



Windermere Real Estate • Coachella Valley
44-530 San Pablo Avenue, Suite 101
Palm Desert, California 92260
760-340-9253 – Office
760-561-1392 – Fax
760-835-0240 – Cell

July 2010

Dear Indian Ridge Resident:

While we continue to hear mixed reports about the real estate market, the statistics indicate that we have stabilized in spite of the difficulty in getting loans, the high unemployment rate and the financial condition of the state of California. Whether these positive indicators continue is yet to be determined but for 2010, we have seen in the desert a major shift in the real estate market.

According to the June 28th issue of the Wall Street Journal, 20% of the mortgage defaults were 'strategic' in that the borrowers had missed six or more house payments without missing any of the other consumer debt payments. A 53% increase in 'strategic' defaulters occurred in the first half of 2009 and California's strategic defaults were eighty times higher in 2010 compared to the same time in 2005. One would think these were primarily investors with multiple homes defaulting, however, 68% of these defaulters carried only a single mortgage. This has led Fannie Mae to propose borrowers show evidence of at least attempting to re-finance or re-negotiate the terms with their bank before going to foreclosure and failure to do so could leave the borrower responsible for the unpaid balance in some way and unable to obtain a loan for up to 5 years.

In the June issue of "What's Hot, What's Not" by John Seymour, the average 30 year fixed rate was 4.84% down from 5.27% the week of April, 2009 and these lower rates are expected to last the remainder of the year.

Freddie and Fannie have once again returned to the feds for more money. To date they have spent over \$227 billion. Through the Obama modification program up to April of this year, 295,348 homeowners were helped with 25% of those who received modification assistance still delinquent on their payments. As of April there were 7.4 million homeowners delinquent on their payments. The WSJ reported in their May 28th issue that 14% of mortgage loans on one to four unit homes are delinquent in their payments by 30 days or more or in the foreclosure process. Foreclosures are expected to peak in August of 2011 but should not affect home prices as much as they did in late 2008 and early 2009.

Existing home sales were up 7.6% in April compared to March and up 22.8% compared to April of 2009. Nationally there is an 8.4 month supply of homes on the market. Historically a 6 to 7 month supply indicates a stable market. According to the National Association of Realtors the housing correction appears to essentially be over as the national median price of existing homes sold was up 4% from April of 2009.

According to the LA Time on June 23rd, May closings reflected a 19.2% gain from May of 2009. Keeping a glut of foreclosed houses off the market is essential for our continued recovery. The sales showed a 4.9% increase in the West while the south and Midwest were flat and the northeast falling 18.3%. It is no wonder we get mixed reviews on the real estate market with each area different in recovery.

The California Real Estate Market experienced an 8.1% drop in home sales in April compared to a year ago. Median home prices in California are up 23.2%, \$324,430 compared to \$263,440 in May of 2009. Homes over \$1 million currently have a 10.1 month supply down from 16.1 a year ago. Sales under \$1 million show a declining month's supply of 5.5 months or less which would indicate greater demand for those homes. April median home sales were up 21% from April in 2009 and 1.5% from March. This could be the direct result from the reduced supply and AN increase in number of home sales over \$500,000.

Until the job market improves, thereby helping homeowners make their house payments, the full real estate recovery is hard to determine. With California's Cap 'n Trade like policy, Assembly Bill 32, if implemented could cost our state 1.1 million jobs and until the state becomes more business friendly, businesses will leave the state for better conditions, continuing to affect the job and real estate market.



DRIVEN

In a 2010 Survey of California home buyers, 75% of the first time home buyers admitted the tax credit had an impact on their decision to buy. First time home buyers represented 46% of the home sales, up from 38% in 2009. While many said the tax credit was the incentive which may have helped some cover down payments or closing costs, the good value in resale homes, distressed sales, bank owned and short sale perhaps provided greater incentives to purchase a home. First time home buyers were putting an average of 23.1% on their down payment while repeat buyers put an average of 37.3%. Home buyers reported an average level of difficulty in getting a loan (on a scale of 1 to 10 with 10 being the most difficult), at 8.5.

