



EQUITY  
UNION  
LUXURY PROPERTIES



2ND QUARTER | 2025

# 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 1,200 transactions representing buyers and sellers for a sales volume of over 1 Billion. In Indian Ridge alone, we represented 809 buyers and sellers since 2004 with over \$800,000,000 in sales volume making our team the top agents in Indian Ridge.

### OUR SALES IN THE COACHELLA VALLEY

56  
MILLION 2025  
CLOSED VOLUME

41  
2025 TOTAL  
TRANSACTIONS

3  
2025 MLS  
RANKING

1,130  
BILLION  
CAREER SALES

### OUR SALES IN INDIAN RIDGE

37  
MILLION 2025  
CLOSED VOLUME

23  
2025 TOTAL  
TRANSACTIONS

1  
2025 MLS  
RANKING

808  
MILLION  
CAREER SALES



## DW & Associates

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Dear Indian Ridge Resident,

We hope this message finds you well and enjoying a relaxing summer whether you're near or far.

As part of our ongoing commitment to keep you informed, we're pleased to share our 2025 2nd Quarter Market Update, highlighting real estate trends across California, the Coachella Valley, and Indian Ridge.

California appears to be entering into a buyer's market after several years of steady inventory growth and recent economic uncertainty. With more homes on the market, fewer active buyers, and interest rates still hovering right under 7%, today's buyers have more choices and greater leverage in negotiations. There are currently 73,160 active listings in California, the highest number since October 2019.

We are seeing similar trends throughout the Coachella Valley. Inventory has returned to pre-pandemic levels, leading to more options for the few buyers wanting to purchase. According to the latest Coachella Valley Housing Report, there are now 3,825 homes (condos and single-family) on the market compared to just 1,500 units during the same time in 2020. In our report titled "Sales Update by City," nearly every city shows fewer home sales in Q2 2025 compared to Q2 2024. Meanwhile, our "Sales Appreciation" report reveals that most clubs are seeing a decline in sales, with the exception of a few communities such as Rancho La Quinta, Mountain View, Palm Valley, Andalusia, Toscana, and Tradition.

As of July 1, 2025, Indian Ridge has sold 25 homes year-to-date, a 19% decrease compared to the same period in 2024. Q2 2025 saw a sharp drop in sales, with only 9 homes sold compared to 17 the previous year, a 47% decrease. Current inventory includes 18 active listings, and we think this number could rise to at least 30 to 40 homes as we head into the fall season since many listings get pulled temporarily off the market for summer in order to preserve the days on market. Days on Market (DOM) in the HOA has increased from 62 to 93 days, with the average price down 20%. The PUD has seen a decrease in DOM from 90 to 30 days. It's important to note the drop in the PUD figure is influenced by three off-market sales, which skewed the average. The average price rose 24% but this is in part to two homes that closed at \$3,000,000 and above.

We believe it's important to look at these changes in the market not as a crash but as a healthy correction. The sharp rise in home values during the pandemic was unprecedented and could not last forever. Even if prices drop another 10% there is still great equity in our homes and home prices are still above what they were pre-COVID.

As always, we're truly grateful to be your dedicated on-site sales team here at Indian Ridge. Whether you're curious about the current real estate market, have questions about buying or selling, or simply want to stop by and say hello, we're here for you. Our doors are always open, and we look forward to connecting with you!

*Heather Wong*

Heather Wong, Realtor®/Co-Owner



## DW & ASSOCIATES

### Indian Ridge Country Club Sales January 1, 2025 to June 30, 2025

*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  |
|-------------------|-----------------|-------|-------|----------|-----|-------|---------|-------------|
| 275 Indian Ridge  | Acacia 3        | 1903  | 3/2   | West     | No  | \$394 | 4/24/25 | \$750,000   |
| 497 Desert Holly  | Acacia 3        | 1,903 | 3/2   | South    | No  | \$447 | 3/19/25 | \$850,000   |
| 401 Desert Holly  | Acacia 3        | 1,903 | 3/2   | South    | No  | \$465 | 5/12/25 | \$885,000   |
| 374 Desert Holly  | Acacia 4        | 2,182 | 3/4   | North    | No  | \$429 | 2/7/25  | \$935,000   |
| 368 Desert Holly  | Acacia 4        | 2,182 | 3/4   | North    | No  | \$503 | 3/20/25 | \$1,055,000 |
| 709 Box Canyon    | Acacia 4        | 2,182 | 3/4   | South    | No  | \$596 | 2/10/25 | \$1,300,000 |
| 291 Indian Ridge  | Acacia 5        | 2,368 | 3/4   | West     | No  | \$371 | 3/28/25 | \$879,000   |
| 710 Snow Creek    | Bougainvillea 1 | 2,430 | 3/4   | East     | No  | \$463 | 3/27/25 | \$1,000,000 |
| 100 White Horse   | Bougainvillea 1 | 2,430 | 3/4   | North    | No  | \$432 | 3/14/25 | \$1,050,000 |
| 731 Indian Ridge  | Bougainvillea 1 | 2,430 | 3/4   | West     | Yes | \$453 | 6/23/25 | \$1,100,000 |
| 932 Mesa Grande   | Bougainvillea 1 | 2,430 | 3/4   | North    | No  | \$566 | 4/30/25 | \$1,375,000 |
| 843 Mesa Grande   | Jacaranda 1     | 4,575 | 4/5   | South    | Yes | \$678 | 1/9/25  | \$3,100,000 |
| 913 Mission Creek | Jacaranda 1     | 4,575 | 4/5   | South    | Yes | \$623 | 6/1/25  | \$2,850,000 |
| 725 Hawk Hill     | Jacaranda 1     | 4,575 | 4/5   | South    | Yes | \$656 | 4/7/25  | \$3,000,000 |
| 405 Indian Ridge  | Jacaranda 2     | 4,580 | 4/5   | West     | Yes | \$389 | 2/3/25  | \$1,782,000 |
| 109 Rain Bird     | Mesquite 5      | 2,473 | 3/4   | South    | No  | \$483 | 2/19/25 | \$1,195,000 |
| 270 Tomahawk      | Mesquite 5      | 2,368 | 3/4   | North    | No  | \$465 | 3/25/25 | \$1,100,000 |
| 246 Eagle Dance   | Palo Verde 5    | 3,310 | 4/5   | East     | Yes | \$600 | 1/31/25 | \$1,985,000 |
| 873 Mission Creek | Ocotillo 1G     | 3,371 | 4/5   | West     | Yes | \$549 | 6/2/25  | \$1,850,000 |
| 735 Hawk Hill     | Ocotillo 2G     | 3,576 | 4/5   | South    | Yes | \$699 | 6/5/25  | \$2,500,000 |
| 211 Tomahawk      | Ocotillo 3G     | 4,213 | 4/5   | South    | Yes | \$617 | 3/11/25 | \$2,600,000 |
| 788 Mission Creek | Ocotillo 3G     | 3,869 | 4/5   | South    | Yes | \$551 | 2/18/25 | \$2,130,000 |
| 920 Deer Haven    | Smoke Tree 3    | 3,102 | 3/4   | North    | No  | \$451 | 5/30/25 | \$1,400,000 |
| 191 Desert Holly  | Smoke Tree 4    | 3,402 | 3/4   | West     | Yes | \$384 | 1/29/25 | \$1,305,000 |
| 880 Deer Haven    | Smoke Tree 5    | 3,562 | 4/5   | North    | No  | \$604 | 1/3/25  | \$2,150,000 |

