



Diane Williams Baxter
Associate Broker | Executive Luxury Director
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April, 2018

Dear Indian Ridge Resident:

During the fourth quarter of 2017, the number of homes sold in the Coachella Valley was up nearly 15% from the previous year and the market continues showing signs of improvement. The housing forecast for 2018 in California indicates prices should go up and inventory should remain low. During the first quarter of this year, approximately the same number of homes sold as in the first quarter of last year. Inventory is down 20% from a year ago. More than likely this is the reason we have not seen an increase in the number of homes sold. Buyers remain very specific on what they want to buy and there are fewer homes that meet their particular needs.

In the Coachella Valley, the average total sales in March were up only 2.5% from a year ago. This shows a slight slow-down, however, sales are not expected to decline. The actual sales show that 64% of the homes sold are detached homes and 36% are attached. Attached homes are showing a 3% growth curve while the detached homes are showing an average 7% growth.

In the Coachella Valley, the Total Home Sales Evaluation data shows 2,464 homes sold in the first quarter. While fewer homes sold this past quarter compared to a year ago, the million dollar home sales are the highest they have been since 2007. According to the Country Club Home Sales Price Comparison Report, home sales are up in the high-end country clubs with 6 out of the 7 in position to sell more homes this year than in 2017. While 4 of the 7 high-end golf course communities have experienced an average price drop, Bighorn, Hideaway and Toscana are showing great sales and excellent appreciation. In reviewing the additional twelve other golf course communities we follow, it appears they are on track to sell approximately the same number of homes in 2018 compared to 2017. Five of the twelve country clubs are experiencing price appreciation in 2018.

According to one of our title representatives, the sales for homes under \$600,000 and over \$2 million are very strong. The homes in the middle are taking longer to sell. The common thread is homes that have been upgraded and remodeled sell quickly compared to homes that have not. Homes that have not been currently remodeled remain on the market longer, eventually selling for less, keeping the average market value for similar homes under the true potential market value.

Homes selling for over one million dropped from an 18.7 month's supply to 15.5 months. Homes selling between \$900,000 and \$1 million are down to a 11.2 months supply from 19.4 months a year ago. Homes selling for less than \$500,000 represent 71.5% of the total sales in the valley, the lowest since 2007. This is primarily due to lack of inventory. The demand right now is for single-family homes so condominiums selling for lower prices are in less demand. This will change as the single-family home's prices increase.

In Indian Ridge, the average price for homes sold is lower than a year ago. With more expensive homes currently in escrow, we should see this corrected by the end of the second or third quarter. We had one more home sale this quarter versus the first quarter of last year. The total dollar sales volume is higher than in 2017 and is the highest it has been since 2008, however, the Country Club Appreciation report shows the average sales price is down 2.2% this year in Indian Ridge with both the HOA and PUD down 2.6% and 2.7% respectively.

Of all the homes sold in Indian Ridge in 2017, 32.9% sold for less than \$600,000; 53.1% of the homes sold between \$600,000 and \$1 million; and 13.9% of the homes sold were over \$1 million. To date in 2018, 24.3% of the homes sold for less than \$600,000; and homes selling between \$600,000 and \$1 million represented 45.9% of the total sales and 27.9% of the homes sold for over \$1 million. The higher percentage of million dollar homes sales is the reason for the higher total dollar sales in Indian Ridge for the first quarter of this year.

In Indian Ridge, as of April 6th, 72 homes are actively listed for sale. Of the 72, 23 are the Acacia models, representing 32% of the homes on the market. The demand for single-family homes is very high right now and our inventory is very low with only 49 single-family homes on the market. Once the single-family home prices get too high for some of the buyers, the Acacia models will begin to sell more quickly.

The number of residents who consider their home in Indian Ridge as their primary residence is much higher than it was years ago. We always considered the average to be approximately one third of the homes. Of the 467 homes in the HOA section, 187 are primary residences, representing 40% of the homes in the HOA. Of the 601 homes in the PUD, 267 homes are considered the owner's primary residence representing 44.4% of the PUD homes. The total number of homes owned by remote buyers who have their primary residence elsewhere is 57.4%, making Indian Ridge a full-time home to 42.6% of our residents.

