



# LOS CABOS MARKET REPORT

**1ST QUARTER 2022**

## 2022 Q1 Market Report

April 20, 2022

### Report Commentary

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Our market here in Los Cabos does not disappoint, not surprising that both House and Condo sale volume have shattered previous records. The 1st quarter of 2022 beat the 4th quarter of 2021, even though the available completed inventory was a fraction of previous quarters. We are hoping for pre-construction projects and new listings to help fill the need for inventory in the immediate future.

### Sales Volumes

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In a real estate market that previously saw the average time on market of over a year, The recent increase has driven quality properties that are priced right to an average days on market of 1 to 21 days.

The Sold to list price continues its climb, as buyers are missing out on homes, that they submitted too low of an offer on.

The top segment of the market is 2-5 Million with the sharpest increase in sales volume for that segment.

### What to watch for

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As we continue to see completed property inventory volume at an all-time low there is still opportunity for increased value. Quality properties and properties with great location and views will continue to be in high demand.

I don't see a correction this year or next, I believe Los Cabos investments will increase in value with the market under 500,000 USD and the 2 to 5 Million dollar market continuing to be the strongest performing segments.

# Los Cabos Residential Real Estate Market Report

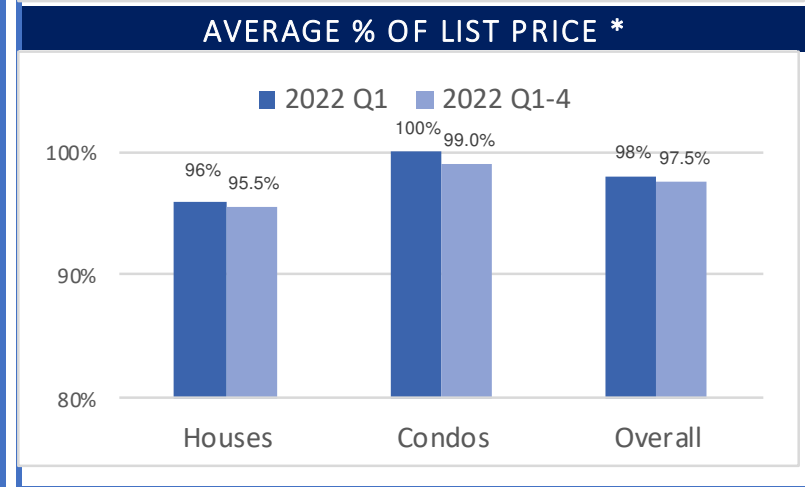
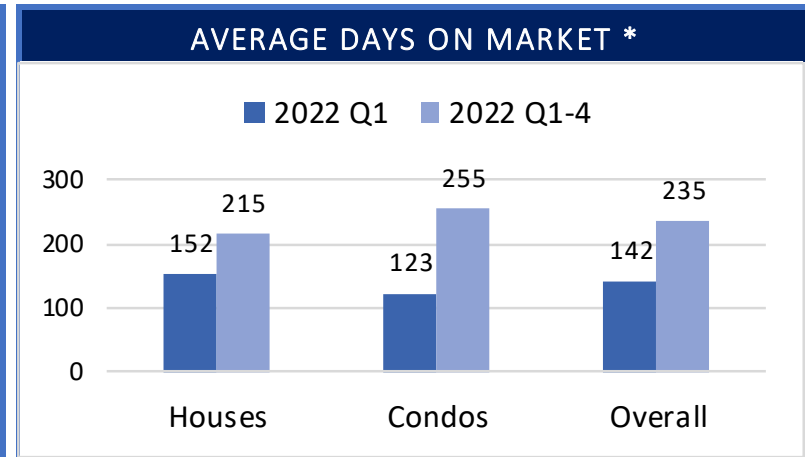
January 1, 2022 to March 31, 2022 | 2022 Q1 | 20% of 2022 SALES ARE CLOSED



