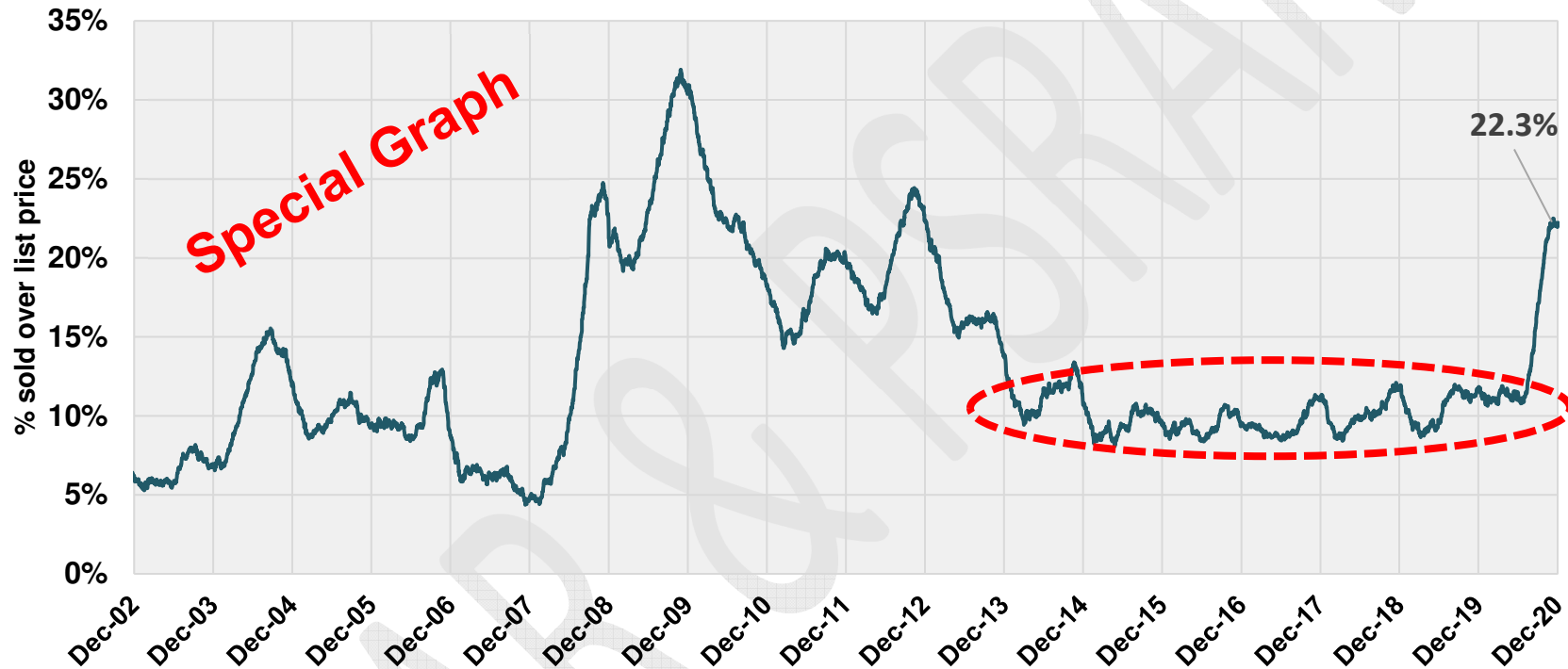


## Percent Sales Over List Price

Coachella Valley

December 2002 - December 2020

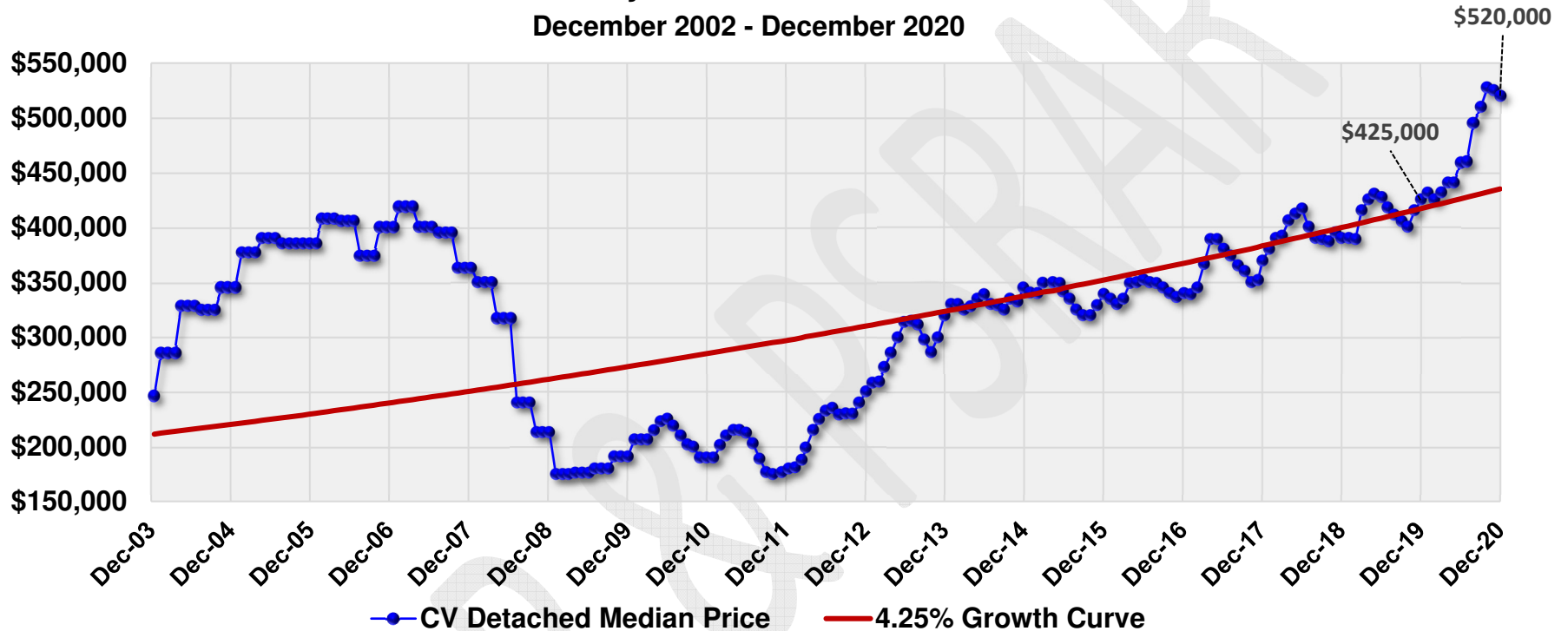


## Percent Sales Over List Price

This lead graph is important; it plots the percent of sales over the last ninety days that sold above the asking price. The chart goes from 2002 to present. Since a home will only sell above asking price if there are multiple bidders, it is an indirect measure of how many bidding wars are breaking out. Historically one out of 10, or 10% of all homes sold since 2013, sold above their asking price. This seems to be a minimum natural number and this fact is indicated by the red oval. Recently the number jumped to 22.3%, which means that one out of every 4 ½ homes over the last ninety days sold above asking price. This is the bidding pressure that has been accelerating home prices higher due to the lack of supply.

## Coachella Valley Median Detached Home Price

December 2002 - December 2020



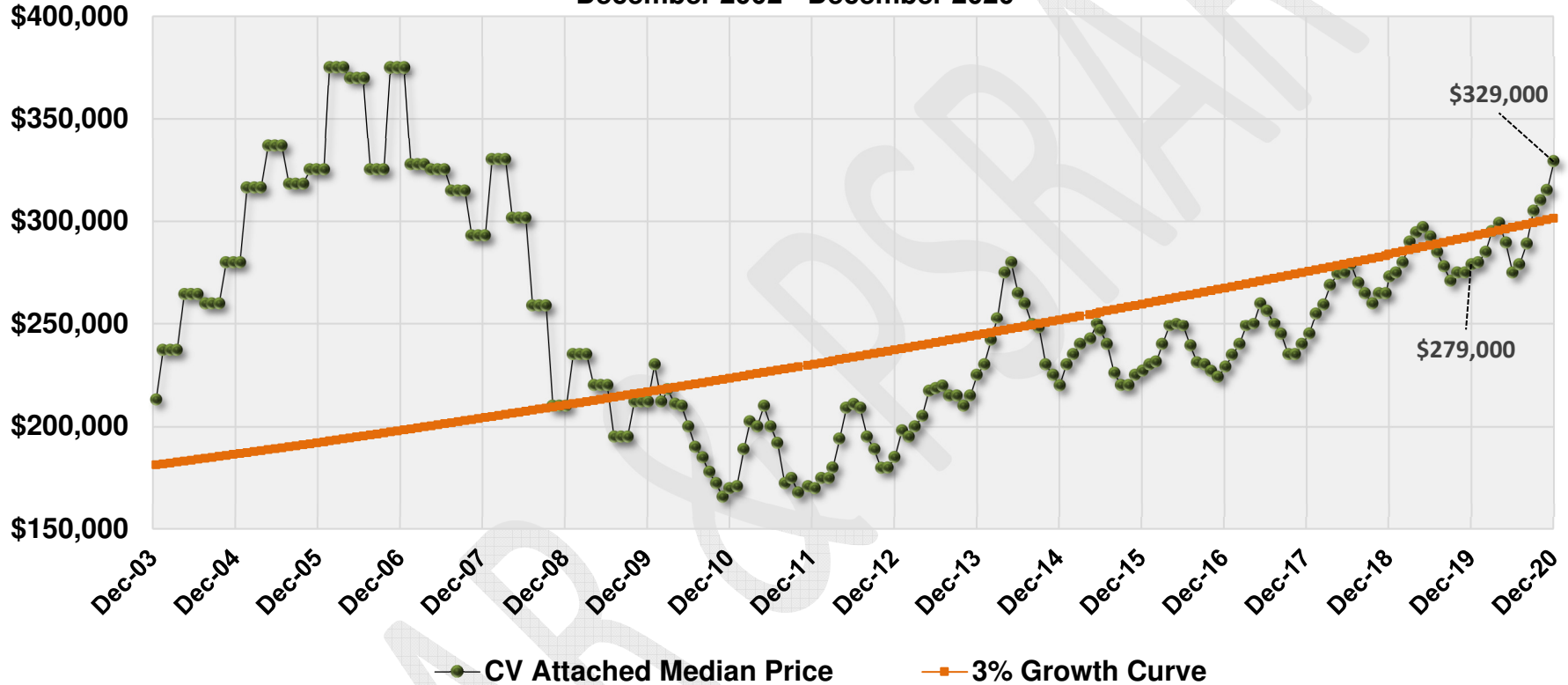
### Summary

The median price at the end of the year for a detached home in the Valley was \$520,000, which is up 22% for the year. The median attached home price at the end of the year in the Valley was \$329,000, up 17.9% for the year. All nine cities continued to show year-over-year price gains in their median price for detached homes. Detached home prices in La Quinta are up 27.5% for the year, while those for Palm Springs are up 22.9%. Total sales, at 1,119 units a month, are running 57% higher than last December which was before the pandemic. Valley listings on January 1st stood at 1,507 units, which is 50% less than a year ago. At the end of the year the ratios stood at 1.7 months, which compares to 3.7 months at the end of last year. This is the lowest “months of sales” ratio in the history of the Coachella Valley and is due simply because of record low inventories and record high sales. The median value of “days in the market” is now down to just 38 days. At the end of the year the “months of sales” ratio in every one of the region’s eleven cities was equal or less than three months.

