



DW & ASSOCIATES

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A new quarter is upon us, and we hope this letter finds you and your family healthy and safe during these interesting times. While it feels more like a marathon than a sprint, we are still adapting to this new normal. The unprecedented pandemic will continue to require a collective effort, from all of us, to keep pushing forward.

Summer is here and so are the buyers. The pandemic has consumers reevaluating what is “the perfect home?” Many now consider the once alluring city life to be less desirable and buyers are looking for a more suburban and less complicated lifestyle. According to Realtor Magazine, “nearly 30% of people living in high-density areas say the pandemic is prompting them to want to move by the end of the year.” As evident by the activity over the last few months, we are now seeing a large number of buyers from Los Angeles, Orange County, San Diego and San Francisco. Many are in search for a permanent residence, while others are seeking an easily commutable second home.

With interest rates at an all-time low, buyers are more enticed to find that perfect home to relocate to. The Coachella Valley has long been considered one of the few areas in Southern California where homes are affordable, and with our charming desert lifestyle, it is the perfect combination. In a recent market report released by California Desert Association of Realtors, Coachella Valley has seen a significant increase in daily sales, while Los Angeles and Orange County have decreased. The report shows Single Family Homes sales in the Coachella Valley has been increasing for at least six weeks and is now near pre-quarantine levels.

During the second quarter, Indian Ridge sold 15 homes as compared to second quarter 2019, where 32 homes were sold. This decrease was expected considering we entered the second quarter during the pandemic and followed by a stay-at-home order. Indian Ridge currently has 13 homes in escrow, 3 of which are over \$1 million. A total of 38 homes have sold in Indian Ridge so far this year. Of the 38 homes, million-dollar-plus properties represented 26% of the sales.

Current home prices have remained stable. While the HOA and the PUD have both trended up. The price per square foot in the HOA has increases by 10.4% and the PUD increased by 9% as compared to a year ago. The continuous lack of inventory in Indian Ridge and around the Coachella Valley is creating a high demand and prices should continue to rise. We are in a sellers’ market, with homes selling much faster and highly upgraded or updated homes are selling even faster and at a much higher price.

According to the “Country Club Home Sales” report, which shows the price appreciation (or loss) of the 19 local country clubs we track, Indian Ridge and Morningside are the only clubs with a higher price appreciation. The number of homes sold in each quarter year-to-date also indicates some clubs have been more affected by the pandemic than others. The clubs with sales at or

above 45% are predicted to be on track to sell at the minimum, the same number of homes as last year, or more.

The "Coachella Valley Total Home Sales Evaluation" report shows the second quarter of 2020 is down 40% as compared to the second quarter of 2019. However, homes sold over a million represented 9.4% of sales, which is up from 8.2% in 2019. Sales for homes sold over \$500,000 represented 37.2% of sales, which is up 31.4% from last year. It is evident that home values are increasing. The "Sales Update by Cities" also reinforces this trend of rising values and the "V" shape recovery as days on market has dropped to 77, average sales price is up 10.3% and the average list to sales price is at almost 97%. Home values are definitely increased as evidence by the reports.

Of the 38 homes sold in Indian Ridge this year, our team represented 24 of the homes sold, equating to a 63% market share. In the last 10 days, we have closed 11 escrows (2 outside IRCC) with over 12 million in sales. Experts are calling for Summer to be the new Spring, with continuing homes sales through the end of this year. Despite these wild times, the real estate market has held on and will continue to do so.

At DW & Associates, we are grateful for the success so far this year and looking forward to a strong rest of the year. Our office prides ourselves by taking to only the highest safety precaution and continues to be in touch with our clients by expanding our digital platforms with E-blasts, Facebook Boosts and Instagram. We conduct Facetime showings and network with a substantial reach of outside agents. We also offer virtual tours for our listings where buyers can feel as if they are walking through with 360-degree views of all rooms. For sellers, zoom meeting/listing appointments have become increasingly popular.

If you are considering selling your home, now would be a great time to give us a call. With historic low inventory and low interest rates, there are less houses to choose from, placing sellers in the most optimal position with little to no competition around. There may not be a better time to sell than now!

We welcome any questions and comments, please feel free to contact us anytime at the office, 760-776-7070 or you can email us at realestate@dwateam.com.

