



**DW & ASSOCIATES**

On-Site Sales Office  
Indian Ridge Clubhouse  
76-375 Country Club Dr  
Palm Desert CA 92211

Bennion Deville Homes  
Indian Wells Luxury Division  
74-910 Highway 111  
Indian Wells CA 92210

(760) 776-7070  
realestate@dwateam.com

[www.dianewilliamsandassociates.com](http://www.dianewilliamsandassociates.com) | caDRE#01364828

Happy new year to each and every one of you! Our Indian Ridge On-Site Sales team would like to extend our utmost gratitude to all our clients, colleagues and friends for your loyalty and support during 2020, especially during the pandemic months. We are hopeful you, your family and those close to you have remained healthy.

A new year comes with excitement and hope of what the future holds, a list of resolutions followed with optimism and motivation to keep going. We closed out 2020 recognizing that it may have been one of the most challenging years in history that the world has faced. These challenges have created an awareness and appreciation of the strength and resilience within each of us.

While 2020 showed us many ups and downs, the local real estate market proved to be stable, surpassing expert predictions and breaking records along the way. The housing market has been on fire with historically low mortgage rates paired with a sudden surge of relocations, creating scarce inventory with rising home prices. These trends are expected to stick around in 2021, continuing to drive a very active and competitive market.

The Coachella Valley is no stranger to the trend we have seen in 2020 of individuals moving out of crowded cities in search of a new lifestyle. In response to this influx of new home buyers and according to a recent article in The Desert Sun, the Coachella Valley is breaking real estate records. All time median home prices, historically low inventory, a generous increase in homes sold in 2020 as compared to 2019, are only a fraction of what we are seeing. As of January 1, 2021, inventory stood at 1,507 residential properties (units) across the valley. That is 50% less than a year ago in January 2020. This lack of inventory is causing multiple offers and driving up home prices. The recent release of The California Desert Association of Realtors "Desert Housing Report", showed 22.3% of homes sold over the past 90 days sold above asking price. This means one out of every four and half homes over the last 90 days have sold above asking.

According to our "Coachella Valley Total Homes Sales Evaluation Report", total sales are the highest we have seen since 2004. We had a 60% increase from 4<sup>th</sup> quarter 2019 vs 4<sup>th</sup> quarter 2020. Homes over a million dollars represent more than 10% of sales, closing the year with 1,129 units sold, another record broken with a 53% increase from last year. The "Sales Update by City Report" makes it clear that every city in the Coachella Valley has seen an increase in sold units from 2019, as well as an increase in average price.

The “Desert Housing Report” indicated that we have reached a new record high of an average of 910 units closing per month. The sales average of detached homes in 2020 is up 17% from 2019. Sales of attached homes are 3% higher. The “Country Club Homes Sales Price Change and Appreciation Report” shows every country club listed surpassed units sold for 2019 including all higher end country clubs. Ten out of the nineteen clubs also saw a rise in the average sales price.

Last but not least, Indian Ridge had a fantastic 2020! Ninety-eight homes were sold, the most units sold since 2005, and a 15% increase from 2019. Total sales ended at \$86,554,710, an increase of 35% from 2019 and the highest we have seen since 2006. Fourth quarter sales doubled, as compared to 2019, with 15 homes sold in the HOA and 15 homes sold in the PUD. The HOA ended the year with 49 units sold, \$34,038,300 in total sales. Average price per square foot was up 8.5% and days on market was down to 94 days, a 33% decrease. The PUD ended the year with 49 units sold, \$52,516,410 in total sales. Average price per square foot was up 15% and days on market was reduced to 84 days, a 53% decrease. Inventory is extremely low with 19 homes currently on the market.

Despite the many challenges of 2020, the real estate market continues to thrive and will play a big part in our economic recovery. The momentum is expected to carry over to 2021 as people continue to buy homes, interest rates are expected to remain low, and experts are predicting another favorable year with a vaccine on the horizon and jobs returning. According to an article in Forbes, several economists are predicting a national annual sales growth of 10% - 29%. Time will tell where we end up, but one thing is for certain, even in a most challenging climate, people will continue to buy homes.

2020 showed us that, with our client’s support, we could overcome any obstacle with determination, hard work and creativity. We are proud to say our office sold almost \$100 million in homes, closed 107 transactions and are in the top 4 real estate agents/team throughout the Coachella Valley. Again, we could not have achieved any of this success without your support and loyalty.

Cheers to 2021 and we look forward to working together in the new year!

*Sincere regards,  
The team of DW & Associates  
Diane, Allison, Heather, Terrie, Barry, Kristeen, Laura, Nancy, and Frank*



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 home is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings. This report is meant to be informational and helpful.



## DW & ASSOCIATES

### Indian Ridge Country Club Sales January 1, 2020 to December 31, 2020

*Yellow highlighted homes indicate DW & Associates Represented Buyer or Seller*  
*Blue highlighted homes indicate DW & Associates represented BOTH Buyer and Seller*