## Coachella Valley Median Attached Price

December 2002 - December 2020

Median Price



### Coachella Valley Attached Median Price

The median attached home price at the end of the year in the Valley was \$329,000, up 17.9% for the year. It is clear from the chart that attached home prices have been surging for five months now, after lagging the surge in prices for detached homes. In fact, while detached home prices have stalled somewhat for the last two months, prices for attached homes have continued to advance. Attached units are now supplying homes in the lower price ranges due to the lack of detached supply. The median price for attached homes in the Valley is now at the highest level since 2007.



# The Desert Housing Report

December 2020



## Detached Homes

City	Dec-20	Year Ago	12 mo change	2011 Low	Gain off 2011 Low	2006 High	% from High
La Quinta	\$650,000	\$510,000	27.5%	\$245,000	165.3%	\$682,020	-4.7%
Palm Springs	\$822,500	\$669,500	22.9%	\$335,000	145.5%	\$600,000	37.1%
Desert Hot Springs	\$275,000	\$230,000	19.6%	\$85,000	223.5%	\$295,000	-6.8%
Cathedral City	\$415,000	\$349,900	18.6%	\$139,000	198.6%	\$395,000	5.1%
Indian Wells	\$959,500	\$830,000	15.6%	\$540,000	77.7%	\$1,205,000	-20.4%
Palm Desert	\$500,000	\$434,500	15.1%	\$287,000	74.2%	\$543,000	-7.9%
Indio	\$384,465	\$350,400	9.7%	\$158,500	142.6%	\$380,500	1.0%
City of Coachella	\$275,000	\$258,000	6.6%	\$121,950	125.5%	\$335,000	-17.9%
Rancho Mirage	\$737,000	\$700,000	5.3%	\$423,000	74.2%	\$950,000	-22.4%

## Attached Homes

City	Dec-20	Year Ago	12 Month Change	2011 Low	Gain off 2011 Low	2006 High	% from High
Indian Wells	\$472,000	\$391,250	20.6%	\$321,500	46.8%	\$557,500	-15.3%
La Quinta	\$405,100	\$339,050	19.5%	\$265,000	52.9%	\$532,500	-23.9%
Rancho Mirage	\$390,000	\$332,500	17.3%	\$260,000	50.0%	\$510,000	-23.5%
Palm Springs	\$310,000	\$266,000	16.5%	\$150,000	106.7%	\$350,000	-11.4%
Palm Desert	\$335,000	\$295,000	13.6%	\$175,000	91.4%	\$410,000	-18.3%
Cathedral City	\$195,000	\$197,000	-1.0%	\$107,500	81.4%	\$270,500	-27.9%
Indio	\$194,500	\$199,000	-2.3%	\$75,000	159.3%	\$279,000	-30.3%
Desert Hot Springs	N/A	N/A	N/A	N/A	N/A	N/A	N/A
City of Coachella	N/A	N/A	N/A	N/A	N/A	N/A	N/A

