



DW & ASSOCIATES

On-Site Sales Office
Indian Ridge Clubhouse
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April 2020

It's safe to say we would have never imagined finding ourselves in a global pandemic. This fluid situation continues to leave us with no choice but to adapt, unite and confront this virus together. This fight will take time, innovation and sacrifice, but we will get through this. The foreseeable future may appear challenging as we see the fluctuations of the stock market, mandated closing of businesses and record unemployment rates. Our emotions can run high, but we must take a deep breath and remind ourselves there is nothing we can't handle together.

How will this affect the housing market? There is very little similarity to the recession of 2008-2009. This recession is not economically driven and housing is a casualty of a public health crisis turned economic crisis. That previous recession was led by the overvalued housing market, over supply of homes and more liberal lending standards. Our current housing market is positioned much differently. Most recently, buying power had been two times as high as the median sale price of homes, and with the limited supply of homes, positioning the housing market the industry should help lead the recovery. Historically, the housing market has aided the economy in recovering from a recession.

With this virus, the market should rebound similar to what happened after 9/11. The same industries: airlines, leisure hospitality, restaurants and entertainment were affected because people were scared and reluctant to venture out. This medically induced economic crisis is similar. Once our country opens up and we feel comfortable resuming our routines, the economy should quickly show signs of improvement. The shared sacrifice of the people to solve a common problem will propel and motivate us to move the economy farther. We are strength in numbers, and once again we have come together not only for ourselves and our families, but for everyone in this nation and across the globe. Fortunately, it appears that California is ahead of the curve and hopefully this will lead to a faster recovery.

The 1st quarter sales of 2020 in Indian Ridge finished at \$19,015,400, with a total of 23 homes sold, 11 homes in the HOA at \$7,380,500 and 12 homes in the PUD at \$11,634,900. The average sales price in the HOA was \$670,954 with an average 101 days on market. Average sales price in the PUD was \$969,575, with average days on market at 69 days. This quarter is the highest number of homes sold and dollar volume since first quarter 2006. In 2004 and 2005, the first quarter sales were 49 and 33 respectively. The good news is the average sales prices for homes both in the HOA and PUD are approaching the average home prices we experienced back in 2006. During the past month of this crisis, we have experienced a few cancelled escrows, a number of homes closing escrow as scheduled and some escrows where extensions of time for buyers and sellers have been agreed upon, giving time for this market to begin the recovery and both parties being able to travel and make necessary arrangements to move. Without this medical crisis, home sales would have been even higher in Indian Ridge.

In the Coachella Valley, the Total Homes Sales Evaluation data shows 2,396 homes sold in the first quarter. This is slightly up compared to a year ago while million-dollar home sales were the highest since 2007. Looking at the Country Club Home Sales Price Change and Appreciation, five out of the seven high-end clubs were on track to sell more homes this year than in 2019. Of the other 12 Country Clubs we track, nine of the communities have been showing positive sales that indicate similar if not more sales than in 2019. Seven of the clubs show positive price appreciation while the remainder are slightly below previous average sales prices.

Referring to the Sales Update by Cities report, the majority of the cities in the Coachella Valley show an increase in home sales. Many cities have been on pace to supersede sales from 2019. Current inventory throughout the Coachella Valley remains low with only 3,043 active homes on the market compared to a year ago we were at 3,772. Despite the lower level of inventory, most of these cities were able to generate the same if not more sales, which is a positive indicator that we were on track to have a good 2020.

The next couple months will be a true tale of the effects of the Coronavirus. We expect the 2nd quarter to be slower with recovery taking place in the 3rd and 4th quarter. Experts indicate a strong 4th quarter, as well as a strong start going into 2021. While it is true we cannot predict the future, nor do we have a crystal ball, we know real estate will continue to remain one of man kind's basic needs. Once the quarantine is over and people feel safe and jobs are restored, the real estate market should pick up where it left off, as we are receiving great responses from our advertising and marketing from buyers and sellers leading us to believe this will hold true.

The California Desert Association of Realtors is developing custom metrics for compiling statistical information to follow the effects of COVID-19 in the Coachella Valley housing market. This information will be distributed periodically so that we can keep track of the current changing market's performance. We will be sharing this information with you as we receive it through our Straight Talk Tuesday.