#### SOLD

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Sold Price
302 Desert Holly	Acacia 1	1536	2/2	East	No	280	11/05/20	\$430,000
537 Falcon View	Acacia 2	1706	2/2	South	No	\$287	3/12/20	\$490,000
804 Red Arrow	Acacia 2	1706	2/2	North	No	\$217	8/14/20	\$350,000
702 Red Arrow	Acacia 3	1,903	3/2	North	No	\$284	6/1/20	\$540,000
543 Falcon View	Acacia 3	1,903	3/2	South	No	\$241	7/30/20	\$447,500
482 Red Arrow	Acacia 3	1,903	3/2	North	No	\$242	7/27/20	\$400,000
727 Box Canyon	Acacia 3	1,903	3/2	South	No	\$255	10/15/20	\$460,000
512 Red Arrow	Acacia 3	1,903	3/2	North	No	\$325	11/02/20	\$619,000
413 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$227	2/19/20	\$420,000
526 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$293	4/23/20	\$639,000
560 Red Arrow	Acacia 4	2,182	3/3.5	North	Yes	\$293	4/15/20	\$640,000
834 Red Arrow	Acacia 4	2,182	3/3.5	North	No	\$261	9/17/20	\$550,000
508 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$202	9/04/20	\$428,000
709 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$291	7/20/20	\$635,000
763 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$229	12/04/20	\$500,000
425 Desret Holly	Acacia 4	2,182	3/3.5	South	No	\$261	10/14/20	\$569,000
485 Desert Holly	Acacia 4	2,182	3/3.5	South	Yes	\$264	10/05/20	\$575,000
931 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$296	12/10/20	\$645,000
805 Box Canyon	Acacia 5	2,368	3/3.5	South	No	\$260	3/5/20	\$615,000
533 Desert Holly	Acacia 5	2,368	3/3.5	South	No	\$274	3/19/20	\$650,000
822 Red Arrow	Acacia 5	2,368	3/3.5	North	No	\$230	7/01/20	\$475,000
323 Indian Ridge	Acacia 5	2,368	3/3.5	West	No	\$317	10/05/20	\$750,000
477 Falcon View	Acacia 5	2,368	3/3.5	South	No	\$321	11/30/20	\$760,000
737 Arrowhead	Bougainvillea 1/Casita	2,736	4/4.5	West	Yes	\$289	3/16/20	\$790,000
900 Hawk Hill	Bougainvillea 1	2,430	3/3.5	East	Yes	\$253	3/31/20	\$580,000
367 Tomahawk	Bougainvillea 1	2,430	3/3.5	West	No	\$253	1/9/2020	\$615,000
308 Tomahawk	Bougainvillea 1	2,430	3/3.5	East	Spa	\$309	9/16/20	\$750,000
900 Hawk Hill	Bougainvillea 1	2,430	3/3.5	North	Yes	\$323	9/3/20	\$785,000
701 Indian Ridge	Bougainvillea 1	2,430	3/3.5	West	No	\$288	9/30/20	\$700,000
690 Snow Creek	Bougainvillea 1	2,430	3/3.5	East	Yes	\$342	12/23/20	\$829,900
670 Mesa Grande	Bougainvillea 1	2,430	3/3.5	East	No	\$321	12/11/20	\$780,000
710 Mesa Grande	Bougainvillea 2	2,430	3/3.5	East	No	\$340	11/10/20	\$825,000
767 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	No	\$284	3/31/20	\$780,000
747 Arrowhead	Bougainvillea 2	2,742	3/3.5	West	Yes	\$319	1/16/20	\$875,000
647 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$273	8/19/20	\$725,000
638 Mesa Grande	Bougainvillea 2	2,742	3/3.5	East	No	\$290	9/11/20	\$740,000
679 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$284	8/07/20	\$745,000
654 Mesa Grande	Bougainvillea 2	2,742	3/3.5	East	Spa	\$279	9/10/20	\$765,000
410 Gold Canyon	Bougainvillea 2	2,742	3/3.5	North	Yes	\$343	7/6/20	\$900,000
856 Mission Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$275	12/07/20	\$754,000
756 Mission Creek	Bougainvillea 2	2,742	3/3.5	West	Yes	\$310	10/30/20	\$850,000
770 Snow Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$323	11/05/20	\$885,000
650 Hawk Hill	Bougainvillea 2	2,742	3/3.5	East	Spa	\$357	10/28/20	\$980,000
840 Mission Creek	Bougainvillea 3	2,217	3/3	East	No	\$271	5/11/20	\$640,000
883 Mission Creek	Jacaranda 1	4,575	4/4.5	West	Yes	\$361	3/13/20	\$1,650,000
905 Hawk Hill	Jacaranda 1	4,575	4/4.5	South	Yes	\$459	9/16/20	\$2,100,000
858 Firedance	Jacaranda 2	4,580	4/4.5	North	Yes	\$371	8/4/20	\$1,700,000
157 Rain Bird	Mesquite 3	1,968	3/2	South	No	\$279	7/21/20	\$540,000
101 Rain Bird	Mesquite 4	2,197	3/4	South	Spa	\$228	11/02/20	\$500,000
273 Desert Holly	Palo Verde 2	2,508	3/3.5	West	Yes	\$269	4/3/20	\$675,000
382 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$279	3/13/20	\$77,500
304 White Horse	Palo Verde 3	2,712	3/3.5	East	No	\$258	2/25/20	\$678,000
341 White Horse	Palo Verde 3	2,712	3/3.5	North	No	\$230	2/10/20	\$625,000

