



**CABO REAL ESTATE  
SERVICES**

**2025 Q2**

# **Los Cabos Real Estate Market Report**

**July 8, 2025**

## REPORT COMMENTARY

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In the second quarter of 2025, we experienced a decline in sales. Q2 saw sales of \$362m USD under contract, down 28% from Q1. Unit volume was 319 sold, down 4% from Q1. Despite the decline 2025 Q2 has come in as the 3<sup>rd</sup> highest Q2 in history. Global economic turbulence appears to have influenced sales in Q2.

Average and Median house prices pulled back in Q2 driven by reduced volume above \$1m USD changing the sales mix. The over \$1m range declined in volume by \$140m. All price points above \$1m saw declines in dollar and unit volumes with the \$2m to \$5m price point dipping by \$66m with 26 sales and a sales dollar volume of \$82m. Continuing the trend from Q1 and 2024 Q4, multiple sales over \$10m occurred with the highest sale at \$16m. Five sales for a total of \$66m occurred above the \$10m mark.

The average Days on Market (DOM) for houses and condos increased to 161 from 147 in Q2. Houses increased from 151 days to 190 days in Q2 while Condos held steady at 143 days vs 142 days indicating some moderation in buyer demand for houses.

Inventory in Q2 increased again to levels never previously seen with 2,238 houses and condos for sale. Condos, both pre-construction and completed, make up 61% of the current inventory. Completed houses and condos now make up 63% of the current inventory. Increased inventory represents increased selection for buyers at a time when demand is flexing. An abundance of buyer choices continues to pressure serious sellers to get prices right. The current inventory of 2,2238 houses and condos this quarter have a dollar value based on list prices of \$2,661 Billion US Dollars, broken down as \$1.051B in Condos and \$1.610 B in Houses. Days on Market results are surprising, particularly the \$2m - \$5m range for Condos accumulating 350 DOM.

Price reductions remained a common theme in 2025. The numbers for Q2 2025 were a further 424 price reductions for a total 1,057 for 2025 compared to 1,193 for all of 2024.

## LOS CABOS MARKET DIRECTION

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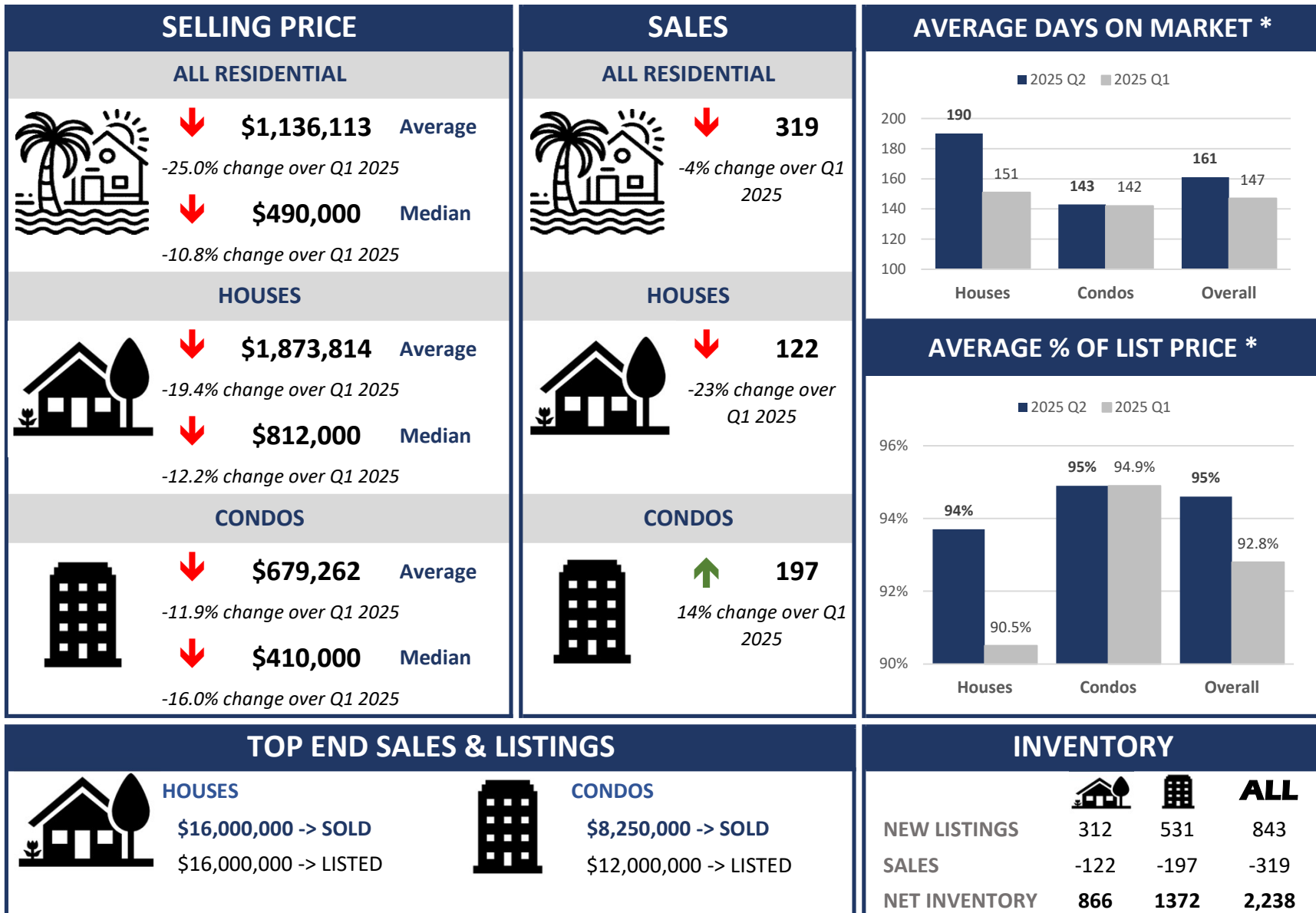
Buyer interest in the market weakened some in Q2. Combined with rising, aging inventory and accumulating days on market – the market has turned the corner and has become a “buyer’s” market.

# Los Cabos Residential Real Estate Market Report

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

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\* 56% of 2025 Sales are Closed

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

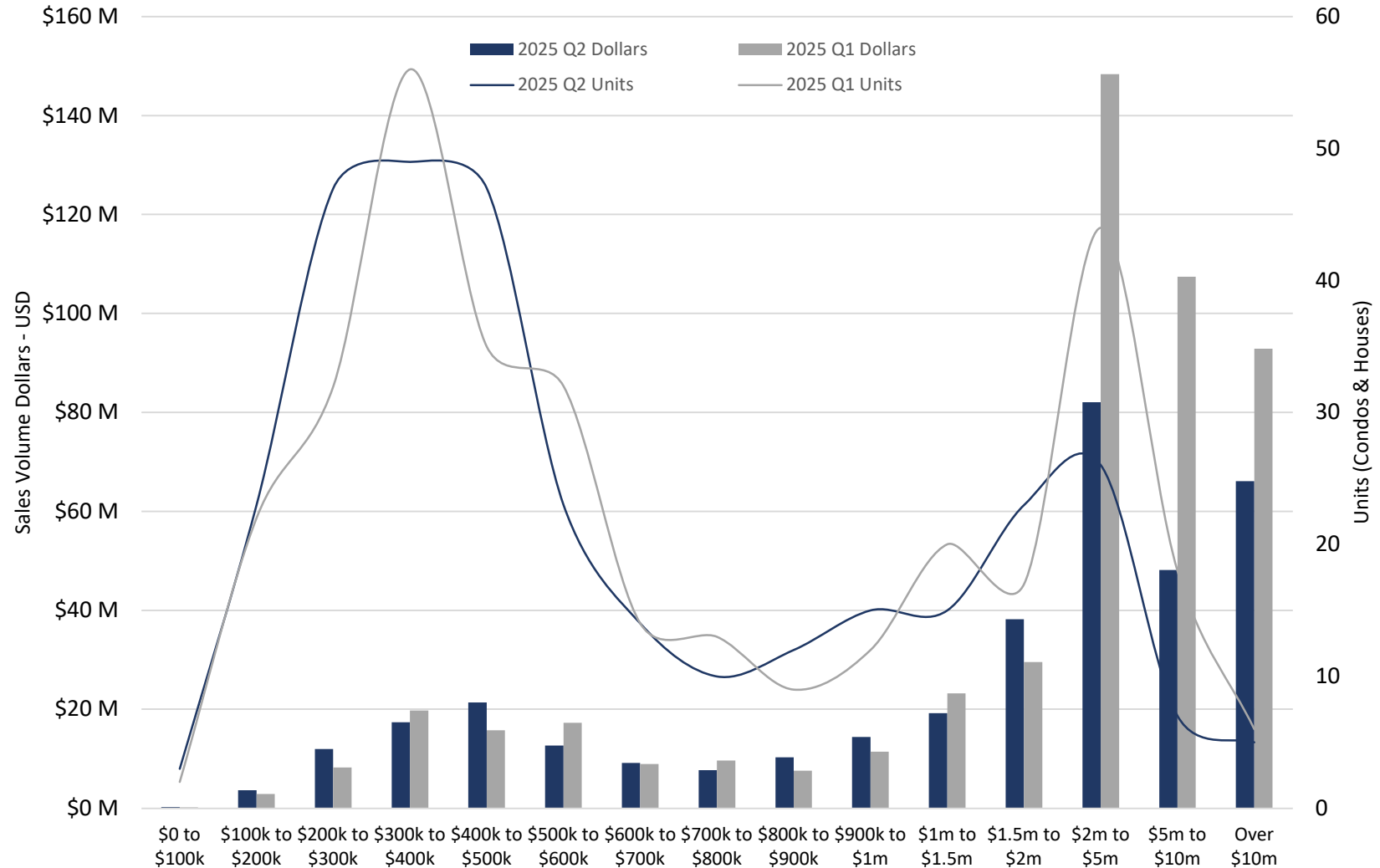
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## SALES VOLUMES BY PRICE POINT