There are positive signs of improvement in the real estate market in the Coachella Valley as well. Included with this report are annual sales for various country clubs since 2003 and each quarter for this year. The breakdown of home sales by price show an increase in the percentage of million dollar sales from 2.9% in 2009 to 4.0% in the first quarter and up to 4.7% for the 2nd quarter. Sales over \$500,000 have grown from 12.2% in 2009 to 16.9% in the 2nd quarter of this year. Sales under \$500,000 which dominated the market in 2009 now have dropped from 87.8% to 83.1%. Couple that with country clubs home sales in the first two quarters of this year being almost equal to the total sales in all of 2009, the real estate market appears to be definitely improving. The fourth quarter of 2009 had a big impact on the total sales in 2009 as it was the strongest quarter for the year which would indicate 2010 being a much bigger year than the numbers show.

In the desert, sales of homes \$1 million to \$1.5 million show 118 sales to date in 2010 which should outpace the total of 132 homes sold in this category in 2009. Homes that sold from \$1.5 to \$2 million in 2010 in the first half of the year were 45 with a total of 47 in 2009. Two to three million dollar homes sold were 41 in 2009 and to date for 2010 we are at 31. Homes over \$3 million selling this year to date is 14 compared to 17 in the previous year

In Indian Ridge, 50 homes have sold or are pending to date for this year. Actual closed sales are 39. Last year a total of 33 homes sold so we are well past last year's sales. The price per square foot continues to vary as homes with wonderful locations and very nice upgrades are combined with short sale, bank owned and homes with fewer upgrades and less desirable locations. Four bedroom homes in Indian Ridge with the upgrades and location averaged \$366 per square foot with the lowest price per square foot for sold high end properties at \$343. While the market continues to be price driven, the increase in comparables help determine asking, selling and appraisal prices are falling more in line due to more sold properties.

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 printed on both sides. Have a wonderful summer.

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, LA Times, 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

Indian Ridge Home Report

Jul-10

Floor Plan	# Avail	Lowest Price	Highest Price	SF
Homes on the Market				
Acacia 3	4	\$ 359,000	\$ 439,000	1903
Acacia 4	4	\$ 450,000	\$ 599,000	2182
Acacia 5	3	\$ 529,000	\$ 599,000	2368
Palo Verde 2	1	\$ 659,000		2562
Palo Verde 3	4	\$ 589,000	\$ 1,050,000	2712
Palo Verde 5	1	\$ 1,095,000		3310
Smoketree 1	1	\$ 650,000		2392
Smoketree 2	1	\$ 895,000		2682
Smoketree 1/Casita	1	\$ 760,000		2692
Smoketree 3	1	\$ 1,195,000		3102
Smoketree 4	3	\$ 849,000	\$ 1,045,000	3402
Smoketree 5	5	\$ 950,000	\$ 1,389,000	3562
Bougainvillea 1	7	\$ 579,000	\$ 799,000	2430
Bougainvillea 2	6	\$ 699,000	\$ 1,100,000	2742
Bougainvillea 3	1	\$ 749,000		2217
Bougainvillea 3/Casita	1	\$ 875,000		2464
Ocotillo 1	3	\$ 1,149,000	\$ 1,250,000	3082
Ocotillo 1/Casita	4	\$ 995,000	\$ 1,495,000	3371-3574
Ocotillo 2	9	\$ 995,000	\$ 1,259,000	3255
Ocotillo 2/Casita	4	\$ 1,135,000	\$ 1,690,000	3576
Ocotillo 3	1	\$ 1,225,000		3513
Ocotillo 3/Casita	6	\$ 1,099,000	\$ 1,650,000	3869
Jacaranda 1	2	\$ 1,800,000	\$ 2,495,000	4575
Cortona 923	1	\$ 2,295,000		5375
	74			
Pending Sales				
Acacia 4	2	\$ 499,000	\$ 549,000	2182
Smoketree 2	1	\$ 649,000		2932
Bougainvillea 1	1	\$ 559,000		2430
Bougainvillea 2	2	\$ 699,900	\$ 895,000	2742
Ocotillo 1	1	\$ 799,000		3082
Ocotillo 1/Casita	2	\$ 950,000	\$ 1,195,000	3371
Ocotillo 3	1	\$ 995,000		3513
Jacaranda 1	1	\$ 1,400,000		4575
	11			
Sold Properties - 2nd Quarter - 2010				
Acacia 3	4	\$ 372,500	\$ 475,000	1903 Diane (1)
Acacia 4	1	\$ 435,000		2182
Mesquite 4	2	\$ 425,000	\$ 449,000	2197 Diane (1)
Palo Verde 3	1	\$ 807,000		2712 Diane
Palo Verde 3/Casita	1	\$ 740,000		2942 Diane
Bougainvillea 1	2	\$ 650,000	\$ 680,000	2430
Bougainvillea 2	3	\$ 565,000	\$ 775,000	2742 Diane (2)
Bougainvillea 3	1	\$ 675,000		2217 Diane
Ocotillo 1	1	\$ 830,000		3082
Ocotillo 1/Casita	1	\$ 820,000		3371
Ocotillo 2	2	\$ 875,000	\$ 962,000	3244
Ocotillo 2/Casita	2	\$ 1,100,000	\$ 1,425,000	3576 Diane (2)
Ocotillo 3/Casita	2	\$ 1,369,000	\$ 1,450,000	3869 Diane (1)
Jacaranda 1	1	\$ 1,725,000		4575 Diane
	24			