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SELLING PRICE			
<b>ALL RESIDENTIAL</b>			
	↑	\$849,856	Average
		22.0% change over Q4 2021	
	↑	\$409,500	Median
		30.0% change over Q4 2021	
<b>HOUSES</b>			
	↑	\$1,345,868	Average
		17.2% change over Q4 2021	
	↑	\$613,963	Median
		20.4% change over Q4 2021	
<b>CONDOS</b>			
	↑	\$599,913	Average
		46.1% change over Q4 2021	
	↑	\$355,000	Median
		35.2% change over Q4 2021	

SALES	
<b>ALL RESIDENTIAL</b>	
	↑ 770
	39% change over Q4 2021
73% Under Contract and not yet Closed	
<b>HOUSES</b>	
	↑ 258
	20% change over Q4 2021
<b>CONDOS</b>	
	↑ 512
	51% change over Q4 2021



### TOP END SALES & LISTINGS

HOUSES	CONDOS
\$16,500,000->SOLD	\$6,900,000->SOLD
\$37,900,000->LISTED	\$4,550,000->LISTED

### INVENTORY

			ALL
NEW LISTINGS	287	446	733
SALES	-258	-512	-770
NET INVENTORY	258	441	699

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

\*20% of 2022 SALES ARE CLOSED

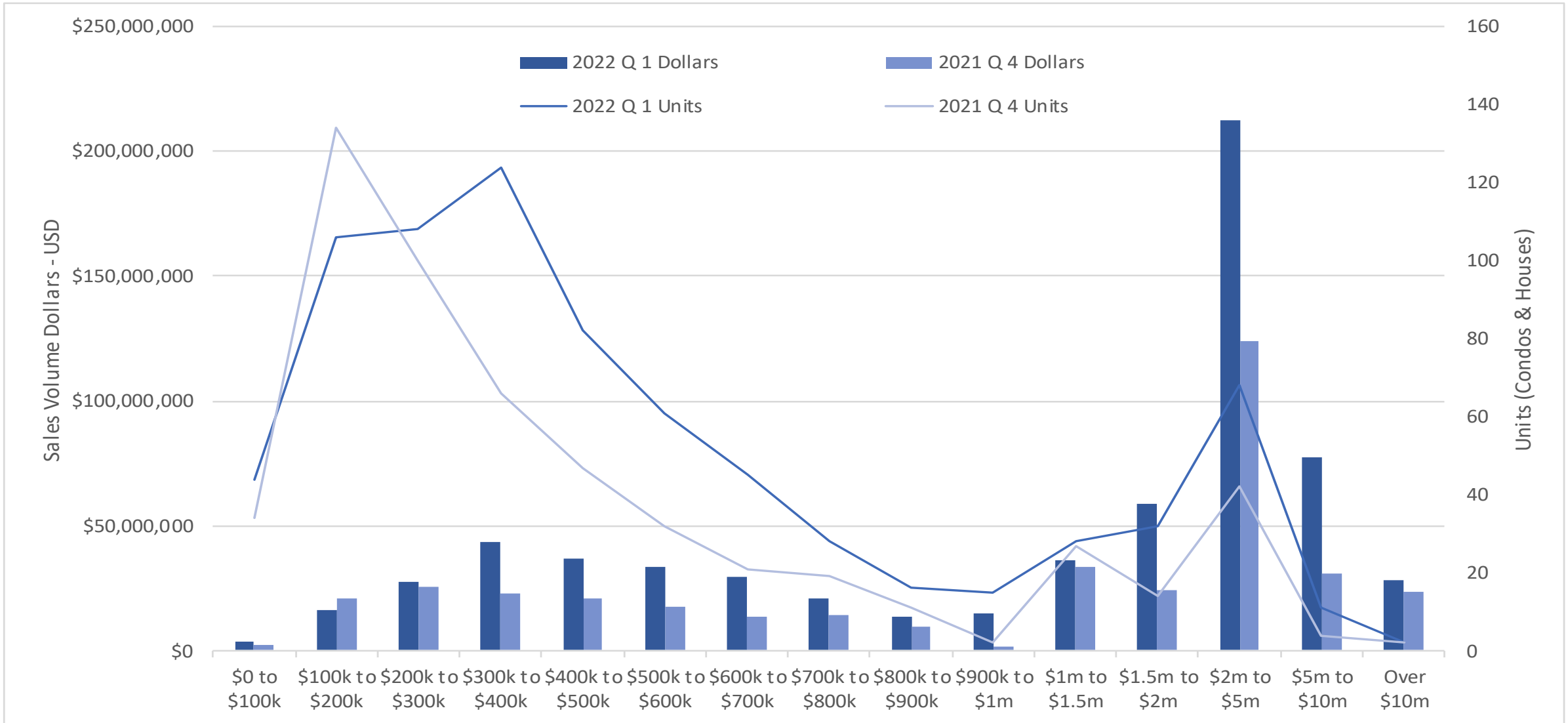
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## SALES VOLUMES BY PRICE POINT



