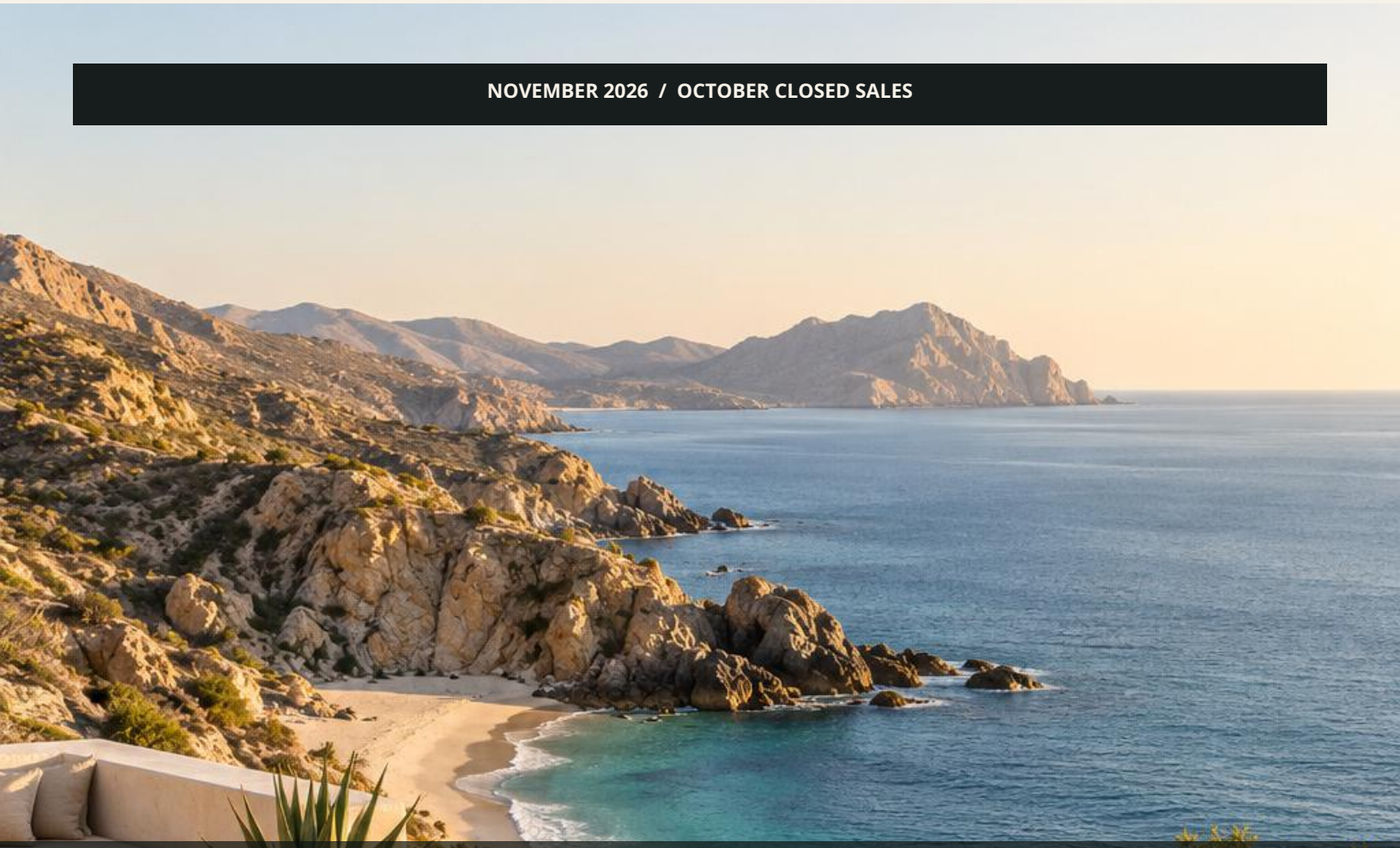
be in cabo

LOS CABOS MARKET PULSE

PROPERTY. COMMUNITY. COASTAL LIVING.

NOVEMBER 2026 / OCTOBER CLOSED SALES



October in focus

The story behind the sales

53 closed sales. $68.97M in actual sold volume.

Completed transactions. Category detail. Context behind the totals.

