

# LOS CABOS



## CONDOR ROUTE

Frankfurt ✈️ Los Cabos



PROFILE & IMPACT OF THE GERMAN TRAVELER  
2024 - 2025 SEASON



### THE FLIGHT'S SECOND SEASON FRA ✈️ SJD ✈️ FRA IS NOW CONFIRMED

The arrival of the direct Frankfurt-Los Cabos flight, operated by Condor Airlines, represents a valuable opportunity to diversify and strengthen international tourism in our region. This study, based on the first season of operations (November 2024 – April 2025), provides key insights into the profile of the German traveler, helping us tailor our tourism offerings to their interests, travel habits, and strong economic potential.

### WHAT PLACES DO THEY VISIT IN BCS?

- |  |  |
|--|--|
| 1 Cabo San Lucas                         | 6 El Triunfo                                       |
| 2 San José del Cabo<br>HISTORIC DOWNTOWN | 7 La Ventana                                       |
| 3 Cabo Pulmo                             | 8 La Paz   |
| 4 Todos Santos                           | 9 Loreto   |
| 5 San Antonio                            | 10 Pristine beaches and<br>protected natural areas |

### WHO IS THE GERMAN TRAVELER?

- **HIGHLY EDUCATED:** 38% hold a master's or doctoral degree.
- **ANNUAL INCOME:** between \$45,000 and \$100,000 USD.
- **PLAN AHEAD:** book 3+ months in advance.

### WHAT ARE THEY LOOKING FOR?

**75%** Motivated by Nature and the Sea:  
Marine life, beaches, diving,  
hiking, snorkeling.

Top reasons to visit: landscapes, climate, and tranquility.

**60%**  
Germans

**9%**  
Other  
markets

**31%**  
Other European  
countries



**NOV. 3<sup>RD</sup>** → **APR. 6<sup>TH</sup>**  
2025 2026

Condor Airlines will connect Europe with our destination twice a week: **Mondays and Fridays.**



### WHERE DO THEY STAY?

- **69%** stayed in hotels, mostly 4- or 5-star properties.
- Others opted for **villas, apartments, or stays** with friends/family.



### LONGER STAYS = GREATER ECONOMIC IMPACT

- Average stay: **10.5 days.**
- Average total spend per person: **\$58,448 MXN.**
- Longer stays = **higher local spending.**



### OVERALL SATISFACTION

- **90%** leave satisfied.
- Strong appreciation for **safety, service and hospitality.**



### STRATEGIC OPPORTUNITIES

- **31%** expressed interest in purchasing a second home.
- Participation in **timeshare presentations.**
- High potential for **real estate investment.**



### HOW DO THEY TRAVEL AND PLAN?

- Book through **online platforms and travel agencies.**
- **56%** rented a car to explore the region.



### WHY IS THIS ROUTE IMPORTANT?

- **Sophisticated, loyal travelers who stay longer.**
- Enhances **high-value international connectivity.**
- Creates new opportunities in **real estate, experiences, and luxury sectors.**

### WHAT CAN WE DO AS AN INDUSTRY?

- **Promote** visible environmental sustainability.
- **Improve** local mobility and internal connectivity.
- **Communicate** the value of the overall experience.
- **Enhance** authentic and differentiated activities.



GET TO KNOW MORE AT:

[VisitaLosCabos.travel](https://VisitaLosCabos.travel)

CHECK FLIGHTS OPTIONS:

[condor.com](https://condor.com)