



On-Site Sales Office  
Indian Ridge Clubhouse  
76-375 Country Club Dr  
Palm Desert CA 92211  
(760) 772-7274

Bennion Deville Homes  
Indian Wells Luxury Division  
74-910 Highway 111  
Indian Wells CA 92210  
(760) 776-7070

[www.DianeWilliamsAndAssociates.com](http://www.DianeWilliamsAndAssociates.com) | CAIDRE#01364828

October 2019

Dear Indian Ridge Resident,

As we move towards the end of the year, 2019 has proven to be solid and stable amid rumors and talk of a slowing real estate market. Interest rates and trade wars are the latest fears among consumers. Despite the skeptics, interest rates remain low and there are positive signs the Coachella Valley is not heading for doom and gloom and we are remaining stable. According to the September "Desert Housing Report", published by the local boards of Realtors many cities show positive gains in median prices in both the attached and detached home markets. 7 of the 11 Coachella Valley cities show positive gains in the detached home market and Palm Springs remains the strongest with a 10.3% price gain over the last 12 months. City of Coachella, Desert Hot Springs, Indian Wells, Cathedral City, Palm Desert and La Quinta are all showing positive average price gains, demonstrating anywhere from a 2.7% increase to a 9.1% increase. Although most of the cities are still down from their all-time high average price, they are continuing to gain momentum. With elevated prices in Palm Springs, this historically will drive sales to other desert cities where buyers see more value for their housing dollars.

We continue to see low levels of inventory throughout the Coachella Valley. On October 1st, there were 2,736 units for sale throughout the valley. This is the lowest inventory we have seen in the last 10 years. While low inventory creates more of a challenge for buyers to find homes, it also can help drive home prices up due to demand. On the "Country Club Homes Sales Report", we track 19 different country clubs, 7 of which are luxury and 12 other well-known communities. Of the 12 clubs, 8 show increases in price per square foot compared to 3<sup>rd</sup> quarter 2018 and of the 7 luxury, 4 clubs showed an average price per square foot increase.

While reviewing the "Country Club Home Sales Price Change and Appreciation", you will notice 14 out of the 19 golf course communities tracked are on target to sell as many if not more homes this year than in 2018. Clubs such as Indian Ridge and Rancho La Quinta have already exceeded 80% of their total sales compared to 2018. Average sales price in 17 of the 19 clubs tracked have increased from 2018 and many even increased compared to 2017. Mission Hills showed the largest increase in average sale price, up 34.6% from 2018. Ironwood is second in line with an average price increase of 19.4%. The higher end clubs, all except one, are above 75% of their sales from 2018, showing a steady rise in the luxury market. While sales in some of these areas were low in 2018, this increase shows the market is improving in the luxury properties market. In fact, according to the "Luxury Home Market in the Desert Report", there has been a consistent increase in home sales at \$1 million and above since 2012.

Indian Ridge has 40 active homes on the market and finished the 3<sup>rd</sup> quarter with 16 home sales, 10 sold in the HOA and 6 sold in the PUD. While this is 3 less homes sold compared to 3<sup>rd</sup> quarter 2018, total sales are still up for 2019. Currently Indian Ridge has sold 69 homes vs 66 homes in 2018. The HOA continues to show strong sales due to affordability factor and has already reached 89% of the total sales

for 2018. Year to date the HOA is in line to sell more homes than in 2018 due to the demand for homes priced between \$500,000 - \$800,000. Out of the 16 homes sold in the 3<sup>rd</sup> quarter of 2019, 10 were sold under \$800,000 and only 1 home over a million dollars sold.

The number of homes sold in the PUD year to date have dropped slightly since 2018. Currently, 29 homes sold in the PUD compared to 31 homes sold at this time in 2018. However, the average price per square foot is up 18.6% in the PUD. The average sales price for Indian Ridge, including the HOA and PUD, as a whole is the highest it has been since 2014, closing out at \$794,038. For Indian Ridge Country Club's fiscal year October 1, 2018 through September 30, 2019, there were 88 homes sales. For the fiscal period of October 1 2017 through September 30 2018, Indian Ridge Country Club sold 86 homes.

Year after year data from the "Indian Ridge Country Club Sales Activity Report" indicates we are stable and far from the numbers we saw during the housing market crash in 2008-2010. Our prediction is that 2020 will continue with the same consistent pattern, maybe seeing a slight drop in the 4<sup>th</sup> quarter due to an election period. While many cities across the US saw a huge hike in prices these last couple of years, a correction is happening in these metropolitan areas. This does not mean a crash like in 2008. Remember, the crash happened due to forces that no longer exist and those factors can now be predicted and addressed before they happen. In fact, a price correction can bring more buyers to the table, especially millennials who made up 50% of the mortgage business in 2019. Constrained home supply, persistent demand, low unemployment and steady economic growth can help stabilize the real estate market in 2020.

Our on-site sales team is always grateful for the opportunity to work within this outstanding community. Not only are we proud of our successes, but to see this fantastic club continue to grow and evolve is extremely rewarding. We are always striving to enhance the service we provide and we make that possible with the dedication of our team members and what we all bring to the table. Our group is fully dedicated to the success of our clients and constantly collaborating ideas with one another to enhance our results. We have a positional advantage over individual agents, being able to be in multiple places at one time. Our office realizes this business is not a 50-yard dash, but a marathon of nurturing and investing in relationships. We are optimistic to enter into our final quarter of 2019 and look forward to what 2020 will bring.

Please stop by our office with any questions you may have or feel free to give us a call. We are here 7 days a week, 9am-5pm. You are always welcome!

Sincerely,  
Diane Williams & Associates



**Indian Ridge Country Club Sales January 1, 2019 to October 10, 2019**

*Yellow highlighted homes indicate Diane Williams & Associates Represented Buyer or Seller*

*Blue highlighted homes indicate Diane Williams and Associates represented BOTH Buyer and Seller*

