



EQUITY  
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LUXURY PROPERTIES

3RD QUARTER | 2026

# Indian Ridge Real Estate Market Update



DW & Associates

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## ABOUT DW & ASSOCIATES

*DW & Associates (AKA Diane Williams & Associates) serves as your community expert and lifestyle liaison providing exceptional service to homeowners, members, and potential buyers in Indian Ridge.*

As the exclusive on-site real estate sales office at Indian Ridge Country Club, DW & Associates are uniquely positioned to provide unparalleled expertise and customer service. Located in the main clubhouse, we work closely with membership to ensure your experience is both smooth and enjoyable. We are available 7 days a week and can show homes or provide a club tour with a moment's notice. We are proud to be one of the top two real estate teams in the Greater Palm Springs Area with over 1,300 transactions representing buyers and sellers for a sales volume of over 1 Billion. In Indian Ridge alone, we represented 838 buyers and sellers since 2004 with over \$869,000,000 in sales volume making our team the top agents in Indian Ridge.

### OUR SALES IN THE COACHELLA VALLEY

9

MILLION 2026  
CLOSED VOLUME

66

2026 TOTAL  
TRANSACTIONS

2

2026 MLS  
RANKING

### OUR SALES IN INDIAN RIDGE

84

MILLION 2026  
CLOSED VOLUME

54.5

2026 TOTAL  
TRANSACTIONS

1

2026 MLS  
RANKING



## DW & Associates

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Dear Indian Ridge 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 Indian Ridge.

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.

Here at Indian Ridge, we've had a strong year overall, with 52 homes sold through September, already 30% more than the 40 homes sold during all of 2025. The average sale price reached \$1,530,498, approximately 9.9% above last year's average. The third quarter itself was quieter, with seven sales compared with eight during the same period last year. Average days on market were 109 for HOA homes and 39 for PUD homes, although off-market sales can affect these figures, particularly when only a handful of homes have sold.

As of today, Indian Ridge has just 18 homes available for sale, more than double the inventory we saw during the summer. We expect more listings to come to market as residents return and the season gets underway. For sellers, thoughtful pricing and making a strong first impression will be especially important as inventory increases and buyers have more options to consider.

With 52 home sales already recorded at Indian Ridge in 2026, our office has been involved in 37 of those transactions, representing a 71% market share. So far this year, our team has proudly represented 29 sellers and 27 buyers, and we look forward to building on that success as we finish out the year.

We are truly honored to serve as your Indian Ridge On-Site Sales Office and remain committed to being a trusted real estate resource for our community, both within Indian Ridge 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 your real estate needs. We look forward to welcoming everyone back and to another exciting season at Indian Ridge!

