

MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - CONDOMINIUM

DECEMBER, 2025



QUICK ANALYSIS

- MEDIAN PRICE IN INDIAN WELLS IS UP BY 46.2% FOR DECEMBER.
- LISTINGS UNDER CONTRACT IN INDIAN WELLS FOR DECEMBER ARE UP 80.0% TO 9.
- NEW LISTINGS IN INDIAN WELLS WERE 4 IN DECEMBER. THIS IS DOWN 63.6% FROM 11 IN DECEMBER OF 2024.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 5 unit sales in December. This is down 28.6% from 7 in December of 2024. Sales/list price ratio in December moved up to 95.4% from 95.1% in November.

Prices

Median price of \$655,000 in December was down 18.0% from \$799,000 in November but up 46.2% from \$448,000 in December of 2024. 3-month median price of \$750,000 in December was up just slightly from \$725,000 in November and up considerably from \$484,000 in December of 2024.

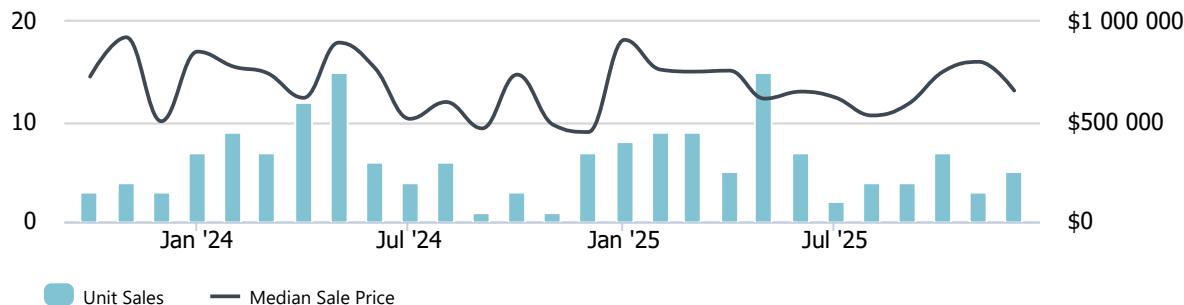
Inventory

Inventory of 31 in December was down 22.5% from 40 in November and down 40.4% from 52 in December of 2024. New listings in December moved down to 4 from 11 in November.

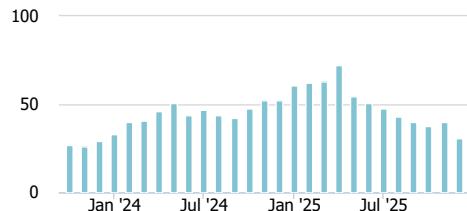
Market Time

Days on market of 63 in December was down substantially from 124 in November but up a little from 60 in December of 2024. Months of supply of 4.8 in December was down slightly from 6 in November and down substantially from 8 in December of 2024.

UNIT SALES AND MEDIAN PRICES



INVENTORY

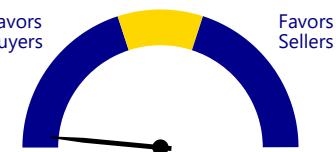


KEY STATS

	2025	2024	Chg	Prev Mo	Chg
Unit Sales	5	7	-28.6%	3	66.7%
Median Sale Price	\$655k	\$448k	46.2%	\$799k	-18.0%
Inventory	31	52	-40.4%	40	-22.5%
Months of Supply	4.8	8.0	-40.4%	6.0	-20.5%
Days on Market	63	60	5.0%	124	-49.2%
Avg. Sale Price/SqFt	\$359	\$425	-15.5%	\$520	-30.9%
Sales to LP Ratio	95.4%	97.7%	-2.3%	95.1%	0.4%
Sales to Orig. LP Ratio	93.9%	96.3%	-2.5%	93.3%	0.7%
New Listings	4	11	-63.6%	11	-63.6%
Went to Contract	9	5	80.0%	3	200.0%