316 White Horse	Palo Verde 3	2,712	3/3.5	East	No	\$196	7/30/20	\$531,300
250 White Horse	Palo Verde 3	2,712	3/3.5	North	Spa	\$262	11/30/20	\$710,000
453 White Horse	Palo Verde 3	2,712	3/3.5	North	Yes	\$498	11/09/20	\$1,350,000
333 Desert Holly	Palo Verde 3	2,712	3/3.5	West	No	\$321	12/29/20	\$870,000
394 White Horse	Palo Verde 3	2,712	3/3.5	South	Yes	\$361	12/30/20	\$945,000
216 Eagle Dance	Palo Verde 5/Casita	3,310	4/4.5	East	Yes	\$227	2/28/20	\$675,000
165 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	Yes	\$332	2/4/20	\$1,050,000
640 Snow Creek	Ocotillo 1	3,082	3/3.5	East	Yes	\$344	2/14/20	\$985,000
708 Mission Creek	Ocotillo 1	3,082	3/3.5	North	Yes	\$396	6/30/20	\$1,220,000
824 Mission Creek	Ocotillo 1	3,082	3/3.5	North	Yes	\$446	9/18/20	\$1,375,000
507 Arrowhead	Ocotillo 1	3,082	3/3.5	West	No	\$316	10/09/20	\$974,500
781 Mission Creek	Ocotillo 1	3,082	3/3.5	West	Yes	\$394	10/20/20	\$1,215,000
344 Tomahawk	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$306	3/4/20	\$1,030,000
765 Mission Creek	Ocotillo 1/Casita	3,371	4/4.5	East	Spa	\$282	8/10/20	\$952,210
876 Mesa Grande	Ocotillo 1/Casita	3,371	4/4.5	North	No	\$322	8/10/20	\$1,085,000
181 Tomakawk	Ocotillo 1/Casita	3,371	4/4.5	South	Yes	\$445	6/20/20	\$1,425,000
540 Snow Creek	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$268	12/23/20	\$902,000
588 Elk Clover	Ocotillo 2	3,255	3/3.5	East	Yes	\$286	1/6/20	\$930,000
903 Mesa Grande	Ocotillo 2	3,255	3/3.5	South	No	\$322	2/27/20	\$1,049,000
776 Mission Creek	Ocotillo 2	3,255	3/3.5	West	Yes	\$292	6/16/20	\$950,000
943 Mesa Grande	Ocotillo 2	3,255	3/3.5	South	Yes	\$296	6/24/20	\$965,000
360 Tomahawk	Ocotillo 2	3,255	3/3.5	East	Yes	\$269	10/08/20	\$875,000
692 Mission Creek	Ocotillo 2/Casita	3,576	4/4.5	West	Yes	\$280	1/9/20	\$1,000,900
793 Mission Creek	Ocotillo 2/Casita	3,541	4/4.5	South	Spa	\$381	1/28/20	\$1,350,000
990 Snow Creek	Ocotillo 2/Casita	3,541	4/4.5	East	Yes	\$280	6/2/20	\$1,000,000
846 Mesa Grande	Ocotillo 2/Casita	3,541	4/4.5	North	Yes	\$419	11/23/20	\$1,500,000
336 Tomahawk	Ocotillo 2/Casita	3,541	4/4.5	East	No	\$273	11/06/20	\$975,000
332 Tomahawk	Ocotillo 3/Casita	3,541	4/4.5	East	Yes	\$407	7/1/20	\$1,575,000
531 Tomahawk	Ocotillo 3/Casita	3,945	4/4.5	South	Yes	\$380	12/07/20	\$1,500,000
580 Elk Clover	Ocotillo 3	3,513	3/3.5	East	Yes	\$363	12/28/20	\$1,229,000
830 Deer Haven	Smoketree 1	2,392	3/3	North	No	\$271	8/11/20	\$625,000
871 Red Arrow	Smoketree 2	2,682	3/3.5	South	No	\$410	7/7/20	\$1,100,000
850 Deer Haven	Smoketree 3	3,102	3/3.5	North	No	\$261	4/27/20	\$809,000
241 Arrowhead	Smoketree 3	3,102	3/3.5	West	No	\$276	9/28/20	\$855,000
331 Arrowhead	Smoketree 4	3,402	3/3.5	West	No	\$185	3/2/20	\$630,000
191 Desert Holly	Smoketree 4	3,402	3/3.5	West	Yes	\$232	3/20/20	\$790,000
689 Red Arrow	Smoketree 4	3,402	3/3.5	South	No	\$228	6/12/20	\$775,000
240 Desert Holly	Smoketree 4	3,402	3/3.5	East	Yes	\$235	6/25/20	\$800,000
200 Desert Holly	Smoketree 4	3,402	3/3.5	East	Yes	\$306	8/19/20	\$1,040,000
930 Deer Haven	Smoketree 5	3,562	4/4.5	North	No	\$225	6/30/20	\$800,000
761 Deer Haven	Smoketree 5	3,562	4/4.5	South	Yes	\$323	8/19/20	\$1,150,000
839 Red Arrow	Smoketree 5	3,757	3/4	South	Yes	\$248	8/28/20	\$930,000
251 Arrowhead	Smoketree 5	3,562	4/4.5	West	No	\$348	12/08/20	\$1,240,000
958 Fire Dance	Toscana Prototype	5,400	4/4.5	West	Yes	\$519	6/30/20	\$2,800,000
978 Fire Dance	Toscana Prototype	4,910	4/4.5	West	Yes	\$397	7/2/20	\$1,950,000

## PENDING - IN ESCROW

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Listing Price
648 Red Arrow Trail	Acacia 2	1,706	3/2	North	No	\$234	12/17/20	\$399,000
413 Desert Holly	Acacia 4	2,182	3/3.5	South	No	\$265	12/19/20	\$579,900
508 Desert Holly	Acacia 4	2,182	3/3.5	North	No	\$210	1/04/20	\$459,000
816 Red Arrow Trail	Acacia 5	2,368	3/3.5	North	No	\$253	1/1/20	\$599,000
480 Gold Canyon	Bougainvillea 1	2,430	3/3.5	North	Yes	\$327	12/29/20	\$795,000
680 Snow Creek	Bougainvillea 1	2,430	3/3.5	East	Yes	\$391	12/24/20	\$950,000
110 Gold Canyon	Jacaranda 1	4,575	4/4.5	North	Yes	\$371	11/30/20	\$1,699,000
868 Fire Dance	Jacaranda 1	4,575	4/4.5	North	Spa	\$393	12/04/20	\$1,799,000
425 Indian Ridge	Jacaranda 1	4,575	4/4.5	West	Yes	\$415	12/24/20	\$1,900,000
935 Mesa Grande	Ocotillo 1	3,082	3/3.5	South	No	\$302	12/30/20	\$999,000
620 Gold Canyon	Ocotillo 1	3,082	3/3.5	North	No	\$300	1/4/20	\$924,000
720 Mission Creek	Ocotillo 1 w/casita	3,371	4/4.5	West	Yes	\$485	1/4/20	\$1,495,000
605 Hawk Hill	Ocotillo 2	3,255	3/3.5	South	No	\$338	11/12/20	\$1,100,000
527 Arrowhead	Ocotillo 2	3,255	3/3.5	West	No	\$275	12/15/20	\$895,000
580 Gold Canyon	Ocotillo 2	3,255	3/3.5	North	Yes	\$384	01/02/20	\$1,250,000
693 Elk Clover	Ocotillo 3	3,513	3/3.5	West	Yes	\$361	12/29/20	\$1,269,000

All information gathered from the California Desert Association of REALTORS® FlexMLS is deemed reliable but not guaranteed.

DW & Associates, Heather Wong CalDRE 01991637 | Bennion Deville Homes CalDRE 01325548

[www.DianeWilliamsAndAssociates.com](http://www.DianeWilliamsAndAssociates.com) | (760) 776-7070 | [realestate@dwateam.com](mailto:realestate@dwateam.com)

