

July, 2017

Dear Indian Ridge Resident:

Currently there are 3,526 homes on the market in the Coachella Valley communities I track. This is down from 4,724 at the end of the first quarter of this year. This drop is normal for the summer months as a number of Sellers take their home off the market during the summer season. This inventory equates to a three months' supply based on the number of homes sold for the first six months of the year. In Palm Desert over the past three months, sales are up 14%. There are 28 homes currently on the market in The Lakes Country Club, 48 in Palm Valley Country Club and 67 in Indian Ridge Country Club. All well below 6.3% of the total homes in each community. All three communities have seen increased sales and inventory is much lower than a year ago. This reduced inventory should drive home prices up. For Palm Desert, there is currently a 4.8 months' supply of homes, meaning it may take that long to sell a home if priced to sell and meets buyers' desires and demands. Distressed sales in the desert are at 3.8% of all sales. Only 2.3% of the homes sold in Palm Desert and 2.9% in Indian Wells are distressed sales.

For the communities in the Coachella Valley I track for my quarterly reports, homes sales are up 15.1% for the first six months of this year compared to the first six months from a year ago. Homes under \$500,000 are up 11%; homes over \$500,000 are up 29% and homes over \$ 1 million are up 28%. Homes selling for less than \$500,000 currently represent 75% of all sales for the first two quarters of this year. During the down market from 2009 to 2013, homes under \$500,000 represented from 81% to almost 89% of the total homes sold.

Million dollar home sales are already at 77% of last year's total million dollar sales after only six months, so it would appear we are on target to sell more homes over \$1 Million this year than in 2016. Five of the seven luxury golf course communities increased their average sales price with prices per square foot ranging from \$371 to \$582.

For the remaining 12 country clubs I track, only Mission Hills Country Club appears to be on course to sell fewer homes this year than last year. The remaining 11 are on track to exceed last year's sales. The average price per square foot ranges from \$153 at the Lakes Country Club to \$284 in Rancho La Quinta Country Club.

In the first quarterly report of this year I stated, "Some country clubs are experiencing an increase in number of homes sold and higher prices while others are selling more homes but for less than a year ago." This remains relatively unchanged except there are now 18 country clubs on track to sell the same or more homes than in 2016, up from 15 in the first quarter of this year, leaving only one country club well behind last year's sales for the first two quarters. This quarter, 13 of the 19 country clubs show an increase in the average price compared to last year up from 10 country clubs three months ago. The four country clubs showing the largest drop in selling price this year to date, compared to a year ago, are Indian Wells, Morningside, Andalusia and Hideaway. The clubs showing double-digit gains are Desert Horizons, Ironwood, Bighorn and the Vintage.

Indian Ridge Country Club has a 9.2 months' supply of homes on the market, unchanged from the first quarter of this year. This is higher than the average 3.2 months for the Coachella Valley. A total of 44 homes sold in the first two quarters of this year compared to 27 homes sold for the same time period in 2016. There were 23 home sales in the second quarter of this year compared to 18 in 2016. The price per square foot dropped for homes sold in the HOA by 4.6% while the PUD had an increase of 13.7%. This increase is due to the sale of a home for \$2.2 Million this year skewing the prices somewhat. The average sales price for homes sold in Indian Ridge is up 3.9% from 2016, while the PUD home sale prices is up 11.5% and the HOA homes are down 7.3%.

Of the Indian Ridge homes sold this year, 23 are in the HOA and 21 in the PUD with prices ranging from \$367,000 to \$2,200,000. Six homes have sold for over \$1 Million. There are 22 homes currently active in the Multiple Listing Service (MLS) asking over \$1 Million. Of the 67 homes currently active in the MLS, 32 homes are in the PUD and 35 are in the HOA. Days on market average 140 and the average price per square foot is \$296 and an average asking price of \$894,795.

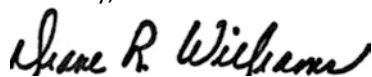
Since taking over the Indian Ridge Country Club On-Site Sales office on October 14, 2015, we have seen increased traffic of very serious buyers who are looking not only to buy a home but to also join the club. The caliber of the walk-in traffic is clearly a more affluent group. These people are seeking a lifestyle and not just a home. There is also a high demand for rentals for potential buyers wanting to take advantage of the prospective member program for one year.