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 |        |     |      |          |            |        |     |      |          |             |        |     |
| 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  |      |          |            |        |     |      |          |             |        |     |
| 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  |      |          |            |        |     |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 2nd Quarter   | 25   | \$       | 36,470,000 |        |     | 21   | \$       | 27,395,000 |        |     | 17   | \$       | 25,466,000 |        |     | 9    | \$       | 15,710,000 |        |     |      |          |            |        |     |      |          |             |        |     |
| 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  |      |          |            |        |     |      |          |             |        |     |
| 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  |      |          |            |        |     |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 3rd Quarter   | 10   | \$       | 17,145,000 |        |     | 13   | \$       | 14,913,000 |        |     | 16   | \$       | 20,787,500 |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| HOA           | 4    | \$       | 5,275,000  | \$ 565 | 42  | 10   | \$       | 10,863,000 | \$ 449 | 66  | 10   | \$       | 10,182,500 | \$ 453 | 77  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| PUD           | 6    | \$       | 11,870,000 | \$ 616 | 60  | 3    | \$       | 4,050,000  | \$ 468 | 71  | 6    | \$       | 10,605,000 | \$ 532 | 20  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| 4th Quarter   | 9    | \$       | 14,359,000 |        |     | 12   | \$       | 12,760,000 |        |     | 7    | \$       | 11,770,000 |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| HOA           | 3    | \$       | 3,670,000  | \$ 495 | 38  | 4    | \$       | 2,455,000  | \$ 446 | 71  | 2    | \$       | 3,275,000  | \$ 560 | 22  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| PUD           | 6    | \$       | 10,689,000 | \$ 581 | 20  | 8    | \$       | 10,305,000 | \$ 501 | 67  | 5    | \$       | 8,495,000  | \$ 555 | 61  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
|               |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| Annual        | 60   | \$       | 90,693,000 |        |     | 62   | \$       | 75,260,000 |        |     | 54   | \$       | 76,956,700 |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| HOA           | 29   | \$       | 35,269,000 | \$ 493 | 35  | 32   | \$       | 32,339,000 | \$ 446 | 71  | 28   | \$       | 36,445,700 | \$ 503 | 65  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| Average Price |      | \$       | 1,216,172  |        |     |      | \$       | 1,077,966  |        |     |      | \$       | 1,452,013  |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| PUD           | 31   | \$       | 55,424,000 | \$ 582 | 39  | 30   | \$       | 42,921,000 | \$ 501 | 67  | 26   | \$       | 41,861,000 | \$ 529 | 60  |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |
| Average Price |      | \$       | 1,787,870  |        |     |      | \$       | 1,480,034  |        |     |      | \$       | 1,610,038  |        |     |      |          |            |        |     |      |          |            |        |     |      |          |             |        |     |

