



# **ANNUAL STATS 2021 VS 2022**

# 2021 vs 2022 ANNUAL STATS

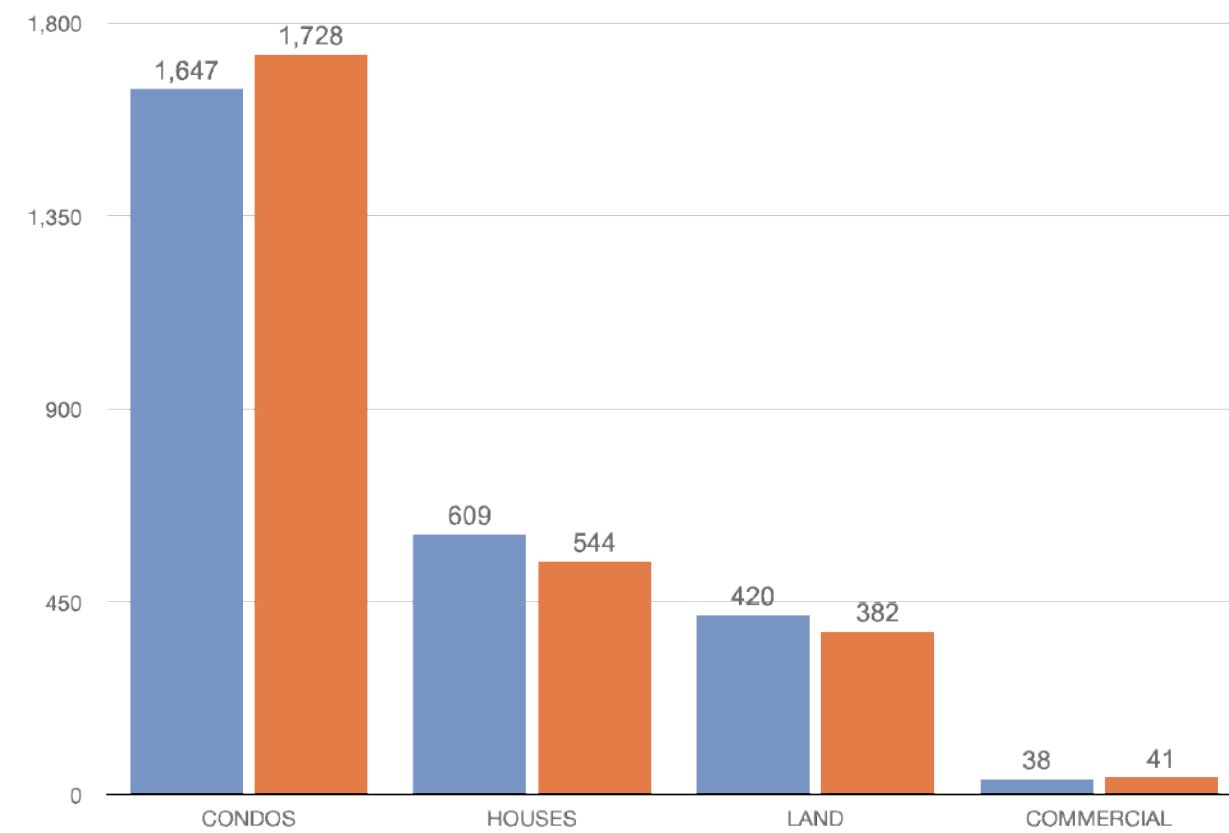
Cabo San Lucas	Total Active		PCT	New Listings		PCT	Number Under Contract		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	1,647	1,728	104.9	1,061	1,245	117.3	808	1,008	124.8
HOUSES	609	544	89.3	399	438	109.8	315	282	89.5
LAND	420	382	91.0	247	200	81.0	131	140	106.9
COMMERCIAL	38	41	107.9	20	28	140.0	8	12	150.0

Cabo San Lucas	Number Sold		PCT	Solid Volume		PCT	Average Sale Price		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	562	806	143.4	213,519,114	293,939,376	137.7	1,714,803	2,169,703	126.5
HOUSES	248	283	114.1	172,152,265	206,696,446	120.1	4,337,640	4,780,519	110.2
LAND	106	131	123.6	30,870,824	40,532,780	131.3	1,717,641	1,729,382	100.7
COMMERCIAL	8	11	137.5	4,485,000	3,434,123	76.6	3,806,250	1,049,565	27.6