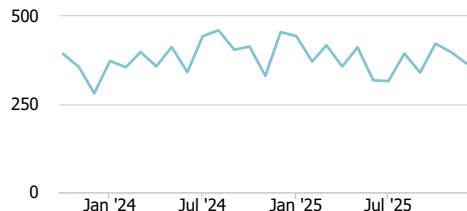
BUYERS/SELLERS MARKET

Balanced



This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - SINGLE FAMILY

DECEMBER, 2025



QUICK ANALYSIS

- UNIT SALES IN INDIAN WELLS FOR DECEMBER ARE UP 72.7% TO 19.
- LISTINGS UNDER CONTRACT IN INDIAN WELLS WERE 15 IN DECEMBER. THIS IS UP 50.0% FROM 10 IN DECEMBER OF 2024.
- DAYS ON MARKET IN INDIAN WELLS IS UP BY 58.5% FOR DECEMBER.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 19 unit sales in December. This is up 72.7% from 11 in December of 2024. Sales/list price ratio in December moved down to 94.7% from 95.0% in November.

Prices

Median price of \$2,350,000 in December was up 7.1% from \$2,194,500 in November and up 9.3% from \$2,150,000 in December of 2024. 3-month median price of \$2,182,000 in December was up marginally from \$1,875,000 in November and way up from \$1,495,000 in December of 2024.

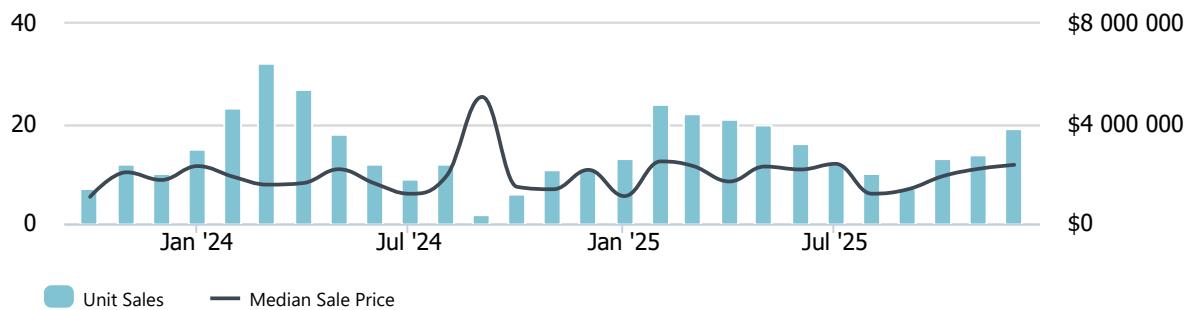
Inventory

Inventory of 80 in December was down 11.1% from 90 in November and down 24.5% from 106 in December of 2024. New listings in December moved down to 15 from 22 in November.

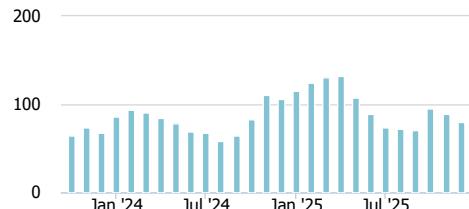
Market Time

Days on market of 65 in December was up substantially from 43 in November and way up from 41 in December of 2024. Months of supply of 5 in December was down a little from 5.9 in November and down moderately from 7.1 in December of 2024.

UNIT SALES AND MEDIAN PRICES



INVENTORY



KEY STATS

	2025	2024	Chg	Prev Mo	Chg
Unit Sales	19	11	72.7%	14	35.7%
Median Sale Price	\$2,350k	\$2,150k	9.3%	\$2,194k	7.1%
Inventory	80	106	-24.5%	90	-11.1%
Months of Supply	5.0	7.1	-29.7%	5.9	-14.8%
Days on Market	65	41	58.5%	43	51.2%
Avg. Sale Price/SqFt	\$742	\$746	-0.5%	\$803	-7.5%
Sales to LP Ratio	94.7%	96.8%	-2.2%	95.0%	-0.3%
Sales to Orig. LP Ratio	93.0%	98.2%	-5.3%	94.7%	-1.8%
New Listings	15	18	-16.7%	22	-31.8%
Went to Contract	15	10	50.0%	22	-31.8%

BUYERS/SELLERS MARKET

Balanced



This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

MEDIAN SALE PRICE / SQ FT.