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# Country Club Home Sales

## PRICE CHANGE AND APPRECIATION

| AVERAGE SALES PRICE |                       |                       |                       |                       |                       |                     |                             | TOTAL # OF HOMES SOLD |                       |                       |                       |                       |                     |                            |
|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|-----------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|----------------------------|
| <i>Country Club</i> | <i>2020<br/>Total</i> | <i>2021<br/>Total</i> | <i>2022<br/>Total</i> | <i>2023<br/>Total</i> | <i>2024<br/>Total</i> | <i>2025<br/>YTD</i> | <i>% of change<br/>2024</i> | <i>2020<br/>Total</i> | <i>2021<br/>Total</i> | <i>2022<br/>Total</i> | <i>2023<br/>Total</i> | <i>2024<br/>Total</i> | <i>2025<br/>YTD</i> | <i>% of 2024<br/>Sales</i> |
| Desert Horizons     | \$ 611,122            | \$ 730,063            | \$ 908,609            | \$ 996,270            | \$ 1,181,141          | \$ 1,355,133        | 12.8%                       | 57                    | 71                    | 50                    | 37                    | 39                    | 15                  | 38%                        |
| Indian Ridge        | \$ 883,211            | \$ 999,749            | \$ 1,496,745          | \$ 1,275,593          | \$ 1,452,013          | \$ 1,605,040        | 9.5%                        | 98                    | 125                   | 60                    | 62                    | 54                    | 25                  | 46%                        |
| Indian Ridge PUD    | \$ 1,061,240          | \$ 1,232,824          | \$ 1,789,400          | \$ 1,480,034          | \$ 1,610,038          | \$ 2,112,500        | 23.8%                       | 49                    | 55                    | 31                    | 30                    | 26                    | 12                  | 46%                        |
| Indian Ridge HOA    | \$ 690,472            | \$ 819,831            | \$ 1,215,346          | \$ 1,077,966          | \$ 1,452,013          | \$ 1,210,692        | -19.9%                      | 49                    | 70                    | 29                    | 32                    | 28                    | 13                  | 46%                        |
| Indian Wells        | \$ 775,089            | \$ 954,075            | \$ 1,168,172          | \$ 965,465            | \$ 1,111,375          | \$ 1,173,741        | 5.3%                        | 131                   | 145                   | 91                    | 80                    | 81                    | 57                  | 70%                        |
| Ironwood            | \$ 568,333            | \$ 905,375            | \$ 1,066,160          | \$ 1,251,437          | \$ 1,192,544          | \$ 1,067,250        | -11.7%                      | 77                    | 123                   | 63                    | 48                    | 45                    | 30                  | 67%                        |
| Mission Hills       | \$ 684,791            | \$ 730,410            | \$ 975,429            | \$ 950,965            | \$ 958,734            | \$ 1,181,385        | 18.8%                       | 167                   | 157                   | 146                   | 89                    | 97                    | 56                  | 58%                        |
| Morningside         | \$ 1,268,663          | \$ 1,324,998          | \$ 1,876,847          | \$ 1,969,447          | \$ 1,908,782          | \$ 1,885,000        | -1.3%                       | 30                    | 39                    | 19                    | 19                    | 23                    | 7                   | 30%                        |
| Mountain View       | \$ 878,020            | \$ 1,012,224          | \$ 1,369,740          | \$ 1,517,430          | \$ 1,794,151          | \$ 2,018,333        | 11.1%                       | 48                    | 50                    | 30                    | 25                    | 21                    | 15                  | 71%                        |
| Palm Valley         | \$ 396,257            | \$ 447,242            | \$ 637,966            | \$ 609,134            | \$ 641,737            | \$ 648,054          | 1.0%                        | 97                    | 133                   | 71                    | 70                    | 56                    | 42                  | 75%                        |
| PGA West            | \$ 691,031            | \$ 878,234            | \$ 1,201,142          | \$ 1,143,734          | \$ 1,110,713          | \$ 1,107,805        | -0.3%                       | 215                   | 365                   | 178                   | 167                   | 208                   | 119                 | 57%                        |
| Rancho LaQuinta     | \$ 873,771            | \$ 1,211,078          | \$ 1,437,580          | \$ 1,326,336          | \$ 1,492,909          | \$ 1,760,063        | 15.2%                       | 117                   | 115                   | 67                    | 52                    | 51                    | 45                  | 88%                        |
| The Lakes           | \$ 384,677            | \$ 412,734            | \$ 640,617            | \$ 700,240            | \$ 683,658            | \$ 757,504          | 9.7%                        | 75                    | 42                    | 60                    | 52                    | 53                    | 32                  | 60%                        |
| The Springs         | \$ 623,987            | \$ 752,827            | \$ 1,163,135          | \$ 1,091,000          | \$ 1,195,925          | \$ 1,073,527        | -11.4%                      | 117                   | 92                    | 68                    | 66                    | 60                    | 27                  | 45%                        |
| Andalusia           | \$ 1,511,190          | \$ 1,858,480          | \$ 3,018,000          | \$ 2,614,086          | \$ 2,957,239          | \$ 3,437,666        | 14.0%                       | 40                    | 31                    | 17                    | 23                    | 19                    | 15                  | 79%                        |
| Bighorn             | \$ 4,164,344          | \$ 3,579,592          | \$ 6,769,529          | \$ 5,758,095          | \$ 5,706,568          | \$ 4,863,888        | -17.3%                      | 34                    | 53                    | 37                    | 21                    | 29                    | 18                  | 62%                        |
| Hideaway            | \$ 2,518,859          | \$ 3,100,664          | \$ 4,586,527          | \$ 4,400,904          | \$ 4,641,250          | \$ 5,128,000        | 9.5%                        | 50                    | 46                    | 19                    | 21                    | 26                    | 18                  | 69%                        |
| Reserve             | \$ 1,830,130          | \$ 2,662,062          | \$ 4,106,710          | \$ 3,585,883          | \$ 3,551,230          | \$ 3,075,000        | -15.5%                      | 23                    | 28                    | 19                    | 6                     | 13                    | 2                   | 15%                        |
| Toscana             | \$ 2,135,530          | \$ 2,450,709          | \$ 3,167,409          | \$ 3,302,035          | \$ 3,664,062          | \$ 3,652,708        | -0.3%                       | 44                    | 44                    | 27                    | 28                    | 24                    | 24                  | 100%                       |
| Tradition           | \$ 2,823,947          | \$ 3,337,130          | \$ 3,576,500          | \$ 4,466,944          | \$ 4,019,656          | \$ 4,980,090        | 19.3%                       | 24                    | 30                    | 12                    | 18                    | 15                    | 11                  | 73%                        |
| Vintage             | \$ 2,579,358          | \$ 2,425,595          | \$ 4,931,428          | \$ 5,800,000          | \$ 2,943,823          | \$ 3,546,755        | 17.0%                       | 39                    | 23                    | 7                     | 2                     | 17                    | 11                  | 65%                        |

