



Windermere Real Estate • Coachella Valley  
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April 2010

Dear Toscana Resident:

The first quarter of 2010 showed some definite signs of improvement for the real estate market. The percentage of homes sold over \$1 million rose from 2.9% in 2009 to 4.0% in the Coachella Valley. Sales of homes over \$500,000 rose from 12.2% to 13.6% during the same time period. This would indicate the lower end of the market may be shifting away from the 'buyer's market'. However, sellers who need to sell will continue reducing prices until their homes do sell keeping the prices of other homes down until the economic factors improve.

Last year there were 2 custom estate lots and 2 homes sold plus a spec home in the first quarter. To date this year, there has been 1 resale and 4 spec homes sold with 7 homes pending, 3 of the pending sales are spec homes. Currently there are 5 of the 12 spec homes actively listed for sale. We have seen a major price reduction in asking prices for the spec homes. One spec home has been on the market for over 2 years with a \$787,000 price reduction. Currently the spec homes are selling for \$200,000 to \$250,000 off the asking price which equates to about 70% of the asking price. While we don't know the full impact these spec homes have had on the actual resale market, had the builder not put all the spec homes actively on the market at one time competing with the homes actually on the resale market, if the spec home sales and their major price reductions would not have been reflected in the multiple listing service. When Pete Fisher was head of the home sales for Sunrise he refused to have the new home sales compete with the resale market.

What I am experiencing in this community and others are the buyers expect to purchase a property that has more upgrades in a better location for the rock bottom price. If they can't get it for that price, buyers purchase another home because they can get it at the 'right price' without any regard to the resale potential for one home over another. When representing buyers, it is important for me to remind the buyer there are two steps to purchasing a home—buying and selling at the best possible price. Will the home be more marketable if the buyer needs to resell it in the future? How important is view and location? Once the buyer has full awareness of their options, they can make their purchase that best suits their needs.

The Yearly Annual Sales Report (included with this mailing) for all the competing country clubs shows the number of sales per golf community and the average sales price and price per square foot. While these numbers are averages and not always reflective of location or upgrades, it provides a point of reference on why certain clubs had more or fewer sales. It is important to know the number of homes in each development to be able to evaluate how each is doing percentage wise. PGA West has approximately 5000 homes so we would expect their total sales to be higher. Morningside and Desert Horizons would be lower with an 18 hole golf course and fewer homes. It is interesting to note that Morningside, a club who has had its ups and downs, has high HOA fees and recently assessed its members to cover expenses, retains fairly high values for their homes.

There are 139 homes over \$3 million currently on the market in the desert. Only 13 homes in that price range have sold in the past 6 months. Bighorn doesn't always reflect the total sales in the Multiple Listing Service, but it remains a very strong market with an estimated \$90 million in home sales for the 1st quarter of this year. This appears to be the only community who has been able to retain high prices here in the desert.

The club environment continues to change throughout the country as economic factors affect the lifestyle of many and Toscana and its residents are not protected from these changes. When working with buyers or people visiting the desert and I ask about their interest in certain country clubs, the intonation of their response or what they say speaks loud and clear about each club, its exclusivity, desirability and status within the community. Country clubs are reaching a point where they need to remain competitive with a long range plan to protect the desirability and exclusivity of the community, that ultimately protects home values.



DRIVEN

The desert remains a small community where people from all walks of life and areas come to enjoy a beautiful lifestyle. Home values are either protected or negatively impacted as people continue to talk about the desert, where they would like to live and what communities they encourage their friends to consider. Our home values can be affected by what is said—both the positive and negative comments carry a message that reaches far beyond our community and the desert.

Thank you for all your continual referrals and confidence in my team. This has been one of our busiest seasons ever and the 4 of us on my team are working long hours to handle the escrows and manage the properties we have listed. Our new website up and running since September attracts on average 90+ new visitors a day with over 80% saving me to their favorites and many commenting it is the easiest and best website they have seen.