## 12 Month Change in City Median Prices

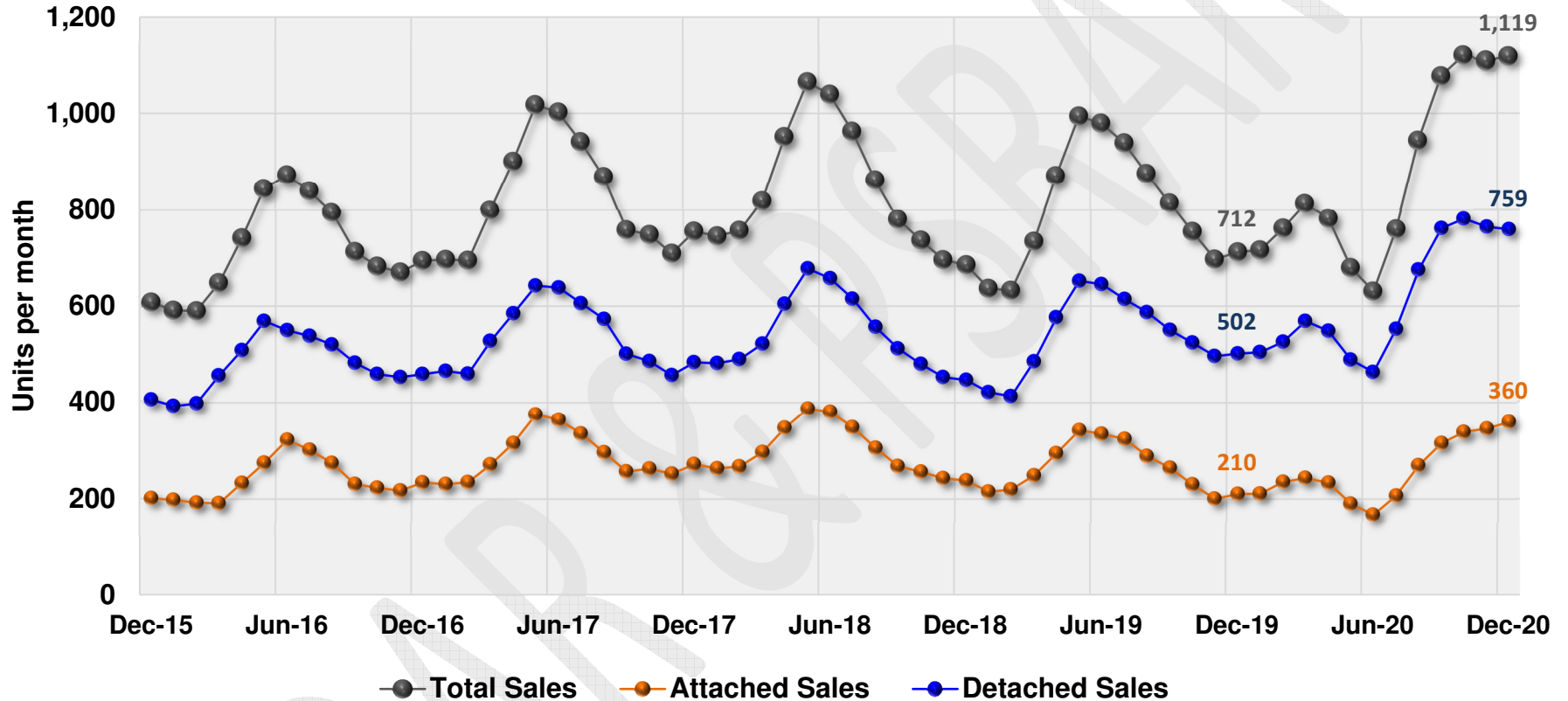
These tables compare the median price of detached and attached homes in the nine major cities of the Coachella Valley. All nine cities continue to show year-over-year price gains in their median price for detached homes. Six cities show double-digit gains for median detached home prices. Detached home prices in La Quinta are up 27.5% for the year, while those for Palm Springs are up 22.9%. Five cities show double-digit gains for attached homes. It should be noted that three cities – Palm Springs, Cathedral City and Indio – now have median prices above their all-time highs made during the housing bubble of 2006.

Produced for Valley agents through the sponsorship and cooperation of PSRAR and CDAR by Market Watch LLC

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## Detached, Attached and Total Sales