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## Sales Update by Cities

| <i>Area</i>          | <i>2024 2nd Qtr Sales</i> | <i>2025 2nd Qtr Sales</i> | <i>% Change Qtr Sales</i> | <i>2024 2nd Qtr Avg Price</i> | <i>2025 2nd Qtr Avg Price</i> | <i>% Change Avg Price</i> | <i>2025 2nd Qtr DOM</i> | <i>2025 2nd Qtr LP/SP</i> |
|----------------------|---------------------------|---------------------------|---------------------------|-------------------------------|-------------------------------|---------------------------|-------------------------|---------------------------|
| Coachella Valley     | 2,211                     | 2,095                     | -5.2%                     | \$ 867,628                    | \$ 933,432                    | 7.6%                      | 66                      | 97.17%                    |
| Bermuda Dunes        | 39                        | 34                        | -12.8%                    | \$ 587,861                    | \$ 735,582                    | 25.1%                     | 65                      | 96.92%                    |
| Indian Wells         | 92                        | 86                        | -6.5%                     | \$ 1,741,576                  | \$ 1,902,880                  | 9.3%                      | 68                      | 96.11%                    |
| Indio Central        | 71                        | 46                        | -35.2%                    | \$ 519,142                    | \$ 518,194                    | -0.2%                     | 82                      | 97.99%                    |
| La Quinta North      | 47                        | 36                        | -23.4%                    | \$ 570,017                    | \$ 588,027                    | 3.2%                      | 54                      | 98.24%                    |
| La Quinta South      | 316                       | 312                       | -1.3%                     | \$ 1,165,639                  | \$ 1,357,154                  | 16.43%                    | 63                      | 96.94%                    |
| Palm Desert East     | 169                       | 156                       | -7.7%                     | \$ 660,081                    | \$ 611,544                    | -7.35%                    | 62                      | 97.20%                    |
| Palm Desert North    | 113                       | 104                       | -8.0%                     | \$ 658,248                    | \$ 632,944                    | -3.84%                    | 77                      | 97.54%                    |
| Palm Desert South    | 101                       | 94                        | -6.9%                     | \$ 1,219,736                  | \$ 1,274,242                  | 4.47%                     | 66                      | 96.81%                    |
| Palm Springs Central | 133                       | 137                       | 3.0%                      | \$ 1,016,214                  | \$ 1,073,056                  | 5.59%                     | 70                      | 96.83%                    |
| Palm Springs North   | 125                       | 83                        | -33.6%                    | \$ 659,401                    | \$ 632,358                    | -4.10%                    | 80                      | 97.17%                    |
| Palm Springs South   | 200                       | 196                       | -2.0%                     | \$ 945,720                    | \$ 944,568                    | -0.12%                    | 65                      | 96.21%                    |
| Rancho Mirage        | 216                       | 229                       | 6.02%                     | \$ 1,191,899                  | \$ 1,397,664                  | 17.26%                    | 65                      | 96.55%                    |
| Sun City             | 111                       | 85                        | -23.4%                    | \$ 568,930                    | \$ 582,464                    | 2.38%                     | 54                      | 96.95%                    |