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Indian Ridge Country Club

Quarterly Home Sales Activity

	2004				2005				2006				2007				2008				2009				2010					
	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	Sold	\$\$ Sales	\$/SF	DOM	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			15	\$ 12,476,500				
HOA	26	\$ 13,074,500			15	\$ 11,152,900	\$ 292		11	\$ 8,997,500	\$ 352	47	7	\$ 4,885,000	\$ 365	77	6	\$ 4,021,000	\$ 291	70	5	\$ 3,405,900	\$ 272	187	6	\$ 5,317,000	\$ 303	84		
PUD	23	\$ 17,022,000			18	\$ 21,096,900	\$ 364		12	\$ 16,621,500	\$ 440	75	10	\$ 11,638,900	\$ 428	134	11	\$ 13,549,000	\$ 392	91	2	\$ 1,455,000	\$ 313	101	9	\$ 7,159,500	\$ 311	148		
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			24	\$ 19,094,500				
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	9	\$ 4,659,500	\$ 229	216		
PUD	34	\$ 31,538,599			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	15	\$ 14,435,000	\$ 304	156		
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			2	\$ 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	1	\$ 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	1	\$ 2,250,000	\$ 492	63	2	\$ 1,562,500	\$ 285	37						
Annual	162	\$ 121,130,900			127	\$ 132,249,152			58	\$ 64,891,626			62	\$ 59,072,900			39	\$ 42,634,000			33	\$ 24,260,400								
HOA	79	\$ 45,607,000	\$ 285		56	\$ 41,079,252	\$ 343		27	\$ 23,621,125	\$ 329		35	\$ 27,349,000	\$ 313	156	16	\$ 12,276,000	\$ 305	106	20	\$ 12,647,900	\$ 247	204						
Average Price		\$ 577,303				\$ 733,558				\$ 874,856				\$ 781,400				\$ 767,250				\$ 632,395								
PUD	83	\$ 75,523,900	\$ 354		71	\$ 91,169,900	\$ 423		31	\$ 41,270,500	\$ 437		35	\$ 31,723,900	\$ 382	124	23	\$ 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								



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



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Yearly Annual Country Club Sales

Country Club	2003	2004	2005	2006	2007	2008	2009	1st Quarter	2nd Quarter	Total
								2010	2010	2010
								Sold	Sold Pending	Sold
Mountain View	0	5	36	20	29	39	44	9	18 16	27
Rancho La Quinta	111	139	85	67	66	54	55	17	30 4	37
PGA West	346	399	321	195	164	161	133	39	40 34	79
The Lakes	88	111	81	68	52	45	31	18	8 7	26
Palm Valley	130	156	110	66	59	69	46	16	29 5	45
Morningside	20	39	37	24	24	21	15	6	7 2	13
Mission Hills	165	214	150	102	79	63	50	17	17 20	34
Indian Wells	90	112	81	56	71	40	53	20	21 10	41
Desert Horizons	64	75	62	36	20	17	20	7	8 3	15
Ironwood	93	110	84	57	34	44	40	14	14 3	28
Indian Ridge	122	163	104	59	61	39	33	15	24 11	39

