

## Los Cabos Real Estate Market Analysis

**JUNE 2020**

### Condos- June 2020

Area	Total Active			Number Sold			Me
	Jun-19	Jun-20	%	Jun-19	Jun-20	%	
Cabo San Lucas	190	367	93.2%	11	5	-54.5%	\$667K
Cabo Corridor	136	232	70.6%	5	2	-60.0%	\$447K
San Jose del Cabo	157	158	0.6%	10	2	-80.0%	\$301K
San Jose Corridor	100	99	-1.0%	2	0	-100.0%	\$597K

### Houses- June 2020

Area	Total Active			Number Sold			Me
	Jun-19	Jun-20	%	Jun-19	Jun-20	%	
Cabo San Lucas	154	178	15.6%	12	2	-83.3%	\$286K
Cabo Corridor	87	102	17.2%	1	4	300.0%	\$3300K
San Jose del Cabo	116	111	-4.3%	4	2	-50.0%	\$1157K
San Jose Corridor	121	129	6.6%	4	#NAME?	#NAME?	\$2.4MM

### Land- June 2020

Area	Total Active			Number Sold			Me
	Jun-19	Jun-20	%	Jun-19	Jun-20	%	
Cabo San Lucas	122	116	-4.9%	4	0	-100.0%	\$211K
Cabo Corridor	89	93	4.5%	1	2	100.0%	\$40K
San Jose del Cabo	189	158	-16.4%	9	2	-77.8%	\$179K
San Jose Corridor	82	105	28.0%	1	3	200.0%	\$75K
East Cape	383	384	0.3%	18	1	-94.4%	\$93K
Pacific Side	320	341	6.6%	5	7	0.0%	\$0

## Los Cabos Real Estate Market Analysis

**2020 YEAR TO DATE**

### Condos- YTD 2020

Area	Number Sold			Median Sale Price		
	YTD 2019	YTD 2020	%	YTD 2019	YTD 2020	%
Cabo San Lucas	271	458	69.0%	\$70K	\$26K	-62.1%
Cabo Corridor	222	347	56.3%	\$51K	\$17K	-66.0%
San Jose del Cabo	272	231	-15.1%	\$5K	\$4K	-22.6%
San Jose Corridor	140	131		\$16,875	\$22K	31.9%

### Houses - YTD 2020

Area	Number Sold			Median Sale Price		
	YTD 2019	YTD 2020	%	YTD 2019	YTD 2020	%
Cabo San Lucas	134	142	6.0%	\$10K	\$8K	-18.6%
Cabo Corridor	244	258	5.7%	\$5K	\$6K	21.3%
San Jose del Cabo	171	186	8.8%	\$24K	\$31K	31.4%
San Jose Corridor	167	167	0.0%	\$.MM	\$.MM	-62.6%

### Land - YTD 2020

Area	Number Sold			Median Sale Price		
	YTD 2019	YTD 2020	%	YTD 2019	YTD 2020	%
Cabo San Lucas	161	167	3.7%	\$2K	\$3K	38.4%
Cabo Corridor	124	125	0.8%	\$9K	\$3K	-69.0%
San Jose del Cabo	237	233	-1.7%	\$3K	\$4K	19.4%
San Jose Corridor	103	128	24.3%	\$.MM	\$4K	-22.0%

East Cape	566	485	-14.3%	\$K	\$K	74.9%
Pacific Side	516	477	-7.6%	\$1K	\$K	-19.3%

dian Sale Price	
Jun-20	%
\$214K	-68.0%
\$283K	-36.8%
\$967K	221.9%
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dian Sale Price	
Jun-20	%
\$200K	-30.1%
\$1494K	-54.7%
\$.5MM	-54.3%
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dian Sale Price	
Jun-20	%
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\$198K	393.8%
\$416K	132.3%
\$212K	182.2%
\$.MM	-78.6%
\$100K	0.0%