2nd Quarter of 2024 compared to 2nd Quarter of 2025

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%  |
| 2020             | 11,144      | 6,878      | 61.7% | 4,317      | 38.7% | 10,011       | 89.8% | 1,150        | 10.3% |
| 2021             | 12,214      | 6,101      | 50.0% | 6,195      | 50.7% | 10,357       | 84.8% | 1,899        | 15.5% |
| 2022             | 8,749       | 3,091      | 35.3% | 5,742      | 65.6% | 6,992        | 79.9% | 1,788        | 20.4% |
| 2023             | 7,034       | 2,574      | 36.6% | 4,516      | 64.2% | 5,584        | 79.4% | 1,478        | 21.0% |
| 2024             | 7,220       | 2,444      | 33.9% | 4,831      | 66.9% | 5,652        | 78.3% | 1,592        | 22.0% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2016 | 2,042       | 1,590      | 77.9% | 452        | 22.1% | 1,908        | 93.4% | 134          | 6.6%  |
| 2nd Quarter 2016 | 2,755       | 2,141      | 77.7% | 620        | 22.5% | 2,598        | 94.3% | 158          | 5.7%  |
| 3rd Quarter 2016 | 2,155       | 1,690      | 78.4% | 486        | 22.6% | 2,056        | 95.4% | 100          | 4.6%  |
| 4th Quarter 2016 | 1,986       | 1,561      | 78.6% | 425        | 21.4% | 1,896        | 95.5% | 89           | 4.5%  |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2017 | 2,479       | 1,846      | 74.5% | 633        | 25.5% | 2,307        | 93.1% | 172          | 6.9%  |
| 2nd Quarter 2017 | 3,043       | 2,292      | 75.3% | 751        | 24.7% | 2,841        | 93.4% | 202          | 6.6%  |
| 3rd Quarter 2017 | 2,277       | 1,734      | 76.2% | 543        | 23.8% | 2,165        | 95.1% | 112          | 4.9%  |
| 4th Quarter 2017 | 2,282       | 1,722      | 75.5% | 559        | 24.5% | 2,167        | 95.0% | 115          | 5.0%  |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2018 | 2,464       | 1,762      | 71.5% | 682        | 27.7% | 2,274        | 92.3% | 183          | 7.4%  |
| 2nd Quarter 2018 | 3,094       | 2,171      | 70.2% | 924        | 29.9% | 2,834        | 91.6% | 260          | 8.4%  |
| 3rd Quarter 2018 | 2,702       | 2,094      | 77.5% | 610        | 22.6% | 2,586        | 95.7% | 117          | 4.3%  |
| 4th Quarter 2018 | 2,035       | 1,475      | 72.5% | 560        | 27.5% | 1,920        | 94.3% | 116          | 5.7%  |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2019 | 2,212       | 1,533      | 69.3% | 668        | 30.2% | 2,021        | 91.4% | 185          | 8.4%  |
| 2nd Quarter 2019 | 2,959       | 2,021      | 68.3% | 928        | 31.4% | 2,708        | 91.5% | 242          | 8.2%  |
| 3rd Quarter 2019 | 2,376       | 1,723      | 72.5% | 660        | 27.8% | 2,240        | 94.3% | 142          | 6.0%  |
| 4th Quarter 2019 | 2,140       | 1,481      | 69.2% | 659        | 30.8% | 1,991        | 93.0% | 151          | 7.1%  |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2020 | 2,396       | 1,568      | 65.4% | 828        | 34.6% | 2,181        | 91.0% | 215          | 9.0%  |
| 2nd Quarter 2020 | 1,778       | 1,117      | 62.8% | 661        | 37.2% | 1,609        | 90.5% | 168          | 9.4%  |
| 3rd Quarter 2020 | 3,352       | 1,977      | 59.0% | 1,375      | 41.0% | 3,011        | 89.8% | 347          | 10.4% |
| 4th Quarter 2020 | 3,433       | 2,025      | 59.0% | 1,394      | 40.6% | 3,024        | 88.1% | 409          | 11.9% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2021 | 3,332       | 1,813      | 54.4% | 1,519      | 45.6% | 2,845        | 85.4% | 487          | 14.6% |
| 2nd Quarter 2021 | 3,577       | 1,771      | 49.5% | 1,806      | 50.5% | 2,995        | 83.7% | 582          | 16.3% |
| 3rd Quarter 2021 | 2,608       | 1,295      | 49.7% | 1,339      | 51.3% | 2,241        | 85.9% | 380          | 14.6% |
| 4th Quarter 2021 | 2,642       | 1,152      | 43.6% | 1,514      | 57.3% | 2,210        | 83.6% | 446          | 16.9% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2022 | 2,746       | 1,009      | 36.7% | 1,770      | 64.5% | 2,161        | 78.7% | 596          | 21.7% |
| 2nd Quarter 2022 | 2,803       | 877        | 31.3% | 1,924      | 68.6% | 2,187        | 78.0% | 615          | 21.9% |
| 3rd Quarter 2022 | 2,629       | 1,305      | 49.6% | 1,350      | 51.4% | 2,259        | 85.9% | 383          | 14.6% |
| 4th Quarter 2022 | 1,375       | 546        | 39.7% | 835        | 60.7% | 1,140        | 82.9% | 237          | 17.2% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2023 | 1,683       | 630        | 37.4% | 1,068      | 63.5% | 1,319        | 78.4% | 369          | 21.9% |
| 2nd Quarter 2023 | 2,333       | 824        | 35.3% | 1,529      | 65.5% | 1,835        | 78.7% | 512          | 21.9% |
| 3rd Quarter 2023 | 1,587       | 604        | 38.1% | 994        | 62.6% | 1,285        | 81.0% | 308          | 19.4% |
| 4th Quarter 2023 | 1,431       | 516        | 36.1% | 925        | 64.6% | 1,145        | 80.0% | 289          | 20.2% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2024 | 1,898       | 623        | 32.8% | 1,293      | 68.1% | 1,407        | 74.1% | 495          | 26.1% |
| 2nd Quarter 2024 | 2,211       | 710        | 32.1% | 1,517      | 68.6% | 1,717        | 77.7% | 504          | 22.8% |
| 3rd Quarter 2024 | 1,627       | 598        | 36.8% | 1,039      | 63.9% | 1,335        | 82.1% | 298          | 18.3% |
| 4th Quarter 2024 | 1,512       | 517        | 34.2% | 1,007      | 66.6% | 1,210        | 80.0% | 307          | 20.3% |
|                  |             |            |       |            |       |              |       |              |       |
| 1st Quarter 2025 | 1,935       | 586        | 30.3% | 1,368      | 70.7% | 1,442        | 74.5% | 497          | 25.7% |
| 2nd Quarter 2025 | 2,095       | 691        | 33.0% | 1,423      | 67.9% | 1,614        | 77.0% | 492          | 23.5% |

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# Country Club Home Sales

| Country Club     | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 YTD |
|------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|----------|
| Desert Horizons  | 45   | 35   | 40   | 37   | 35   | 36   | 47   | 34   | 38   | 57   | 71   | 50   | 37   | 39   | 15       |
| Indian Ridge     | 78   | 73   | 79   | 74   | 60   | 61   | 79   | 85   | 84   | 98   | 125  | 60   | 62   | 54   | 25       |
| Indian Wells     | 78   | 87   | 87   | 82   | 87   | 75   | 149  | 121  | 91   | 131  | 145  | 91   | 80   | 81   | 57       |
| Ironwood         | 67   | 65   | 77   | 74   | 57   | 52   | 87   | 89   | 75   | 77   | 123  | 63   | 48   | 45   | 30       |
| Mission Hills    | 92   | 122  | 123  | 111  | 111  | 104  | 137  | 131  | 126  | 167  | 157  | 146  | 89   | 97   | 56       |
| Morningside      | 17   | 20   | 39   | 19   | 23   | 24   | 22   | 35   | 28   | 30   | 39   | 19   | 19   | 23   | 7        |
| Mountain View    | 37   | 29   | 33   | 26   | 32   | 35   | 43   | 52   | 28   | 48   | 50   | 30   | 25   | 21   | 15       |
| Palm Valley      | 57   | 71   | 80   | 78   | 65   | 78   | 95   | 75   | 95   | 97   | 133  | 71   | 70   | 56   | 42       |
| PGA West         | 181  | 213  | 230  | 217  | 175  | 228  | 265  | 261  | 247  | 215  | 365  | 178  | 167  | 208  | 119      |
| Rancho La Quinta | 71   | 70   | 68   | 72   | 54   | 48   | 78   | 61   | 68   | 117  | 115  | 67   | 52   | 51   | 45       |
| The Lakes        | 46   | 56   | 53   | 77   | 45   | 49   | 73   | 79   | 79   | 75   | 79   | 60   | 52   | 53   | 32       |
| The Springs      | 50   | 54   | 53   | 71   | 40   | 68   | 91   | 90   | 77   | 117  | 92   | 68   | 66   | 60   | 27       |