Although we are following stay at home orders, we will continue to be available seven days a week. Nothing has changed in terms of our commitment to you. If you have questions about buying or selling real estate, we would love to work with you and schedule a virtual consultation to discuss your options.

On behalf of DW & Associates, we send you our love, prayers, and best wishes for the health of you and your loved ones. We are here to assist you in any way possible, and together we will get through this.

Sincere regards,

The team of DW & Associates

Diane, Allison, Heather, Terrie, Barry, Kristeen, Laura, Nancy, and Frank

LUXE 
COLLECTION


bennion
deville
HOMES

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PORTFOLIO
INTERNATIONAL



DW & ASSOCIATES

Indian Ridge Country Club Sales January 1, 2020 to March 31, 2020

*Yellow highlighted homes indicate DW & Associates Represented Buyer or Seller
Blue highlighted homes indicate DW & Associates represented BOTH Buyer and Seller*

SOLD

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Sold Price
537 Falcon View	Acacia 2	1706	2/2	South	No	\$287	3/12/20	\$490,000
413 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$227	2/19/20	\$420,000
805 Box Canyon	Acacia 5	2,368	3/3.5	South	No	\$260	3/5/20	\$615,000
533 Desert Holly	Acacia 5	2,368	3/3.5	South	No	\$274	3/19/20	\$650,000
737 Arrowhead	Bougainvillea 1/Casita	2,736	4/4.5	West	Yes	\$289	3/16/20	\$790,000
900 Hawk Hill	Bougainvillea 1	2,430	3/3.5	East	Yes	\$253	3/31/20	\$580,000
367 Tomahawk	Bougainvillea 1	2,430	3/3.5	West	No	\$253	1/9/2020	\$615,000
767 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	No	\$284	3/31/20	\$780,000
747 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	Yes	\$319	1/16/20	\$875,000
883 Mission Creek	Jacaranda 1	4,575	4/4.5	West	Yes	\$361	3/13/20	\$1,650,000
341 White Horse	Palo Verde 3	2,712	3/3.5	North	No	\$230	2/10/20	\$625,000
216 Eagle Dance	Palo Verde 5/Casita	3,310	4/4.5	East	Yes	\$227	2/28/20	\$675,000
382 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$279	3/13/20	\$77,500
304 White Horse	Palo Verde 3	2,712	3/3.5	East	No	\$258	2/25/20	\$678,000
640 Snow Creek	Ocotillo 1	3,082	3/3.5	East	Yes	\$344	2/14/20	\$985,000
344 Tomahawk	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$306	3/4/20	\$1,030,000
588 Elk Clover	Ocotillo 2	3,255	3/3.5	East	Yes	\$286	1/6/20	\$930,000
903 Mesa Grande	Ocotillo 2	3,255	3/3.5	South	No	\$322	2/27/20	\$1,049,000
692 Mission Creek	Ocotillo 2/Casita	3,576	4/4.5	West	Yes	\$280	1/9/20	\$1,000,900
793 Mission Creek	Ocotillo 2/Casita	3,541	4/4.5	South	Spa	\$381	1/28/20	\$1,350,000
165 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	Yes	\$332	2/4/20	\$1,050,000
331 Arrowhead	Smoketree 4	3,402	3/3.5	West	No	\$185	3/2/20	\$630,000
191 Desert Holly	Smoketree 4	3,402	3/3.5	West	Yes	\$232	3/20/20	\$790,000

PENDING - IN ESCROW

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Listing Price
363 Indian Ridge	Acacia 4	2,182	3/3.5	West	No	\$252	3/10/20	\$549,000
834 Red Arrow	Acacia 4	2,182	3/3.5	North	No	\$268	3/4/20	\$585,000
526 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$293	3/4/20	\$615,000
560 Red Arrow	Acacia 4	2,182	3/3.5	North	Yes	\$321	3/10/20	\$699,900
708 Mission Creek	Ocotillo 1	3,082	3/3.5	North	Yes	\$405		\$1,249,000
935 Mesa Grande	Ocotillo 1	3,082	3/3.5	South	No	\$323		\$1,068,000
540 Snow Creek	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$296	3/18/20	\$999,000
273 Desert Holly	Palo Verde 2	2,508	3/3.5	West	Yes	\$277	3/30/20	\$695,000
850 Deer Haven	Smoke Tree 3	3,049	3/3.5	North	No	\$274	3/14/20	\$849,000
958 Fire Dance	Toscana Prototype	5,400	4/4.5	West	Yes	\$546	2/19/20	\$2,949,000



