EQUITY UNION
ON-SITE SALES DIVISION



3RD QUARTER | 2026

The Springs Real Estate Market Update

The Springs On-Site Office
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THE SPRINGS
ON-SITE SALES TEAM

EQUITY UNION
ON-SITE SALES DIVISION

Dear Springs Resident,

Happy October! We hope you had a wonderful summer, whether you spent it here in the desert or enjoyed some time away. We're looking forward to welcoming everyone back for another beautiful season at The Springs.

At the end of each quarter, we break down the numbers to help you better understand what's happening in our local real estate market. Across the Coachella Valley, the third quarter of 2026 was similar to the same period last year. A total of 1,473 homes sold, down 4.5%, while the average sale price increased 1.5% to $813,087. Homes took an average of 73 days to sell and closed at approximately 96.8% of list price, suggesting that buyers are taking their time and that negotiation remains part of the process.

Our country club report tells a similarly varied story. Comparing sales through September 2026 with full-year 2025 results, Ironwood's average sale price increased approximately 30%, while Bighorn and Hideaway rose about 27% and 22%, respectively. PGA West, Rancho La Quinta and Toscana also posted gains, while Desert Horizons and Mountain View recorded lower average sale prices despite stronger sales activity.

Four clubs have already exceeded their total number of sales for all of 2025: Desert Horizons, Mountain View, The Reserve and Indian Ridge. Several others, including Ironwood, Morningside, Mission Hills, Palm Valley, The Springs and The Lakes, are on pace to finish ahead of last year if their current sales pace continues.

The Springs continues to show encouraging momentum in 2026. Through the first three quarters, 51 homes have sold for approximately $58.8 million in total sales volume, already approaching the 55 sales recorded during all of 2025. Third quarter activity remained solid with 16 closed sales totaling approximately $17.9 million. The average price per square foot finished the quarter at $380, compared with $344 during the third quarter of 2025, representing an increase of approximately 10% year over year. Average days on market was 63 days, slightly improved from 66 days during the same period last year.

We are truly honored to begin our first season as your On-Site Sales Team at The Springs and are excited for the opportunity to become part of this wonderful community. We look forward to meeting so many new people and serving as a trusted real estate resource for The Springs and throughout the Coachella Valley. Our office is open seven days a week, and we are always here to answer questions, provide market insight, or assist with any of your real estate needs.

We look forward to a wonderful season ahead and getting to know each of you!

Warm regards,

Heather Wong
Heather Wong, Realtor®
The Springs On-Site Sales Office

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This is not a solicitation if you are currently working with another broker. Office DRE 01811831

The Springs

Quarterly Homes Sales Activity

	2004				2005				2006				2007				2008				2009			
	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM
1st Quarter	24	$11,738,000	$166	72	23	$13,996,000	$205	76	9	$6,705,000	$261	95	13	$8,755,000	$231	101	18	$10,206,400	$197	143	6	$2,940,000	$185	136
2nd Quarter	37	$20,906,691	$188	70	25	$17,724,320	$246	52	15	$14,083,000	$281	103	18	$13,105,500	$244	85	16	$10,629,000	$224	134	13	$6,512,500	$183	160
3rd Quarter	10	$6,674,000	$218	102	18	$13,981,500	$253	53	6	$4,805,000	$273	99	6	$4,909,000	$272	92	8	$5,270,000	$244	94	11	$4,627,000	$154	198
4th Quarter	15	$11,060,500	$230	65	10	$8,355,438	$277	54	8	$5,062,000	$211	98	3	$2,297,450	$262	48	2	$1,100,000	$187	117	10	$4,244,500	$151	154
Annual	86	$50,379,191	$193	73	76	$54,057,258	$240	60	38	$30,655,000	$260	100	40	$29,066,950	$245	88	44	$27,205,400	$215	130	40	$18,324,000	$167	165

	2010				2011				2012				2013				2014				2015			
	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM
1st Quarter	5	$2,498,756	$161	44	15	$7,184,000	$161	112	11	$4,667,000	$141	229	22	$10,572,500	$160	70	16	$78,685,000	$168	110	13	$6,454,500	$167	69
2nd Quarter	12	$6,747,281	$186	94	18	$8,401,500	$155	159	19	$7,261,900	$131	172	21	$9,467,335	$155	91	24	$11,368,140	$165	130	13	$6,589,000	$174	78
3rd Quarter	9	$3,839,150	$153	114	8	$3,254,400	$134	197	14	$4,773,750	$116	135	6	$2,972,000	$172	88	17	$7,255,000	$ 145	119	7	$3,381,000	$173	125
4th Quarter	4	$2,107,500	$200	19	11	$3,725,000	$117	228	9	$4,479,000	$169	125	4	$2,065,000	$182	83	17	$7,681,000	$ 157	101	7	$4,178,800	$178	152
Annual	30	$15,192,687	$174	82	52	$22,564,900	$146	166	53	$21,181,650	$135	166	53	$25,076,835	$161	81	74	$34,172,640	$ 159	117	40	$20,603,300	$172	96