| Country Club     | 2011       | 2012       | 2013         | 2014       | 2015         | 2016       | 2017       | 2018         | 2019         | 2020         | 2021        | 2022        | 2023        | 2024        | Average<br>2025 | Average<br>2025<br>\$/SF |
|------------------|------------|------------|--------------|------------|--------------|------------|------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-----------------|--------------------------|
| Desert Horizons  | \$ 484,544 | \$ 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 | \$1,355,133     | \$425                    |
| Indian Ridge     | \$ 725,823 | \$ 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 | \$1,553,166     | \$488                    |
| Indian Wells     | \$ 584,842 | \$ 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 | \$1,173,741     | \$443                    |
| Ironwood         | \$ 478,491 | \$ 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 | \$1,067,250     | \$510                    |
| Mission Hills    | \$ 517,800 | \$ 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   | \$1,181,385     | \$390                    |
| Morningside      | \$ 939,324 | \$ 751,800 | \$ 1,132,500 | \$ 920,421 | \$ 1,006,565 | \$ 871,188 | \$ 829,830 | \$ 1,024,000 | \$ 1,082,682 | \$ 1,268,663 | \$1,480,024 | \$1,854,381 | \$1,969,447 | \$1,908,782 | \$1,885,000     | \$495                    |
| Mountain View    | \$ 665,693 | \$ 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 | \$2,018,333     | \$566                    |
| Palm Valley      | \$ 297,807 | \$ 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   | \$648,054       | \$383                    |
| PGA West         | \$ 608,421 | \$ 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 | \$1,107,815     | \$430                    |
| Rancho La Quinta | \$ 742,050 | \$ 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 | \$1,760,063     | \$565                    |
| The Lakes        | \$ 397,880 | \$ 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   | \$757,504       | \$345                    |
| The Springs      | \$ 441,536 | \$ 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 | \$1,073,527     | \$363                    |

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## Average Price Range of Homes Sold in Country Clubs

|                         | 2010         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2019         | 2020         | 2021         | 2022         | 2023            | 2024            | 2025            |
|-------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------------|-----------------|-----------------|
| <b>Desert Horizons</b>  |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 285,000   | \$ 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   | \$ 615,000.00   |
| Highest Sales           | \$ 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 | \$ 1,475,000 | \$ 1,825,000 | \$ 1,899,000 | \$ 1,840,000.00 | \$ 2,700,000.00 | \$ 2,350,000.00 |
| <b>Indian Wells</b>     |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 90,000    | \$ 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   | \$ 251,500.00   |
| Highest Sales           | \$ 1,650,000 | \$ 1,950,000 | \$ 2,400,000 | \$ 1,250,000 | \$ 1,850,000 | \$ 2,100,000 | \$ 1,450,000 | \$ 1,850,000 | \$ 2,925,000 | \$ 2,300,000 | \$ 2,300,000 | \$ 3,750,000 | \$ 3,750,000 | \$ 4,320,000.00 | \$ 3,395,000.00 | \$ 4,000,000.00 |
| <b>Indian Ridge</b>     |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 350,000   | \$ 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   | \$ 750,000.00   |
| Highest Sales           | \$ 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 | \$ 2,800,000 | \$ 2,175,000 | \$ 2,900,000 | \$ 2,750,000.00 | \$ 2,300,000.00 | \$ 3,100,000.00 |
| <b>Ironwood</b>         |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 120,000   | \$ 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   | \$ 450,000.00   |
| Highest Sales           | \$ 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 | \$ 3,285,000 | \$ 4,275,000 | \$ 4,600,000 | \$ 4,350,000.00 | \$ 5,495,000.00 | \$ 4,900,000.00 |
| <b>Mission Hills</b>    |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 119,000   | \$ 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   | \$ 300,000.00   |
| Highest Sales           | \$ 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 | \$ 3,462,500 | \$ 2,865,000 | \$ 4,510,000 | \$ 4,600,000.00 | \$ 3,950,000.00 | \$ 3,700,000.00 |
| <b>Morningside</b>      |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 525,000   | \$ 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 | \$ 1,325,000.00 |
| Highest Sales           | \$ 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 | \$ 2,800,000 | \$ 2,850,000 | \$ 2,750,000 | \$ 3,425,000.00 | \$ 2,825,000.00 | \$ 2,925,000.00 |
| <b>Mountain View</b>    |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 288,750   | \$ 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   | \$ 945,000.00   |
| Highest Sales           | \$ 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 | \$ 1,710,000 | \$ 1,950,000 | \$ 2,320,000 | \$ 2,600,000.00 | \$ 2,750,000.00 | \$ 2,800,000.00 |
| <b>Palm Valley</b>      |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 131,500   | \$ 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   |
| Highest Sales           | \$ 556,000   | \$ 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 |
| <b>PGA West</b>         |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 117,700   | \$ 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   |
| Highest Sales           | \$ 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 | \$ 2,750,000 | \$ 3,200,000 | \$ 3,800,000 | \$ 3,100,000.00 | \$ 2,995,000.00 | \$ 3,700,000.00 |
| <b>Rancho La Quinta</b> |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 250,000   | \$ 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   |
| Highest Sales           | \$ 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 | \$ 1,800,000 | \$ 2,950,000 | \$ 3,000,000 | \$ 3,000,000.00 | \$ 3,165,000.00 | \$ 4,510,000.00 |
| <b>The Lakes</b>        |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 205,000   | \$ 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   |
| Highest Sales           | \$ 700,000   | \$ 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 |
| <b>The Springs</b>      |              |              |              |              |              |              |              |              |              |              |              |              |              |                 |                 |                 |
| Lowest Sales            | \$ 268,000   | \$ 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   |
| Highest Sales           | \$ 980,000   | \$ 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 |