Average Sales Price

	2003	2004	2005	2006	2007	2008	2009	1st Quarter	2nd Quarter
								2010	2010
Mountain View	\$ -	\$ 980,000	\$ 1,075,000	\$ 1,212,500	\$ 975,000	\$ 888,000	\$ 813,399	\$ 595,505	\$ 674,216
Rancho La Quinta	\$ 629,000	\$ 800,000	\$ 1,100,000	\$ 1,099,000	\$ 1,074,500	\$ 945,000	\$ 855,259	\$ 788,647	\$ 845,269
PGA West	\$ 377,500	\$ 502,500	\$ 770,000	\$ 885,000	\$ 856,250	\$ 750,000	\$ 639,596	\$ 674,892	\$ 736,663
The Lakes	\$ 372,500	\$ 430,000	\$ 575,000	\$ 570,000	\$ 520,750	\$ 495,000	\$ 454,152	\$ 390,250	\$ 406,688
Palm Valley	\$ 302,500	\$ 385,000	\$ 485,000	\$ 490,000	\$ 495,000	\$ 420,000	\$ 322,411	\$ 382,680	\$ 327,397
Morningside	\$ 965,000	\$ 849,000	\$ 892,000	\$ 1,092,500	\$ 1,032,500	\$ 800,000	\$ 976,000	\$ 1,538,333	\$ 950,714
Mission Hills	\$ 357,000	\$ 437,450	\$ 563,200	\$ 585,000	\$ 600,000	\$ 539,000	\$ 680,247	\$ 508,529	\$ 558,900
Indian Wells	\$ 550,000	\$ 662,500	\$ 760,000	\$ 907,500	\$ 765,000	\$ 680,000	\$ 568,890	\$ 517,325	\$ 840,631
Desert Horizons	\$ 487,500	\$ 585,000	\$ 735,000	\$ 859,500	\$ 735,000	\$ 765,000	\$ 575,525	\$ 583,571	\$ 616,000
Ironwood	\$ 312,500	\$ 387,000	\$ 493,750	\$ 530,000	\$ 493,500	\$ 480,000	\$ 427,491	\$ 419,500	\$ 407,821
Indian Ridge	\$ 587,500	\$ 655,000	\$ 883,500	\$ 1,000,000	\$ 865,000	\$ 1,010,000	\$ 735,164	\$ 831,767	\$ 795,604

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Price Range of Homes Sold % Difference from Prior Year

	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010	2nd Qtr 2010							
Mountian View																
Lowest Sales	\$	624,000	\$	679,000	\$	708,975	\$	577,000	\$	505,000	\$	425,000	\$	288,750	\$	365,900
Highest Sales	\$	1,595,000	\$	1,700,000	\$	1,900,000	\$	1,695,000	\$	1,600,000	\$	1,575,000	\$	1,400,000	\$	1,100,000
Rancho La Quinta																
Lowest Sales	\$	375,000	\$	385,000	\$	385,000	\$	385,000	\$	385,000	\$	385,000	\$	385,000	\$	250,000
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
PGA West																
Lowest Sales	\$	157,000	\$	235,000	\$	305,000	\$	310,000	\$	240,000	\$	234,500	\$	156,000	\$	245,000
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
The Lakes																
Lowest Sales	\$	272,500	\$	223,000	\$	380,000	\$	380,000	\$	385,000	\$	330,000	\$	235,000	\$	238,500
Highest Sales	\$	850,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000
Palm Valley																
Lowest Sales	\$	150,000	\$	185,000	\$	294,900	\$	290,000	\$	305,000	\$	150,000	\$	190,000	\$	157,000
Highest Sales	\$	476,500	\$	650,000	\$	850,000	\$	716,000	\$	905,000	\$	915,000	\$	575,000	\$	550,000
Morningside																
Lowest Sales	\$	639,000	\$	615,000	\$	579,900	\$	700,000	\$	692,000	\$	485,000	\$	480,000	\$	950,000
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
Mission Hills																
Lowest Sales	\$	121,000	\$	154,230	\$	200,000	\$	260,000	\$	220,000	\$	182,500	\$	115,000	\$	130,000
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
Indian Wells																
Lowest Sales	\$	275,000	\$	284,500	\$	402,000	\$	450,000	\$	450,000	\$	308,000	\$	122,000	\$	90,000
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
Desert Horizons																
Lowest Sales	\$	290,000	\$	340,000	\$	415,000	\$	615,000	\$	425,000	\$	440,000	\$	330,000	\$	450,000
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
Ironwood																
Lowest Sales	\$	140,000	\$	175,000	\$	295,000	\$	300,000	\$	275,000	\$	200,000	\$	135,000	\$	120,000
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
Indian Ridge																
Lowest Sales	\$	299,000	\$	339,000	\$	534,952	\$	590,000	\$	495,000	\$	385,000	\$	245,000	\$	367,000
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