Warm regards,

*Heather Wong*

Heather Wong, REALTOR® / Co-Owner  
Indian Ridge On-Site Sales Office



## DW & ASSOCIATES

### Indian Ridge Country Club Sales January 1, 2026 to September 30, 2026

*Beige 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  |
| 685 Box Canyon      | Acacia 2         | 1706  | 2/2   | South    | No  | \$381 | 9/19/2026 | \$650,000   |
| 435 Falcon View     | Acacia 3         | 1903  | 3/2   | South    | No  | \$615 | 3/16/26   | \$1,171,074 |
| 431 Desert Holly    | Acacia 3         | 1903  | 3/2   | South    | No  | \$342 | 7/31/2026 | \$650,000   |
| 472 Desert Holly    | Acacia 3         | 1903  | 3/2   | North    | No  | \$391 | 3/13/26   | \$745,000   |
| 502 Desert Holly    | Acacia 4         | 2,182 | 3/3.5 | North    | No  | \$458 | 1/5/26    | \$1,000,000 |
| 526 Desert Holly    | Acacia 4         | 2,182 | 3/3.5 | North    | No  | \$461 | 4/22/26   | \$1,005,000 |
| 440 Desert Holly    | Acacia 4         | 2,182 | 3/3.5 | North    | No  | \$481 | 4/28/26   | \$1,050,000 |
| 434 Desert Holly    | Acacia 4         | 2,182 | 3/3.5 | North    | No  | \$515 | 4/15/26   | \$1,123,000 |
| 400 Tomahawk        | Bougainvillea 1  | 2,430 | 3/3.5 | North    | No  | \$420 | 3/13/26   | \$1,020,000 |
| 670 Mesa Grande     | Bougainvillea 1  | 2,430 | 3/3.5 | East     | No  | \$530 | 8/31/26   | \$1,287,500 |
| 830 Snow Creek      | Bougainvillea 1  | 2,430 | 3/3.5 | East     | No  | \$623 | 3/2/26    | \$1,515,000 |
| 606 Mesa Grande     | Bougainvillea 1  | 2,430 | 3/3.5 | East     | Yes | \$545 | 2/11/26   | \$1,324,340 |
| 440 Gold Canyon     | Bougainvillea 1  | 2,430 | 3/3.5 | North    | No  | \$385 | 6/10/26   | \$935,000   |
| 639 Mesa Grande     | Bougainvillea 1  | 2,430 | 3/3.5 | West     | Yes | \$689 | 5/8/26    | \$1,675,000 |
| 780 Dove Run        | Bougainvillea 2G | 3,542 | 5/4.5 | North    | Spa | \$462 | 1/20/26   | \$1,635,000 |
| 525 Indian Ridge    | Bougainvillea 2  | 2,742 | 3/3.5 | West     | Yes | \$337 | 6/3/26    | \$925,000   |
| 936 Mesa Grande     | Bougainvillea 2  | 2,742 | 3/3.5 | North    | Yes | \$602 | 4/27/26   | \$1,650,000 |
| 620 Hawk Hill       | Bougainvillea 3  | 2,217 | 3/3   | North    | No  | \$507 | 4/15/26   | \$1,125,000 |
| 601 Indian Ridge    | Cortona 923      | 5,395 | 5/4.5 | West     | Yes | \$685 | 5/5/26    | \$3,695,000 |
| 149 Rainbird        | Mesquite 3       | 1,968 | 3/2   | South    | No  | \$366 | 8/21/26   | \$720,000   |
| 109 Rain Bird       | Mesquite 5       | 2,473 | 3/3.5 | South    | No  | \$526 | 3/13/26   | \$1,300,000 |
| 505 Indian Ridge    | Ocotillo 1       | 3,082 | 3/3.5 | West     | No  | \$375 | 7/6/26    | \$1,155,000 |
| 820 Mission Creek   | Ocotillo 1       | 3,082 | 3/3.5 | North    | No  | \$625 | 7/21/26   | \$1,925,000 |
| 411 Tomahawk        | Ocotillo 1G      | 3,371 | 4/4.5 | South    | Yes | \$663 | 9/13/26   | \$2,235,000 |
| 795 Hawk Hill       | Ocotillo 1G      | 3,371 | 4/4.5 | South    | Yes | \$570 | 1/16/26   | \$1,920,000 |
| 963 Mesa Grande     | Ocotillo 1G      | 3,371 | 4/4.5 | South    | Spa | \$801 | 2/17/26   | \$2,700,000 |
| 650 Gold Canyon     | Ocotillo 2       | 3,255 | 3/3.5 | North    | Spa | \$476 | 1/29/26   | \$1,550,000 |
| 682 Elk Clover      | Ocotillo 2       | 3,255 | 3/3.5 | East     | Yes | \$492 | 3/10/26   | \$1,600,000 |
| 688 Mission Creek   | Ocotillo 2       | 3,255 | 3/3.5 | North    | Yes | \$614 | 3/31/26   | \$2,000,000 |
| 351 Tomahawk        | Ocotillo 2       | 3,244 | 3/3.5 | South    | Spa | \$635 | 2/5/26    | \$2,060,000 |
| 324 Tomahawk        | Ocotillo 2       | 3,255 | 3/3.5 | East     | No  | \$307 | 3/3/26    | \$1,000,000 |
| 741 Mission Creek   | Ocotillo 2G      | 3,576 | 4/4.5 | East     | Yes | \$538 | 2/24/26   | \$1,924,500 |
| 716 Mission Creek   | Ocotillo 2G      | 3,576 | 4/4.5 | North    | Yes | \$786 | 1/8/26    | \$2,810,000 |
| 600 Gold Canyon     | Ocotillo 3       | 3,513 | 3/3.5 | North    | Yes | \$498 | 1/30/26   | \$1,750,000 |
| 580 Elk Clover      | Ocotillo 3       | 3,513 | 3/3.5 | East     | No  | \$683 | 2/26/26   | \$2,400,000 |
| 181 Eagle Dance     | Palo Verde 3     | 2,712 | 3/3.5 | West     | No  | \$569 | 3/6/26    | \$1,685,000 |
| 229 White Horse     | Palo Verde 3     | 2,712 | 3/3.5 | South    | No  | \$396 | 6/2/26    | \$1,075,000 |
| 340 Bright Rock     | Palo Verde 3     | 2,712 | 3/3.5 | West     | No  | \$450 | 6/26/26   | \$1,220,000 |
| 469 White Horse     | Palo Verde 3     | 2,712 | 3/3.5 | North    | Spa | \$549 | 6/5/26    | \$1,490,000 |
| 320 Bright Rock     | Palo Verde 3     | 2,712 | 3/3.5 | West     | Yes | \$627 | 5/22/26   | \$1,700,000 |
| 197 White Horse     | Palo Verde 3     | 2,712 | 3/3.5 | South    | No  | \$627 | 5/26/26   | \$1,700,000 |
| 448 White Horse     | Palo Verde 3     | 2,712 | 3/3.5 | South    | No  | \$590 | 6/26/26   | \$1,850,000 |
| 350 Bright Rock     | Palo Verde 3G    | 2,976 | 4/4.5 | West     | Yes | \$603 | 2/20/26   | \$1,795,000 |
| 461 White Horse     | Palo Verde 5     | 3,310 | 4/4.5 | North    | No  | \$566 | 3/30/26   | \$1,875,000 |
| 405 White Horse     | Palo Verde 5     | 3,310 | 4/4.5 | North    | No  | \$383 | 6/17/26   | \$1,275,000 |
| 903 Red Arrow Trail | Smoke Tree 2     | 2,682 | 3/3.5 | South    | Yes | \$503 | 2/25/26   | \$1,350,000 |
| 501 Red Arrow Trail | Smoke Tree 2     | 2,682 | 3/3.5 | South    | Yes | \$567 | 1/12/26   | \$1,520,000 |
| 321 Arrowhead       | Smoke Tree 3     | 3,102 | 3/3.5 | West     | No  | \$355 | 4/20/26   | \$1,100,000 |
| 713 Red Arrow       | Smoke Tree 4     | 3,402 | 3/3.5 | South    | Yes | \$353 | 4/15/26   | \$1,200,000 |
| 811 Deer Haven      | Smoke Tree 5     | 3,562 | 4/4.5 | South    | Yes | \$340 | 5/13/26   | \$1,210,000 |
| 551 Red Arrow       | Smoke Tree 5     | 3,562 | 4/4.5 | South    | Yes | \$472 | 2/9/26    | \$1,680,000 |
| 770 Deer Haven      | Smoke Tree 5     | 3,562 | 4/4.5 | North    | Yes | \$590 | 6/1/26    | \$2,100,000 |