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# Country Club Home Sales

| Country Club | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 |
|--------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Andalusia    | 8    | 18   | 11   | 17   | 44   | 28   | 29   | 32   | 26   | 32   | 27   | 40   | 31   | 17   | 23   | 19   | 15   |
| Bighorn      | 9    | 12   | 20   | 14   | 20   | 23   | 20   | 21   | 21   | 35   | 31   | 34   | 53   | 37   | 21   | 29   | 18   |
| Hideaway     | 18   | 21   | 21   | 26   | 28   | 18   | 27   | 15   | 22   | 28   | 45   | 50   | 46   | 19   | 21   | 26   | 18   |
| The Reserve  | 1    | 9    | 6    | 18   | 20   | 14   | 8    | 10   | 22   | 11   | 14   | 23   | 28   | 19   | 6    | 13   | 2    |
| Toscana      | 11   | 19   | 25   | 29   | 29   | 29   | 27   | 23   | 30   | 38   | 39   | 44   | 44   | 27   | 28   | 24   | 24   |
| Tradition    | 11   | 20   | 15   | 13   | 18   | 21   | 11   | 15   | 13   | 23   | 22   | 24   | 30   | 12   | 18   | 15   | 11   |
| Vintage      | 6    | 4    | 17   | 13   | 11   | 21   | 13   | 12   | 17   | 23   | 22   | 39   | 23   | 7    | 2    | 17   | 11   |

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

| Country Club | 2009         | 2010         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018         | 2019         | 2020        | 2021        | 2022        | 2023        | 2024        | 2025        | 2025 \$/sq ft |
|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|
| Andalusia    | \$ 1,336,125 | \$ 1,425,444 | \$ 1,330,116 | \$ 1,289,413 | \$ 1,318,938 | \$ 1,156,391 | \$ 1,416,994 | \$ 1,624,117 | \$ 1,476,808 | \$ 1,439,578 | \$ 1,581,415 | \$1,511,190 | \$1,942,483 | \$2,843,264 | \$2,614,086 | \$2,957,239 | \$3,437,666 | \$845         |
| Bighorn      | \$ 4,551,667 | \$ 4,241,560 | \$2,578,850  | \$ 3,620,357 | \$ 2,058,000 | \$ 3,392,826 | \$ 2,949,000 | \$ 2,600,833 | \$ 3,339,333 | \$ 3,949,071 | \$ 3,688,519 | \$4,164,344 | \$3,694,811 | \$6,737,539 | \$5,758,095 | \$5,706,568 | \$4,863,888 | \$988         |
| Hideaway     | \$ 2,482,500 | \$ 2,249,381 | \$2,210,060  | \$ 1,876,173 | \$ 2,755,800 | \$ 2,495,844 | \$ 2,561,481 | \$ 2,492,533 | \$ 2,183,523 | \$ 2,434,571 | \$ 2,436,377 | \$2,518,859 | \$3,211,476 | \$4,459,078 | \$4,400,904 | \$4,641,250 | \$5,128,000 | \$1,062       |
| The Reserve  | \$ 2,900,000 | \$ 2,681,389 | \$1,933,333  | \$ 2,048,569 | \$ 3,200,000 | \$ 1,824,929 | \$ 2,231,250 | \$ 2,085,000 | \$ 2,153,136 | \$ 1,755,000 | \$ 2,176,607 | \$1,830,130 | \$2,787,303 | \$4,106,710 | \$3,585,883 | \$3,551,230 | \$3,075,000 | \$758         |
| Toscana      | \$ 1,823,333 | \$ 1,707,895 | \$1,538,060  | \$ 1,771,672 | \$ 1,902,500 | \$ 1,968,328 | \$ 1,663,107 | \$ 1,611,646 | \$ 1,842,381 | \$ 1,956,374 | \$ 2,161,059 | \$2,135,530 | \$2,655,612 | \$3,211,777 | \$3,302,035 | \$3,664,062 | \$3,652,708 | \$919.00      |
| Tradition    | \$ 2,762,273 | \$ 2,051,675 | \$2,338,833  | \$ 2,512,104 | \$ 2,054,000 | \$ 2,437,595 | \$ 2,540,364 | \$ 2,263,133 | \$ 2,603,269 | \$ 2,409,432 | \$ 2,449,045 | \$2,823,947 | \$3,245,800 | \$3,505,375 | \$4,466,944 | \$4,019,656 | \$4,980,090 | \$923.00      |
| Vintage      | \$ 2,880,000 | \$ 1,877,301 | \$1,968,147  | \$ 1,669,769 | \$ 999,000   | \$ 2,850,476 | \$ 2,121,988 | \$ 2,011,250 | \$ 2,380,824 | \$ 2,053,587 | \$ 2,218,181 | \$2,579,358 | \$2,499,456 | \$4,931,428 | \$5,800,000 | \$2,943,823 | \$3,546,755 | \$808.00      |