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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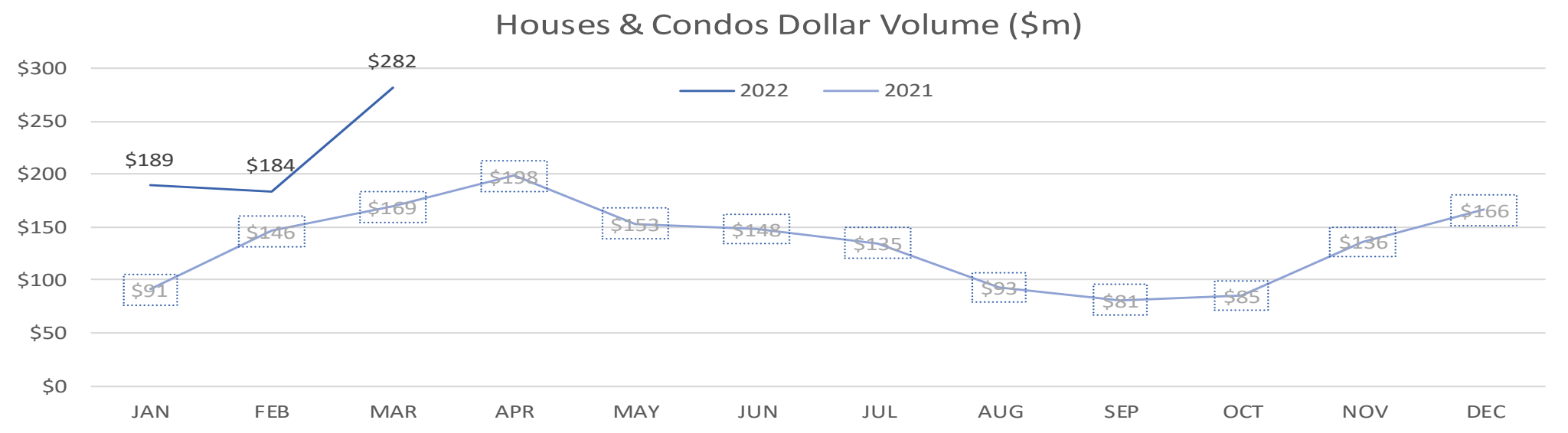
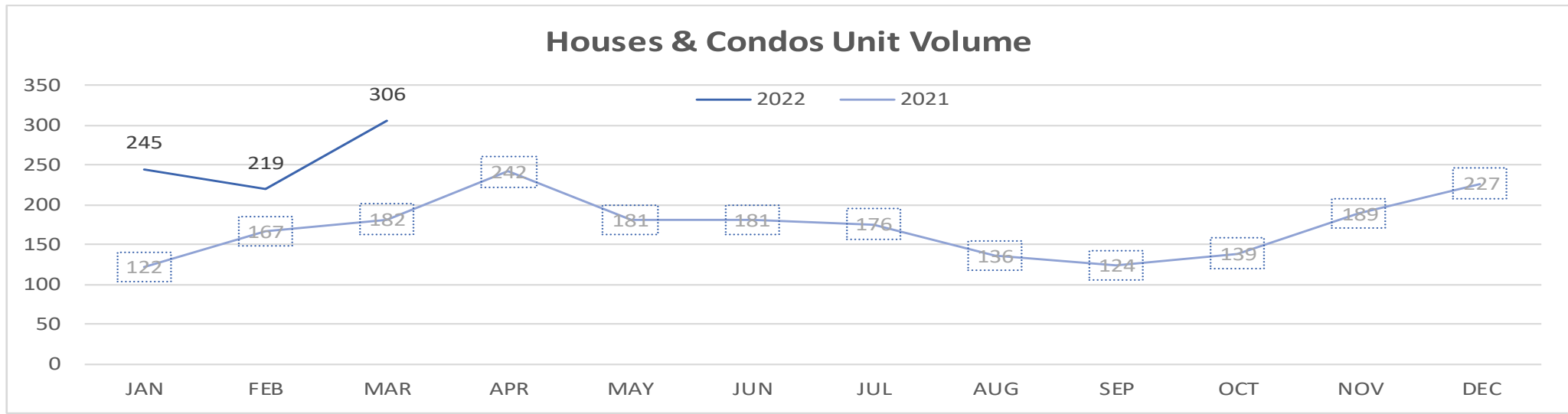
## SALES VOLUMES BY PRICE POINT