# Indian Ridge Country Club

## Quarterly Home 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	
<b>1st Quarter</b>	49	\$ 30,096,500		121	33	\$ 32,249,800		82	23	\$ 25,619,000		17	\$ 16,523,900		17	\$ 17,570,000		7	\$ 4,860,900						
HOA	26	\$ 13,074,500			15	\$ 11,152,900	\$ 292		11	\$ 8,997,500	\$ 352	47	7	\$ 4,885,000	\$ 365	77	7	\$ 4,021,000	\$ 291	70	5	\$ 3,405,900	\$ 272	187	
PUD	23	\$ 17,022,000			18	\$ 21,096,900	\$ 364		12	\$ 16,621,500	\$ 440	75	10	\$ 11,638,900	\$ 428	134	10	\$ 13,549,000	\$ 392	91	2	\$ 1,455,000	\$ 313	101	
<b>2nd Quarter</b>	66	\$ 49,879,500		58	52	\$ 54,965,352		52	20	\$ 23,294,000		21	\$ 19,177,000		15	\$ 16,984,000		7	\$ 6,202,000						
HOA	32	\$ 18,341,000			21	\$ 14,755,352	\$ 329		9	\$ 8,717,500	\$ 365	190	12	\$ 10,622,000	\$ 328	160	7	\$ 6,190,000	\$ 331	103	4	\$ 3,667,000	\$ 298	129	
PUD	34	\$ 31,538,500			31	\$ 40,210,000	\$ 401		11	\$ 14,576,500	\$ 428	121	9	\$ 8,555,000	\$ 351	170	8	\$ 10,714,000	\$ 413	211	3	\$ 2,535,000	\$ 296	151	
<b>3rd Quarter</b>	21	\$ 17,454,500		56	23	\$ 22,468,000		44	8	\$ 7,548,626		16	\$ 16,237,000		5	\$ 6,195,000		7	\$ 6,985,000						
HOA	11	\$ 7,402,500			14	\$ 10,049,000	\$ 340		5	\$ 3,841,125	\$ 312	208	12	\$ 9,727,000	\$ 323	140	2	\$ 1,510,000	\$ 312	243	1	\$ 925,000	\$ 311	204	
PUD	10	\$ 10,052,000			9	\$ 12,419,000	\$ 433		3	\$ 3,707,500	\$ 481	107	4	\$ 7,290,000	\$ 497	44	3	\$ 4,685,000	\$ 436	185	6	\$ 6,060,000	\$ 309	121	
<b>4th Quarter</b>	26	\$ 23,700,400		71	19	\$ 22,566,000		59	7	\$ 8,430,000		8	\$ 6,376,000		7	\$ 2,815,000		12	\$ 6,212,500						
HOA	10	\$ 6,789,000			6	\$ 5,122,000	\$ 343		2	\$ 2,065,000	\$ 329	147	4	\$ 2,116,000	\$ 269	327	2	\$ 565,000	\$ 259	45	10	\$ 4,650,000	\$ 218	222	
PUD	16	\$ 16,911,400			13	\$ 17,444,000	\$ 423		5	\$ 6,365,000	\$ 437	89	4	\$ 4,260,000	\$ 376	74	5	\$ 2,250,000	\$ 492	63	2	\$ 1,562,500	\$ 285	37	
<b>Annual</b>	162	\$ 121,130,900		127	\$ 132,249,152		58	\$ 64,991,626		62	\$ 59,072,900		44	\$ 42,634,000		33	\$ 24,260,400								
HOA	79	\$ 46,607,000	\$ 285		56	\$ 41,079,252	\$ 343		27	\$ 23,621,125	\$ 329		35	\$ 27,349,000	\$ 313	156	18	\$ 12,276,000	\$ 305	106	20	\$ 12,647,900	\$ 247	204	
Average Price	\$ 773,303			\$ 733,558		\$ 874,956		\$ 781,400		\$ 767,250		\$ 632,395													
PUD	83	\$ 75,523,900	\$ 354		71	\$ 91,169,900	\$ 423		31	\$ 41,270,500	\$ 437		35	\$ 31,723,900	\$ 382	124	32	\$ 30,358,000	\$ 396	127	13	\$ 11,612,599	\$ 297	109	
Average Price	\$ 909,926			\$ 1,284,083		\$ 1,331,306		\$ 1,174,959		\$ 1,319,913		\$ 893,269													
<b>2010</b>					<b>2011</b>				<b>2012</b>				<b>2013</b>				<b>2014</b>			<b>2015</b>					
<b>1st Quarter</b>	15	\$ 12,476,500		19	\$ 14,632,900		18	\$ 12,895,000		20	\$ 14,239,500		16	\$ 12,348,625		18	\$ 14,572,000								
HOA	6	\$ 5,317,000	\$ 303	84	7	\$ 3,911,900	\$ 228	88	11	\$ 6,400,000	\$ 233	126	9	\$ 5,205,500	\$ 224	126	6	\$ 3,784,500	\$ 261	138	7	\$ 4,535,500	\$ 271	159	
PUD	9	\$ 7,159,500	\$ 311	148	12	\$ 10,721,000	\$ 286	105	7	\$ 6,496,000	\$ 308	140	11	\$ 9,034,000	\$ 280	161	10	\$ 8,561,125	\$ 278	153	11	\$ 10,037,000	\$ 297	106	
<b>2nd Quarter</b>	24	\$ 19,094,500		26	\$ 17,762,500		19	\$ 14,086,950		22	\$ 16,439,500		30	\$ 28,847,800		17	\$ 13,644,500								
HOA	9	\$ 4,659,500	\$ 229	216	15	\$ 7,837,500	\$ 216	159	5	\$ 2,179,000	\$ 191	165	9	\$ 4,296,500	\$ 214	79	9	\$ 5,682,500	\$ 263	109	11	\$ 7,479,500	\$ 274	204	
PUD	15	\$ 14,435,000	\$ 304	156	11	\$ 9,925,000	\$ 310	180	14	\$ 11,907,550	\$ 282	169	13	\$ 12,144,000	\$ 287	152	21	\$ 23,165,300	\$ 322	139	6	\$ 6,165,000	\$ 314	125	
<b>3rd Quarter</b>	12	\$ 9,846,000		12	\$ 7,924,900		13	\$ 7,543,500		17	\$ 12,044,900		16	\$ 14,513,243		15	\$ 10,350,400								
HOA	5	\$ 2,348,500	\$ 203	262	5	\$ 2,264,900	\$ 214	212	10	\$ 5,203,500	\$ 196	123	10	\$ 7,017,900	\$ 244	166	11	\$ 7,861,625	\$ 267	158	9	\$ 4,977,900	\$ 246	174	
PUD	7	\$ 7,497,500	\$ 285	213	7	\$ 5,660,000	\$ 259	223	3	\$ 2,340,000	\$ 231	368	7	\$ 5,027,000	\$ 253	190	5	\$ 6,651,668	\$ 381	231	6	\$ 5,372,500	\$ 296	175	
<b>4th Quarter</b>	12	\$ 9,474,500		21	\$ 15,443,900		23	\$ 15,531,000		20	\$ 16,992,000		12	\$ 8,272,450		10	\$ 7,414,000								
HOA	2	\$ 1,345,000	\$ 247	134	11	\$ 5,504,000	\$ 214	244	15	\$ 7,985,500	\$ 216	138	8	\$ 5,170,500	\$ 265	152	8	\$ 4,130,650	\$ 239	115	7	\$ 5,540,000	\$ 299	119	
PUD	10	\$ 8,129,500	\$ 282	57	10	\$ 9,939,900	\$ 284	205	8	\$ 7,545,500	\$ 296	62	12	\$ 11,821,500	\$ 308	143	4	\$ 4,141,800	\$ 316	102	3	\$ 1,874,000	\$ 236	248	
<b>Annual</b>	63	\$ 50,891,500		78	\$ 55,764,200		73	\$ 50,056,450		79	\$ 59,715,900		74	\$ 63,982,118		60	\$ 45,980,900								
HOA	22	\$ 13,670,000	\$ 238	181	38	\$ 19,518,300	\$ 213	188	41	\$ 21,768,000			36	\$ 21,690,400	\$ 236	132	35	\$ 21,459,275	\$ 261	145	34	\$ 22,532,900	\$ 261	177	
Average Price	\$ 621,364			\$ 513,639		\$ 530,926	\$ 208	134	\$ 530,926		\$ 602,511		\$ 659,389												
PUD	41	\$ 37,221,500	\$ 288	123	40	\$ 36,245,900	\$ 284	200	32	\$ 28,289,050			43	\$ 38,026,500	\$ 285	158	39	\$ 42,522,843	\$ 313	168	26	\$ 23,448,500	\$ 301	127	
Average Price	\$ 937,000			\$ 924,398		\$ 884,033	\$ 277	154	\$ 884,337		\$ 884,337		\$ 884,337												
<b>2016</b>					<b>2017</b>				<b>2018</b>				<b>2019</b>				<b>2020</b>			<b>2021</b>					
<b>1st Quarter</b>	9	\$ 7,038,500		20	\$ 13,835,500		21	\$ 15,472,000		21	\$ 17,187,400		23	\$ 19,015,400											
HOA	2	\$ 1,376,000	\$ 242	203	12	\$ 6,638,000	\$ 222	108	11	\$ 6,848,000	\$ 238	192	12	\$ 7,700,000	\$ 259	137	11	\$ 7,380,500	\$ 246	101					
PUD	7	\$ 5,662,500	\$ 271	137	8	\$ 7,197,500	\$ 282	119	10	\$ 8,624,000	\$ 273	145	9	\$ 9,487,400	\$ 336	63	12	\$ 11,634,900	\$ 303	69					
<b>2nd Quarter</b>	18	\$ 12,859,000		24	\$ 17,431,500		26	\$ 21,071,000		32	\$ 25,741,945		15	\$ 14,637,900											
HOA	8	\$ 5,319,000	\$ 237	169	14	\$ 11,735,500	\$ 226	117	14	\$ 8,947,000	\$ 249	101	18	\$ 10,850,995	\$ 241	103	8	\$ 5,678,000	\$ 266	97					
PUD	10	\$ 7,531,000	\$ 255	158	10	\$ 5,696,000	\$ 278	133	12	\$ 12,124,000	\$ 313	145	14	\$ 14,890,950	\$ 324	99	7	\$ 8,959,900	\$ 353	60					
<b>3rd Quarter</b>	24	\$ 15,727,000		14	\$ 11,943,083		19	\$ 12,472,750		16	\$ 11,859,300		30	\$ 26,904,010											
HOA	12	\$ 7,147,500	\$ 233	107	5	\$ 3,077,500	\$ 258	238	10	\$ 5,759,500	\$ 239	150	10	\$ 6,519,300	\$ 257	106	15	\$ 10,056,800	\$ 258	99					
PUD	12	\$ 8,579,500	\$ 265	202	9	\$ 8,865,583	\$ 290	171	9	\$ 6,713,250	\$ 257	107	6	\$ 5,340,000	\$ 272	139	15	\$ 16,847,210	\$ 334	99					
<b>4th Quarter</b>	10	\$ 5,595,000		21	\$ 15,559,000		19	\$ 14,835,281		15	\$ 11,523,650		30	\$ 25,997,400											
HOA	8	\$ 4,220,000	\$ 210	139	11	\$ 7,517,000	\$ 251	124	10	\$ 6,535,281	\$ 266	129	7	\$ 4,120,650		55	15	\$ 10,923,000	\$ 302	81					
PUD	2	\$ 1,375,000	\$ 241	270	10	\$ 8,042,000	\$ 274	158	9	\$ 8,300,000	\$ 292	120	8	\$ 7,403,000		105	15	\$ 15,074,400	\$ 329	94					
<b>Annual</b>	61	\$ 41,210,500		79	\$ 59,490,083		85	\$ 63,851,031		85	\$ 63,851,031		98	\$ 86,554,710											
HOA	30	\$ 18,062,500	\$ 230	141	37	\$ 22,441,000	\$ 237	133	45	\$ 28,089,781															

## Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price					% of Change 2019	Total # of Homes Sold				% of 2019 Sales
	2017	2018	2019	2020	2017		2018	2019	2020		
	Total	Total	Total	Total	Total		Total	Total	YTD		
Desert Horizons	\$ 621,453	\$ 667,124	\$ 579,296	\$ 628,900	8.6%	47	34	38	57	150%	
Indian Ridge	\$ 753,411	\$ 742,663	\$ 789,432	\$ 885,613	12.2%	79	85	84	98	117%	
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,003,279	\$ 1,061,240	5.8%	42	40	37	49	132%	
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 621,083	\$ 690,472	11.2%	37	45	47	49	104%	
Indian Wells	\$ 586,555	\$ 668,956	\$ 761,547	\$ 781,499	2.6%	149	121	91	131	144%	
Ironwood	\$ 483,872	\$ 534,231	\$ 659,877	\$ 509,321	-22.8%	87	89	75	77	103%	
Mission Hills	\$ 498,406	\$ 511,697	\$ 719,132	\$ 687,637	-4.4%	137	131	126	167	133%	
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,233,125	13.9%	22	35	28	30	107%	
Mountain View	\$ 786,151	\$ 791,081	\$ 823,766	\$ 916,108	11.2%	43	52	28	48	171%	
Palm Valley	\$ 344,909	\$ 341,983	\$ 371,905	\$ 376,948	1.4%	95	75	95	97	102%	
PGA West	\$ 593,544	\$ 609,802	\$ 661,445	\$ 698,420	5.6%	267	261	247	215	87%	
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 848,608	\$ 813,556	-4.1%	78	61	68	117	172%	
The Lakes	\$ 330,915	\$ 316,602	\$ 357,981	\$ 379,429	6.0%	73	79	79	75	95%	
The Springs	\$ 492,013	\$ 557,023	\$ 598,277	\$ 577,628	-3.5%	91	90	77	117	152%	
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,581,415	\$ 1,525,000	-3.6%	26	32	27	40	148%	
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,688,519	\$ 3,881,762	5.2%	21	35	31	34	110%	
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,436,377	\$ 2,400,526	-1.5%	22	28	45	50	111%	
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 2,176,607	\$ 1,901,555	-12.6%	22	11	14	23	164%	
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,161,059	\$ 1,882,314	-12.9%	30	38	39	44	113%	
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 2,449,045	\$ 2,129,750	-13.0%	13	23	22	24	109%	
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,218,181	\$ 2,915,714	31.4%	17	23	22	39	177%	