Since my first sale in Indian Ridge in 2004, no one has sold as many homes as I have. Since 2004, I have sold 262 homes in Indian Ridge. My two nearest competitors have sold 189 and 150 respectively in that same time period. I have represented 321 buyers and sellers since 2004 compared to 226 and 185 for my two nearest competitors. ***To-date for this year, the On-Site Sales Team have been involved in 55% of all sales.*** Our sold listings are up **109%** from the same time a year ago and we have represented **4 times more buyers**. Our dollar volume in sales is up **93%**. ***We have represented just shy of the total homes sold by our four nearest competitors combined.*** This clearly shows the value for the buyer and seller to use the Indian Ridge Country Club On-Site Sales office. Our team has been exposed to hundreds of buyers and sellers.

With a highly qualified and dedicated team, we can easily show our listings to potential buyers or agents with their clients and provide feedback from these showings. We find that personally showing properties gives us the opportunity to learn what the buyers are saying about the homes and the community, readily clarifying any discrepancy and making sure buyers don't miss an opportunity to see a home that may better meet their needs if the home they are currently viewing does not appeal to them. We have a team that is readily available. Call our office number (760) 776-7070 and we will always answer or return your call promptly.

You are welcome to stop by the Indian Ridge Country Club On-Site Sales office and meet the team. If you would like a free market analysis of your home, we are happy to meet with you. We encourage calling to schedule an appointment so we can give you the time you deserve when we meet with you. Our entire team looks forward to working with you.