3 month moving average

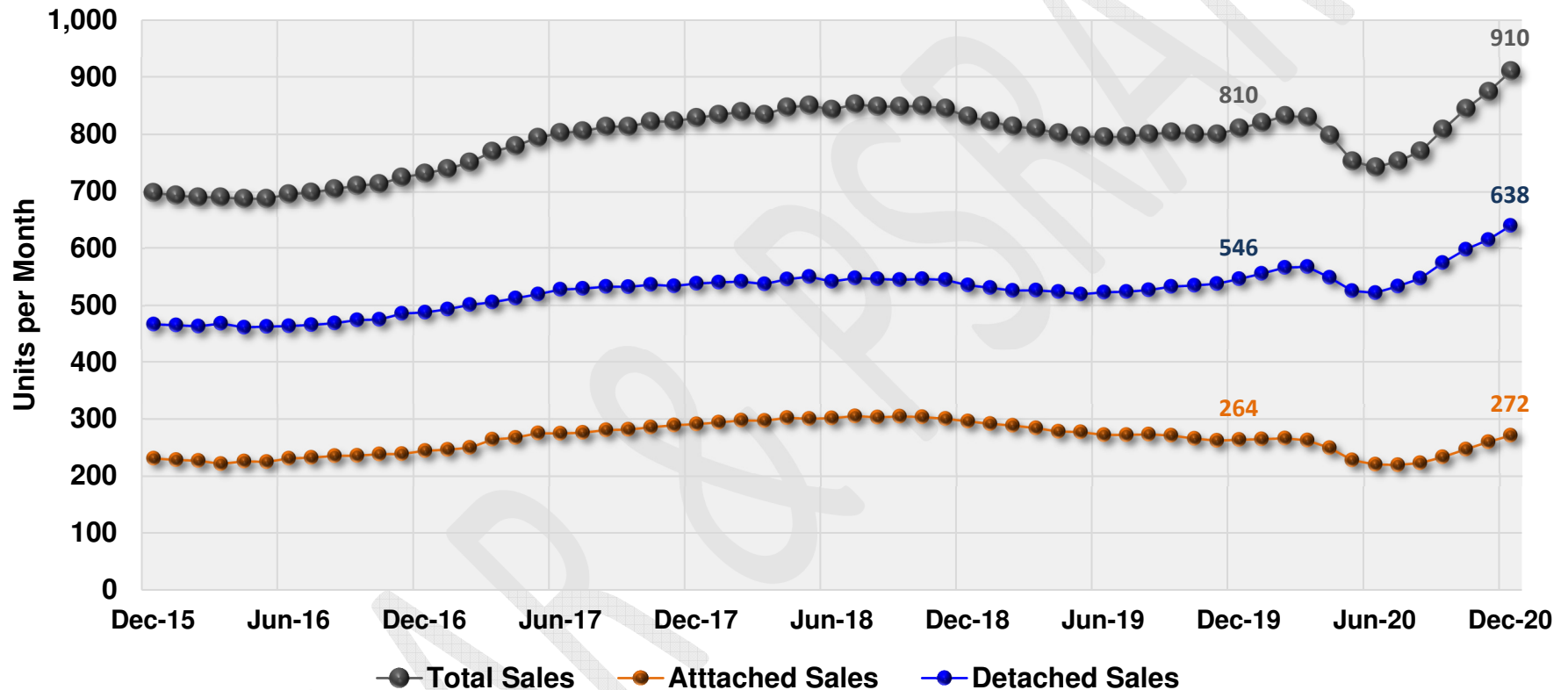


### Monthly Sales – 3-month trailing avg.

As the three-month average sales chart shows, sales continue to maintain the high numbers made over the last four months. Total sales, at 1,119 units a month, are running 57% higher than last December which was before the pandemic. Sales of condominiums have continued to grow. The amazing thing about these sales numbers is that this surge in sales is occurring during a seasonal period when sales are very weak.

## Detached, Attached and Total Sales

12 month moving average

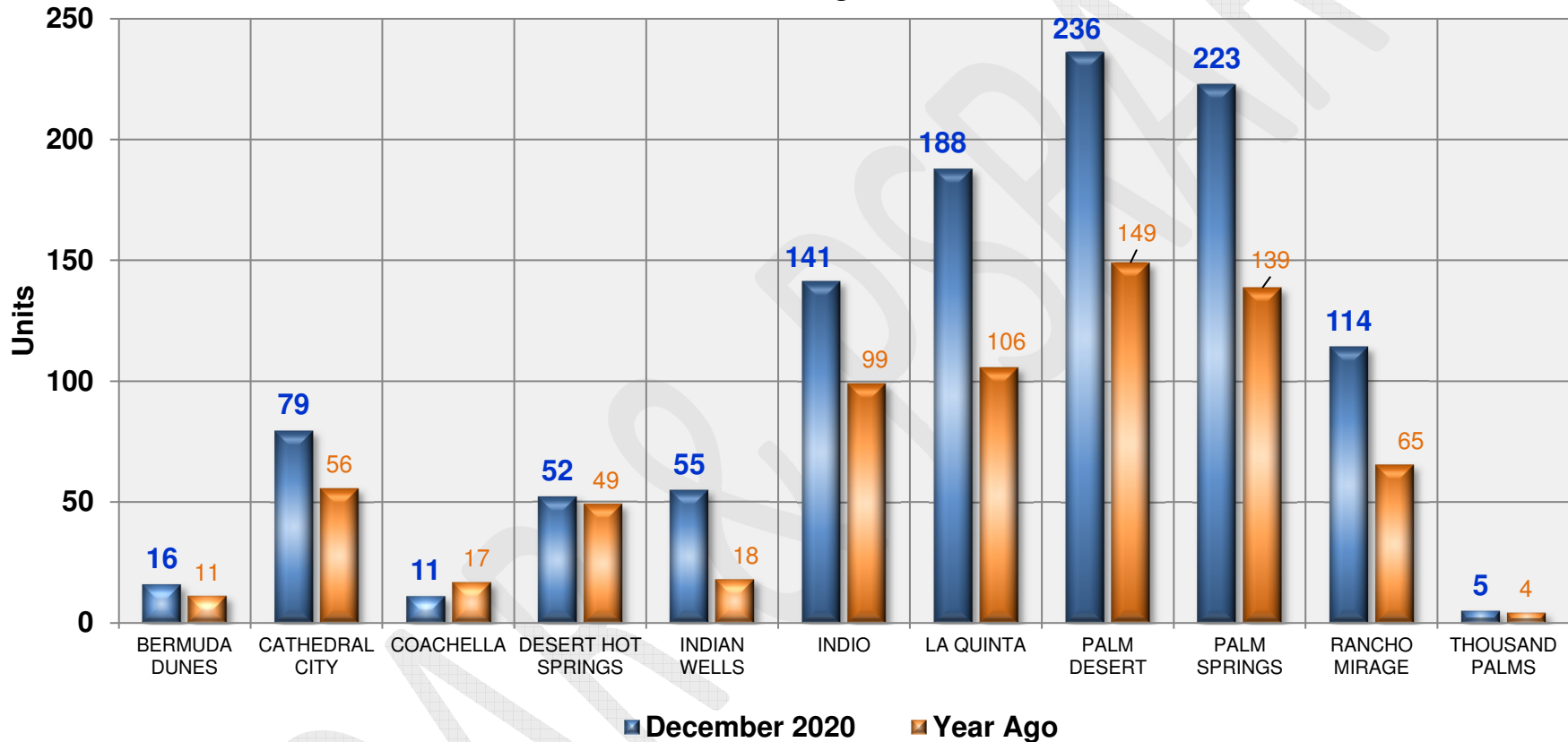


### Monthly Sales – 12-month trailing avg.

Total sales over the last 12 months, a period that removes any seasonal pattern, is averaging 910 units a month. This is a new all-time high in sales. The sales average of detached homes in 2020 is 17% higher than it was in 2019. Sales of attached homes are 3% higher.

