

Sold Market Analysis

This Year: 1/1/2015 to 3/31/2015

Last Year: 1/1/2014 to 3/31/2014

Report Date: 10/28/2015

Condos

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
CSL Cor-Inland	31	61	+96	487	299	-38	4	18	+350	766,000	4,682,500	+511	191,500	260,139	+35	98	97	-0	392	95	-75	392	95	-75
CSL-Beach & Marina	113	103	-8	760	647	-14	13	6	-53	9,106,500	2,573,860	-71	700,500	428,977	-38	94	93	-0	432	309	-28	432	309	-28
CSL-Centro	35	25	-28	604	551	-8	6	7	+16	1,558,685	2,625,683	+68	259,781	375,098	+44	80	12,330	+15280	377	786	+108	377	786	+108
CSL-Corr. Oceanside	37	31	-16	637	550	-13	9	3	-66	4,138,900	1,028,500	-75	459,878	342,833	-25	79	94	+18	382	219	-42	382	219	-42
CSL-North	14	3	-78	266	173	-34	3	0	-	277,500	0	-	92,500	0	-	96	0	-	321	0	-	321	0	-
East Cape North	18	9	-50	772	743	-3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
El Centenario	0	20	+	0	366	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
La Paz City	25	44	+76	374	348	-6	0	3	+	0	603,000	+	0	201,000	+	0	100	+	0	120	+	0	120	+
La Ventana	24	28	+16	294	264	-10	4	2	-50	593,500	412,000	-30	148,375	206,000	+38	100	104	+4	158	260	+64	158	260	+64
LaPaz Beach	32	34	+6	579	475	-17	8	1	-87	1,456,000	240,000	-83	182,000	240,000	+31	99	94	-4	394	431	+9	394	431	+9
Pacific South	3	21	+600	472	279	-40	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD Corr-Inland	32	33	+3	606	520	-14	2	1	-50	1,220,000	145,000	-88	610,000	145,000	-76	91	86	-5	659	92	-86	659	92	-86
SJD Corr-Oceanside	46	41	-10	883	838	-5	2	3	+50	1,725,000	1,585,000	-8	862,500	528,333	-38	85	85	+0	1,402	405	-71	1,402	405	-71
SJD-Beachside	139	123	-11	720	651	-9	7	0	-	3,059,500	0	-	437,071	0	-	88	0	-	758	0	-	758	0	-
SJD-Centro	10	10	0	610	600	-1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-East	29	21	-27	771	785	+1	0	1	+	0	950,000	+	0	950,000	+	0	75	+	0	427	+	0	427	+
SJD-Inland/Golf	148	138	-6	703	648	-7	10	4	-60	2,401,000	960,000	-60	240,100	240,000	-0	93	89	-3	741	569	-23	741	569	-23
SJD-North	1	1	0	583	583	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Condos Totals:	737	746	+1	669	562	-15	68	49	-27	26,302,585	15,805,543	-39	380,382	356,125	-6	89	96	-1223	507	307	-39	507	307	-39

Houses

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
CSL Cor-Inland	157	179	+14	394	297	-24	8	29	+262	2,136,615	10,052,475	+370	267,077	346,637	+29	91	95	+3	144	123	-14	144	123	-14
CSL-Beach & Marina	61	56	-8	670	546	-18	1	2	+100	450,000	1,250,000	+177	450,000	625,000	+38	100	83	-16	84	421	+401	84	421	+401
CSL-Centro	18	10	-44	405	289	-28	4	1	-75	2,098,185	128,750	-93	524,546	128,750	-75	94	98	+4	416	75	-81	416	75	-81
CSL-Corr. Oceanside	64	85	+32	565	430	-23	5	4	-20	9,340,000	1,931,500	-79	1,868,000	482,875	-74	88	89	+0	392	362	-7	392	362	-7
CSL-North	18	15	-16	412	436	+5	1	2	+100	195,500	185,350	-5	195,500	92,675	-52	100	82	-17	351	221	-37	351	221	-37
East Cape North	115	111	-3	786	666	-15	3	1	-66	1,850,000	1,450,000	-21	616,667	1,450,000	+135	78	86	+10	836	270	-67	836	270	-67
East Cape South	34	51	+50	704	512	-27	1	0	-	480,000	0	-	480,000	0	-	96	0	-	712	0	-	712	0	-
El Centenario	32	35	+9	443	413	-6	2	1	-50	248,460	150,000	-39	124,230	150,000	+20	97	79	-17	141	357	+153	141	357	+153
El Sargento	32	26	-18	481	424	-11	3	2	-33	857,000	424,000	-50	285,667	212,000	-25	97	94	-3	364	126	-65	364	126	-65
La Paz City	59	65	+10	351	345	-1	2	5	+150	268,000	873,000	+225	134,000	174,600	+30	97	86	-10	151	267	+76	151	267	+76
La Ventana	11	10	-9	411	360	-12	0	1	+	0	159,000	+	0	159,000	+	0	100	+	0	371	+	0	371	+
LaPaz Beach	21	16	-23	486	543	+11	0	1	+	0	249,000	+	0	249,000	+	0	93	+	0	151	+	0	151	+

