



On-Site Sales Office  
Indian Ridge Clubhouse  
76-375 Country Club Dr  
Palm Desert CA 92211

Bennion Deville Homes  
Indian Wells Luxury Division  
74-910 Highway 111  
Indian Wells CA 92210

(760) 776-7070  
realestate@dwateam.com

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

January 2020

Dear Indian Ridge Resident,

Happy New Year! Welcome to the start of a wonderful season at Indian Ridge. Last year proved to be another great year - both in the sale of homes and memberships. December sales for our team were stronger than we have experienced in a long time, putting over \$13 million into escrow which helped kick start 2020. We have been working with more active buyers this January than we have seen in past years. A total of 84 homes sold in 2019 in Indian Ridge, just one sale shy of 2018. This is pretty spectacular considering low levels of inventory. With greater inventory on the market, sales would more than likely have been even higher.

Inventory remains low with only 56 homes out of 1,068 on the market. This has held fairly constant for the past two to three years. We would anticipate prices to rise as a result of lower supply and greater demand. Buyers in our market today are very particular and discerning in their preferences and as a result, we are seeing greater price appreciation in properties that have been recently/extensively upgraded over those properties in more original condition.

While Indian Ridge sold one less home than in 2018, its total sales volume was up from \$63,851,031 in 2018 to \$66,312,295 in 2019. The HOA sold 47 homes, 2 more than in 2018 and the PUD sold 37 homes, 3 less than 2018. Average price per square foot was up slightly up in the HOA at \$249/square foot and in the PUD at \$311/square foot. Average days on market was also down for both the HOA and PUD. The average sales price in the PUD for 2019 was \$1,003,279, an increase of 12.2%. The HOA finished the year almost identical to 2018, slightly down .5%.

Nationally the housing market is predicted to stay strong for 2020. According to **Forbes Magazine**, unemployment rates are at a record low and with low interest rates we continue to see buyers leveraging the purchase of the home. At this time, experts see very little risk in home buying.

In California, the lack of inventory continues to be an issue, something that experts say may never be remedied. Active listings fell in December for the 5<sup>th</sup> straight month, down 22.5% from last November. This was the 3<sup>rd</sup> consecutive drop in the double digits and the largest drop since April of 2013. The median home selling price across California was \$589,770, up 6.4% from November 2018. However, as 2019 came to a close, prices in California were down 1.9%.

How does this compare to the Coachella Valley? If you review the “Coachella Valley Total Homes Sales Evaluation”, a total of 9787 units sold throughout the Coachella Valley in 2019. This is down from the 10,295 units sold in 2018 and is more than likely due to lack of inventory. However, we did see larger 4<sup>th</sup> quarter sales in 2019 than we did in 2018. The Valley’s median detached home price at the end of the year was \$425,000, 9% higher than in 2018...the highest on record. The Valleys median price for attached homes at the end of 2019 was 279,000, 2% above 2018.

“The Country Club Homes Sales Price Change and Appreciation” shows of the 19 Country Clubs we track, 9 more homes sold in 2019 than in 2018. The luxury home market has seen an increase in values and home sales. California Desert Association of Realtors reports the million dollar plus market increased 22% in sales in the 4<sup>th</sup> quarter of 2019. The Hideaway, Reserve and Toscana all sold more homes in 2019 than in 2018. Tradition and Vintage were only 1 home sale short from matching 2018 numbers.

We are pleased to announce a new look moving into 2020. As part of our new marketing plan, you will see our company name changing to DW and Associates. Our website will not change and anyone searching the internet for Diane Williams and Associates will be forwarded to our same site. DW and Associates will also be used on our new “For Sale” signs. You will begin seeing our modified look in the weeks to come.

Our on-site team is optimistic and excited as we continue into the new year. The phones have been busy and the walk in’s abundant. This is our fifth year in the on-site sales office and we are pleased with the continued growth of our business and our team. With the tremendous success of our clubs membership, the interest in our club continues to grow making for a very busy office.

As always, please feel free to call us with any questions you might have or stop by to say hello. We look forward to working with you as your need for a real estate professional arises.

*Diane Williams & Associates*

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



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 home is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings. This report is meant to be informational and helpful.