Please feel free to contact me if you have any questions or concerns or just to talk about what is happening in the real estate market locally and throughout the Coachella Valley. My knowledge base of all country clubs in the desert gives me the opportunity to help find just the right club and home for those wanting to make this valley their home.

Please see both sides of the pages attached as in the interest of saving paper, we sent out double sided. If you have any questions about the information, please call.

Sincerely,

# Diane

Diane Williams  
Associate Broker/Executive Premier Director  
Windermere Real Estate

Information is compiled by Diane Williams using multiple resources including the NAR, CAR, Desert Sun, Wall Street Journal, John Seymour's "What's Hot What's Not", and the Multiple Listing Service. If your home is currently listed with another Broker, please disregard. It is not our intention to solicit other Broker's listings.



# DRIVEN

## Toscana Country Club Home Sales 1st Quarter 2009

### Homes Sold in 1st Quarter of 2009

<u>Floor plan</u>	<u>Size</u>	<u># Sold</u>	<u>Price Range</u>	
Amalfi 622	3766sf	1	\$2,100,000	Resale
Custom Lot		1	\$1,325,000	Resale

### Homes Sold in 2nd Quarter of 2009

<u>Floor plan</u>	<u>Size</u>	<u># Sold</u>	<u>Price Range</u>	
Amalfi 622	3766sf	1	\$1,400,000	Resale
Custom Lot		1	\$1,275,000	Resale

### Homes Sold in 3rd Quarter of 2009

<u>Floor plan</u>	<u>Size</u>	<u># Sold</u>	<u>Price Range</u>	
Amalfi 621	3260sf	3	\$ 900,000 - \$1,350,000	Resale
Bellagio 721	4246sf	1	\$2,175,000	Resale
Custom Estate Home	6584sf	1	\$4,200,000	Resale

\*Several properties sold that are not listed in the Multiple Listing Service

### Re-Sale and Spec Homes Currently on the Market

Amalfi 601	3	2850 SF	3/3.5	\$1,165,000-\$1,699,000
Amalfi 621	2	3260 SF	4/4.5	\$1,350,000-\$1,595,000
Amalfi 622	7	3766 SF	4/4.5	\$1,450,000-\$1,895,000
Amalfi 623	8	4064 SF	4/4.5	\$1,500,000-\$2,250,000
Bellagio 701	1	3679 SF	3/3.5	\$1,695,000
Bellagio 721	4	4246 SF	4/4.5	\$1,600,000-\$2,295,000
Bellagio 722	2	4278 SF	4/4.5	\$1,600,000-\$1,990,000
Bellagio 723	2	4587 SF	4/4.5	\$1,900,000-\$2,200,000
Cortona 921	2	4916 SF	4/4.5	\$2,900,000-\$2,975,000
Cortona 922/972	3	5414 SF	4/4.5	\$2,500,000-\$3,350,000
Cortona 923	2	5433 SF	4/4.5	\$2,695,000-\$3,300,000

Note: 11 of the homes for sale are Developer Spec homes  
Currently Diane Williams & Associates represents 16.7% of all the homes on the market  
and 26.1% of the resale homes currently on the market.

## *Toscana Country Club Home Sales 1st Quarter 2010*

### *Homes Sold in 1st Quarter of 2010*

<b>Floor plan</b>	<b>Size</b>	<b># Sold</b>	<b>Price Range</b>	
Amalfi 621	3260sf	1	\$1,220,000	Spec
Amalfi 622	3724sf	1	\$1,500,000	Spec
Amalfi 623	4064sf	1	\$1,600,000	Spec
Bellagio 721	4246sf	1	\$1,750,000	Resale
Bellagio 723	4587sf	1	\$1,700,000	Spec