Indian Ridge Country Club's fiscal year runs from October 1 to September 30. When we compare the sales using their fiscal year, since October 1st of 2017, 56 homes have sold or are in escrow - up 24.3% from the previous fiscal year. Rancho La Quinta during that same time frame sold 37% fewer homes. Both communities have fifteen homes in escrow so we should see higher number of sales in both communities.

To date for this season, our On-Site Sales Office has experienced an increase in walk-ins and inquiries through our team website and the country club's new website. This is our third year operating/managing the On-Site Sales office and our market share continues to grow. Since the start of our third fiscal year (October 1) we have represented over 58% of all pending and sold homes. During the first quarter, we represented nearly 60% of all homes in escrow and sold and 62.5% of all the homes selling for over one million.

According to the Multiple Listing Service, Diane Williams and Associates ranks #1 in Indian Ridge, selling more than four times more than our nearest competitor. In the entire Palm Desert area, we ranked "first" in dollar volume in 2017 just ahead of the Bighorn On-Site Sales office whose average price of homes sold are over \$3.5 million. In the combined areas of Indian Wells, Palm Desert, Rancho Mirage and Sun City, we ranked "second" to the Vintage On-Site Sales team in total dollar volume but first in total sales. Vintage's average home sale price is over \$2.5 million. Our knowledge of the desert real estate market gives our client's the best and most accurate information. With total transparency, our clients can decide whether it is the right time for them to sell or buy based on accurate market data.

Allison Renz, Heather Wong, Terrie Pena, Frank Montiforte and myself are readily available to meet with buyers to show homes and provide property evaluations that help sellers make the right decision about their home. We are happy to meet with residents for a free market analysis and as always it will remain confidential. Kristeen Kidd, our office manager, handles and oversees all transactions and manages the office. Laura Flannery designs and coordinates our advertising and marketing (print media, web-based marketing, and social media) in collaboration with the entire team.

The advantage in using our highly experienced and efficient team is we can show more than one home at a time, work with more than one buyer at a time, answer more than one phone call at a time and have plenty of time to represent our client's best interests.

We are thankful for all the continued support from the community and members. We have an open-door policy and if at any time you would like to see what we do to set us apart, please stop by our office. We are always happy to meet and discuss the market with you.

