



Windermere Real Estate • Coachella Valley  
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July 2010

Dear Toscana 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 28<sup>th</sup> 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 28<sup>th</sup> 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 Times on June 23<sup>rd</sup>, 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 2<sup>nd</sup> quarter. Sales over \$500,000 have grown from 12.2% in 2009 to 16.9% in the 2<sup>nd</sup> 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 Toscana, 14 homes have sold to date for this year (two homes spec homes, 12 resale homes). Nine of the homes closed in the 2nd quarter of this year. With a total of 11 homes sold in all of 2009, this is a positive sign for the community. The 5 spec homes still available have been pulled off the Multiple Listing Service which reduces the actively listed homes to 20. For those not familiar with Toscana, it paints a positive picture of the community and with fewer homes available it should prove to be more positive for all concerned. Outside real estate professionals represent 12 of the 20 sellers who currently have their home on the market and have represented 43% of the sellers and 71% of the buyers for the resale homes in Toscana this year.

If you have a friend or are personally interested in purchasing a home in Toscana, I have several properties available:

- 721 Bellagio—4246 SF—\$1,795,00—furnished—great views
- 621 Amalfi—3300 SF—\$1,375,000—water and golf course views—great price
- 601 Amalfi—2850 SF—\$1,165,000—stone pavers, pool/spa, large water feature in courtyard—lowest price
- Custom Estate Home—6478 SF—spacious patio, furnished with media room. Great Price—\$3,800,000
- Two Custom Estate Lots—\$895,000.

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



# DRIVEN

## *Toscana Country Club Home Sales 2nd Quarter 2010*

### *Homes Sold in 2nd Quarter of 2010*

<b>Floor plan</b>	<b>Size</b>	<b># Sold</b>	<b>Price Range</b>
Amalfi 601	2850 sf	1	\$1,000,000 Resale
Amalfi 621	3300 sf	1	\$1,550,000 Resale
Amalfi 622	3766 sf	2	\$ 950,000-\$1,200,000 Resale
Amalfi 623	4097 sf	3	\$1,300,000-\$1,487,000 (2 Specs)
Bellagio 701	3670 sf	1	\$1,400,000 Resale
Custom Estate Home	6046 sf	1	\$5,000,000 Resale
<b>Total</b>		<b>9</b>	

### *Homes Pending in 2<sup>nd</sup> Quarter of 2010*

<b>Floor plan</b>	<b>Size</b>	<b># Sold</b>	<b>Price Range</b>
Bellagio 721	4246sf	1	\$1,495,000 Resale
Amalfi 622	3724sf	1	\$1,450,000 Spec
Custom Home-REO	6523sf	1	\$1,400,000 Bank Owned
<b>Total</b>		<b>3</b>	

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

Amalfi 601	3	2850 SF	3/3.5	\$1,165,000-\$1,595,000
Amalfi 602	1	3244SF	3/3.5	\$1,460,000
Amalfi 603	1	3554SF	3/3.5	\$1,350,000
Amalfi 621	3	3300SF	4/4.5	\$1,375,000-\$1,890,000
Amalfi 622	3	3766 SF	4/4.5	\$1,299,000-\$1,950,000
Amalfi 623	1	4064 SF	4/4.5	\$1,495,000
Bellagio 721	1	4246 SF	4/4.5	\$1,995,000
Cortona 921	3	4996 SF	4/4.5	\$2,749,000
Cortona 922	2	5414 SF	4/4.5	\$2,600,000-\$2,850,000
Cortona 923	1	5469 SF	4/4.5	\$2,650,000
Cortona 972	1	5397 sf	4/4.5	\$2,995,000

Note: No Spec Homes actively listed in Multiple Listing Service at this time. 5 are available.

## *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%
<b>2nd Qtr 2010</b>	2586	2148	83.1%	438	16.9%	2465	95.3%	121	4.7%

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.

### Yearly Country Club Annual Sales

Country Club	2003	2004	2005	2006	2007	2008	2009	1st Qtr 2010	2nd Qtr 2010
<b>The Reserve</b>	2	3	7	8	10	11	1	1	3
<b>Vintage</b>	0	2	2	8	10	6	6	1	1
<b>Bighorn</b>	12	21	38	30	14	22	9	4	4
<b>Tradition</b>	4	8	12	12	12	10	11	5	6
<b>Hideaway</b>	3	28	7	22	21	14	18	3	7
<b>Toscana</b>	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
<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	\$ 2,879,167
<b>Vintage</b>		\$ 1,580,000	\$ 2,547,500	\$ 3,850,000	\$ 3,150,000	\$ 1,962,500	\$ 2,880,000	\$ 573,000	\$ 3,000,000
<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	\$ 3,887,000
<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	\$ 2,172,500
<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	\$ 1,929,286
<b>Toscana</b>				\$ 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
<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	\$ 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
<b>Vintage</b>									
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
<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	\$ 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
<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	\$ 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
<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	\$ 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
<b>Toscana</b>									
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

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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									
<b>Mountian View</b>																		
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		
<b>Rancho La Quinta</b>																		
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	\$	1,400,000
<b>PGA West</b>																		
Lowest Sales	\$	157,000	\$	235,000	\$	305,000	\$	310,000	\$	240,000	\$	234,500	\$	156,000	\$	245,000	\$	255,000
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	\$	2,265,000
<b>The Lakes</b>																		
Lowest Sales	\$	272,500	\$	223,000	\$	380,000	\$	380,000	\$	385,000	\$	330,000	\$	235,000	\$	238,500	\$	229,000
Highest Sales	\$	850,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	965,000	\$	675,000
<b>Palm Valley</b>																		
Lowest Sales	\$	150,000	\$	185,000	\$	294,900	\$	290,000	\$	305,000	\$	150,000	\$	190,000	\$	157,000	\$	131,500
Highest Sales	\$	476,500	\$	650,000	\$	850,000	\$	716,000	\$	905,000	\$	915,000	\$	575,000	\$	550,000	\$	556,000
<b>Morningside</b>																		
Lowest Sales	\$	639,000	\$	615,000	\$	579,900	\$	700,000	\$	692,000	\$	485,000	\$	480,000	\$	950,000	\$	525,000
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	\$	1,565,000
<b>Mission Hills</b>																		
Lowest Sales	\$	121,000	\$	154,230	\$	200,000	\$	260,000	\$	220,000	\$	182,500	\$	115,000	\$	130,000	\$	150,000
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	\$	1,250,000
<b>Indian Wells</b>																		
Lowest Sales	\$	275,000	\$	284,500	\$	402,000	\$	450,000	\$	450,000	\$	308,000	\$	122,000	\$	90,000	\$	365,000
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	\$	1,650,000
<b>Desert Horizons</b>																		
Lowest Sales	\$	290,000	\$	340,000	\$	415,000	\$	615,000	\$	425,000	\$	440,000	\$	330,000	\$	450,000	\$	440,000
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	\$	1,100,000
<b>Ironwood</b>																		
Lowest Sales	\$	140,000	\$	175,000	\$	295,000	\$	300,000	\$	275,000	\$	200,000	\$	135,000	\$	120,000	\$	220,000
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	\$	950,000
<b>Indian Ridge</b>																		
Lowest Sales	\$	299,000	\$	339,000	\$	534,952	\$	590,000	\$	495,000	\$	385,000	\$	245,000	\$	367,000	\$	372,500
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	\$	1,725,000

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