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July 2019

Dear Indian Ridge Resident,

As summer continues, temperatures are stable and so is the real estate market. As we finish the 2<sup>nd</sup> quarter and head into the 3<sup>rd</sup>, we continue to see ongoing positive signs of stability for many of the desert cities and country clubs. As of July 1<sup>st</sup>, there was a combined total of 3,010 homes and condos actively listed in the Coachella Valley. This is 28 units less than we had on July 18, 2018. Inventory is usually at its lowest during the summer months and we typically expect to see an increase as we near September and October. Due to the lower inventory of homes on the market and home prices rising, we are seeing fewer sales throughout the Coachella Valley. According to the **Desert Housing June 2019 Report**, sales for homes priced under \$400,000 has decreased by 11.52% compared to same time in 2018. Sales of homes priced over \$1 million represented 8.2% of the home sales during the second quarter, about the same as last year.

The **Coachella Valley Total Homes Sales Evaluation** included with this letter shows home sales for the 2<sup>nd</sup> quarter in 2019 down 4.4% compared to the sales of 2<sup>nd</sup> quarter 2018. This is the first time since 2015 that we have seen a decrease in sales, which correlates back to the lower supply of homes currently on the market and price appreciation.

According to the **Desert Housing June 2019 Report**, in June the median price of a detached home was \$427,000. This is 2.5% higher than it was in June 2018. The attached median home price for condos realized an increase of 4.8% to \$292,500. Eight of the nine desert cities tracked show a price increase for detached homes ranging from .7% up to 11.9%. Palm Desert is the only city down, showing a decrease of 8%. Indian Wells and La Quinta have the largest gains at 11.9%. Palm Springs shows a 3.1% gain, up 11.6% from its all-time high in 2007. In the attached (condo) home market, five of the nine cities show price gains with La Quinta at the highest at 10.7% and Palm Desert second highest at 7.6%.

The low levels of inventory of homes in the Coachella Valley do not appear to be slowing down the sales in the country clubs we track. According to our **Country Club Homes Sales Price Change and Appreciation Report**, 13 of the 19 clubs have already sold 50% or more of their total sales in 2018. The average sales price was higher in 15 out of the 19 clubs, ranging from 1% to 51.6% for the year to date compared to the end of 2018. Six out of the seven high-end clubs that we track are on target to sell more homes this year with the majority of them leveling off in price appreciation but still showing some price increase. All of the high-end clubs are above 50% of their sales volume from last year except for The Vintage which is at 39%. Palm Valley, Indian Ridge, Rancho La Quinta and The Lakes show more than 60% of their total sales from 2018 making them likely to well exceed their last year's total sales.

Indian Ridge finished the second quarter strong with a total of 32 home sales. That is six more homes sold than in the 2<sup>nd</sup> quarter of 2018. Eighteen of these homes were in the HOA and 14 of the homes sold were in the PUD. Indian Ridge is on target to sell more homes this year than in 2018 and we have not sold these many homes in a second quarter since 2005. Year to date 55 homes have sold in Indian Ridge, up from 47 from last year. The average price per square foot in the HOA remains relatively the same with the PUD seeing an increase from an average square foot price of \$313 to \$324. The HOA has not sold this many homes in one quarter since 2006 and the PUD since 2014. HOA sales remain strong due to the unchanged price point. Of the 18 homes sold in the HOA this 2<sup>nd</sup> quarter, 10 were the Acacia models. The average sales price of homes in the HOA at the end of second quarter was \$602,833.

The PUD finished strong with 14 home sales in the 2<sup>nd</sup> quarter. Five of the fourteen homes sold for over \$1 million with the average sales price being \$1,059,928. This is an 18.6% increase in the average sales price for million-dollar homes in Indian Ridge than we saw at the end of 2018. Year to date, Indian Ridge has sold thirteen homes priced at \$1 Million or more. That is the highest number of million-dollar sales we have seen since 2015.