Sincerely,



Diane R. Baxter
Associate Broker/Executive Luxury Director
CalBRE #01036482

Indian Ridge Country Club

Quarterly Home Sales Activity

	2007				2008				2009				2010				2011				2012			
	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	17	\$ 16,523,900			17	\$ 17,570,000			7	\$ 4,860,900			15	\$ 12,476,500			19	\$ 14,632,900			18	\$ 12,895,000		
HOA	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	11	\$ 6,400,000	\$ 233	126
PUD	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	7	\$ 6,496,000	\$ 308	140
2nd Quarter		\$ 19,177,000			15	\$16,984,000			7	\$6,202,000			24	\$19,094,500			26	\$17,762,500			19	\$14,086,950		
HOA		\$ 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	5	\$ 2,179,000	\$ 191	165
PUD		\$ 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	14	\$ 11,907,550	\$ 282	169
3rd Quarter		\$ 16,237,000			5	\$6,195,000			7	\$6,985,000			12	\$9,846,000			12	\$7,924,900			13	\$7,543,500		
HOA	5	\$ 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	10	\$ 5,203,500	\$ 196	123
PUD	3	\$ 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	3	\$ 2,340,000	\$ 231	368
4th Quarter	7	\$ 6,376,000			2	\$ 2,815,000			12	\$ 6,212,500			12	\$ 9,474,500			21	\$ 15,443,900			23	\$ 15,531,000		
HOA	2	\$ 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	15	\$ 7,985,500	\$ 216	138
PUD	5	\$ 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	8	\$ 7,545,500	\$ 296	62
Annual	24	\$ 59,072,900			39	\$ 42,634,000			33	\$ 24,260,400			63	\$ 50,891,500			78	\$ 55,764,200			73	\$ 50,056,450		
HOA	14	\$ 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	41	\$ 21,768,000		
Average Price	\$ 781,400			\$ 767,250			\$ 632,395		\$ 621,364			\$ 513,639		\$ 530,926		\$ 530,926		\$ 208	134					
PUD	31	\$ 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	32	\$ 28,289,050		
Average Price	\$ 1,174,959			\$ 1,319,913			\$ 893,269		\$ 937,000			\$ 924,398		\$ 884,033		\$ 277	154							
	2013				2014				2015				2016				2017				2018			
	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	20	\$ 14,239,500			16	\$ 12,348,625			18	\$ 14,572,000			9	\$ 7,038,500			20	\$ 13,835,500			21	\$ 15,472,000		
HOA	9	\$ 5,205,500	\$ 224	126	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
PUD	11	\$ 9,034,000	\$ 280	161	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
2nd Quarter	22	\$16,439,500			30	\$28,847,800			17	\$13,644,500			18	\$ 12,859,000			24	\$ 17,431,500						
HOA	9	\$ 4,296,500	\$ 214	79	9	\$ 5,682,500	\$ 263	109	11	\$ 7,479,500	\$ 274	204	8	\$ 5,319,000	\$ 237	169	14	\$ 11,735,500	\$ 226	117				
PUD	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	17	\$12,044,900			16	\$14,513,243			15	\$10,350,400			24	\$ 15,727,000			14	\$ 11,943,083						
HOA	10	\$ 7,017,900	\$ 244	166	11	\$ 7,861,625	\$ 267	158	9	\$ 4,977,900	\$ 246	174	12	\$ 7,147,500	\$ 233	107	5	\$ 3,077,500	\$ 258	238				
PUD	7	\$ 5,027,000	\$ 253	190	5	\$ 6,651,668	\$ 381	231	6	\$ 5,372,500	\$ 296	175	12	\$ 8,579,500	\$ 265	202	9	\$ 8,865,583	\$ 290	171				
4th Quarter	20	\$ 16,992,000			12	\$8,272,450			10	\$ 7,414,000			10	\$ 5,595,000			21	\$ 15,559,000						
HOA	8	\$ 5,170,500	\$ 265	152	8	\$ 4,130,650	\$ 239	115	7	\$ 5,540,000	\$ 299	119	8	\$ 4,220,000	\$ 210	139	11	\$ 7,517,000	\$ 251	124				
PUD	12	\$ 11,821,500	\$ 308	143	4	\$ 4,141,800	\$ 316	102	3	\$ 1,874,000	\$ 236	248	2	\$ 1,375,000	\$ 241	270	10	\$ 8,042,000	\$ 274	158				
Annual	79	\$ 59,715,900			74	\$ 63,982,118			60	\$ 45,980,900			61	\$ 41,210,500			79	\$ 59,490,083						
HOA	36	\$ 21,690,400	\$ 236	132	35	\$ 21,459,275	\$ 261	145	34	\$ 22,532,900	\$ 261	177	30	\$ 18,062,500	\$ 230	141	37	\$ 22,441,000	\$ 237	133				
Average Price	\$ 602,511			\$ 659,389			\$ 628,897		\$ 608,707			\$ 606,514		\$ 606,514		\$ 279	146							
PUD	43	\$ 38,026,500	\$ 285	158	39	\$ 42,522,843	\$ 313	168	26	\$ 23,448,500	\$ 301	127	31	\$ 23,148,000	\$ 261	176	42	\$ 37,049,083	\$ 279	146				
Average Price	\$ 884,337			\$ 1,063,643			\$ 904,083		\$ 785,419			\$ 882,121		\$ 882,121										

Diane Baxter, 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.