Sincerely,



Diane R. Williams

Associate Broker/Executive Luxury Director

Bennion Deville Homes

Indian Ridge On-Site Sales Office & Indian Wells Luxury Homes & Estates Division

CalBRE #10364828

Indian Ridge Country Club Sales 2017

Yellow highlighted homes indicate Diane Williams Represented Buyer or Seller

Blue highlighted homes indicate Diane Williams represented BOTH Buyer and Seller

SOLD

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Selling Price
544 Desert Holly	Acacia 1	1,536	2/2	North	No	\$251	1/27/17	\$385,000
556 Desert Holly	Acacia 1	1,536	2/2	North	No	\$239	5/22/17	\$367,000
714 Red Arrow	Acacia 2	1,706	2/2	North	No	\$240	2/22/17	\$410,000
440 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$212	2/28/17	\$462,000
495 Falcon View	Acacia 4	2,182	3/3.5	South	No	\$213	3/6/17	\$465,500
489 Falcon View	Acacia 4	2,242	3/3.5	South	No	\$223	3/13/17	\$500,000
834 Red Arrow	Acacia 4	2,182	3/3.5	North	No	\$214	6/26/17	\$467,500
555 Falcon View	Acacia 5	2,368	3/3.5	South	No	\$226	3/10/17	\$535,000
805 Box Canyon	Acacia 5	2,368	3/3.5	South	No	\$234	4/17/17	\$512,500
697 Box Canyon	Acacia 5	2,368	3/3.5	South	No	\$228	4/24/17	\$520,000
471 Falcon View	Acacia 5/Casita	2,648	4/4.5	South	No	\$249	4/26/17	\$640,000
290 Tomahawk	Bougainvillea 1	2,430	3/3.5	East	No	\$263	3/17/17	\$640,000
750 Snow Creek	Bougainvillea 1	2,430	3/3.5	East	Yes	\$297	3/31/17	\$721,000
308 Tomahawk	Bougainvillea 1	2,430	3/3.5	East	Spa	\$304	5/3/17	\$626,500
212 White Horse	Bougainvillea 1	2,430	3/3.5	North	No	\$189	6/2/17	\$460,000
380 Gold Canyon	Bougainvillea 1	2,430	3/3.5	North	Yes	\$261	6/5/17	\$635,000
896 Mission Creek	Bougainvillea 2	2,742	3/3.5	East	No	\$243	3/17/17	\$667,500
444 Tomahawk	Bougainvillea 2	2,742	3/3.5	North	Spa	\$213	3/27/17	\$585,000
916 Mesa Grande	Bougainvillea 2	2,742	3/3.5	North	No	\$217	4/28/17	\$595,000
863 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$255	5/15/17	\$620,000
770 Snow Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$270	6/22/17	\$740,000
830 Hawk Hill	Bougainvillea 2	2,742	3/3.5	North	No	\$219	4/5/17	\$594,000
601 Indian Ridge	Cortona 923	5,395	4/4.5	West	Yes	\$408	4/27/17	\$2,200,000
220 Tomahawk	Mesquite 4	2,180	3/3.5	North	No	\$224	2/24/17	\$487,500
236 Eagle Dance	Mesquite 5	2,707	3/3.5	East	Spa	\$249	4/13/17	\$675,000
729 Elk Clover	Ocotillo 1.Casita	3,371	4/4.5	West	Yes	\$356	5/4/17	\$1,175,000
380 Tomahawk	Ocotillo 1	3,082	3/3.5	East	No	\$260	1/3/17	\$800,000
951 Mesa Grande	Ocotillo 1/G	3,456	4/4.5	South	Spa	\$340	1/13/17	\$1,175,000
878 Fire Dance	Ocotillo 1/G	3,371	4/4.5	North	Yes	\$301	5/3/17	\$1,015,000
720 Mission Creek	Ocotillo 1/G	3371+	4/4.5	West	Yes	\$300	5/26/17	\$925,000
780 Mesa Grande	Ocotillo 2	3,255	3/3.5	East	Spa	\$304	1/24/17	\$985,000
607 Mesa Grande	Ocotillo 2	3,244	3/3.5	West	Yes	\$316	4/20/17	\$900,000
615 Mesa Grande	Ocotillo 2	3,255	3/3.5	West	Yes	\$260	4/21/17	\$835,000
403 Tomahawk	Ocotillo 2	3,255	3/3.5	Southwest	Spa	\$273	4/25/17	\$875,000
794 Mesa Grande	Ocotillo 2/G	3,648	4./4.5	East	Yes	\$369	1/17/17	\$1,345,000
351 Tomahawk	Ocotillo 2/G	3,255	3/3.5	West	Yes	\$307	1/20/17	\$1,000,000
253 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$243	2/9/17	\$660,000
133 White Horse	Palo Verde 3	2,712	3/3.5	South	No	\$254	3/31/17	\$690,000
365 White Horse	Palo Verde 3	2,712	3/3.5	North	Yes	\$284	4/19/17	\$727,000
364 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	Yes	\$224	6/26/17	\$740,000
781 Deer Haven	Smoketree 2	2,932	3/3.5	South	No	\$220	6/21/17	\$587,000
231 Arrowhead	Smoketree 4	3,402	3/3.5	West	No	\$163	3/14/17	\$555,000
221 Arrowhead	Smoketree 5	3,562	4/4.5	West	No	\$190	2/1/17	\$675,000
251 Arrowhead	Smoketree 5	3,562	4/4.5	West	No	\$232	2/21/17	\$825,000

PENDING

143 Desert Holly	Acacia 5	2,368	3/3.5	West	Yes	\$253	Contingent	\$599,999
760 Snow Creek	Bougainvillea 1	2,430	3/3.5	East	Yes	\$308	Contingent	\$749,000
767 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	No	\$222	Pending	\$610,000
910 Hawk Hill	Bougainvillea 2	2,742	3/3.5	Northwest	Spa	\$273	Pending	\$749,000
695 Hawk Hill	Jacaranda 1	4,575	4/4.5	Southeast	Yes	\$481	Contingent	\$2,200,000
835 Mesa Grande	Jacaranda 1	4,575	4/4.5	Southwest	Yes	\$372	Pending	\$1,700,000
752 Elk Clover	Ocotillo 2/Casita	3,855	4/4.5	East	Yes	\$331	Contingent	\$1,275,000
633 Elk Clover	Ocotillo 3	3,513	3/3.5	West	Yes	\$239	Pending	\$839,000
705 Red Arrow	Smoketree 2	2,682	3/3.5	South	Yes	\$298	Contingent	\$799,000