*Sincere regards,
The team of DW & Associates
Diane, Allison, Heather, Terrie, Barry, Kristeen, Laura, 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 June 30, 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
537 Falcon View	Acacia 2	1706	2/2	South	No	\$287	3/12/20	\$490,000
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
702 Red Arrow	Acacia 3	1,903	3/2	North	No	\$284	6/1/20	\$540,000
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
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
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
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
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
216 Eagle Dance	Palo Verde 5/Casita	3,310	4/4.5	East	Yes	\$227	2/28/20	\$675,000
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
344 Tomahawk	Ocotillo 1/Casita	3,371	4/4.5	East	No	\$306	3/4/20	\$1,030,000
181 Tomakawk	Ocotillo 1/Casita	3,371	4/4.5	South	Yes	\$423	6/30/20	\$1,425,000
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
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
165 White Horse	Palo Verde 5/Casita	3,310	4/4.5	South	Yes	\$332	2/4/20	\$1,050,000
850 Deer Haven	Smoketree 3	3,102	3/3.5	North	No	\$261	4/27/20	\$809,000
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
930 Deer Haven	Smoketree 5	3,562	4/4.5	North	No	\$225	6/30/20	\$800,000
958 Fire Dance	Toscana Prototype	5,400	4/4.5	West	Yes	\$519	6/30/20	\$2,800,000

PENDING - IN ESCROW

Address	Floor plan	Sq/Ft	Bd/Ba	Exposure	P/S	\$/SF	Date	Listing Price
543 Falcon View	Acacia 3	1,903	3/2	South	No	\$241	6/29/20	\$459,000
709 Box Canyon	Acacia 4	2,182	3/3.5	South	No	\$293	6/25/20	\$639,000
822 Red Arrow	Acacia 5	2,368	3/3.5	North	No	\$230	6/3/20	\$545,000
856 Mission Creek	Bougainvillea 2	2,742	3/3.5	East	Spa	\$280	6/29/20	\$615,000
679 Mesa Grande	Bougainvillea 2	2,742	3/3.5	West	No	\$284	6/23/20	\$779,000
410 Gold Canyon	Bougainvillea 2	2,742	3/3.5	North	Yes	\$343	5/20/20	\$940,000
316 White Horse	Bougainvillea 2	2,835	3/3.5	East	No	\$196	6/23/20	\$554,800
871 Red Arrow	Smoke Tree 2	2,682	3/3.5	South	No	\$429	6/25/20	\$1,150,000
200 Desert Holly	Smoke Tree 4	3,402	3/3.5	East	Yes	\$323	6/19/20	\$1,100,000
839 Red Arrow	Smoke Tree 5	3,757	3/3.5	South	Yes	\$250	6/29/20	\$940,000
765 Mission Creek	Ocotillo 1/Casita	3,371	4/4.5	East	Spa	\$304	6/14/20	\$1,025,000
332 Tomahawk	Ocotillo 3/Casita	3,869	4/4.5	East	Yes	\$438	5/27/20	\$1,695,816
978 Fire Dance	Toscana Prototype	4,910	4/4.5	West	Yes	\$397	6/30/20	\$1,950,000



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

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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
1st Quarter	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		7	\$ 4,860,900		187
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
2nd Quarter	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
3rd Quarter	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
4th Quarter	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
Annual	162	\$ 121,130,900		427	127	\$ 132,249,152		58	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	\$	\$ 777,303			\$	\$ 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	\$ 30,356,000	\$ 396	127	13	\$ 11,612,500	\$ 297	109
Average Price	\$	\$ 909,926			\$	\$ 1,284,083			\$	\$ 1,331,306			\$	\$ 1,174,959			\$	\$ 1,319,913			\$	\$ 893,269		
2010																								
	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	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	\$ 6,495,000	\$ 308	140	11	\$ 9,034,000	\$ 280	161	10	\$ 8,561,125	\$ 278	153	11	\$ 10,037,000	\$ 297	106
2nd Quarter	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	\$ 11,907,950	\$ 282	169	13	\$ 12,144,000	\$ 287	152	21	\$ 23,165,300	\$ 322	139	6	\$ 6,165,000	\$ 314	125
3rd Quarter	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
4th Quarter	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
Annual	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	\$	\$ 602,511			\$	\$ 659,389			\$	\$ 628,897		
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			\$	\$ 1,063,643		
2011																								
	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	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				
2nd Quarter	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	163	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				
3rd Quarter	24	\$ 15,727,000			14	\$ 11,943,083			19	\$ 12,472,750			16	\$ 11,859,300		119								
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								
PUD	12	\$ 8,579,500	\$ 285	202	9	\$ 8,865,583	\$ 290	171	9	\$ 6,713,250	\$ 257	107	6	\$ 5,340,000	\$ 272	139								
4th Quarter	10	\$ 5,595,000			21	\$ 15,559,000			19	\$ 14,835,281			15	\$ 11,523,650			82							
HOA	8	\$ 4,220,000	\$ 210	139	11	\$ 7,517,000	\$ 251	124	10	\$ 6,535,281	\$ 266	129	7	\$ 4,120,650		55								
PUD	2	\$ 1,375,000	\$ 241	270	10	\$ 8,042,000	\$ 274	158	9	\$ 8,300,000	\$ 292	120	8	\$ 7,403,000		105								
Annual	61	\$ 41,210,500			79	\$ 59,490,083			85	\$ 63,851,031			85	\$ 63,851,031										
HOA	30	\$ 18,062,500	\$ 230	141	37	\$ 22,441,000	\$ 237	133	45	\$ 28,089,781	\$ 248	140	45	\$ 28,089,781	\$ 248	140								