# DIANE WILLIAMS

and ASSOCIATES

Indian Ridge Country Club Sales January 1, 2019 to December 31, 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
425 Desert Holly	Acacia 4	2,182	3/4	South	Yes	\$220	12/6/19	\$480,000
489 Falcon View	Acacia 4	2,242	3/4	South	No	\$341	10/15/19	\$765,000
374 Desert Holly	Acacia 4	2,182	3/4	North	Yes	\$243	10/11/19	\$530,000
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
852 Red Arrow	Acacia 5	2,368	3/4	North	No	\$205	10/29/19	\$487,000
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
920 Hawk Hill	Bougainvillea 1	2,430	3/4	North	No	\$272	12/18/19	\$660,000
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
614 Mesa Grande	Bougainvillea 2	2,742	3/4	East	Spa	\$255	11/21/19	\$700,000
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
425 Indian Ridge	Jacaranda 1	4,575	4/5	West	Yes	\$266	11/11/19	\$1,218,000
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
364 Tomahawk	Ocotillo 1	3,082	3/4	East	Yes	\$357	11/21/19	\$1,100,000
630 Gold Canyon	Ocotillo 1	3,514	4/5	North	Yes	\$370	10/25/19	\$1,300,000
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
391 Tomahawk	Ocotillo 2	3,255	3/4	West	Yes	\$292	12/4/19	\$950,000
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
430 White Horse	Palo Verde 3	2,712	3/4	South	No	\$278	12/10/19	\$755,000
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
737 Red Arrow	Smoketree 3	3,102	3/4	South	No	\$195	12/31/19	\$603,750
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

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



All information gathered from the California Desert Area Realtors MLS and deemed reliable but not guaranteed.  
Diane Baxter, Associate Broker, Bennion Deville Homes CalBRE 01364828 As of December 31, 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		
<b>2014</b>					<b>2015</b>				<b>2016</b>				<b>2017</b>				<b>2018</b>				<b>2019</b>			
<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			15	\$ 11,523,650		82
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	7	\$ 4,120,650		55
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	8	\$ 7,403,000		105
<b>Annual</b>	74	\$ 63,982,118			60	\$ 45,980,900			61	\$ 41,210,500			79	\$ 59,490,083			85	\$ 63,851,031			84	\$ 66,312,295		99
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	47	\$ 29,190,945	\$ 249	100
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	37	\$ 37,121,350	\$ 311	98
Average Price		\$ 884,337				\$ 1,063,643				\$ 904,083				\$ 785,419				\$ 882,121						

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



## Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price				Total # of Homes Sold			
	2017	2018	2019	% of Change 2018	2017	2018	2019	% of 2018 Sales
	Total	Total	Total		Total	Total	YTD	
Desert Horizons	\$ 621,453	\$ 667,124	\$ 579,296	-13.2%	47	34	38	112%
Indian Ridge	\$ 753,411	\$ 742,663	\$ 789,432	6.3%	79	85	84	99%
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,003,279	12.2%	42	40	37	93%
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 621,083	-0.5%	37	45	47	104%
Indian Wells	\$ 586,555	\$ 668,956	\$ 761,547	13.8%	149	121	91	75%
Ironwood	\$ 483,872	\$ 534,231	\$ 659,877	23.5%	87	89	75	84%
Mission Hills	\$ 498,406	\$ 511,697	\$ 719,132	40.5%	137	131	126	96%
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,082,682	5.7%	22	35	28	80%
Mountain View	\$ 786,151	\$ 791,081	\$ 823,766	4.1%	43	52	28	54%
Palm Valley	\$ 344,909	\$ 341,983	\$ 371,905	8.7%	95	75	95	127%
PGA West	\$ 593,544	\$ 609,802	\$ 661,445	8.5%	267	261	247	95%
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 848,608	-0.1%	78	61	68	111%
The Lakes	\$ 330,915	\$ 316,602	\$ 357,981	13.1%	73	79	79	100%
The Springs	\$ 492,013	\$ 557,023	\$ 598,277	7.4%	91	90	77	86%
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,581,415	9.9%	26	32	27	84%
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,688,519	-6.6%	21	35	31	89%
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,436,377	0.1%	22	28	45	161%
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 2,176,607	24.0%	22	11	14	127%
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,161,059	10.5%	30	38	39	103%
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 2,449,045	1.6%	13	23	22	96%
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,218,181	8.0%	17	23	22	96%

