MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - CONDOMINIUM

JULY, 2025

QUICK ANALYSIS

- LISTINGS UNDER CONTRACT IN INDIAN WELLS FOR JULY ARE UP 200.0% TO 6.
- UNIT SALES IN INDIAN WELLS WERE 2 IN JULY. THIS IS DOWN 50.0% FROM 4 IN JULY OF 2024.
- PRICE / SQ FT IN INDIAN WELLS IS DOWN BY 33.6% FOR JULY.

* Change from same month last year unless otherwise noted

SUMMARY

Sales
There were 2 unit sales in July. This is down 50.0% from 4 in July of 2024. Sales/list price ratio in July moved down to 94.2% from 95.2% in June.

Prices
Median price of $620,000 in July was down 4.6% from $650,000 in June but up 20.6% from $514,000 in July of 2024. 3-month median price of $620,000 in July was down just slightly from $650,000 in June and down modestly from $785,000 in July of 2024.

Inventory
Inventory of 43 in July was down 12.2% from 49 in June and down 8.5% from 47 in July of 2024. New listings were 10 in July, the same as June.
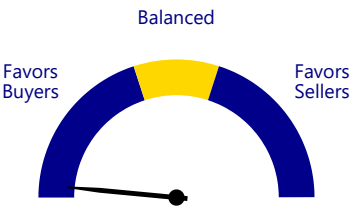
Market Time
Days on market of 139 in July was up substantially from 93 in June and up modestly from 109 in July of 2024. Months of supply of 7.1 in July was down slightly from 7.8 in June and down just slightly from 7.2 in July of 2024.
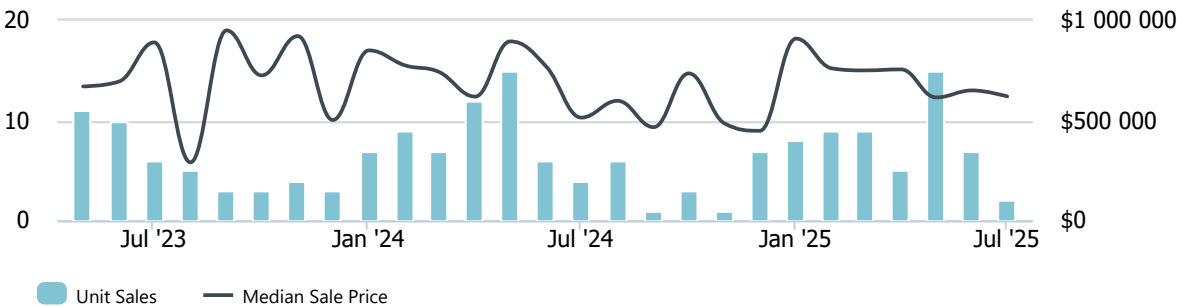
KEY STATS

	2025	2024	Chg	Prev Mo	Chg
Unit Sales	2	4	-50.0%	7	-71.4%
Median Sale Price	$620k	$514k	20.6%	$650k	-4.6%
Inventory	43	47	-8.5%	49	-12.2%
Months of Supply	7.1	7.2	-2.2%	7.8	-9.8%
Days on Market	139	109	27.5%	93	49.5%
Avg. Sale Price/SqFt	$315	$475	-33.6%	$331	-4.9%
Sales to LP Ratio	94.2%	90.4%	4.2%	95.2%	-1.1%
Sales to Orig. LP Ratio	87.5%	86.1%	1.6%	90.5%	-3.3%
New Listings	10	8	25.0%	10	0.0%
Went to Contract	6	2	200.0%	4	50.0%

BUYERS/SELLERS MARKET

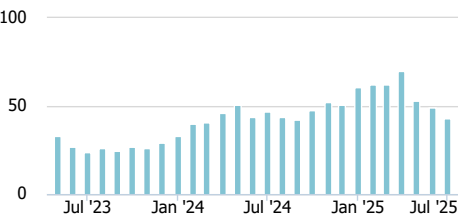Balanced

Favors Buyers

Favors Sellers

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.
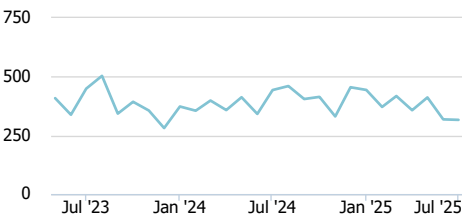
UNIT SALES AND MEDIAN PRICES

Unit Sales — Median Sale Price

INVENTORY

MEDIAN SALE PRICE / SQ FT.

