

MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - CONDOMINIUM
OCTOBER, 2025



QUICK ANALYSIS

- UNIT SALES IN INDIAN WELLS ARE UP BY 133.3% FOR OCTOBER.
- LISTINGS UNDER CONTRACT IN INDIAN WELLS FOR OCTOBER ARE UP 500.0% TO 6.
- MONTHS OF SUPPLY IN INDIAN WELLS WAS 5.5 IN OCTOBER. THIS IS DOWN 26.0% FROM 7.5 IN OCTOBER OF 2024.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 7 unit sales in October. This is up 133.3% from 3 in October of 2024. Sales/list price ratio in October moved up to 98.9% from 94.3% in September.

Prices

Median price of \$750,000 in October was up 27.7% from \$587,500 in September and up 2.0% from \$735,000 in October of 2024. 3-month median price of \$675,000 in October was up marginally from \$620,000 in September but down a little from \$695,500 in October of 2024.

Inventory

Inventory of 36 in October was down 5.3% from 38 in September and down 25.0% from 48 in October of 2024. New listings in October moved up to 13 from 8 in September.

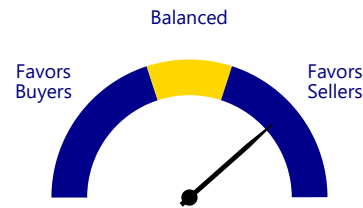
Market Time

Days on market of 64 in October was down substantially from 142 in September and down modestly from 93 in October of 2024. Months of supply of 5.5 in October was down slightly from 6.2 in September and down moderately from 7.5 in October of 2024.

KEY STATS

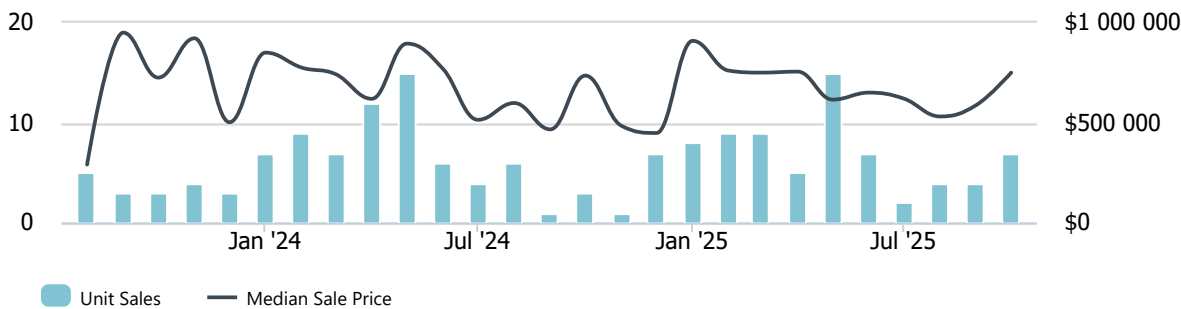
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	7	3	133.3%	4	75.0%
Median Sale Price	\$750k	\$735k	2.0%	\$588k	27.7%
Inventory	36	48	-25.0%	38	-5.3%
Months of Supply	5.5	7.5	-26.0%	6.2	-10.1%
Days on Market	64	93	-31.2%	142	-54.9%
Avg. Sale Price/SqFt	\$401	\$418	-4.0%	\$334	20.4%
Sales to LP Ratio	98.9%	96.3%	2.7%	94.3%	4.9%
Sales to Orig. LP Ratio	97.1%	96.0%	1.1%	86.9%	11.7%
New Listings	13	15	-13.3%	8	62.5%
Went to Contract	6	1	500.0%	5	20.0%

BUYERS/SELLERS MARKET

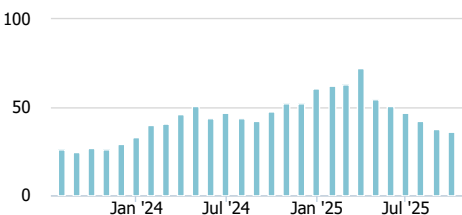


This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

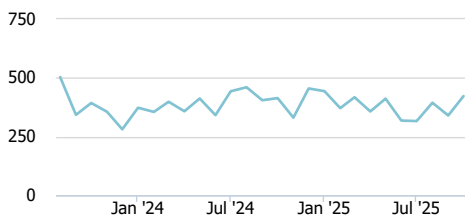
UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - SINGLE FAMILY
OCTOBER, 2025