BEINCABO.COM

AI-generated cover illustration

FROM THE BROKERAGE

A place worth knowing

Fewer closings do not tell the whole story. October's sold volume reflects the particular homes and land that changed hands.

The defined Los Cabos reporting area recorded 53 closed sales in October, down from 74 in September and 77 a year earlier. Actual sold volume was $68.97M, lower month over month but higher year over year.

One USD $27.5 million house sale accounted for 39.9% of October volume. This is a change in transaction mix, not evidence that every property's value rose.

This completed-sales edition looks at completed transactions, the category mix and the context behind the totals. Alongside the numbers, explore November community plans and an active Be In Cabo listing.

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A monthly perspective from

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THE MARKET IN A MINUTE

A month at a glance

October 1-31, 2026 | Condos, houses and land
Defined Los Cabos reporting area; all monetary values in USD.

CLOSED SALES

53

74 in September 2026

77 in October 2025

-28.4%
MONTH OVER MONTH

-31.2%
YEAR OVER YEAR

ACTUAL SOLD VOLUME

$68.97M

$68,970,364.78 exact

$105.16M in September 2026

$58.55M in October 2025

-34.4%
MONTH OVER MONTH

+17.8%
YEAR OVER YEAR

OCTOBER CLOSED-SALE MIX

25
CONDOS

21
HOUSES

7
LAND

Read the mix: One house sale contributed 39.9% of October volume. Higher year-over-year volume is not a measure of market-wide appreciation.

MLS extraction: November 1, 2026. Late entries or corrections may revise results.

BEHIND THE NUMBERS

The mix matters

Closed-sale counts fell in all three categories year over year. Houses were the only category with more closings than in September.

CLOSED SALES BY CATEGORY

Category	Oct 2026	Sep 2026	Oct 2025	MoM	YoY
Condos	25	35	36	-28.6%	-30.6%
Houses	21	14	30	+50.0%	-30.0%
Land	7	25	11	-72.0%	-36.4%
Total	**53**	**74**	**77**	**-28.4%**	**-31.2%**

ACTUAL SOLD VOLUME BY CATEGORY

Category	October 2026 USD	MoM	YoY
Condos	$20,860,793.00	-24.8%	+6.7%
Houses	$42,442,071.78	-28.4%	+22.0%
Land	$5,667,500.00	-68.7%	+34.9%

Counts and category volumes reconcile to the dashboard. MoM compares with September 2026; YoY compares with October 2025. Changes use unrounded values and are rounded half-up to one decimal. Results describe closed transactions, not the value of every property.

WHAT IT MEANS FOR YOU

Ask better questions

FOR BUYERS

Look beyond the headline

October's 53 closings covered different homes, locations and price points. A market-wide volume total cannot establish whether one particular home is well priced.

Useful conversation starters

Which nearby properties actually closed, and how similar are they?

What ownership costs and obligations should I understand?

What does the listing include at delivery?

FOR SELLERS

Price with the evidence

A smaller number of closings does not tell you the right asking price for your home. Start with comparable closed sales, then consider condition and current competing listings.

Useful conversation starters

Which closed comparables best support our pricing?

How do condition and presentation compare with active alternatives?

What evidence would prompt a pricing review?

Keep the concentration in view. The USD $27.5 million house closing represented 39.9% of October's actual sold volume. Neither the volume increase year over year nor a change in sales mix demonstrates price appreciation.

COMMUNITY INTEREST

An evening for art

San José del Cabo's Art Walk offers a closer look at the galleries, artists and creative life of the historic center.

THE GALLERY DISTRICT

Discover local art

SAN JOSE DEL CABO / EXPLORE AT YOUR OWN PACE

Make room for a return visit

Around the historic center, an evening can move from contemporary painting to sculpture, photography or a conversation with a gallery team. For residents and visitors, a gallery visit can be part of the rhythm of local life.

Start with a few galleries rather than trying to see everything. If a piece feels right for your home, ask about the artist, provenance, dimensions and delivery. Leave room for dinner and a return visit.

Check current gallery/organizer notices for hours and participating galleries before heading out.

EXPLORE THE TOURISM BOARD ART DISTRICT GUIDE

COMMUNITY WITH PURPOSE

A morning with purpose

NOVEMBER 7 / 8 A.M.

Walkathon for Water

The We Are Water Foundation lists a three-kilometer Los Cabos walk for Saturday, November 7. The foundation organizes the initiative with Hilton Grand Vacations to raise awareness and resources for water-access projects.