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Indian Ridge Country Club

Quarterly Home Sales Activity

	2006				2007				2008				2009				2010				2011			
	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	23	\$ 25,619,000			17	\$ 16,523,900			17	\$ 17,570,000			7	\$ 4,860,900			15	\$ 12,476,500			19	\$ 14,632,900		
HOA	11	\$ 8,997,500	\$ 352	47	7	\$ 4,885,000	\$ 365	77	6	\$ 4,021,000	\$ 291	70	5	\$ 3,405,900	\$ 272	187	6	\$ 5,317,000	\$ 303	84	7	\$ 3,911,900	\$ 228	88
PUD	12	\$ 16,621,500	\$ 440	75	10	\$ 11,638,900	\$ 428	134	11	\$ 13,549,000	\$ 392	91	2	\$ 1,455,000	\$ 313	101	9	\$ 7,159,500	\$ 311	148	12	\$ 10,721,000	\$ 286	105
2nd Quarter	20	\$ 23,294,000			21	\$ 19,177,000			15	\$ 16,984,000			7	\$ 6,202,000			24	\$ 19,094,500			26	\$ 17,762,500		
HOA	9	\$ 8,717,500	\$ 365	190	12	\$ 10,622,000	\$ 328	160	7	\$ 6,190,000	\$ 331	103	4	\$ 3,667,000	\$ 298	129	9	\$ 4,659,500	\$ 229	216	15	\$ 7,837,500	\$ 216	159
PUD	11	\$ 14,576,500	\$ 428	121	9	\$ 8,555,000	\$ 351	170	8	\$ 10,714,000	\$ 413	211	3	\$ 2,535,000	\$ 296	151	15	\$ 14,435,000	\$ 304	156	11	\$ 9,925,000	\$ 310	180
3rd Quarter	8	\$ 7,548,626			16	\$ 16,237,000			5	\$ 6,195,000			7	\$ 6,985,000			12	\$ 9,846,000			12	\$ 7,924,900		
HOA	5	\$ 3,841,125	\$ 312	208	12	\$ 9,727,000	\$ 323	140	2	\$ 1,510,000	\$ 312	243	1	\$ 925,000	\$ 311	204	5	\$ 2,348,500	\$ 203	262	5	\$ 2,264,900	\$ 214	212
PUD	3	\$ 3,707,500	\$ 481	107	4	\$ 7,290,000	\$ 497	44	3	\$ 4,685,000	\$ 436	185	6	\$ 6,060,000	\$ 309	121	7	\$ 7,497,500	\$ 285	213	7	\$ 5,660,000	\$ 259	223
4th Quarter	7	\$ 8,430,000			8	\$ 6,376,000			2	\$ 2,815,000			12	\$ 6,212,500			12	\$ 9,474,500			21	\$ 15,443,900		
HOA	2	\$ 2,065,000	\$ 329	147	4	\$ 2,116,000	\$ 269	327	1	\$ 565,000	\$ 259	45	10	\$ 4,650,000	\$ 218	222	2	\$ 1,345,000	\$ 247	134	11	\$ 5,504,000	\$ 214	244
PUD	5	\$ 6,365,000	\$ 437	89	4	\$ 4,260,000	\$ 376	74	1	\$ 2,250,000	\$ 492	63	2	\$ 1,562,500	\$ 285	37	10	\$ 8,129,500	\$ 282	57	10	\$ 9,939,900	\$ 284	205
Annual	58	\$ 64,891,626			62	\$ 59,072,900			39	\$ 42,634,000			33	\$ 24,260,400			63	\$ 50,891,500			78	\$ 55,764,200		
HOA	27	\$ 23,621,125	\$ 329		35	\$ 27,349,000	\$ 313	156	16	\$ 12,276,000	\$ 305	106	20	\$ 12,647,900	\$ 247	204	22	\$ 13,670,000	\$ 238	181	38	\$ 19,518,300	\$ 213	188
Average Price		\$ 874,856				\$ 781,400				\$ 767,250				\$ 632,395				\$ 621,364				\$ 513,639		
PUD	31	\$ 41,270,500	\$ 437		35	\$ 31,723,900	\$ 382	124	23	\$ 30,358,000	\$ 396	127	13	\$ 11,612,599	\$ 297	109	41	\$ 37,221,500	\$ 288	123	40	\$ 36,245,900	\$ 284	200
