



FROM THE BOARD OF DIRECTORS BY MICHAEL SCHAIBLE

October signals the kick-off of high season and all of BCS is gearing up to be ready.

This month is calendar-full of multiple off-shore fishing tournaments worth millions, the cruise liners are returning to our ports in Cabo San Lucas and La Paz, the hotels and airlines are ramping up reservations. All indications are pointing towards another promising year in real estate sales.

The Board of Directors would like to take this opportunity to wish all our members much success in the weeks and months ahead. We remind and encourage our members to keep your MLS subscription active and your passwords private; review and apply the MLS Operating Policies

and Procedures, post your new listings on-line within 48-hours of signing; move those Active listings to Pending at the moment an Offer is accepted; and, everyone must have a real estate license issued by the State.

Together we should sell a lot of real estate.

Let the fun begin, stay safe and happy selling!

RELEVANT NEWS



THE 2021 REAL ESTATE MARKET: PREDICTIONS FOR THE FINAL QUARTER

Over half of buyers (64%) think it is now a bad time to buy. By contrast, an even higher percentage of sellers (77%) think it is a great time to sell. But are the nation's sellers and buyers right — is it really a bad time to buy and a great time to sell? And if they are right, what is likely to happen to the real estate market in the final quarter of 2021?

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WHAT TO EXPECT IN THE 2022 HOUSING MARKET

Prices in 2021 have been skyrocketing, competition has been hotter than ever, and the low supply of homes ensured that many homebuyers were (and still are) paying top dollar, all while mortgage rates sat near rock bottom. While the housing market is still hot, there are signs that it's beginning to cool off, with housing inventory (the number of homes on the market) starting to "meaningfully recover," per an Aug. 23 monthly report from Zillow. Translation: More homes on the market means more options for buyers and, likely, less competition per home.

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HOT TOPICS

What's Propelling the Value of Real Estate in Mexico?

Property prices have been rising steadily in Mexico over the last decade—driven by a range of forces including the country's stable macro-economics, foreign residents moving here and buying property for retirement, and the emergence of residential mortgages offered by Mexican banks making home ownership a possibility for the growing Mexican middle-class.

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Second homes purchases energize the Mexican real estate sector

Homes on the beach and northern border areas are preferred for acquiring vacation property.

Beach, colonial, or nature-contact vacation destinations have become popular for people seeking to acquire a second residence, due to the pandemic situation that has been experienced for more than a year and the flexibility of work.

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CALENDAR

SUMMER EDUCATION SERIES

Flexmls Pro (Mobile)



October 27TH

Are you using the Flexmls Pro (mobile) app on your iOS or Android device?

Join us and learn about changing listings, searching nearby, creating subscriptions for prospects, and more—all from your mobile device!

🕒 10:00 AM BCS (60 min)

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OPEN HOUSES



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