



blue
desert

PARTNER PROGRAM • LOS CABOS, MEXICO

Your client. Our destination. One trusted local partner.

Luxury villas, property management and concierge in Los Cabos. Our founders have been renting Los Cabos homes since 2007.

ABOUT US

Rooted in Los Cabos since 2007

A boutique luxury villa rental and management company, founded by bi-national partners **Sean McClenahan** (U.S.) and **Juan Ramón Guevara** (Mexico). We care for multimillion-dollar homes in Palmilla, El Dorado, Chileno and Pedregal.

2007

First villa rentals in Los Cabos

2018

Blue Desert Cabo incorporated

70+

Villas in our portfolio

\$50M+

In real estate transactions in Los Cabos

WHAT WE DO

One local team, five services



Luxury villa rentals

Private 4–12+ bedroom villas for families, groups and events.



Property management

Full-service care for owners: distribution, pricing, guests and upkeep.



Concierge & events

Private chefs, transfers, charters, groceries and group events.



Real estate

Buying and selling homes in Los Cabos through bluedesertvillas.com.



Interior design

Design and furnishing for homes in Los Cabos, from concept to rental-ready.

THE OPPORTUNITY

When your guests ask for Mexico,
say yes — we will host them in Los
Cabos.

A trusted local partner lets you serve every Cabo request without managing a single property outside your market.