Total dollar sales in Indian Ridge for the second quarter ended at \$25,741,945, the highest we have seen since 2014. Year to date Indian Ridge has sold 55 units with a sales volume of \$44,074,345. This is already \$7,531,345 higher than last year at this time. There are currently 41 homes active on the market with 8 in escrow. Our office currently represents 7 of these buyers and sellers. We represent over 50% of the homes actively listed as well. So far this year we have represented 35 of the 55 buyers and sellers.

We have noticed an increase of out of area agents bringing clients to the community. Our office works hard to create and maintain relationships with these out of area agents. We believe the more exposure your home gets the better, that is why we expanded our marketing programs to not just marketing within the inner community agents, but agents all over. We are also launching a campaign for targeting the major markets where buyers are coming from such as: Seattle, Canada, San Diego and Los Angeles. Our marketing avenues set us apart from other agents and no one does as much as we do...not only in Indian Ridge, but throughout the Coachella Valley.

As the onsite sales team we are grateful for our position in the community and the successes we have had with the help and support of the club and homeowners. Indian Ridge is on track for another stellar year and we are excited to be a part of it. We anticipate the rest of the summer to be good and foresee a very active fall. If you have any questions about your home or the real estate market, please give us a call. We are happy to meet or talk with you at anytime.

Sincerely,



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# Indian Ridge Home Sales Report

July 10, 2019

## Homes Actively Listed in the MLS

Floor Plan	# Avail	Lowest Price	Highest Price	SF
<b>Homes on the Market</b>				
Acacia 3	1	\$539,900		1,903
Acacia 4	5	\$495,000	\$799,900	2,182
Acacia 5	3	\$530,000	\$640,000	2,368
Smoketree 3	1	\$875,000		3,102
Smoketree 4	2	\$749,000	\$1,050,000	3,402
Smoketree 5	2	\$875,000	\$960,000	3,576
Palo Verde 2	2	\$729,000	\$749,000	2,508
Palo Verde 3	4	\$688,000	\$810,000	2,712
Bougainvillea 1	5	\$598,000	\$895,000	2,430
Bougainvillea 1/Casita	1	\$869,000		2,800
Bougainvillea 2	2	\$719,000	\$839,000	2,742
Ocotillo 1/Casita	3	\$975,000	\$1,089,000	3,371
Ocotillo 2	2	\$995,000	\$1,050,000	3,255
Ocotillo 2/Casita	1	\$1,245,000		3,576
Ocotillo 3	2	\$1,050,000	\$1,295,000	3,513
Ocotillo 3/Casita	2	\$1,175,000	\$1,350,000	3,869
Jacaranda 1	1	\$1,399,900		4,575
Jacaranda 2	2	\$1,895,000	\$2,450,000	4,580

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## Pending Sales

Acacia 2	1	\$393,500		1,706
Acacia 4	2	\$495,000	\$524,500	2,182
Palo Verde 3/Casita	1	\$1,049,000		3,000
Bougainvillea 1	1	\$685,000		2,430
Bougainvillea 1/Casita	1	\$799,000		2,742
Ocotillo 2	1	\$875,000		3,255
Jacaranda 1	1	\$1,199,000		4,575

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## Homes Sold Since January 1, 2019

Acacia 3	5	\$407,500	\$650,000	1,903
Acacia 4	7	\$408,500	\$575,000	2,182
Acacia 5	4	\$450,000	\$575,000	2,368
Palo Verde 2	1	\$550,000		2,508
Palo Verde 3	3	\$639,000	\$1,200,000	2,712
Smoketree 1	3	\$495,000	\$635,000	2,392
Smoketree 2	3	\$510,000	\$645,500	2,682
Smoketree 3	1	\$625,000		3,102
Smoketree 4	1	\$530,000		3,402
Smoketree 5	1	\$770,000		3,562
Mesquite 5	1	\$550,000		2,484
Bougainvillea 1	3	\$620,000	\$750,000	2,430
Bougainvillea 2	6	\$710,000	\$1,025,000	2,742
Bougainvillea 3	1	\$537,900		2,217
Ocotillo 1	2	\$1,125,000	\$1,195,000	3,082
Ocotillo 1/Casita	3	\$925,000	\$1,331,000	3,371
Ocotillo 2	3	\$999,950	\$1,250,000	3,255
Ocotillo 2/Casita	3	\$980,000	\$1,350,000	3,576
Ocotillo 3	1	\$870,000		3,513
Ocotillo 3/Casita	2	\$1,525,000	\$1,550,000	3,869
Jacaranda 1	1	\$2,225,000		4,575