QUICK ANALYSIS

- UNIT SALES IN INDIAN WELLS FOR OCTOBER ARE UP 116.7% TO 13.
- LISTINGS UNDER CONTRACT IN INDIAN WELLS WERE 20 IN OCTOBER. THIS IS UP 100.0% FROM 10 IN OCTOBER OF 2024.
- MEDIAN PRICE IN INDIAN WELLS IS UP BY 29.3% FOR OCTOBER.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 13 unit sales in October. This is up 116.7% from 6 in October of 2024. Sales/list price ratio in October moved up to 96.8% from 95.9% in September.

Prices

Median price of \$1,900,000 in October was up 38.2% from \$1,375,000 in September and up 29.3% from \$1,470,000 in October of 2024. 3-month median price of \$1,462,500 in October was up marginally from \$1,450,000 in September but down a little from \$1,774,000 in October of 2024.

Inventory

Inventory of 85 in October was up 21.4% from 70 in September and up 2.4% from 83 in October of 2024. New listings in October moved up to 42 from 25 in September.

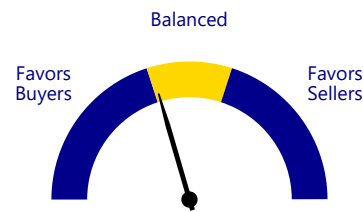
Market Time

Days on market of 64 in October was up somewhat from 49 in September and up considerably from 17 in October of 2024. Months of supply of 5.7 in October was up marginally from 4.9 in September and up marginally from 5.6 in October of 2024.

KEY STATS

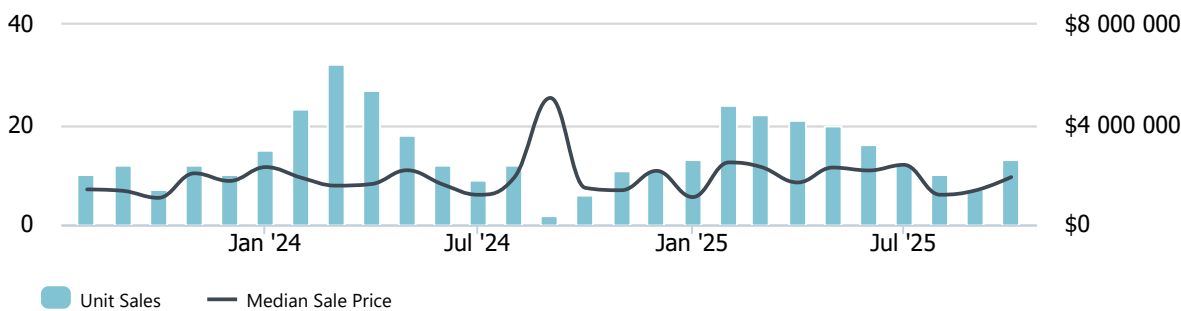
	2025	2024	Chg	Prev Mo	Chg
Unit Sales	13	6	116.7%	7	85.7%
Median Sale Price	\$1,900k	\$1,470k	29.3%	\$1,375k	38.2%
Inventory	85	83	2.4%	70	21.4%
Months of Supply	5.7	5.6	1.3%	4.9	16.7%
Days on Market	64	17	276.5%	49	30.6%
Avg. Sale Price/SqFt	\$679	\$544	24.8%	\$486	39.8%
Sales to LP Ratio	96.8%	100.2%	-3.3%	95.9%	1.0%
Sales to Orig. LP Ratio	96.0%	100.1%	-4.1%	92.8%	3.4%
New Listings	42	37	13.5%	25	68.0%
Went to Contract	20	10	100.0%	11	81.8%

BUYERS/SELLERS MARKET

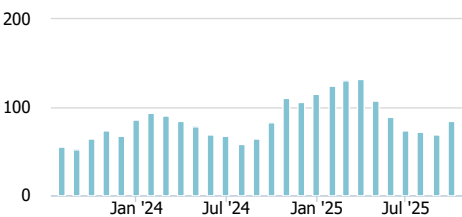


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UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.