Price Point	2022 Q1		2021 Q4		2022 All Sales		% change vs 2021	
	\$USD Volume	Units	\$USD Volume	Units	\$USD Volume	Units	\$USD	Units
\$0 to \$100k	\$3,711,900	44	\$2,417,804	34	\$3,945,900	48	48%	44%
\$100k to \$200k	\$16,555,055	106	\$21,146,978	134	\$20,266,956	133	26%	25%
\$200k to \$300k	\$27,574,294	108	\$25,252,619	100	\$32,187,169	126	40%	39%
\$300k to \$400k	\$43,293,190	124	\$23,104,637	66	\$50,298,176	143	59%	59%
\$400k to \$500k	\$36,767,395	82	\$21,033,303	47	\$41,251,972	92	59%	59%
\$500k to \$600k	\$33,397,113	61	\$17,547,955	32	\$38,976,873	71	61%	61%
\$600k to \$700k	\$29,654,487	45	\$13,829,329	21	\$31,604,487	48	77%	75%
\$700k to \$800k	\$21,046,368	28	\$14,206,765	19	\$26,364,922	35	47%	47%
\$800k to \$900k	\$13,632,796	16	\$9,296,000	11	\$15,319,922	18	38%	38%
\$900k to \$1m	\$14,618,299	15	\$1,860,000	2	\$17,452,439	18	64%	62%
\$1m to \$1.5m	\$36,338,362	28	\$33,872,687	27	\$43,754,614	34	39%	37%
\$1.5m to \$2m	\$58,748,999	32	\$24,562,000	14	\$60,443,999	33	56%	52%
\$2m to \$5m	\$212,801,018	68	\$123,770,250	42	\$259,733,518	82	46%	43%
\$5m to \$10m	\$77,750,000	11	\$31,150,000	4	\$83,240,000	12	53%	55%
Over \$10m	\$28,500,000	2	\$23,500,000	2	\$28,500,000	2	26%	25%
	<b>\$654,389,276</b>	<b>770</b>	<b>\$386,550,327</b>	<b>555</b>	<b>\$753,340,947</b>	<b>895</b>	<b>47</b>	<b>43%</b>
	169%	139%						

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 MONTH



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## SALES & INVENTORY | ALL PRICE POINTS



	Listed	Sold	%
Over \$10m	11	2	18%
<u>\$5m to \$10m</u>	<u>29</u>	<u>11</u>	<u>38%</u>
\$2m to \$5m	123	68	55%
<u>\$1.5m to \$2m</u>	<u>70</u>	<u>32</u>	<u>46%</u>
<u>\$1m to \$1.5m</u>	<u>58</u>	<u>28</u>	<u>48%</u>
<u>\$500k to \$1m</u>	<u>291</u>	<u>165</u>	<u>57%</u>
Up to \$500k	887	464	52%
<u>Overall</u>	<u>1469</u>	<u>770</u>	<u>52%</u>