Average Price		\$ 1,331,306				\$ 1,174,959				\$ 1,319,913				\$ 893,269				\$ 937,000				\$ 924,398		
	2012				2013				2014				2015				2016				2017			
	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	18	\$ 12,895,000			20	\$ 14,239,500			16	\$ 12,348,625			18	\$ 14,572,000			9	\$ 7,038,500			21	\$ 14,568,500		
HOA	11	\$ 6,400,000	\$ 233	126	9	\$ 5,205,500	\$ 224	126	6	\$ 3,784,500	\$ 261	138	7	\$ 4,535,500	\$ 271	159	2	\$ 1,376,000	\$ 242	203	10	\$ 8,406,000	\$ 222	108
PUD	7	\$ 6,496,000	\$ 308	140	11	\$ 9,034,000	\$ 280	161	10	\$ 8,561,125	\$ 278	153	11	\$ 10,037,000	\$ 297	106	7	\$ 5,662,500	\$ 271	137	11	\$ 8,406,000	\$ 282	119
2nd Quarter	19	\$ 14,086,950			22	\$ 16,439,500			30	\$ 28,847,800			17	\$ 13,644,500			18	\$ 12,859,000			23	\$ 17,431,500		
HOA	5	\$ 2,179,000	\$ 191	165	9	\$ 4,296,500	\$ 214	79	9	\$ 5,682,500	\$ 263	109	11	\$ 7,479,500	\$ 274	204	8	\$ 5,319,000	\$ 237	169	13	\$ 11,735,500	\$ 226	117
PUD	14	\$ 11,907,550	\$ 282	169	13	\$ 12,144,000	\$ 287	152	21	\$ 23,165,300	\$ 322	139	6	\$ 6,165,000	\$ 314	125	10	\$ 7,531,000	\$ 255	158	10	\$ 5,696,000	\$ 278	133
3rd Quarter	13	\$ 7,543,500			17	\$ 12,044,900			16	\$ 14,513,243			15	\$ 10,350,400			24	\$ 15,727,000						
HOA	10	\$ 5,203,500	\$ 196	123	10	\$ 7,017,900	\$ 244	166	11	\$ 7,861,625	\$ 267	158	9	\$ 4,977,900	\$ 246	174	12	\$ 7,147,500	\$ 233	107				
PUD	3	\$ 2,340,000	\$ 231	368	7	\$ 5,027,000	\$ 253	190	5	\$ 6,651,668	\$ 381	231	6	\$ 5,372,500	\$ 296	175	12	\$ 8,579,500	\$ 265	202				
4th Quarter	23	\$ 15,531,000			20	\$ 16,992,000			12	\$ 8,272,450			10	\$ 7,414,000			10	\$ 5,595,000						
HOA	15	\$ 7,985,500	\$ 216	138	8	\$ 5,170,500	\$ 265	152	8	\$ 4,130,650	\$ 239	115	7	\$ 5,540,000	\$ 299	119	8	\$ 4,220,000	\$ 210	139				
PUD	8	\$ 7,545,500	\$ 296	62	12	\$ 11,821,500	\$ 308	143	4	\$ 4,141,800	\$ 316	102	3	\$ 1,874,000	\$ 236	248	2	\$ 1,375,000	\$ 241	270				
Annual	73	\$ 50,056,450			79	\$ 59,715,900			74	\$ 63,982,118			60	\$ 45,980,900			61	\$ 41,210,500						
HOA	41	\$ 21,768,000	\$ 208	134	36	\$ 21,690,400	\$ 236	132	35	\$ 21,459,275	\$ 261	145	34	\$ 22,532,900	\$ 261	177	30	\$ 18,062,500	\$ 230	141				
Average Price		\$ 530,926				\$ 602,511				\$ 659,389				\$ 628,897				\$ 608,707						
PUD	32	\$ 28,289,050	\$ 277	154	43	\$ 38,026,500	\$ 285	158	39	\$ 42,522,843	\$ 313	168	26	\$ 23,448,500	\$ 301	127	31	\$ 23,148,000	\$ 261	176				
Average Price		\$ 884,033				\$ 884,337				\$ 1,063,643				\$ 904,083				\$ 785,419						