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 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   | 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 |
| 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 |        |     | 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 |      | \$ 877,303     |        |     |      | \$ 733,558     |        |     |      | \$ 874,400    |        |     |      | \$ 767,250    |        |     |      | \$ 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    |        |     |
|               | 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   | 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 |
| 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   | \$ 11,907,550 | \$ 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  |        |     |
|               | 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   | 9    | \$ 7,038,500   |        |     | 20   | \$ 13,835,500  |        |     | 21   | \$ 15,472,000 |        |     | 21   | \$ 17,187,400 |        |     | 23   | \$ 19,015,400 |        |     | 39   | \$ 37,240,792 |        |     |
| 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 | 18   | \$ 12,642,000 | \$ 300 | 53  |
| 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  | 21   | \$ 24,598,792 | \$ 356 | 56  |
| 2nd Quarter   | 18   | \$ 12,859,000  |        |     | 24   | \$ 17,431,500  |        |     | 26   | \$ 21,071,000 |        |     | 32   | \$ 25,741,945 |        |     | 15   | \$ 14,637,900 |        |     | 43   | \$ 43,018,900 |        |     |
| 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  | 28   | \$ 23,941,400 | \$ 341 | 33  |
| 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  | 15   | \$ 19,077,500 | \$ 373 | 76  |