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

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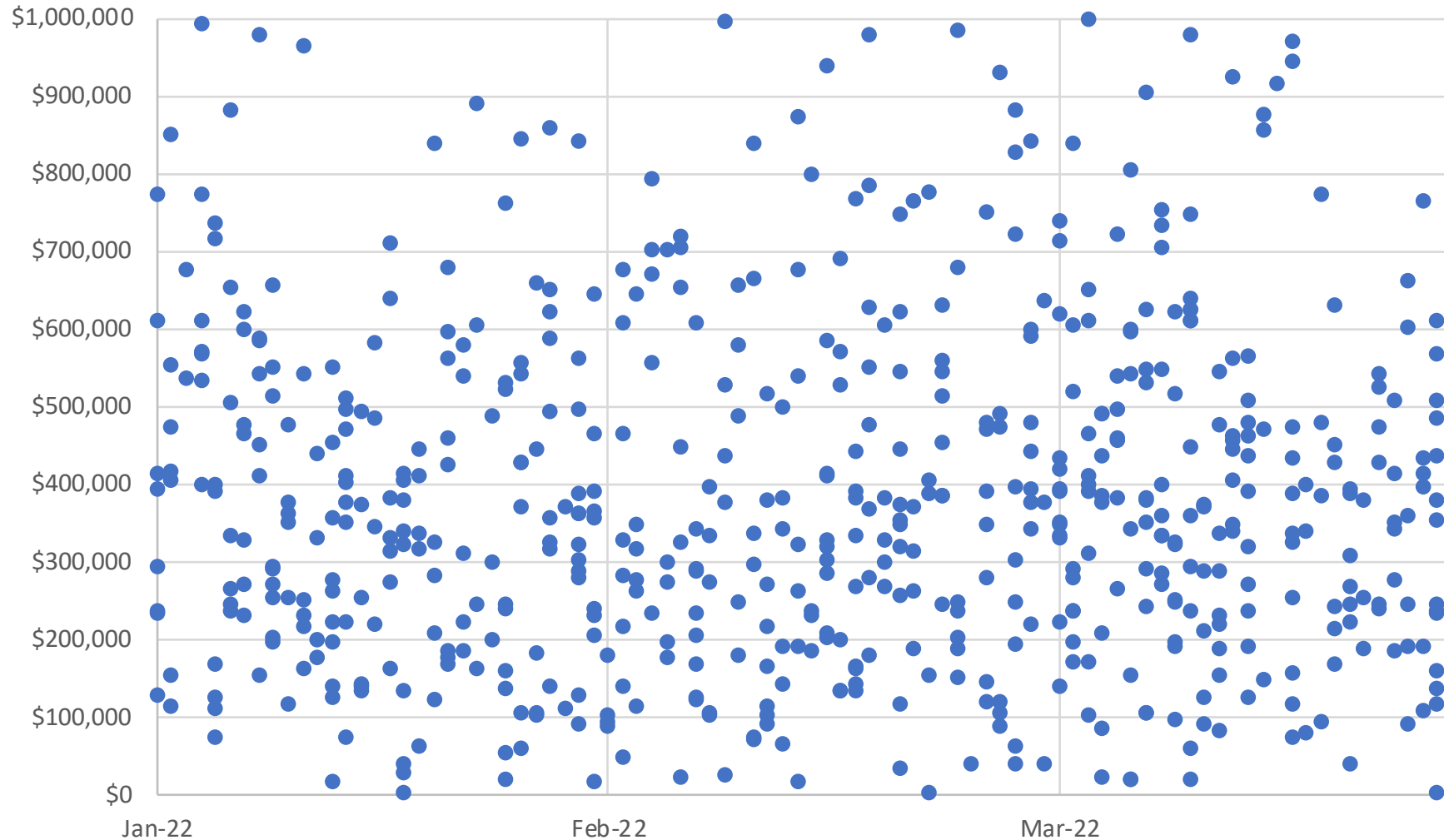
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## SALES & INVENTORY | ALL PRICE POINTS