## Home Sales by City

3 month avg sales

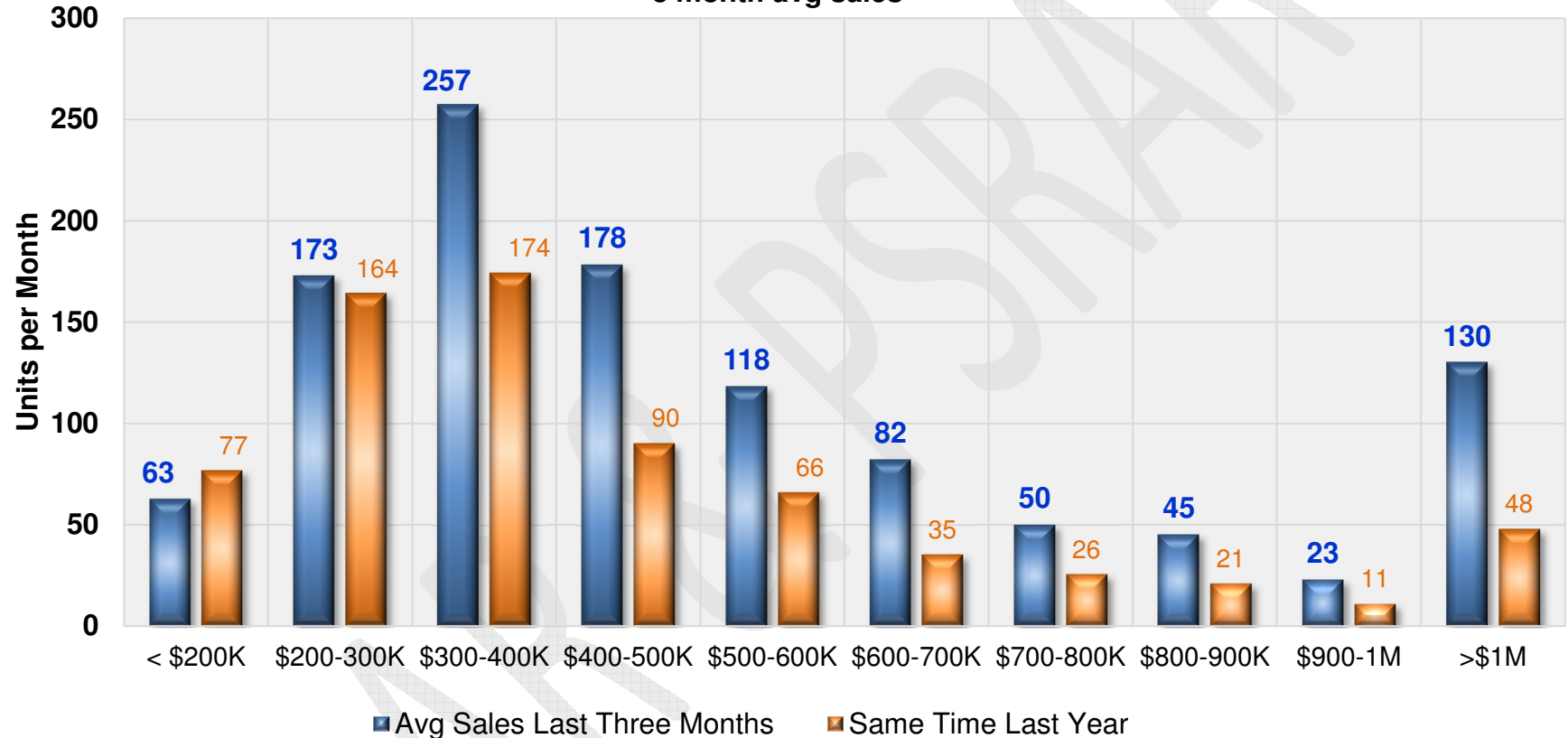


## Home Sales per month by City

This graph compares average three-month sales in eleven cities to sales a year ago. The chart clearly shows which cities are experiencing the greatest surge in sales. The obvious leader is Palm Desert, with average monthly total sales of 236 units a month. This is 58% more than it was last December. La Quinta is another city with a sales surge. Percentage wise, sales are up 77%. Cities that show smaller sales increases are Cathedral City, Desert Hot Springs and Indio.