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

	2025 Q2		2025 Q1		2025 All Sales		% of 2024 Total	
Price Point	\$USD Volume	Units	\$USD Volume	Units	\$USD Volume	Units	\$USD	Units
\$0 to \$100k	\$239,515	3	\$180,500	2	\$420,015	5	70%	56%
\$100k to \$200k	\$3,627,906	23	\$2,895,764	22	\$6,523,670	45	42%	49%
\$200k to \$300k	\$11,983,452	47	\$8,251,147	32	\$20,234,599	79	49%	48%
\$300k to \$400k	\$17,348,440	49	\$19,760,566	56	\$37,109,006	105	53%	52%
\$400k to \$500k	\$21,382,850	47	\$15,765,700	35	\$37,148,550	82	56%	55%
\$500k to \$600k	\$12,652,669	23	\$17,260,658	32	\$29,913,327	55	71%	71%
\$600k to \$700k	\$9,147,403	14	\$8,932,932	14	\$18,080,335	28	41%	41%
\$700k to \$800k	\$7,667,328	10	\$9,648,282	13	\$17,315,610	23	46%	46%
\$800k to \$900k	\$10,309,900	12	\$7,569,794	9	\$17,879,694	21	57%	57%
\$900k to \$1m	\$14,368,294	15	\$11,404,440	12	\$25,772,734	27	74%	73%
\$1m to \$1.5m	\$19,189,000	15	\$23,189,012	20	\$42,378,012	35	56%	56%
\$1.5m to \$2m	\$38,198,999	23	\$29,546,000	17	\$67,744,999	40	101%	103%
\$2m to \$5m	\$82,059,155	26	\$148,342,000	44	\$230,401,155	70	59%	59%
\$5m to \$10m	\$48,145,000	7	\$107,400,000	18	\$155,545,000	25	63%	69%
Over \$10m	\$66,100,000	5	\$92,850,000	6	\$158,950,000	11	97%	92%
	<b>\$362,419,910</b>	<b>319</b>	<b>\$502,996,795</b>	<b>332</b>	<b>\$865,416,705</b>	<b>651</b>	65%	56%
<b>Sales above \$1m</b>	<b>\$253,692,154</b>	<b>76</b>	<b>\$401,327,012</b>	<b>105</b>	<b>\$655,019,166</b>	<b>181</b>		
% \$ Volume > \$1m	70%		80%		76%			
% Units > \$1m	24%		32%		28%			
<b>Sales below \$1m</b>	<b>\$108,727,756</b>	<b>243</b>	<b>\$101,669,783</b>	<b>227</b>	<b>\$210,397,539</b>	<b>470</b>		
% \$ Volume < \$1m	30%		20%		24%			
% Units < \$1m	76%		68%		72%			

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

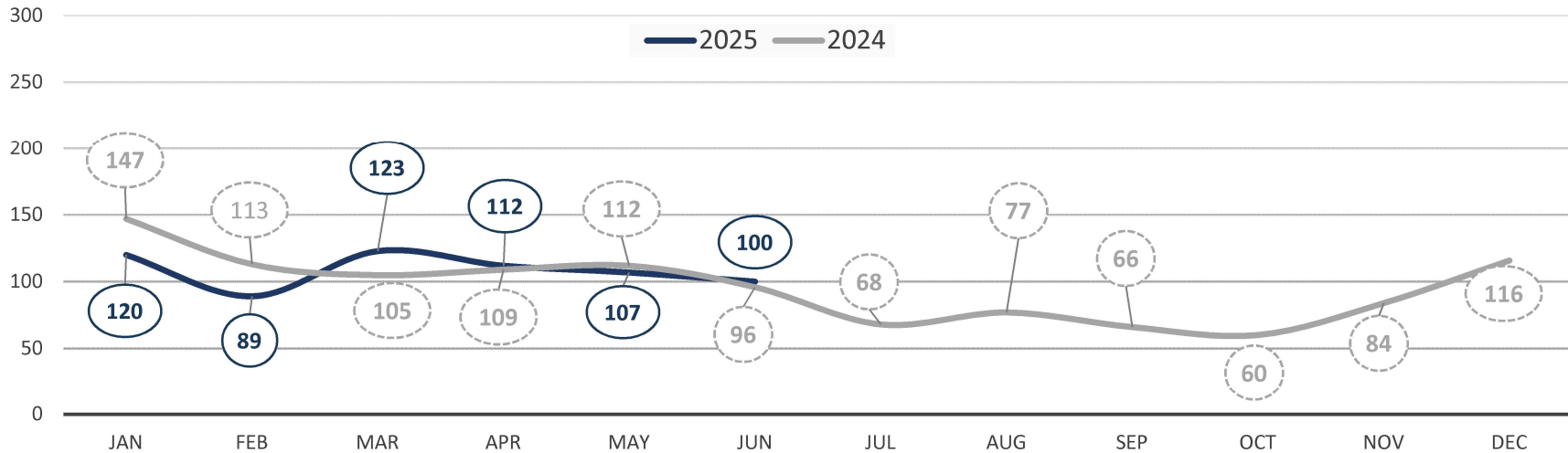
April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed



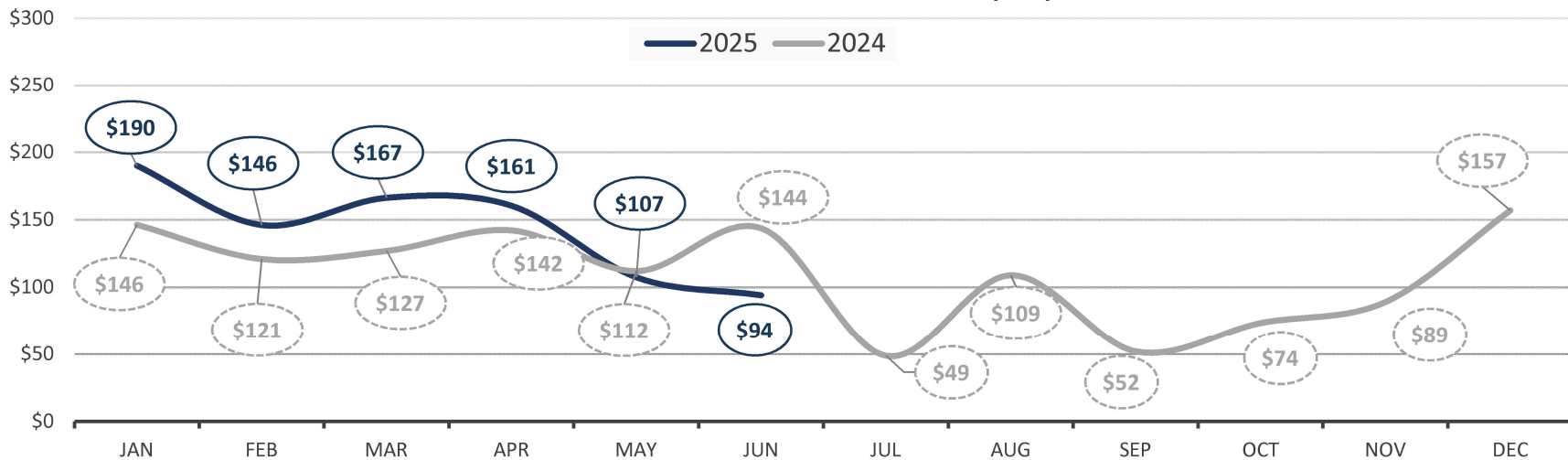
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## SALES VOLUMES BY MONTH

### Houses & Condos Unit Volume



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

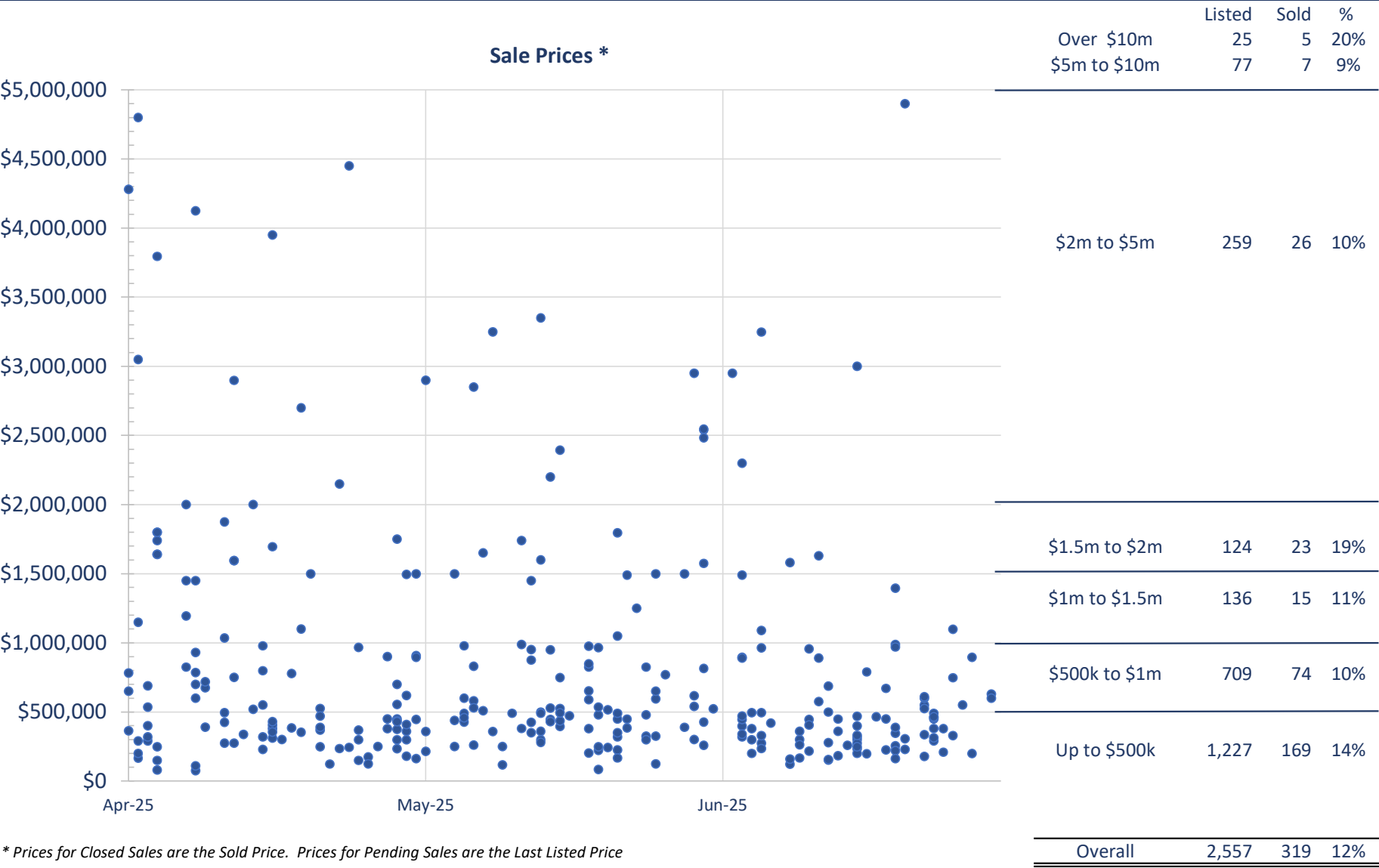


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Los Cabos Residential Real Estate Market Report