Diane Williams, Associate Broker, GRI, CalBRE 01364828

Information compiled by Diane Williams from the Desert Area Multiple Listing Service. All information is deemed reliable but not guaranteed. If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings.





Million Dollar Luxury Home Market in the Desert

Number of Homes Sold

<i>Price</i>	<i>2017 To</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>	<i>2013</i>	<i>2012</i>	<i>Active 2017</i>
\$1 Million	376	487	465	479	448	386	580
\$2 Million	80	104	88	106	97	74	226
\$3 Million	35	36	33	38	27	20	113
\$4 Million	15	18	14	21	14	8	52
\$5 Million	7	14	5	13	9	6	35
\$6 Million	4	11	4	9	4	5	23
\$7 Million	4	10	1	4	4	3	16

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.



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Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price				Total # of Homes Sold			
	2015	2016	2017	% of Change 2016	2015	2016	2017	% of 2016 Sales
			To Date		Total	Total	To Date	
Desert Horizons	\$ 514,119	\$ 573,647	\$ 639,462	11.5%	35	36	26	72%
Indian Ridge	\$ 766,490	\$ 700,008	\$ 727,000	3.9%	60	61	44	72%
Indian Ridge PUD	\$ 904,083	\$ 785,419	\$ 875,717	11.5%	30	31	23	74%
Indian Ridge HOA	\$ 628,897	\$ 608,707	\$ 564,119	-7.3%	30	30	21	70%
Indian Wells	\$ 594,039	\$ 653,693	\$ 605,880	-7.3%	87	75	51	68%
Ironwood	\$ 498,983	\$ 439,924	\$ 533,211	21.2%	57	52	35	67%
Mission Hills	\$ 463,437	\$ 497,940	\$ 490,094	-1.6%	111	104	48	46%
Morningside	\$ 1,006,565	\$ 871,188	\$ 804,933	-7.6%	23	24	15	63%
Mountain View	\$ 928,016	\$ 765,671	\$ 895,208	16.9%	32	35	24	69%
Palm Valley	\$ 331,302	\$ 321,678	\$ 337,342	4.9%	65	78	45	58%
PGA West	\$ 678,148	\$ 602,043	\$ 616,511	2.4%	175	228	160	70%
Rancho LaQuinta	\$ 882,847	\$ 826,208	\$ 888,491	7.5%	54	48	56	117%
The Lakes	\$ 311,867	\$ 303,726	\$ 328,276	8.1%	45	49	40	82%
The Springs	\$ 515,082	\$ 488,184	\$ 484,363	-0.8%	40	68	50	74%
Andalusia	\$ 1,416,994	\$ 1,624,117	\$ 1,455,714	-10.4%	29	32	14	44%
Bighorn	\$ 2,949,000	\$ 2,600,833	\$ 3,515,688	35.2%	20	21	16	76%
Hideaway	\$ 2,561,481	\$ 2,492,533	\$ 2,161,923	-13.3%	27	15	13	87%
Reserve	\$ 2,231,250	\$ 2,085,000	\$ 2,312,125	10.9%	8	10	16	160%
Toscana	\$ 1,663,107	\$ 1,611,646	\$ 1,817,400	12.8%	27	23	12	52%
Tradition	\$ 2,540,364	\$ 2,263,133	\$ 2,653,864	17.3%	11	15	11	73%
Vintage	\$ 2,121,988	\$ 2,011,250	\$ 2,630,357	30.8%	13	12	14	117%

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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%
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%

*** Drop in number of sales may be due to CDAR (California Desert Assoc of Realtors MLS) dropping out of CARETS*

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Country Club Home Sales

												To Date
Country Club	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Desert Horizons	36	20	17	20	24	45	35	40	37	35	36	26
Indian Ridge	59	61	39	33	63	78	73	79	74	60	61	44
Indian Wells	56	71	40	53	69	78	87	87	82	87	75	66
Ironwood	57	34	44	40	46	67	65	77	74	57	52	54
Mission Hills	102	79	63	50	68	92	122	123	111	111	104	76
Morningside	24	24	21	15	19	17	20	39	19	23	24	15
Mountain View	20	24	39	44	47	37	29	33	26	32	35	24
Palm Valley	66	59	69	46	61	57	71	80	78	65	78	45
PGA West	195	164	161	133	161	181	213	230	217	175	228	163
Rancho La Quinta	67	66	54	55	64	71	70	68	72	54	48	56
The Lakes	68	52	45	31	43	46	56	53	77	45	49	50
The Springs	36	40	44	37	29	50	54	53	71	40	68	51

