado	\$14.28m	4	\$3,569,000
Palmilla-Ocean Side Villas del Mar	\$12.00m	2	\$6,000,000
Pedregal CSL Pedregal CSL	\$6.45m	2	\$3,225,000
SJD-Beach Emma	\$6.29m	2	\$3,144,000
SJD-Beach Albaluz	\$5.73m	4	\$1,432,000
El Encanto & Laguna El Encanto	\$5.42m	3	\$1,805,000
Club Campestre Wen Living	\$4.76m	6	\$794,037
Rancho San Lucas	\$4.20m	2	\$2,100,000
Puerto Los Cabos Fundadores	\$4.10m	1	\$4,099,000
Club Campestre Solesta	\$4.07m	2	\$2,035,000
All Others	\$109.84m	229	\$479,664
	\$277.65m	285	

MARKET TRENDS

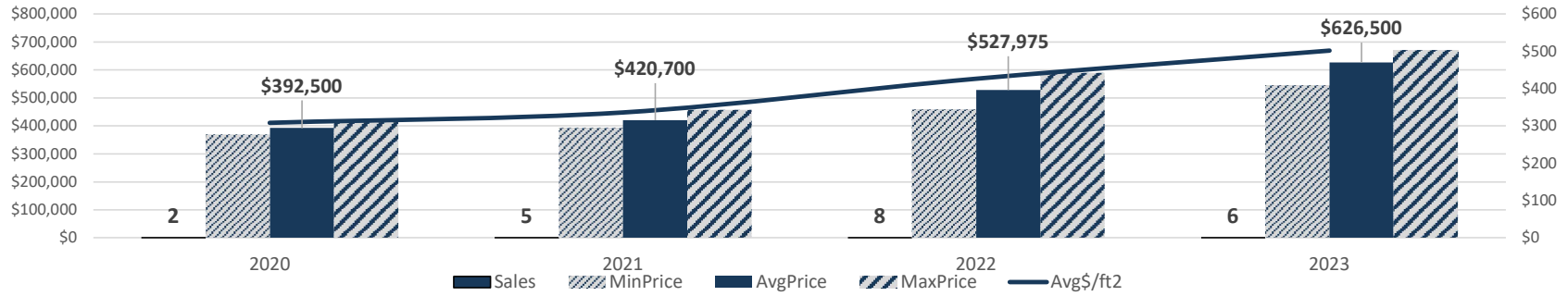
Price Trends for Specific Products

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



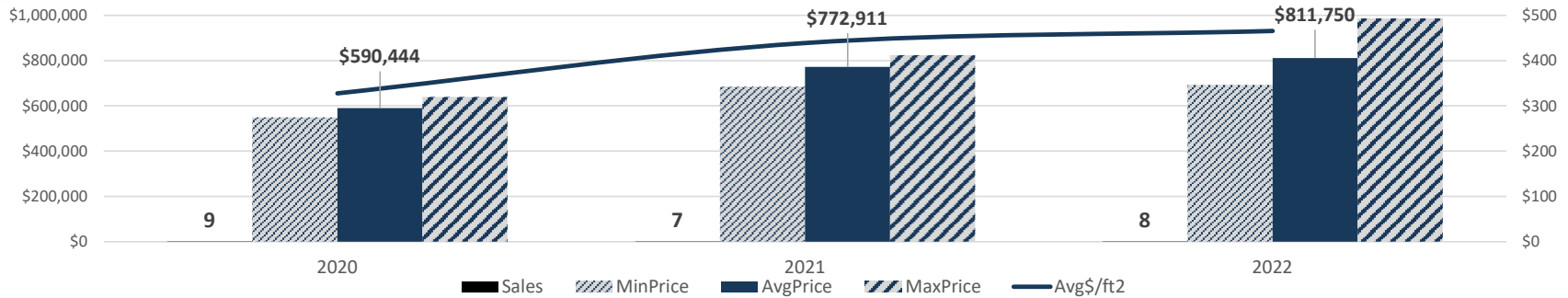
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Copala 2BR Ocean View Units on Floors 3-5



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	8	
AvgPrice	\$590,444	\$772,911	\$811,750	
MinPrice	\$549,000	\$685,375	\$694,000	
MaxPrice	\$640,000	\$825,000	\$984,000	
Avg\$/ft2	\$328	\$439	\$466	
Avg YoY % Growth		30.9%	5.0%	37.5%

MARKET TRENDS

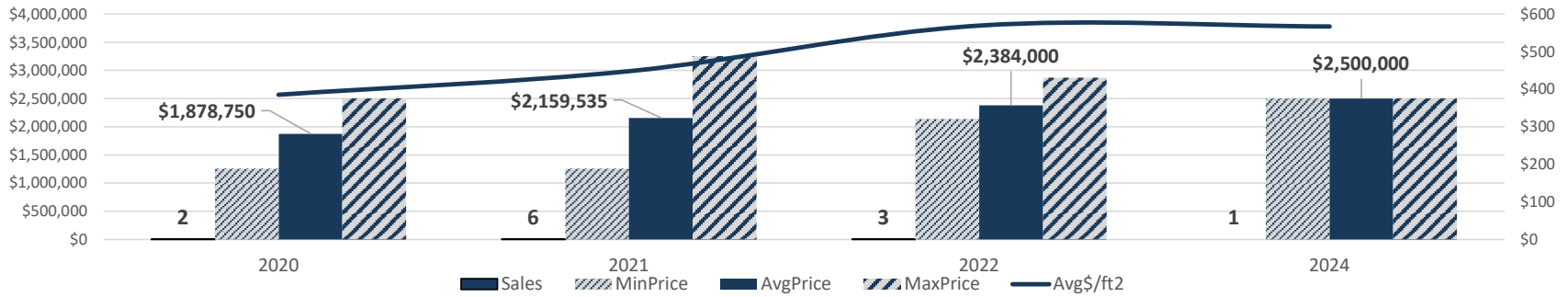
Price Trends for Specific Products

April 1, 2024 to June 30, 2024 | 2024 Q2 | 91% of 2023 & 44% of 2024 Sales are Closed



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Fundadores 4BR Ocean View Homes with Pools



Under Contract >	2020	2021	2022	2024	2020-2024
Sales	2	6	3	1	
AvgPrice	\$1,878,750	\$2,159,535	\$2,384,000	\$2,500,000	
MinPrice	\$1,257,500	\$1,257,500	\$2,137,000	\$2,500,000	
MaxPrice	\$2,500,000	\$3,250,000	\$2,875,000	\$2,500,000	
Avg\$/ft2	\$386	\$448	\$570	\$567	
Avg YoY % Growth		14.9%	10.4%	4.9%	33.1%

ABOUT THIS REPORT

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.