**SOLD**

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Selling Price
488 Red Arrow	Acacia 3	1,903	3/2	North	No	\$307	4/12/19	\$584,995
507 Falcon View	Acacia 3	1,903	3/2	South	No	\$341	3/28/19	\$650,000
401 Desert Holly	Acacia 3	1,903	3/2	South	No	\$235	3/7/19	\$447,500
769 Box Canyon	Acacia 3	1,903	3/2	South	No	\$262	2/28/19	\$500,000
513 Falcon View	Acacia 3	1,903	3/2	South	No	\$265	7/30/19	\$504,300
379 Indian Ridge	Acacia 3	1,903	3/2	West	No	\$214	6/18/19	\$407,500
495 Falcon View	Acacia 4	2,182	3/4	South	No	\$256	5/15/19	\$560,000
344 Desert Holly	Acacia 4	2,182	3/4	East	Yes	\$245	5/3/19	\$535,000
859 Box Canyon	Acacia 4	2,182	3/4	South	No	\$263	4/29/19	\$575,000
739 Box Canyon	Acacia 4	2,182	3/4	South	No	\$187	3/18/19	\$408,500
440 Desert Holly	Acacia 4	2,182	3/4	North	No	\$261	7/3/19	\$570,000
434 Desert Holly	Acacia 4	2,182	3/4	North	No	\$252	6/28/19	\$549,000
503 Desert Holly	Acacia 4	2,182	3/4	South	No	\$229	6/26/19	\$500,000
768 Red Arrow	Acacia 4	2,182	3/4	North	No	\$229	9/30/19	\$465,000
715 Box Canyon	Acacia 4	2,182	3/4	South	No	\$225	7/12/19	\$490,000
323 Indian Ridge	Acacia 5	2,368	3/4	West	Yes	\$219	4/30/19	\$520,000
762 Red Arrow	Acacia 5	2,368	3/4	North	No	\$243	7/1/19	\$575,000
901 Box Canyon	Acacia 5	2,368	3/4	West	No	\$236	5/30/19	\$560,000
536 Red Arrow	Acacia 5	2,368	3/4	North	No	\$190	6/19/19	\$450,000
829 Box Canyon	Acacia 5	2,368	3/4	South	No	\$211	10/7/19	\$499,900
528 Mesa Grande	Bougainvillea 1/casita	2,742	4/5	East	Spa	\$283	7/17/19	\$775,000
740 Snow Creek	Bougainvillea 1	2,430	3/4	East	No	\$267	1/11/19	\$650,000
228 White Horse	Bougainvillea 1	2,430	3/4	North	No	\$255	1/10/19	\$620,000
557 Elk Clover	Bougainvillea 1	2,430	3/4	West	Spa	\$309	6/28/19	\$750,000
871 Mesa Grande	Bougainvillea 1	2,430	3/4	South	No	\$267	7/11/19	\$650,000
895 Mesa Grande	Bougainvillea 2	2,742	3/4	South	No	\$373	4/29/19	\$1,025,000
460 Gold Canyon	Bougainvillea 2	2,742	3/4	North	Yes	\$282	4/23/19	\$775,000
864 Mission Creek	Bougainvillea 2	2,742	3/4	East	Yes	\$258	4/19/19	\$710,000
510 Gold Canyon	Bougainvillea 2	2,742	3/4	North	Yes	\$282	3/19/19	\$775,000
630 Mesa Grande	Bougainvillea 2	2,742	3/4	East	Spa	\$262	10/8/19	\$680,000
787 Arrowhead	Bougainvillea 2	2,742	3/4	West	Yes	\$328	6/7/19	\$900,000
210 Gold Canyon	Bougainvillea 2	2,742	3/4	North	Yes	\$292	6/6/19	\$800,000
600 Hawk Hill	Bougainvillea 2	2,742	3/4	North	No	\$299	10/8/19	\$795,000
840 Mission Creek	Bougainvillea 3	2,217	3/3	East	Yes	\$242	3/29/19	\$537,900
725 Hawk Hill	Jacaranda 1	4,575	4/5	South	Yes	\$486	4/18/19	\$2,225,000
807 Mesa Grande	Jacaranda 1	4,575	4/5	West	Yes	\$240	9/5/19	\$1,100,000
109 Rain Bird	Mesquite 5	2,484	3/4	South	Spa	\$221	5/7/19	\$550,000
870 Snow Creek	Ocotillo 1/casita	3,371	4/5	East	Yes	\$378	2/19/19	\$1,275,000
845 Mission Creek	Ocotillo 1/casita	3,371	4/5	West	No	\$274	6/7/19	\$925,000
150 Tomahawk	Ocotillo 1	4,032	4/5	South	Yes	\$330	4/29/19	\$1,331,000
395 Tomahawk	Ocotillo 1	3,082	3/4	West	Yes	\$365	3/22/19	\$1,125,000
475 Tomahawk	Ocotillo 1	3,082	3/4	South	Yes	\$387	1/15/19	\$1,195,000
709 Mesa Grande	Ocotillo 2	3,541	4/5	West	Yes	\$381	5/9/19	\$1,350,000
716 Elk Clover	Ocotillo 2	3,255	3/4	East	Spa	\$269	9/16/19	\$875,000
615 Hawk Hill	Ocotillo 2	3,255	3/4	South	Yes	\$307	9/16/19	\$950,000
733 Mission Creek	Ocotillo 2/casita	3,576	4/5	East	No	\$274	4/30/19	\$980,000
737 Mesa Grande	Ocotillo 2/casita	3,541	4/5	West	Yes	\$378	3/18/19	\$1,337,000
892 Mesa Grande	Ocotillo 2	3,255	3/4	North	No	\$384	4/22/19	\$1,250,000
351 Tomahawk	Ocotillo 2	3,255	3/4	West	Yes	\$327	1/7/19	\$1,067,500
343 Tomahawk	Ocotillo 2	3,244	3/4	West	Yes	\$308	6/3/19	\$999,950
931 Mesa Grande	Ocotillo 3	3,513	3/4	South	No	\$247	5/22/19	\$870,000
507 Tomahawk	Ocotillo 3	3,513	3/4	South	Yes	\$282	8/26/19	\$990,000
921 Mission Creek	Ocotillo 3/casita	3,869	4/5	South	Yes	\$394	1/15/19	\$1,525,000
301 Eagle Dance	Ocotillo 3/casita	3,869	4/5	West	Yes	\$401	5/29/19	\$1,550,000
253 Desert Holly	Palo Verde 2	2,508	3/4	West	No	\$219	6/19/19	\$550,000
293 Desert Holly	Palo Verde 2	2,508	3/4	West	Yes	\$299	9/3/19	\$700,000
303 Desert Holly	Palo Verde 2	2,508	3/4	West	Spa	\$291	9/25/19	\$670,000
221 Eagle Dance	Palo Verde 3	2,712	3/4	West	Spa	\$235	4/8/19	\$639,000
283 Desert Holly	Palo Verde 3	2,712	3/4	West	Yes	\$254	9/19/19	\$675,000
301 White Horse	Palo Verde 3	2,712	3/4	West	Yes	\$442	3/15/19	\$1,200,000
394 White Horse	Palo Verde 3	2,712	3/4	South	Yes	\$313	1/10/19	\$849,000
125 White Horse	Pale Verde 3/casita	3,100	4/5	South	Spa	\$338	9/6/19	\$995,000
821 Deer Haven	Smoketree 1	2,392	3/3	South	Spa	\$265	4/12/19	\$635,000
745 Red Arrow	Smoketree 1	2,392	3/3	South	Yes	\$240	3/20/19	\$575,000
810 Deer Haven	Smoketree 1	2,392	3/3	North	No	\$206	3/4/19	\$495,000
871 Red Arrow	Smoketree 2	2,682	3/4	South	Spa	\$190	5/16/19	\$510,000
771 Deer Haven	Smoketree 2	2,682	3/4	South	Pool	\$240	5/3/19	\$645,500
841 Deer Haven	Smoketree 2	2,682	3/4	South	Spa	\$208	2/25/19	\$560,000
800 Deer Haven	Smoketree 3	3,102	3/4	North	No	\$201	2/19/19	\$625,000
887 Red Arrow	Smoketree 4	3,402	3/4	South	Yes	\$155	5/3/19	\$530,000
770 Deer Haven	Smoketree 5	3,562	4/5	North	Yes	\$216	2/20/19	\$770,000
521 Red Arrow	Smoketree 5	3,562	4/5	South	No	\$279	9/18/19	\$950,000