MONTHLY MARKET SUMMARY

INDIAN WELLS, CA - SINGLE FAMILY

JULY, 2025

QUICK ANALYSIS

- MEDIAN PRICE IN INDIAN WELLS FOR JULY IS UP 100.2% TO $2,390,000.
- LISTINGS UNDER CONTRACT IN INDIAN WELLS WERE 15 IN JULY. THIS IS UP 87.5% FROM 8 IN JULY OF 2024.
- UNIT SALES IN INDIAN WELLS ARE UP BY 33.3% FOR JULY.

* Change from same month last year unless otherwise noted

SUMMARY

Sales
There were 12 unit sales in July. This is up 33.3% from 9 in July of 2024. Sales/list price ratio in July moved down to 92.9% from 98.2% in June.

Prices
Median price of $2,390,000 in July was up 10.4% from $2,165,500 in June and up 100.2% from $1,194,000 in July of 2024. 3-month median price of $2,187,500 in July was up marginally from $2,075,000 in June and up somewhat from $1,675,000 in July of 2024.

Inventory
Inventory of 65 in July was down 22.6% from 84 in June and down 4.4% from 68 in July of 2024. New listings in July moved down to 10 from 22 in June.
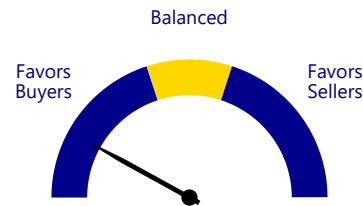
Market Time
Days on market of 88 in July was up just slightly from 87 in June and up slightly from 81 in July of 2024. Months of supply of 4.6 in July was down modestly from 6 in June but up just slightly from 4.4 in July of 2024.
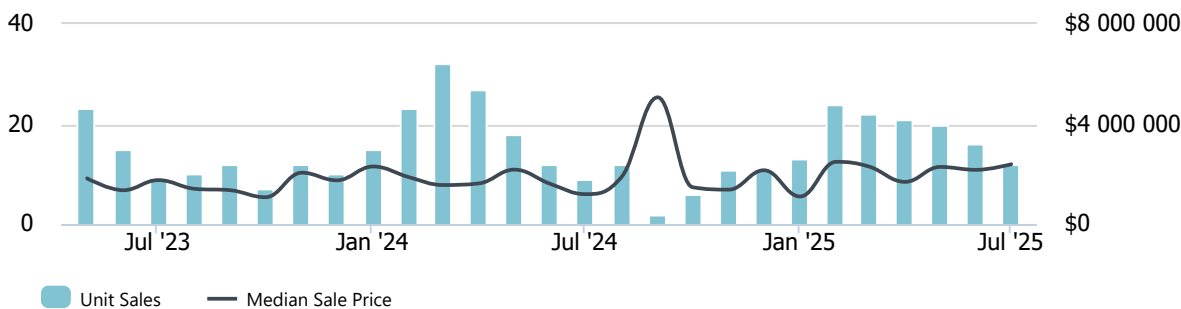
KEY STATS

	2025	2024	Chg	Prev Mo	Chg
Unit Sales	12	9	33.3%	16	-25.0%
Median Sale Price	$2,390k	$1,194k	100.2%	$2,166k	10.4%
Inventory	65	68	-4.4%	84	-22.6%
Months of Supply	4.6	4.4	5.1%	6.0	-24.0%
Days on Market	88	81	8.6%	87	1.1%
Avg. Sale Price/SqFt	$673	$442	52.3%	$715	-5.9%
Sales to LP Ratio	92.9%	96.1%	-3.3%	98.2%	-5.3%
Sales to Orig. LP Ratio	89.7%	88.8%	1.0%	94.2%	-4.8%
New Listings	10	15	-33.3%	22	-54.5%
Went to Contract	15	8	87.5%	15	0.0%

BUYERS/SELLERS MARKET

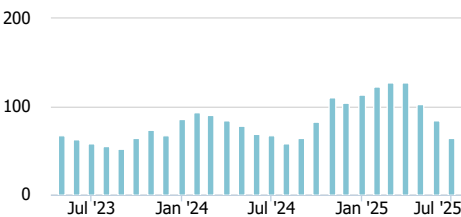Balanced

Favors Buyers   Favors Sellers

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UNIT SALES AND MEDIAN PRICES

Unit Sales — Median Sale Price

INVENTORY

MEDIAN SALE PRICE / SQ FT.