Sale Prices\*



	Listed	Sold	%
\$900k to \$1m	29	15	52%
\$800k to \$900k	31	16	52%
\$700k to \$800k	51	28	55%
\$600k to \$700k	80	45	56%
\$500k to \$600k	100	61	61%
\$400k to \$500k	143	82	57%
\$300k to \$400k	213	124	58%
\$200k to \$300k	204	108	53%
\$100k to \$200k	259	106	41%
\$0 to \$100k	68	44	65%
<b>UNDER \$1M</b>	<b>1178</b>	<b>629</b>	<b>53%</b>

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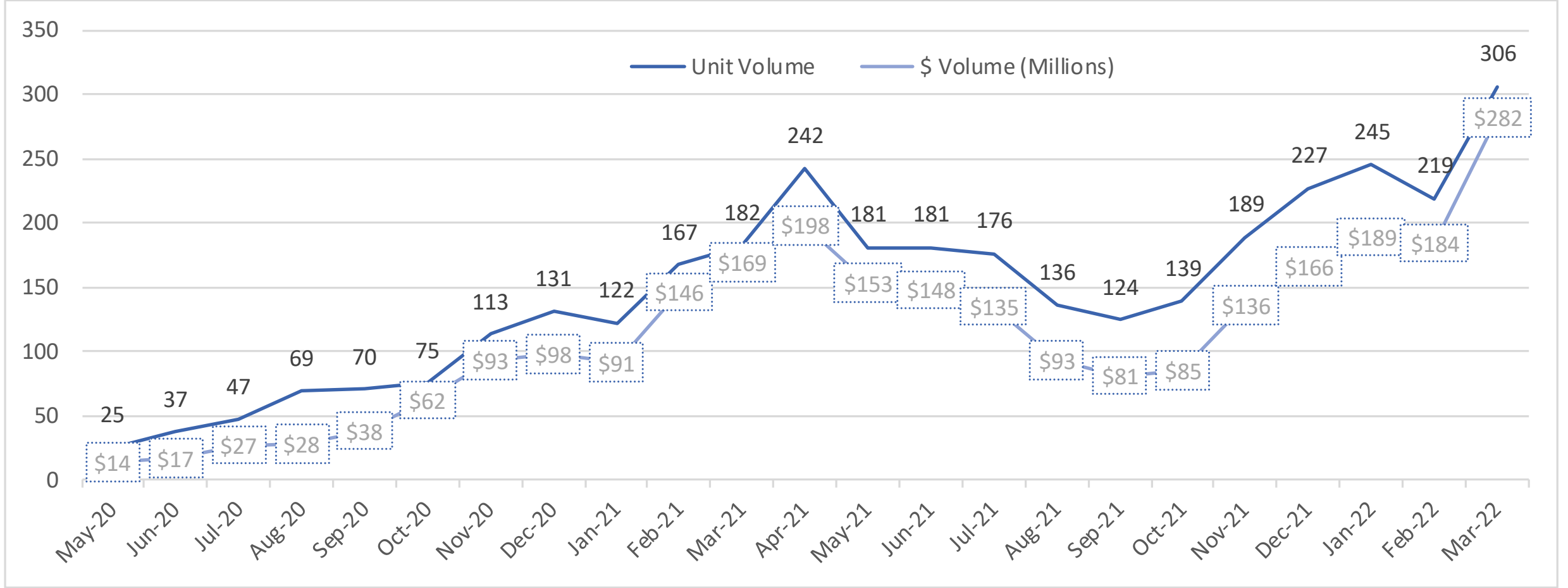