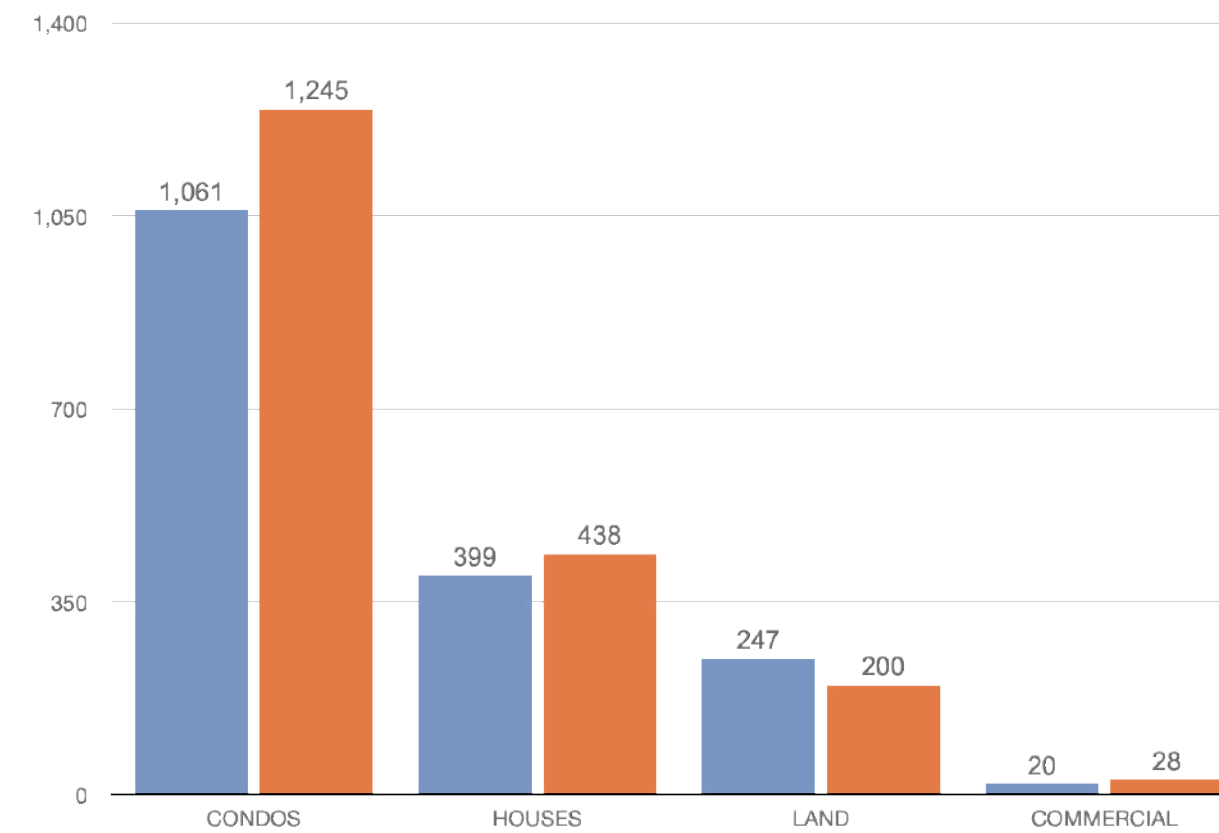
# 2021 vs 2022 CABO SAN LUCAS

2021 2022

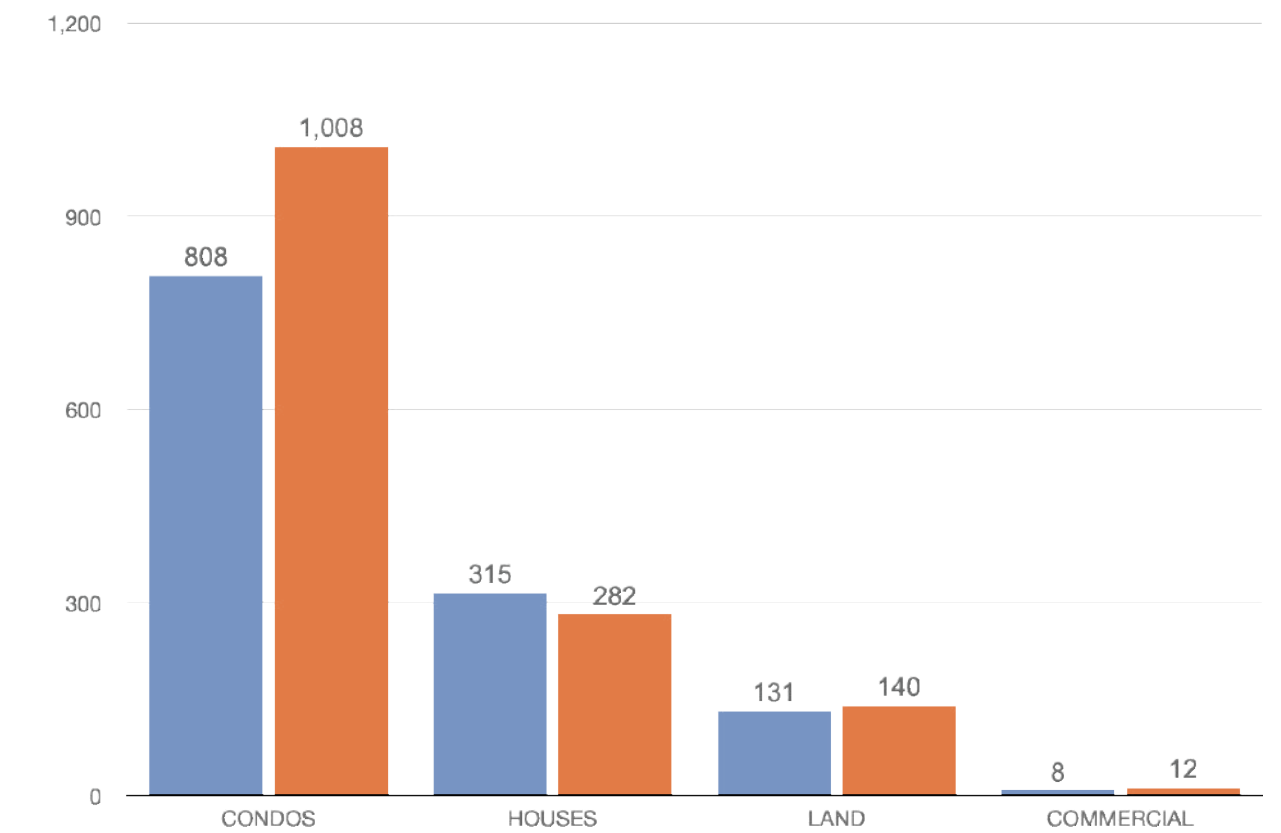
### Total Active



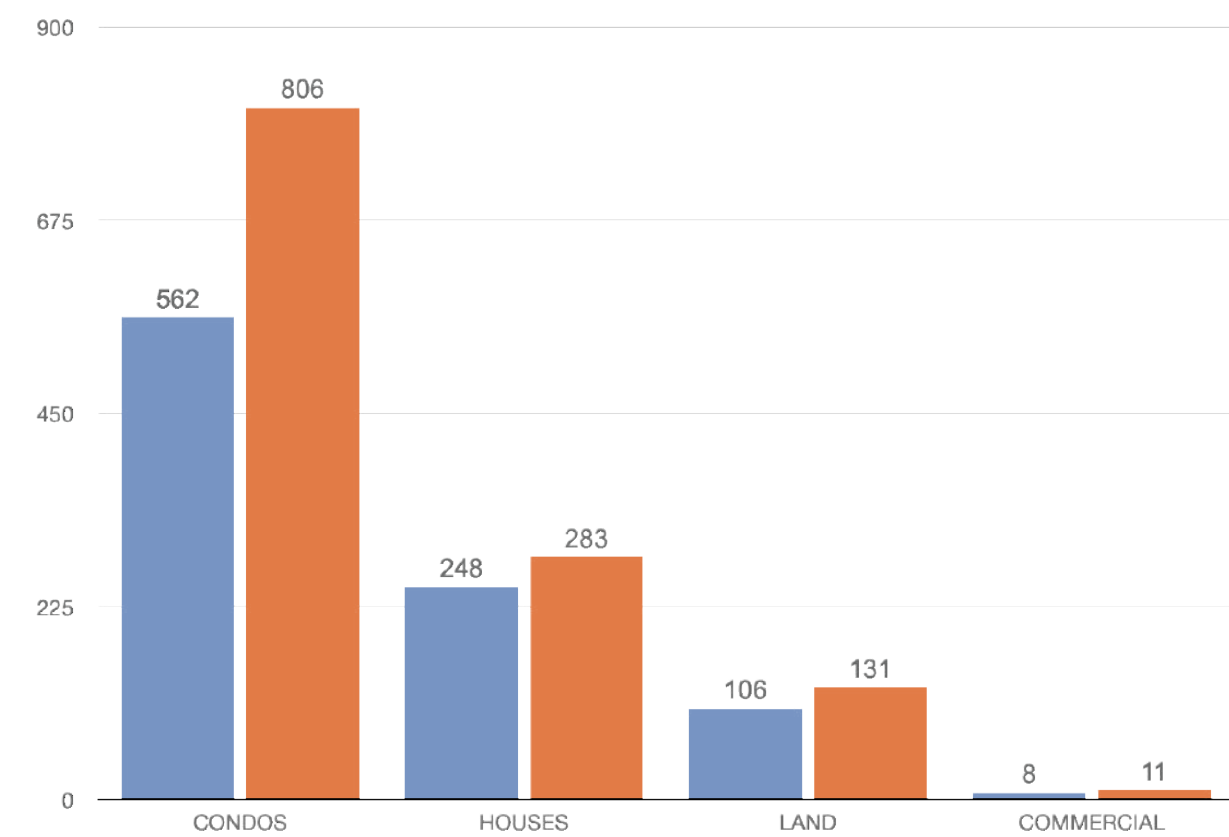
### New Listings



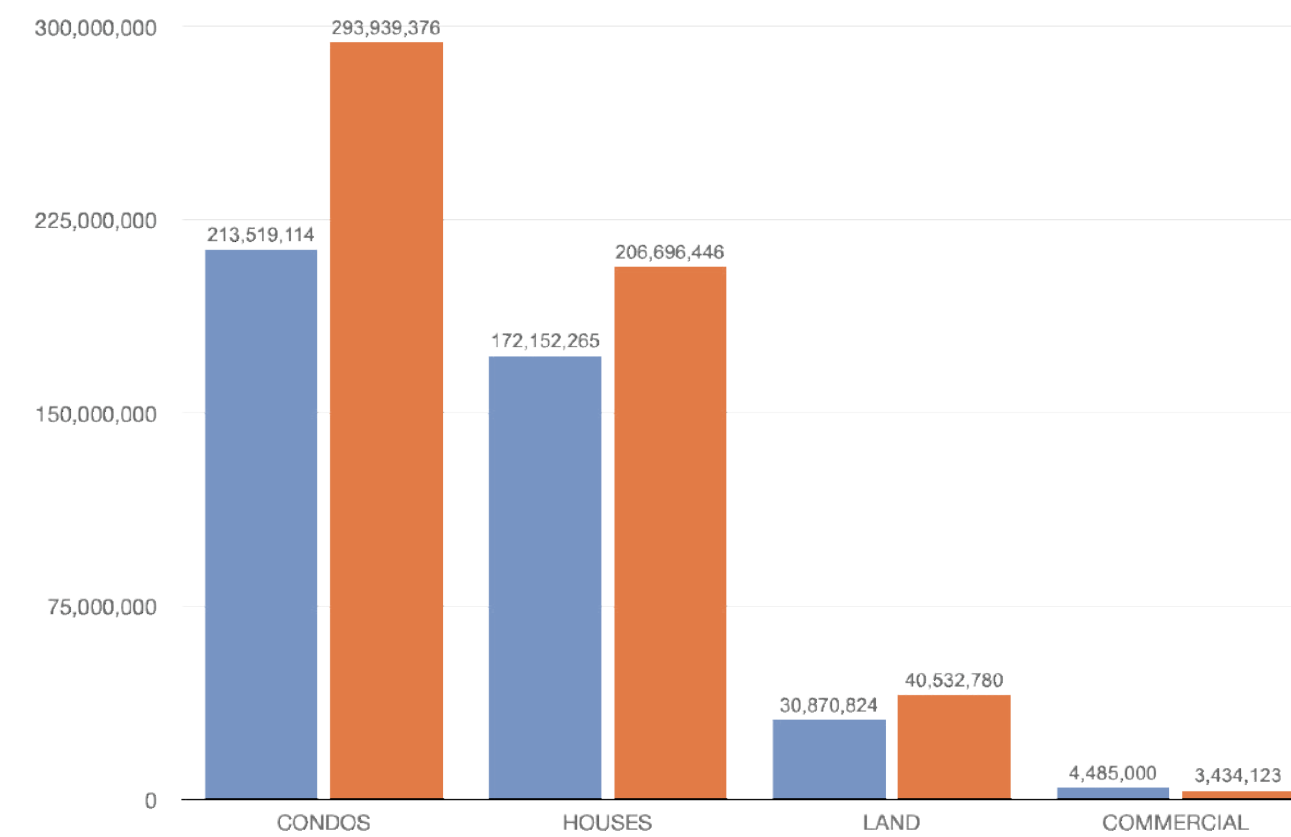
### Number Under Contract



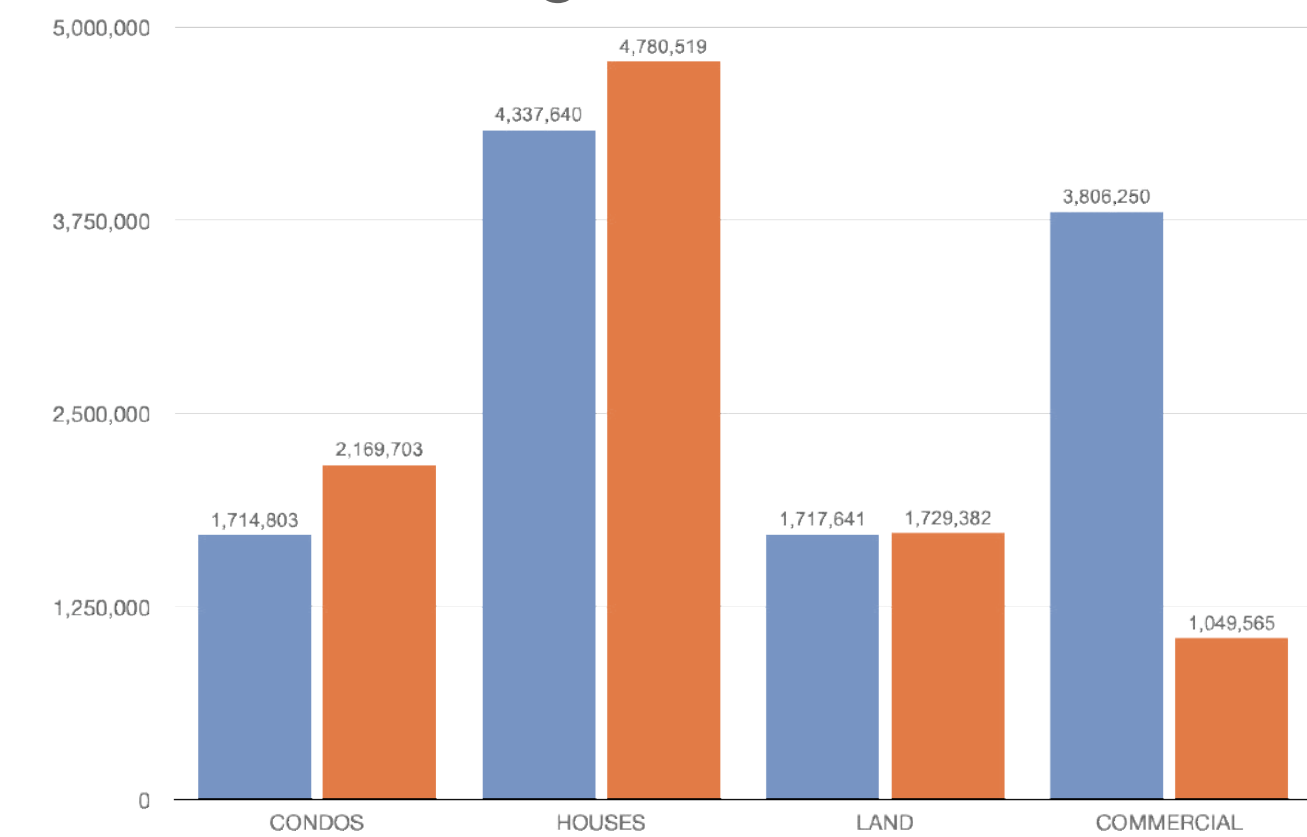
### Number Sold



### Solid Volume



### Average Sale Price



# 2021 vs 2022 ANNUAL STATS

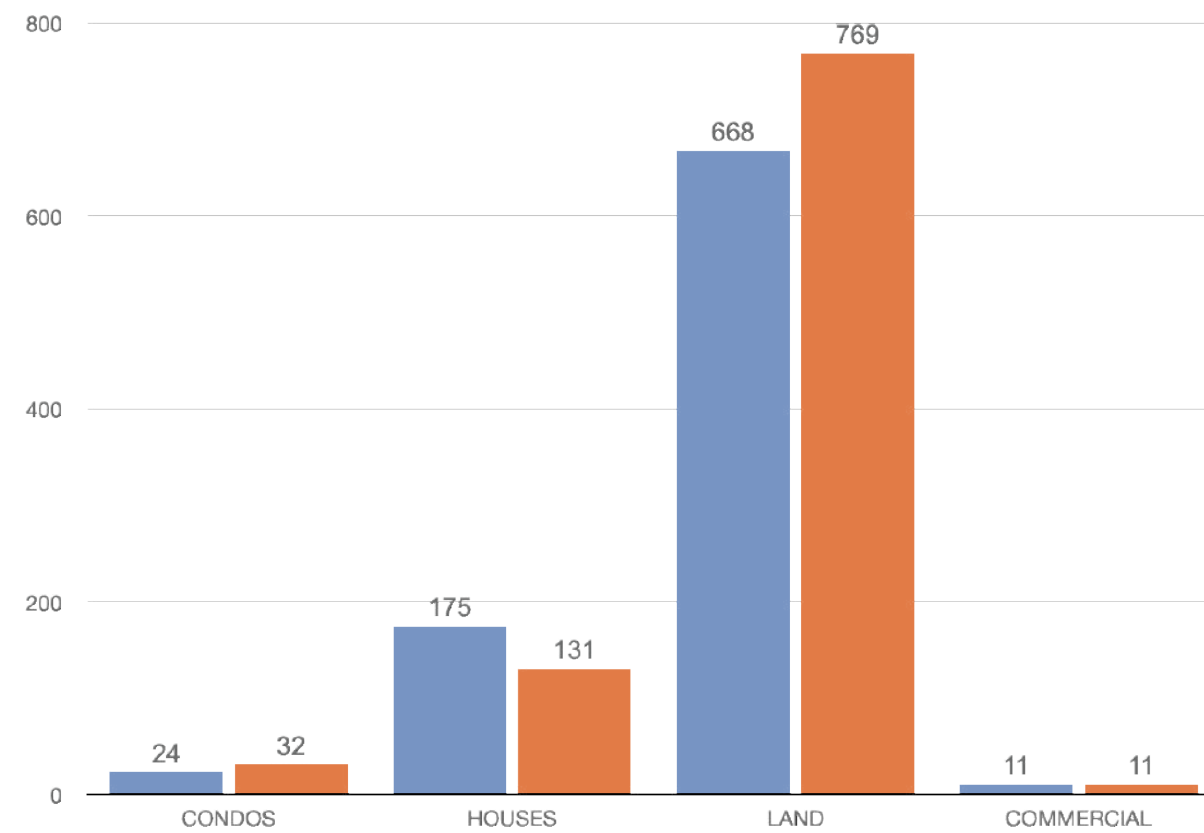
East Cape	Total Active		PCT	New Listings		PCT	Number Under Contract		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	24	32	133.3	20	27	135.0	9	13	144.4
HOUSES	175	131	74.9	98	88	89.8	94	68	72.3
LAND	668	769	115.1	325	476	146.5	204	232	113.7
COMMERCIAL	11	11	100.0	6	6	100.0	0	3	

East Cape	Number Sold		PCT	Solid Volume		PCT	Average Sale Price		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	2	19	950.0	655,000	4,008,700	612.0	327,500	562,276	171.7
HOUSES	84	61	72.6	54,250,987	42,009,400	77.4	1,333,740	1,408,427	105.6
LAND	153	233	152.3	64,806,657	47,332,695	73.0	774,709	396,277	51.2
COMMERCIAL	2	1	50.0	340,000	1,500,000	441.2	170,000	1,500,000	882.4