All information gathered from the California Desert Association of REALTORS® FlexMLS is deemed reliable but not guaranteed.
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Indian Ridge Country Club

Quarterly Home Sales Activity

	2004				2005				2006				2007				2008				2009			
	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM
1st Quarter	49	\$ 30,096,500		121	33	\$ 32,249,800		82	23	\$ 25,619,000			17	\$ 16,523,900			17	\$ 17,570,000			7	\$ 4,860,900		
HOA	26	\$ 13,074,500			15	\$ 11,152,900	\$ 292		11	\$ 8,997,500	\$ 352	47	7	\$ 4,885,000	\$ 365	77	7	\$ 4,021,000	\$ 291	70	5	\$ 3,405,900	\$ 272	187
PUD	23	\$ 17,022,000			18	\$ 21,096,900	\$ 364		12	\$ 16,621,500	\$ 440	75	10	\$ 11,638,900	\$ 428	134	10	\$ 13,549,000	\$ 392	91	2	\$ 1,455,000	\$ 313	101
2nd Quarter	66	\$ 49,879,500		58	52	\$ 54,965,352		52	20	\$ 23,294,000			21	\$ 19,177,000			15	\$ 16,984,000			7	\$ 6,202,000		
HOA	32	\$ 18,341,000			21	\$ 14,755,352	\$ 329		9	\$ 8,717,500	\$ 365	190	12	\$ 10,622,000	\$ 328	160	7	\$ 6,190,000	\$ 331	103	4	\$ 3,667,000	\$ 298	129
PUD	34	\$ 31,538,500			31	\$ 40,210,000	\$ 401		11	\$ 14,576,500	\$ 428	121	9	\$ 8,555,000	\$ 351	170	8	\$ 10,714,000	\$ 413	211	3	\$ 2,535,000	\$ 296	151
3rd Quarter	21	\$ 17,454,500		56	23	\$ 22,468,000		44	8	\$ 7,548,626			16	\$ 16,237,000			5	\$ 6,195,000			7	\$ 6,985,000		
HOA	11	\$ 7,402,500			14	\$ 10,049,000	\$ 340		5	\$ 3,841,125	\$ 312	208	12	\$ 9,727,000	\$ 323	140	2	\$ 1,510,000	\$ 312	243	1	\$ 925,000	\$ 311	204
PUD	10	\$ 10,052,000			9	\$ 12,419,000	\$ 433		3	\$ 3,707,500	\$ 481	107	4	\$ 7,290,000	\$ 497	44	3	\$ 4,685,000	\$ 436	185	6	\$ 6,060,000	\$ 309	121
4th Quarter	26	\$ 23,700,400		71	19	\$ 22,566,000		59	7	\$ 8,430,000			8	\$ 6,376,000			7	\$ 2,815,000			12	\$ 6,212,500		
HOA	10	\$ 6,789,000			6	\$ 5,122,000	\$ 343		2	\$ 2,065,000	\$ 329	147	4	\$ 2,116,000	\$ 269	327	2	\$ 565,000	\$ 259	45	10	\$ 4,650,000	\$ 218	222
PUD	16	\$ 16,911,400			13	\$ 17,444,000	\$ 423		5	\$ 6,365,000	\$ 437	89	4	\$ 4,260,000	\$ 376	74	5	\$ 2,250,000	\$ 492	63	2	\$ 1,562,500	\$ 285	37
Annual	162	\$ 121,130,900			127	\$ 132,249,152			58	\$ 64,991,626			62	\$ 59,072,900			44	\$ 42,634,000			33	\$ 24,260,400		
HOA	79	\$ 46,607,000	\$ 285		56	\$ 41,079,252	\$ 343		27	\$ 23,621,125	\$ 329		35	\$ 27,349,000	\$ 313	156	18	\$ 12,276,000	\$ 305	106	20	\$ 12,647,900	\$ 247	204
Average Price	\$	\$ 773,303			\$	\$ 733,558			\$	\$ 874,956			\$	\$ 781,400			\$	\$ 767,250			\$	\$ 632,395		
PUD	83	\$ 75,523,900	\$ 354		71	\$ 91,169,900	\$ 423		31	\$ 41,270,500	\$ 437		35	\$ 31,723,900	\$ 382	124	32	\$ 30,358,000	\$ 396	127	13	\$ 11,612,599	\$ 297	109
Average Price	\$	\$ 909,926			\$	\$ 1,284,083			\$	\$ 1,331,306			\$	\$ 1,174,959			\$	\$ 1,319,913			\$	\$ 893,269		
2010					2011				2012				2013				2014				2015			
1st Quarter	15	\$ 12,476,500			19	\$ 14,632,900			18	\$ 12,895,000			20	\$ 14,239,500			16	\$ 12,348,625			18	\$ 14,572,000		
HOA	6	\$ 5,317,000	\$ 303	84	7	\$ 3,911,900	\$ 228	88	11	\$ 6,400,000	\$ 233	126	9	\$ 5,205,500	\$ 224	126	6	\$ 3,784,500	\$ 261	138	7	\$ 4,535,500	\$ 271	159
PUD	9	\$ 7,159,500	\$ 311	148	12	\$ 10,721,000	\$ 286	105	7	\$ 6,496,000	\$ 308	140	11	\$ 9,034,000	\$ 280	161	10	\$ 8,561,125	\$ 278	153	11	\$ 10,037,000	\$ 297	106
2nd Quarter	24	\$ 19,094,500			26	\$ 17,762,500			19	\$ 14,086,950			22	\$ 16,439,500			30	\$ 28,847,800			17	\$ 13,644,500		