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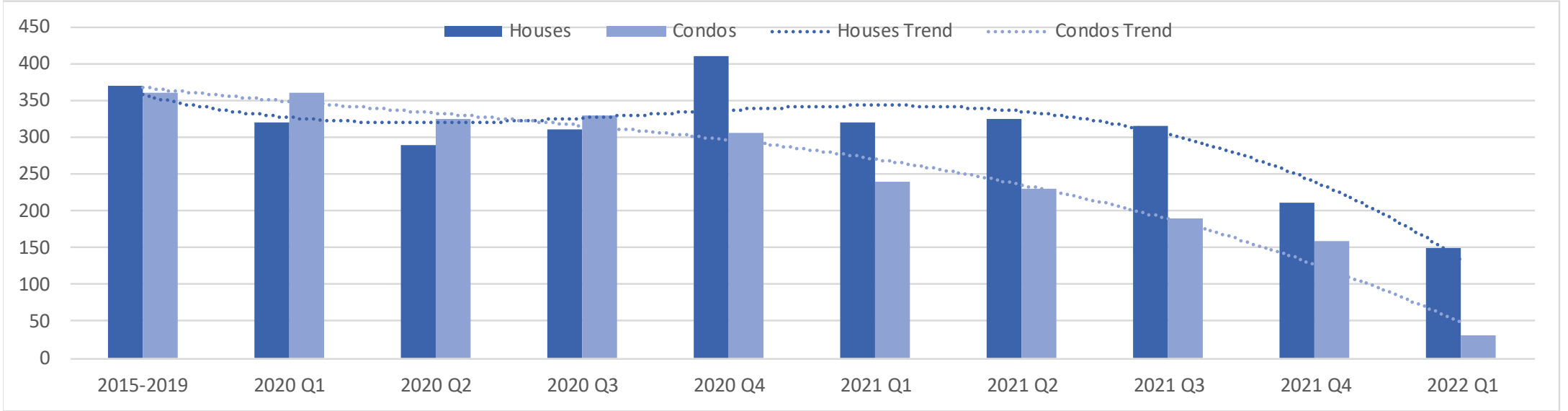
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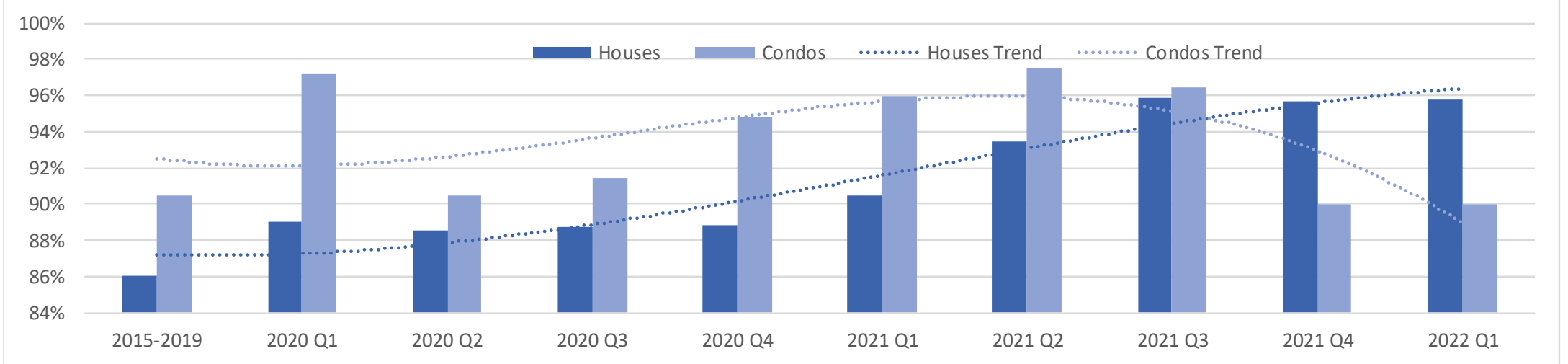


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## Average Days on Market \*