**PENDING**

413 Desert Holly	Acacia 4	2,182	3/4	South	No	\$227	Pending	\$495,000
374 Desert Holly	Acacia 4	2,182	3/4	North	No	\$256	Pending	\$559,000
852 Red Arrow	Acacia 5	2,368	3/4	North	No	\$224	Pending	\$530,000
489 Falcon View	Acacia 4	2,242	3/4	South	No	\$356	Pending	\$799,000

**Diane Baxter, GRI CalBRE 01364828**  
Associate Broker/Executive Luxury Director  
realestate@dwateam.com



*Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.*

*Diane R. Baxter, Associate Broker, Bennion Deville Homes CalBRE 01364828 As of October 10, 2019*

# Indian Ridge Country Club

## Quarterly Home Sales Activity

	2008				2009				2010				2011				2012				2013			
	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM
<b>1st Quarter</b>	17	\$ 17,570,000			7	\$ 4,860,900			15	\$ 12,476,500			19	\$ 14,632,900			18	\$ 12,895,000			20	\$ 14,239,500		
HOA	7	\$ 4,021,000	\$ 291	70	5	\$ 3,405,900	\$ 272	187	6	\$ 5,317,000	\$ 303	84	7	\$ 3,911,900	\$ 228	88	11	\$ 6,400,000	\$233	126	9	\$ 5,205,500	\$224	126
PUD	10	\$ 13,549,000	\$ 392	91	2	\$ 1,455,000	\$ 313	101	9	\$ 7,159,500	\$ 311	148	12	\$ 10,721,000	\$ 286	105	7	\$ 6,496,000	\$308	140	11	\$ 9,034,000	\$280	161
<b>2nd Quarter</b>		\$16,984,000			7	\$6,202,000			24	\$19,094,500			26	\$17,762,500			19	\$14,086,950			22	\$16,439,500		
HOA		\$ 6,190,000	\$ 331	103	4	\$ 3,667,000	\$ 298	129	9	\$ 4,659,500	\$ 229	216	15	\$ 7,837,500	\$ 216	159	5	\$ 2,179,000	\$191	165	9	\$ 4,296,500	\$214	79
PUD		\$ 10,714,000	\$ 413	211	3	\$ 2,535,000	\$ 296	151	15	\$ 14,435,000	\$ 304	156	11	\$ 9,925,000	\$ 310	180	14	\$ 11,907,550	\$282	169	13	\$ 12,144,000	\$287	152
<b>3rd Quarter</b>		\$6,195,000			7	\$6,985,000			12	\$9,846,000			12	\$7,924,900			13	\$7,543,500			17	\$12,044,900		
HOA	5	\$ 1,510,000	\$ 312	243	1	\$ 925,000	\$ 311	204	5	\$ 2,348,500	\$ 203	262	5	\$ 2,264,900	\$ 214	212	10	\$ 5,203,500	\$196	123	10	\$ 7,017,900	\$244	166
PUD	3	\$ 4,685,000	\$ 436	185	6	\$ 6,060,000	\$ 309	121	7	\$ 7,497,500	\$ 285	213	7	\$ 5,660,000	\$ 259	223	3	\$ 2,340,000	\$231	368	7	\$ 5,027,000	\$253	190
<b>4th Quarter</b>	7	\$ 2,815,000			12	\$ 6,212,500			12	\$ 9,474,500			21	\$ 15,443,900			23	\$ 15,531,000			20	\$ 16,992,000		
HOA	2	\$ 565,000	\$ 259	45	10	\$ 4,650,000	\$ 218	222	2	\$ 1,345,000	\$ 247	134	11	\$ 5,504,000	\$ 214	244	15	\$ 7,985,500	\$216	138	8	\$ 5,170,500	\$265	152
PUD	5	\$ 2,250,000	\$ 492	63	2	\$ 1,562,500	\$ 285	37	10	\$ 8,129,500	\$ 282	57	10	\$ 9,939,900	\$ 284	205	8	\$ 7,545,500	\$296	62	12	\$ 11,821,500	\$308	143
<b>Annual</b>	24	\$ 42,634,000			33	\$ 24,260,400			63	\$ 50,891,500			78	\$ 55,764,200			73	\$ 50,056,450			79	\$ 59,715,900		
HOA	14	\$ 12,276,000	\$ 305	106	20	\$ 12,647,900	\$ 247	204	22	\$ 13,670,000	\$ 238	181	38	\$ 19,518,300	\$ 213	188	41	\$ 21,768,000			36	\$ 21,690,400	\$236	132
Average Price		\$ 767,250				\$ 632,395				\$ 621,364				\$ 513,639				\$ 530,926	\$208	134		\$ 602,511		
PUD	31	\$ 30,358,000	\$ 396	127	13	\$ 11,612,599	\$ 297	109	41	\$ 37,221,500	\$ 288	123	40	\$ 36,245,900	\$ 284	200	32	\$ 28,289,050			43	\$ 38,026,500	\$285	158
Average Price		\$ 1,319,913				\$ 893,269				\$ 937,000				\$ 924,398				\$ 884,033	\$277	154		\$ 884,337		
	2014				2015				2016				2017				2018				2019			
	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM
<b>1st Quarter</b>	16	\$ 12,348,625			18	\$ 14,572,000			9	\$ 7,038,500			20	\$ 13,835,500			21	\$ 15,472,000			21	\$ 17,187,400		
HOA	6	\$ 3,784,500	\$ 261	138	7	\$ 4,535,500	\$ 271	159	2	\$ 1,376,000	\$ 242	203	12	\$ 6,638,000	\$ 222	108	11	\$ 6,848,000	\$238	192	12	\$ 7,700,000	\$259	137
PUD	10	\$ 8,561,125	\$ 278	153	11	\$ 10,037,000	\$ 297	106	7	\$ 5,662,500	\$ 271	137	8	\$ 7,197,500	\$ 282	119	10	\$ 8,624,000	\$273	145	9	\$ 9,487,400	\$336	63
<b>2nd Quarter</b>	30	\$28,847,800			17	\$13,644,500			18	\$ 12,859,000			24	\$ 17,431,500			26	\$ 21,071,000			32	\$ 25,741,945		
HOA	9	\$ 5,682,500	\$ 263	109	11	\$ 7,479,500	\$ 274	204	8	\$ 5,319,000	\$ 237	169	14	\$ 11,735,500	\$ 226	117	14	\$ 8,947,000	\$249	101	18	\$ 10,850,995	\$241	103
PUD	21	\$ 23,165,300	\$ 322	139	6	\$ 6,165,000	\$ 314	125	10	\$ 7,531,000	\$ 255	158	10	\$ 5,696,000	\$ 278	133	12	\$ 12,124,000	\$313	145	14	\$ 14,890,950	\$324	99
<b>3rd Quarter</b>	16	\$14,513,243			15	\$10,350,400			24	\$ 15,727,000			14	\$ 11,943,083			19	\$ 12,472,750			16	\$ 11,859,300		119
HOA	11	\$ 7,861,625	\$ 267	158	9	\$ 4,977,900	\$ 246	174	12	\$ 7,147,500	\$ 233	107	5	\$ 3,077,500	\$ 258	238	10	\$ 5,759,500	\$239	150	10	\$ 6,519,300	\$257	106
PUD	5	\$ 6,651,668	\$ 381	231	6	\$ 5,372,500	\$ 296	175	12	\$ 8,579,500	\$ 265	202	9	\$ 8,865,583	\$ 290	171	9	\$ 6,713,250	\$257	107	6	\$ 5,340,000	\$272	139
<b>4th Quarter</b>	12	\$8,272,450			10	\$ 7,414,000			10	\$ 5,595,000			21	\$ 15,559,000			19	\$ 14,835,281						
HOA	8	\$ 4,130,650	\$ 239	115	7	\$ 5,540,000	\$ 299	119	8	\$ 4,220,000	\$ 210	139	11	\$ 7,517,000	\$ 251	124	10	\$ 6,535,281	\$266	129				
PUD	4	\$ 4,141,800	\$ 316	102	3	\$ 1,874,000	\$ 236	248	2	\$ 1,375,000	\$ 241	270	10	\$ 8,042,000	\$ 274	158	9	\$ 8,300,000	\$292	120				
<b>Annual</b>	74	\$ 63,982,118			60	\$ 45,980,900			61	\$ 41,210,500			79	\$ 59,490,083			85	\$ 63,851,031						
HOA	35	\$ 21,459,275	\$ 261	145	34	\$ 22,532,900	\$ 261	177	30	\$ 18,062,500	\$ 230	141	37	\$ 22,441,000	\$ 237	133	45	\$ 28,089,781	\$248	140				
Average Price		\$ 659,389				\$ 628,897				\$ 608,707				\$ 606,514				\$ 624,217						
PUD	39	\$ 42,522,843	\$ 313	168	26	\$ 23,448,500	\$ 301	127	31	\$ 23,148,000	\$ 261	176	42	\$ 37,049,083	\$ 279	146	40	\$ 35,761,250	\$285	131				
Average Price		\$ 884,337				\$ 1,063,643				\$ 904,083				\$ 785,419				\$ 882,121						