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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

|                     | 2010         | 2011         | 2012          | 2013         | 2014          | 2015            | 2016            | 2017            | 2018            | 2019             | 2020            | 2021            | 2022             | 2023             | 2024             | 2025             |
|---------------------|--------------|--------------|---------------|--------------|---------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|-----------------|------------------|------------------|------------------|------------------|
| <b>Andalusia</b>    |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 985,000   | \$ 751,000   | \$ 755,000    | \$ 860,000   | \$ 915,000    | \$ 1,050,000.00 | \$ 900,000.00   | \$ 970,000.00   | \$ 939,000.00   | \$ 1,000,000.00  | \$ 695,000.00   | \$ 1,125,000.00 | \$ 1,699,000.00  | \$ 1,650,000.00  | \$ 1,660,000.00  | \$ 2,100,000.00  |
| Highest Sales Price | \$ 2,175,000 | \$ 2,025,000 | \$ 2,000,000  | \$ 1,937,500 | \$ 1,872,680  | \$ 2,005,000.00 | \$ 2,250,000.00 | \$ 2,075,000.00 | \$ 1,995,000.00 | \$ 2,500,000.00  | \$ 2,750,000.00 | \$ 3,150,000.00 | \$ 4,200,000.00  | \$ 4,200,000.00  | \$ 4,300,000.00  | \$ 5,700,000.00  |
| <b>Bighorn</b>      |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 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 | \$ 1,325,000.00 | \$ 1,800,000.00  | \$ 2,250,000.00  | \$ 2,150,000.00  | \$ 2,400,000.00  |
| Highest Sales Price | \$ 8,500,000 | \$ 5,100,000 | \$ 12,300,000 | \$ 2,900,000 | \$ 8,900,000  | \$ 7,950,000.00 | \$ 6,550,000.00 | \$ 8,115,000.00 | \$ 9,975,000.00 | \$ 10,350,000.00 | \$ 1,079,520.00 | \$ 9,200,000.00 | \$ 42,000,000.00 | \$ 13,750,000.00 | \$ 13,558,000.00 | \$ 11,990,000.00 |
| <b>Hideaway</b>     |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 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   | \$ 1,490,000.00 | \$ 2,165,000.00  | \$ 2,225,000.00  | \$ 2,000,000.00  | \$ 2,900,000.00  |
| Highest Sales Price | \$ 4,783,000 | \$ 6,500,000 | \$ 3,300,000  | \$ 3,600,000 | \$ 4,650,000  | \$ 6,350,000.00 | \$ 4,200,000.00 | \$ 3,885,000.00 | \$ 5,100,000.00 | \$ 5,750,000.00  | \$ 5,100,000.00 | \$ 6,100,000.00 | \$ 6,700,000.00  | \$ 7,000,000.00  | \$ 8,700,000.00  | \$ 8,500,000.00  |
| <b>The Reserve</b>  |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 720,000   | \$ 1,125,000 | \$ 900,000    | \$ 1,100,000 | \$ 940,000    | \$ 1,075,000.00 | \$ 1,250,000.00 | \$ 750,000.00   | \$ 1,050,000.00 | \$ 825,000.00    | \$ 960,000.00   | \$ 1,250,000.00 | \$ 1,450,000.00  | \$ 1,825,000.00  | \$ 1,925,000.00  | \$ 1,900,000.00  |
| Highest Sales Price | \$ 5,500,000 | \$ 3,000,000 | \$ 5,700,000  | \$ 2,300,000 | \$ 3,200,000  | \$ 3,200,000.00 | \$ 3,275,000.00 | \$ 5,500,000.00 | \$ 2,735,000.00 | \$ 6,895,000.00  | \$ 4,050,000.00 | \$ 6,200,000.00 | \$ 7,000,000.00  | \$ 5,300,000.00  | \$ 11,000,000.00 | \$ 4,250,000.00  |
| <b>Toscana</b>      |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 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 | \$ 1,375,000.00 | \$ 2,400,000.00  | \$ 2,100,000.00  | \$ 2,300,000.00  | \$ 2,415,000.00  |
| Highest Sales Price | \$ 5,000,000 | \$ 2,700,000 | \$ 3,500,000  | \$ 2,500,000 | \$ 5,000,000  | \$ 4,049,000.00 | \$ 2,250,000.00 | \$ 3,550,000.00 | \$ 4,850,000.00 | \$ 5,150,000.00  | \$ 6,225,000.00 | \$ 5,400,000.00 | \$ 5,800,000.00  | \$ 7,750,000.00  | \$ 7,950,000.00  | \$ 5,875,000.00  |
| <b>Tradition</b>    |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 995,000   | \$ 1,300,000 | \$ 620,000    | \$ 1,495,000 | \$ 1,150,000  | \$ 1,450,000.00 | \$ 1,342,000.00 | \$ 1,350,000.00 | \$ 1,100,000.00 | \$ 950,000.00    | \$ 1,365,000.00 | \$ 2,100,000.00 | \$ 2,350,000.00  | \$ 2,380,000.00  | \$ 2,800,000.00  | \$ 2,719,000.00  |
| Highest Sales Price | \$ 3,300,000 | \$ 4,500,000 | \$ 4,400,000  | \$ 232,500   | \$ 4,195,000  | \$ 3,800,000.00 | \$ 4,825,000.00 | \$ 5,400,000.00 | \$ 4,500,000.00 | \$ 4,175,000.00  | \$ 5,995,000.00 | \$ 6,200,000.00 | \$ 5,480,000.00  | \$ 8,350,000.00  | \$ 6,499,000.00  | \$ 7,875,000.00  |
| <b>The Vintage</b>  |              |              |               |              |               |                 |                 |                 |                 |                  |                 |                 |                  |                  |                  |                  |
| Lowest Sales Price  | \$ 460,000   | \$ 315,000   | \$ 350,000    | \$ 700,000   | \$ 410,000    | \$ 500,000.00   | \$ 490,000.00   | \$ 387,500.00   | \$ 400,000.00   | \$ 485,000.00    | \$ 595,000.00   | \$ 550,000.00   | \$ 1,500,000.00  | \$ 5,300,000.00  | \$ 1,425,000.00  | \$ 1,475,000.00  |
| Highest Sales Price | \$ 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 | \$ 7,500,000.00 | \$ 9,950,000.00  | \$ 6,300,000.00  | \$ 6,147,500.00  | \$ 7,950,000.00  |

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