



## October 2013 Quarterly Report

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

**La Quinta** 621 sales +124 Pending Sales. 82 sales over 1 million with the highest sale of \$7,00,000 The Merv Griffin Estate. 596 active listings from \$138,000 to \$7995,000

**Indian Wells** 143 sales +25 Pending Sales. 35 sales over 1 million with the highest sale of \$4,200,000 at The Vintage Club. 196 Active listings from \$68,000-11,900,000

**Palm Desert** 786 sales +174 Pending Sales 18 sales over 1 million with the highest sale of \$9,725,000 at Big Horn. 627 Active listings from \$92,000-6,995,000

**Rancho Mirage** 429 sales +92 Pending Sales 51 sales over 1 million with the highest sale of \$3,200,000 at Coronado Lane. 413 Active listings ranginf from \$68,000-9,750,000

### [Featured Communities Sales Data](#)

**[Andalusia](#)** 3 resale homes on the market with the lowest priced at \$1,300,000 and the highest priced at \$2,065,000. There have been 20 sales in the last six months with 11 pending sales with an average price per sq ft of \$330

**[The Citrus](#)** 7 homes on the market with the lowest priced at \$639,000 and the highest priced at \$989,000. There have been 21 sales in the last six months with 4 pending sales at an average price per sq ft of \$235

[The Hideaway](#) 28 homes on the market with the lowest priced at \$1,350,000 and the highest priced at \$5,995,000. There have been 15 sales in the last six months + 1 pending sales. The average price per sq ft was \$492.

[The Madison Club](#) 2 homes on the market with the lowest priced at \$799,500 and the highest priced at \$4,995,000 There have been 3 sales in the last six months The average price per sq ft was \$750.

[The Quarry](#) 8 homes on the market with the lowest priced at \$1,350,000 and the highest priced at \$5,995,000. There have been 4 sales in the last six months. The average price per sq ft was \$343.

[Mountain View CC](#) 19 homes on the market with the lowest priced at \$479,000 and the highest priced at \$1,699,000. There have been 19 sales in the last six months with an average price per sq ft of \$262

[The Tradition](#) 23 homes on the market with the lowest priced at \$1,295,000 and the highest priced at \$7,995,000. There have been 6 sales in the last six months with 2 pending sales. The average price per sq ft was \$455.

[Rancho La Quinta](#) 37 homes on the market with the lowest priced at \$419,000 and the highest priced at \$1,895,000. There have been 36 sales in the past six months with the lowest priced sold at \$450,000 and the highest priced at \$1,300,000. Average price per sq ft was \$256.

[PGA West](#) 108 homes on the market with the lowest priced at \$175,000 and the highest priced at \$2,399,000. There have been 109 sales in the last six months with 19 pending sales. The average price per sq ft is \$220. There have been 16 sales over \$1,000,000.

[La Quinta CC](#) 27 homes on the market with the lowest priced at \$179,000 and the highest priced at \$1,799,000. There have been 15 sales in the last six months with the lowest priced at \$210,000 and the highest priced at \$960,000 with an average price per sq ft of \$181.

[Palmilla](#) 12 homes on the market with the lowest priced at \$580,000 and the highest priced at \$1,900,000. There have been 8 sales in the last six months . The average price per sq ft is \$214.

[The Estancias](#) 5 homes on the market with the lowest priced at \$1,095,000 and the highest priced at \$2,225,000. There have been 2 sales in the last year . The average price per sq ft is \$461.

[Santa Rosa Cove](#) 10 homes on the market with the lowest priced at \$364,500 and the highest priced at \$675,000. There have been 11 sales in the last six months . The average price per sq ft is \$226.

[Duna La Quinta](#) 1 sale at \$191 per sq ft. there are 8 homes on the market ranging from \$299-549,000

[La Quinta Fairways](#) 10 sales+1 pending Average price per sq ft was \$205. There are currently 5 homes on the market ranging from \$535-579,000

[Hidden Canyon](#) 6 sales+2 pending Average price per sq ft was \$206. There are 5 homes on the market ranging from \$679-875,000

[Painted Cove](#) 3 sales Average price per sq ft was \$236. Only 3 homes on the market ranging in price from \$765,000-895,000.

[Heritage Palms CC](#) 24 sales+6 pending Average price per sq ft was \$172. There are currently 36 homes on the market ranging from \$189,000-649,000

[Desert Falls CC](#) 38 sales+5 pending Average price per sq ft was \$163. There are 29 on the market ranging from \$198-475,000

[The Reserve](#) 10 sales+3 pending Average price per sq ft was \$404. There are currently 19 on the market ranging from \$1,190,000-5,600,000

[Toscana CC](#) 10 sales+3 pending Average price per sq ft was \$404. The highest price sold was \$2,100,000. There are currently 19 on the market ranging from \$1,19,000-5600,000

[Indian Wells CC](#) 40 sales+2 pending Average price per sq ft was \$206. The highest price sold was \$1,355,000. There are currently 62 on the market ranging from \$210,000-\$4,200,000.

[Big Horn](#) 7 sales with an Average price per sq ft was \$642. The highest price sold was \$6,995,000. There are currently 22 on the market ranging from \$1,250,000-\$6,995,000

[Indian Ridge CC](#) 33 sales+5 pending Average price per sq ft was \$250. The highest price sold was \$1,599,000. There are currently 67 homes on the market ranging from \$179,000-\$3,495,000

[Mission Hills CC](#) 61 sales+18 pending Average price per sq ft was \$187. The highest price sold was \$1,550,000. There are currently 55 homes on the market ranging from \$94,000-\$2,650,000

The biggest change from the same 6 months last year has been the decline in inventory and the slight elevation in cost per square foot of the homes sold. In all areas there were 20% more homes sold over one million dollars.

Andalusia CC in La Quinta had the biggest change as they re-launched and redesigned standing inventory with lower prices and more buyer incentives. They are on track to close over 50 homes before the end of December. A dramatic jump over just 17 sold in 2012

The Citrus had the biggest decline in active listings, going from 29 homes on the market this time last year to 7 homes on the market at this time. The Citrus also had a tremendous year of sales reporting 37 sales year to date.

PGA West also has also had a very good selling year reporting 195 sales year to date. The inventory there is becoming quite low for homes priced under \$500,000.

Toscana CC in Indian Well has reported a 79% increase in homes sold in 2013 over their sales in 2012.

The Hideaway continues its fast pace of growth with 24 new homes currently under construction. There are now 275 homes completed and the community is 62% complete.