HOA	9	\$ 4,659,500	\$ 229	216	15	\$ 7,837,500	\$ 216	159	5	\$ 2,179,000	\$ 191	165	9	\$ 4,296,500	\$ 214	79	9	\$ 5,682,500	\$ 263	109	11	\$ 7,479,500	\$ 274	204
PUD	15	\$ 14,435,000	\$ 304	156	11	\$ 9,925,000	\$ 310	180	14	\$ 11,907,550	\$ 282	169	13	\$ 12,144,000	\$ 287	152	21	\$ 23,165,300	\$ 322	139	6	\$ 6,165,000	\$ 314	125
3rd Quarter	12	\$ 9,846,000			12	\$ 7,924,900			13	\$ 7,543,500			17	\$ 12,044,900			16	\$ 14,513,245			15	\$ 10,350,400		
HOA	5	\$ 2,348,500	\$ 203	262	5	\$ 2,264,900	\$ 214	212	10	\$ 5,203,500	\$ 196	123	10	\$ 7,017,900	\$ 244	166	11	\$ 7,861,625	\$ 267	158	9	\$ 4,977,900	\$ 246	174
PUD	7	\$ 7,497,500	\$ 285	213	7	\$ 5,660,000	\$ 259	223	3	\$ 2,340,000	\$ 231	368	7	\$ 5,027,000	\$ 253	190	5	\$ 6,651,668	\$ 381	231	6	\$ 5,372,500	\$ 296	175
4th Quarter	12	\$ 9,474,500			21	\$ 15,443,900			23	\$ 15,531,000			20	\$ 16,992,000			12	\$ 8,272,450			10	\$ 7,414,000		
HOA	2	\$ 1,345,000	\$ 247	134	11	\$ 5,504,000	\$ 214	244	15	\$ 7,985,500	\$ 216	138	8	\$ 5,170,500	\$ 265	152	8	\$ 4,130,650	\$ 239	115	7	\$ 5,540,000	\$ 299	119
PUD	10	\$ 8,129,500	\$ 282	57	10	\$ 9,939,900	\$ 284	205	8	\$ 7,545,500	\$ 296	62	12	\$ 11,821,500	\$ 308	143	4	\$ 4,141,800	\$ 316	102	3	\$ 1,874,000	\$ 236	248
Annual	63	\$ 50,891,500			78	\$ 55,764,200			73	\$ 50,056,450			79	\$ 59,715,900			74	\$ 63,982,118			60	\$ 45,980,900		
HOA	22	\$ 13,670,000	\$ 238	181	38	\$ 19,518,300	\$ 213	188	41	\$ 21,768,000			36	\$ 21,690,400	\$ 236	132	35	\$ 21,459,275	\$ 261	145	34	\$ 22,532,900	\$ 261	177
Average Price	\$	\$ 621,364			\$	\$ 513,639			\$	\$ 530,926	\$ 208	134	\$	\$ 602,511			\$	\$ 659,389			\$	\$ 628,897		
PUD	41	\$ 37,221,500	\$ 288	123	40	\$ 36,245,900	\$ 284	200	32	\$ 28,289,050			43	\$ 38,026,500	\$ 285	158	39	\$ 42,522,843	\$ 313	168	26	\$ 23,448,500	\$ 301	127
Average Price	\$	\$ 937,000			\$	\$ 924,398			\$	\$ 884,033	\$ 277	154	\$	\$ 884,337			\$	\$ 884,337			\$	\$ 1,063,643		
2016					2017				2018				2019				2020				2021			
1st Quarter	9	\$ 7,038,500			20	\$ 13,835,500			21	\$ 15,472,000			21	\$ 17,187,400			23	\$ 19,015,400						
HOA	2	\$ 1,376,000	\$ 242	203	12	\$ 6,638,000	\$ 222	108	11	\$ 6,848,000	\$ 238	192	12	\$ 7,700,000	\$ 259	137	11	\$ 7,380,500	\$ 246	101				
PUD	7	\$ 5,662,500	\$ 271	137	8	\$ 7,197,500	\$ 282	119	10	\$ 8,624,000	\$ 273	145	9	\$ 9,487,400	\$ 336	63	12	\$ 11,634,900	\$ 303	69				
2nd Quarter	18	\$ 12,859,000			24	\$ 17,431,500			26	\$ 21,071,000			32	\$ 25,741,945										
HOA	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	10	\$ 7,531,000	\$ 255	158	10	\$ 5,696,000	\$ 278	133	12	\$ 12,124,000	\$ 313	145	14	\$ 14,890,950	\$ 324	99								
3rd Quarter	24	\$ 15,727,000			14	\$ 11,943,083			19	\$ 12,472,750			16	\$ 11,859,300		119								
HOA	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	12	\$ 8,579,500	\$ 265	202	9	\$ 8,865,583	\$ 290	171	9	\$ 6,713,250	\$ 257	107	6	\$ 5,340,000	\$ 272	139								
4th Quarter	10	\$ 5,595,000			21	\$ 15,559,000			19	\$ 14,835,281			15	\$ 11,523,650		82								
HOA	8	\$ 4,220,000	\$ 210	139	11	\$ 7,517,000	\$ 251	124	10	\$ 6,535,281	\$ 266	129	7	\$ 4,120,650		55								
PUD	2	\$ 1,375,000	\$ 241	270	10	\$ 8,042,000	\$ 274	158	9	\$ 8,300,000	\$ 292	120	8	\$ 7,403,000		105								
Annual	61	\$ 41,210,500			79	\$ 59,490,083			85	\$ 63,851,031			85	\$ 63,851,031										
HOA	30	\$ 18,062,500	\$ 230	141	37	\$ 22,441,000	\$ 237	133	45	\$ 28,089,781	\$ 248	140	45	\$ 28,089,781	\$ 248	140								
Average Price	\$	\$ 608,707			\$	\$ 606,514			\$	\$ 624,217			\$	\$ 624,217										

Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price					% of Change 2019	Total # of Homes Sold				% of 2019 Sales
	2017	2018	2019	2020	2017		2018	2019	2020		
	Total	Total	Total	Total	Total		Total	Total	YTD		
Desert Horizons	\$ 621,453	\$ 667,124	\$ 579,296	\$ 637,166	10.0%	47	34	38	12	32%	
Indian Ridge	\$ 753,411	\$ 742,663	\$ 789,432	\$ 826,756	4.7%	79	85	84	23	27%	
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,003,279	\$ 969,575	-3.4%	42	40	37	12	32%	
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 621,083	\$ 670,954	8.0%	37	45	47	11	23%	
Indian Wells	\$ 586,555	\$ 668,956	\$ 761,547	\$ 791,269	3.9%	149	121	91	24	26%	
Ironwood	\$ 483,872	\$ 534,231	\$ 659,877	\$ 580,233	-12.1%	87	89	75	12	16%	
Mission Hills	\$ 498,406	\$ 511,697	\$ 719,132	\$ 687,637	-4.4%	137	131	126	32	25%	
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,327,500	22.6%	22	35	28	4	14%	
Mountain View	\$ 786,151	\$ 791,081	\$ 823,766	\$ 891,192	8.2%	43	52	28	13	46%	
Palm Valley	\$ 344,909	\$ 341,983	\$ 371,905	\$ 372,822	0.2%	95	75	95	20	21%	
PGA West	\$ 593,544	\$ 609,802	\$ 661,445	\$ 713,261	7.8%	267	261	247	73	30%	
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 848,608	\$ 816,277	-3.8%	78	61	68	27	40%	
The Lakes	\$ 330,915	\$ 316,602	\$ 357,981	\$ 353,500	-1.3%	73	79	79	20	25%	
The Springs	\$ 492,013	\$ 557,023	\$ 598,277	\$ 571,883	-4.4%	91	90	77	24	31%	
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,581,415	\$ 1,725,000	9.1%	26	32	27	4	15%	
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,688,519	\$ 3,704,786	0.4%	21	35	31	14	45%	
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,436,377	\$ 2,135,999	-12.3%	22	28	45	10	22%	
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 2,176,607	\$ 2,518,333	15.7%	22	11	14	3	21%	
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,161,059	\$ 1,937,333	-10.4%	30	38	39	4	10%	
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 2,449,045	\$ 2,093,041	-14.5%	13	23	22	6	27%	
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,218,181	\$ 2,170,825	-2.1%	17	23	22	10	45%	