|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
|---------------|------|----------|------------|--------|-----|------|----------|------------|--------|-----|------|----------|------------|--------|-----|------|----------|------------|--------|-----|------|----------|------------|--------|-----|------|----------|-------------|--------|-----|
| 3rd Quarter   | 24   | \$       | 15,727,000 |        |     | 14   | \$       | 11,943,083 |        |     | 19   | \$       | 12,472,750 |        |     | 16   | \$       | 11,859,300 |        | 119 | 30   | \$       | 26,904,010 |        |     | 19   | \$       | 20,715,000  |        |     |
| 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  | 11   | \$       | 10,147,000  | \$ 389 | 33  |
| 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  | 8    | \$       | 10,568,000  | \$ 441 | 42  |
| 4th Quarter   | 10   | \$       | 5,595,000  |        |     | 21   | \$       | 15,559,000 |        |     | 19   | \$       | 14,835,281 |        |     | 15   | \$       | 11,523,650 |        |     | 30   | \$       | 25,997,400 |        |     | 24   | \$       | 29,338,500  |        |     |
| 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  | 13   | \$       | 13,603,500  | \$ 431 | 30  |
| 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  | 11   | \$       | 15,735,000  | \$ 448 | 47  |
| Annual        | 61   | \$       | 41,210,500 |        |     | 79   | \$       | 59,490,083 |        |     | 85   | \$       | 63,851,031 |        |     | 85   | \$       | 63,851,031 |        |     | 98   | \$       | 86,554,710 |        |     | 125  | \$       | 130,313,192 |        |     |
| 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 | 49   | \$       | 34,038,300 | \$ 269 | 94  | 70   | \$       | 60,333,900  | \$ 355 | 38  |
| Average Price |      | \$       | 608,707    |        |     |      | \$       | 606,514    |        |     |      | \$       | 624,217    |        |     |      | \$       | 624,217    |        |     |      | \$       | 694,659    |        |     |      | \$       | 861,912     |        |     |
| PUD           | 31   | \$       | 23,148,000 | \$ 261 | 176 | 42   | \$       | 37,049,083 | \$ 279 | 146 | 40   | \$       | 35,761,250 | \$ 285 | 131 | 40   | \$       | 35,761,250 | \$ 285 | 131 | 49   | \$       | 52,516,410 | \$ 327 | 84  | 55   | \$       | 69,979,292  | \$ 391 | 58  |
| Average Price |      | \$       | 904,083    |        |     |      | \$       | 785,419    |        |     |      | \$       | 882,121    |        |     |      | \$       | 882,121    |        |     |      | \$       | 1,071,763  |        |     |      | \$       | 1,272,350   |        |     |
|               | 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   | 16   | \$       | 22,719,000 |        |     | 16   | \$       | 20,192,000 |        |     | 14   | \$       | 18,933,200 |        |     | 16   | \$       | 24,416,000 |        |     | 25   | \$       | 41,329,914 |        |     |      |          |             |        |     |
| HOA           | 8    | \$       | 9,719,000  | \$ 462 | 37  | 10   | \$       | 10,667,000 | \$ 447 | 61  | 8    | \$       | 11,898,200 | \$ 499 | 82  | 10   | \$       | 12,704,000 | \$ 482 | 85  | 10   | \$       | 14,121,074 | \$ 527 | 45  |      |          |             |        |     |
| PUD           | 8    | \$       | 13,000,000 | \$ 542 | 51  | 6    | \$       | 9,525,000  | \$ 542 | 69  | 6    | \$       | 8,385,000  | \$ 496 | 54  | 6    | \$       | 11,712,000 | \$ 518 | 50  | 15   | \$       | 27,208,840 | \$ 581 | 53  |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 2nd Quarter   | 25   | \$       | 36,470,000 |        |     | 21   | \$       | 27,395,000 |        |     | 17   | \$       | 25,466,000 |        |     | 9    | \$       | 15,710,000 |        |     | 20   | \$       | 29,103,000 |        |     |      |          |             |        |     |
| HOA           | 14   | \$       | 16,605,000 | \$ 489 | 32  | 8    | \$       | 8,354,000  | \$ 430 | 102 | 8    | \$       | 11,090,000 | \$ 472 | 62  | 3    | \$       | 3,035,000  | \$ 436 | 93  | 14   | \$       | 19,098,000 | \$ 486 | 65  |      |          |             |        |     |
| PUD           | 11   | \$       | 19,865,000 | \$ 589 | 30  | 13   | \$       | 19,041,000 | \$ 508 | 87  | 9    | \$       | 14,376,000 | \$ 535 | 90  | 6    | \$       | 12,675,000 | \$ 591 | 30  | 6    | \$       | 10,005,000 | \$ 535 | 108 |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 3rd Quarter   | 10   | \$       | 17,145,000 |        |     | 13   | \$       | 14,913,000 |        |     | 16   | \$       | 20,787,500 |        |     | 8    | \$       | 9,312,500  |        |     | 7    | \$       | 8,622,500  |        |     |      |          |             |        |     |
| HOA           | 4    | \$       | 5,275,000  | \$ 565 | 42  | 10   | \$       | 10,863,000 | \$ 449 | 66  | 10   | \$       | 10,182,500 | \$ 453 | 77  | 4    | \$       | 3,507,500  | \$ 383 | 66  | 3    | \$       | 2,020,000  | \$ 362 | 109 |      |          |             |        |     |