no data	4	1	-75	891	1245	+39	1	0	-	245,000	0	-	245,000	0	-	98	0	-	115	0	-	115	0	-
no data	1	1	0	1386	1386	0	1	0	-	475,000	0	-	475,000	0	-	83	0	-	1,091	0	-	1,091	0	-
Loreto	8	7	-12	579	460	-20	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Mulege	5	6	+20	491	464	-5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Nopolo	1	4	+300	706	385	-45	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pacific North	25	61	+144	850	449	-47	2	1	-50	494,000	382,000	-22	247,000	382,000	+54	96	98	+2	794	1,002	+26	794	1,002	+26
Pacific South	41	41	0	697	442	-36	0	1	+	0	300,000	+	0	300,000	+	0	80	+	0	1,446	+	0	1,446	+
San Pedro	1	1	0	141	295	+109	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD Corr-Inland	51	54	+5	459	378	-17	3	2	-33	6,425,000	534,000	-91	2,141,667	267,000	-87	98	91	-6	273	775	+183	273	775	+183
SJD Corr-Oceanside	100	69	-31	548	487	-11	1	3	+200	1,000,000	3,900,000	+290	1,000,000	1,300,000	+30	67	84	+24	351	220	-37	351	220	-37
SJD-Beachside	18	22	+22	453	467	+3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-Centro	21	16	-23	376	326	-13	3	0	-	498,000	0	-	166,000	0	-	88	0	-	210	0	-	210	0	-
SJD-East	51	49	-3	657	541	-17	1	0	-	230,000	0	-	230,000	0	-	93	0	-	93	0	-	93	0	-
SJD-Inland/Golf	70	66	-5	564	401	-28	3	7	+133	1,199,161	3,068,255	+155	399,720	438,322	+9	99	100	+0	226	661	+192	226	661	+192
SJD-North	7	8	+14	328	248	-24	1	0	-	40,000	0	-	40,000	0	-	70	0	-	263	0	-	263	0	-
Houses Totals:	1026	1065	+3	551	442	-19	46	63	+36	28,529,921	25,037,330	-12	520,530	422,366	-18	89	88	-1	342	292	-14	342	292	-14

Townhouses

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
CSL Cor-Inland	2	4	+100	321	301	-6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
East Cape South	1	1	0	629	629	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
LaPaz Beach	3	0	-	214	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pacific North	0	1	+	0	12	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
San Pedro	0	1	+	0	185	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD Corr-Inland	4	2	-50	228	236	+3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD Corr-Oceanside	1	1	0	1232	1232	0	1	0	-	3,600,000	0	-	3,600,000	0	-	91	0	-	444	0	-	444	0	-
SJD-Centro	0	1	+	0	366	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-Inland/Golf	0	2	+	0	147	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Townhouses Totals:	11	13	+18	368	338	-8	1	0	-	3,600,000	0	-	3,600,000	0	-100	91	NaN	-	444	0	-	444	0	-