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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.

Sales Update by Cities

Area	2019 1st Qtr Sales	2020 1st Qtr Sales	% Change Qtr Sales	2019 1st Qtr Avg Price	2020 1st Qtr Avg Price	% Change Avg Price	2020 1st Qtr DOM	2020 1st Qtr LP/SP
Coachella Valley	2,207	2,396	8.6%	\$ 533,797	\$ 542,324	1.6%	75	97.32%
Bermuda Dunes	30	33	10.0%	\$ 393,660	\$ 448,690	14.0%	81	97.76%
Indian Wells	83	89	7.2%	\$ 1,099,466	\$ 901,705	-18.0%	97	94.61%
Indio Central	52	67	28.8%	\$ 291,017	\$ 325,147	11.7%	69	97.79%
La Quinta North	35	53	51.4%	\$ 359,765	\$ 364,405	1.3%	47	98.59%
La Quinta South	305	374	22.6%	\$ 779,779	\$ 720,281	-7.63%	90	96.45%
Palm Desert East	198	183	-7.6%	\$ 369,696	\$ 403,005	9.01%	64	96.84%
Palm Desert North	114	113	-0.9%	\$ 427,861	\$ 388,621	-9.17%	74	97.35%
Palm Desert South	110	114	3.6%	\$ 823,776	\$ 880,324	6.86%	72	96.69%
Palm Springs Central	129	136	5.4%	\$ 653,085	\$ 746,902	14.37%	76	97.54%
Palm Springs North	132	124	-6.1%	\$ 402,389	\$ 403,701	0.33%	62	97.74%
Palm Springs South	212	227	7.1%	\$ 581,981	\$ 527,352	-9.39%	65	97.48%
Rancho Mirage	198	227	14.65%	\$ 695,324	\$ 723,789	4.09%	89	97.19%
Sun City	88	107	21.6%	\$ 389,939	\$ 410,821	5.36%	58	98.08%

1st Quarter of 2019 compared to 1st Quarter of 2020

Lp/Sp = List Price to Sales Price

DOM = Days on Market

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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%
2019	9,787	6,829	69.8%	2,922	29.9%	9,048	92.4%	739	7.6%
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%
4th Quarter 2019	2,140	1,481	69.2%	659	30.8%	1,991	93.0%	151	7.1%
1st Quarter 2020	2,396	1,568	65.4%	828	34.6%	2,181	91.0%	215	9.0%

