

MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - CONDOMINIUM
JANUARY, 2026



QUICK ANALYSIS

- UNIT SALES IN INDIAN WELLS WERE 4 IN JANUARY. THIS IS DOWN 50.0% FROM 8 IN JANUARY OF 2025.
- MEDIAN PRICE IN INDIAN WELLS IS DOWN BY 20.8% FOR JANUARY.
- PRICE / SQ FT IN INDIAN WELLS FOR JANUARY IS DOWN 33.2% TO \$397.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 4 unit sales in January. This is down 50.0% from 8 in January of 2025. Sales/list price ratio in January moved up to 95.5% from 95.4% in December.

Prices

Median price of \$720,000 in January was up 9.9% from \$655,000 in December but down 20.8% from \$909,000 in January of 2025. 3-month median price of \$720,000 in January was down a little from \$750,000 in December but up slightly from \$622,500 in January of 2025.

Inventory

Inventory of 44 in January was up 25.7% from 35 in December but down 27.9% from 61 in January of 2025. New listings in January moved up to 18 from 6 in December.

Market Time

Days on market of 54 in January was down a little from 63 in December and way down from 86 in January of 2025. Months of supply of 7.1 in January was up moderately from 5.4 in December but down modestly from 9.3 in January of 2025.

KEY STATS

	2026	2025	Chg	Prev Mo	Chg
Unit Sales	4	8	-50.0%	5	-20.0%
Median Sale Price	\$720k	\$909k	-20.8%	\$655k	9.9%
Inventory	44	61	-27.9%	35	25.7%
Months of Supply	7.1	9.3	-23.0%	5.4	32.5%
Days on Market	54	86	-37.2%	63	-14.3%
Avg. Sale Price/SqFt	\$397	\$594	-33.2%	\$359	10.4%
Sales to LP Ratio	95.5%	95.9%	-0.3%	95.4%	0.1%
Sales to Orig. LP Ratio	95.4%	94.3%	1.2%	93.9%	1.5%
New Listings	18	21	-14.3%	6	200.0%
Went to Contract	6	7	-14.3%	7	-14.3%

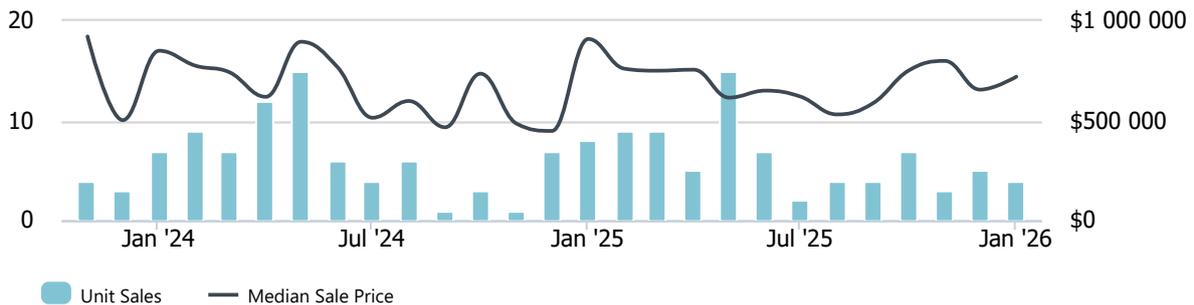
BUYERS/SELLERS MARKET

Balanced

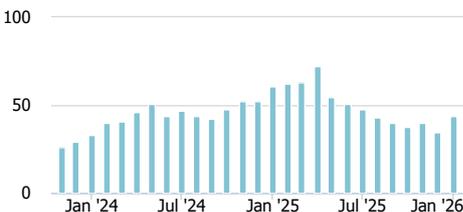


This graphical snapshot reflects current market conditions favoring buyers and sellers. It combines the recent and 12-month history of market time, list and sale price ratios, and the percentage of transactions closed at or above list price.

UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.



MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - SINGLE FAMILY
JANUARY, 2026



QUICK ANALYSIS

- MEDIAN PRICE IN INDIAN WELLS IS UP BY 79.5% FOR JANUARY.
- MONTHS OF SUPPLY IN INDIAN WELLS FOR JANUARY IS DOWN 30.5% TO 5.5.
- NEW LISTINGS IN INDIAN WELLS WERE 30 IN JANUARY. THIS IS DOWN 23.1% FROM 39 IN JANUARY OF 2025.

* Change from same month last year unless otherwise noted

SUMMARY

Sales

There were 12 unit sales in January. This is down 7.7% from 13 in January of 2025. Sales/list price ratio in January moved up to 94.9% from 94.7% in December.

Prices

Median price of \$1,975,000 in January was down 16.0% from \$2,350,000 in December but up 79.5% from \$1,100,000 in January of 2025. 3-month median price of \$2,189,000 in January was up marginally from \$2,182,000 in December and up substantially from \$1,490,000 in January of 2025.

Inventory

Inventory of 87 in January was up 2.4% from 85 in December but down 25.0% from 116 in January of 2025. New listings in January moved up to 30 from 16 in December.

Market Time

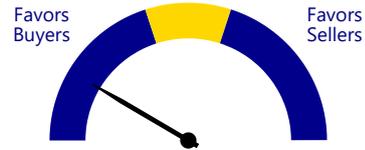
Days on market of 44 in January was down somewhat from 65 in December and down moderately from 58 in January of 2025. Months of supply of 5.5 in January was very slightly up from 5.3 in December but down somewhat from 7.9 in January of 2025.

KEY STATS

	2026	2025	Chg	Prev Mo	Chg
Unit Sales	12	13	-7.7%	19	-36.8%
Median Sale Price	\$1,975k	\$1,100k	79.5%	\$2,350k	-16.0%
Inventory	87	116	-25.0%	85	2.4%
Months of Supply	5.5	7.9	-30.5%	5.3	2.9%
Days on Market	44	58	-24.1%	65	-32.3%
Avg. Sale Price/SqFt	\$720	\$617	16.7%	\$742	-3.0%
Sales to LP Ratio	94.9%	96.3%	-1.4%	94.7%	0.3%
Sales to Orig. LP Ratio	93.5%	95.0%	-1.6%	93.0%	0.6%
New Listings	30	39	-23.1%	16	87.5%
Went to Contract	22	19	15.8%	13	69.2%

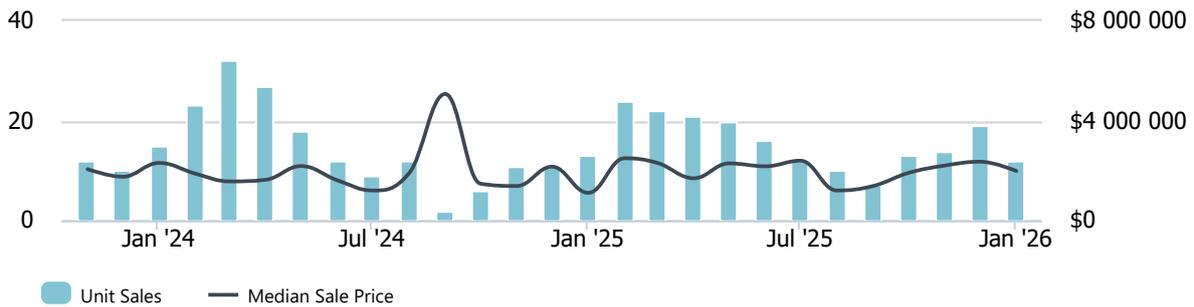
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Balanced

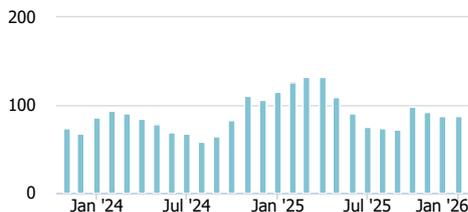


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UNIT SALES AND MEDIAN PRICES



INVENTORY



MEDIAN SALE PRICE / SQ FT.