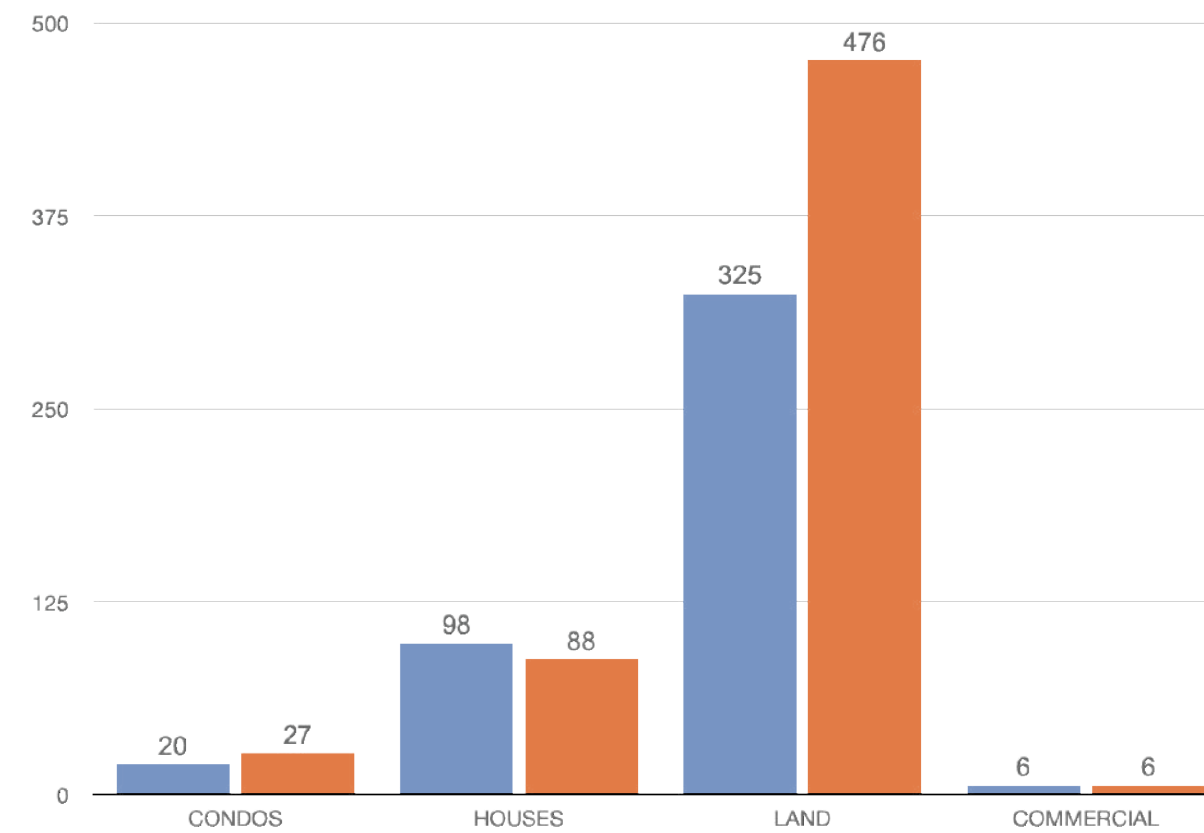
# 2021 vs 2022 EAST CAPE

2021 2022

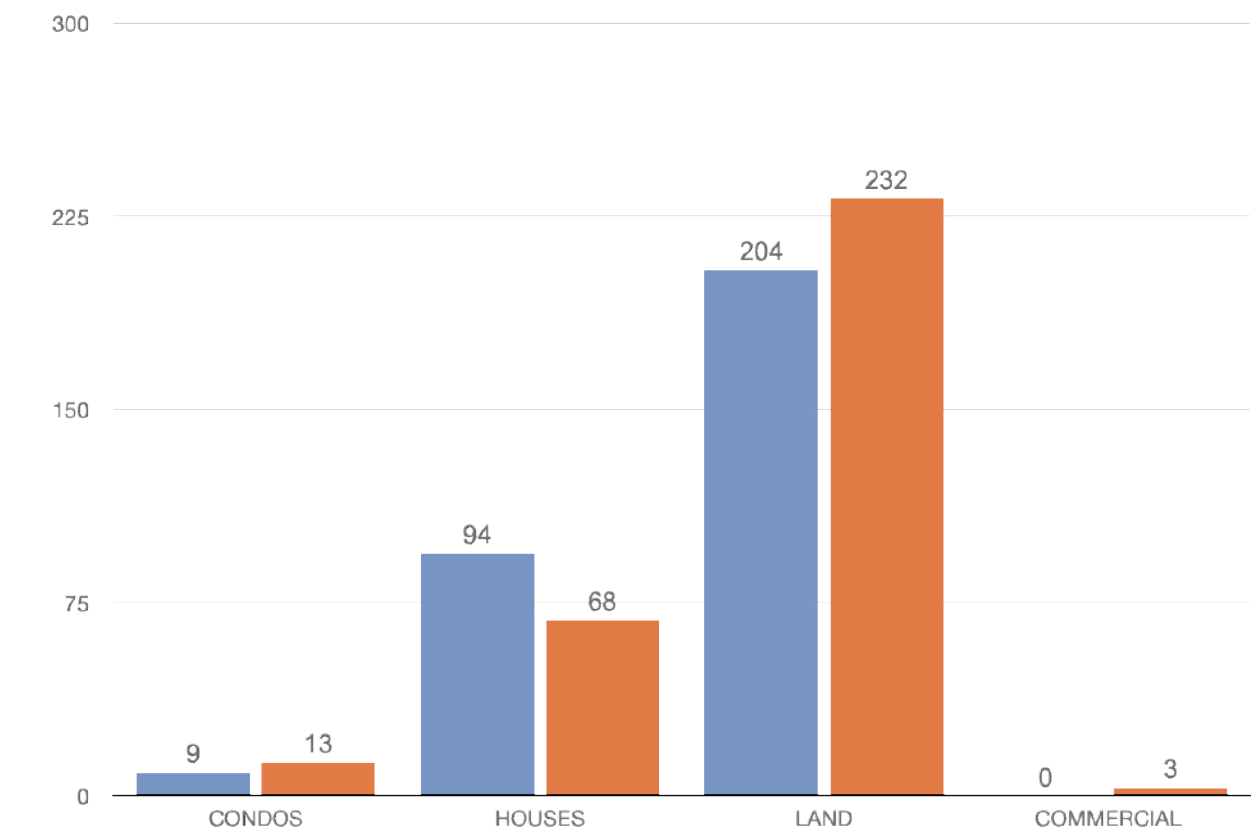
### Total Active



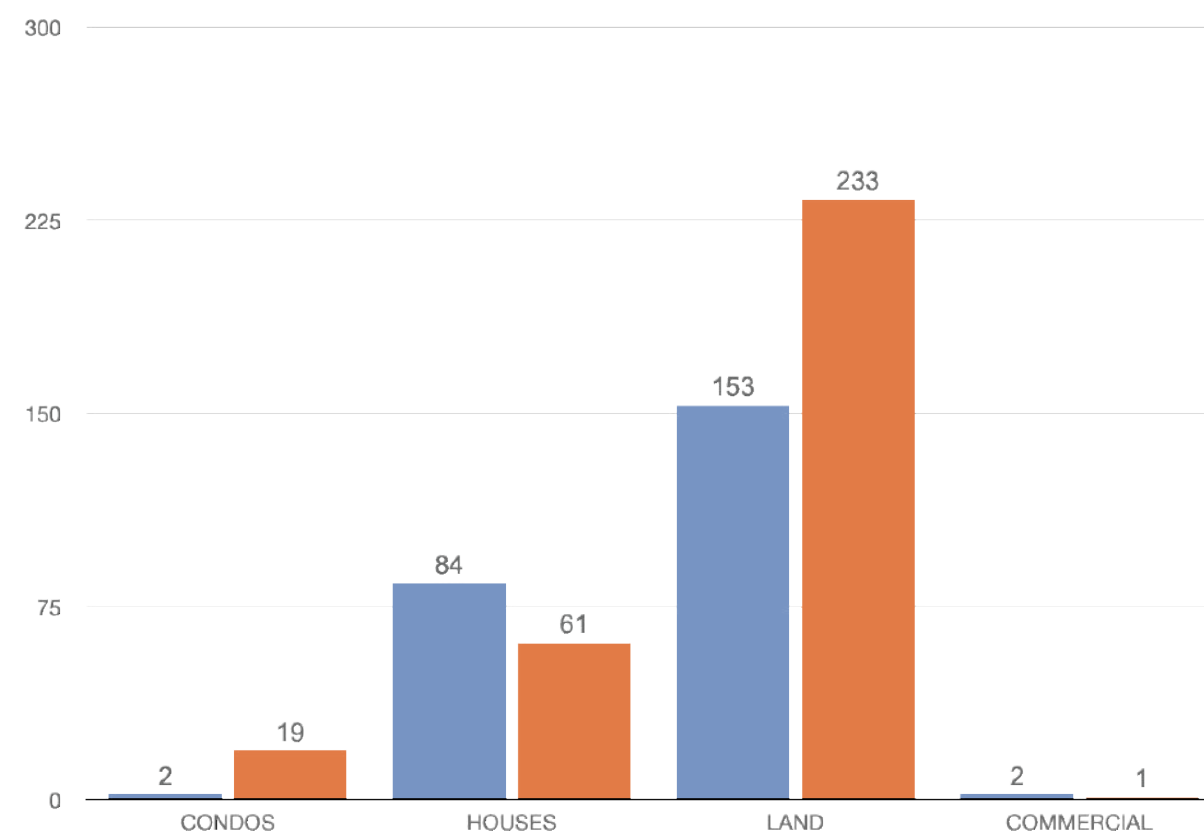
### New Listings



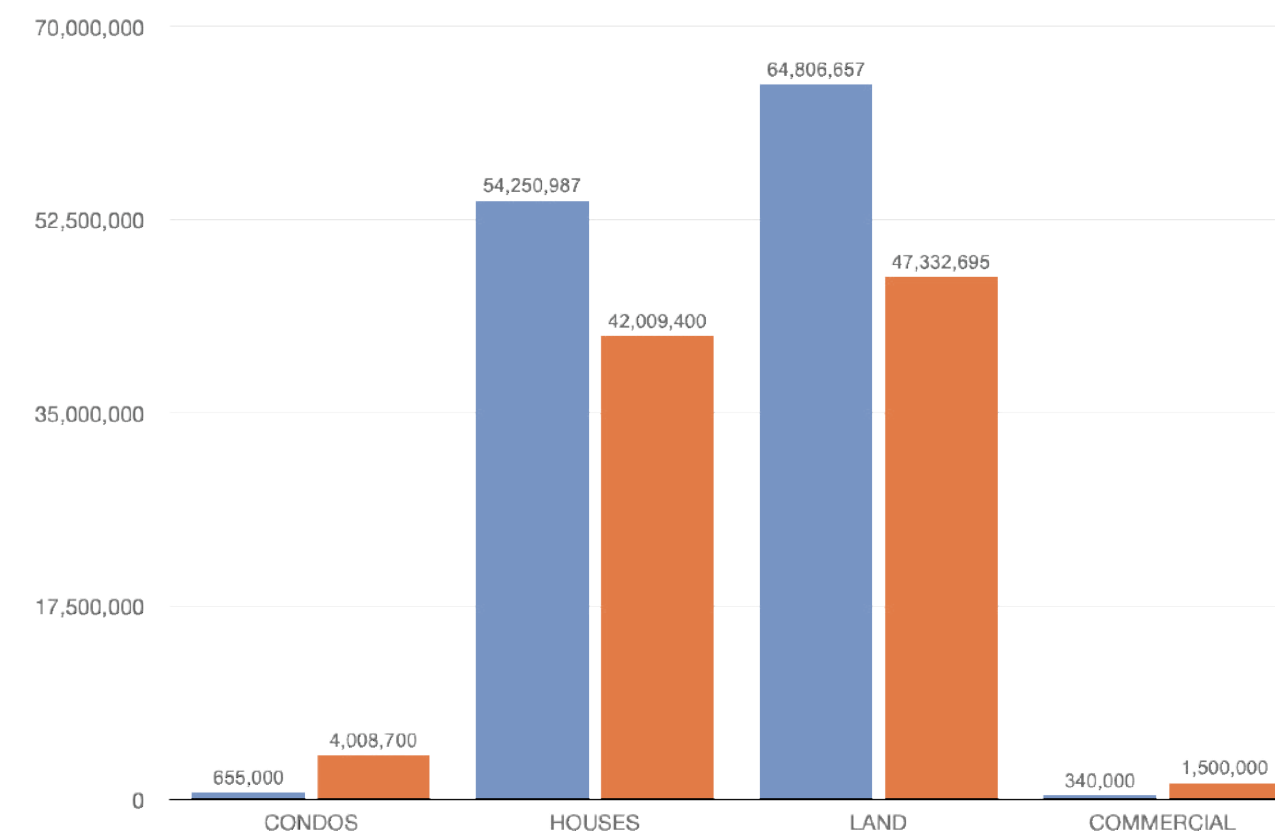
### Number Under Contract



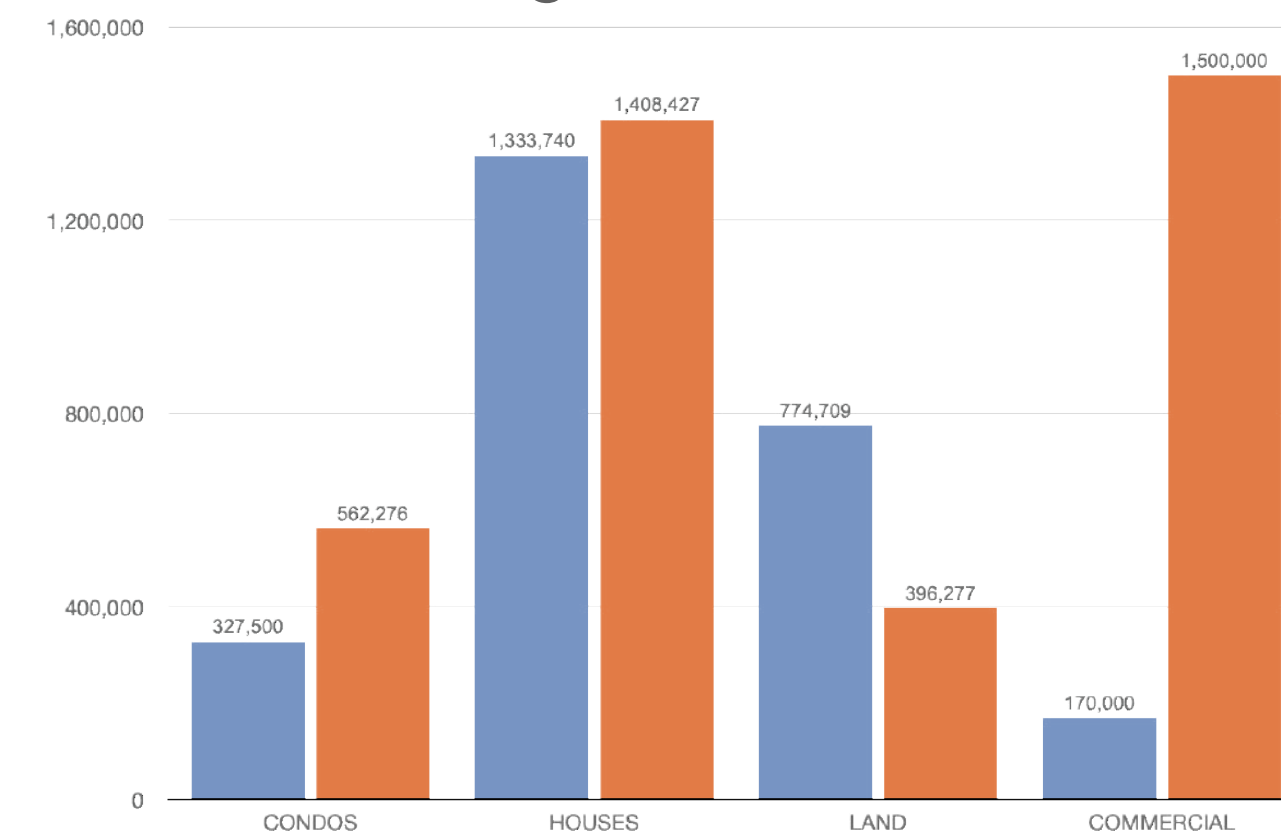
### Number Sold



### Solid Volume



### Average Sale Price



# 2021 vs 2022 ANNUAL STATS

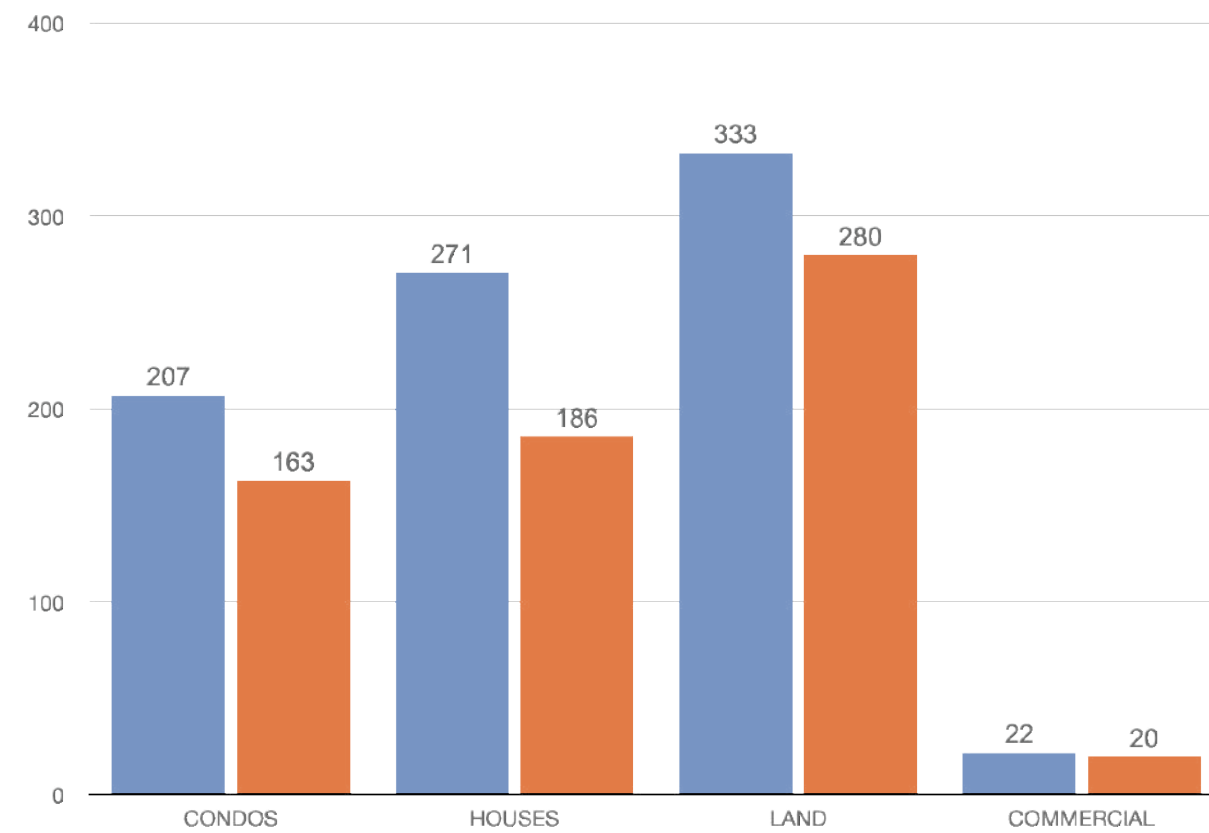
La Paz	Total Active		PCT	New Listings		PCT	Number Under Contract		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	207	163	78.7	98	119	121.4	97	93	95.9
HOUSES	271	186	68.6	164	124	75.6	122	74	60.7
LAND	333	280	84.1	184	154	83.7	100	63	63.0
COMMERCIAL	22	20	90.9	11	11	100.0	3	7	233.3

La Paz	Number Sold		PCT	Solid Volume		PCT	Average Sale Price		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	66	72	109.1	17,955,082	25,147,872	140.1	941,358	1,012,041	107.5
HOUSES	121	69	57.0	27,778,867	19,737,654	71.1	964,359	1,255,048	130.1
LAND	82	71	86.6	10,497,357	9,252,368	88.1	380,697	394,526	103.6
COMMERCIAL	2	5	250.0	1,145,000	1,431,100	125.0	1,145,000	286,220	25.0