Country Club												Average	Average
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2017	2017	
												\$/SF	\$
Desert Horizons	\$ 859,500	\$ 735,000	\$ 765,000	\$ 575,525	\$ 537,708	\$ 484,544	\$ 583,500	\$ 557,945	\$ 563,532	\$ 514,119	\$ 214	\$ 639,462	
Indian Ridge	\$ 1,000,000	\$ 865,000	\$ 1,010,000	\$ 735,164	\$ 826,778	\$ 725,823	\$ 685,705	\$ 891,670	\$ 871,969	\$ 766,490	\$ 253	\$ 727,000	
Indian Wells	\$ 907,500	\$ 765,000	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 248	\$ 700,646	
Ironwood	\$ 530,000	\$ 493,500	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 248	\$ 534,687	
Mission Hills	\$ 585,000	\$ 600,000	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 186	\$ 490,099	
Morningside	\$ 1,092,500	\$ 1,032,500	\$ 800,000	\$ 976,000	\$ 1,052,921	\$ 939,324	\$ 751,800	\$ 1,132,500	\$ 920,421	\$ 1,006,565	\$ 227	\$ 804,933	
Mountain View	\$ 1,212,500	\$ 975,000	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 263	\$ 895,208	
Palm Valley	\$ 490,000	\$ 495,000	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 207	\$ 337,342	
PGA West	\$ 885,000	\$ 856,250	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 220	\$ 615,632	
Rancho La Quinta	\$ 1,099,000	\$ 1,074,500	\$ 945,000	\$ 855,259	\$ 797,181	\$ 742,050	\$ 700,000	\$ 847,316	\$ 851,281	\$ 882,847	\$ 284	\$ 888,491	
The Lakes	\$ 570,000	\$ 520,750	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 153	\$ 328,276	
The Springs	\$ 724,056	\$ 742,424	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 167	\$ 484,363	

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Average Price Range of Homes Sold in Country Clubs

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Desert Horizons												
	to Date											
Lowest Sales	\$ 615,000	\$ 425,000	\$ 440,000	\$ 330,000	\$ 285,000	\$ 210,000	\$ 233,000	\$ 250,000	\$ 315,000	\$ 249,000	\$ 327,000	\$ 345,000
Highest Sales	\$ 2,000,000	\$ 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	\$ 1,115,000
Indian Wells												
Lowest Sales	\$ 450,000	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000	\$ 79,000	\$ 80,000	\$ 64,500	\$ 89,000	\$ 95,500	\$ 103,000	\$ 129,000
Highest Sales	\$ 3,300,000	\$ 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
Indian Ridge												
Lowest Sales	\$ 590,000	\$ 495,000	\$ 385,000	\$ 245,000	\$ 350,000	\$ 308,500	\$ 340,000	\$ 449,000	\$ 400,000	\$ 389,000	\$ 380,000	\$ 367,000
Highest Sales	\$ 2,254,000	\$ 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
Ironwood												
Lowest Sales	\$ 300,000	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000	\$ 120,000	\$ 132,000	\$ 145,000	\$ 210,000	\$ 195,000	\$ 194,000	\$ 172,900
Highest Sales	\$ 2,400,000	\$ 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	\$ 1,454,000
Mission Hills												
Lowest Sales	\$ 260,000	\$ 220,000	\$ 182,500	\$ 115,000	\$ 119,000	\$ 94,000	\$ 85,000	\$ 105,000	\$ 120,000	\$ 122,000	\$ 120,000	\$ 124,000
Highest Sales	\$ 3,975,000	\$ 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	\$ 1,670,000
Morningside												
Lowest Sales	\$ 700,000	\$ 692,000	\$ 485,000	\$ 480,000	\$ 525,000	\$ 575,000	\$ 450,000	\$ 660,000	\$ 609,000	\$ 480,000	\$ 499,000	\$ 565,000
Highest Sales	\$ 2,372,000	\$ 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
Mountain View												
Lowest Sales	\$ 708,975	\$ 577,000	\$ 505,000	\$ 425,000	\$ 288,750	\$ 285,000	\$ 295,000	\$ 320,000	\$ 395,000	\$ 335,000	\$ 325,000	\$ 370,000
Highest Sales	\$ 1,900,000	\$ 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
Palm Valley												
Lowest Sales	\$ 290,000	\$ 305,000	\$ 150,000	\$ 190,000	\$ 131,500	\$ 120,000	\$ 99,650	\$ 179,000	\$ 128,000	\$ 130,000	\$ 127,500	\$ 145,000
Highest Sales	\$ 716,000	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000
PGA West												
Lowest Sales	\$ 310,000	\$ 240,000	\$ 234,500	\$ 156,000	\$ 117,700	\$ 150,000	\$ 700,000	\$ 159,000	\$ 220,000	\$ 160,000	\$ 97,000	\$ 98,000
Highest Sales	\$ 2,895,000	\$ 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
Rancho La Quinta												
Lowest Sales	\$ 385,000	\$ 385,000	\$ 385,000	\$ 385,000	\$ 250,000	\$ 270,000	\$ 335,000	\$ 400,000	\$ 360,000	\$ 431,300	\$ 400,000	\$ 412,000
Highest Sales	\$ 2,450,000	\$ 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
The Lakes												
Lowest Sales	\$ 380,000	\$ 385,000	\$ 330,000	\$ 235,000	\$ 205,000	\$ 180,000	\$ 145,000	\$ 225,000	\$ 169,000	\$ 148,000	\$ 155,000	\$ 165,000
Highest Sales	\$ 965,000	\$ 965,000	\$ 965,000	\$ 965,000	\$ 700,000	\$ 900,000	\$ 720,000	\$ 799,000	\$ 1,250,000	\$ 710,000	\$ 785,000	\$ 750,000
The Springs												
Lowest Sales	\$ 525,000	\$ 525,000	\$ 440,000	\$ 349,000	\$ 268,000	\$ 235,000	\$ 240,000	\$ 420,000	\$ 325,000	\$ 350,000	\$ 300,000	\$ 330,000
Highest Sales	\$ 1,015,000	\$ 1,050,000	\$ 1,150,000	\$ 700,000	\$ 980,000	\$ 950,000	\$ 750,000	\$ 670,000	\$ 730,000	\$ 825,000	\$ 781,000	\$ 790,000