GETTING HERE

Closer than you think

25+

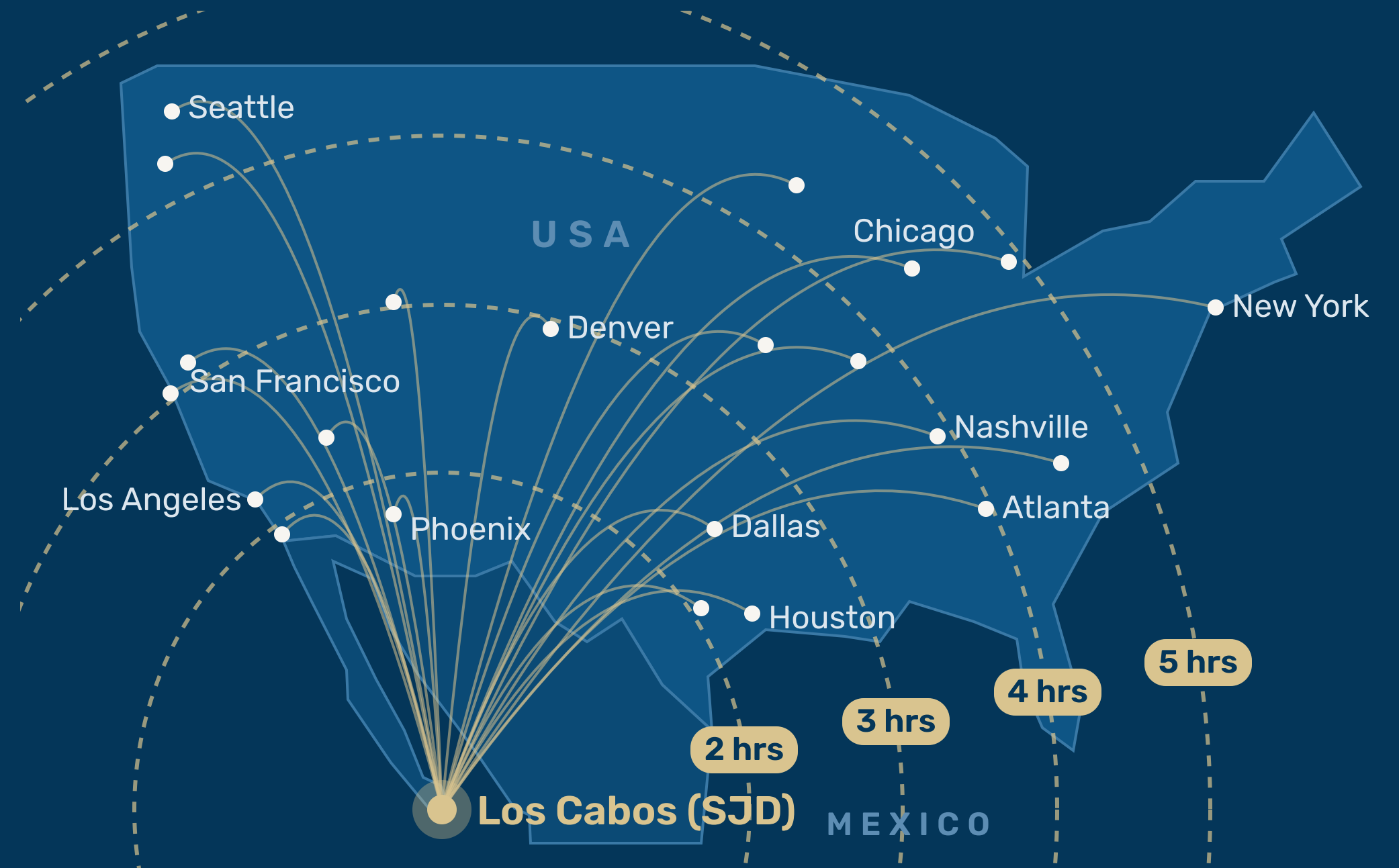
US cities with nonstop flights

9

airlines flying nonstop from the US

2–6 hrs

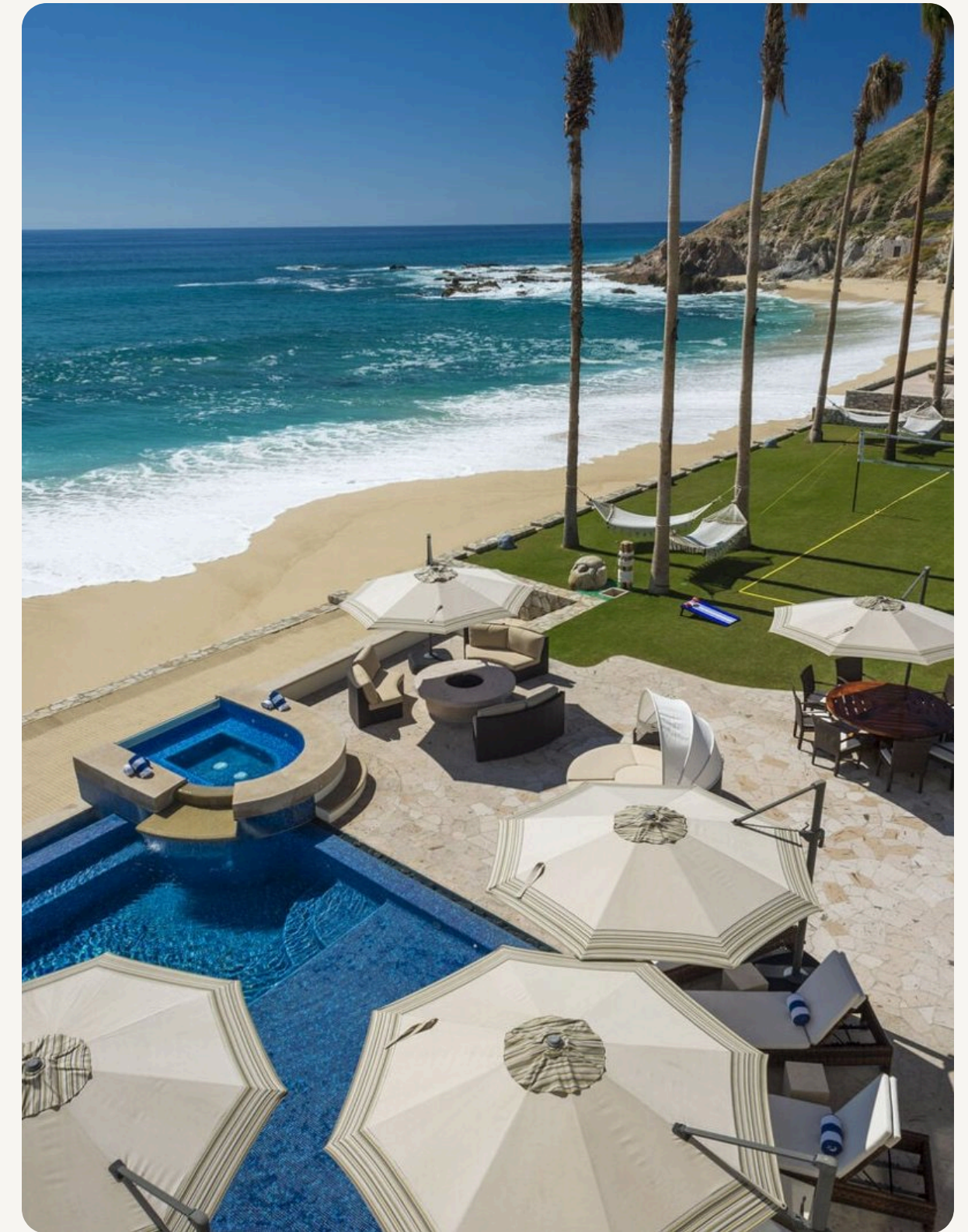
approximate flight time from major US cities



WHY BLUE DESERT CABO

Built to work with US managers

-  **Local team, US standards.** Mexican and American partners renting Cabo homes since 2007.
-  **Real-time availability.** Managed in Streamline and synced with Airbnb, VRBO and our direct site.
-  **A villa for every group.** Beachfront and ocean-view homes across the Los Cabos corridor.
-  **Full-service stays.** Concierge, chefs, transfers and events arranged in-house.