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Coachella Valley Total Home Sales Evaluation

	Total Sales	<\$500,000		>\$500,000		<\$1 Million		> \$1 Million	
2003	10136	8925	88.1%	1211	11.9%	9909	97.8%	214	2.1%
2004	12377	9761	78.9%	2616	21.1%	11866	95.9%	489	4.0%
2005	10896	7613	69.9%	3283	30.1%	10137	93.0%	717	6.6%
2006	7465	4958	66.4%	2507	33.6%	6740	90.3%	696	9.3%
2007	5893	3823	64.9%	2070	35.1%	5290	89.8%	579	9.8%
2008	7016	5576	79.5%	1440	20.5%	6581	93.8%	398	5.7%
2009	8263	7259	87.8%	1004	12.2%	8026	97.1%	237	2.9%
1st Qtr 2010	2251	1955	86.9%	307	13.6%	2164	96.1%	89	4.0%
2nd Qtr 2010	2586	2148	83.1%	438	16.9%	2465	95.3%	121	4.7%

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Yearly Country Club Annual Sales

Country Club	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010	2nd Qtr 2010
The Reserve	2	3	7	8	10	11	1	1	3
Vintage	0	2	2	8	10	6	6	1	1
Bighorn	12	21	38	30	14	22	9	4	4
Tradition	4	8	12	12	12	10	11	5	6
Hideaway	3	28	7	22	21	14	18	3	7
Toscana	0	0	0	7	12	8	11	5	9

Average Country Club Sales Price

	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010	2nd Qtr 2010
The Reserve	\$ 2,068,750	\$ 1,335,000	\$ 1,765,000	\$ 2,875,000	\$ 2,600,000	\$ 3,400,000	\$ 2,900,000	\$ 3,425,000	\$ 2,879,167
Vintage		\$ 1,580,000	\$ 2,547,500	\$ 3,850,000	\$ 3,150,000	\$ 1,962,500	\$ 2,880,000	\$ 573,000	\$ 3,000,000
Bighorn	\$ 2,012,500	\$ 2,175,000	\$ 2,600,000	\$ 3,000,000	\$ 3,212,500	\$ 4,050,000	\$ 4,551,667	\$ 5,875,000	\$ 3,887,000
Tradition	\$ 2,607,500	\$ 2,510,000	\$ 3,325,000	\$ 2,500,000	\$ 3,500,000	\$ 2,555,000	\$ 2,762,273	\$ 2,125,000	\$ 2,172,500
Hideaway	\$ 975,000	\$ 1,100,000	\$ 1,820,000	\$ 3,150,000	\$ 3,080,000	\$ 2,562,500	\$ 2,482,500	\$ 2,591,667	\$ 1,929,286
Toscana				\$ 2,049,000	\$ 2,248,583	\$ 2,120,884	\$ 1,823,333	\$ 1,554,000	\$ 1,694,444

Price Ranges of Country Club Homes Sold

	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010	2nd Qtr 2010
The Reserve									
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	\$ 1,120,500
Highest Sales Price	\$ 3,200,000	\$ 1,521,250	\$ 4,950,000	\$ 4,900,000	\$ 4,050,000	\$ 8,100,000	\$ 2,900,000		\$ 4,700,000
Vintage									
Lowest Sales Price		\$ 1,160,000	\$ 695,000	\$ 765,000	\$ 650,000	\$ 680,000	\$ 500,000	\$ 573,000	\$ 3,000,000
Highest Sales Price		\$ 2,000,000	\$ 4,400,000	\$ 6,700,000	\$ 8,350,000	\$ 7,950,000	\$ 2,880,000		\$ 3,000,000
Bighorn									
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	\$ 2,150,000
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	\$ 8,500,000
Tradition									
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	\$ 1,100,000
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	\$ 3,300,000
Hideaway									
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	\$ 1,175,000
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	\$ 2,450,000
Toscana									
Lowest Sales Price				\$ 1,700,000	\$ 1,300,000	\$ 1,350,000	\$ 875,000	\$ 1,220,000	\$ 950,000
Highest Sales Price				\$ 2,775,000	\$ 4,100,000	\$ 2,900,000	\$ 4,200,000	\$ 1,750,000	\$ 5,000,000

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 Listings.