



blue  desert

Sell With Us:
Your Guide to the Cabo Investments



Your property in expert hands



From the moment you decide to trust Blue Desert Cabo, we are committed to supporting you in every aspect of the process, from minor details to the most significant decisions.

We have the experience, resources, and knowledge of the local market to help you attract ideal buyers and achieve a successful sale. Once the transaction is completed, we can assist you in exploring new opportunities to build wealth through real estate investments.

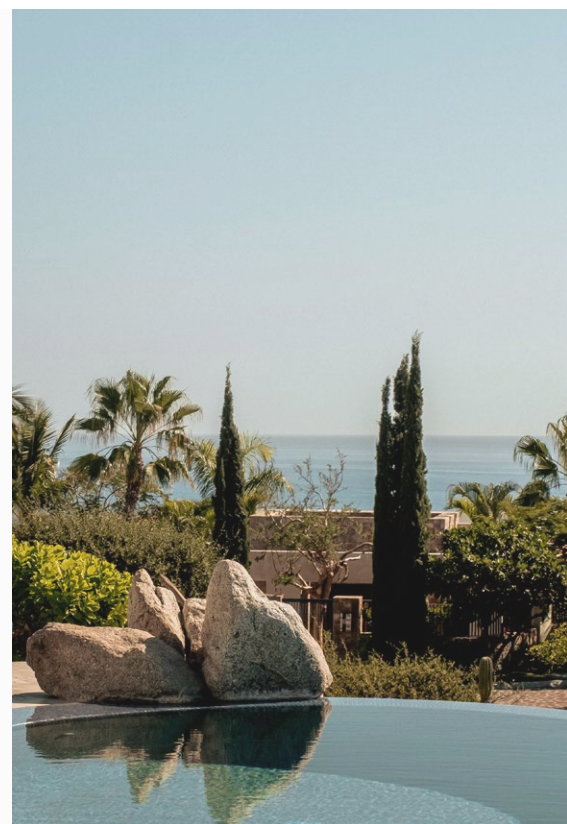
And when the time comes to buy or sell again, we will remain at your service as your trusted point of contact, ready to assist whenever you need us. Simply let us know, and we will take care of the rest. Consider us your trusted real estate advisors.



blue desert cabo

Blue Desert was founded from a deep passion for Los Cabos and the art of delivering exceptional experiences through luxury property rentals and real estate. With over 15 years of combined experience in the luxury sector, our binational team, with roots in both Mexico and the United States, has led high-end residential and commercial transactions in the most exclusive areas in Los Cabos.

Since 2014, Sean E. McClenahan has been involved in real estate operations in Mexico totaling over \$25 million, while since 2008, Juan Ramón Guevara Medina has led vacation villa rental programs, property management, and sales in top communities such as Palmilla, Cabo del Sol, Punta Ballena, El Dorado, among others.





From Start to Finish:

this is how we help you sell



1. Listing Consultation

We meet to understand your property, your goals, and answer all your questions.



2. Setting a Competitive Price

We conduct a market analysis to determine the best price based on real value and current demand.



3. Exclusive Agreement

We formalize our partnership to begin the selling process and conduct a thorough review of all property documentation to ensure a smooth, ready-to-market start.



4. Preparation & Styling

We enhance your property's presentation with high-quality photos and video.



5. Listing Publication

We list your property on the Multiple Listing Service (MLS) for maximum visibility.



6. Marketing Strategy Launch

We activate digital campaigns, email marketing, social media, and premium channels.



7. Ongoing Communication

We keep you informed every two weeks with updates, metrics, and feedback.



8. Offers & Negotiation

We guide you in reviewing offers and negotiating the best contract terms.



9. Property Under Contract!

Once an offer is accepted, we coordinate the process through to closing.



10. Transaction Coordination

We oversee every detail to ensure a smooth and secure sale.



11. Notary Process

We ensure all documentation is ready for closing.



12. Final Walkthrough

We verify everything is in order before the final signing.



13. Closing Day!

You sign, hand over the keys and we celebrate a successful sale with you.



Beyond the sale



Our commitment doesn't end at closing:

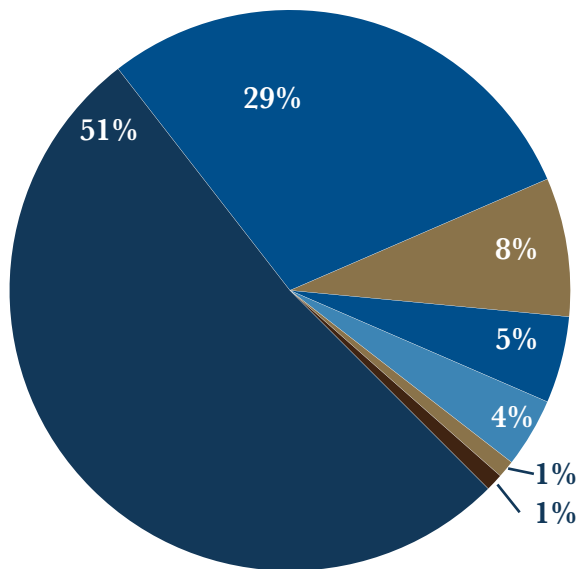
- Recommendations for trusted tax and financial advisors
- Consultation to reinvest and build wealth through real estate
- Ongoing follow-up and continuous availability



Finding the ideal buyer

Where Do Buyers Find Their New Home?

According to the 2024 Home Buyers and Sellers Profile by the National Association of REALTORS®, here's how buyers found the property they purchased:



- **51%** Internet: More than half of all buyers found their home through online searches.
- **29%** Real Estate Agent: Found their home with the direct help of their agent.
- **8%** Friends, Family, or Neighbors: They were referred by someone they know.
- **5%** Directly from the Seller: They knew the owner or made the deal without intermediaries.
- **4%** Signs or Open Houses: They saw a sign or attended a public showing.
- **1%** Builder or Builder's Agent: They bought directly from a developer.
- **1%** Print Ads: This channel has become increasingly irrelevant.





Our promise

At Blue Desert Cabo, we take pride in serving our community not only as leaders in the luxury real estate market, but also as neighbors, friends, and trusted allies.

We always act with integrity, even when it's not the easiest path, because we strongly believe in doing what's right for our clients. We take care of your needs at the highest level, providing personalized service with professionalism, dedication, and meticulous attention to detail. No request is too small when it comes to protecting your investment.

We position ourselves as your trusted local experts in Los Cabos, guiding you every step of the way as strategic advisors focused on delivering results.

We communicate clearly and consistently, in the format and frequency that best suits you, ensuring you are informed and supported at all times. Our approach is rooted in transparency, respect, and total commitment.

We are here to answer all your questions, ease any concerns, reduce the stress of the process and manage the entire operation flawlessly. From promoting and selling your property to closing and more.

Whether you wish to sell or rent your property in the luxury vacation market, we are here to maximize your return and care for your investment as if it were our own.





Our team

When you choose to work with our team, you're partnering with a group of exceptional professionals.

This means you'll have a team of experienced experts by your side through every step of the process from market analysis and finding buyers to contract negotiation, closing coordination, and more.

Every time you call, message, or email us, we'll be there with the information, follow-up, and guidance you need clearly, in a timely manner, and efficiently.



Juan Ramon Guevara



Tania Suástegui



Paulina Peña



Alberto Hernández

Your property deserves the attention of a professional who values it as much as you do.



Your Baja future starts here

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