



Residential Market Activity Report Q1 2023

Los Cabos & Baja California Sur

April 2023



Contents

Market Activity Q1 2023

1.1 Baja California Sur Market Activity Q1 2023	03
1.2 Los Cabos Market Activity Q1 2023	05

Baja California Sur

Market Activity Q1 2023 vs Q1 2022

Baja California Sur

Closed Listings | Summary

Annual Statistics Q1 2023 vs Q1 2022

Sold Volume	Q1 2023	Q1 2022	Variance %
<i>Amounts in Thousands USD</i>			
Total	\$491,825	\$386,930	27.1%
Houses	\$189,229	\$211,701	(10.6%)
Condos	\$266,956	\$117,563	127.1%
Land	\$35,640	\$57,666	(38.2%)
Average Sold Price	Q1 2023	Q1 2022	Variance %
<i>Amounts in Thousands USD</i>			
Total	\$770	\$509	51.2%
Houses	\$1,262	\$989	27.5%
Condos	\$776	\$353	119.8%
Land	\$246	\$271	(9.2%)
Units Sold Per Property Type	Q1 2023	Q1 2022	Variance %
Total	639	760	(15.9%)
Houses	150	214	(29.9%)
Condos	344	333	3.3%
Land	145	213	(31.9%)
Average Days on Market	Q1 2023	Q1 2022	Variance %
Total	297	292	1.6%
Houses	218	244	(10.6%)
Condos	338	281	20.4%
Land	281	359	(21.8%)

Highlights

- During the first quarter of 2023 demand remained high within the market. The transaction volume in Baja California Sur (“BCS”) was **US\$490 million**, which is **27.1%** higher than the first quarter of 2022.
- The main driver for this increase was a substantial **120%** boost in the average price of Condos sold during 1Q 2023, which resulted in a **127%** increase in the sold volume of this property type compared to 1Q 2022.
- The average price of Condos sold in BCS during the 1Q 2022 was driven up by closed deals on Branded Residences (*new and resales*) with an average price of **US\$4.5 million**, which accounted for 10% of the total units sold. The other 90% of Condos sold were unbranded residences, with an average price of **US\$455,000**.
- The decrease in absorption of Houses could be explained by a **64.2%** increase in Houses priced above **US\$400,000**. However, we could observe an increase in the average sold price of **27.5%** and **25.2%** 1Q 2022 and 2022, respectively.

* Branded Residences are a premium segment of the Residential Market generally operating under a hotel Brand.

4 | © 2023 Jones Lang LaSalle IP, Inc. All rights reserved.