DW & Associates, Heather Wong, CalDRE #01991637  
(760) 776-7070 | realestate@dwteam.com | www.DianeWilliamsAndAssociates.com



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# Sales Update by Cities

<i>Area</i>	<i>2019 4th Qtr Sales</i>	<i>2020 4th Qtr Sales</i>	<i>% Change Qtr Sales</i>	<i>2019 4th Qtr Avg Price</i>	<i>2020 4th Qtr Avg Price</i>	<i>% Change Avg Price</i>	<i>2020 4th Qtr DOM</i>	<i>2020 4th Qtr LP/SP</i>
Coachella Valley	2,187	3,433	57.0%	\$ 493,566	\$ 621,373	25.9%	60	98.59%
Bermuda Dunes	34	48	41.2%	\$ 457,783	\$ 510,027	11.4%	63	98.35%
Indian Wells	56	170	203.6%	\$ 932,914	\$ 1,294,428	38.8%	107	96.00%
Indio Central	70	80	14.3%	\$ 324,902	\$ 373,769	15.0%	45	99.28%
La Quinta North	54	65	20.4%	\$ 413,954	\$ 456,637	10.3%	41	98.95%
La Quinta South	281	525	86.8%	\$ 670,813	\$ 861,066	28.36%	64	98.40%
Palm Desert East	166	293	76.5%	\$ 372,296	\$ 431,124	15.80%	61	98.13%
Palm Desert North	112	160	42.9%	\$ 411,244	\$ 428,808	4.27%	65	98.33%
Palm Desert South	109	162	48.6%	\$ 805,293	\$ 815,657	1.29%	73	98.03%
Palm Springs Central	125	194	55.2%	\$ 549,028	\$ 845,428	53.99%	49	99.07%
Palm Springs North	138	181	31.2%	\$ 412,215	\$ 505,992	22.75%	39	100.56%
Palm Springs South	181	318	75.7%	\$ 526,377	\$ 593,319	12.72%	46	98.68%
Rancho Mirage	207	356	71.98%	\$ 699,679	\$ 751,784	7.45%	73	97.48%
Sun City	145	205	41.4%	\$ 389,984	\$ 409,483	5.00%	60	98.43%

4th Quarter of 2019 compared to 4th Quarter of 2020

Lp/Sp = List Price to Sales Price

DOM = Days on Market



DW & ASSOCIATES

DW & Associates, Heather Wong, CalDRE #01991637  
(760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com

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# Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
2004	12,418	9,789	78.8%	2,629	21.2%	11,929	96.1%	489	3.9%
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%	1,983	22.2%	8,458	94.6%	481	5.5%
2017	10,081	7,594	75.3%	2,486	24.6%	9,480	94.0%	601	5.9%
2018	10,295	7,502	72.9%	2,776	27.0%	9,614	93.4%	676	6.6%
2019	9,787	6,829	69.8%	2,922	29.9%	9,048	92.4%	739	7.6%
2020	11,082	6,783	61.2%	4,248	38.3%	9,936	89.7%	1,129	10.2%
1st Quarter 2015	2,041	1,592	78.0%	450	22.0%	1,908	93.5%	133	6.5%
2nd Quarter 2015	2,618	2,048	78.2%	570	21.8%	2,456	93.8%	162	6.2%
3rd Quarter 2015	1,957	1,586	81.0%	371	19.0%	1,879	96.0%	78	4.0%
4th Quarter 2015	1,854	1,387	74.8%	382	20.6%	1,680	90.6%	89	4.8%
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%	1,375	41.0%	3,011	89.8%	347	10.4%
4th Quarter 2020	3,433	2,025	59.0%	1,394	40.6%	3,024	88.1%	409	11.9%

DW & Associates, Heather Wong, CalDRE #01991637  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com





## Country Club Home Sales

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020 YTD
Desert Horizons	17	20	24	45	35	40	37	35	36	47	34	38	57
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	84	98
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	91	131
Ironwood	44	40	46	67	65	77	74	57	52	87	89	75	77
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	126	167
Morningside	21	15	19	17	20	39	19	23	24	22	35	28	30
Mountain View	39	44	47	37	29	33	26	32	35	43	52	28	48
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	95	97
PGA West	161	133	161	181	213	230	217	175	228	265	261	247	315
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	68	117
The Lakes	45	31	43	46	56	53	77	45	49	73	79	79	75
The Springs	44	37	29	50	54	53	71	40	68	91	90	77	117

Country Club	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Average 2020	Average 2020 \$/SF
Desert Horizons	\$ 765,000	\$ 575,525	\$ 537,708	\$ 484,544	\$ 583,500	\$ 557,945	\$ 563,532	\$ 514,119	\$ 573,647	\$ 621,453	\$ 667,124	\$ 579,296	\$ 611,122	214
Indian Ridge	\$ 1,010,000	\$ 735,164	\$ 826,778	\$ 725,823	\$ 685,705	\$ 891,670	\$ 871,969	\$ 766,490	\$ 700,008	\$ 753,411	\$ 742,663	\$ 789,432	\$ 883,211	298
Indian Wells	\$ 680,000	\$ 568,890	\$ 609,669	\$ 584,842	\$ 750,537	\$ 538,638	\$ 609,281	\$ 594,039	\$ 653,693	\$ 586,555	\$ 668,956	\$ 761,547	\$ 775,089	279
Ironwood	\$ 480,000	\$ 427,491	\$ 412,715	\$ 478,491	\$ 419,369	\$ 385,950	\$ 557,149	\$ 498,983	\$ 439,924	\$ 483,872	\$ 534,231	\$ 659,877	\$ 568,333	279
Mission Hills	\$ 539,000	\$ 680,247	\$ 558,287	\$ 517,800	\$ 411,092	\$ 653,095	\$ 534,861	\$ 463,437	\$ 497,940	\$ 498,406	\$ 511,697	\$ 719,132	\$ 684,791	258
Morningside	\$ 800,000	\$ 976,000	\$ 1,052,921	\$ 939,324	\$ 751,800	\$ 1,132,500	\$ 920,421	\$ 1,006,565	\$ 871,188	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,268,663	321
Mountain View	\$ 888,000	\$ 813,399	\$ 681,339	\$ 665,693	\$ 790,272	\$ 890,757	\$ 765,192	\$ 928,016	\$ 765,671	\$ 786,151	\$ 791,081	\$ 823,766	\$ 878,020	266
Palm Valley	\$ 420,000	\$ 322,411	\$ 345,391	\$ 297,807	\$ 287,241	\$ 291,208	\$ 339,455	\$ 331,302	\$ 321,678	\$ 344,909	\$ 341,983	\$ 371,905	\$ 396,257	247
PGA West	\$ 750,000	\$ 639,596	\$ 636,150	\$ 608,421	\$ 536,498	\$ 639,056	\$ 638,340	\$ 678,148	\$ 602,043	\$ 592,371	\$ 609,802	\$ 661,445	\$ 691,031	252
Rancho La Quinta	\$ 945,000	\$ 855,259	\$ 797,181	\$ 742,050	\$ 700,000	\$ 847,316	\$ 851,281	\$ 882,847	\$ 826,208	\$ 868,804	\$ 849,570	\$ 848,608	\$ 873,771	291
The Lakes	\$ 495,000	\$ 454,152	\$ 388,593	\$ 397,880	\$ 338,938	\$ 447,169	\$ 322,179	\$ 311,867	\$ 303,726	\$ 330,915	\$ 316,602	\$ 357,981	\$ 384,677	182
The Springs	\$ 618,305	\$ 461,189	\$ 507,782	\$ 441,536	\$ 403,456	\$ 533,225	\$ 468,925	\$ 515,082	\$ 488,184	\$ 492,013	\$ 575,023	\$ 598,277	\$ 623,987	212