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## 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	\$ 608,700	-8.8%	47	34	11	32%
Indian Ridge	\$ 753,411	\$ 742,663	\$ 809,988	9.1%	79	85	55	65%
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,059,928	18.6%	42	40	23	58%
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 618,367	-0.9%	37	45	32	71%
Indian Wells	\$ 586,555	\$ 668,956	\$ 621,415	-7.1%	149	121	41	34%
Ironwood	\$ 483,872	\$ 534,231	\$ 637,624	19.4%	87	89	50	56%
Mission Hills	\$ 498,406	\$ 511,697	\$ 688,715	34.6%	137	131	65	50%
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,098,944	7.3%	22	35	18	51%
Mountain View	\$ 786,151	\$ 791,081	\$ 801,340	1.3%	43	52	15	29%
Palm Valley	\$ 344,909	\$ 341,983	\$ 376,171	10.0%	95	75	61	81%
PGA West	\$ 593,544	\$ 609,802	\$ 697,292	14.3%	267	261	127	49%
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 839,109	-1.2%	78	61	39	64%
The Lakes	\$ 330,915	\$ 316,602	\$ 351,318	11.0%	73	79	50	63%
The Springs	\$ 492,013	\$ 557,023	\$ 597,802	7.3%	91	90	43	48%
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,550,525	7.7%	26	32	20	63%
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,987,505	1.0%	21	35	20	57%
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,474,291	1.6%	22	28	32	114%
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 1,900,833	8.3%	22	11	9	82%
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,070,210	5.8%	30	38	30	79%
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 236,933	-90.2%	13	22	15	68%
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,236,111	8.9%	17	23	9	39%

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# Sales Update by Cities

Area	2018 2nd Qtr Sales	2019 2nd Qtr Sales	% Change	2018 2nd Qtr Avg Price	2019 2nd Qtr Avg Price	% Change	2019 2nd Qtr DOM	2019 2nd Qtr LP/SP
Coachella Valley	3,131	2,935	-6.3%	\$ 496,990	\$ 527,797	6.2%	88	95.95%
Bermuda Dunes	50	41	-18.0%	\$ 369,453	\$ 402,030	8.8%	84	95.26%
Indian Wells	114	84	-26.3%	\$ 1,037,854	\$ 1,291,881	24.5%	120	93.92%
Indio Central	95	83	-12.6%	\$ 319,045	\$ 301,260	-5.6%	84	97.71%
La Quinta North	68	61	-10.3%	\$ 367,987	\$ 388,381	5.5%	82	97.55%
La Quinta South	418	382	-8.6%	\$ 661,598	\$ 846,129	27.89%	104	94.07%
Palm Desert East	239	271	13.4%	\$ 379,296	\$ 396,233	4.47%	88	95.92%
Palm Desert North	186	161	-13.4%	\$ 391,204	\$ 409,388	4.65%	75	97.90%
Palm Desert South	162	144	-11.1%	\$ 773,882	\$ 755,572	-2.37%	94	92.68%
Palm Springs Central	191	175	-8.4%	\$ 623,152	\$ 571,735	-8.25%	90	97.79%
Palm Springs North	166	150	-9.6%	\$ 371,954	\$ 418,894	12.62%	73	97.81%
Palm Springs South	310	305	-1.6%	\$ 489,927	\$ 530,426	8.27%	75	97.36%
Rancho Mirage	301	273	-9.30%	\$ 683,377	\$ 666,406	-2.48%	102	95.92%
Sun City	117	114	-2.6%	\$ 393,430	\$ 393,014	-0.11%	79	97.09%