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

SALES & INVENTORY | ALL PRICE POINTS

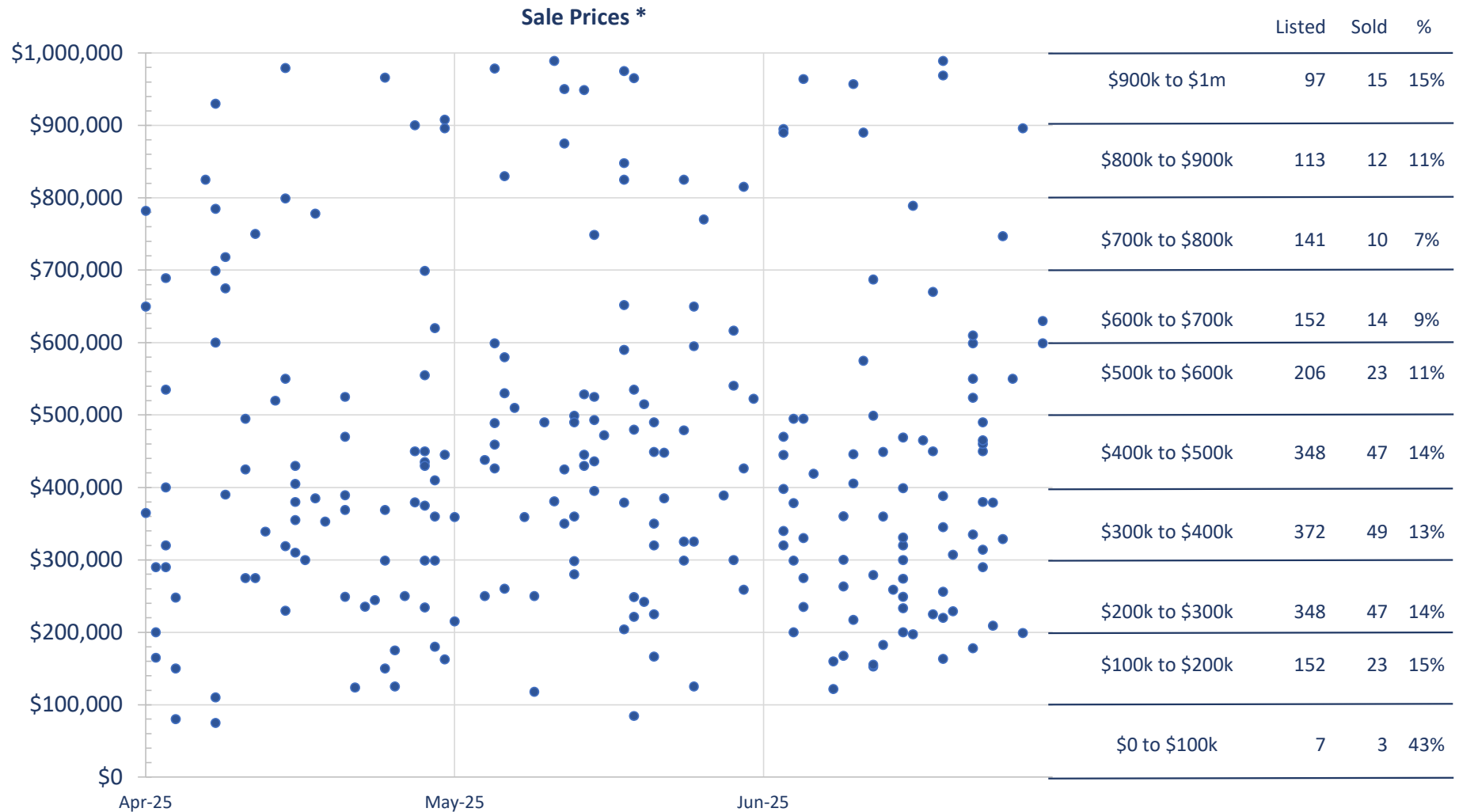


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## Los Cabos Residential Real Estate Market Report

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

### SALES & INVENTORY | UNDER \$1M



\* 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

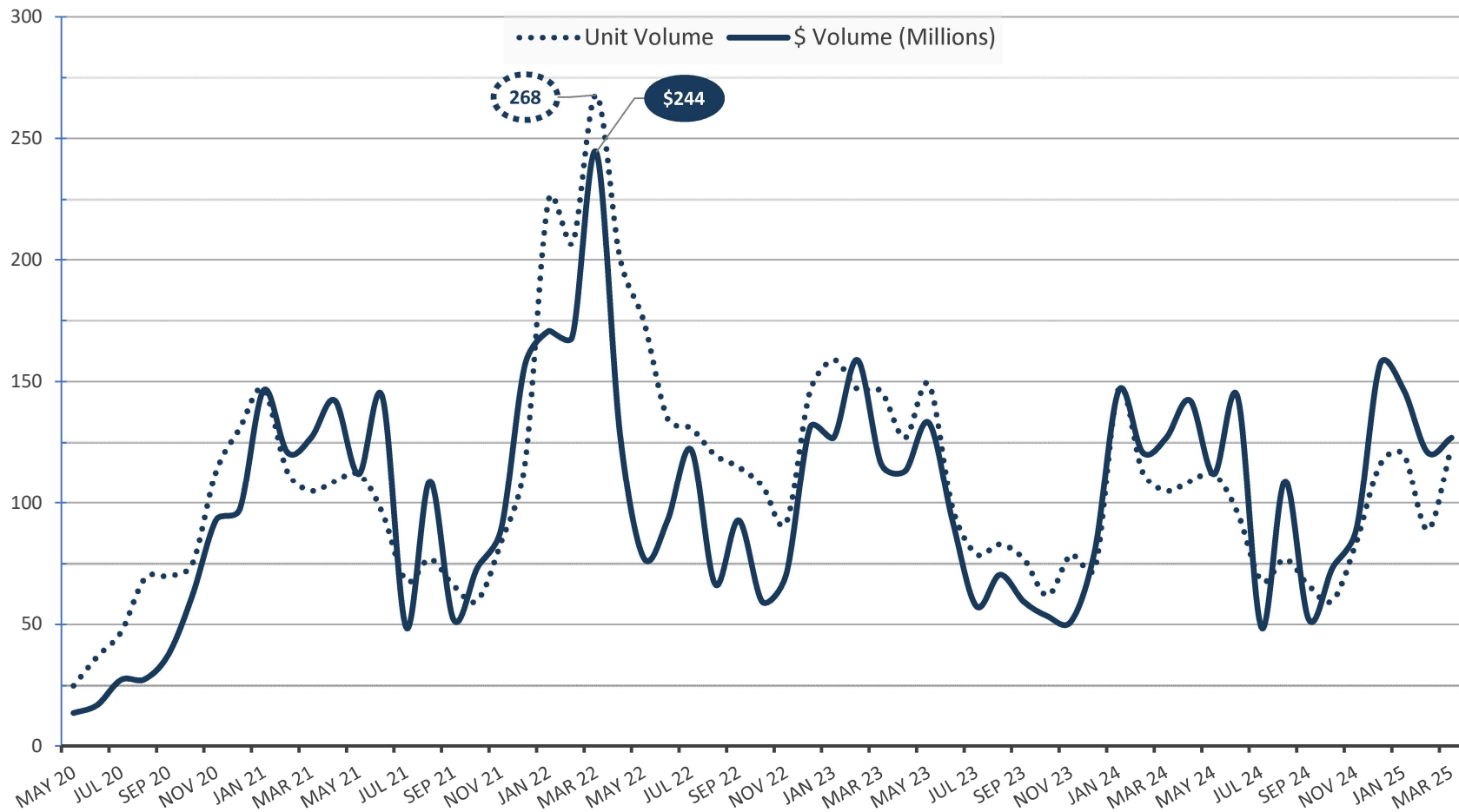
UNDER \$1M	1,936	243	13%
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## MARKET TRENDS

Market Sales from May 2020 forward following the 1st COVID pandemic lockdown  
90% of 2024 & 56% of 2025 Sales are Closed

### 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

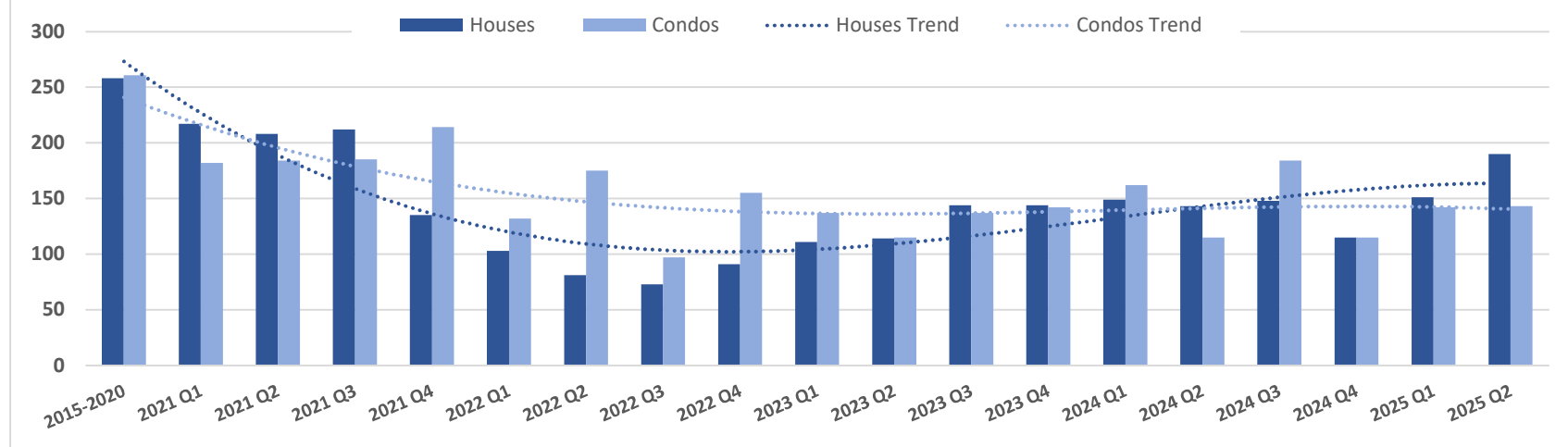
Percentage of List Price & Days on Market Trends