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Indian Ridge Country Club Sales October 1, 2017 to March 31, 2018

Yellow highlighted homes indicate Diane Williams and 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
460 Desert Holly	Acacia 1	1,536	2/2	North	No	\$241	10/13/17	\$370,000
720 Red Arrow	Acacia 2	1,706	2/2	North	No	\$225	3/14/18	\$383,000
525 Falcon View	Acacia 2	1,706	2/2	South	No	\$240	3/14/18	\$410,000
441 Falcon View	Acacia 3	1,903	3/2	South	No	\$260	2/15/18	\$495,000
278 Eagle Dance	Acacia 3	1,903	3/2	East	No	\$213	3/1/18	\$405,000
514 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$229	11/20/17	\$500,000
503 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$229	12/29/17	\$500,000
143 Desert Holly	Acacia 5	2,368	3/3.5	West	Yes	\$251	11/15/17	\$595,000
347 Indian Ridge	Acacia 5	2,368	3/3.5	West	No	\$198	2/27/18	\$470,000
622 Mesa Grande	Bougainvillea 1	2,430	3/3.5	West	No	\$296	11/16/17	\$719,000
744 Mission Creek	Bougainvillea 1	2,430	3/3.5	West	Yes	\$300	11/16/17	\$702,000
164 White Horse	Bougainvillea 1	2,430	3/3.5	North	Spa	\$277	12/8/17	\$674,000
832 Mission Creek	Bougainvillea 1	2,430	3/3.5	North	No	\$292	12/15/17	\$710,000
360 Gold Canyon	Bougainvillea 1	2,430	3/3.5	North	No	\$181	1/12/18	\$440,000
968 Mesa Grande	Bougainvillea 1	2,430	3/3.5	North	No	\$284	2/1/18	\$689,000
670 Snow Creek	Bougainvillea 1	2,430	3/3.5	East	Spa	\$247	2/23/18	\$600,000
236 Eagle Dance	Bougainvillea 2	2,742	3/3.5	North	No	\$243	10/10/17	\$665,000
663 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$233	12/8/17	\$638,999
880 Hawk Hill	Bougainvillea 2	2,742	3/3.5	North	No	\$263	12/21/17	\$720,000
350 Gold Canyon	Bougainvillea 2	2,742	3/3.5	North	No	\$184	2/1/18	\$505,000
780 Snow Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$315	3/6/18	\$865,000
304 Tomahawk	Bougainvillea 2	2,742	3/3.5	East	Spa	\$295	3/26/18	\$810,000
100 Gold Canyon	Jacaranda 1	4,575	4/4.5	North	No	\$328	2/22/18	\$1,500,000
888 Fire Dance	Ocotillo 1	3,082	3/3.5	North	Spa	\$308	10/16/17	\$950,000
364 Tomahawk	Ocotillo 1	3,082	3/3.5	East	Yes	\$318	1/26/18	\$980,000
667 Arrowhead	Ocotillo 2/Casita	3,576	4/4.5	West	Yes	\$259	11/30/17	\$925,000
501 Mesa Grande	Ocotillo 3	3,513	3/3.5	South	Yes	\$262	10/16/17	\$920,000
740 Elk Clover	Ocotillo 3/Casita	3,869	4/4.5	East	Spa	\$271	11/30/17	\$1,050,000
543 Mesa Grande	Ocotillo 3/Casita	3,869	4/3.5	West	No	\$249	2/7/18	\$965,000
816 Mesaa Grande	Ocotillo 3/Casita	3,869	4/4.5	East	No	\$328	2/21/18	\$1,270,000
173 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$280	1/10/18	\$760,000
429 White Horse	Palo Verde 3/Casita	3,000	4/4.5	North	Yes	\$296	10/27/18	\$889,000
181 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	No	\$286	11/30/17	\$945,000
230 Desert Holly	Smoketree 2	2,682	3/3.5	East	No	\$280	3/15/18	\$751,000
181 Desert Holly	Smoketree 3	3,102	3/3.5	West	No	\$190	10/19/17	\$589,000
850 Deer Haven	Smoketree 3	3,102	3/3.5	North	No	\$181	11/9/17	\$560,000
891 Deer Haven	Smoketree 4	3,402	3/3.5	South	Yes	\$243	11/20/17	\$825,000
200 Desert Holly	Smoketree 4	3,402	3/3.5	East	Yes	\$176	1/16/18	\$600,000
880 Deer Haven	Smoketree 5	3,562	4/4.5	North	No	\$205	1/19/18	\$730,000
697 Box Canyon	Smoketree 5	3,562	3/3.5	South	Yes	\$252	2/1/18	\$899,000
665 Red Arrow	Smoketree 5	3,562	4/4.5	South	Yes	\$379	12/17/18	\$1,350,000