Source: BCS MLS, does not include developer private sales



Los Cabos

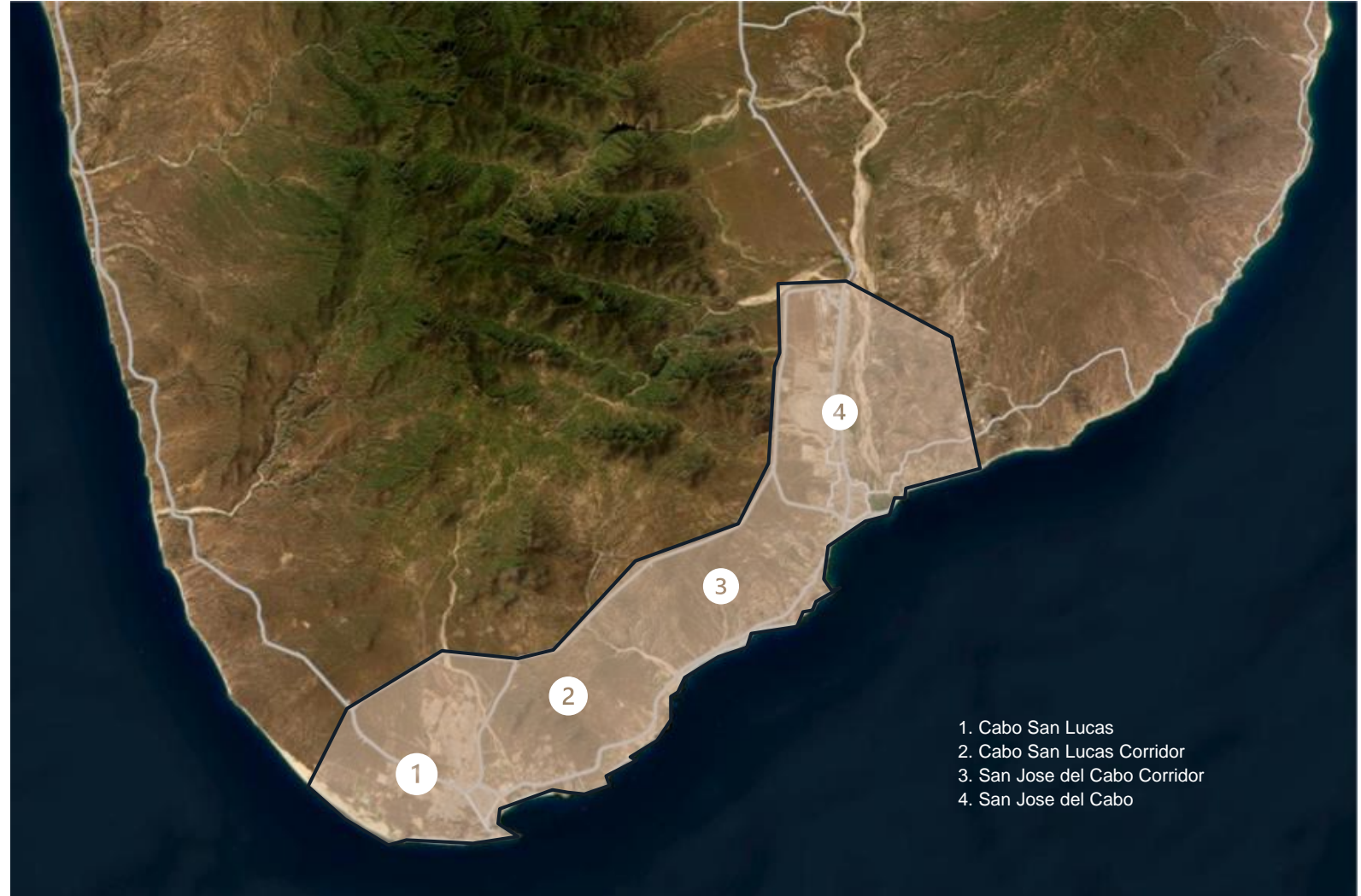
Market Activity Q1 2023

Los Cabos

Market Activity

Los Cabos urban area including Cabo San Lucas, San Jose del Cabo and the Tourist Corridor between them account for **55%** of the total market activity of Baja California Sur.

- Los Cabos international airport received **1.382 million** international passengers during 1Q 2023, **22.8%** more passengers when compared to 1Q 2022.
- During the 4Q of 2022 Baja California Sur registered the highest participation in economic activity* at **69.2%** followed by Yucatan and Nayarit with 66.3% and 65.7% respectively.



* Ratio between the economically active population and the population aged 15 and over

Los Cabos

Closed Listings | Summary

Annual Statistics Los Cabos Q1 2023 vs Q1 2022

Sold Volume	Q1 2023	Q1 2022	Variance %
<i>Amounts in Thousands USD</i>			
Total	\$268,965	\$261,855	2.7%
Houses	\$93,210	\$134,059	(30.5%)
Condos	\$159,529	\$86,491	84.4%
Land	\$16,226	\$41,305	(60.7%)
Average Sold Price	Q1 2023	Q1 2022	Variance %
<i>Amounts in Thousands USD</i>			
Total	\$647	\$563	14.8%
Houses	\$1,226	\$1,127	8.9%
Condos	\$558	\$329	69.6%
Land	\$300	\$498	(39.6%)
Units Sold Per Property Type	Q1 2023	Q1 2022	Variance %
Total	416	465	(10.5%)
Houses	76	119	(36.1%)
Condos	286	263	8.7%
Land	54	83	(34.9%)
Average Days on Market	Q1 2023	Q1 2022	Variance %
Total	294	272	8.4%
Houses	178	251	(29.1%)
Condos	338	264	28.1%
Land	225	324	(30.4%)

* Branded Residences are a premium segment of the Residential Market generally operating under a hotel Brand.