Diane R Baxter, Associate Broker, GRI, CalBRE 01364828  
 (760) 776-7070 | realestate@dwater.com | www.DianeWilliamsAndAssociates.com



## Sales Update by Cities

Area	2018 3rd Qtr Sales	2019 3rd Qtr Sales	% Change Qtr Sales	2018 3rd Qtr Avg Price	2019 3rd Qtr Avg Price	% Change Avg Price	2019 3rd Qtr DOM	2019 3rd Qtr LP/SP
Coachella Valley	2,154	2,211	2.6%	\$ 442,870	\$ 481,551	8.7%	82	95.99%
Bermuda Dunes	44	41	-6.8%	\$ 406,197	\$ 435,451	7.2%	84	96.81%
Indian Wells	57	72	26.3%	\$ 781,535	\$ 1,029,918	31.8%	149	92.00%
Indio Central	56	55	-1.8%	\$ 313,652	\$ 303,681	-3.2%	73	97.00%
La Quinta North	48	57	18.8%	\$ 353,245	\$ 386,649	9.5%	73	98.00%
La Quinta South	279	283	1.4%	\$ 588,341	\$ 613,021	4.19%	104	96.30%
Palm Desert East	155	152	-1.9%	\$ 357,053	\$ 375,539	5.18%	80	95.26%
Palm Desert North	136	118	-13.2%	\$ 389,781	\$ 429,306	10.14%	79	97.54%
Palm Desert South	107	86	-19.6%	\$ 564,911	\$ 591,758	4.75%	90	96.00%
Palm Springs Central	140	137	-2.1%	\$ 540,917	\$ 578,102	6.87%	69	97.00%
Palm Springs North	129	135	4.7%	\$ 412,483	\$ 406,995	-1.33%	67	98.00%
Palm Springs South	206	217	5.3%	\$ 462,562	\$ 535,300	15.73%	59	96.94%
Rancho Mirage	201	202	0.50%	\$ 584,836	\$ 668,587	14.32%	103	94.59%
Sun City	61	110	80.3%	\$ 355,216	\$ 393,024	10.64%	73	98.40%

3rd Quarter of 2018 compared to 3rd Quarter of 2019

Lp/Sp = List Price to Sales Price

DOM = Days on Market

LUXE  
COLLECTION

  
bennion  
deville  
HOMES

 LUXURY  
PORTFOLIO  
INTERNATIONAL

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
(760) 776-7070 | realstate@dwateam.com | www.DianeWilliamsAndAssociates.com

Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.  
If your property is currently listed with another Broker, disregard. It is not our intention to solicit other Broker's Listings.

# Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
2004	12,418	9,789	78.8%	2,629	21.2%	11,929	96.1%	489	3.9%
2005	10,953	7,653	69.9%	3,302	30.1%	10,223	93.3%	720	6.6%
2006	7,608	5,066	66.6%	2,551	33.5%	6,906	90.8%	703	9.2%
2007	5,957	3,862	64.8%	2,097	35.2%	5,377	90.3%	581	9.8%
2008	7,292	5,825	79.9%	1,469	20.1%	6,885	94.4%	408	5.6%
2009	9,467	8,413	88.9%	1,055	11.1%	9,229	97.5%	238	2.5%
2010	9,402	8,143	86.6%	1,270	13.5%	9,061	96.4%	343	3.6%
2011	9,812	8,715	88.8%	1,293	13.2%	9,692	98.8%	315	3.2%
2012	10,081	8,648	85.8%	1,433	14.2%	9,698	96.2%	383	3.8%
2013	9,556	7,779	81.4%	1,778	18.6%	9,113	95.4%	443	4.6%
2014	8,387	6,538	78.0%	1,857	22.1%	7,916	94.4%	477	5.7%
2015	8,470	6,623	78.2%	1,773	20.9%	7,933	93.7%	462	5.5%
2016	8,938	6,982	78.1%	1,983	22.2%	8,458	94.6%	481	5.5%
2017	10,081	7,594	75.3%	2,486	24.6%	9,480	94.0%	601	5.9%
2018	10,295	7,502	72.9%	2,776	27.0%	9,614	93.4%	676	6.6%
1st Quarter 2015	2,041	1,592	78.0%	450	22.0%	1,908	93.5%	133	6.5%
2nd Quarter 2015	2,618	2,048	78.2%	570	21.8%	2,456	93.8%	162	6.2%
3rd Quarter 2015	1,957	1,586	81.0%	371	19.0%	1,879	96.0%	78	4.0%
4th Quarter 2015	1,854	1,387	74.8%	382	20.6%	1,680	90.6%	89	4.8%
1st Quarter 2016	2,042	1,590	77.9%	452	22.1%	1,908	93.4%	134	6.6%
2nd Quarter 2016	2,755	2,141	77.7%	620	22.5%	2,598	94.3%	158	5.7%
3rd Quarter 2016	2,155	1,690	78.4%	486	22.6%	2,056	95.4%	100	4.6%
4th Quarter 2016	1,986	1,561	78.6%	425	21.4%	1,896	95.5%	89	4.5%
1st Quarter 2017	2,479	1,846	74.5%	633	25.5%	2,307	93.1%	172	6.9%
2nd Quarter 2017	3,043	2,292	75.3%	751	24.7%	2,841	93.4%	202	6.6%
3rd Quarter 2017	2,277	1,734	76.2%	543	23.8%	2,165	95.1%	112	4.9%
4th Quarter 2017	2,282	1,722	75.5%	559	24.5%	2,167	95.0%	115	5.0%
1st Quarter 2018	2,464	1,762	71.5%	682	27.7%	2,274	92.3%	183	7.4%
2nd Quarter 2018	3,094	2,171	70.2%	924	29.9%	2,834	91.6%	260	8.4%
3rd Quarter 2018	2,702	2,094	77.5%	610	22.6%	2,586	95.7%	117	4.3%
4th Quarter 2018	2,035	1,475	72.5%	560	27.5%	1,920	94.3%	116	5.7%
1st Quarter 2019	2,212	1,533	69.3%	668	30.2%	2,021	91.4%	185	8.4%
2nd Quarter 2019	2,959	2,021	68.3%	928	31.4%	2,708	91.5%	242	8.2%
3rd Quarter 2019	2,376	1,723	72.5%	660	27.8%	2,240	94.3%	142	6.0%

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.

If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.

## Luxury Home Market in the Desert

<b>Million Dollar Luxury Home Market in the Desert</b>									
<b>Number of Homes Sold</b>									
<i>Price</i>	<i>2019 Active</i>	<i>2019 Sales</i>	<i>2018</i>	<i>2017</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>	<i>2013</i>	<i>2012</i>
<b>\$1 Million</b>	467	581	<b>678</b>	<b>607</b>	<b>487</b>	<b>465</b>	<b>479</b>	<b>448</b>	<b>386</b>
<b>\$2 Million</b>	171	155	<b>161</b>	<b>124</b>	<b>104</b>	<b>88</b>	<b>106</b>	<b>97</b>	<b>74</b>
<b>\$3 Million</b>	82	57	<b>55</b>	<b>46</b>	<b>36</b>	<b>33</b>	<b>38</b>	<b>27</b>	<b>20</b>
<b>\$4 Million</b>	46	28	<b>26</b>	<b>16</b>	<b>18</b>	<b>14</b>	<b>21</b>	<b>14</b>	<b>8</b>
<b>\$5 Million</b>	26	17	<b>21</b>	<b>7</b>	<b>14</b>	<b>5</b>	<b>13</b>	<b>9</b>	<b>6</b>
<b>\$6 Million</b>	18	9	<b>14</b>	<b>4</b>	<b>11</b>	<b>4</b>	<b>9</b>	<b>4</b>	<b>5</b>
<b>\$7 Million</b>	13	4	<b>8</b>	<b>4</b>	<b>10</b>	<b>1</b>	<b>4</b>	<b>4</b>	<b>3</b>

Each number includes the sales range above the price point.

For Example: 2014 Sales over \$2 million (106) includes all total sales over \$2 million.

<b>Million Dollar Sales for \$1 Million or Higher in the Desert</b>							
<i>City</i>	<i>Total Homes Active</i>	<i>Active Homes \$1 M+</i>	<i>Sold \$1 M 2019</i>	<i>% of Homes</i>	<i>Sold in 2018</i>	<i>Sold \$1 M+ 2018</i>	<i>% of \$1 M in 2018</i>
<b>Indian Wells</b>	173	78	86	49.71%	311	109	35.05%
<b>Indio</b>	316	10	5	1.58%	1705	20	1.17%
<b>La Quinta</b>	517	142	164	31.72%	1563	189	12.09%
<b>Palm Desert</b>	546	61	69	12.64%	2211	85	3.84%
<b>Palm Springs</b>	462	78	156	33.77%	2134	172	8.06%
<b>Rancho Mirage</b>	348	89	106	30.46%	937	118	12.59%
<b>Total</b>	<b>2,362</b>	<b>458</b>	<b>586</b>	<b>24.81%</b>	<b>8861</b>	<b>693</b>	<b>7.82%</b>

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.  
 If your property is currently listed with another Broker, disregard. It is not our intention to solicit other Broker's Listings.



## Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price				% of Change 2018	Total # of Homes Sold			
	2017	2018	2019			2017	2018	2019	% of 2018 Sales
	Total	Total	Total			Total	Total	YTD	
Desert Horizons	\$ 621,453	\$ 667,124	\$ 608,700	-8.8%	47	34	27	79%	
Indian Ridge	\$ 753,411	\$ 742,663	\$ 794,038	6.9%	79	85	69	81%	
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,059,928	18.6%	42	40	29	73%	
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 618,367	-0.9%	37	45	40	89%	
Indian Wells	\$ 586,555	\$ 668,956	\$ 621,415	-7.1%	149	121	56	46%	
Ironwood	\$ 483,872	\$ 534,231	\$ 637,624	19.4%	87	89	66	74%	
Mission Hills	\$ 498,406	\$ 511,697	\$ 688,715	34.6%	137	131	100	76%	
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,098,944	7.3%	22	35	23	66%	
Mountain View	\$ 786,151	\$ 791,081	\$ 801,340	1.3%	43	52	23	44%	
Palm Valley	\$ 344,909	\$ 341,983	\$ 376,171	10.0%	95	75	75	100%	
PGA West	\$ 593,544	\$ 609,802	\$ 697,292	14.3%	267	261	177	68%	
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 839,109	-1.2%	78	61	52	85%	
The Lakes	\$ 330,915	\$ 316,602	\$ 351,318	11.0%	73	79	59	75%	
The Springs	\$ 492,013	\$ 557,023	\$ 597,802	7.3%	91	90	68	76%	
Andalusia	\$1,476,808	\$ 1,439,578	\$ 1,550,525	7.7%	26	32	24	75%	
Bighorn	\$3,339,333	\$ 3,949,071	\$ 3,987,505	1.0%	21	35	21	60%	
Hideaway	\$2,183,523	\$ 2,434,571	\$ 2,474,291	1.6%	22	28	38	136%	
Reserve	\$2,153,136	\$ 1,755,000	\$ 1,900,833	8.3%	22	11	11	100%	
Toscana	\$1,842,381	\$ 1,956,374	\$ 2,070,210	5.8%	30	38	33	87%	
Tradition	\$2,603,269	\$ 2,409,432	\$ 2,436,933	1.1%	13	22	18	82%	
Vintage	\$2,380,824	\$ 2,053,587	\$ 2,236,111	8.9%	17	23	20	87%	

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
(760) 776-7070 | realstate@dwateam.com | www.DianeWilliamsAndAssociates.com



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.  
If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.



## Country Club Home Sales

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 YTD
Desert Horizons	17	20	24	45	35	40	37	35	36	47	34	27
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	69
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	56
Ironwood	44	40	46	67	65	77	74	57	52	87	89	67
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	100
Morningside	21	15	19	17	20	39	19	23	24	22	35	23
Mountain View	39	44	47	37	29	33	26	32	35	43	52	23
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	75
PGA West	161	133	161	181	213	230	217	175	228	265	261	177
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	52
The Lakes	45	31	43	46	56	53	77	45	49	73	79	59
The Springs	44	37	29	50	54	53	71	40	68	91	90	68

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Average 2019	Average 2019 \$/SF
Desert Horizons	\$ 765,000	\$ 575,525	\$ 537,708	\$ 484,544	\$ 583,500	\$ 557,945	\$ 563,532	\$ 514,119	\$ 573,647	\$ 621,453	\$ 667,124	\$ 564,724	\$ 200
Indian Ridge	\$ 1,010,000	\$ 735,164	\$ 826,778	\$ 725,823	\$ 685,705	\$ 891,670	\$ 871,969	\$ 766,490	\$ 700,008	\$ 753,411	\$ 742,663	\$ 794,038	\$ 278
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 668,956	\$ 755,320	\$ 252
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 534,231	\$ 667,406	\$ 282
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 511,697	\$ 665,655	\$ 222
Morningside	\$ 800,000	\$ 976,000	\$ 1,052,921	\$ 939,324	\$ 751,800	\$ 1,132,500	\$ 920,421	\$ 1,006,565	\$ 871,188	\$ 829,830	\$ 1,024,000	\$ 1,074,791	\$ 262
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 791,081	\$ 834,738	\$ 255
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 341,983	\$ 379,853	\$ 224
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 609,802	\$ 671,385	\$ 235
Rancho La Quinta	\$ 945,000	\$ 855,259	\$ 797,181	\$ 742,050	\$ 700,000	\$ 847,316	\$ 851,281	\$ 882,847	\$ 826,208	\$ 868,804	\$ 849,570	\$ 794,534	\$ 269
The Lakes	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 303,726	\$ 330,915	\$ 316,602	\$ 342,015	\$ 167
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 575,023	\$ 596,976	\$ 200

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.  
 If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.