Country Club Home Sales Price Change and Appreciation

Country Club	Average Sales Price					% of Change 2019	Total # of Homes Sold				
	2017	2018	2019	2020	2017		2018	2019	2020	% of 2019 Sales	
	Total	Total	Total	Total	Total		Total	Total	YTD		
Desert Horizons	\$ 621,453	\$ 667,124	\$ 579,296	\$ 628,900	8.6%	47	34	38	20	53%	
Indian Ridge	\$ 753,411	\$ 742,663	\$ 789,432	\$ 885,613	12.2%	79	85	84	38	45%	
Indian Ridge PUD	\$ 885,978	\$ 894,031	\$ 1,003,279	\$ 1,061,240	5.8%	42	40	37	20	54%	
Indian Ridge HOA	\$ 606,514	\$ 624,217	\$ 621,083	\$ 690,472	11.2%	37	45	47	18	38%	
Indian Wells	\$ 586,555	\$ 668,956	\$ 761,547	\$ 781,499	2.6%	149	121	91	45	49%	
Ironwood	\$ 483,872	\$ 534,231	\$ 659,877	\$ 509,321	-22.8%	87	89	75	28	37%	
Mission Hills	\$ 498,406	\$ 511,697	\$ 719,132	\$ 687,637	-4.4%	137	131	126	55	44%	
Morningside	\$ 829,830	\$ 1,024,000	\$ 1,082,682	\$ 1,233,125	13.9%	22	35	28	8	29%	
Mountain View	\$ 786,151	\$ 791,081	\$ 823,766	\$ 916,108	11.2%	43	52	28	23	82%	
Palm Valley	\$ 344,909	\$ 341,983	\$ 371,905	\$ 376,948	1.4%	95	75	95	37	39%	
PGA West	\$ 593,544	\$ 609,802	\$ 661,445	\$ 698,420	5.6%	267	261	247	123	50%	
Rancho LaQuinta	\$ 868,804	\$ 849,570	\$ 848,608	\$ 813,556	-4.1%	78	61	68	44	65%	
The Lakes	\$ 330,915	\$ 316,602	\$ 357,981	\$ 379,429	6.0%	73	79	79	36	46%	
The Springs	\$ 492,013	\$ 557,023	\$ 598,277	\$ 577,628	-3.5%	91	90	77	39	51%	
Andalusia	\$ 1,476,808	\$ 1,439,578	\$ 1,581,415	\$ 1,525,000	-3.6%	26	32	27	11	41%	
Bighorn	\$ 3,339,333	\$ 3,949,071	\$ 3,688,519	\$ 3,881,762	5.2%	21	35	31	21	68%	
Hideaway	\$ 2,183,523	\$ 2,434,571	\$ 2,436,377	\$ 2,400,526	-1.5%	22	28	45	19	42%	
Reserve	\$ 2,153,136	\$ 1,755,000	\$ 2,176,607	\$ 1,901,555	-12.6%	22	11	14	9	64%	
Toscana	\$ 1,842,381	\$ 1,956,374	\$ 2,161,059	\$ 1,882,314	-12.9%	30	38	39	9	23%	
Tradition	\$ 2,603,269	\$ 2,409,432	\$ 2,449,045	\$ 2,129,750	-13.0%	13	23	22	7	32%	
Vintage	\$ 2,380,824	\$ 2,053,587	\$ 2,218,181	\$ 2,915,714	31.4%	17	23	22	14	64%	