	2016				2017				2018				2019				2020				2021			
	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM
1st Quarter	17	$8,739,826	$170	91	17	$8,795,000	$184	72	25	$14,322,200	$204	86	19	$11,708,500	$215	56	24	$13,724,000	$200	111	32	$21,376,400	$224	67
2nd Quarter	21	$10,252,167	$159	127	35	$16,237,500	$163	119	37	$29,744,000	$194	80	25	$14,672,000	$197	78	15	$8,803,500	$203	130	27	$22,141,999	$284	28
3rd Quarter	16	$7,372,000	$156	91	27	$13,074,200	$166	100	13	$7,602,999	$198	53	25	$14,828,900	$200	69	36	$23,302,536	$215	73	14	$11,438,000	$279	13
4th Quarter	17	$8,115,500	$164	95	14	$7,431,500	$180	113	16	$8,792,000	$189	94	9	$5,398,000	$199	69	42	$27,176,500	$220	98	19	$18,059,000	$314	35
Annual	71	$34,479,493	$162	103	93	$45,538,200	$170	104	91	$51,461,199	$197	80	78	$46,607,400	$202	68	117	$73,006,536	$212	97	92	$73,015,399	$269	41

	2022				2023				2024				2025				2026				2027			
	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM	Sold	$$ Sales	$/SF	DOM
1st Quarter	26	$28,868,998	$378	33	16	$16,966,000	$359	62	17	$20,110,000	$409	48	12	$13,937,000	$400	85	16	$18,214,900	$388	63				
2nd Quarter	20	$24,351,990	$407	22	22	$24,599,000	$378	46	15	$18,367,500	$411	49	15	$15,048,250	$334	55	19	$22,715,000	$401	57				
3rd Quarter	13	$15,404,000	$392	26	18	$19,396,000	$364	77	16	$18,773,500	$381	39	18	$18,471,500	$344	66	16	$ 17,868,000	$ 380	63				
4th Quarter	9	$10,960,000	$413	51	10	$11,045,000	$384	41	12	$14,504,500	$403	73	10	$10,370,000	$370	67								
Annual	68	$79,584,988	$394	31	66	$722,006,000	$371	58	60	$71,755,500	$401	51	55	$57,826,750	$358	67								

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EQUITY UNION ON-SITE SALES DIVISION

Country Club Home Sales

PRICE CHANGE AND APPRECIATION

	AVERAGE SALES PRICE								TOTAL # OF HOMES SOLD							
Country Club	*2020* Total	*2021* Total	*2022* Total	*2023* Total	*2024* Total	*2025* Total	*2026* YTD	*% of change 2025*	*2020* Total	*2021* Total	*2022* Total	*2023* Total	*2024* Total	*2025* Total	*2026* YTD	*% of 2025 Sales*
Desert Horizons	$ 611,122	$ 730,063	$ 908,609	$ 996,270	$ 1,181,141	$ 1,283,462	$ 1,104,410	-16.2%	57	71	50	37	39	27	30	111%
Indian Ridge	$ 883,211	$ 999,749	$ 1,496,745	$ 1,275,593	$ 1,452,013	$ 1,393,102	$ 1,530,498	9.0%	98	125	60	62	54	40	52	130%
Indian Ridge PUD	$ 1,061,240	$ 1,232,824	$ 1,789,400	$ 1,480,034	$ 1,610,038	$ 1,794,170	$ 1,784,014	-0.6%	49	55	31	30	26	18	25	139%
Indian Ridge HOA	$ 690,472	$ 819,831	$ 1,215,346	$ 1,077,966	$ 1,452,013	$ 1,082,568	$ 1,384,128	21.8%	49	70	29	32	28	22	27	123%
Indian Wells	$ 775,089	$ 954,075	$ 1,168,172	$ 965,465	$ 1,111,375	$ 1,364,867	$ 1,081,313	-26.2%	131	145	91	80	81	66	48	73%
Ironwood	$ 568,333	$ 905,375	$ 1,066,160	$ 1,251,437	$ 1,192,544	$ 1,077,355	$ 1,399,340	23.0%	77	123	63	48	45	52	44	85%
Mission Hills	$ 684,791	$ 730,410	$ 975,429	$ 950,965	$ 958,734	$ 1,062,068	$ 1,087,317	2.3%	167	157	146	89	97	95	74	78%
Morningside	$ 1,268,663	$ 1,324,998	$ 1,876,847	$ 1,969,447	$ 1,908,782	$ 1,881,138	$ 2,180,758	13.7%	30	39	19	19	23	18	15	83%
Mountain View	$ 878,020	$ 1,012,224	$ 1,369,740	$ 1,517,430	$ 1,794,151	$ 1,891,141	$ 1,332,984	-41.9%	48	50	30	25	21	23	26	113%
Palm Valley	$ 396,257	$ 447,242	$ 637,966	$ 609,134	$ 641,737	$ 633,040	$ 613,000	-3.3%	97	133	71	70	56	69	56	81%
PGA West	$ 691,031	$ 878,234	$ 1,201,142	$ 1,143,734	$ 1,110,713	$ 1,150,394	$ 1,230,452	6.5%	215	365	178	167	208	199	147	74%
Rancho LaQuinta	$ 873,771	$ 1,211,078	$ 1,437,580	$ 1,326,336	$ 1,492,909	$ 1,730,076	$ 1,790,013	3.3%	117	115	67	52	51	64	45	70%
The Lakes	$ 384,677	$ 412,734	$ 640,617	$ 700,240	$ 683,658	$ 719,542	$ 711,838	-1.1%	75	42	60	52	53	51	41	80%
The Springs	$ 623,987	$ 752,827	$ 1,163,135	$ 1,091,000	$ 1,195,925	$ 1,057,921	$ 1,152,900	8.2%	117	92	68	66	60	54	51	94%
Andalusia	$ 1,511,190	$ 1,858,480	$ 3,018,000	$ 2,614,086	$ 2,957,239	$ 3,203,750	$ 2,849,889	-12.4%	40	31	17	23	19	28	9	32%
Bighorn	$ 4,164,344	$ 3,579,592	$ 6,769,529	$ 5,758,095	$ 5,706,568	$ 5,010,370	$ 6,365,250	21.3%	34	53	37	21	29	27	16	59%
Hideaway	$ 2,518,859	$ 3,100,664	$ 4,586,527	$ 4,400,904	$ 4,641,250	$ 4,866,800	$ 5,919,722	17.8%	50	46	19	21	26	30	18	60%
Reserve	$ 1,830,130	$ 2,662,062	$ 4,106,710	$ 3,585,883	$ 3,551,230	$ 4,189,500	$ 3,640,437	-15.1%	23	28	19	6	13	7	8	114%
Toscana	$ 2,135,530	$ 2,450,709	$ 3,167,409	$ 3,302,035	$ 3,664,062	$ 3,645,609	$ 3,765,689	3.2%	44	44	27	28	24	41	29	71%
Tradition	$ 2,823,947	$ 3,337,130	$ 3,576,500	$ 4,466,944	$ 4,019,656	$ 5,090,687	$ 6,078,875	16.3%	24	30	12	18	15	16	8	50%
Vintage	$ 2,579,358	$ 2,425,595	$ 4,931,428	$ 5,800,000	$ 2,943,823	$ 3,557,807	$ 2,941,428	-21.0%	39	23	7	2	17	14	10	71%