2nd Quarter of 2018 compared to 2nd Quarter of 2019

Lp/Sp = List Price to Sales Price

DOM = Days on Market



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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>2019 Active</i>	<i>2019 Sales</i>	<i>2018</i>	<i>2017</i>	<i>2016</i>	<i>2015</i>	<i>2014</i>	<i>2013</i>	<i>2012</i>
<b>\$1 Million</b>	573	441	<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>	239	121	<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>	115	48	<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>	60	26	<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>	37	15	<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>	28	7	<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>	21	4	<b>8</b>	<b>4</b>	<b>10</b>	<b>1</b>	<b>4</b>	<b>4</b>	<b>3</b>

Each number includes the sales range above the price point.

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

<b>Million Dollar Sales for \$1 Million or Higher in the Desert</b>							
<i>City</i>	<i>Total Homes Active</i>	<i>Active Homes \$1 M+</i>	<i>Sold \$1 M 2019</i>	<i>% of Homes</i>	<i>Sold in 2018</i>	<i>Sold \$1 M+ 2018</i>	<i>% of \$1 M in 2018</i>
<b>Indian Wells</b>	192	93	67	34.90%	311	109	35.05%
<b>Indio</b>	324	11	14	4.32%	1705	20	1.17%
<b>La Quinta</b>	585	158	133	22.74%	1563	189	12.09%
<b>Palm Desert</b>	636	85	55	8.65%	2211	85	3.84%
<b>Palm Springs</b>	531	95	109	20.53%	2134	172	8.06%
<b>Rancho Mirage</b>	411	127	73	17.76%	937	118	12.59%
<b>Total</b>	<b>2,679</b>	<b>569</b>	<b>451</b>	<b>16.83%</b>	<b>8861</b>	<b>693</b>	<b>7.82%</b>

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# Coachella Valley Total Home Sales Evaluation

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

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# 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	11
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	55
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	41
Ironwood	44	40	46	67	65	77	74	57	52	87	89	50
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	65
Morningside	21	15	19	17	20	39	19	23	24	22	35	18
Mountain View	39	44	47	37	29	33	26	32	35	43	52	15
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	61
PGA West	161	133	161	181	213	230	217	175	228	265	261	127
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	39
The Lakes	45	31	43	46	56	53	77	45	49	73	79	50
The Springs	44	37	29	50	54	53	71	40	68	91	90	43

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	\$ 597,273	\$ 208
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	\$ 801,352	\$ 283
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 668,956	\$ 621,415	\$ 253
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 534,231	\$ 637,624	\$ 279
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 511,697	\$ 688,715	\$ 225
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	\$ 1,098,944	\$ 271
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 791,081	\$ 801,340	\$ 250
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 341,983	\$ 376,171	\$ 228
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 609,802	\$ 697,292	\$ 238
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	\$ 839,109	\$ 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	\$ 351,318	\$ 167
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 575,023	\$ 597,802	\$ 200

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## Average Price Range of Homes Sold in Country Clubs