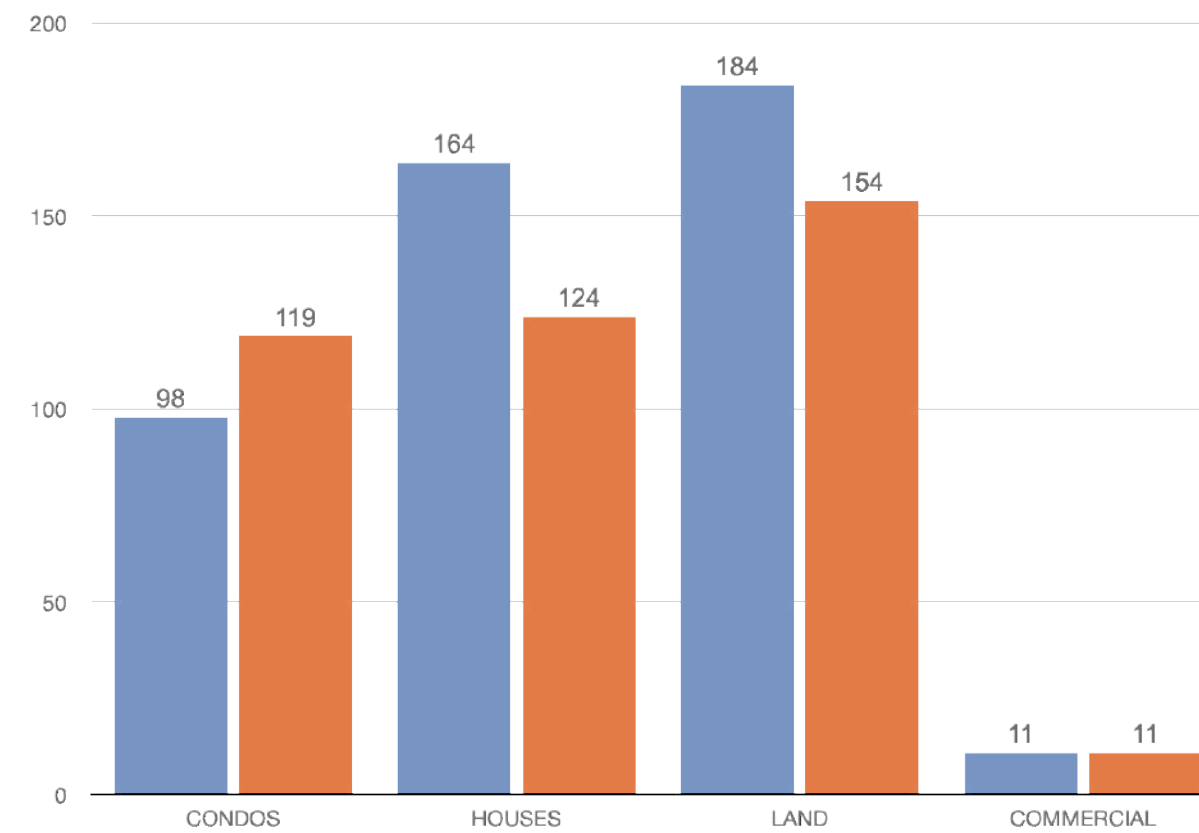
# 2021 vs 2022 LA PAZ

2021 2022

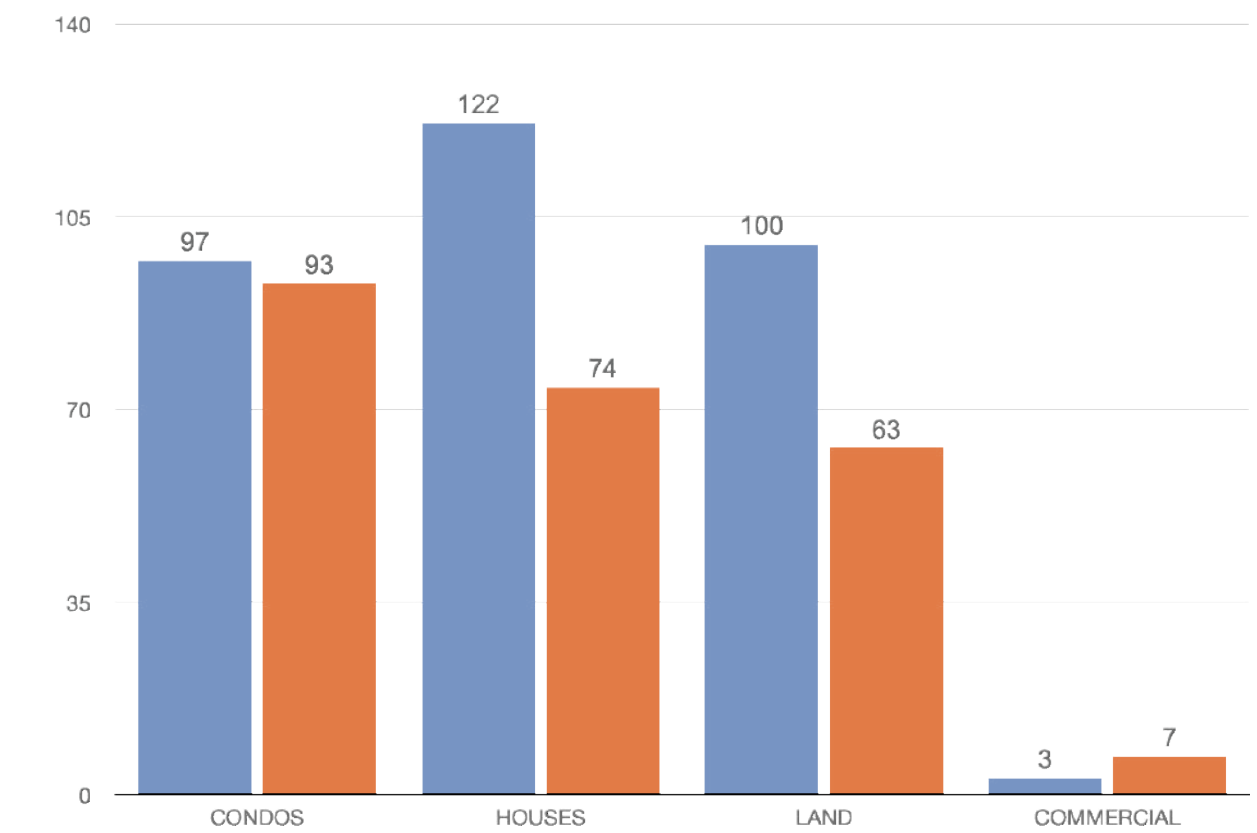
### Total Active



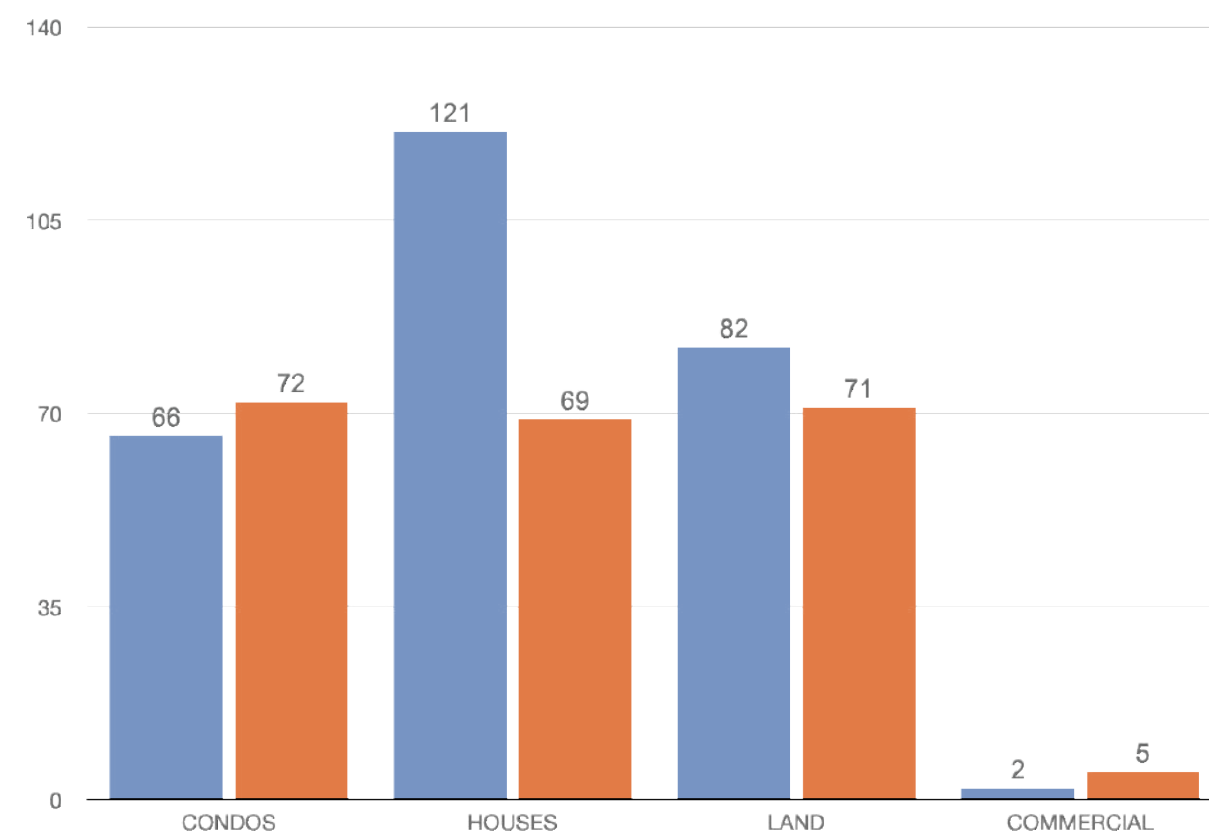
### New Listings



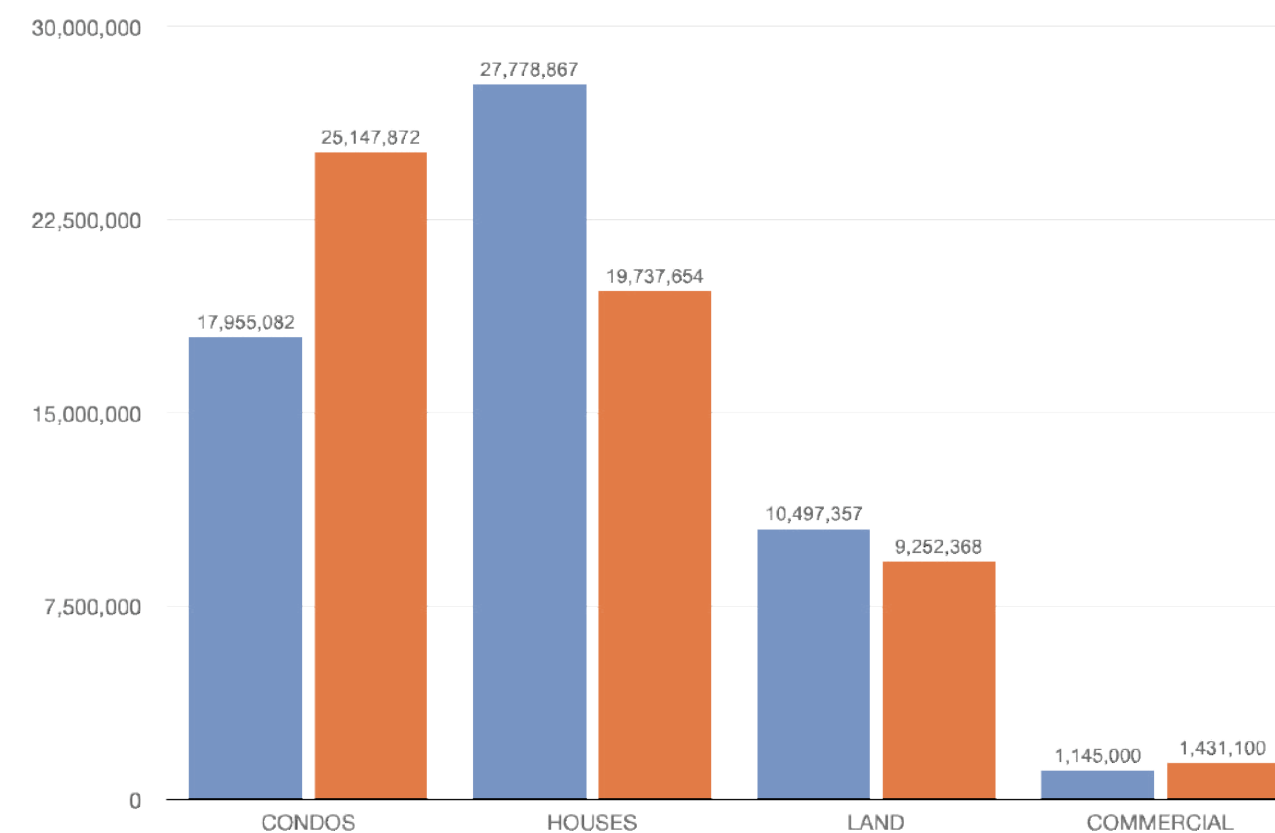
### Number Under Contract



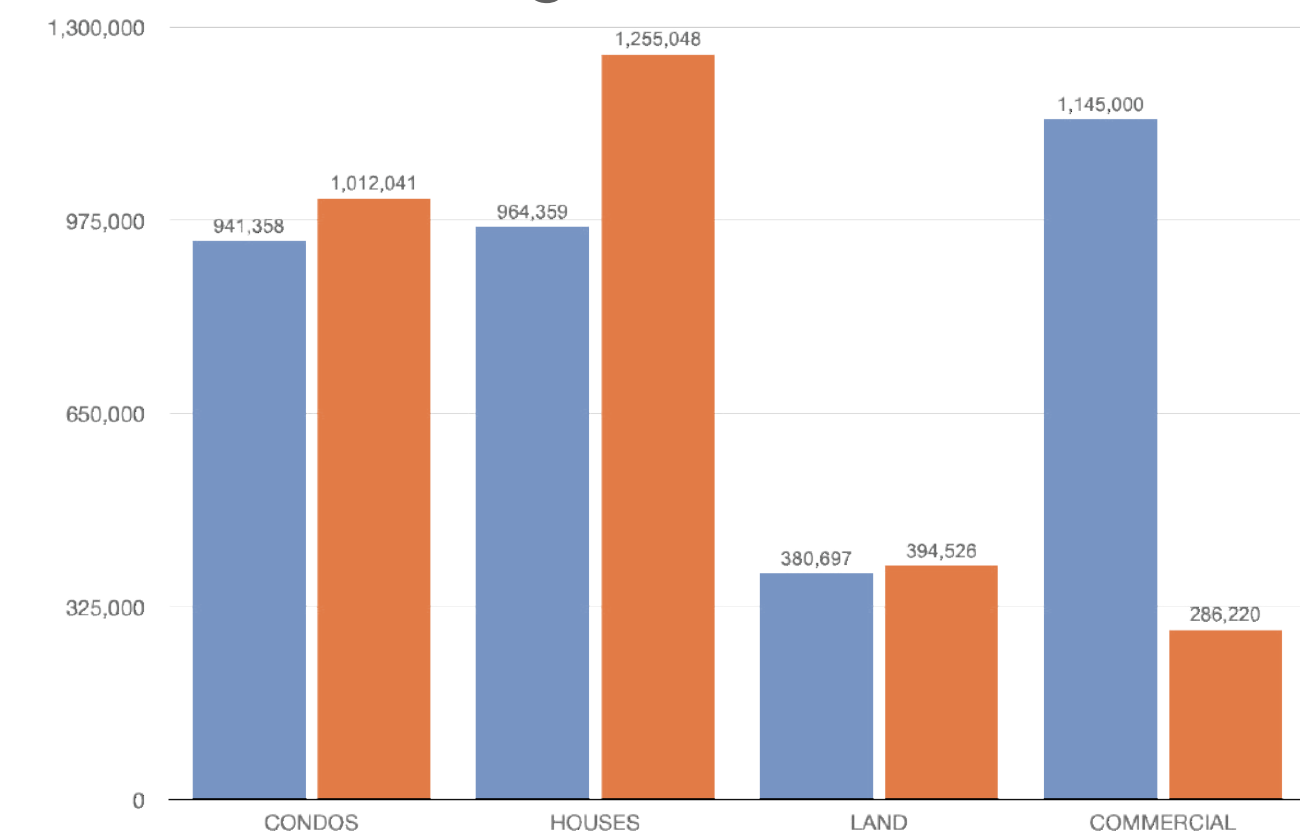
### Number Sold



### Solid Volume



### Average Sale Price



# 2021 vs 2022 ANNUAL STATS

Pacific	Total Active		PCT	New Listings		PCT	Number Under Contract		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	209	209	100.0	152	139	91.4	99	104	105.1