WAYS TO WORK TOGETHER

Four partnership models

1 • Guest referrals

You refer guests asking for Cabo; we host them and pay a referral fee.

2 • Two-way referrals

Our guests planning US trips are referred to your homes in return.

3 • Concierge partner

We arrange chefs, transfers and experiences for your clients in Cabo.

4 • Owner services

Your owners buying in Cabo get local management and real-estate support.

WHAT YOU GET AS A PARTNER

You refer. We host. You earn.



Commission on every stay

A fixed referral commission, in writing from day one. Paid 3 days after check-out.



Earn on groceries too

A share of every pre-arrival grocery order your guests place.



We handle the guest

From booking to check-out. You simply get status updates.



Your client stays yours

Every referral is protected in your name for 12 months.



Referrals both ways

Our guests heading to your market are sent to you.



One simple agreement

One page, signed online. No cost to join.

OUR PORTFOLIO

Beachfront estates to hilltop retreats

Cabo San Lucas • San José del Cabo • Tourist Corridor • East Cape — including Palmilla, Pedregal, Punta Bella, El Dorado and Punta Ballena.

THE BEACHFRONT COLLECTION

Step from the pool to the sand



MORE BEACHFRONT VILLAS

One partner. 19 beachfront villas.

One call books any of them — we handle everything from there.