90% of 2024 & 56% of 2025 Sales are Closed

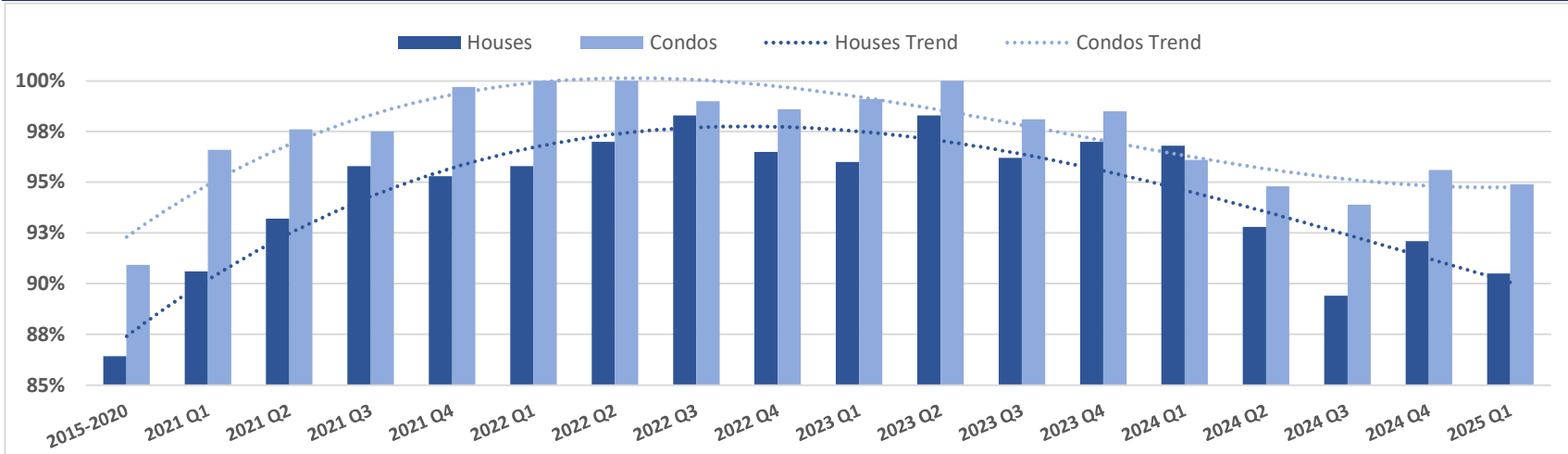
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### Average Days on Market



### Average Sold % of List Price

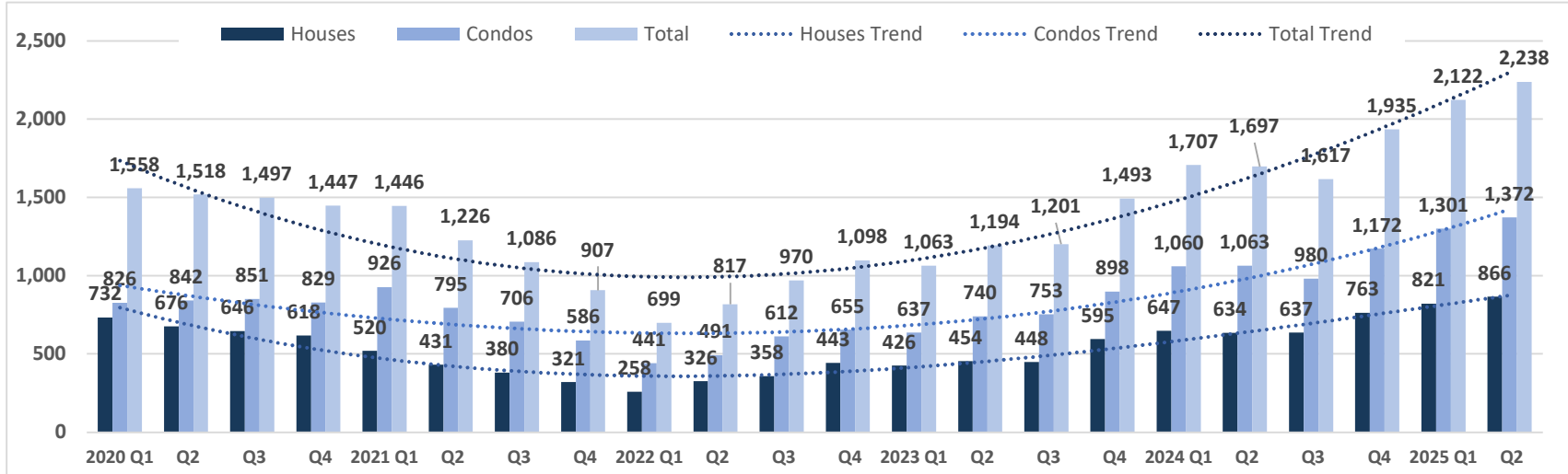


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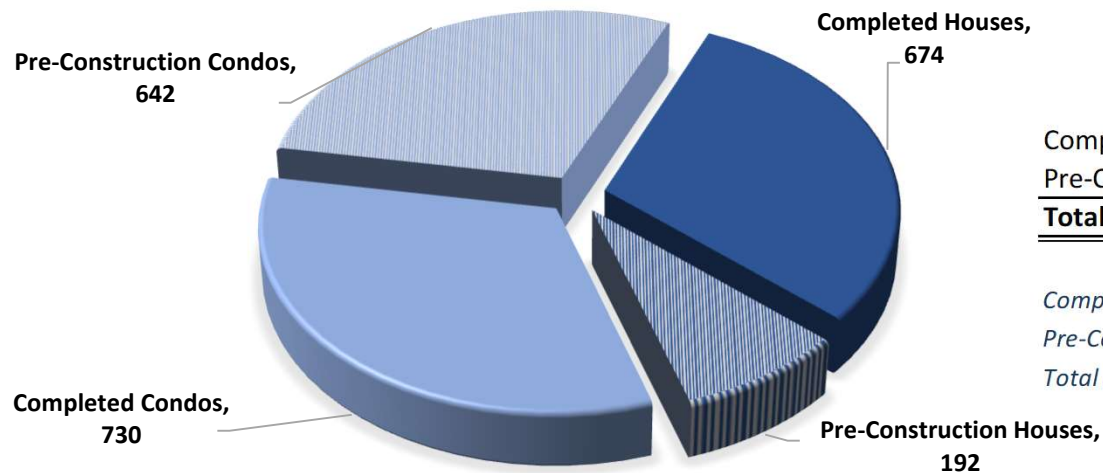
## MARKET TRENDS

Historical Residential Market Inventory  
90% of 2024 & 56% of 2025 Sales are Closed

### Historical Inventory Houses & Condos



### Current Inventory Makeup



	Houses	Condos	Total
Completed	674	730	1,404
Pre-Construction	192	642	834
<b>Total</b>	<b>866</b>	<b>1,372</b>	<b>2,238</b>

Completed %	30%	33%	63%
Pre-Construction %	9%	29%	37%
Total Inventory %	39%	61%	100%

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

## MARKET TRENDS

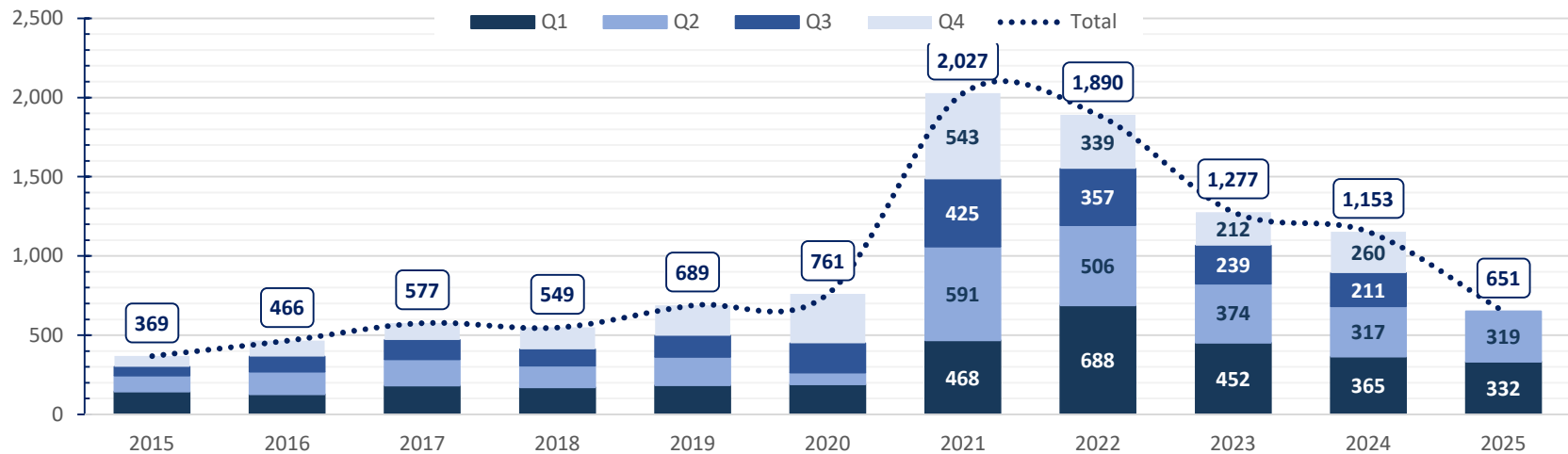
Historical Residential Market Sales & Dollar Volume History