### *Homes Pending in 1<sup>st</sup> Quarter of 2010*

<b>Floor plan</b>	<b>Size</b>	<b># Sold</b>	<b>Price Range</b>	
Amalfi 601	2850sf	1	\$1,249,000	Resale
Amalfi 621	3300sf	1	\$1,795,000	Resale
Amalfi 623	4097sf	3	\$1,500,000-\$1,750,000	Specs
Cortona 923	5414sf	1	\$2,500,000	Resale
Custom Home-REO	6523sf	1	\$1400,000	Bank Owned

### *Re-Sale and Spec Homes Currently on the Market*

<b>Amalfi 601</b>	<b>3</b>	<b>2850 SF</b>	<b>3/3.5</b>	<b>\$1,165,000-\$1,300,000</b>
<b>Amalfi 602</b>	<b>1</b>	<b>3244SF</b>	<b>3/3.5</b>	<b>\$1,460,000</b>
<b>Amalfi 603</b>	<b>1</b>	<b>3554SF</b>	<b>3/3.5</b>	<b>\$1,350,000</b>
<b>Amalfi 621</b>	<b>1</b>	<b>3300SF</b>	<b>4/4.5</b>	<b>\$1,895,000</b>
<b>Amalfi 622</b>	<b>6</b>	<b>3766 SF</b>	<b>4/4.5</b>	<b>\$1,395,000-\$1,950,000</b>
<b>Amalfi 623</b>	<b>4</b>	<b>4064 SF</b>	<b>4/4.5</b>	<b>\$1,595,000-\$1,695,000</b>
<b>Bellagio 701</b>	<b>1</b>	<b>3679 SF</b>	<b>3/3.5</b>	<b>\$1,593,000</b>
<b>Bellagio 721</b>	<b>5</b>	<b>4246 SF</b>	<b>4/4.5</b>	<b>\$1,795,000-\$2,295,000</b>
<b>Bellagio 722</b>	<b>1</b>	<b>4315 SF</b>	<b>4/4.5</b>	<b>\$1,595,000</b>
<b>Bellagio 723</b>	<b>1</b>	<b>4587 SF</b>	<b>4/4.5</b>	<b>\$2,200,000</b>
<b>Cortona 921</b>	<b>3</b>	<b>4916 SF</b>	<b>4/4.5</b>	<b>\$2,749,000-\$2,975,000</b>
<b>Cortona 922/972</b>	<b>2</b>	<b>5414 SF</b>	<b>4/4.5</b>	<b>\$2,995,000-\$3,350,000</b>
<b>Cortona 923</b>	<b>3</b>	<b>5433 SF</b>	<b>4/4.5</b>	<b>\$2,199,000-\$2,995,000</b>
<b>Custom Home</b>	<b>1</b>	<b>6478 SF</b>	<b>4/4.5</b>	<b>\$4,250,000</b>

Note: 5 of the homes for sale are Developer Spec homes

## Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
<b>2003</b>	10136	8925	88.1%	1211	11.9%	9909	97.8%	214	2.1%
<b>2004</b>	12377	9761	78.9%	2616	21.1%	11866	95.9%	489	4.0%
<b>2005</b>	10896	7613	69.9%	3283	30.1%	10137	93.0%	717	6.6%
<b>2006</b>	7465	4958	66.4%	2507	33.6%	6740	90.3%	696	9.3%
<b>2007</b>	5893	3823	64.9%	2070	35.1%	5290	89.8%	579	9.8%
<b>2008</b>	7016	5576	79.5%	1440	20.5%	6581	93.8%	398	5.7%
<b>2009</b>	8263	7259	87.8%	1004	12.2%	8026	97.1%	237	2.9%
<b>1st Qtr 2010</b>	2251	1955	86.9%	307	13.6%	2164	96.1%	89	4.0%