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Country Club Home Sales

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 YTD
Desert Horizons	17	20	24	45	35	40	37	35	36	47	34	38	12
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	84	23
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	91	24
Ironwood	44	40	46	67	65	77	74	57	52	87	89	75	12
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	126	32
Morningside	21	15	19	17	20	39	19	23	24	22	35	28	4
Mountain View	39	44	47	37	29	33	26	32	35	43	52	28	13
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	95	20
PGA West	161	133	161	181	213	230	217	175	228	265	261	247	73
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	68	27
The Lakes	45	31	43	46	56	53	77	45	49	73	79	79	20
The Springs	44	37	29	50	54	53	71	40	68	91	90	77	24

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Average 2020	Average 2020 \$/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	\$ 579,296	\$ 637,166	209
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	\$ 789,432	\$ 826,756	276
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 668,956	\$ 761,547	\$ 791,269	266
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 534,231	\$ 659,877	\$ 580,233	291
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 511,697	\$ 719,132	\$ 687,637	240
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	\$ 1,082,682	\$ 1,327,500	318
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 791,081	\$ 823,766	\$ 891,192	270
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 341,983	\$ 371,905	\$ 372,822	229
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 609,802	\$ 661,445	\$ 713,261	241
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	\$ 848,608	\$ 816,277	275
The Lakes	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 303,726	\$ 330,915	\$ 316,602	\$ 357,981	\$ 353,500	181
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 575,023	\$ 598,277	\$ 571,883	200

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Average Price Range of Homes Sold in Country Clubs

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Desert Horizons														
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	\$ 323,000.00	\$ 364,000.00
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	\$ 1,156,700.00	\$ 1,475,000.00
Indian Wells														
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	\$ 187,000.00
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	\$ 1,600,000.00
Indian Ridge														
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	\$ 420,000.00
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	\$ 1,650,000.00
Ironwood														
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	\$ 261,300.00
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	\$ 1,800,000.00
Mission Hills														
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	\$ 174,000.00
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	\$ 3,200,000.00	\$ 2,999,000.00
Morningside														
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	\$ 785,000.00
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	\$ 1,950,000.00
Mountain View														
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	\$ 400,000.00
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	\$ 1,710,000.00
Palm Valley														
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	\$ 197,000.00	\$ 150,000.00
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	\$ 585,000.00
PGA West														
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	\$ 225,000.00
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	\$ 1,700,000.00
Rancho La Quinta														
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	\$ 380,000.00
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	\$ 1,690,000.00	\$ 1,800,000.00
The Lakes														
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	\$ 212,000.00
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	\$ 950,000.00	\$ 675,000.00
The Springs														
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	\$ 365,000.00	\$ 405,000.00
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	\$ 790,000.00

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Country Club Home Sales

Country Club	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Andalusia	2	11	8	18	11	17	44	28	29	32	26	32	27	4
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	31	14
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	45	10
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	14	3
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	39	4
Tradition	12	10	11	20	15	13	18	21	11	15	13	23	22	6
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	22	10

Average Country Club Home Price and Price Per Square Foot

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2020
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	\$1,581,415	\$1,725,000	\$424.00
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	\$3,688,519	\$3,704.79	\$636.00
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	\$2,436,377	\$2,135,999	\$475.00
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	\$2,176,607	\$2,518,333	\$501.00
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	\$2,161,059	\$1,937,333	\$507.00
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	\$2,449,045	\$2,093,041	\$516.00
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	\$2,218,181	\$2,170,825	\$482.00

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Note not all Bighorn properties sold are recorded in the MLS
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Price Ranges of Country Club Homes Sold