90% of 2024 & 56% of 2025 Sales are Closed

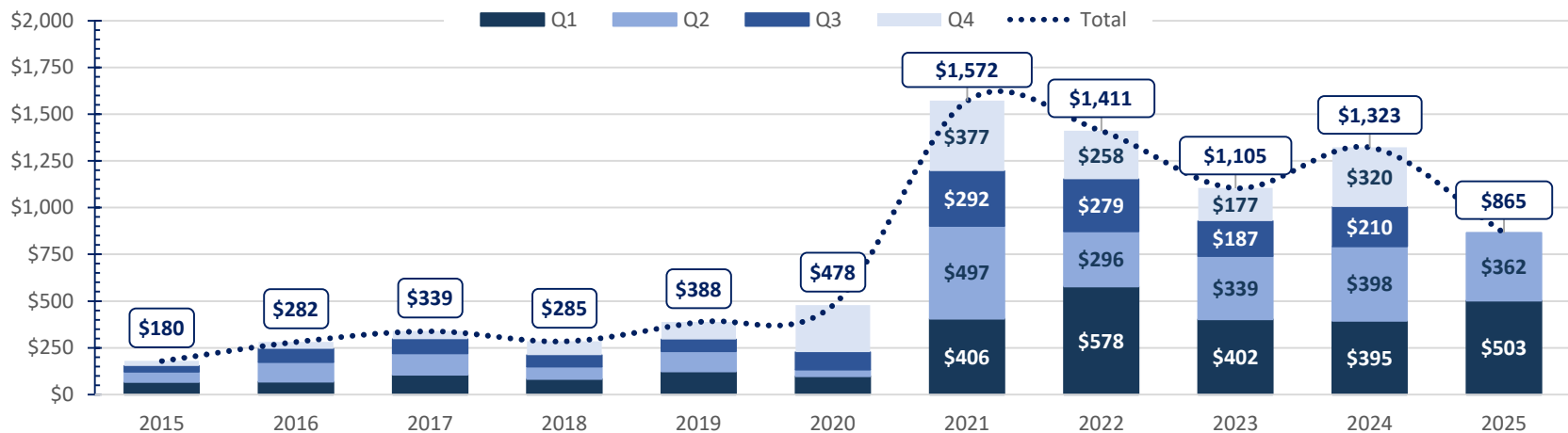
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### Sales Volume History - Units



### 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

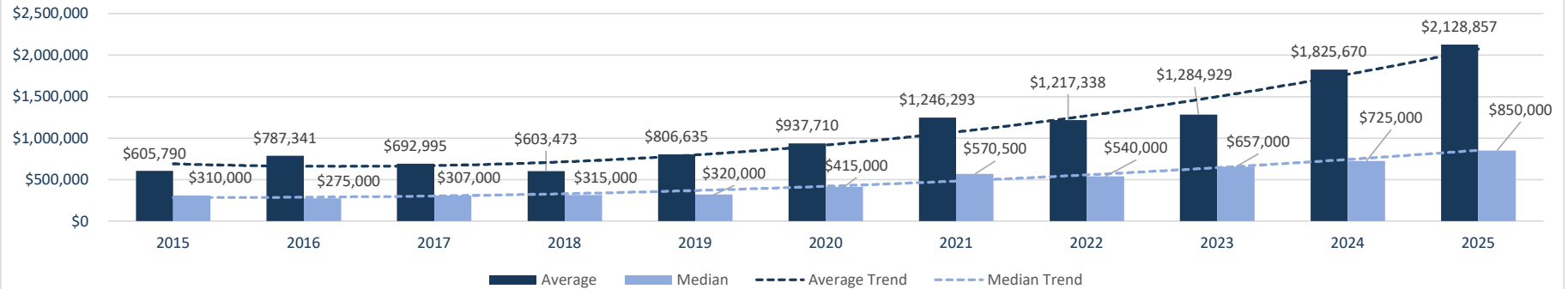
## MARKET TRENDS

### Historical Average and Median Sales Prices

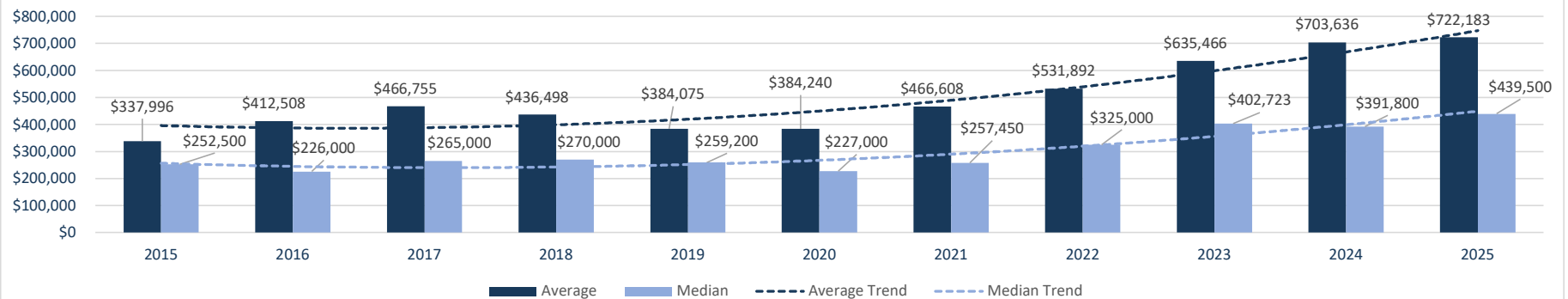
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### Historical Average and Median Sales Prices

#### House Prices



#### Condo Prices



	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>OVERALL RESIDENTIAL PRICES</b>											
Average	\$486,770	\$604,751	\$587,521	\$518,921	\$563,770	\$627,883	\$775,265	\$746,248	\$854,533	\$1,147,389	\$1,329,365
Median	\$279,000	\$241,500	\$288,700	\$285,000	\$285,000	\$290,000	\$325,386	\$360,000	\$450,000	\$470,000	\$515,000
<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	\$1,825,670	\$2,128,857
Median	\$310,000	\$275,000	\$307,000	\$315,000	\$320,000	\$415,000	\$570,500	\$540,000	\$657,000	\$725,000	\$850,000
<b>CONDO PRICES</b>											
Average	\$337,996	\$412,508	\$466,755	\$436,498	\$384,075	\$384,240	\$466,608	\$531,892	\$635,466	\$703,636	\$722,183
Median	\$252,500	\$226,000	\$265,000	\$270,000	\$259,200	\$227,000	\$257,450	\$325,000	\$402,723	\$391,800	\$439,500

## MARKET TRENDS

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### SALES VOLUMES FOR 2025 & 2024 | COMPLETED PROPERTIES VS PRE-CONSTRUCTION



2024	CONDOS			
	Completed Properties		Pre-Construction	
\$0 to \$100k	\$392,423	6	\$0	0
\$100k to \$200k	\$6,330,770	38	\$3,248,442	18
\$200k to \$300k	\$16,884,676	68	\$16,994,676	69
\$300k to \$400k	\$23,707,550	69	\$30,960,684	89
\$400k to \$500k	\$22,434,829	50	\$19,504,167	44
\$500k to \$600k	\$9,926,000	18	\$17,989,969	33
\$600k to \$700k	\$14,379,500	22	\$9,724,444	15
\$700k to \$800k	\$8,962,900	12	\$12,080,429	16
\$800k to \$900k	\$16,984,500	20	\$8,469,217	10
\$900k to \$1m	\$8,700,000	9	\$12,271,080	13
\$1m to \$1.5m	\$14,450,200	12	\$10,473,826	8
\$1.5m to \$2m	\$19,210,000	11	\$8,331,868	5
\$2m to \$5m	\$61,945,000	19	\$37,422,825	13
\$5m to \$10m	\$38,054,000	5	\$19,850,000	3
Over \$10m	\$20,750,000	2	\$0	0
	<b>\$283,112,348</b>	<b>361</b>	<b>\$207,321,627</b>	<b>336</b>
	\$USD Volume	Units	\$USD Volume	Units



2024	HOUSES			
	Completed Properties		Pre-Construction	
\$0 to \$100k	\$206,103	3	\$0	0
\$100k to \$200k	\$5,754,906	35	\$164,104	1
\$200k to \$300k	\$5,973,710	23	\$1,111,914	4
\$300k to \$400k	\$12,820,141	37	\$2,278,000	6
\$400k to \$500k	\$15,338,537	34	\$9,334,873	21
\$500k to \$600k	\$10,309,706	19	\$4,193,095	8
\$600k to \$700k	\$15,764,398	24	\$4,585,995	7
\$700k to \$800k	\$15,798,500	21	\$725,000	1
\$800k to \$900k	\$5,080,000	6	\$875,000	1
\$900k to \$1m	\$13,085,000	14	\$998,000	1
\$1m to \$1.5m	\$46,763,500	39	\$3,622,500	3
\$1.5m to \$2m	\$35,818,677	21	\$3,705,000	2
\$2m to \$5m	\$208,593,170	63	\$79,587,000	24
\$5m to \$10m	\$128,092,607	19	\$59,625,900	9
Over \$10m	\$95,350,000	7	\$46,950,000	3
	<b>\$614,748,954</b>	<b>365</b>	<b>\$217,756,381</b>	<b>91</b>
	\$USD Volume	Units	\$USD Volume	Units

2025	CONDOS			
	Completed Properties		Pre-Construction	
\$0 to \$100k	\$322,015	4	\$0	0
\$100k to \$200k	\$2,689,322	18	\$967,448	6
\$200k to \$300k	\$9,346,752	36	\$5,695,767	22
\$300k to \$400k	\$17,991,284	52	\$8,956,604	25
\$400k to \$500k	\$11,939,950	27	\$12,795,500	28
\$500k to \$600k	\$10,911,500	20	\$7,398,327	14
\$600k to \$700k	\$6,921,000	11	\$7,051,335	11
\$700k to \$800k	\$5,982,000	8	\$3,781,610	5
\$800k to \$900k	\$5,093,000	6	\$4,316,794	5
\$900k to \$1m	\$6,648,000	7	\$7,780,859	8
\$1m to \$1.5m	\$6,939,000	6	\$12,029,012	10
\$1.5m to \$2m	\$16,028,000	9	\$20,306,000	12
\$2m to \$5m	\$11,900,000	4	\$33,066,700	11
\$5m to \$10m	\$24,950,000	4	\$5,400,000	1
Over \$10m	\$0	0	\$0	0
	<b>\$137,661,823</b>	<b>212</b>	<b>\$129,545,955</b>	<b>158</b>
	\$USD Volume	Units	\$USD Volume	Units