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
<b>Desert Horizons</b>													
Lowest Sales	\$ 425,000	\$ 440,000	\$ 330,000	\$ 285,000	\$ 210,000	\$ 233,000	\$ 250,000	\$ 315,000	\$ 249,000	\$ 327,000	\$ 300,000	\$ 410,000	\$ 460,000.00
Highest Sales	\$ 1,560,000	\$ 1,950,000	\$ 1,700,000	\$ 1,100,000	\$ 1,290,000	\$ 1,700,000	\$ 761,500	\$ 1,070,000	\$ 1,215,000	\$ 1,750,000	\$ 1,185,000	\$ 1,150,000	\$ 935,000.00
<b>Indian Wells</b>													
Lowest Sales	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000	\$ 79,000	\$ 80,000	\$ 64,500	\$ 89,000	\$ 95,500	\$ 103,000	\$ 78,000	\$ 114,900	\$ 139,900.00
Highest Sales	\$ 2,350,000	\$ 3,100,000	\$ 2,800,000	\$ 1,650,000	\$ 1,950,000	\$ 2,400,000	\$ 1,250,000	\$ 1,850,000	\$ 2,100,000	\$ 1,450,000	\$ 1,850,000	\$ 2,100,000	\$ 2,300,000.00
<b>Indian Ridge</b>													
Lowest Sales	\$ 495,000	\$ 385,000	\$ 245,000	\$ 350,000	\$ 308,500	\$ 340,000	\$ 449,000	\$ 400,000	\$ 389,000	\$ 380,000	\$ 360,000	\$ 365,000	\$ 407,500.00
Highest Sales	\$ 2,620,000	\$ 2,400,000	\$ 1,800,000	\$ 1,900,000	\$ 1,950,000	\$ 2,300,000	\$ 1,400,000	\$ 2,730,000	\$ 2,050,000	\$ 1,200,000	\$ 2,200,000	\$ 1,900,000	\$ 2,225,000.00
<b>Ironwood</b>													
Lowest Sales	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000	\$ 120,000	\$ 132,000	\$ 145,000	\$ 210,000	\$ 195,000	\$ 194,000	\$ 172,900	\$ 225,000	\$ 218,000.00
Highest Sales	\$ 3,335,000	\$ 1,800,000	\$ 2,000,000	\$ 1,510,000	\$ 2,312,500	\$ 1,895,000	\$ 1,090,000	\$ 2,025,000	\$ 2,599,000	\$ 1,250,000	\$ 1,465,000	\$ 1,450,000	\$ 2,900,000.00
<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	\$ 182,000.00
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	\$ 1,380,000.00
<b>Palm Valley</b>													
Lowest Sales	\$ 305,000	\$ 150,000	\$ 190,000	\$ 131,500	\$ 120,000	\$ 99,650	\$ 179,000	\$ 128,000	\$ 130,000	\$ 127,500	\$ 145,000	\$ 177,450	\$ 245,000.00
Highest Sales	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000	\$ 585,000	\$ 605,000.00
<b>PGA West</b>													
Lowest Sales	\$ 240,000	\$ 234,500	\$ 156,000	\$ 117,700	\$ 150,000	\$ 700,000	\$ 159,000	\$ 220,000	\$ 160,000	\$ 97,000	\$ 98,000	\$ 75,000	\$ 225,000.00
Highest Sales	\$ 2,600,000	\$ 2,850,000	\$ 1,840,000	\$ 2,265,000	\$ 2,050,000	\$ 4,250,000	\$ 1,200,000	\$ 2,000,000	\$ 2,700,000	\$ 2,175,000	\$ 1,925,000	\$ 2,500,000	\$ 2,000,000.00
<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	\$ 435,000.00
Highest Sales	\$ 2,250,000	\$ 2,100,000	\$ 2,000,000	\$ 1,900,500	\$ 1,450,000	\$ 1,500,000	\$ 1,300,000	\$ 1,550,000	\$ 2,150,000	\$ 1,565,000	\$ 1,725,000	\$ 2,350,000	\$ 1,500,000.00
<b>The Lakes</b>													
Lowest Sales	\$ 385,000	\$ 330,000	\$ 235,000	\$ 205,000	\$ 180,000	\$ 145,000	\$ 225,000	\$ 169,000	\$ 148,000	\$ 155,000	\$ 165,000	\$ 160,000	\$ 199,000.00
Highest Sales	\$ 965,000	\$ 965,000	\$ 965,000	\$ 700,000	\$ 900,000	\$ 720,000	\$ 799,000	\$ 1,250,000	\$ 710,000	\$ 785,000	\$ 750,000	\$ 720,000	\$ 640,000.00
<b>The Springs</b>													
Lowest Sales	\$ 525,000	\$ 440,000	\$ 349,000	\$ 268,000	\$ 235,000	\$ 240,000	\$ 420,000	\$ 325,000	\$ 350,000	\$ 300,000	\$ 330,000	\$ 375,000	\$ 375,000.00
Highest Sales	\$ 1,050,000	\$ 1,150,000	\$ 700,000	\$ 980,000	\$ 950,000	\$ 750,000	\$ 670,000	\$ 730,000	\$ 825,000	\$ 781,000	\$ 790,000	\$ 815,000	\$ 900,000.00

