



Swing a Deal 4 You Newsletter

Summer 2012

Time has flown by and the season has ended! I have some exciting news to report about the real estate market here. First we need to thank our friends north of the border for the upturn in our sales. Thanks to a strong Canadian dollar and a real estate market of opportunity and the best weather and golf in the United States we have a perfect storm of buyers. We have had a good selling season and as a result our inventory is quite low right now. It is about half of what it was this time last year. Foreclosures and short sales have been on the decline.

I have compiled some interesting facts and statistics. If you compare them to my past newsletters you can see the market has definitely stabilized.

[Desert Area Past Six Months of Sales by City\(as reported in the Desert Area Multiple Listing Service\)](#)

La Quinta	687 sales +237 Pending Sales. 80 sales over 1 million
Indian Wells	196 sales +37 Pending Sales. 58 sales over 1 million
Palm Desert	834 sales +270 Pending Sales 24 sales over 1 million
Rancho Mirage	4201 sales +152 Pending Sales 39 sales over 1 million

Featured La Quinta Communities Sales Data

Andalusia 10 homes on the market with the lowest priced at \$1,080,000 and the highest priced at \$2,195,000. There have been 14 sales in the last six months with an average price per sq ft of \$320

[The Citrus](#) 27 homes on the market with the lowest priced at \$598,000 and the highest priced at \$1,350,000. There have been 24 sales in the last six months with an average price per sq ft of \$245

[The Hideaway](#) 39 homes on the market with the lowest priced at \$999,000 and the highest priced at \$6,995,000. There have been 17 sales in the last six months + 6 pending sales. The average price per sq ft was \$458. One of the highest sales in the desert was at the Hideaway at \$6,500,000.

[Mountain View CC](#) 23 homes on the market with the lowest priced at \$409,000,000 and the highest priced at \$1,499,000. There have been 16 sales in the last six months with an average price per sq ft of \$247

[The Tradition](#) 17 homes on the market with the lowest priced at \$1,963,000 and the highest priced at \$7,999,000. There have been 8 sales in the last six months. The average price per sq ft was \$485. 6 homes sold were over \$2,000,000.

[Rancho La Quinta](#) 47 homes on the market with the lowest priced at \$335,000 and the highest priced at \$1,500,000. There have been 46 sales in the past six months with the lowest priced sold at \$375,000 and the highest priced at \$1,550,000. Average price per sq ft was \$267.

[PGA West](#) 105 homes on the market with the lowest priced at \$159,000 and the highest priced at \$2,095,000. There have been 116 sales in the last six months with 41 pending sales. The average price per sq ft is \$191. There have been 8 sales over \$1,000,000.

Other Desert Community Sales Facts

[Duna La Quinta](#) 9 sales at \$136 per sq ft

[La Quinta Fairways](#) 8 sales+5 pending Average price per sq ft was \$160

[Hidden Canyon](#) 5 sales+2 pending Average price per sq ft was \$170

[Painted Cove](#) 4 sales Average price per sq ft was \$184

[Heritage Palms CC](#) 29 sales+10 pending Average price per sq ft was \$156

[Desert Falls CC](#) 33 sales+15 pending Average price per sq ft was \$147

[The Springs CC](#) 37 sales+6 pending Average price per sq ft was \$136 with the lowest sale at \$235,000 and the highest at \$750,000

[Toscana CC](#) 20 sales+4 pending Average price per sq ft was \$397. The highest price sold was \$3,500,000

[Indian Wells CC](#) 53sales+5 pending Average price per sq ft was \$266. The highest price sold was \$2,400,000

[Big Horn](#) 11 sales+1pending Average price per sq ft was \$600. The highest price sold was \$10,000,000

[Indian Ridge CC](#) 41 sales+5 pending Average price per sq ft was \$246. The highest price sold was \$2,300,000

[Mission Hills CC](#) 51 sales+23 pending Average price per sq ft was \$160. The lowest priced sale was \$147,000 and the highest price sold was \$1,550,000. 4 Sales over 1 million.

There has never been a better time to buy real estate in the Coachella Valley. For a winning experience call me and let me "Swing a Deal 4 you!"

Jennie Robinson
Windermere Real Estate
760-413-5209
Swingadeal4you@aol.com