2025	HOUSES			
	Completed Properties		Pre-Construction	
\$0 to \$100k	\$98,000	1	\$0	0
\$100k to \$200k	\$2,764,269	20	\$102,631	1
\$200k to \$300k	\$4,977,685	20	\$214,395	1
\$300k to \$400k	\$8,741,000	24	\$1,420,118	4
\$400k to \$500k	\$9,792,900	21	\$2,620,200	6
\$500k to \$600k	\$11,079,500	20	\$524,000	1
\$600k to \$700k	\$4,108,000	6	\$0	0
\$700k to \$800k	\$6,834,000	9	\$718,000	1
\$800k to \$900k	\$8,469,900	10	\$0	0
\$900k to \$1m	\$7,618,875	8	\$3,725,000	4
\$1m to \$1.5m	\$20,550,000	17	\$2,860,000	2
\$1.5m to \$2m	\$24,753,999	15	\$6,657,000	4
\$2m to \$5m	\$144,926,000	43	\$40,508,455	12
\$5m to \$10m	\$73,445,000	12	\$51,750,000	8
Over \$10m	\$99,450,000	7	\$59,500,000	4
	<b>\$427,609,128</b>	<b>233</b>	<b>\$170,599,799</b>	<b>48</b>
	\$USD Volume	Units	\$USD Volume	Units

## MARKET TRENDS

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### HOUSE INVENTORY

Ending 2025 Q2	Houses-Completed		Houses-Pre-Construction	
	Units	\$ Volume	Units	\$ Volume
\$0 to \$100k	1	\$66,200	0	\$0
\$100k to \$200k	30	\$4,957,985	1	\$149,000
\$200k to \$300k	57	\$14,003,554	4	\$1,107,600
\$300k to \$400k	72	\$25,704,891	8	\$2,835,675
\$400k to \$500k	79	\$36,314,298	16	\$7,136,540
\$500k to \$600k	46	\$25,751,061	13	\$7,508,300
\$600k to \$700k	37	\$24,496,329	12	\$7,871,998
\$700k to \$800k	36	\$27,708,900	7	\$5,205,000
\$800k to \$900k	38	\$32,701,500	12	\$10,373,025
\$900k to \$1m	28	\$27,301,600	11	\$10,557,604
\$1m to \$1.5m	51	\$66,363,688	13	\$16,682,500
\$1.5m to \$2m	49	\$85,301,508	18	\$31,795,000
\$2m to \$5m	99	\$313,546,298	58	\$203,802,475
\$5m to \$10m	37	\$241,202,000	15	\$108,088,799
Over \$10m	14	\$205,389,999	4	\$66,200,000
<b>Total</b>	<b>674</b>	<b>\$1,130,809,811</b>	<b>192</b>	<b>\$479,313,517</b>

Under \$1m	424	63%	\$219,006,318	84	44%	\$52,744,743
\$400k to \$1m	264	39%	\$174,273,688	71	37%	\$48,652,467

### 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)
22-4254	Cabo Colorado Estate # (P)	Houses	892	1	\$9,999,999	\$7,950,000	-20%	-\$2,049,999
24-2777	Casa Escondida (C)	Houses	292	1	\$5,500,000	\$4,800,000	-13%	-\$700,000
25-825	Oceano Altas Palmilla (P)	Houses	124	2	\$3,600,000	\$3,000,000	-17%	-\$600,000
24-2677	Casa Kafka (P)	Houses	312	2	\$2,250,000	\$1,695,000	-25%	-\$555,000
24-5971	Hacienda Tara (P)	Houses	100	2	\$4,299,999	\$3,795,000	-12%	-\$504,999
24-1278	Casa Brisa de Cabo (C)	Houses	407	1	\$4,950,000	\$4,450,000	-10%	-\$500,000
24-5587	Villa Cielo del Mar (P)	Houses	184	1	\$2,700,000	\$2,299,000	-15%	-\$401,000
24-2395	Casa Bernardo (P)	Houses	402	8	\$738,000	\$380,000	-49%	-\$358,000
24-4412	Casa Bella Vida (C)	Houses	187	1	\$1,850,000	\$1,500,000	-19%	-\$350,000
23-4319	Casa Galeria (P)	Houses	537	2	\$1,800,000	\$1,500,000	-17%	-\$300,000
24-2698	Santa Carmela (C)	Houses	302	1	\$1,749,500	\$1,450,000	-17%	-\$299,500

\* (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

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed



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### INVENTORY MONTHS

COMPLETED CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	10	3	4
\$100k to \$200k	56	53	11
\$200k to \$300k	104	140	16
\$300k to \$400k	121	132	13
\$400k to \$500k	77	104	17
\$500k to \$600k	38	60	19
\$600k to \$700k	33	54	19
\$700k to \$800k	20	51	31
\$800k to \$900k	26	22	10
\$900k to \$1m	16	19	14
\$1m to \$1.5m	18	35	23
\$1.5m to \$2m	20	13	8
\$2m to \$5m	23	27	14
\$5m to \$10m	9	15	20
Over \$10m	2	2	12

COMPLETED HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	4	1	4
\$100k to \$200k	55	30	6
\$200k to \$300k	43	57	16
\$300k to \$400k	61	72	14
\$400k to \$500k	55	79	17
\$500k to \$600k	39	46	14
\$600k to \$700k	30	37	14
\$700k to \$800k	30	36	14
\$800k to \$900k	16	38	29
\$900k to \$1m	22	28	16
\$1m to \$1.5m	56	51	11
\$1.5m to \$2m	36	49	17
\$2m to \$5m	106	99	11
\$5m to \$10m	31	37	14
Over \$10m	14	14	12

PRE-CONSTRUCTION CONDOS			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	24	45	23
\$200k to \$300k	91	100	13
\$300k to \$400k	114	111	12
\$400k to \$500k	72	102	17
\$500k to \$600k	47	64	17
\$600k to \$700k	26	35	16
\$700k to \$800k	21	37	22
\$800k to \$900k	15	29	23
\$900k to \$1m	21	24	13
\$1m to \$1.5m	18	22	14
\$1.5m to \$2m	17	21	14
\$2m to \$5m	24	49	24
\$5m to \$10m	4	3	10
Over \$10m	0	0	-

PRE-CONSTRUCTION HOUSES			
Price Range	Sold *	Inventory	Inventory Months
\$0 to \$100k	0	0	-
\$100k to \$200k	2	1	6
\$200k to \$300k	5	4	10
\$300k to \$400k	10	8	10
\$400k to \$500k	27	16	7
\$500k to \$600k	9	13	17
\$600k to \$700k	7	12	20
\$700k to \$800k	2	7	42
\$800k to \$900k	1	12	144
\$900k to \$1m	5	11	26
\$1m to \$1.5m	5	13	31
\$1.5m to \$2m	6	18	36
\$2m to \$5m	36	58	19
\$5m to \$10m	17	15	11
Over \$10m	7	4	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

### Completed Houses & Condos - Price Reductions by Price Point

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

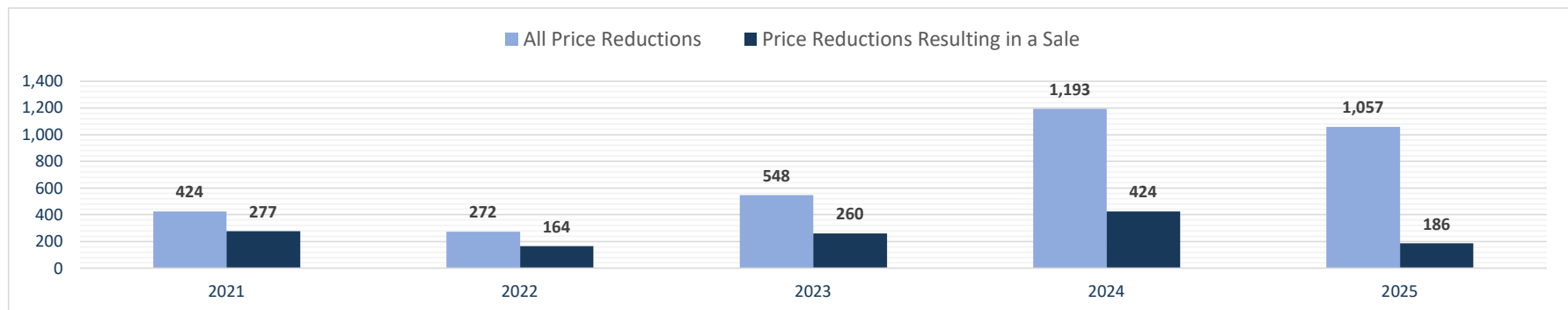


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### PRICE REDUCTIONS - COMPLETED HOUSES & CONDOS

All Price Reductions					
Price Range	2021	2022	2023	2024	2025
\$0 to \$100k	25	9	0	5	5
\$100k to \$200k	63	16	31	93	75
\$200k to \$300k	87	27	60	208	173
\$300k to \$400k	54	36	86	199	178
\$400k to \$500k	28	31	69	150	136
\$500k to \$600k	26	23	56	106	80
\$600k to \$700k	15	23	57	74	82
\$700k to \$800k	21	19	58	56	48
\$800k to \$900k	20	6	20	67	48
\$900k to \$1m	7	12	15	30	40
\$1m to \$1.5m	17	31	26	52	64
\$1.5m to \$2m	13	11	14	31	38
\$2m to \$5m	37	19	45	103	65
\$5m to \$10m	8	6	10	13	23
Over \$10m	3	3	1	6	2
<b>Total</b>	<b>424</b>	<b>272</b>	<b>548</b>	<b>1193</b>	<b>1057</b>

Price Reductions Resulting in a Sale					
Price Range	2021	2022	2023	2024	2025
\$0 to \$100k	13	7	0	5	3
\$100k to \$200k	40	10	16	40	9
\$200k to \$300k	54	22	34	69	37
\$300k to \$400k	37	24	50	75	37
\$400k to \$500k	14	21	36	47	23
\$500k to \$600k	17	13	27	36	17
\$600k to \$700k	8	13	22	26	10
\$700k to \$800k	19	13	16	24	4
\$800k to \$900k	13	3	7	28	7
\$900k to \$1m	7	6	9	10	8
\$1m to \$1.5m	12	20	17	16	6
\$1.5m to \$2m	10	1	4	9	9
\$2m to \$5m	29	7	19	33	13
\$5m to \$10m	3	4	3	5	3
Over \$10m	1	0	0	1	0
<b>Total</b>	<b>277</b>	<b>164</b>	<b>260</b>	<b>424</b>	<b>186</b>