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Sales Update by Cities

Area	*2025 3rd Qtr Sales*	*2026 3rd Qtr Sales*	*% Change Qtr Sales*	*2025 3rd Qtr Avg Price*	*2026 3rd Qtr Avg Price*	*% Change Avg Price*	*2026 3rd Qtr DOM*	*2026 3rd Qtr LP/SP*
Coachella Valley	**1,542**	**1,473**	**-4.5%**	**$ 800,955**	**$ 813,087**	**1.5%**	**73**	**96.84%**
Bermuda Dunes	**24**	**35**	**45.8%**	**$ 685,916**	**$ 745,583**	**8.7%**	**95**	**97.42%**
Indian Wells	**41**	**45**	**9.8%**	**$ 1,814,714**	**$ 1,877,260**	**3.4%**	**90**	**93.85%**
Indio Central	**47**	**32**	**-31.9%**	**$ 484,382**	**$ 488,909**	**0.9%**	**77**	**99.91%**
La Quinta North	**38**	**25**	**-34.2%**	**$ 598,292**	**$ 536,920**	**-10.3%**	**48**	**97.47%**
La Quinta South	**202**	**188**	**-6.9%**	**$ 1,144,220**	**$ 1,293,481**	**13.04%**	**77**	**96.71%**
Palm Desert East	**102**	**109**	**6.9%**	**$ 536,527**	**$ 576,852**	**7.52%**	**79**	**96.53%**
Palm Desert North	**63**	**72**	**14.3%**	**$ 611,553**	**$ 585,267**	**-4.30%**	**80**	**96.49%**
Palm Desert South	**55**	**54**	**-1.8%**	**$ 1,082,500**	**$ 1,224,174**	**13.09%**	**81**	**95.47%**
Palm Springs Central	**72**	**90**	**25.0%**	**$ 1,035,958**	**$ 802,980**	**-22.49%**	**80**	**96.32%**
Palm Springs North	**100**	**80**	**-20.0%**	**$ 592,565**	**$ 576,418**	**-2.72%**	**72**	**96.83%**
Palm Springs South	**134**	**138**	**3.0%**	**$ 774,982**	**$ 812,128**	**4.79%**	**67**	**95.83%**
Rancho Mirage	**162**	**149**	**-8.02%**	**$ 1,304,097**	**$ 1,220,231**	**-6.43%**	**71**	**95.93%**
Sun City	**66**	**64**	**-3.0%**	**$ 522,183**	**$ 544,539**	**4.28%**	**73**	**97.25%**

3rd Quarter of 2025 compared to 3rd Quarter of 2026

Lp/Sp - List Price to Sales Price

DOM - Days on Market

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Coachella Valley Total Home Sales Evaluation