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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	20
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	20
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	32
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	9
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	30
Tradition	12	10	11	20	15	13	18	21	11	15	13	22	15
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	9

## 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	\$1,550,525	393
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	\$3,987,505	644
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	\$2,474,291	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	\$1,900,833	422
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	\$2,070,210	501
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	\$2,436,933	509
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	\$2,236,111	401

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

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	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	\$ 2,200,000.00
<b>Bighorn</b>												
Lowest Sales Price	\$ 1,750,000	\$ 1,850,000	\$ 2,150,000	\$ 1,200,000	\$ 1,155,000	\$ 1,200,000	\$ 1,010,000	\$ 1,065,000	\$ 1,100,000	\$ 1,499,000	\$ 1,350,000	\$ 1,500,000.00
Highest Sales Price	\$ 10,600,000	\$ 11,000,000	\$ 8,500,000	\$ 5,100,000	\$ 12,300,000	\$ 2,900,000	\$ 8,900,000	\$ 7,950,000	\$ 6,550,000	\$ 8,115,000	\$ 9,975,000	\$ 8,500,000.00
<b>Hideaway</b>												
Lowest Sales Price	\$ 1,420,000	\$ 1,400,000	\$ 950,000	\$ 850,000	\$ 925,000	\$ 1,816,000	\$ 1,250,000	\$ 1,540,000	\$ 1,150,000	\$ 875,000	\$ 950,000	\$ 910,000.00
Highest Sales Price	\$ 3,600,000	\$ 3,650,000	\$ 4,783,000	\$ 6,500,000	\$ 3,300,000	\$ 3,600,000	\$ 4,650,000	\$ 6,350,000	\$ 4,200,000	\$ 3,885,000	\$ 5,100,000	\$ 5,750,000.00
<b>The Reserve</b>												
Lowest Sales Price	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$ 1,125,000	\$ 900,000	\$ 1,100,000	\$ 940,000	\$ 1,075,000	\$ 1,250,000	\$ 750,000	\$ 1,050,000	\$ 825,000.00
Highest Sales Price	\$ 8,100,000	\$ 2,900,000	\$ 5,500,000	\$ 3,000,000	\$ 5,700,000	\$ 2,300,000	\$ 3,200,000	\$ 3,200,000	\$ 3,275,000	\$ 5,500,000	\$ 2,735,000	\$ 3,850,000.00
<b>Toscana</b>												
Lowest Sales Price	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 940,000	\$ 950,000	\$ 1,250,000	\$ 999,000	\$ 980,000	\$ 1,160,000	\$ 1,175,000	\$ 1,000,000	\$ 975,000.00
Highest Sales Price	\$ 2,900,000	\$ 4,200,000	\$ 5,000,000	\$ 2,700,000	\$ 3,500,000	\$ 2,500,000	\$ 5,000,000	\$ 4,049,000	\$ 2,250,000	\$ 3,550,000	\$ 4,850,000	\$ 4,200,000.00
<b>Tradition</b>												
Lowest Sales Price	\$ 1,750,000	\$ 1,425,000	\$ 995,000	\$ 1,300,000	\$ 620,000	\$ 1,495,000	\$ 1,150,000	\$ 1,450,000	\$ 1,342,000	\$ 1,350,000	\$ 1,100,000	\$ 1,300,000.00
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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