## MARKET TRENDS

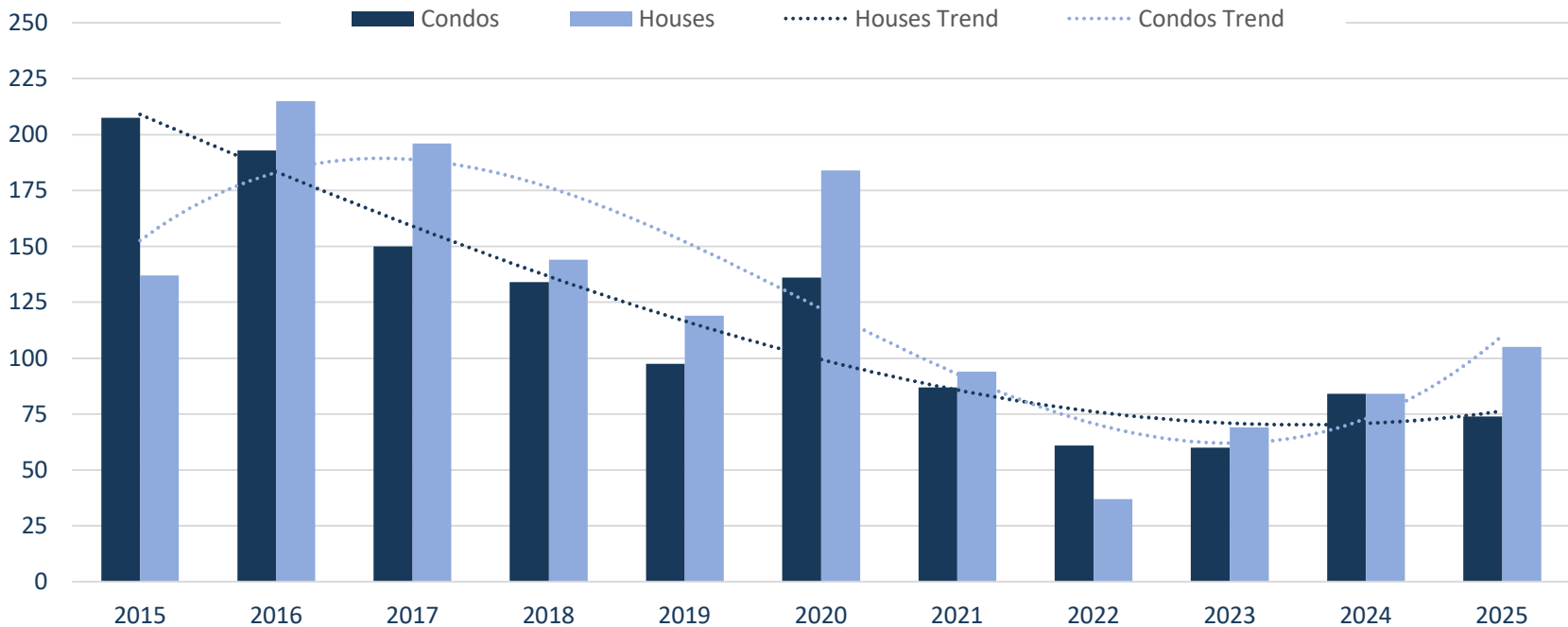
### Houses & Condos - Median Days on Market

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed



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### MEDIAN DAYS ON MARKET



	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
<b>Condos</b>	208	193	150	134	98	136	87	61	60	84	74
<b>Houses</b>	137	215	196	144	119	184	94	37	69	84	105

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

### Current Inventory Volumes & Days on Market

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed



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### CURRENT INVENTORY VOLUMES & DAYS ON MARKET

Price Point	Condos		
	\$USD Volume	Units	Avg DOM
\$0 to \$100k	\$249,578	3	69
\$100k to \$200k	\$17,298,860	98	156
\$200k to \$300k	\$62,545,915	240	178
\$300k to \$400k	\$85,108,579	243	170
\$400k to \$500k	\$94,395,335	206	186
\$500k to \$600k	\$68,328,713	124	235
\$600k to \$700k	\$58,706,669	89	193
\$700k to \$800k	\$66,299,018	88	167
\$800k to \$900k	\$43,791,025	51	236
\$900k to \$1m	\$41,335,750	43	238
\$1m to \$1.5m	\$71,725,930	57	239
\$1.5m to \$2m	\$57,800,159	34	179
\$2m to \$5m	\$251,120,722	76	350
\$5m to \$10m	\$109,845,144	18	242
Over \$10m	\$22,250,000	2	23
	<b>\$1,050,801,398</b>	<b>1,372</b>	<b>191</b>

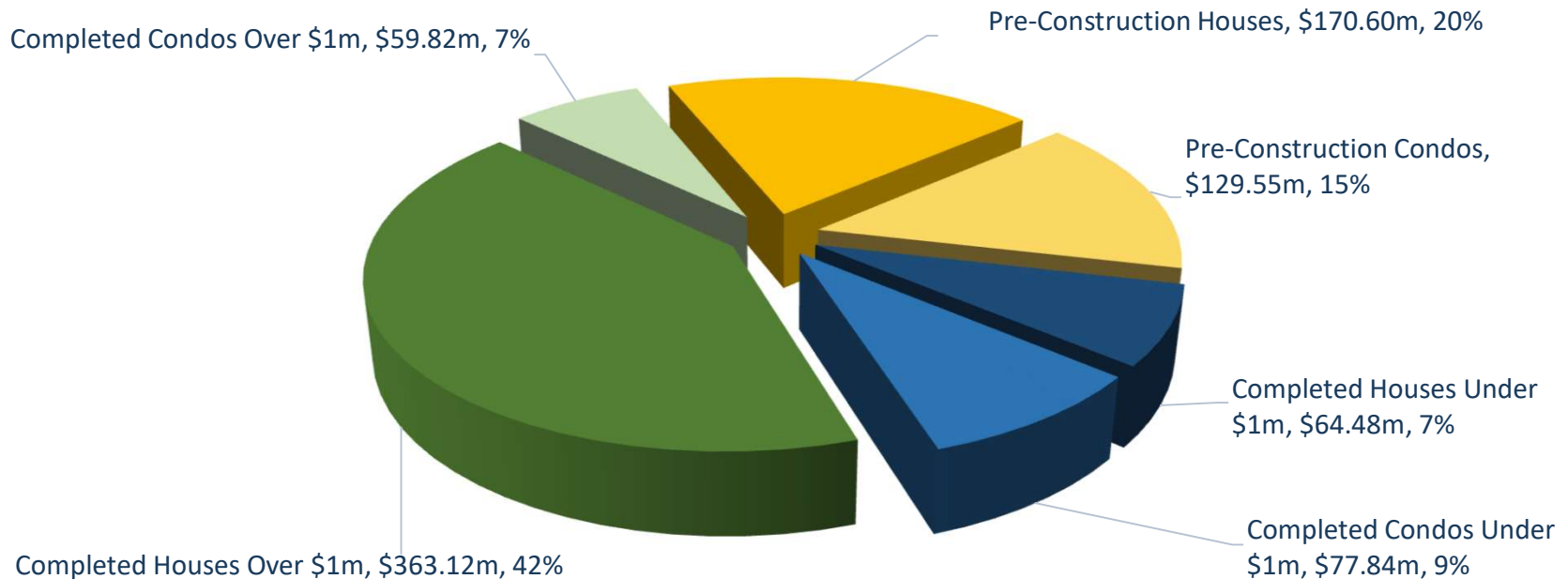
Price Point	Houses		
	\$USD Volume	Units	Avg DOM
\$0 to \$100k	\$66,200	1	150
\$100k to \$200k	\$5,106,985	31	173
\$200k to \$300k	\$15,111,154	61	149
\$300k to \$400k	\$28,540,566	80	156
\$400k to \$500k	\$43,450,838	95	153
\$500k to \$600k	\$33,259,361	59	180
\$600k to \$700k	\$32,368,327	49	165
\$700k to \$800k	\$32,913,900	43	172
\$800k to \$900k	\$43,074,525	50	188
\$900k to \$1m	\$37,859,204	39	166
\$1m to \$1.5m	\$83,046,188	64	191
\$1.5m to \$2m	\$117,096,508	67	171
\$2m to \$5m	\$517,348,773	157	204
\$5m to \$10m	\$349,290,799	52	248
Over \$10m	\$271,589,999	18	229
	<b>\$1,610,123,327</b>	<b>866</b>	<b>180</b>

TOTAL INVENTORY	\$USD Volume	Units	Avg DOM
2025 Q2	<b>\$2.661 B</b>	<b>2,238</b>	<b>185</b>
2025 Q1	<b>\$2.616 B</b>	<b>2,122</b>	<b>183</b>