7 | © 2023 Jones Lang LaSalle IP, Inc. All rights reserved.

Source: BCS MLS, does not include developer private sales

Highlights

- During the first quarter of 2023, Los Cabos market continues to be the most active and highly demanded market in BCS, with a transaction volume of **US\$269 million**, representing a **2.7%** increase from 1Q 2022.
- The average price of units sold in Los Cabos increased by **14.8%**, primarily driven by a **69.6%** and **8.9%** increase in the average price of Condos and Houses, respectively.
- A **60.7%** decrease in total Land transaction volume was observed during 1Q 2023, with fewer units sold and a reduction in the average price. This could be explained by buyers' preferences for purchasing finished or under-construction units.
- Of the units sold during 1Q 2023, **54.1%** were pre-construction sales.
- Houses and Land in Los Cabos sold faster in Q1 2023 than in Q1 2022, with a **29.1%** and a **30.4%** decrease respectively in days on the market.
- Closed deals of Branded Residences* in Los Cabos contributed to an increase in the average price of approximately **70%** for the Condos in 1Q 2023.



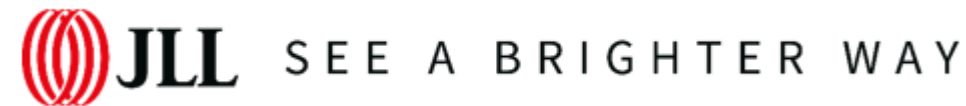
Los Cabos

Closed Listings 1Q 2023

Highlights

- Houses sold in Los Cabos during the first quarter accounted for **49.3%** of the total transaction volume for this property type in BCS. The average price for Houses sold was **US\$1.2 million**, and the average price per square foot/meter of air-conditioned space increased by **37.4%** compared to 1Q 2022.
- Condos sold in Los Cabos during the first quarter accounted for **59.8%** of the total transaction volume for this property type in BCS. The average price for Condos sold in Los Cabos was approximately **US\$560,000**, and the average price per square foot/meter of air-conditioned space increased by **38.4%** compared to 1Q 2022.
- Land sold in Los Cabos during the first quarter accounted for **45.5%** of the total transaction volume for this property type in BCS. The average price for Land sold in Los Cabos was approximately **US\$300,000**, and the average price per square foot/meter increased by **2.5%** compared to 1Q 2022.





Residential Market Activity Report Los Cabos and Baja California Sur Q1 2023

For more details please contact:

JLL Los Cabos | jll.loscabos@jll.com

<https://jll-loscabos.mx/>

If you would like to learn more about the current state of the Los Cabos and Baja California Sur Residential Market or have any questions about the data presented in this report, please don't hesitate to contact us. We are happy to provide additional insights and assist you in any way we can.

Furthermore, if you are considering investing in Los Cabos or Baja California Sur, we would be delighted to discuss the various opportunities available to you. Please reach out to **Regina Gutiérrez** (regina.gutierrez@jll.com) to get started.

Thank You

JLL Los Cabos

jll.loscabos@jll.com

<https://jll-loscabos.mx/>

Fernanda Sánchez

M. +52 (624) 191 1490
Fernanda.Sanchez@jll.com

Gerardo Vela

M. +52 (624) 147 7546
Gerardo.Vela@jll.com

Regina Gutiérrez

M. +52 (624) 184 1521
Regina.Gutierrez@jll.com