	Total Sales	<$500,000		>$500,000		<$1 Million		>$1 Million	
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%	1983	22.2%	8,458	94.6%	481	5.5%
2017	10,081	7,594	75.3%	2486	24.6%	9,480	94.0%	601	5.9%
2018	10,295	7,502	72.9%	2776	27.0%	9,614	93.4%	676	6.6%
2019	9,787	6,829	69.8%	2922	29.9%	9,048	92.4%	739	7.6%
2020	11,144	6,878	61.7%	4317	38.7%	10,011	89.8%	1150	10.3%
2021	12,214	6,101	50.0%	6195	50.7%	10,357	84.8%	1899	15.5%
2022	8,749	3,091	35.3%	5742	65.6%	6,992	79.9%	1788	20.4%
2023	7,034	2,574	36.6%	4516	64.2%	5,584	79.4%	1478	21.0%
2024	7,220	2,444	33.9%	4831	66.9%	5,652	78.3%	1592	22.0%
2025	7,294	2,481	34.0%	4887	67.0%	5,653	77.5%	1666	22.8%
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%
3rd Quarter 2019	2,376	1,723	72.5%	660	27.8%	2,240	94.3%	142	6.0%
4th Quarter 2019	2,140	1,481	69.2%	659	30.8%	1,991	93.0%	151	7.1%
1st Quarter 2020	2,396	1,568	65.4%	828	34.6%	2,181	91.0%	215	9.0%
2nd Quarter 2020	1,778	1,117	62.8%	661	37.2%	1,609	90.5%	168	9.4%
3rd Quarter 2020	3,352	1,977	59.0%	1375	41.0%	3,011	89.8%	347	10.4%
4th Quarter 2020	3,433	2,025	59.0%	1394	40.6%	3,024	88.1%	409	11.9%
1st Quarter 2021	3332	1813	54.4%	1519	45.6%	2845	85.4%	487	14.6%
2nd Quarter 2021	3577	1771	49.5%	1806	50.5%	2995	83.7%	582	16.3%
3rd Quarter 2021	2608	1295	49.7%	1339	51.3%	2241	85.9%	380	14.6%
4th Quarter 2021	2642	1152	43.6%	1514	57.3%	2210	83.6%	446	16.9%
1st Quarter 2022	2746	1009	36.7%	1770	64.5%	2161	78.7%	596	21.7%
2nd Quarter 2022	2803	877	31.3%	1924	68.6%	2187	78.0%	615	21.9%
3rd Quarter 2022	2629	1305	49.6%	1350	51.4%	2259	85.9%	383	14.6%

4th Quarter 2022	1375	546	39.7%	835	60.7%	1140	82.9%	237	17.2%
1st Quarter 2023	1683	630	37.4%	1068	63.5%	1319	78.4%	369	21.9%
2nd Quarter 2023	2333	824	35.3%	1529	65.5%	1835	78.7%	512	21.9%
3rd Quarter 2023	1587	604	38.1%	994	62.6%	1285	81.0%	308	19.4%
4th Quarter 2023	1431	516	36.1%	925	64.6%	1145	80.0%	289	20.2%
1st Quarter 2024	1898	623	32.8%	1293	68.1%	1407	74.1%	495	26.1%
2nd Quarter 2024	2211	710	32.1%	1517	68.6%	1717	77.7%	504	22.8%
3rd Quarter 2024	1627	598	36.8%	1039	63.9%	1335	82.1%	298	18.3%
4th Quarter 2024	1512	517	34.2%	1007	66.6%	1210	80.0%	307	20.3%
1st Quarter 2025	1935	586	30.3%	1368	70.7%	1442	74.5%	497	25.7%
2nd Quarter 2025	2095	691	33.0%	1423	67.9%	1614	77.0%	492	23.5%
3rd Quarter 2025	1542	601	39.0%	961	62.3%	1269	82.3%	278	18.0%
4th Quarter 2025	1668	587	35.2%	1098	65.8%	1283	76.9%	389	23.3%
1st Quarter 2026	1940	640	33.0%	1311	67.6%	1477	76.1%	468	24.1%
2nd Quarter 2026	2113	749	35.4%	1377	65.2%	1617	76.5%	508	24.0%
3rd Quarter 2026	1473	567	38.5%	918	62.3%	1192	80.9%	285	19.3%

Country Club Home Sales

Country Club	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 YTD
Desert Horizons	35	40	37	35	36	47	34	38	57	71	50	37	39	27	30
Indian Ridge	73	79	74	60	61	79	85	84	98	125	60	62	54	40	52
Indian Wells	87	87	82	87	75	149	121	91	131	145	91	80	81	66	48
Ironwood	65	77	74	57	52	87	89	75	77	123	63	48	45	52	44
Mission Hills	122	123	111	111	104	137	131	126	167	157	146	89	97	95	74
Morningside	20	39	19	23	24	22	35	28	30	39	19	19	23	18	15
Mountain View	29	33	26	32	35	43	52	28	48	50	30	25	21	23	26
Palm Valley	71	80	78	65	78	95	75	95	97	133	71	70	56	69	56
PGA West	213	230	217	175	228	265	261	247	215	365	178	167	208	199	147
Rancho La Quinta	70	68	72	54	48	78	61	68	117	115	67	52	51	64	45
The Lakes	56	53	77	45	49	73	79	79	75	79	60	52	53	51	41
The Springs	54	53	71	40	68	91	90	77	117	92	68	66	60	54	51