Land

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
Bay of Dreams	1	1	0	1136	1136	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Constitucion	1	0	-	366	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL Cor-Inland	56	58	+3	602	530	-11	1	0	-	83,500	0	-	83,500	0	-	84	0	-	10	0	-	10	0	-
CSL-Beach & Marina	132	96	-27	607	667	+9	1	3	+200	160,000	295,000	+84	160,000	98,333	-38	77	79	+2	1,040	1,010	-2	1,040	1,010	-2
CSL-Centro	26	38	+46	865	634	-26	1	1	0	75,000	32,258	-56	75,000	32,258	-56	94	66	-29	195	53	-72	195	53	-72
CSL-Corr-Oceanside	44	60	+36	620	505	-18	1	0	-	85,000	0	-	85,000	0	-	89	0	-	275	0	-	275	0	-
CSL-North	26	49	+88	770	541	-29	1	1	0	110,000	83,500	-24	110,000	83,500	-24	92	70	-23	46	131	+184	46	131	+184
East Cape North	309	295	-4	898	809	-9	7	2	-71	725,000	63,000	-91	103,571	31,500	-69	98	75	-23	143	751	+425	143	751	+425
East Cape South	326	222	-31	853	751	-11	2	2	0	115,000	66,500	-42	57,500	33,250	-42	76	88	+15	1,355	197	-85	1,355	197	-85
EI Centenario	39	49	+25	465	376	-19	2	3	+50	135,000	139,500	+3	67,500	46,500	-31	82	77	-6	102	98	-3	102	98	-3
EI Sargento	45	52	+15	584	511	-12	2	3	+50	313,000	69,000	-77	156,500	23,000	-85	100	76	-24	36	495	+1275	36	495	+1275
La Paz City	35	24	-31	277	369	+33	6	2	-66	183,154	129,285	-29	30,526	64,642	+111	98	94	-4	139	26	-81	139	26	-81
La Ventana	21	26	+23	612	488	-20	0	2	+	0	92,100	+	0	46,050	+	0	94	+	0	223	+	0	223	+

CSL Cor-Inland	1	0	-	213	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL-Beach & Marina	3	2	-33	288	303	+5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL-Centro	2	2	0	526	472	-10	0	1	+	0	100,000	+	0	100,000	+	0	40	+	0	181	+	0	181	+	
East Cape North	1	1	0	338	338	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
La Paz City	1	1	0	366	32	-91	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pacific North	0	1	+	0	154	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pacific South	0	1	+	0	366	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-Inland/Golf	2	0	-	172	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-North	0	1	+	0	185	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Business Totals:	10	9	-10	317	291	-8	0	1	+	0	100,000	+	0	100,000	+	NaN	40	+	0	181	+	0	181	+	

Fractional

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
CSL-Beach & Marina	64	54	-15	1103	1097	-0	2	2	0	440,000	285,000	-35	220,000	142,500	-35	75	76	+1	423	597	+41	423	597	+41
CSL-Corr. Oceanside	13	13	0	373	289	-22	2	0	-	895,000	0	-	447,500	0	-	93	0	-	324	0	-	324	0	-
LaPaz Beach	18	18	0	721	721	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD Corr-Oceanside	1	1	0	366	345	-5	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-East	1	1	0	882	882	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Fractional Totals:	97	87	-10	925	887	-4	4	2	-50	1,335,000	285,000	-78	333,750	142,500	-57	86	76	-9	373	597	+60	373	597	+60

MultiFamily

Area	Total Active			Days on Market			Number Sold			Sold Volume			Average Sale Price			Percent of List			Days To Close			Days On Market		
	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT	Last Year	This Year	PCT
CSL Cor-Inland	2	1	-50	419	660	+57	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL-Beach & Marina	3	1	-66	338	531	+57	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL-Centro	2	1	-50	235	365	+55	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSL-Corr. Oceanside	1	1	0	271	274	+1	0	1	+	0	241,500	+	0	241,500	+	0	88	+	0	606	+	0	606	+
CSL-North	1	2	+100	549	296	-46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
East Cape North	1	1	0	365	218	-40	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
El Sargento	1	1	0	698	698	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Pacific North	0	1	+	0	272	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-Centro	3	1	-66	456	366	-19	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-East	0	1	+	0	219	+	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SJD-Inland/Golf	1	0	-	498	0	-	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
MultiFamily Totals:	15	11	-26	405	381	-5	0	1	+	0	241,500	+	0	241,500	0	NaN	88	+	0	606	+	0	606	+

Grand Totals	3,600	3,695	+3	662	552	-17	160	148	-8	64,553,213	44,763,828	-31	403,457	302,458	-25	89	88	0	415	321	-22	415	321	-22
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