HOUSES	292	349	119.5	203	271	133.5	153	129	84.3
LAND	567	558	98.4	314	358	114.0	220	180	81.8
COMMERCIAL	17	19	111.8	12	9	75.0	0	4	

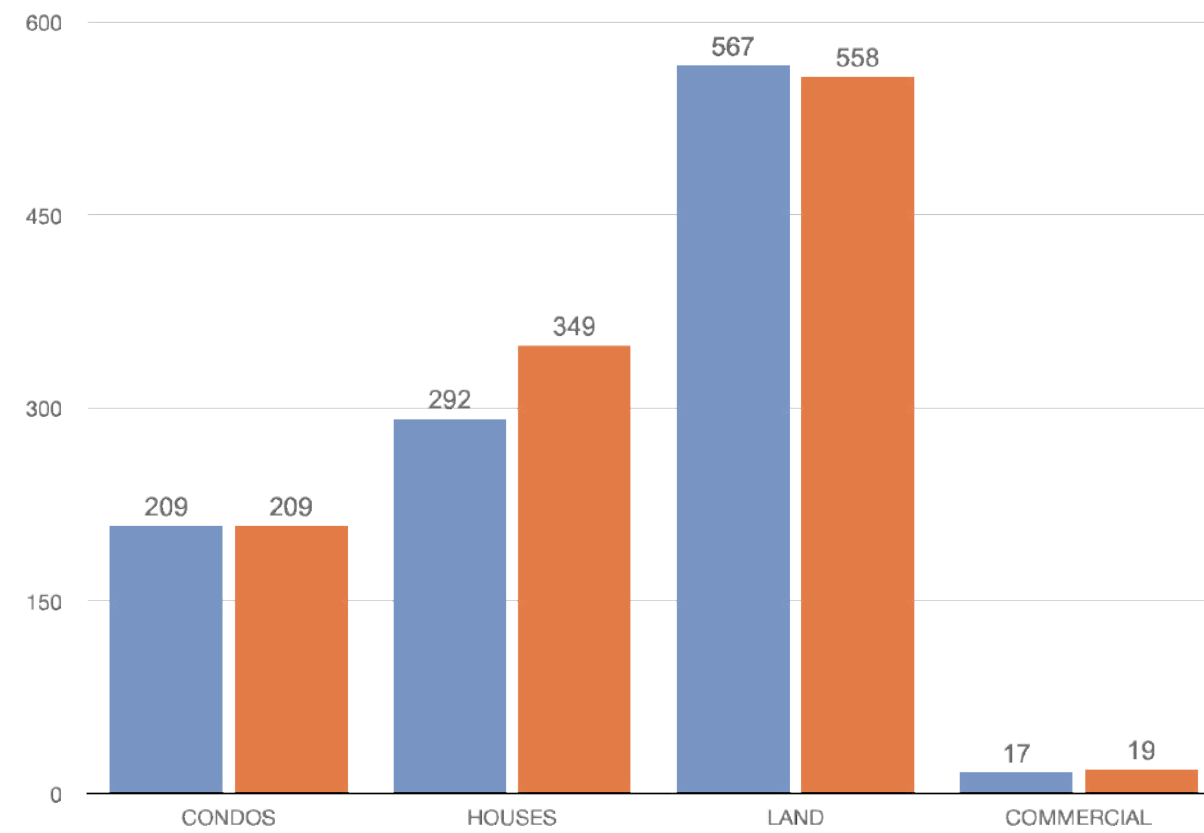
Pacific	Number Sold		PCT	Solid Volume		PCT	Average Sale Price		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	58	99	170.7	23,167,503	51,832,869	223.7	789,777	805,471	102.0
HOUSES	139	120	86.3	128,523,074	128,322,853	99.8	1,712,305	2,016,801	117.8
LAND	187	180	96.3	31,300,025	36,156,291	115.5	317,940	392,443	123.4
COMMERCIAL	0	2		0	3,845,000		0	1,922,500	