Country Club	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026 Average	Average 2026 $/SF
Desert Horizons	$ 583,500	$ 557,945	$ 563,532	$ 514,119	$ 573,647	$ 621,453	$ 667,124	$ 579,296	$ 611,122	$760,150	$940,190	$996,270	$1,181,141	$1,283,462	$1,104,410	$383
Indian Ridge	$ 685,705	$ 891,670	$ 871,969	$ 766,490	$ 700,008	$ 753,411	$ 742,663	$ 789,432	$ 883,211	$1,042,505	$1,511,550	$1,275,593	$1,605,040	$1,393,102	$1,530,498	$532
Indian Wells	$ 750,537	$ 538,638	$ 609,281	$ 594,039	$ 653,693	$ 586,555	$ 668,956	$ 761,547	$ 775,089	$971,313	$1,120,574	$965,465	$1,111,375	$1,364,867	$1,081,313	$475
Ironwood	$ 419,369	$ 385,950	$ 557,149	$ 498,983	$ 439,924	$ 483,872	$ 534,231	$ 659,877	$ 568,333	$913,133	$1,047,476	$1,251,437	$1,192,544	$1,077,355	$1,399,340	$547
Mission Hills	$ 411,092	$ 653,095	$ 534,861	$ 463,437	$ 497,940	$ 498,406	$ 511,697	$ 719,132	$ 684,791	$745,285	$951,894	$950,965	$958,734	$1,062,068	$1,087,317	$390
Morningside	$ 751,800	$ 1,132,500	$ 920,421	$ 1,006,565	$ 871,188	$ 829,830	$ 1,024,000	$ 1,082,682	$ 1,268,663	$1,480,024	$1,854,381	$1,969,447	$1,908,782	$1,881,138	$2,180,758	$546
Mountain View	$ 790,272	$ 890,757	$ 765,192	$ 928,016	$ 765,671	$ 786,151	$ 791,081	$ 823,766	$ 878,020	$1,048,457	$1,376,266	$1,517,430	$1,794,151	$1,891,141	$1,332,984	$462
Palm Valley	$ 287,241	$ 291,208	$ 339,455	$ 331,302	$ 321,678	$ 344,909	$ 341,983	$ 371,905	$ 396,257	$467,326	$632,266	$609,134	$641,737	$633,040	$613,000	$367
PGA West	$ 536,498	$ 639,056	$ 638,340	$ 678,148	$ 602,043	$ 592,371	$ 609,802	$ 661,445	$ 691,031	$895,372	$1,191,838	$1,143,734	$1,110,713	$1,150,394	$1,230,452	$454
Rancho La Quinta	$ 700,000	$ 847,316	$ 851,281	$ 882,847	$ 826,208	$ 868,804	$ 849,570	$ 848,608	$ 873,771	$1,231,990	$1,493,020	$1,326,336	$1,492,909	$1,730,076	$1,790,013	$579
The Lakes	$ 338,938	$ 447,169	$ 322,179	$ 311,867	$ 303,726	$ 330,915	$ 316,602	$ 357,981	$ 384,677	$426,901	$648,283	$700,240	$683,658	$719,542	$711,838	$329
The Springs	$ 403,456	$ 533,225	$ 468,925	$ 515,082	$ 488,184	$ 492,013	$ 575,023	$ 598,277	$ 623,987	$793,645	$1,170,367	$1,091,000	$1,195,925	$1,057,921	$1,152,900	$390

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EQUITY UNION
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Average Price Range of Homes Sold in Country Clubs