PENDING

507 Falcon View	Acacia 3	1,903	3/2	South	No	\$239	Pending	\$455,000
889 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$210	Contingent	\$459,000
630 Hawk Hill	Bougainvillea 3/Casita	2,464	4/4.5	North	No	\$284	Pending	\$700,000
339 Tomahawk	Ocotillo 1	3,082	3/3.5	West	Yes	\$373	Contingent	\$1,150,000
652 Elk Clover	Ocotillo 1/Casita	3,371	4/4.5	East	Yes	\$354	Pending	\$1,195,000
475 Tomahawk	Ocotillo 1/Casita	3,082	3/3.5	South	Yes	\$414	Contingent	\$1,275,000
963 Mesa Grande	Ocotillo 1/Casita	3,371	4/4.5	South	Spa	\$341	Contingent	\$1,150,000
677 Arrowhead	Ocotillo 2	3,255	3/3.5	West	No	\$244	Contingent	\$795,000
712 Mission Creek	Ocotillo 2/Casita	3,541	4/4.5	North	Yes	\$353	Contingent	\$1,250,000
399 Tomahawk	Ocotillo 2/Casita	3,576	4/4.5	West	Yes	\$287	Contingent	\$1,025,000
903 Mesa Grande	Ocotillo 2/Casita	3,255	3/3.5	South	No	\$353	Contingent	\$1,150,000
211 Tomahawk	Ocotillo 3/Casita	4,213	4/4.5	South	Yes	\$463	Contingent	\$1,950,000
389 White Horse	Palao Verde 5	3,310	4/4.5	North	Yes	\$301	Pending	\$995,000
300 Bright Rock	Palo Verde 5	3,310	4/4.5	East	Spa	\$260	Pending	\$860,000
851 Deer Haven	Smoketree 5	3,562	4/4.5	South	No	\$280	Pending	\$999,000

Diane Baxter, GRI CalBRE 01364828
 Associate Broker/Executive Luxury Director



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 3/31/18

Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price				Total # of Homes Sold			
	2016	2017	2018	% of Change 2017	2016	2017	2018	% of 2017 Sales
	Total	Total	total		Total	Total	Total	
Desert Horizons	\$ 638,583	\$ 621,453	\$ 644,856	3.8%	36	47	9	19%
Indian Ridge	\$ 757,432	\$ 753,411	\$ 736,762	-2.2%	61	78	21	27%
Indian Ridge PUD	\$ 906,471	\$ 885,978	\$ 862,400	-2.7%	31	40	10	25%
Indian Ridge HOA	\$ 574,000	\$ 606,514	\$ 622,545	2.6%	30	38	11	29%
Indian Wells	\$ 629,939	\$ 586,555	\$ 567,555	-3.2%	75	149	32	21%
Ironwood	\$ 490,010	\$ 484,916	\$ 578,327	19.3%	52	87	23	26%
Mission Hills	\$ 466,307	\$ 498,406	\$ 467,207	-6.3%	104	137	29	21%
Morningside	\$ 839,333	\$ 829,830	\$ 817,333	-1.5%	24	22	6	27%
Mountain View	\$ 806,763	\$ 786,151	\$ 659,213	-16.1%	35	43	8	19%
Palm Valley	\$ 335,333	\$ 344,909	\$ 335,844	-2.6%	78	95	16	17%
PGA West	\$ 569,819	\$ 593,544	\$ 670,741	13.0%	228	267	74	28%
Rancho LaQuinta	\$ 871,460	\$ 868,804	\$ 988,235	13.7%	48	78	17	22%
The Lakes	\$ 327,705	\$ 330,915	\$ 306,878	-7.3%	49	73	19	26%
The Springs	\$ 484,957	\$ 492,013	\$ 548,217	11.4%	68	91	24	26%
Andalusia	\$ 1,426,850	\$ 1,476,808	\$ 1,302,688	-11.8%	32	26	8	31%
Bighorn	\$ 3,450,059	\$ 3,339,333	\$ 4,976,389	49.0%	21	21	9	43%
Hideaway	\$ 2,247,917	\$ 2,183,523	\$ 3,029,167	38.7%	15	22	9	41%
Reserve	\$ 2,348,278	\$ 2,153,136	\$ 1,820,000	-15.5%	10	22	5	23%
Toscana	\$ 1,908,196	\$ 1,842,381	\$ 2,109,615	14.5%	23	30	13	43%
Tradition	\$ 2,653,864	\$ 2,603,269	\$ 2,445,625	-6.1%	15	13	8	62%
Vintage	\$ 2,387,438	\$ 2,380,824	\$ 2,159,375	-9.3%	12	17	8	47%