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Andalusia													
Lowest Sales Price	\$ 1,150,000	\$ 955,000	\$ 985,000	\$ 751,000	\$ 755,000	\$ 860,000	\$ 915,000	\$ 1,050,000.00	\$ 900,000.00	\$ 970,000.00	\$ 939,000.00	\$ 1,000,000.00	\$ 1,135,000.00
Highest Sales Price	\$ 2,500,000	\$ 1,900,000	\$ 2,175,000	\$ 2,025,000	\$ 2,000,000	\$ 1,937,500	\$ 1,872,680	\$ 2,005,000.00	\$ 2,250,000.00	\$ 2,075,000.00	\$ 1,995,000.00	\$ 2,500,000.00	\$ 2,595,000.00
Bighorn													
Lowest Sales Price	\$ 1,750,000	\$ 1,850,000	\$ 2,150,000	\$ 1,200,000	\$ 1,155,000	\$ 1,200,000	\$ 1,010,000	\$ 1,065,000.00	\$ 1,100,000.00	\$ 1,499,000.00	\$ 1,350,000.00	\$ 1,420,000.00	\$ 1,550,000.00
Highest Sales Price	\$ 10,600,000	\$ 11,000,000	\$ 8,500,000	\$ 5,100,000	\$ 12,300,000	\$ 2,900,000	\$ 8,900,000	\$ 7,950,000.00	\$ 6,550,000.00	\$ 8,115,000.00	\$ 9,975,000.00	\$ 10,350,000.00	\$ 9,500,000.00
Hideaway													
Lowest Sales Price	\$ 1,420,000	\$ 1,400,000	\$ 950,000	\$ 850,000	\$ 925,000	\$ 1,816,000	\$ 1,250,000	\$ 1,540,000.00	\$ 1,150,000.00	\$ 875,000.00	\$ 950,000.00	\$ 910,000.00	\$ 985,000.00
Highest Sales Price	\$ 3,600,000	\$ 3,650,000	\$ 4,783,000	\$ 6,500,000	\$ 3,300,000	\$ 3,600,000	\$ 4,650,000	\$ 6,350,000.00	\$ 4,200,000.00	\$ 3,885,000.00	\$ 5,100,000.00	\$ 5,750,000.00	\$ 4,375,000.00
The Reserve													
Lowest Sales Price	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$ 1,125,000	\$ 900,000	\$ 1,100,000	\$ 940,000	\$ 1,075,000.00	\$ 1,250,000.00	\$ 750,000.00	\$ 1,050,000.00	\$ 825,000.00	\$ 1,305,000.00
Highest Sales Price	\$ 8,100,000	\$ 2,900,000	\$ 5,500,000	\$ 3,000,000	\$ 5,700,000	\$ 2,300,000	\$ 3,200,000	\$ 3,200,000.00	\$ 3,275,000.00	\$ 5,500,000.00	\$ 2,735,000.00	\$ 6,895,000.00	\$ 3,250,000.00
Toscana													
Lowest Sales Price	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 940,000	\$ 950,000	\$ 1,250,000	\$ 999,000	\$ 980,000.00	\$ 1,160,000.00	\$ 1,175,000.00	\$ 1,000,000.00	\$ 975,000.00	\$ 1,508,333.00
Highest Sales Price	\$ 2,900,000	\$ 4,200,000	\$ 5,000,000	\$ 2,700,000	\$ 3,500,000	\$ 2,500,000	\$ 5,000,000	\$ 4,049,000.00	\$ 2,250,000.00	\$ 3,550,000.00	\$ 4,850,000.00	\$ 5,150,000.00	\$ 2,450,000.00
Tradition													
Lowest Sales Price	\$ 1,750,000	\$ 1,425,000	\$ 995,000	\$ 1,300,000	\$ 620,000	\$ 1,495,000	\$ 1,150,000	\$ 1,450,000.00	\$ 1,342,000.00	\$ 1,350,000.00	\$ 1,100,000.00	\$ 950,000.00	\$ 1,375,000.00
Highest Sales Price	\$ 5,850,000	\$ 5,200,000	\$ 3,300,000	\$ 4,500,000	\$ 4,400,000	\$ 232,500	\$ 4,195,000	\$ 3,800,000.00	\$ 4,825,000.00	\$ 5,400,000.00	\$ 4,500,000.00	\$ 4,175,000.00	\$ 2,775,000.00
The Vintage													
Lowest Sales Price	\$ 680,000	\$ 500,000	\$ 460,000	\$ 315,000	\$ 350,000	\$ 700,000	\$ 410,000	\$ 500,000.00	\$ 490,000.00	\$ 387,500.00	\$ 400,000.00	\$ 485,000.00	\$ 1,700,000.00
Highest Sales Price	\$ 7,950,000	\$ 2,880,000	\$ 3,476,204	\$ 6,900,000	\$ 4,100,000	\$ 4,250,000	\$ 10,450,000	\$ 4,425,000.00	\$ 8,000,000.00	\$ 8,700,000.00	\$ 6,000,000.00	\$ 7,800,000.00	\$ 3,150,000.00

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