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Desert Horizons																
Lowest Sales	$ 210,000	$ 233,000	$ 250,000	$ 315,000	$ 249,000	$ 327,000	$ 300,000	$ 410,000	$ 323,000	$ 360,000	$ 399,000	$ 510,000	$ 600,000.00	$ 600,000.00	$ 599,000.00	$ 675,000.00
Highest Sales	$ 1,290,000	$ 1,700,000	$ 761,500	$ 1,070,000	$ 1,215,000	$ 1,750,000	$ 1,185,000	$ 1,150,000	$ 1,156,700	$ 1,475,000	$ 1,825,000	$ 1,899,000	$ 1,840,000.00	$ 2,700,000.00	$ 2,350,000.00	$ 2,425,000.00
Indian Wells																
Lowest Sales	$ 79,000	$ 80,000	$ 64,500	$ 89,000	$ 95,500	$ 103,000	$ 78,000	$ 114,900	$ 139,900	$ 130,000	$ 285,000	$ 285,000	$ 255,000.00	$ 229,900.00	$ 322,000.00	$ 200,000.00
Highest Sales	$ 1,950,000	$ 2,400,000	$ 1,250,000	$ 1,850,000	$ 2,100,000	$ 1,450,000	$ 1,850,000	$ 2,925,000	$ 2,300,000	$ 2,300,000	$ 3,750,000	$ 3,750,000	$ 4,320,000.00	$ 3,395,000.00	$ 4,000,000.00	$ 2,900,000.00
Indian Ridge																
Lowest Sales	$ 308,500	$ 340,000	$ 449,000	$ 400,000	$ 389,000	$ 380,000	$ 360,000	$ 365,000	$ 407,500	$ 350,000	$ 347,000	$ 645,000	$ 525,000.00	$ 775,000.00	$ 700,000.00	$ 650,000.00
Highest Sales	$ 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	$ 2,800,000	$ 2,175,000	$ 2,900,000	$ 2,750,000.00	$ 2,300,000.00	$ 3,100,000.00	$ 3,695,000.00
Ironwood																
Lowest Sales	$ 120,000	$ 132,000	$ 145,000	$ 210,000	$ 195,000	$ 194,000	$ 172,900	$ 225,000	$ 218,000	$ 255,000	$ 250,000	$ 450,000	$ 385,000.00	$ 477,500.00	$ 365,000.00	$ 350,000.00
Highest Sales	$ 2,312,500	$ 1,895,000	$ 1,090,000	$ 2,025,000	$ 2,599,000	$ 1,250,000	$ 1,465,000	$ 1,450,000	$ 2,938,000	$ 3,285,000	$ 4,275,000	$ 4,600,000	$ 4,350,000.00	$ 5,495,000.00	$ 4,900,000.00	$ 6,500,000.00
Mission Hills																
Lowest Sales	$ 94,000	$ 85,000	$ 105,000	$ 120,000	$ 122,000	$ 120,000	$ 97,500	$ 120,000	$ 175,000	$ 174,000	$ 170,000	$ 310,000	$ 250,000.00	$ 280,000.00	$ 175,000.00	$ 270,000.00
Highest Sales	$ 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	$ 3,462,500	$ 2,865,000	$ 4,510,000	$ 4,600,000.00	$ 3,950,000.00	$ 3,700,000.00	$ 3,050,000.00
Morningside																
Lowest Sales	$ 575,000	$ 450,000	$ 660,000	$ 609,000	$ 480,000	$ 499,000	$ 488,250	$ 515,000	$ 615,000	$ 625,000	$ 599,000	$ 1,350,000	$ 1,300,000.00	$ 1,125,000.00	$ 1,124,000.00	$ 1,300,000.00
Highest Sales	$ 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	$ 2,800,000	$ 2,850,000	$ 2,750,000	$ 3,425,000.00	$ 2,825,000.00	$ 2,995,000.00	$ 3,500,000.00
Mountain View																
Lowest Sales	$ 285,000	$ 295,000	$ 320,000	$ 395,000	$ 335,000	$ 325,000	$ 324,000	$ 299,000	$ 450,000	$ 390,000	$ 380,000	$ 579,000	$ 685,000.00	$ 820,000.00	$ 465,000.00	$ 470,000.00
Highest Sales	$ 1,250,000	$ 1,465,000	$ 1,550,000	$ 1,350,000	$ 1,580,000	$ 1,800,000	$ 1,325,000	$ 1,335,000	$ 1,600,000	$ 1,710,000	$ 1,950,000	$ 2,320,000	$ 2,600,000.00	$ 2,750,000.00	$ 2,800,000.00	$ 2,200,000.00
Palm Valley																
Lowest Sales	$ 120,000	$ 99,650	$ 179,000	$ 128,000	$ 130,000	$ 127,500	$ 145,000	$ 177,450	$ 197,000	$ 159,000	$ 257,000	$ 249,000	$ 325,000.00	$ 390,000.00	$ 269,000.00	$ 275,000.00
Highest Sales	$ 595,000	$ 460,000	$ 429,000	$ 725,000	$ 675,000	$ 695,000	$ 549,000	$ 585,000	$ 605,000	$ 645,000	$ 760,000	$ 1,185,000	$ 985,000.00	$ 990,000.00	$ 1,235,000.00	$ 1,200,000.00
PGA West																
Lowest Sales	$ 150,000	$ 700,000	$ 159,000	$ 220,000	$ 160,000	$ 97,000	$ 98,000	$ 75,000	$ 94,500	$ 225,000	$ 250,000	$ 75,000	$ 470,000.00	$ 301,500.00	$ 370,000.00	$ 355,000.00
Highest Sales	$ 2,050,000	$ 4,250,000	$ 1,200,000	$ 2,000,000	$ 2,700,000	$ 2,175,000	$ 1,925,000	$ 2,500,000	$ 2,650,000	$ 2,750,000	$ 3,200,000	$ 3,800,000	$ 3,100,000.00	$ 2,995,000.00	$ 3,700,000.00	$ 3,550,000.00
Rancho La Quinta																
Lowest Sales	$ 270,000	$ 335,000	$ 400,000	$ 360,000	$ 431,300	$ 400,000	$ 412,000	$ 420,000	$ 405,000	$ 380,000	$ 500,000	$ 760,000	$ 760,000.00	$ 725,000.00	$ 810,000.00	$ 702,500.00
Highest Sales	$ 1,450,000	$ 1,500,000	$ 1,300,000	$ 1,550,000	$ 2,150,000	$ 1,565,000	$ 1,725,000	$ 2,350,000	$ 1,690,000	$ 1,800,000	$ 2,950,000	$ 3,000,000	$ 3,000,000.00	$ 3,165,000.00	$ 4,510,000.00	$ 4,125,000.00
The Lakes																
Lowest Sales	$ 180,000	$ 145,000	$ 225,000	$ 169,000	$ 148,000	$ 155,000	$ 165,000	$ 160,000	$ 177,500	$ 210,000	$ 235,000	$ 350,000	$ 400,000.00	$ 459,000.00	$ 400,000.00	$ 350,000.00
Highest Sales	$ 900,000	$ 720,000	$ 799,000	$ 1,250,000	$ 710,000	$ 785,000	$ 750,000	$ 720,000	$ 950,000	$ 740,000	$ 990,000	$ 1,150,000	$ 1,550,000.00	$ 967,500.00	$ 1,300,000.00	$ 1,425,000.00
The Springs																
Lowest Sales	$ 235,000	$ 240,000	$ 420,000	$ 325,000	$ 350,000	$ 300,000	$ 330,000	$ 375,000	$ 365,000	$ 400,000	$ 465,000	$ 515,000	$ 710,000.00	$ 690,000.00	$ 550,000.00	$ 624,000.00
Highest Sales	$ 950,000	$ 750,000	$ 670,000	$ 730,000	$ 825,000	$ 781,000	$ 790,000	$ 815,000	$ 900,000	$ 995,000	$ 1,379,000	$ 1,875,000	$ 1,710,000.00	$ 2,195,000.00	$ 2,045,000.00	$ 2,425,000.00