## Home Sales by Price Range

3 month avg sales



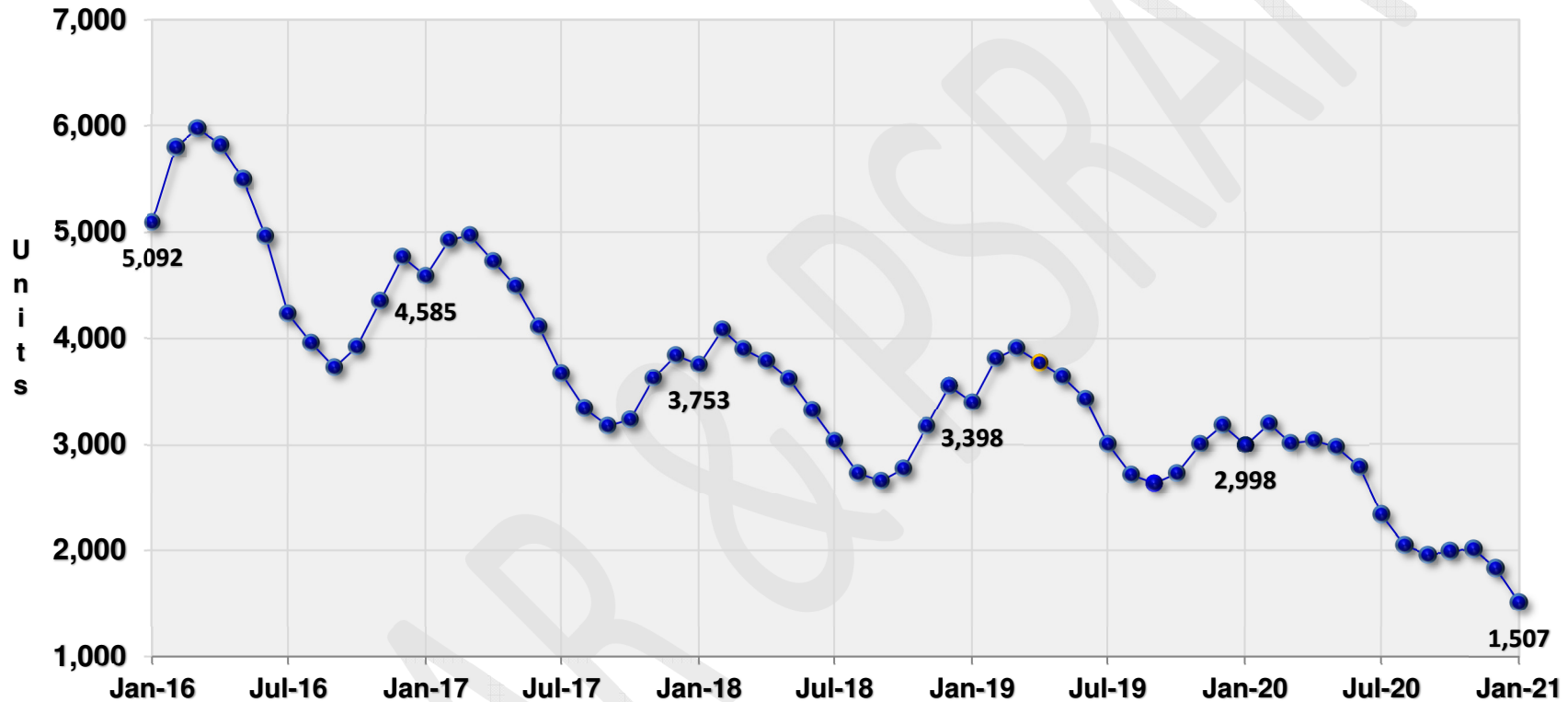
## Home Sales by Price Range

When we measure sales in different price brackets, we again find significant sales increases in all brackets over \$300,000. Percentage wise, the largest sales increases are in the brackets between \$600,000 and \$1 million. The utterly amazing number are sales of homes priced over a million dollars. That is now averaging 130 unit sales a month, which is 170% above last year.