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## Average Price Range of Homes Sold in Country Clubs

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Desert Horizons</b>														
Lowest Sales	\$ 425,000	\$ 440,000	\$ 330,000	\$ 285,000	\$ 210,000	\$ 233,000	\$ 250,000	\$ 315,000	\$ 249,000	\$ 327,000	\$ 300,000	\$ 410,000	\$ 323,000.00	\$ 360,000.00
Highest Sales	\$ 1,560,000	\$ 1,950,000	\$ 1,700,000	\$ 1,100,000	\$ 1,290,000	\$ 1,700,000	\$ 761,500	\$ 1,070,000	\$ 1,215,000	\$ 1,750,000	\$ 1,185,000	\$ 1,150,000	\$ 1,156,700.00	\$ 1,475,000.00
<b>Indian Wells</b>														
Lowest Sales	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000	\$ 79,000	\$ 80,000	\$ 64,500	\$ 89,000	\$ 95,500	\$ 103,000	\$ 78,000	\$ 114,900	\$ 139,900.00	\$ 130,000.00
Highest Sales	\$ 2,350,000	\$ 3,100,000	\$ 2,800,000	\$ 1,650,000	\$ 1,950,000	\$ 2,400,000	\$ 1,250,000	\$ 1,850,000	\$ 2,100,000	\$ 1,450,000	\$ 1,850,000	\$ 2,100,000	\$ 2,300,000.00	\$ 2,300,000.00
<b>Indian Ridge</b>														
Lowest Sales	\$ 495,000	\$ 385,000	\$ 245,000	\$ 350,000	\$ 308,500	\$ 340,000	\$ 449,000	\$ 400,000	\$ 389,000	\$ 380,000	\$ 360,000	\$ 365,000	\$ 407,500.00	\$ 350,000.00
Highest Sales	\$ 2,620,000	\$ 2,400,000	\$ 1,800,000	\$ 1,900,000	\$ 1,950,000	\$ 2,300,000	\$ 1,400,000	\$ 2,730,000	\$ 2,050,000	\$ 1,200,000	\$ 2,200,000	\$ 1,900,000	\$ 2,225,000.00	\$ 2,800,000.00
<b>Ironwood</b>														
Lowest Sales	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000	\$ 120,000	\$ 132,000	\$ 145,000	\$ 210,000	\$ 195,000	\$ 194,000	\$ 172,900	\$ 225,000	\$ 218,000.00	\$ 255,000.00
Highest Sales	\$ 3,335,000	\$ 1,800,000	\$ 2,000,000	\$ 1,510,000	\$ 2,312,500	\$ 1,895,000	\$ 1,090,000	\$ 2,025,000	\$ 2,599,000	\$ 1,250,000	\$ 1,465,000	\$ 1,450,000	\$ 2,938,000.00	\$ 3,285,000.00
<b>Mission Hills</b>														
Lowest Sales	\$ 220,000	\$ 182,500	\$ 115,000	\$ 119,000	\$ 94,000	\$ 85,000	\$ 105,000	\$ 120,000	\$ 122,000	\$ 120,000	\$ 97,500	\$ 120,000	\$ 175,000.00	\$ 174,000.00
Highest Sales	\$ 1,865,000	\$ 1,865,000	\$ 2,950,000	\$ 1,800,000	\$ 1,870,600	\$ 2,000,000	\$ 1,750,000	\$ 2,250,000	\$ 3,200,000	\$ 2,600,000	\$ 2,100,000	\$ 2,800,000	\$ 3,200,000.00	\$ 3,462,500.00
<b>Morningside</b>														
Lowest Sales	\$ 692,000	\$ 485,000	\$ 480,000	\$ 525,000	\$ 575,000	\$ 450,000	\$ 660,000	\$ 609,000	\$ 480,000	\$ 499,000	\$ 488,250	\$ 515,000	\$ 615,000.00	\$ 625,000.00
Highest Sales	\$ 1,800,000	\$ 1,850,000	\$ 2,000,000	\$ 2,150,000	\$ 1,745,000	\$ 1,750,000	\$ 1,650,000	\$ 1,375,000	\$ 2,525,000	\$ 1,900,000	\$ 1,600,000	\$ 2,250,000	\$ 2,200,000.00	\$ 2,800,000.00
<b>Mountain View</b>														
Lowest Sales	\$ 577,000	\$ 505,000	\$ 425,000	\$ 288,750	\$ 285,000	\$ 295,000	\$ 320,000	\$ 395,000	\$ 335,000	\$ 325,000	\$ 324,000	\$ 299,000	\$ 450,000.00	\$ 390,000.00
Highest Sales	\$ 1,695,000	\$ 1,600,000	\$ 1,575,000	\$ 1,400,000	\$ 1,250,000	\$ 1,465,000	\$ 1,550,000	\$ 1,350,000	\$ 1,580,000	\$ 1,800,000	\$ 1,325,000	\$ 1,335,000	\$ 1,600,000.00	\$ 1,710,000.00
<b>Palm Valley</b>														
Lowest Sales	\$ 305,000	\$ 150,000	\$ 190,000	\$ 131,500	\$ 120,000	\$ 99,650	\$ 179,000	\$ 128,000	\$ 130,000	\$ 127,500	\$ 145,000	\$ 177,450	\$ 197,000.00	\$ 159,000.00
Highest Sales	\$ 905,000	\$ 915,000	\$ 575,000	\$ 556,000	\$ 595,000	\$ 460,000	\$ 429,000	\$ 725,000	\$ 675,000	\$ 695,000	\$ 549,000	\$ 585,000	\$ 605,000.00	\$ 645,000.00
<b>PGA West</b>														
Lowest Sales	\$ 240,000	\$ 234,500	\$ 156,000	\$ 117,700	\$ 150,000	\$ 700,000	\$ 159,000	\$ 220,000	\$ 160,000	\$ 97,000	\$ 98,000	\$ 75,000	\$ 94,500.00	\$ 225,000.00
Highest Sales	\$ 2,600,000	\$ 2,850,000	\$ 1,840,000	\$ 2,265,000	\$ 2,050,000	\$ 4,250,000	\$ 1,200,000	\$ 2,000,000	\$ 2,700,000	\$ 2,175,000	\$ 1,925,000	\$ 2,500,000	\$ 2,650,000.00	\$ 2,750,000.00
<b>Rancho La Quinta</b>														
Lowest Sales	\$ 385,000	\$ 385,000	\$ 385,000	\$ 250,000	\$ 270,000	\$ 335,000	\$ 400,000	\$ 360,000	\$ 431,300	\$ 400,000	\$ 412,000	\$ 420,000	\$ 405,000.00	\$ 380,000.00
Highest Sales	\$ 2,250,000	\$ 2,100,000	\$ 2,000,000	\$ 1,900,500	\$ 1,450,000	\$ 1,500,000	\$ 1,300,000	\$ 1,550,000	\$ 2,150,000	\$ 1,565,000	\$ 1,725,000	\$ 2,350,000	\$ 1,690,000.00	\$ 1,800,000.00
<b>The Lakes</b>														
Lowest Sales	\$ 385,000	\$ 330,000	\$ 235,000	\$ 205,000	\$ 180,000	\$ 145,000	\$ 225,000	\$ 169,000	\$ 148,000	\$ 155,000	\$ 165,000	\$ 160,000	\$ 177,500.00	\$ 210,000.00
Highest Sales	\$ 965,000	\$ 965,000	\$ 965,000	\$ 700,000	\$ 900,000	\$ 720,000	\$ 799,000	\$ 1,250,000	\$ 710,000	\$ 785,000	\$ 750,000	\$ 720,000	\$ 950,000.00	\$ 740,000.00
<b>The Springs</b>														
Lowest Sales	\$ 525,000	\$ 440,000	\$ 349,000	\$ 268,000	\$ 235,000	\$ 240,000	\$ 420,000	\$ 325,000	\$ 350,000	\$ 300,000	\$ 330,000	\$ 375,000	\$ 365,000.00	\$ 400,000.00
Highest Sales	\$ 1,050,000	\$ 1,150,000	\$ 700,000	\$ 980,000	\$ 950,000	\$ 750,000	\$ 670,000	\$ 730,000	\$ 825,000	\$ 781,000	\$ 790,000	\$ 815,000	\$ 900,000.00	\$ 995,000.00