**Yearly Country Club Annual Sales**

<b>Country Club</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>1st Qtr 2010</b>
<b>The Reserve</b>	2	3	7	8	10	11	1	1
		50%	133%	14%	25%	10%	-91%	
<b>Vintage</b>	0	2	2	8	10	6	6	1
			0%	75%	20%	-67%	0%	
<b>Bighorn</b>	12	21	38	30	14	22	9	4
		75%	81%	-21%	-53%	57%	-59%	
<b>Tradition</b>	4	8	12	12	12	10	11	5
		100%	50%	0%	0%	-17%	10%	
<b>Hideaway</b>	3	28	7	22	21	14	18	3
		833%	-75%	214%	-5%	-33%	29%	
<b>Toscana</b>	0	0	0	7	12	8	11	5
					71%	-33%	38%	

**Average Country Club Sales Price**

	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	
<b>The Reserve</b>	\$ 2,068,750	\$ 1,335,000	\$ 1,765,000	\$ 2,875,000	\$ 2,600,000	\$ 3,400,000	\$ 2,900,000	\$ 3,425,000
		-35%	24%	39%	-11%	24%	-17%	\$628/SF
<b>Vintage</b>	\$ 1,580,000	\$ 2,547,500	\$ 3,850,000	\$ 3,150,000	\$ 1,962,500	\$ 2,880,000	\$ 573,000	\$181/SF
			38%	34%	-22%	-61%	32%	
<b>Bighorn</b>	\$ 2,012,500	\$ 2,175,000	\$ 2,600,000	\$ 3,000,000	\$ 3,212,500	\$ 4,050,000	\$ 4,551,667	\$ 5,875,000
		8%	16%	13%	7%	21%	11%	\$808/SF
<b>Tradition</b>	\$ 2,607,500	\$ 2,510,000	\$ 3,325,000	\$ 2,500,000	\$ 3,500,000	\$ 2,555,000	\$ 2,762,273	\$ 2,125,000
		-4%	25%	-33%	29%	-37%	8%	\$451/SF
<b>Hideaway</b>	\$ 975,000	\$ 1,100,000	\$ 1,820,000	\$ 3,150,000	\$ 3,080,000	\$ 2,562,500	\$ 2,482,500	\$ 2,591,667
		13%	40%	42%	-2%	-20%	-3%	\$571/SF
<b>Toscana</b>			\$ 2,049,000	\$ 2,248,583	\$ 2,120,884	\$ 1,823,333	\$ 1,554,000	\$390/SF
			100%	9%	-6%	-16%		

### Price Ranges of Country Club Homes Sold

	2003	2004	2005	2006	2007	2008	2009	
<b>The Reserve</b>								
Lowest Sales Price	\$ 937,500	\$ 1,300,000	\$ 1,350,000	\$ 1,100,000	\$ 1,195,000	\$ 1,525,000	\$ 2,900,000	\$ 3,425,000
		39%	4%	-19%	9%	28%	90%	
Highest Sales Price	\$ 3,200,000	\$ 1,521,250	\$ 4,950,000	\$ 4,900,000	\$ 4,050,000	\$ 8,100,000	\$ 2,900,000	
		-52%	225%	-1%	-17%	100%	-64%	
<b>Vintage</b>								
Lowest Sales Price		\$ 1,160,000	\$ 695,000	\$ 765,000	\$ 650,000	\$ 680,000	\$ 500,000	\$ 573,000
			-67%	9%	-18%	4%	-36%	
Highest Sales Price		\$ 2,000,000	\$ 4,400,000	\$ 6,700,000	\$ 8,350,000	\$ 7,950,000	\$ 2,880,000	
			55%	34%	20%	-5%	-176%	
<b>Bighorn</b>								
Lowest Sales Price	\$ 1,295,000	\$ 1,175,000	\$ 1,495,000	\$ 1,850,000	\$ 1,725,000	\$ 1,750,000	\$ 1,850,000	\$ 3,100,000
		-9%	27%	24%	-7%	1%	6%	
Highest Sales Price	\$ 4,575,000	\$ 11,250,000	\$ 5,600,000	\$ 9,800,000	\$ 6,000,000	\$ 10,600,000	\$ 11,000,000	\$ 8,000,000
		146%	-50%	75%	-39%	77%	4%	
<b>Tradition</b>								
Lowest Sales Price	\$ 2,500,000	\$ 1,850,000	\$ 2,275,000	\$ 1,815,000	\$ 1,800,000	\$ 1,750,000	\$ 1,425,000	\$ 1,100,000
		-26%	23%	-20%	-1%	-3%	-19%	
Highest Sales Price	\$ 3,000,000	\$ 3,740,000	\$ 4,084,429	\$ 4,800,000	\$ 4,700,000	\$ 5,850,000	\$ 5,200,000	\$ 3,150,000
		25%	9%	18%	-2%	24%	-11%	
<b>Hideaway</b>								
Lowest Sales Price	\$ 850,000	\$ 900,000	\$ 1,375,000	\$ 1,800,000	\$ 1,275,000	\$ 1,420,000	\$ 1,400,000	\$ 2,025,000
		6%	53%	31%	-29%	11%	-1%	
Highest Sales Price	\$ 1,050,000	\$ 3,800,000	\$ 3,950,000	\$ 4,850,000	\$ 6,000,000	\$ 3,600,000	\$ 3,650,000	\$ 3,300,000
		262%	4%	23%	24%	-40%	1%	
<b>Toscana</b>								
Lowest Sales Price				\$ 1,700,000	\$ 1,300,000	\$ 1,350,000	\$ 875,000	\$ 1,220,000
					\$ (0)	\$ 0	\$ (0)	
Highest Sales Price				\$ 2,775,000	\$ 4,100,000	\$ 2,900,000	\$ 4,200,000	\$ 1,750,000
					\$ 0	\$ (0)	\$ 0	