## Average Price Range of Homes Sold in Country Clubs

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Desert Horizons</b>													
Lowest Sales	\$ 425,000	\$ 440,000	\$ 330,000	\$ 285,000	\$ 210,000	\$ 233,000	\$ 250,000	\$ 315,000	\$ 249,000	\$ 327,000	\$ 300,000	\$ 410,000	\$ 460,000.00
Highest Sales	\$ 1,560,000	\$ 1,950,000	\$ 1,700,000	\$ 1,100,000	\$ 1,290,000	\$ 1,700,000	\$ 761,500	\$ 1,070,000	\$ 1,215,000	\$ 1,750,000	\$ 1,185,000	\$ 1,150,000	\$ 935,000.00
<b>Indian Wells</b>													
Lowest Sales	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000	\$ 79,000	\$ 80,000	\$ 64,500	\$ 89,000	\$ 95,500	\$ 103,000	\$ 78,000	\$ 114,900	\$ 139,900.00
Highest Sales	\$ 2,350,000	\$ 3,100,000	\$ 2,800,000	\$ 1,650,000	\$ 1,950,000	\$ 2,400,000	\$ 1,250,000	\$ 1,850,000	\$ 2,100,000	\$ 1,450,000	\$ 1,850,000	\$ 2,100,000	\$ 2,300,000.00
<b>Indian Ridge</b>													
Lowest Sales	\$ 495,000	\$ 385,000	\$ 245,000	\$ 350,000	\$ 308,500	\$ 340,000	\$ 449,000	\$ 400,000	\$ 389,000	\$ 380,000	\$ 360,000	\$ 365,000	\$ 407,500.00
Highest Sales	\$ 2,620,000	\$ 2,400,000	\$ 1,800,000	\$ 1,900,000	\$ 1,950,000	\$ 2,300,000	\$ 1,400,000	\$ 2,730,000	\$ 2,050,000	\$ 1,200,000	\$ 2,200,000	\$ 1,900,000	\$ 2,225,000.00
<b>Ironwood</b>													
Lowest Sales	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000	\$ 120,000	\$ 132,000	\$ 145,000	\$ 210,000	\$ 195,000	\$ 194,000	\$ 172,900	\$ 225,000	\$ 218,000.00
Highest Sales	\$ 3,335,000	\$ 1,800,000	\$ 2,000,000	\$ 1,510,000	\$ 2,312,500	\$ 1,895,000	\$ 1,090,000	\$ 2,025,000	\$ 2,599,000	\$ 1,250,000	\$ 1,465,000	\$ 1,450,000	\$ 2,938,000.00
<b>Mission Hills</b>													
Lowest Sales	\$ 220,000	\$ 182,500	\$ 115,000	\$ 119,000	\$ 94,000	\$ 85,000	\$ 105,000	\$ 120,000	\$ 122,000	\$ 120,000	\$ 97,500	\$ 120,000	\$ 175,000.00
Highest Sales	\$ 1,865,000	\$ 1,865,000	\$ 2,950,000	\$ 1,800,000	\$ 1,870,600	\$ 2,000,000	\$ 1,750,000	\$ 2,250,000	\$ 3,200,000	\$ 2,600,000	\$ 2,100,000	\$ 2,800,000	\$ 3,588,000.00
<b>Morningside</b>													
Lowest Sales	\$ 692,000	\$ 485,000	\$ 480,000	\$ 525,000	\$ 575,000	\$ 450,000	\$ 660,000	\$ 609,000	\$ 480,000	\$ 499,000	\$ 488,250	\$ 515,000	\$ 615,000.00
Highest Sales	\$ 1,800,000	\$ 1,850,000	\$ 2,000,000	\$ 2,150,000	\$ 1,745,000	\$ 1,750,000	\$ 1,650,000	\$ 1,375,000	\$ 2,525,000	\$ 1,900,000	\$ 1,600,000	\$ 2,250,000	\$ 2,200,000.00
<b>Mountain View</b>													
Lowest Sales	\$ 577,000	\$ 505,000	\$ 425,000	\$ 288,750	\$ 285,000	\$ 295,000	\$ 320,000	\$ 395,000	\$ 335,000	\$ 325,000	\$ 324,000	\$ 299,000	\$ 450,000.00
Highest Sales	\$ 1,695,000	\$ 1,600,000	\$ 1,575,000	\$ 1,400,000	\$ 1,250,000	\$ 1,465,000	\$ 1,550,000	\$ 1,350,000	\$ 1,580,000	\$ 1,800,000	\$ 1,325,000	\$ 1,335,000	\$ 1,600,000.00
<b>Palm Valley</b>													
Lowest Sales	\$ 305,000	\$ 150,000	\$ 190,000	\$ 131,500	\$ 120,000	\$ 99,650	\$ 179,000	\$ 128,000	\$ 130,000	\$ 127,500	\$ 145,000	\$ 177,450	\$ 245,000.00
Highest Sales	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000	\$ 585,000	\$ 605,000.00
<b>PGA West</b>													
Lowest Sales	\$ 240,000	\$ 234,500	\$ 156,000	\$ 117,700	\$ 150,000	\$ 700,000	\$ 159,000	\$ 220,000	\$ 160,000	\$ 97,000	\$ 98,000	\$ 75,000	\$ 94,500.00
Highest Sales	\$ 2,600,000	\$ 2,850,000	\$ 1,840,000	\$ 2,265,000	\$ 2,050,000	\$ 4,250,000	\$ 1,200,000	\$ 2,000,000	\$ 2,700,000	\$ 2,175,000	\$ 1,925,000	\$ 2,500,000	\$ 2,650,000.00
<b>Rancho La Quinta</b>													
Lowest Sales	\$ 385,000	\$ 385,000	\$ 385,000	\$ 250,000	\$ 270,000	\$ 335,000	\$ 400,000	\$ 360,000	\$ 431,300	\$ 400,000	\$ 412,000	\$ 420,000	\$ 405,000.00
Highest Sales	\$ 2,250,000	\$ 2,100,000	\$ 2,000,000	\$ 1,900,500	\$ 1,450,000	\$ 1,500,000	\$ 1,300,000	\$ 1,550,000	\$ 2,150,000	\$ 1,565,000	\$ 1,725,000	\$ 2,350,000	\$ 1,500,000.00
<b>The Lakes</b>													
Lowest Sales	\$ 385,000	\$ 330,000	\$ 235,000	\$ 205,000	\$ 180,000	\$ 145,000	\$ 225,000	\$ 169,000	\$ 148,000	\$ 155,000	\$ 165,000	\$ 160,000	\$ 177,500.00
Highest Sales	\$ 965,000	\$ 965,000	\$ 965,000	\$ 700,000	\$ 900,000	\$ 720,000	\$ 799,000	\$ 1,250,000	\$ 710,000	\$ 785,000	\$ 750,000	\$ 720,000	\$ 640,000.00
<b>The Springs</b>													
Lowest Sales	\$ 525,000	\$ 440,000	\$ 349,000	\$ 268,000	\$ 235,000	\$ 240,000	\$ 420,000	\$ 325,000	\$ 350,000	\$ 300,000	\$ 330,000	\$ 375,000	\$ 375,000.00
Highest Sales	\$ 1,050,000	\$ 1,150,000	\$ 700,000	\$ 980,000	\$ 950,000	\$ 750,000	\$ 670,000	\$ 730,000	\$ 825,000	\$ 781,000	\$ 790,000	\$ 815,000	\$ 900,000.00

**Diane Baxter, Associate Broker, GRI, CalBRE 01364828**  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.

If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.