## MARKET TRENDS

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

### SALES BREAKDOWN FOR 2025



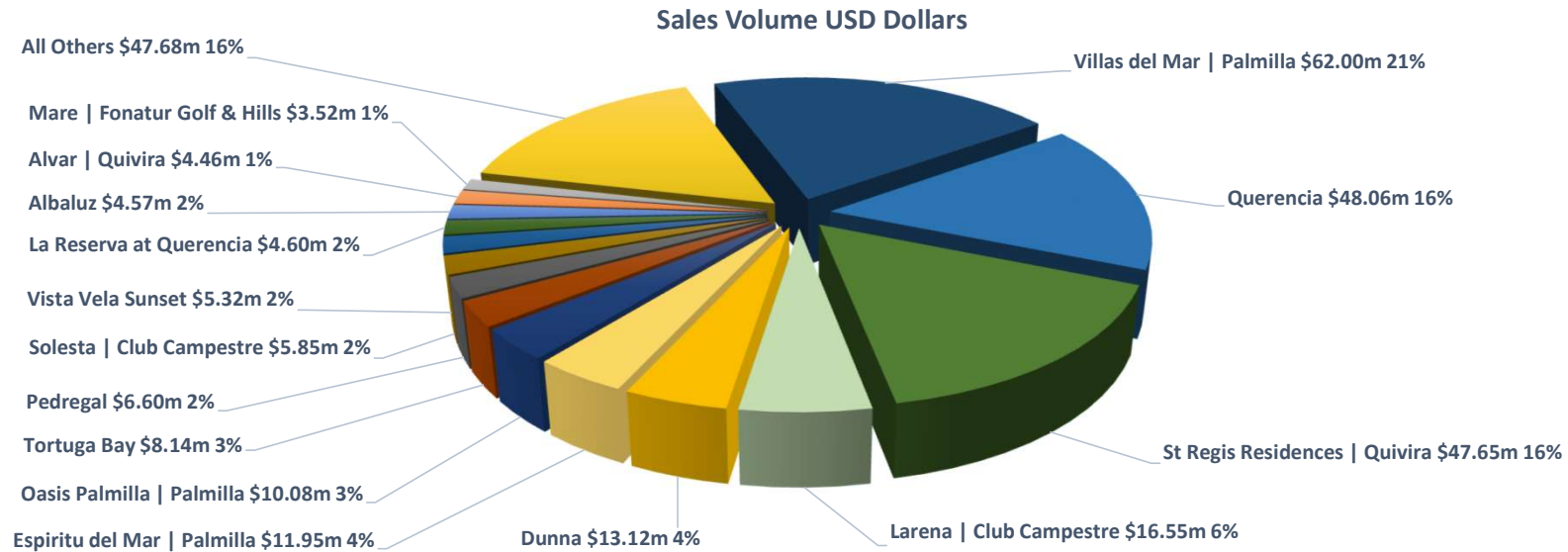
#### Sales Volume USD Dollars

	USD Volume	Units	Average Price
Completed Houses Under \$1m	\$64.48m	139	\$463,915
Completed Condos Under \$1m	\$77.84m	189	\$411,877
Completed Houses Over \$1m	\$363.12m	94	\$3,863,032
Completed Condos Over \$1m	\$59.82m	23	\$2,600,739
Pre-Construction Houses	\$170.60m	48	\$3,554,162
Pre-Construction Condos	\$129.55m	158	\$819,911
	<b>\$865.42m</b>	<b>651</b>	<b>\$1,329,365</b>

## MARKET TRENDS

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

### PRE-CONSTRUCTION SALES FOR 2025



Development	USD Volume	Unit Volume	Avg Price
Villas del Mar   Palmilla	\$62.00m	6	\$10,333,333
Querencia	\$48.06m	10	\$4,806,000
St Regis Residences   Quivira	\$47.65m	5	\$9,529,000
Larena   Club Campestre	\$16.55m	10	\$1,655,000
Dunna	\$13.12m	10	\$1,312,000
Espiritu del Mar   Palmilla	\$11.95m	2	\$5,975,000
Oasis Palmilla   Palmilla	\$10.08m	2	\$5,037,500
Tortuga Bay	\$8.14m	6	\$1,357,000
Pedregal	\$6.60m	2	\$3,300,000
Solesta   Club Campestre	\$5.85m	4	\$1,462,500
Vista Vela Sunset	\$5.32m	10	\$532,300
La Reserva at Querencia	\$4.60m	2	\$2,300,000
Albaluz	\$4.57m	3	\$1,523,333
Alvar   Quivira	\$4.46m	2	\$2,230,850
Mare   Fonatur Golf & Hills	\$3.52m	5	\$704,706
All Others	\$47.68m	127	\$375,398
<b>TOTAL</b>	<b>\$300.15m</b>	<b>206</b>	<b>\$1,457,018</b>

## MARKET TRENDS

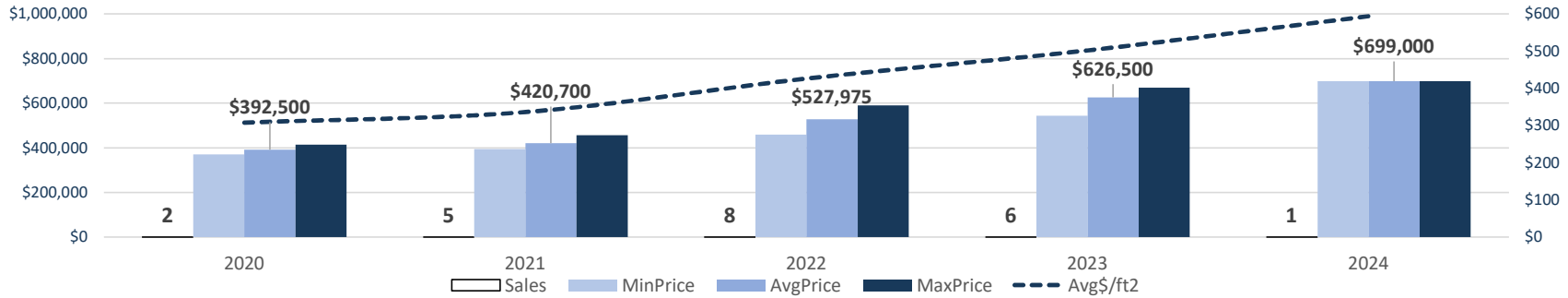
### Price Trends for Specific Products

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

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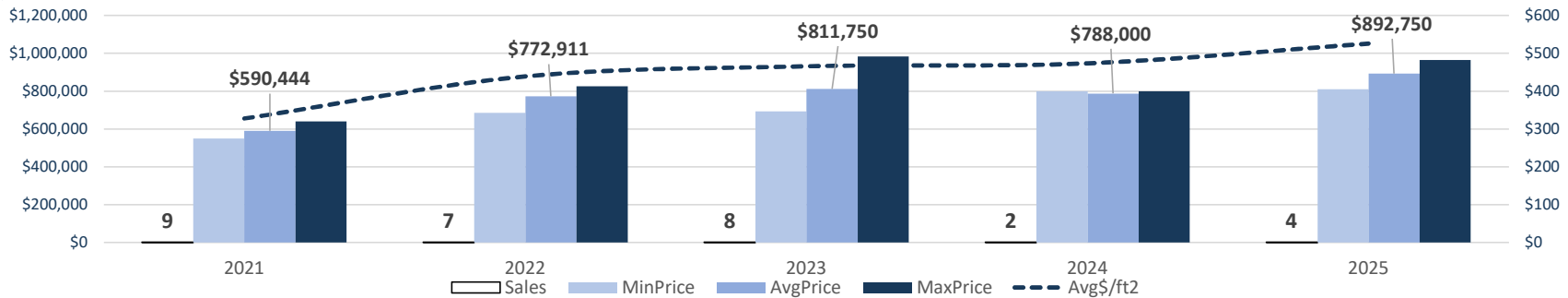
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#### Copala 2BR Ocean View Units on Floors 3-5



Under Contract >	2020	2021	2022	2023	2024	2020-2024
Sales	2	5	8	6	1	
AvgPrice	\$392,500	\$420,700	\$527,975	\$626,500	\$699,000	
MinPrice	\$370,000	\$394,000	\$460,000	\$545,000	\$699,000	
MaxPrice	\$415,000	\$457,500	\$590,000	\$670,000	\$699,000	
Avg\$/ft2	\$308	\$336	\$426	\$502	\$594	
AvgPrice YoY % Growth		7.2%	25.5%	18.7%	11.6%	78.1%

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



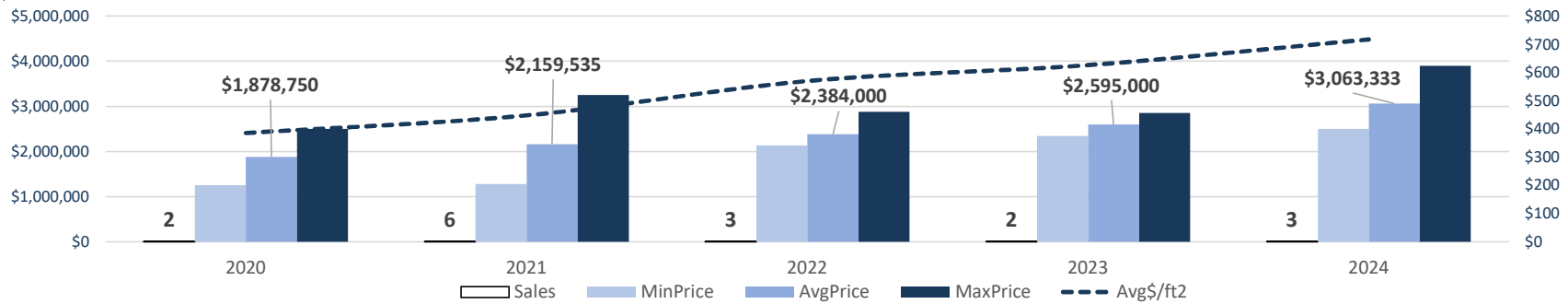
Under Contract >	2021	2022	2023	2024	2025	2021-2025
Sales	9	7	8	2	4	
AvgPrice	\$590,444	\$772,911	\$811,750	\$788,000	\$892,750	
MinPrice	\$549,000	\$685,375	\$694,000	\$800,000	\$810,000	
MaxPrice	\$640,000	\$825,000	\$984,000	\$800,000	\$964,000	
Avg\$/ft2	\$328	\$439	\$466	\$474	\$526	
Avg YoY % Growth		30.9%	5.0%	-2.9%	10.0%	51.2%

## MARKET TRENDS

### Price Trends for Specific Products

April 1, 2025 to June 30, 2025 | 2025 Q2 | 90% of 2024 & 56% of 2025 Sales are Closed

#### Fundadores 4BR Ocean View Homes with Pools



Under Contract >	2020	2021	2022	2023	2024	2020-2024
Sales	2	6	3	2	3	
AvgPrice	\$1,878,750	\$2,159,535	\$2,384,000	\$2,595,000	\$3,063,333	
MinPrice	\$1,257,500	\$1,275,000	\$2,137,000	\$2,340,000	\$2,500,000	
MaxPrice	\$2,500,000	\$3,250,000	\$2,875,000	\$2,850,000	\$3,900,000	
Avg\$/ft2	\$386	\$448	\$570	\$626	\$717	
Avg YoY % Growth		14.9%	10.4%	8.9%	18.0%	63.1%