#### Diane Williams, GRI

Associate Broker/Executive Premier Director

Full Time Resident-Equity Golf Member

760-835-0240 Cell 760-340-9253 Office 760-561-1392 Fax

Information compiled by Diane Williams from the Multiple Listing Service Database. If your property is currently listed with another Broker please disregard. It is not our intention to solicit other Broker's



## Yearly Annual Sales

1st Quarter 2010

Country Club	2003	2004	2005	2006	2007	2008	2009	1st Quarter 2010	
								Sold	Pending
Mountain View	0	5	36	20	29	39	44	9	14
Morningside	20	39	37	24	24	21	15	6	5
Desert Horizons	64	75	62	36	20	17	20	7	3
Ironwood	93	110	84	57	34	44	40	14	9
Indian Ridge	122	163	104	59	61	39	33	15	9
Palm Valley	130	156	110	66	59	69	46	16	14
Rancho La Quinta	111	139	85	67	66	54	55	17	13
Mission Hills	165	214	150	102	79	63	50	17	6
The Lakes	88	111	81	68	52	45	31	18	4
Indian Wells	90	112	81	56	71	40	53	20	11
PGA West	346	399	321	195	164	161	133	39	24

## Average Sales Price

	2003	2004	2005	2006	2007	2008	2009	1st Quarter - 2010
Mountain View	\$ -	\$ 980,000	\$ 1,075,000	\$ 1,212,500	\$ 975,000	\$ 888,000	\$ 813,399	\$ 595,505
			10%	13%	-20%	-9%	-8%	\$194/SF
Rancho La Quinta	\$ 629,000	\$ 800,000	\$ 1,100,000	\$ 1,099,000	\$ 1,074,500	\$ 945,000	\$ 855,259	\$ 788,647
		27%	38%	0%	-2%	-12%	-9%	\$258/SF
PGA West	\$ 377,500	\$ 502,500	\$ 770,000	\$ 885,000	\$ 856,250	\$ 750,000	\$ 639,596	\$ 674,892
		33%	53%	15%	-3%	-12%	-15%	\$229/SF
The Lakes	\$ 372,500	\$ 430,000	\$ 575,000	\$ 570,000	\$ 520,750	\$ 495,000	\$ 454,152	\$ 390,250
		15%	34%	-1%	-9%	-5%	-8%	\$193/SF
Palm Valley	\$ 302,500	\$ 385,000	\$ 485,000	\$ 490,000	\$ 495,000	\$ 420,000	\$ 322,411	\$ 382,680
		27%	26%	1%	1%	-15%	-23%	\$220/SF
Morningside	\$ 965,000	\$ 849,000	\$ 892,000	\$ 1,092,500	\$ 1,032,500	\$ 800,000	\$ 976,000	\$ 1,538,333
		-12%	5%	22%	-5%	-23%	22%	\$347/SF
Mission Hills	\$ 357,000	\$ 437,450	\$ 563,200	\$ 585,000	\$ 600,000	\$ 539,000	\$ 680,247	\$ 508,529
		23%	29%	4%	3%	-10%	26%	\$200/SF
Indian Wells	\$ 550,000	\$ 662,500	\$ 760,000	\$ 907,500	\$ 765,000	\$ 680,000	\$ 568,890	\$ 517,325
		20%	15%	19%	-16%	-11%	-16%	\$205/SF
Desert Horizons	\$ 487,500	\$ 585,000	\$ 735,000	\$ 859,500	\$ 735,000	\$ 765,000	\$ 575,525	\$ 583,571
		20%	26%	17%	-14%	4%	-25%	\$195/SF
Ironwood	\$ 312,500	\$ 387,000	\$ 493,750	\$ 530,000	\$ 493,500	\$ 480,000	\$ 427,491	\$ 419,500
		24%	28%	7%	-7%	-3%	-11%	\$225/SF
Indian Ridge	\$ 587,500	\$ 655,000	\$ 883,500	\$ 1,000,000	\$ 865,000	\$ 1,010,000	\$ 735,164	\$ 831,767
		11%	35%	13%	-14%	17%	-27%	\$277/SF