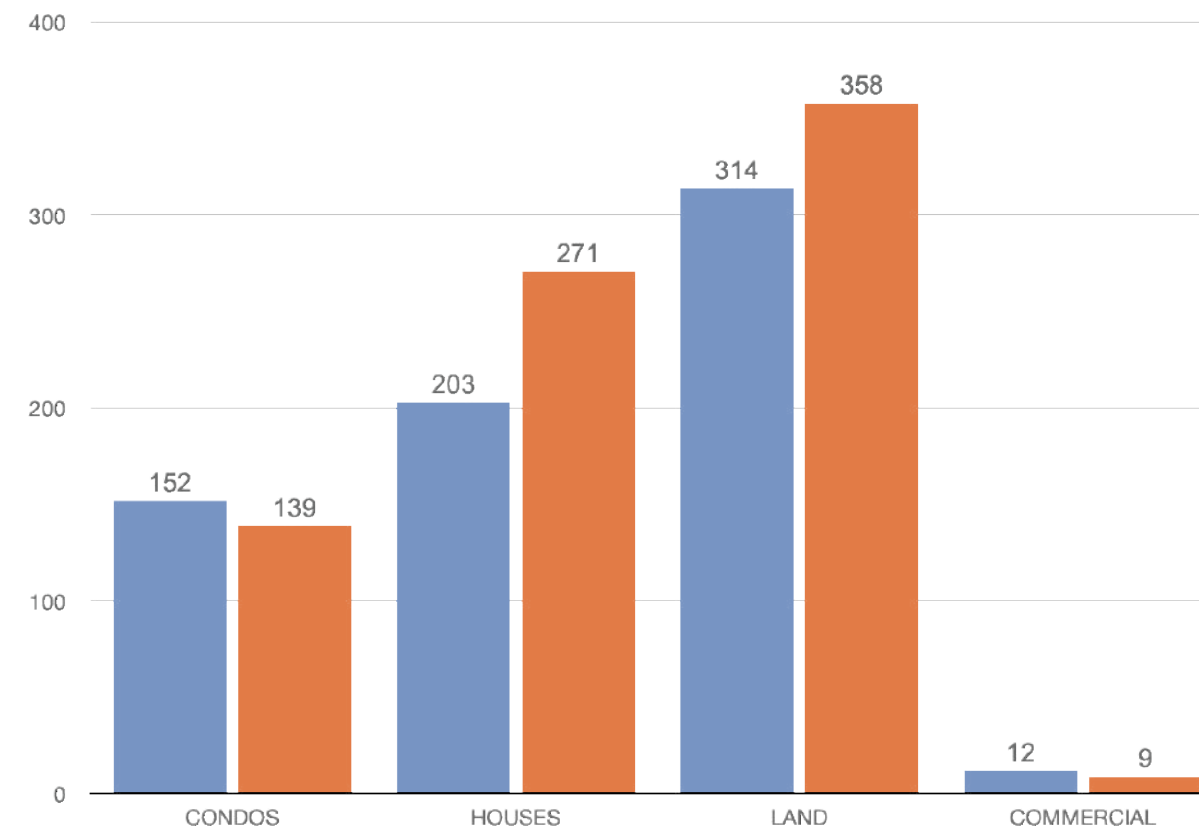
# 2021 vs 2022 PACIFIC

2021 2022

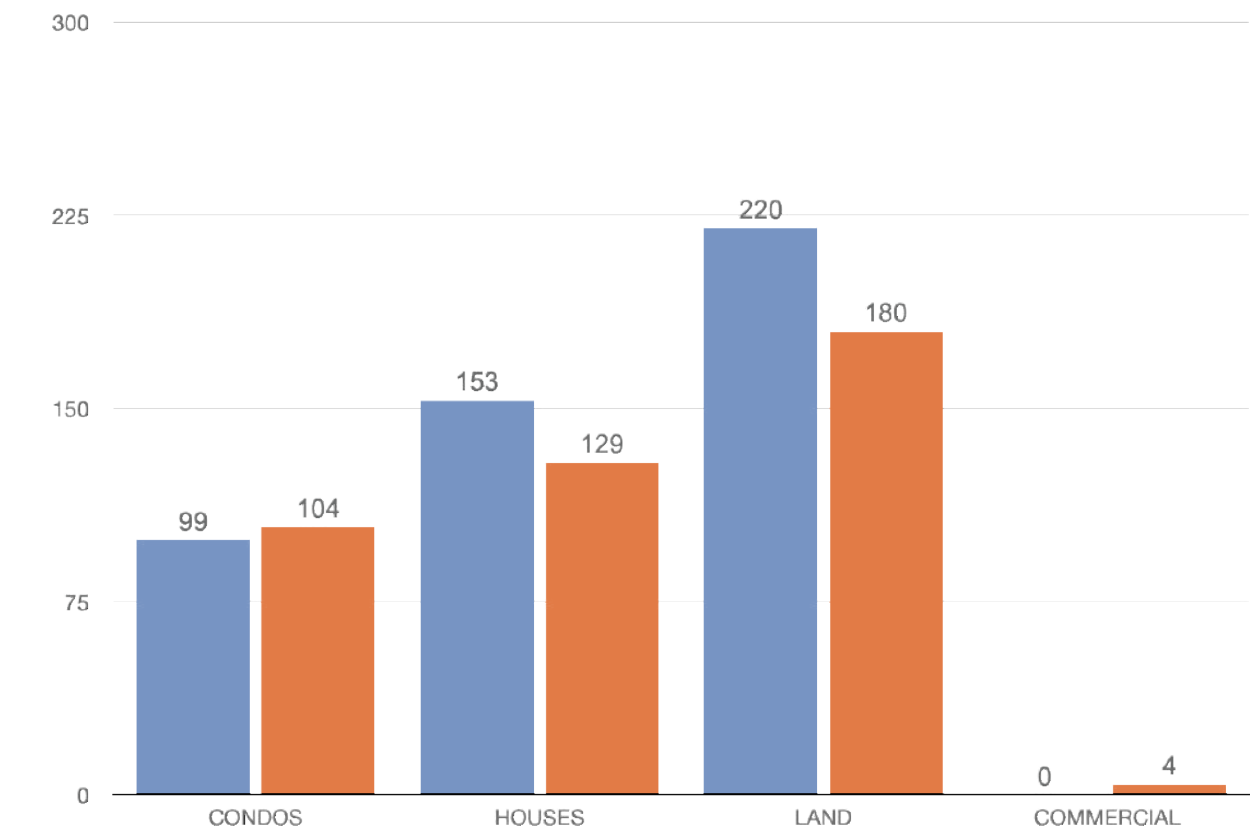
### Total Active



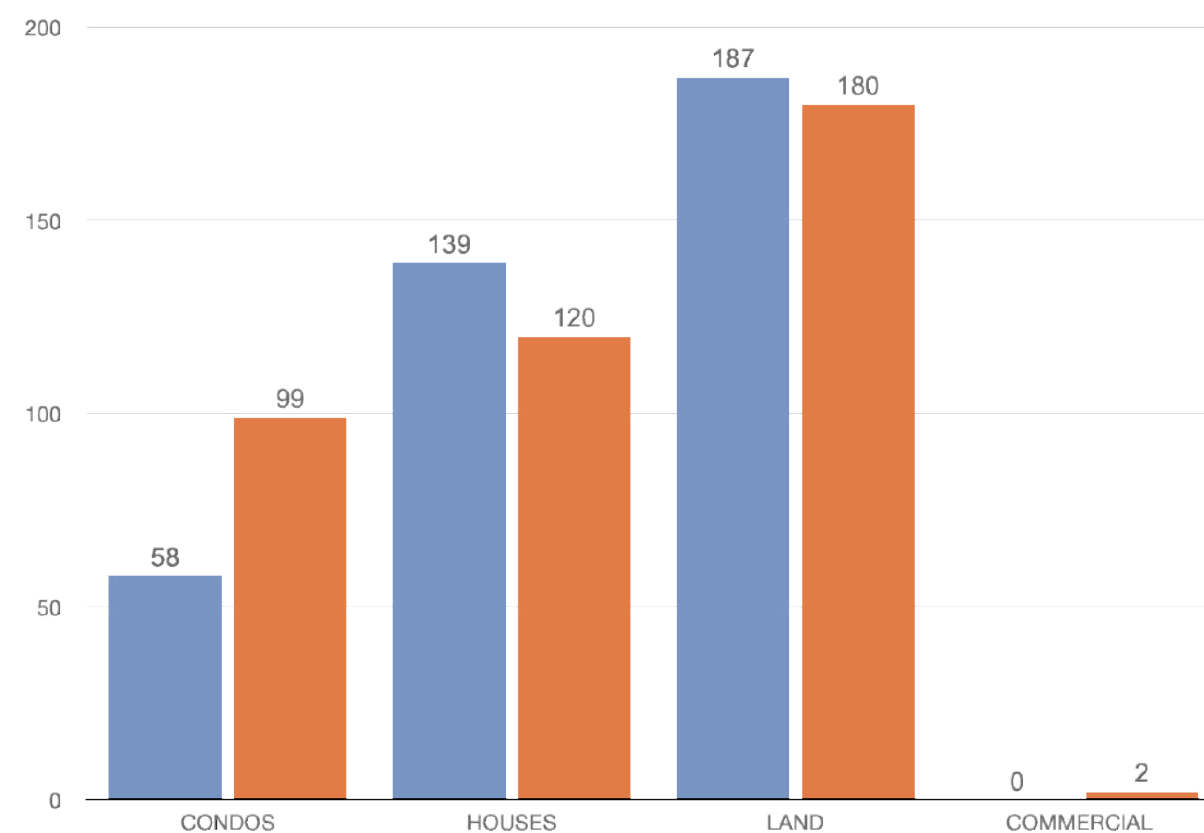
### New Listings



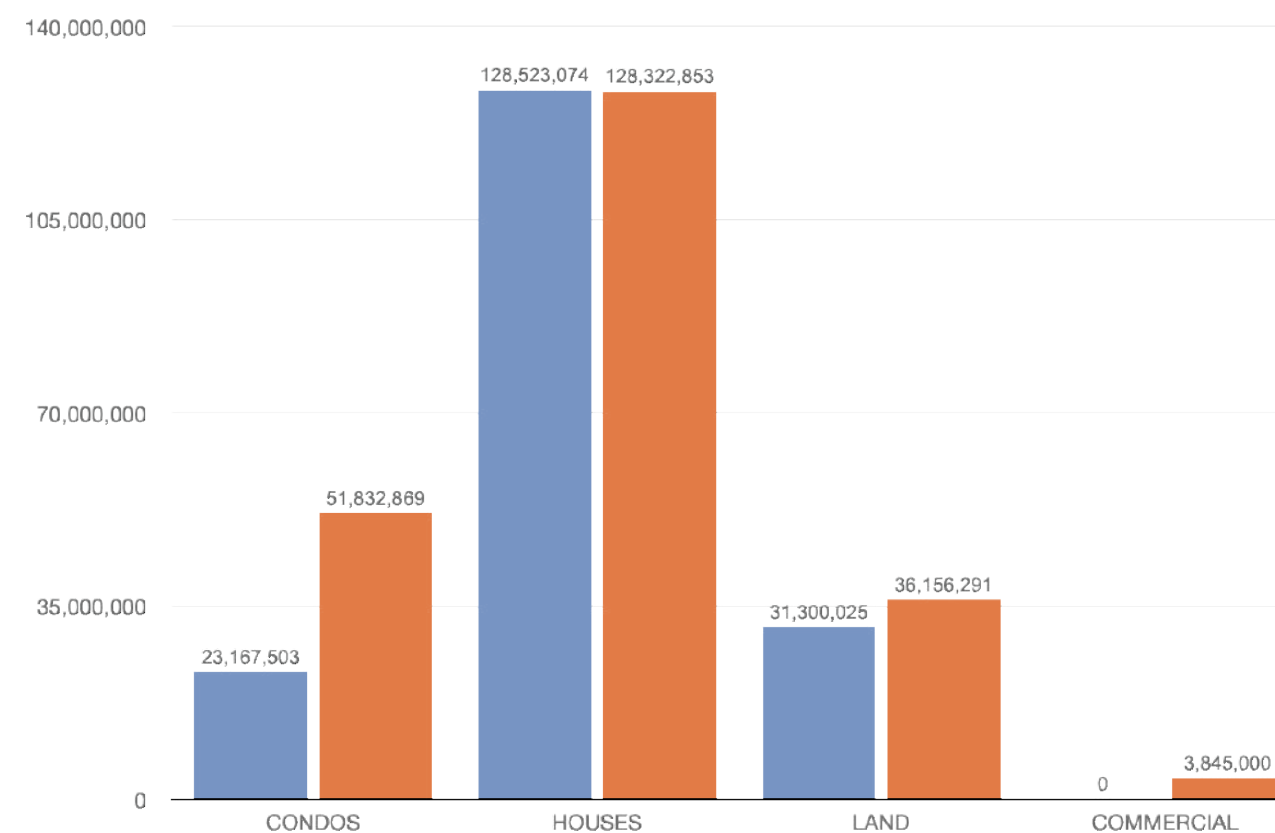
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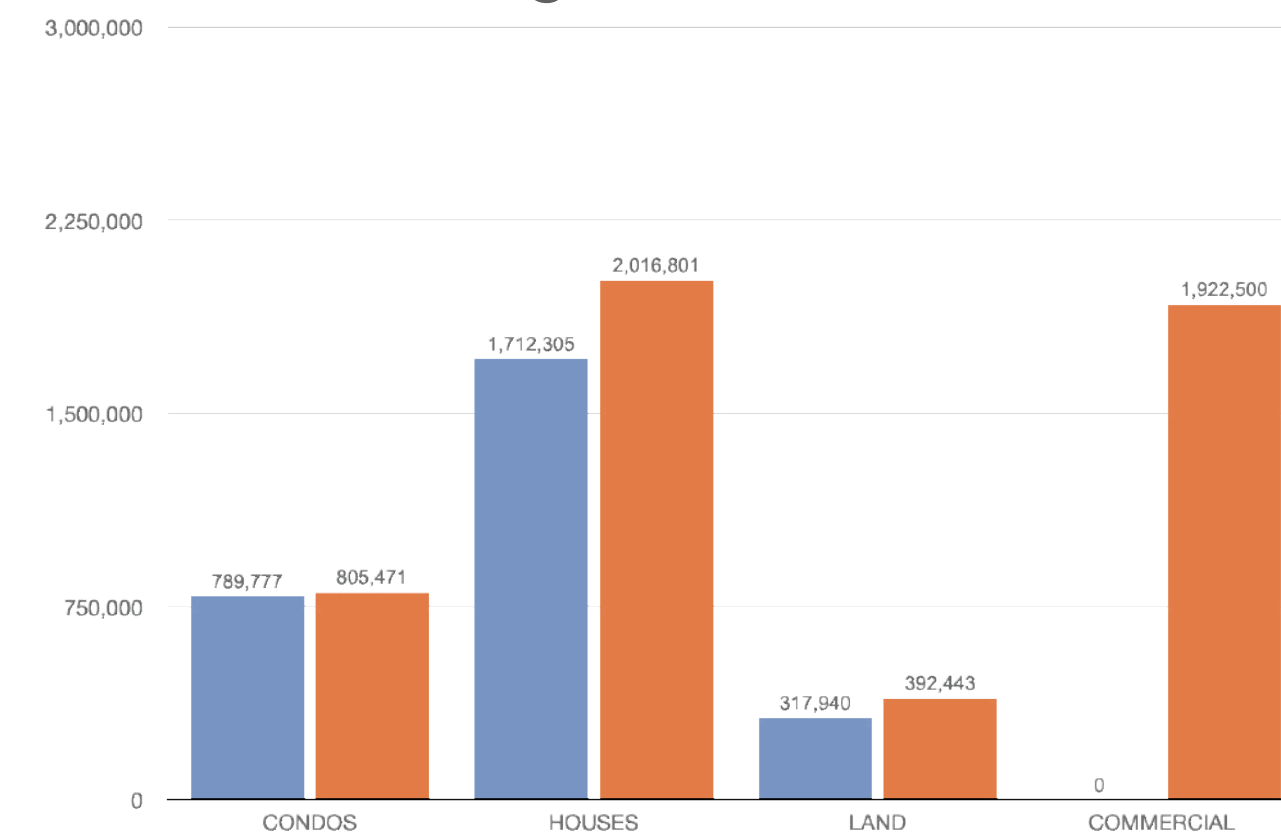
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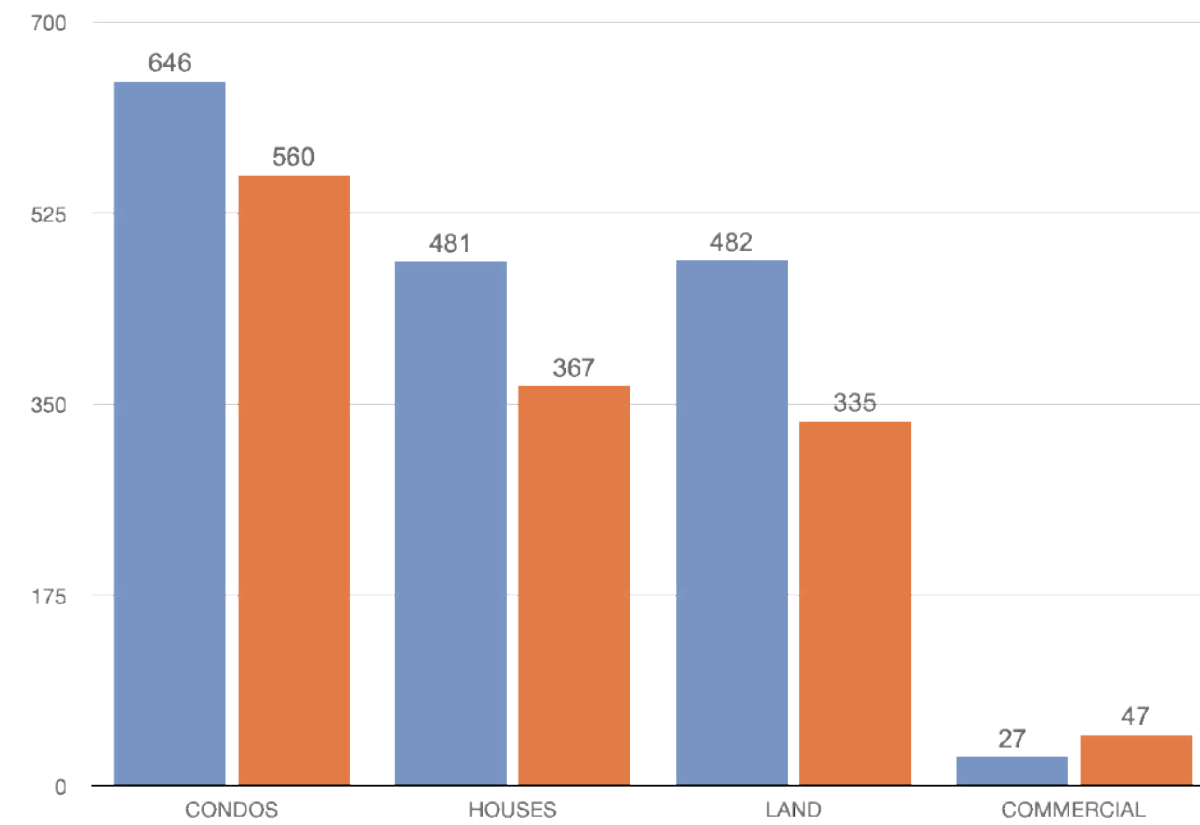
San Jose	Total Active		PCT	New Listings		PCT	Number Under Contract		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	646	560	86.7	372	393	105.6	339	309	91.2
HOUSES	481	367	76.3	271	253	93.4	253	160	63.2
LAND	482	335	69.5	256	213	83.2	226	138	61.1
COMMERCIAL	27	47	174.1	10	34	340.0	4	9	225.0

San Jose	Number Sold		PCT	Solid Volume		PCT	Average Sale Price		PCT
	2021	2022		2021	2022		2021	2022	
CONDOS	283	233	82.3	221,333,831	154,706,057	69.9	4,901,384	4,938,205	100.8
HOUSES	223	171	76.7	531,855,350	352,454,617	66.3	10,921,925	11,772,814	107.8
LAND	188	133	70.7	90,088,631	91,206,518	101.2	5,017,755	3,307,492	65.9
COMMERCIAL	4	4	100.0	2,498,000	1,807,500	72.4	899,333	1,626,250	180.8