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Associate Broker/Executive Luxury Director

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Million Dollar Luxury Home Market in the Desert								
		Number of Homes Sold						
		2018	2017	2016	2015	2014	2013	2012
Price	Active							
\$1 Million	438	134	607	487	465	479	448	386
\$2 Million	148	32	124	104	88	106	97	74
\$3 Million	69	11	46	36	33	38	27	20
\$4 Million	28	3	16	18	14	21	14	8
\$5 Million	16	2	7	14	5	13	9	6
\$6 Million	18	2	4	11	4	9	4	5
\$7 Million	9	0	4	10	1	4	4	3

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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Sale Update by Cities

Area	Total Sales	% Change	Average Price	% Change	DOM	LP/SP
Coachella Valley	2,462	-0.7%	\$ 499,732	0.0%	89	95.99%
Bermuda Dunes	49	29.0%	\$ 380,050	13.8%	98	97.92%
Indian Wells	90	18.4%	\$ 1,052,750	-5.6%	97	93.01%
Indio Central	68	-12.8%	\$ 276,878	-2.2%	87	97.21%
La Quinta North	52	-11.8%	\$ 322,607	-3.9%	78	97.90%
La Quinta South	340	-4.2%	\$ 761,410	18.90%	95	95.72%
Palm Desert East	189	-6.4%	\$ 342,260	12.20%	101	95.84%
Palm Desert North	151	12.7%	\$ 336,783	22.30%	88	95.84%
Palm Desert South	129	5.7%	\$ 559,701	16.90%	99	94.83%
Palm Springs Central	136	-0.7%	\$ 548,349	9.10%	94	97.13%
Palm Springs North	116	-7.9%	\$ 359,503	9.10%	79	97.45%
Palm Springs South	215	-12.6%	\$ 469,500	0.60%	86	97.06%
Rancho Mirage	239	4.8%	\$ 590,710	12.30%	96	94.83%
Sun City	92	10.9%	\$ 374,955	1.10%	77	97.36%

1st Quarter of 2017 compared to 1st Quarter of 2018

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%	2486	24.6%	9,480	94.0%	601	5.9%	
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 2017	2,464	1,762	71.5%	682	27.7%	2,274	92.3%	183	7.4%	

*** 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

1st Qtr

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Desert Horizons	17	20	24	45	35	40	37	35	36	47	9
Indian Ridge	39	33	63	78	73	79	74	60	61	79	21
Indian Wells	40	53	69	78	87	87	82	87	75	149	32
Ironwood	44	40	46	67	65	77	74	57	52	87	26
Mission Hills	63	50	68	92	122	123	111	111	104	137	31
Morningside	21	15	19	17	20	39	19	23	24	22	6
Mountain View	39	44	47	37	29	33	26	32	35	43	8
Palm Valley	69	46	61	57	71	80	78	65	78	95	17
PGA West	161	133	161	181	213	230	217	175	228	265	74
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	17
The Lakes	45	31	43	46	56	53	77	45	49	73	19
The Springs	44	37	29	50	54	53	71	40	68	91	25