## Price Range of Homes Sold % Difference from Prior Year

	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010
<b>Mountian View</b>								
Lowest Sales	\$ 624,000	\$ 679,000	\$ 708,975	\$ 577,000	\$ 505,000	\$ 425,000	\$ 288,750	
		9%	4%	-19%	-12%	-16%	-32%	
Highest Sales	\$ 1,595,000	\$ 1,700,000	\$ 1,900,000	\$ 1,695,000	\$ 1,600,000	\$ 1,575,000	\$ 1,400,000	
		7%	12%	-11%	-6%	-2%	-11%	
<b>Rancho La Quinta</b>								
Lowest Sales	\$ 375,000	\$ 385,000	\$ 385,000	\$ 385,000	\$ 385,000	\$ 385,000	\$ 385,000	\$ 385,000
		3%	0%	0%	0%	0%	0%	0%
Highest Sales	\$ 1,475,000	\$ 2,399,000	\$ 2,475,000	\$ 2,450,000	\$ 2,250,000	\$ 2,100,000	\$ 2,000,000	\$ 1,900,500
		63%	3%	-1%	-8%	-7%	-5%	-5%
<b>PGA West</b>								
Lowest Sales	\$ 157,000	\$ 235,000	\$ 305,000	\$ 310,000	\$ 240,000	\$ 234,500	\$ 156,000	\$ 245,000
		50%	30%	2%	-23%	-2%	-33%	57%
Highest Sales	\$ 2,200,000	\$ 2,400,000	\$ 2,525,000	\$ 2,895,000	\$ 2,600,000	\$ 2,850,000	\$ 1,840,000	\$ 1,750,000
		9%	5%	15%	-10%	10%	-35%	-5%
<b>The Lakes</b>								
Lowest Sales	\$ 272,500	\$ 223,000	\$ 380,000	\$ 380,000	\$ 385,000	\$ 330,000	\$ 235,000	\$ 238,500
		-18%	70%	0%	1%	-14%	-29%	1%
Highest Sales	\$ 850,000	\$ 965,000	\$ 965,000	\$ 965,000	\$ 965,000	\$ 965,000	\$ 965,000	\$ 965,000
		14%	0%	0%	0%	0%	0%	0%
<b>Palm Valley</b>								
Lowest Sales	\$ 150,000	\$ 185,000	\$ 294,900	\$ 290,000	\$ 305,000	\$ 150,000	\$ 190,000	\$ 157,000
		23%	59%	-2%	5%	-51%	27%	-17%
Highest Sales	\$ 476,500	\$ 650,000	\$ 850,000	\$ 716,000	\$ 905,000	\$ 915,000	\$ 575,000	\$ 550,000
		36%	31%	-16%	26%	1%	-37%	-4%
<b>Morningside</b>								
Lowest Sales	\$ 639,000	\$ 615,000	\$ 579,900	\$ 700,000	\$ 692,000	\$ 485,000	\$ 480,000	\$ 950,000