## Average Sold % of List Price \*



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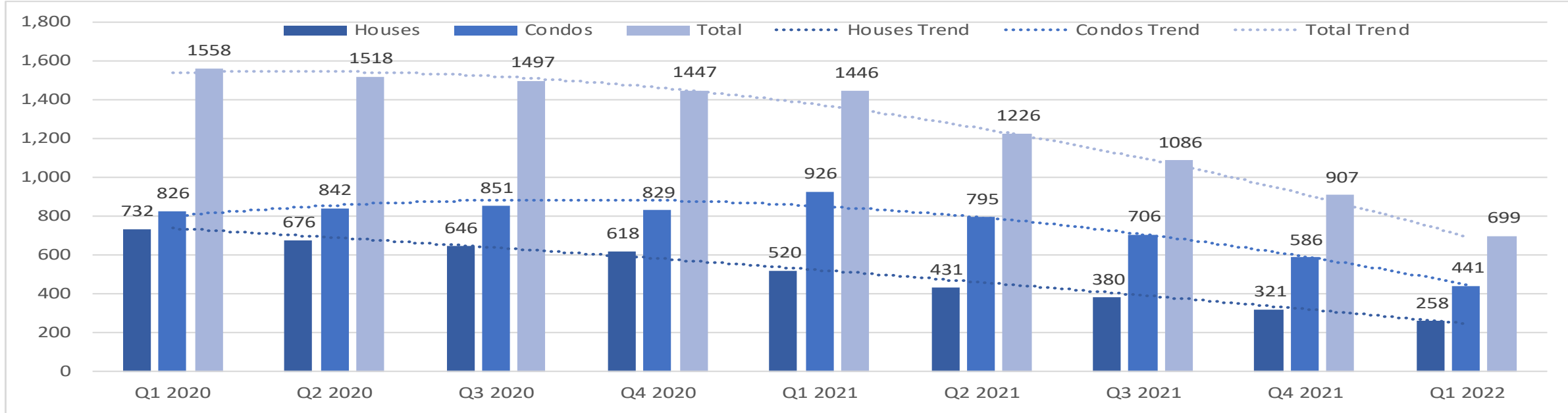
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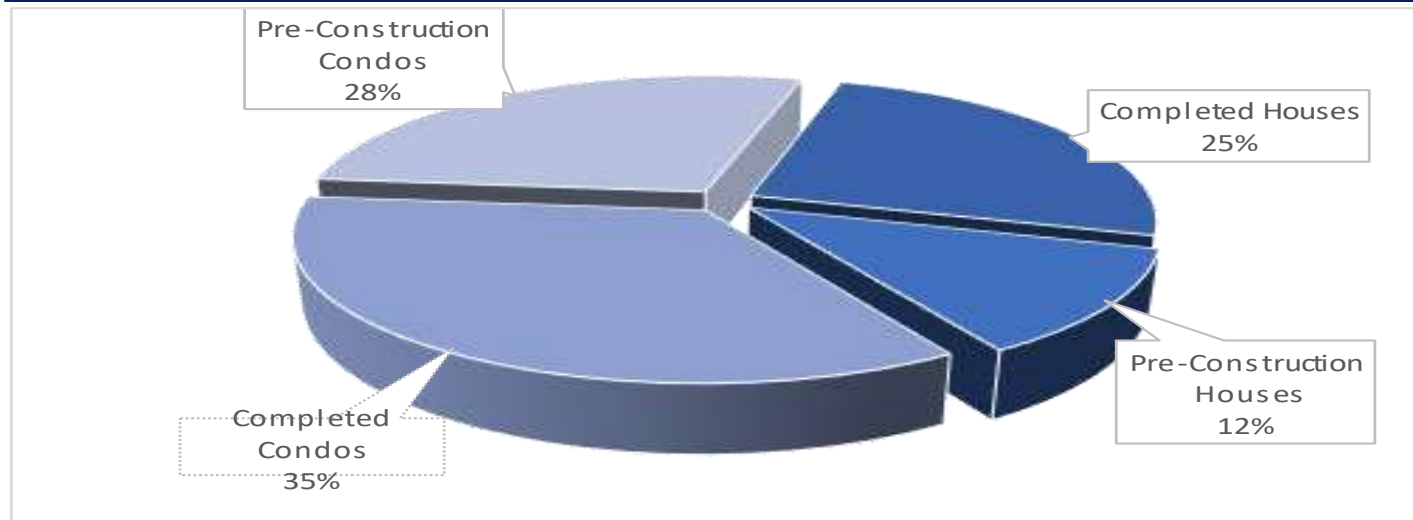


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## Average Days on Market \*



## Current Inventory Makeup



	Houses	Condos	Total
Completed	175	246	421
Pre-Construction	83	195	278
<b>Total</b>	<b>258</b>	<b>441</b>	<b>699</b>