| PUD           | 6    | \$       | 11,870,000 | \$ 616 | 60  | 3    | \$       | 4,050,000  | \$ 468 | 71  | 6    | \$       | 10,605,000 | \$ 532 | 20  | 4    | \$       | 5,805,000  | \$ 533 | 30  | 4    | \$       | 6,602,500  | \$ 548 | 39  |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 4th Quarter   | 9    | \$       | 14,359,000 |        |     | 12   | \$       | 12,760,000 |        |     | 7    | \$       | 11,770,000 |        |     | 7    | \$       | 7,742,500  |        |     |      |          |            |        |     |      |          |             |        |     |
| HOA           | 3    | \$       | 3,670,000  | \$ 495 | 38  | 4    | \$       | 2,455,000  | \$ 446 | 71  | 2    | \$       | 3,275,000  | \$ 560 | 22  | 5    | \$       | 4,570,000  | \$ 393 | 91  |      |          |            |        |     |      |          |             |        |     |
| PUD           | 6    | \$       | 10,689,000 | \$ 581 | 20  | 8    | \$       | 10,305,000 | \$ 501 | 67  | 5    | \$       | 8,495,000  | \$ 555 | 61  | 2    | \$       | 3,172,500  | \$ 578 | 18  |      |          |            |        |     |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| Annual        | 60   | \$       | 90,693,000 |        |     | 62   | \$       | 75,260,000 |        |     | 54   | \$       | 76,956,700 |        |     | 40   | \$       | 57,181,000 |        |     |      |          |            |        |     |      |          |             |        |     |
| HOA           | 29   | \$       | 35,269,000 | \$ 493 | 35  | 32   | \$       | 32,339,000 | \$ 446 | 71  | 28   | \$       | 36,445,700 | \$ 503 | 65  | 22   | \$       | 23,816,500 | \$ 438 | 84  |      |          |            |        |     |      |          |             |        |     |
| Average Price |      | \$       | 1,216,172  |        |     |      | \$       | 1,077,966  |        |     |      | \$       | 1,452,013  |        |     |      | \$       | 1,082,568  |        |     |      |          |            |        |     |      |          |             |        |     |
| PUD           | 31   | \$       | 55,424,000 | \$ 582 | 39  | 30   | \$       | 42,921,000 | \$ 501 | 67  | 26   | \$       | 41,861,000 | \$ 529 | 60  | 18   | \$       | 33,364,500 | \$ 548 | 43  |      |          |            |        |     |      |          |             |        |     |
| Average Price |      | \$       | 1,787,870  |        |     |      | \$       | 1,480,034  |        |     |      | \$       | 1,610,038  |        |     |      | \$       | 1,794,970  |        |     |      |          |            |        |     |      |          |             |        |     |

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If your property is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings.

## Sales Update by Cities

| <i>Area</i>          | <i>2025 3rd Qtr Sales</i> | <i>2026 3rd Qtr Sales</i> | <i>% Change Qtr Sales</i> | <i>2025 3rd Qtr Avg Price</i> | <i>2026 3rd Qtr Avg Price</i> | <i>% Change Avg Price</i> | <i>2026 3rd Qtr DOM</i> | <i>2026 3rd Qtr LP/SP</i> |
|----------------------|---------------------------|---------------------------|---------------------------|-------------------------------|-------------------------------|---------------------------|-------------------------|---------------------------|
| 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



**DW & ASSOCIATES**

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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% |

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# 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     |            |              |            |              |            |            |              |              |              |             |             |             |             |             |             | Average |
|------------------|------------|--------------|------------|--------------|------------|------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|---------|
|                  | 2012       | 2013         | 2014       | 2015         | 2016       | 2017       | 2018         | 2019         | 2020         | 2021        | 2022        | 2023        | 2024        | 2025        | 2026        | Average |
| 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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# 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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Note not all Bighorn properties sold are recorded in the MLS

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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  |
| Bigdom              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |                  |
| 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  |

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