		-4%	-6%	21%	-1%	-30%	-1%	98%
Highest Sales	\$ 3,300,000	\$ 2,192,500	\$ 1,565,000	\$ 2,372,000	\$ 1,800,000	\$ 1,850,000	\$ 2,000,000	\$ 2,150,000
		-34%	-29%	52%	-24%	3%	8%	8%
<b>Mission Hills</b>								
Lowest Sales	\$ 121,000	\$ 154,230	\$ 200,000	\$ 260,000	\$ 220,000	\$ 182,500	\$ 115,000	\$ 130,000
		27%	30%	30%	-15%	-17%	-37%	13%
Highest Sales	\$ 1,400,000	\$ 3,600,000	\$ 1,595,000	\$ 3,975,000	\$ 1,865,000	\$ 1,865,000	\$ 2,950,000	\$ 1,187,000
		157%	-56%	149%	-53%	0%	58%	-60%
<b>Indian Wells</b>								
Lowest Sales	\$ 275,000	\$ 284,500	\$ 402,000	\$ 450,000	\$ 450,000	\$ 308,000	\$ 122,000	\$ 90,000
		3%	41%	12%	0%	-32%	-60%	-26%
Highest Sales	\$ 2,139,000	\$ 1,750,000	\$ 2,025,000	\$ 3,300,000	\$ 2,350,000	\$ 3,100,000	\$ 2,800,000	\$ 1,262,000
		-18%	16%	63%	-29%	32%	-10%	-55%
<b>Desert Horizons</b>								
Lowest Sales	\$ 290,000	\$ 340,000	\$ 415,000	\$ 615,000	\$ 425,000	\$ 440,000	\$ 330,000	\$ 450,000
		17%	22%	48%	-31%	4%	-25%	36%
Highest Sales	\$ 1,350,000	\$ 1,500,000	\$ 1,595,000	\$ 2,000,000	\$ 1,560,000	\$ 1,950,000	\$ 1,700,000	\$ 875,000
		11%	6%	25%	-22%	25%	-13%	-49%
<b>Ironwood</b>								
Lowest Sales	\$ 140,000	\$ 175,000	\$ 295,000	\$ 300,000	\$ 275,000	\$ 200,000	\$ 135,000	\$ 120,000
		25%	69%	2%	-8%	-27%	-33%	-11%
Highest Sales	\$ 1,900,000	\$ 1,850,000	\$ 2,150,000	\$ 2,400,000	\$ 3,335,000	\$ 1,800,000	\$ 2,000,000	\$ 1,510,000
		-3%	16%	12%	39%	-46%	11%	-25%
<b>Indian Ridge</b>								
Lowest Sales	\$ 299,000	\$ 339,000	\$ 534,952	\$ 590,000	\$ 495,000	\$ 385,000	\$ 245,000	\$ 367,000
		13%	58%	10%	-16%	-22%	-36%	50%
Highest Sales	\$ 1,900,000	\$ 655,000	\$ 2,200,000	\$ 2,254,000	\$ 2,620,000	\$ 2,400,000	\$ 1,800,000	\$ 1,600,000
		-66%	236%	2%	16%	-8%	-25%	-11%