The tourism board identifies Cabo Azul, Hilton Vacation Club, as the local venue. Use the organizer's registration page for current participation terms, route details and exact assembly instructions.

ORGANIZER DETAILS AND REGISTRATION

VENUE LISTING

NOVEMBER 5-8 / EL CARDONAL AT DIAMANTE

Golf week for every generation

Professional competition at the World Wide Technology Championship runs November 5-8. Alongside the tournament, the organizer has scheduled a junior golf clinic for November 7.

The wider week includes a November 2 Kick-Off Pro-Am benefiting Casa Hogar and a November 3 Oasis Short-Am supporting First Tee of Diamante. Check activity-specific entry and ticket conditions.

The official schedule is tentative and subject to change. General admission should not be assumed to include participation in a clinic or other particular activity.

VIEW THE OFFICIAL TOURNAMENT SCHEDULE

THE SEASON AHEAD

November at a glance

A short calendar for the month ahead. Times are local; confirm organizer notices, availability and participation terms before making plans.

EXPLORE

Art Walk

Galleries, artists and the historic center

Check current hours and participating galleries before visiting.

OFFICIAL DETAILS

05-08

WWT Championship

Professional competition / El Cardonal at Diamante

Check official tickets and event-specific access conditions.

OFFICIAL DETAILS

07

Walkathon for Water

Saturday, 8 a.m. / Cabo Azul, Hilton Vacation Club

Organizer lists a 3 km route; verify assembly instructions.

OFFICIAL DETAILS

07

Junior Golf Clinic

Saturday / WWT Championship

Tentative schedule; verify timing and participation requirements.

OFFICIAL DETAILS

Sources: Los Cabos Tourism Board, We Are Water Foundation and the WWT Championship organizer. Checked November 1, 2026. Schedules may change; confirm current organizer details.

FEATURED LISTING OF THE MONTH

The Property Spotlight



Interior images are AI-generated; the residence is offered unfurnished.



Mavila community pool



Quivira Beach Club

COMMUNITY / RESORT

Amenities shown are community/resort facilities, not private features of Unit 613. Confirm access, fees and conditions separately.

Mavila Penthouse 613

$295,000 USD

Mavila at Quivira, Pacific

FOR SALE / BE IN CABO / MLS 26-4546

1 BR / 1.5 BA / 1,197 TOTAL SF / FLOOR 3

Company listing checked November 1, 2026. Total area rounded from 1,196.62 SF. Status and price may change. Listing-supplied images; crop/scale only.

VIEW THE VERIFIED LISTING

SOURCES AND METHOD

The sources behind the story

be in cabo

CLOSED SALES AND COMPARISONS

Source: MLS BCS / FlexMLS closed-sale rows for Sold Dates October 1-31, 2026; September 1-30, 2026; and October 1-31, 2025. Extraction: November 1, 2026, 17:46:52-18:31:12 UTC (10:46-11:31 America/Mazatlan). Each included listing is counted once. Volume sums actual Sold Price USD, not asking prices. Late entries and subsequent corrections may change results.

DEFINED REPORTING AREA

Cabo San Lucas, Cabo Corridor, San Jose del Cabo, San Jose Corridor; East Cape South; Pacific: Quivira, Diamante Cabo San Lucas, Rancho San Lucas, San Cristobal and Migrino Area. Exclude other Pacific communities, East Cape North, La Paz, Loreto and Mulege. Condos, houses and land only. This reporting area is not necessarily the municipal boundary.

READING THE NUMBERS

Change = (current - prior) / prior x 100, rounded half-up to one decimal; a zero prior would be N/A. Count and volume changes describe the transactions recorded, not property-level appreciation. This edition focuses on completed sales; contract and price-change measures are outside its scope. Current pending inventory is not substituted for newly under contract.

EDITORIAL AND IMAGE NOTES

Community links point to the tourism board or event organizers; schedules may change. The cover is an AI-generated Baja-inspired illustration, not a photograph of a specific place. Property Spotlight uses a listing-supplied AI-staged interior and two authentic community/resort photos. The residence is offered unfurnished; amenity access, fees and conditions require confirmation. The original Be In Cabo logo is unchanged. The spotlight links to the company listing checked November 1.

EXPLORE BEINCABO.COM