DW & Associates, Heather Wong, CaDRE #01991637  
 (760) 776-7070 | realestate@dwateam.com | www.DianeWilliamsAndAssociates.com



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## Country Club Home Sales

Country Club	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Andalusia	2	11	8	18	11	17	44	28	29	32	26	32	27	40
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	31	34
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	45	50
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	14	23
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	39	44
Tradition	12	10	11	20	15	13	18	21	11	15	13	23	22	24
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	22	39

## Average Country Club Home Price and Price Per Square Foot

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2020 \$/Sq Ft
Andalusia	\$2,311,250	\$1,962,182	\$1,336,125	\$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	\$401
Bighorn	\$3,212,500	\$4,050,000	\$4,551,667	\$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	\$666
Hideaway	\$3,080,000	\$2,562,500	\$2,482,500	\$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	\$517
The Reserve	\$2,600,000	\$3,400,000	\$2,900,000	\$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	\$496
Toscana	\$2,248,583	\$2,120,884	\$1,823,333	\$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	\$506
Tradition	\$3,500,000	\$2,555,000	\$2,762,273	\$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	\$560
Vintage	\$3,150,000	\$1,962,500	\$2,880,000	\$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	\$493

DW & Associates, Heather Wong, CalDRE #01991637  
 (760) 776-7070 | realestate@dwater.com | www.DianeWilliamsAndAssociates.com



Note not all Bighorn properties sold are recorded in the MLS  
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## Price Ranges of Country Club Homes Sold

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
<b>Andalusia</b>													
Lowest Sales Price	\$ 1,150,000	\$ 955,000	\$ 985,000	\$ 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
Highest Sales Price	\$ 2,500,000	\$ 1,900,000	\$ 2,175,000	\$ 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
<b>Bighorn</b>													
Lowest Sales Price	\$ 1,750,000	\$ 1,850,000	\$ 2,150,000	\$ 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
Highest Sales Price	\$ 10,600,000	\$11,000,000	\$ 8,500,000	\$ 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
<b>Hideaway</b>													
Lowest Sales Price	\$ 1,420,000	\$ 1,400,000	\$ 950,000	\$ 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
Highest Sales Price	\$ 3,600,000	\$ 3,650,000	\$ 4,783,000	\$ 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
<b>The Reserve</b>													
Lowest Sales Price	\$ 1,525,000	\$ 2,900,000	\$ 720,000	\$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
Highest Sales Price	\$ 8,100,000	\$ 2,900,000	\$ 5,500,000	\$ 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
<b>Toscana</b>													
Lowest Sales Price	\$ 1,350,000	\$ 875,000	\$ 950,000	\$ 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
Highest Sales Price	\$ 2,900,000	\$ 4,200,000	\$ 5,000,000	\$ 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
<b>Tradition</b>													
Lowest Sales Price	\$ 1,750,000	\$ 1,425,000	\$ 995,000	\$ 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
Highest Sales Price	\$ 5,850,000	\$ 5,200,000	\$ 3,300,000	\$ 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
<b>The Vintage</b>													
Lowest Sales Price	\$ 680,000	\$ 500,000	\$ 460,000	\$ 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
Highest Sales Price	\$ 7,950,000	\$ 2,880,000	\$ 3,476,204	\$ 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

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