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Country Club Home Sales

Country Club											To Date
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Andalusia	2	11	8	18	11	17	44	28	29	32	14
Bighorn	14	22	9	12	20	14	20	23	20	21	16
Hideaway	21	14	18	21	21	26	28	18	27	15	13
The Reserve	10	11	1	9	6	18	20	14	8	10	16
Toscana	12	8	11	19	25	29	29	29	27	23	12
Tradition	12	10	11	20	15	13	18	21	11	15	11
Vintage	12	6	6	4	17	13	11	21	13	12	14

Average Country Club Home Price and Price Per Square Foot

											2017	2017
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	\$/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	\$ 371	\$ 1,455,714
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	\$ 582	\$ 3,515,688
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	\$ 467	\$ 2,161,923
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	\$ 515	\$ 2,312,125
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	\$ 420	\$ 1,817,400
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	\$ 535	\$ 2,653,864
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	\$ 471	\$ 2,630,357

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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

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	To Date 2017
Andalusia												
Lowest Sales Price		\$ 1,772,500	\$ 1,150,000	\$ 955,000	\$ 985,000	\$ 751,000	\$ 755,000	\$ 860,000	\$ 915,000	\$ 1,050,000	\$ 900,000	\$ 975,000
Highest Sales Price		\$ 2,850,000	\$ 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
Bighorn												
Lowest Sales Price	\$ 1,850,000	\$ 1,725,000	\$ 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
Highest Sales Price	\$ 9,800,000	\$ 1,725,000	\$ 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
Hideaway												
Lowest Sales Price	\$ 1,800,000	\$ 1,275,000	\$ 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
Highest Sales Price	\$ 4,850,000	\$ 6,000,000	\$ 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
The Reserve												
Lowest Sales Price	\$ 1,100,000	\$ 1,195,000	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$ 1,125,000	\$ 900,000	\$ 1,100,000	\$ 940,000	\$ 1,075,000	\$ 1,250,000	\$ 799,000
Highest Sales Price	\$ 4,900,000	\$ 4,050,000	\$ 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
Toscana												
Lowest Sales Price	\$ 1,700,000	\$ 1,300,000	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 940,000	\$ 950,000	\$ 1,250,000	\$ 999,000	\$ 980,000	\$ 1,160,000	\$ 1,250,000
Highest Sales Price	\$ 2,775,000	\$ 4,100,000	\$ 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	\$ 2,376,000
Tradition												
Lowest Sales Price	\$ 1,815,000	\$ 1,800,000	\$ 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
Highest Sales Price	\$ 4,800,000	\$ 4,700,000	\$ 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
The Vintage												
Lowest Sales Price	\$ 765,000	\$ 650,000	\$ 680,000	\$ 500,000	\$ 460,000	\$ 315,000	\$ 350,000	\$ 700,000	\$ 410,000	\$ 500,000	\$ 490,000	\$ 387,500
Highest Sales Price	\$ 6,700,000	\$ 8,350,000	\$ 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

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