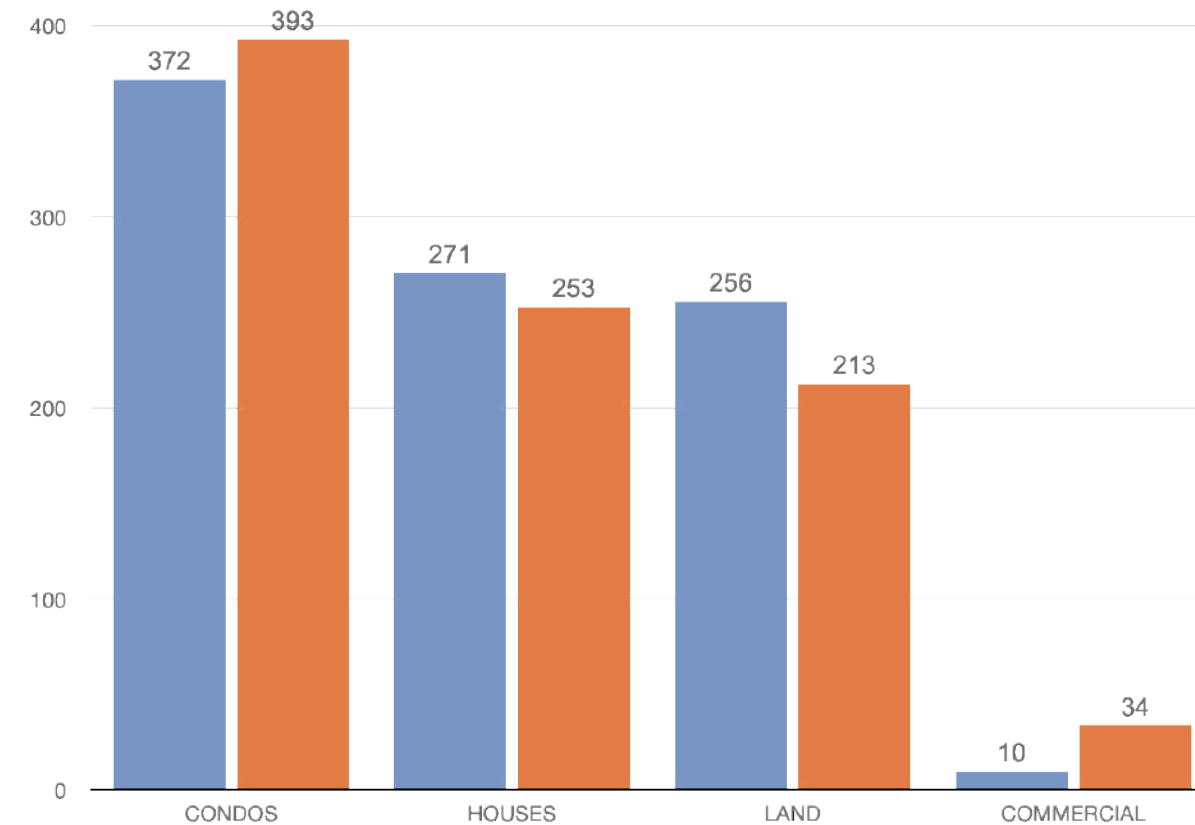
# 2021 vs 2022 SAN JOSE

2021 2022

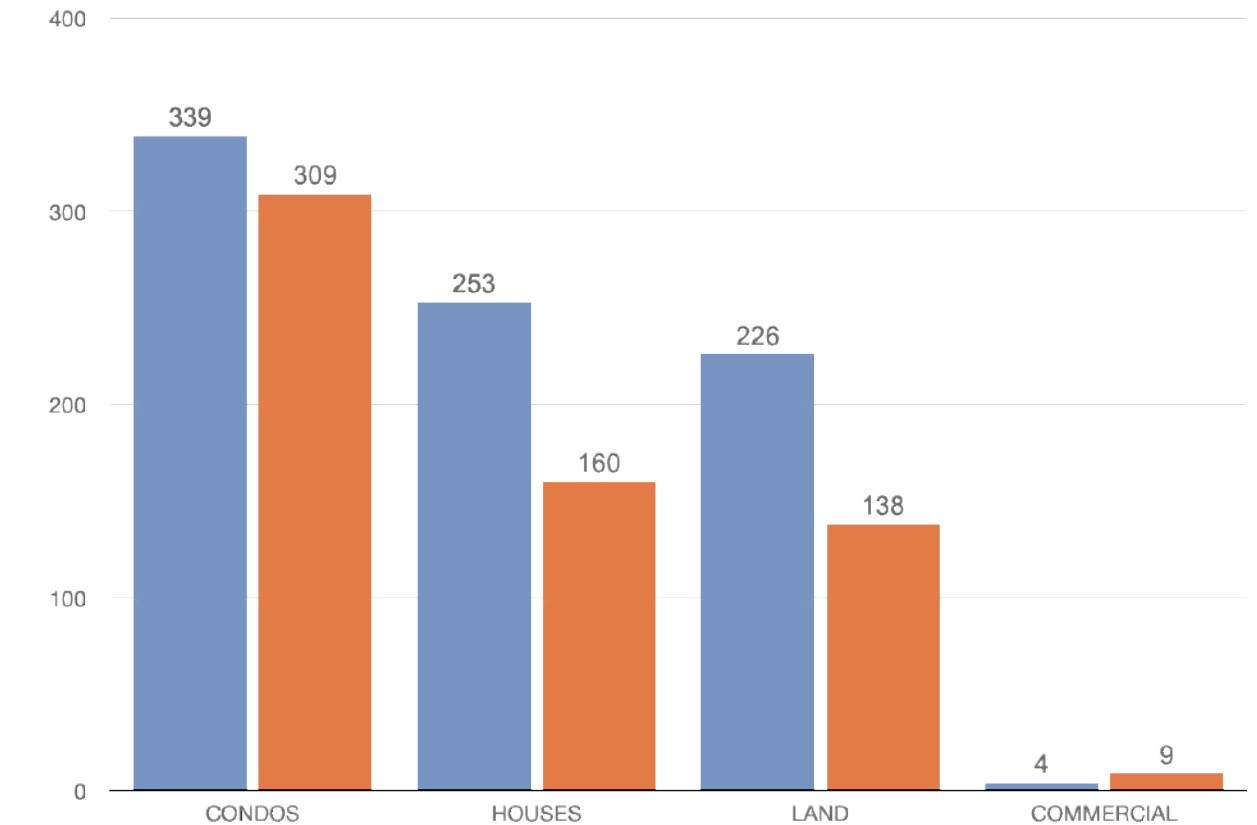
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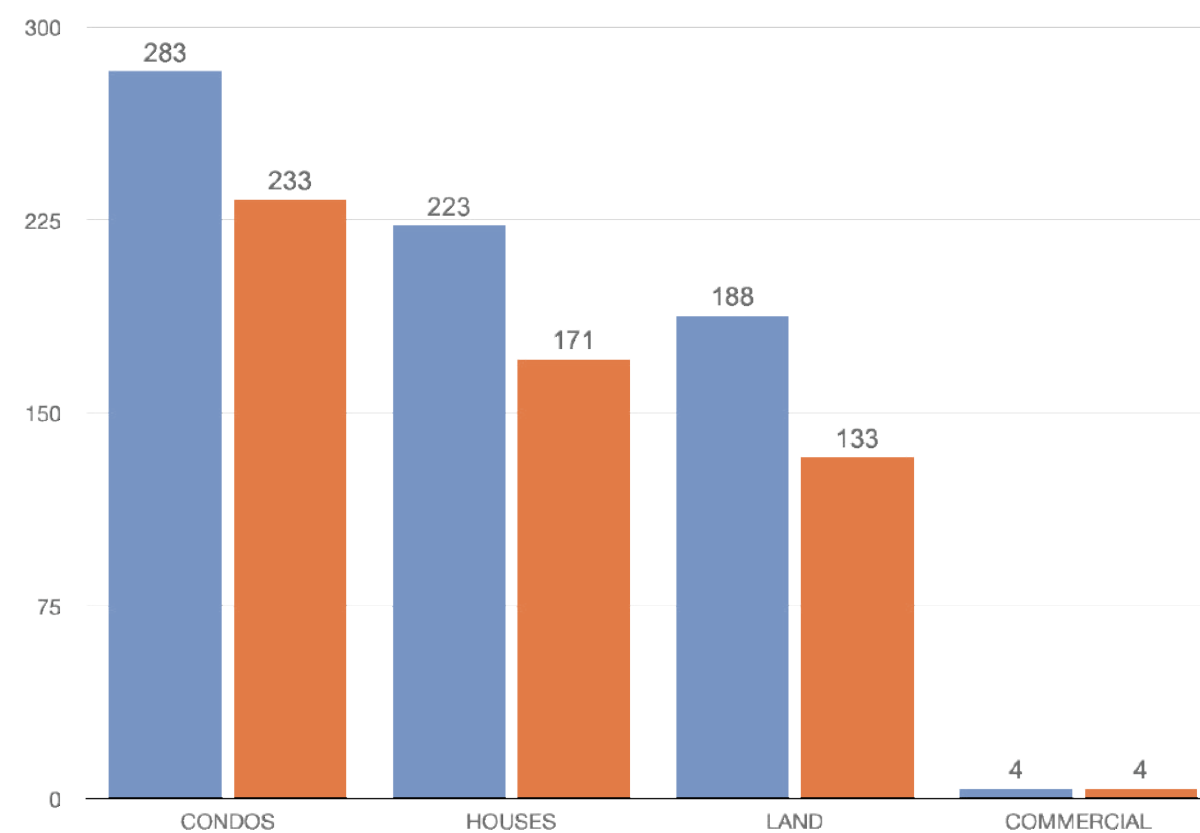
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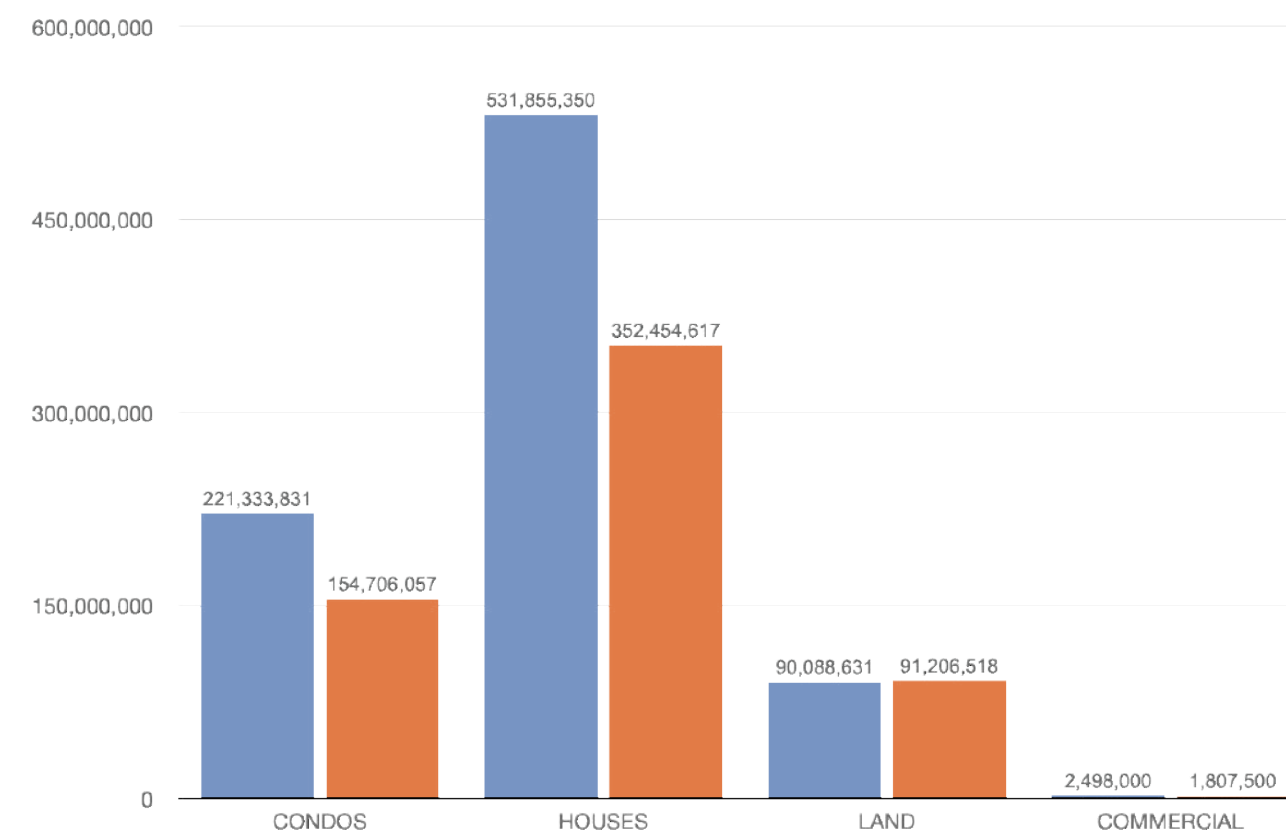
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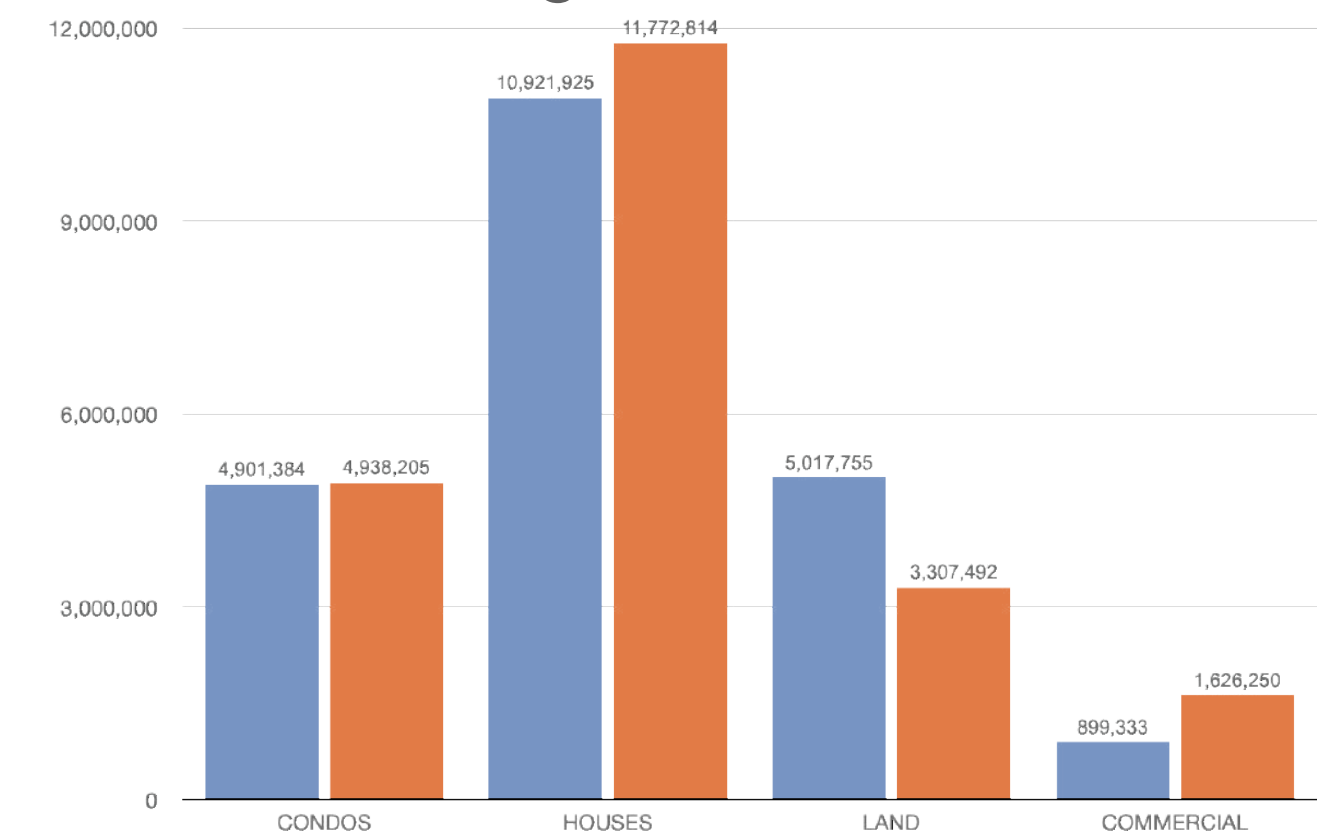
### Number Sold



### Solid Volume



### Average Sale Price





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