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Country Club Home Sales

Country Club	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Andalusia	18	11	17	44	28	29	32	26	32	27	40	31	17	23	19	28	9
Bighorn	12	20	14	20	23	20	21	21	35	31	34	53	37	21	29	27	16
Hideaway	21	21	26	28	18	27	15	22	28	45	50	46	19	21	26	30	18
The Reserve	9	6	18	20	14	8	10	22	11	14	23	28	19	6	13	7	8
Toscana	19	25	29	29	29	27	23	30	38	39	44	44	27	28	24	41	29
Tradition	20	15	13	18	21	11	15	13	23	22	24	30	12	18	15	16	8
Vintage	4	17	13	11	21	13	12	17	23	22	39	23	7	2	17	14	10

Average Country Club Home Price and Price Per Square Foot

Country Club	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2026 $/sq ft
Andalusia	$ 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	$ 1,581,415	$1,511,190	$1,942,483	$2,843,264	$2,614,086	$2,957,239	$3,203,750	$2,753,888	$768
Bighorn	$ 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	$ 3,688,519	$4,164,344	$3,694,811	$6,737,539	$5,758,095	$5,706,568	$5,010,370	$6,365,250	$1,063
Hideaway	$ 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	$ 2,436,377	$2,518,859	$3,211,476	$4,459,078	$4,400,904	$4,641,250	$4,866,800	$5,919,722	$1,187
The Reserve	$ 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	$ 2,176,607	$1,830,130	$2,787,303	$4,106,710	$3,585,883	$3,551,230	$4,189,500	$3,640,437	$853
Toscana	$ 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	$ 2,161,059	$2,135,530	$2,655,612	$3,211,777	$3,302,035	$3,664,062	$3,645,609	$3,765,689	$867
Tradition	$ 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	$ 2,449,045	$2,823,947	$3,245,800	$3,505,375	$4,466,944	$4,019,656	$5,090,687	$6,078,875	$1,101
Vintage	$ 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	$ 2,218,181	$2,579,358	$2,499,456	$4,931,428	$5,800,000	$2,943,823	$3,557,807	$2,939,000	$905

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Price Ranges of Country Club Homes Sold