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Sales Update by Cities

Area	2019 2nd Qtr Sales	2020 2nd Qtr Sales	% Change Qtr Sales	2019 2nd Qtr Avg Price	2020 2nd Qtr Avg Price	% Change Avg Price	2020 2nd Qtr DOM	2020 2nd Qtr LP/SP
Coachella Valley	2,981	1,778	-40.4%	\$ 525,530	\$ 579,697	10.3%	77	96.97%
Bermuda Dunes	41	26	-36.6%	\$ 402,029	\$ 579,919	44.2%	123	96.99%
Indian Wells	85	63	-25.9%	\$ 1,205,690	\$ 901,705	-25.2%	152	92.98%
Indio Central	79	49	-38.0%	\$ 301,387	\$ 339,489	12.6%	63	98.91%
La Quinta North	61	42	-31.1%	\$ 385,659	\$ 381,209	-1.2%	56	95.43%
La Quinta South	387	267	-31.0%	\$ 839,790	\$ 879,660	4.75%	93	96.32%
Palm Desert East	278	128	-54.0%	\$ 394,827	\$ 456,162	15.53%	79	96.94%
Palm Desert North	163	96	-41.1%	\$ 410,468	\$ 418,851	2.04%	68	96.66%
Palm Desert South	148	102	-31.1%	\$ 731,239	\$ 780,285	6.71%	101	96.20%
Palm Springs Central	177	122	-31.1%	\$ 576,447	\$ 791,907	37.38%	61	96.66%
Palm Springs North	152	120	-21.1%	\$ 419,000	\$ 440,560	5.15%	54	97.87%
Palm Springs South	315	131	-58.4%	\$ 527,069	\$ 567,243	7.62%	63	96.60%
Rancho Mirage	275	158	-42.55%	\$ 667,022	\$ 648,168	-2.83%	87	95.81%
Sun City	73	25	-65.8%	\$ 258,584	\$ 275,785	6.65%	38	99.31%

2nd Quarter of 2019 compared to 2nd Quarter of 2020

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	
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%
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%

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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	20
Indian Ridge	39	33	63	78	73	79	74	60	61	79	85	84	38
Indian Wells	40	53	69	78	87	87	82	87	75	149	121	91	45
Ironwood	44	40	46	67	65	77	74	57	52	87	89	75	28
Mission Hills	63	50	68	92	122	123	111	111	104	137	131	126	55
Morningside	21	15	19	17	20	39	19	23	24	22	35	28	8
Mountain View	39	44	47	37	29	33	26	32	35	43	52	28	23
Palm Valley	69	46	61	57	71	80	78	65	78	95	75	95	37
PGA West	161	133	161	181	213	230	217	175	228	265	261	247	123
Rancho La Quinta	54	55	64	71	70	68	72	54	48	78	61	68	44
The Lakes	45	31	43	46	56	53	77	45	49	73	79	79	36
The Springs	44	37	29	50	54	53	71	40	68	91	90	77	39

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	\$ 628,900	212
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	\$ 885,613	287
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	\$ 781,499	264
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	\$ 509,321	275
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	\$ 626,451	223
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	\$ 1,233,135	305
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	\$ 887,000	267
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	\$ 376,948	231
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	\$ 698,420	244
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	\$ 813,556	276
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	\$ 379,429	181
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	\$ 577,628	201

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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
Desert Horizons														
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	\$ 364,000.00
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
Indian Wells														
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	\$ 187,000.00
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	\$ 1,600,000.00
Indian Ridge														
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	\$ 420,000.00
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
Ironwood														
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	\$ 1,800,000.00
Mission Hills														
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	\$ 2,999,000.00
Morningside														
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	\$ 660,000.00
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	\$ 1,950,000.00
Mountain View														
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
Palm Valley														
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	\$ 150,000.00
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	\$ 585,000.00
PGA West														
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	\$ 2,050,000.00
Rancho La Quinta														
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
The Lakes														
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	\$ 725,000.00
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	\$ 675,000.00
The Springs														
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	\$ 841,000.00

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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	11
Bighorn	14	22	9	12	20	14	20	23	20	21	21	35	31	21
Hideaway	21	14	18	21	21	26	28	18	27	15	22	28	45	19
The Reserve	10	11	1	9	6	18	20	14	8	10	22	11	14	9
Toscana	12	8	11	19	25	29	29	29	27	23	30	38	39	9
Tradition	12	10	11	20	15	13	18	21	11	15	13	23	22	7
Vintage	12	6	6	4	17	13	11	21	13	12	17	23	22	14

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
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	\$1,525,000	\$403.00
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	\$3,881,762	\$630.00
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	\$2,400,526	\$495.00
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	\$1,901,555	\$479.00
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	\$1,882,314	\$479.00
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	\$2,129,750	\$493.00
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	\$2,915,714	\$475.00

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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
Andalusia													
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	\$ 965,000.00
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	\$ 2,595,000.00
Bighorn													
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	\$ 10,000,000.00
Hideaway													
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	\$ 4,375,000.00
The Reserve													
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	\$ 1,000,000.00
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	\$ 3,250,000.00
Toscana													
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	\$ 3,149,000.00
Tradition													
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	\$ 1,375,000.00
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	\$ 2,775,000.00
The Vintage													
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	\$ 999,500.00
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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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.