Average

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1st Qtr 2018	Average 2018 \$/SF
Desert Horizons	\$ 765,000	\$ 575,525	\$ 537,708	\$ 484,544	\$ 583,500	\$ 557,945	\$ 563,532	\$ 514,119	\$ 573,647	\$ 621,453	\$ 644,856	\$ 221
Indian Ridge	\$ 1,010,000	\$ 735,164	\$ 826,778	\$ 725,823	\$ 685,705	\$ 891,670	\$ 871,969	\$ 766,490	\$ 700,008	\$ 753,411	\$ 736,762	\$ 255
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 560,963	\$ 247
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 492,310	\$ 290
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 466,258	\$ 183
Morningside	\$ 800,000	\$ 976,000	\$ 1,052,921	\$ 939,324	\$ 751,800	\$ 1,132,500	\$ 920,421	\$ 1,006,565	\$ 871,188	\$ 829,830	\$ 817,833	\$ 212
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 659,213	\$ 235
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 335,941	\$ 210
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 670,741	\$ 234
Rancho La Quinta	\$ 945,000	\$ 855,259	\$ 797,181	\$ 742,050	\$ 700,000	\$ 847,316	\$ 851,281	\$ 882,847	\$ 826,208	\$ 868,804	\$ 988,235	\$ 302
The Lakes	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 303,726	\$ 330,915	\$ 306,878	\$ 153
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 526,408	\$ 184

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Average Price Range of Homes Sold in Country Clubs

1st Qtr

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	\$ 411,000
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	\$ 1,100,000
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	\$ 313,000
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	\$ 1,675,000
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	\$ 383,000
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	\$ 1,500,000
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
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	\$ 1,425,000
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	\$ 140,000
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	\$ 975,000
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	\$ 525,000
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	\$ 1,250,000
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	\$ 390,000
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	\$ 1,100,000
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	\$ 245,000
Highest Sales	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000	\$ 400,000
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	\$ 205,000
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	\$ 1,975,000
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	\$ 530,000
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
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
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	\$ 615,000
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
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	\$ 800,000

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Country Club Home Sales

Country Club	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1st Qtr
												2018
Andalusia	2	11	8	18	11	17	44	28	29	32	26	8
Bighorn	14	22	9	12	20	14	20	23	20	21	21	9
Hideaway	21	14	18	21	21	26	28	18	27	15	22	9
The Reserve	10	11	1	9	6	18	20	14	8	10	22	5
Toscana	12	8	11	19	25	29	29	29	27	23	30	13
Tradition	12	10	11	20	15	13	18	21	11	15	13	8
Vintage	12	6	6	4	17	13	11	21	13	12	17	8

Average Country Club Home Price and Price Per Square Foot

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	1st Qtr	2018
												2018	\$/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	\$1,302,688	\$ 360
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	\$4,976,389	\$ 727
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	\$3,029,167	\$ 560
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	\$1,820,000	\$ 445
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	\$2,109,615	\$ 473
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	\$2,445,625	\$ 483
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	\$2,159,375	\$ 466

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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	1st Qtr 2018
Andalusia											
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
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	\$ 1,900,000
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	\$ 1,100,000	\$ 1,499,000	\$ 1,350,000
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	\$ 8,800,000
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	\$ 1,150,000	\$ 875,000	\$ 1,700,000
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
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	\$ 1,250,000	\$ 750,000	\$ 1,350,000
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
Toscana											
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
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
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	\$ 1,342,000	\$ 1,350,000	\$ 1,400,000
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	\$ 3,325,000
The Vintage											
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
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	\$ 5,440,000

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Information compiled by Diane Williams from the Multiple Listing Service Database. 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.