FOR FAMILIES

Room for every generation



Casa Rio de Luna

7 bedrooms • 18 guests

Golf cart to the beach



Casa Primera

6 bedrooms • 16 guests

Bunk room and media room



Villa Esperanza

6 bedrooms • 14 guests

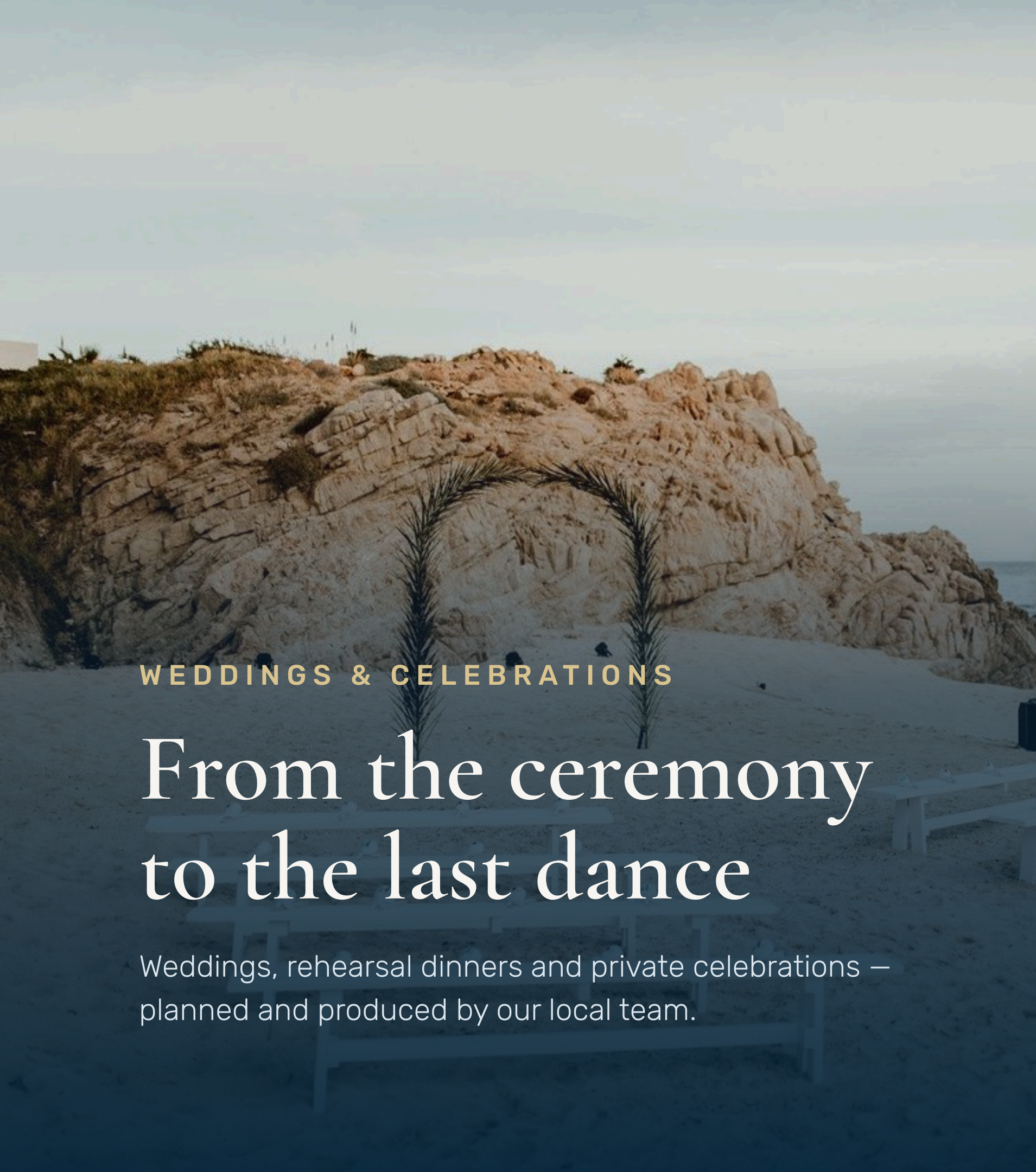
Family suite and kids' room



Palmilla Estates 58

6 bedrooms • 14 guests

Kids' room with bunks and crib



WEDDINGS & CELEBRATIONS

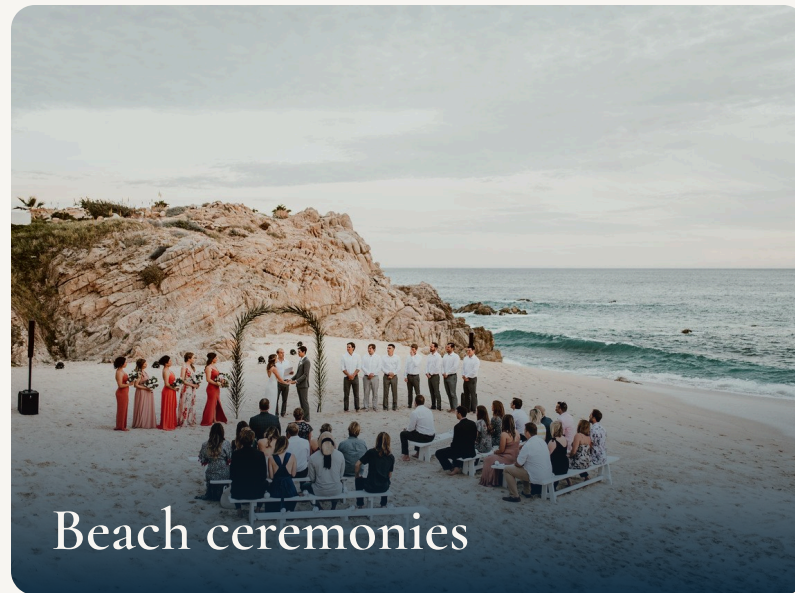
From the ceremony to the last dance

Weddings, rehearsal dinners and private celebrations —
planned and produced by our local team.



EVENTS WE PRODUCE

Every celebration, styled on site



LARGE GROUPS & WEDDINGS

Villas built for celebrations

One local team handles the villa, transfers, chefs, concierge and event logistics.



Casa Cielo at Pedregal

10 bedrooms • 20 guests

Events: 100 seated / 150 cocktail



Casa Edwards

8 bedrooms • 16 guests

Events: 150 seated / 200 cocktail



Casa Aqua Blanca

7 bedrooms • 14 guests • waterslides

Events: 80 seated / 120 cocktail



CONCIERGE & EVENTS

You sell the destination. We handle everything on the ground.

Private chefs

Airport transfers

Yachts & sport fishing

ATV & desert tours

In-villa spa

Group events

Groceries can be stocked before arrival through our sister brand, Groceries Cabo Delivery.

HOW A REFERRAL WORKS

Five steps. Your client stays yours.

01	02	03	04	05
Send the inquiry	We send options	Your guest books	We host	You get paid
Dates, guest count and budget by email.	Available villas with rates, photos and details.	Registered in your name for 12 months.	Arrival, concierge and support during the stay.	Your commission, 3 days after check-out.

Have a Cabo request now?

Send us the dates, guest count and budget – we'll reply with options.

LET'S TALK

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Real estate: bluedesertvillas.com



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