	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Andalusia																
Lowest Sales Price	$ 751,000	$ 755,000	$ 860,000	$ 915,000	$ 1,050,000.00	$ 900,000.00	$ 970,000.00	$ 939,000.00	$ 1,000,000.00	$ 695,000.00	$ 1,125,000.00	$ 1,699,000.00	$ 1,650,000.00	$ 1,660,000.00	$ 1,700,000.00	$ 2,000,000.00
Highest Sales Price	$ 2,025,000	$ 2,000,000	$ 1,937,500	$ 1,872,680	$ 2,005,000.00	$ 2,250,000.00	$ 2,075,000.00	$ 1,995,000.00	$ 2,500,000.00	$ 2,750,000.00	$ 3,150,000.00	$ 4,200,000.00	$ 4,200,000.00	$ 4,300,000.00	$ 5,700,000.00	$ 3,850,000.00
Bighorn																
Lowest Sales Price	$ 1,200,000	$ 1,155,000	$ 1,200,000	$ 1,010,000	$ 1,065,000.00	$ 1,100,000.00	$ 1,499,000.00	$ 1,350,000.00	$ 1,420,000.00	$ 1,000,000.00	$ 1,325,000.00	$ 1,800,000.00	$ 2,250,000.00	$ 2,150,000.00	$ 2,300,000.00	$ 2,975,000.00
Highest Sales Price	$ 5,100,000	$ 12,300,000	$ 2,900,000	$ 8,900,000	$ 7,950,000.00	$ 6,550,000.00	$ 8,115,000.00	$ 9,975,000.00	$ 10,350,000.00	$ 1,079,520.00	$ 9,200,000.00	$ 42,000,000.00	$ 13,750,000.00	$ 13,558,000.00	$ 11,990,000.00	$ 14,500,000.00
Hideaway																
Lowest Sales Price	$ 850,000	$ 925,000	$ 1,816,000	$ 1,250,000	$ 1,540,000.00	$ 1,150,000.00	$ 875,000.00	$ 950,000.00	$ 910,000.00	$ 985,000.00	$ 1,490,000.00	$ 2,165,000.00	$ 2,225,000.00	$ 2,000,000.00	$ 2,650,000.00	$ 3,650,000.00
Highest Sales Price	$ 6,500,000	$ 3,300,000	$ 3,600,000	$ 4,650,000	$ 6,350,000.00	$ 4,200,000.00	$ 3,885,000.00	$ 5,100,000.00	$ 5,750,000.00	$ 5,100,000.00	$ 6,100,000.00	$ 6,700,000.00	$ 7,000,000.00	$ 8,700,000.00	$ 8,500,000.00	$ 11,300,000.00
The Reserve																
Lowest Sales Price	$ 1,125,000	$ 900,000	$ 1,100,000	$ 940,000	$ 1,075,000.00	$ 1,250,000.00	$ 750,000.00	$ 1,050,000.00	$ 825,000.00	$ 960,000.00	$ 1,250,000.00	$ 1,450,000.00	$ 1,825,000.00	$ 1,925,000.00	$ 1,900,000.00	$ 2,237,500.00
Highest Sales Price	$ 3,000,000	$ 5,700,000	$ 2,300,000	$ 3,200,000	$ 3,200,000.00	$ 3,275,000.00	$ 5,500,000.00	$ 2,735,000.00	$ 6,895,000.00	$ 4,050,000.00	$ 6,200,000.00	$ 7,000,000.00	$ 5,300,000.00	$ 11,000,000.00	$ 7,570,000.00	$ 5,587,500.00
Toscana																
Lowest Sales Price	$ 940,000	$ 950,000	$ 1,250,000	$ 999,000	$ 980,000.00	$ 1,160,000.00	$ 1,175,000.00	$ 1,000,000.00	$ 975,000.00	$ 1,000,000.00	$ 1,375,000.00	$ 2,400,000.00	$ 2,100,000.00	$ 2,300,000.00	$ 2,350,000.00	$ 2,050,000.00
Highest Sales Price	$ 2,700,000	$ 3,500,000	$ 2,500,000	$ 5,000,000	$ 4,049,000.00	$ 2,250,000.00	$ 3,550,000.00	$ 4,850,000.00	$ 5,150,000.00	$ 6,225,000.00	$ 5,400,000.00	$ 5,800,000.00	$ 7,750,000.00	$ 7,950,000.00	$ 7,000,000.00	$ 11,375,000.00
Tradition																
Lowest Sales Price	$ 1,300,000	$ 620,000	$ 1,495,000	$ 1,150,000	$ 1,450,000.00	$ 1,342,000.00	$ 1,350,000.00	$ 1,100,000.00	$ 950,000.00	$ 1,365,000.00	$ 2,100,000.00	$ 2,350,000.00	$ 2,380,000.00	$ 2,800,000.00	$ 2,719,000.00	$ 3,900,000.00
Highest Sales Price	$ 4,500,000	$ 4,400,000	$ 232,500	$ 4,195,000	$ 3,800,000.00	$ 4,825,000.00	$ 5,400,000.00	$ 4,500,000.00	$ 4,175,000.00	$ 5,995,000.00	$ 6,200,000.00	$ 5,480,000.00	$ 8,350,000.00	$ 6,499,000.00	$ 7,875,000.00	$ 8,706,000.00
The Vintage																
Lowest Sales Price	$ 315,000	$ 350,000	$ 700,000	$ 410,000	$ 500,000.00	$ 490,000.00	$ 387,500.00	$ 400,000.00	$ 485,000.00	$ 595,000.00	$ 550,000.00	$ 1,500,000.00	$ 5,300,000.00	$ 1,425,000.00	$ 1,475,000.00	$ 1,600,000.00
Highest Sales Price	$ 6,900,000	$ 4,100,000	$ 4,250,000	$ 10,450,000	$ 4,425,000.00	$ 8,000,000.00	$ 8,700,000.00	$ 6,000,000.00	$ 7,800,000.00	$ 7,500,000.00	$ 7,500,000.00	$ 9,950,000.00	$ 6,300,000.00	$ 6,147,500.00	$ 7,950,000.00	$ 5,000,000.00

The Springs On-Site Sales Office

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THE SPRINGS
ON-SITE SALES TEAM

Information compiled from the California Desert Association of REALTORS® FlexMLS. All information is deemed reliable but not guaranteed due to the new system.
If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's Listings.

EQUITY UNION
ON-SITE SALES DIVISION