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



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## Sales Update by Cities

Area	2018 4th Qtr Sales	2019 4th Qtr Sales	% Change Qtr Sales	2018 4th Qtr Avg Price	2019 4th Qtr Avg Price	% Change Avg Price	2019 4th Qtr DOM	2019 4th Qtr LP/SP
Coachella Valley	2,105	2,138	1.6%	\$ 472,606	\$ 512,710	8.5%	74	97.28%
Bermuda Dunes	39	34	-12.8%	\$ 411,523	\$ 457,783	11.2%	71	96.45%
Indian Wells	50	56	12.0%	\$ 931,172	\$ 932,914	0.2%	110	95.31%
Indio Central	58	56	-3.4%	\$ 281,442	\$ 318,778	13.3%	71	97.69%
La Quinta North	49	54	10.2%	\$ 356,143	\$ 413,954	16.2%	65	98.33%
La Quinta South	284	278	-2.1%	\$ 704,170	\$ 672,701	-4.47%	82	96.57%
Palm Desert East	161	166	3.1%	\$ 374,299	\$ 377,314	0.81%	75	97.35%
Palm Desert North	105	111	5.7%	\$ 411,186	\$ 407,566	-0.88%	77	97.48%
Palm Desert South	90	106	17.8%	\$ 640,728	\$ 809,122	26.28%	79	96.12%
Palm Springs Central	124	124	0.0%	\$ 539,080	\$ 539,080	0.00%	63	97.35%
Palm Springs North	136	134	-1.5%	\$ 422,614	\$ 407,774	-3.51%	61	97.52%
Palm Springs South	208	180	-13.5%	\$ 523,960	\$ 527,352	0.65%	63	97.23%
Rancho Mirage	178	206	15.73%	\$ 559,527	\$ 696,887	24.55%	89	96.52%
Sun City	70	80	14.3%	\$ 402,879	\$ 374,499	-7.04%	56	98.53%

4th Quarter of 2018 compared to 4th Quarter of 2019

Lp/Sp = List Price to Sales Price

DOM = Days on Market



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

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## 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>2020 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>	568	739	<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>	226	191	<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>	98	68	<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>	52	35	<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>	30	20	<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>	17	11	<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	5	<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>	191	87	103	53.93%	311	109	35.05%
<b>Indio</b>	341	10	6	1.76%	1705	20	1.17%
<b>La Quinta</b>	586	171	202	34.47%	1563	189	12.09%
<b>Palm Desert</b>	644	98	96	14.91%	2211	85	3.84%
<b>Palm Springs</b>	475	86	188	39.58%	2134	172	8.06%
<b>Rancho Mirage</b>	369	100	141	38.21%	937	118	12.59%
<b>Total</b>	<b>2,606</b>	<b>552</b>	<b>736</b>	<b>28.24%</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