## Country Club Home Sales

Country Club	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 YTD
Andalusia	2	11	8	18	11	17	44	28	29	32	26	32	24
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	21
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	38
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	11
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	33
Tradition	12	10	11	20	15	13	18	21	11	15	13	22	18
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	20

## Average Country Club Home Price and Price Per Square Foot

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2019 \$/SF
Andalusia	\$ 2,311,250	\$ 1,962,182	\$ 1,336,125	\$ 1,425,444	\$ 1,330,116	\$ 1,289,413	\$ 1,318,938	\$ 1,156,391	\$ 1,416,994	\$ 1,624,117	\$ 1,476,808	\$ 1,439,578	\$ 1,588,467	395
Bighorn	\$ 3,212,500	\$ 4,050,000	\$ 4,551,667	\$ 4,241,560	\$ 2,578,850	\$ 3,620,357	\$ 2,058,000	\$ 3,392,826	\$ 2,949,000	\$ 2,600,833	\$ 3,339,333	\$ 3,949,071	\$ 3,880,957	634
Hideaway	\$ 3,080,000	\$ 2,562,500	\$ 2,482,500	\$ 2,249,381	\$ 2,210,060	\$ 1,876,173	\$ 2,755,800	\$ 2,495,844	\$ 2,561,481	\$ 2,492,533	\$ 2,183,523	\$ 2,434,571	\$ 2,503,605	499
The Reserve	\$ 2,600,000	\$ 3,400,000	\$ 2,900,000	\$ 2,681,389	\$ 1,933,333	\$ 2,048,569	\$ 3,200,000	\$ 1,824,929	\$ 2,231,250	\$ 2,085,000	\$ 2,153,136	\$ 1,755,000	\$ 2,261,136	431
Toscana	\$ 2,248,583	\$ 2,120,884	\$ 1,823,333	\$ 1,707,895	\$ 1,538,060	\$ 1,771,672	\$ 1,902,500	\$ 1,968,328	\$ 1,663,107	\$ 1,611,646	\$ 1,842,381	\$ 1,956,374	\$ 2,034,282	502
Tradition	\$ 3,500,000	\$ 2,555,000	\$ 2,762,273	\$ 2,051,675	\$ 2,338,833	\$ 2,512,104	\$ 2,054,000	\$ 2,437,595	\$ 2,540,364	\$ 2,263,133	\$ 2,603,269	\$ 2,409,432	\$ 2,371,056	491
Vintage	\$ 3,150,000	\$ 1,962,500	\$ 2,880,000	\$ 1,877,301	\$ 1,968,147	\$ 1,669,769	\$ 999,000	\$ 2,850,476	\$ 2,121,988	\$ 2,011,250	\$ 2,380,824	\$ 2,053,587	\$ 2,295,000	427

Diane Baxter, Associate Broker, GRI, CaIBRE 01364828  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



Note not all Bighorn properties sold are recorded in the MLS

Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.

If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.

## Price Ranges of Country Club Homes Sold

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	YTD 2019
<b>Andalusia</b>												
Lowest Sales Price	\$ 1,150,000	\$ 955,000	\$ 985,000	\$ 751,000	\$ 755,000	\$ 860,000	\$ 915,000	\$ 1,050,000	\$ 900,000	\$ 970,000	\$ 939,000	\$ 1,000,000.00
Highest Sales Price	\$ 2,500,000	\$ 1,900,000	\$ 2,175,000	\$ 2,025,000	\$ 2,000,000	\$ 1,937,500	\$ 1,872,680	\$ 2,005,000	\$ 2,250,000	\$ 2,075,000	\$ 1,995,000	\$ 2,500,000.00
<b>Bighorn</b>												
Lowest Sales Price	\$ 1,750,000	\$ 1,850,000	\$ 2,150,000	\$ 1,200,000	\$ 1,155,000	\$ 1,200,000	\$ 1,010,000	\$ 1,065,000	\$ 1,100,000	\$ 1,499,000	\$ 1,350,000	\$ 1,500,000.00
Highest Sales Price	\$ 10,600,000	\$ 11,000,000	\$ 8,500,000	\$ 5,100,000	\$ 12,300,000	\$ 2,900,000	\$ 8,900,000	\$ 7,950,000	\$ 6,550,000	\$ 8,115,000	\$ 9,975,000	\$ 8,500,000.00
<b>Hideaway</b>												
Lowest Sales Price	\$ 1,420,000	\$ 1,400,000	\$ 950,000	\$ 850,000	\$ 925,000	\$ 1,816,000	\$ 1,250,000	\$ 1,540,000	\$ 1,150,000	\$ 875,000	\$ 950,000	\$ 910,000.00
Highest Sales Price	\$ 3,600,000	\$ 3,650,000	\$ 4,783,000	\$ 6,500,000	\$ 3,300,000	\$ 3,600,000	\$ 4,650,000	\$ 6,350,000	\$ 4,200,000	\$ 3,885,000	\$ 5,100,000	\$ 5,750,000.00
<b>The Reserve</b>												
Lowest Sales Price	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$ 1,125,000	\$ 900,000	\$ 1,100,000	\$ 940,000	\$ 1,075,000	\$ 1,250,000	\$ 750,000	\$ 1,050,000	\$ 825,000.00
Highest Sales Price	\$ 8,100,000	\$ 2,900,000	\$ 5,500,000	\$ 3,000,000	\$ 5,700,000	\$ 2,300,000	\$ 3,200,000	\$ 3,200,000	\$ 3,275,000	\$ 5,500,000	\$ 2,735,000	\$ 6,895,000.00
<b>Toscana</b>												
Lowest Sales Price	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 940,000	\$ 950,000	\$ 1,250,000	\$ 999,000	\$ 980,000	\$ 1,160,000	\$ 1,175,000	\$ 1,000,000	\$ 975,000.00
Highest Sales Price	\$ 2,900,000	\$ 4,200,000	\$ 5,000,000	\$ 2,700,000	\$ 3,500,000	\$ 2,500,000	\$ 5,000,000	\$ 4,049,000	\$ 2,250,000	\$ 3,550,000	\$ 4,850,000	\$ 4,200,000.00
<b>Tradition</b>												
Lowest Sales Price	\$ 1,750,000	\$ 1,425,000	\$ 995,000	\$ 1,300,000	\$ 620,000	\$ 1,495,000	\$ 1,150,000	\$ 1,450,000	\$ 1,342,000	\$ 1,350,000	\$ 1,100,000	\$ 950,000.00
Highest Sales Price	\$ 5,850,000	\$ 5,200,000	\$ 3,300,000	\$ 4,500,000	\$ 4,400,000	\$ 232,500	\$ 4,195,000	\$ 3,800,000	\$ 4,825,000	\$ 5,400,000	\$ 4,500,000	\$ 4,175,000.00
<b>The Vintage</b>												
Lowest Sales Price	\$ 680,000	\$ 500,000	\$ 460,000	\$ 315,000	\$ 350,000	\$ 700,000	\$ 410,000	\$ 500,000	\$ 490,000	\$ 387,500	\$ 400,000	\$ 485,000.00
Highest Sales Price	\$ 7,950,000	\$ 2,880,000	\$ 3,476,204	\$ 6,900,000	\$ 4,100,000	\$ 4,250,000	\$ 10,450,000	\$ 4,425,000	\$ 8,000,000	\$ 8,700,000	\$ 6,000,000	\$ 7,800,000.00

**Diane Baxter, Associate Broker, GRI, CalBRE 01364828**  
**(760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com**



Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.  
 If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.