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# Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
<b>2004</b>	12,418	9,789	78.8%	2,629	21.2%	11,929	96.1%	489	3.9%
<b>2005</b>	10,953	7,653	69.9%	3,302	30.1%	10,223	93.3%	720	6.6%
<b>2006</b>	7,608	5,066	66.6%	2,551	33.5%	6,906	90.8%	703	9.2%
<b>2007</b>	5,957	3,862	64.8%	2,097	35.2%	5,377	90.3%	581	9.8%
<b>2008</b>	7,292	5,825	79.9%	1,469	20.1%	6,885	94.4%	408	5.6%
<b>2009</b>	9,467	8,413	88.9%	1,055	11.1%	9,229	97.5%	238	2.5%
<b>2010</b>	9,402	8,143	86.6%	1,270	13.5%	9,061	96.4%	343	3.6%
<b>2011</b>	9,812	8,715	88.8%	1,293	13.2%	9,692	98.8%	315	3.2%
<b>2012</b>	10,081	8,648	85.8%	1,433	14.2%	9,698	96.2%	383	3.8%
<b>2013</b>	9,556	7,779	81.4%	1,778	18.6%	9,113	95.4%	443	4.6%
<b>2014</b>	8,387	6,538	78.0%	1,857	22.1%	7,916	94.4%	477	5.7%
<b>2015</b>	8,470	6,623	78.2%	1,773	20.9%	7,933	93.7%	462	5.5%
<b>2016</b>	8,938	6,982	78.1%	1,983	22.2%	8,458	94.6%	481	5.5%
<b>2017</b>	10,081	7,594	75.3%	2,486	24.6%	9,480	94.0%	601	5.9%
<b>2018</b>	10,295	7,502	72.9%	2,776	27.0%	9,614	93.4%	676	6.6%
<b>2019</b>	9,787	6,829	69.8%	2,922	29.9%	9,048	92.4%	739	7.6%
<b>1st Quarter 2015</b>	2,041	1,592	78.0%	450	22.0%	1,908	93.5%	133	6.5%
<b>2nd Quarter 2015</b>	2,618	2,048	78.2%	570	21.8%	2,456	93.8%	162	6.2%
<b>3rd Quarter 2015</b>	1,957	1,586	81.0%	371	19.0%	1,879	96.0%	78	4.0%
<b>4th Quarter 2015</b>	1,854	1,387	74.8%	382	20.6%	1,680	90.6%	89	4.8%
<b>1st Quarter 2016</b>	2,042	1,590	77.9%	452	22.1%	1,908	93.4%	134	6.6%
<b>2nd Quarter 2016</b>	2,755	2,141	77.7%	620	22.5%	2,598	94.3%	158	5.7%
<b>3rd Quarter 2016</b>	2,155	1,690	78.4%	486	22.6%	2,056	95.4%	100	4.6%
<b>4th Quarter 2016</b>	1,986	1,561	78.6%	425	21.4%	1,896	95.5%	89	4.5%
<b>1st Quarter 2017</b>	2,479	1,846	74.5%	633	25.5%	2,307	93.1%	172	6.9%
<b>2nd Quarter 2017</b>	3,043	2,292	75.3%	751	24.7%	2,841	93.4%	202	6.6%
<b>3rd Quarter 2017</b>	2,277	1,734	76.2%	543	23.8%	2,165	95.1%	112	4.9%
<b>4th Quarter 2017</b>	2,282	1,722	75.5%	559	24.5%	2,167	95.0%	115	5.0%
<b>1st Quarter 2018</b>	2,464	1,762	71.5%	682	27.7%	2,274	92.3%	183	7.4%
<b>2nd Quarter 2018</b>	3,094	2,171	70.2%	924	29.9%	2,834	91.6%	260	8.4%
<b>3rd Quarter 2018</b>	2,702	2,094	77.5%	610	22.6%	2,586	95.7%	117	4.3%
<b>4th Quarter 2018</b>	2,035	1,475	72.5%	560	27.5%	1,920	94.3%	116	5.7%
<b>1st Quarter 2019</b>	2,212	1,533	69.3%	668	30.2%	2,021	91.4%	185	8.4%
<b>2nd Quarter 2019</b>	2,959	2,021	68.3%	928	31.4%	2,708	91.5%	242	8.2%
<b>3rd Quarter 2019</b>	2,376	1,723	72.5%	660	27.8%	2,240	94.3%	142	6.0%
<b>4th Quarter 2019</b>	2,140	1,481	69.2%	659	30.8%	1,991	93.0%	151	7.1%

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





# 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	38
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	84
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	91
Ironwood	44	40	46	67	65	77	74	57	52	87	89	75
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	126
Morningside	21	15	19	17	20	39	19	23	24	22	35	28
Mountain View	39	44	47	37	29	33	26	32	35	43	52	28
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	95
PGA West	161	133	161	181	213	230	217	175	228	265	261	247
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	68
The Lakes	45	31	43	46	56	53	77	45	49	73	79	79
The Springs	44	37	29	50	54	53	71	40	68	91	90	77

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	\$ 579,296	202
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	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	282
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	284
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	249
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	270
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	254
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	225
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	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	\$ 848,608	276
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	169
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	203

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



## 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	\$ 323,000.00
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
<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	\$ 3,200,000.00
<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	\$ 197,000.00
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	\$ 1,690,000.00
<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	\$ 950,000.00
<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	\$ 365,000.00
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, CaIBRE 01364828**  
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## 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	27
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	31
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	45
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	14
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	39
Tradition	12	10	11	20	15	13	18	21	11	15	13	23	22
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	22

## 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	\$1,581,415	397
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	612
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	496
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	441
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	518
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	505
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	412

Diane Baxter, Associate Broker, GRI, CalBRE 01364828  
 (760) 776-7070 | [realestate@dwateam.com](mailto:realestate@dwateam.com) | [www.DianeWilliamsAndAssociates.com](http://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.  
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## 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	\$ 1,420,000.00
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	\$ 10,350,000.00
<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	\$ 5,150,000.00
<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

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