## Valley Housing Inventory

Jan 1st 2016 - Jan 1st 2021

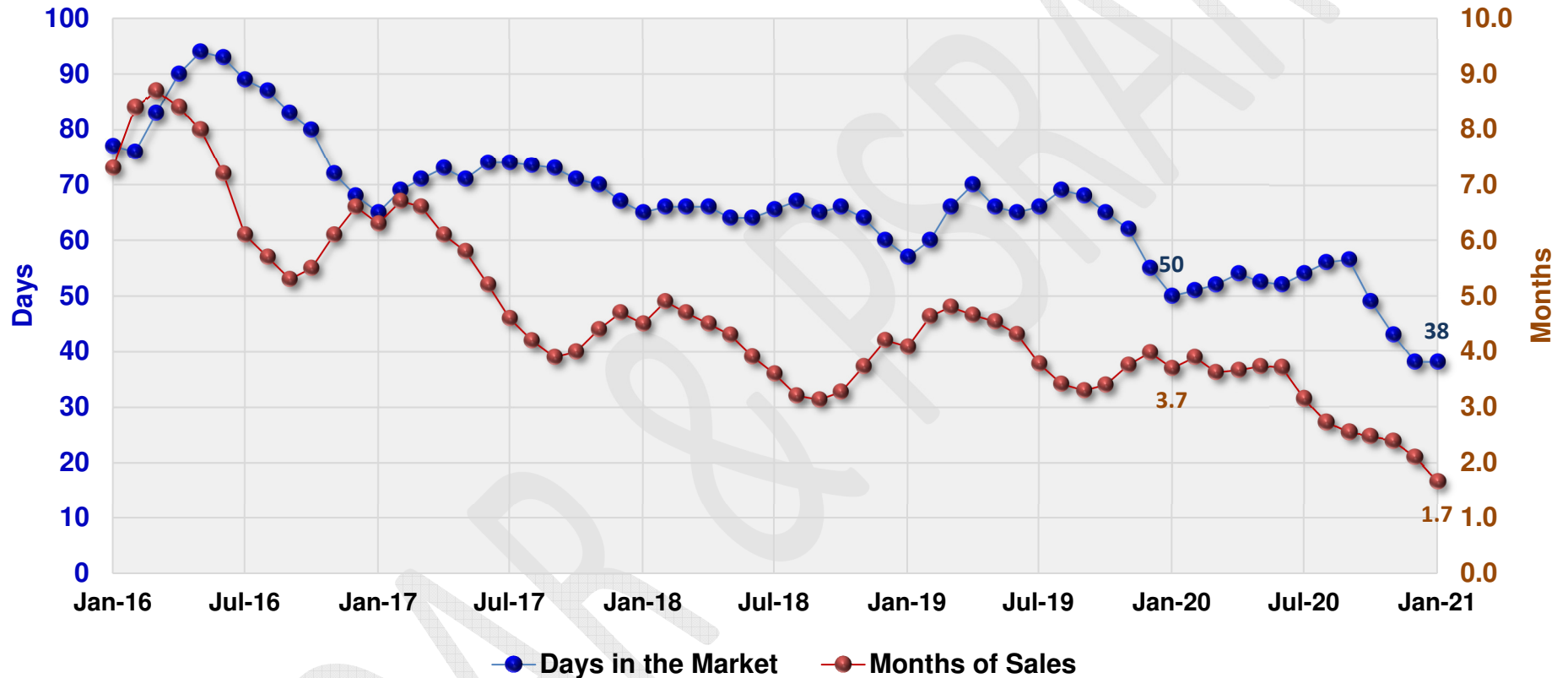


### Coachella Valley Inventory

Valley listings on January 1<sup>st</sup> stood at 1,507 units, which is 50% less than a year ago. This five-year graph plots total Valley inventory, which is the combined number for both detached and attached homes. The seasonal pattern is obvious - inventory usually begins to rise in September. However, this year has broken the pattern as inventory has declined as we moved toward the end of the year. We personally think most of this inventory decline is due to homeowners reluctant to list their homes and expose themselves to masses of people during the pandemic.

## Days in the Market & Months of Sales

January 1st 2016 - January 1st 2021



### “Days in the Market” and “Months of Sales”

The “months of sales” ratio, which is inventory divided by the sales rate, measures how many months it would take to sell off the entire inventory at the current sales rate. At the end of the year the ratio stood at 1.7 months, which compares to 3.7 months at the end of last year. This is the lowest “months of sales” ratio in the history of the Coachella Valley and is due simply to record low inventories and record high sales. The median value of “days in the market” is now down to just 38 days.

## "Months of Sales" by Price Range

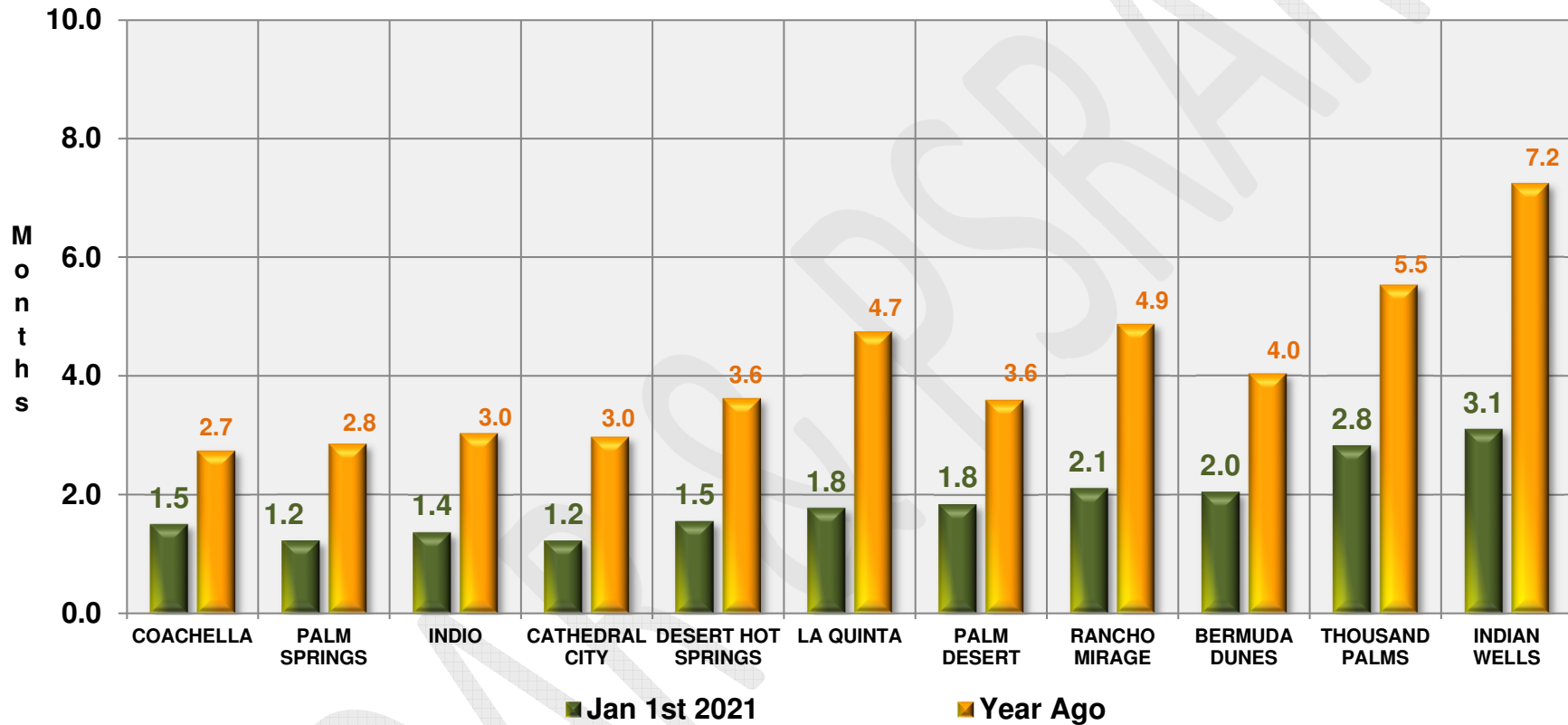
uses avg. twelve month sales  
January 1st 2021



## "Months of Sales" by Price Range

The "months of sales" ratio in all price brackets continues to fall far below year ago levels. Normally, the ratio is higher in the higher price markets, but as the chart clearly shows, the ratios in all brackets are hovering around two months. Even in the million dollars over price category the ratio is now just 3.8 months, which is the lowest ratio in this price bracket in Valley history.

## "Months of Sales" by City city inventory divided by average twelve month sales

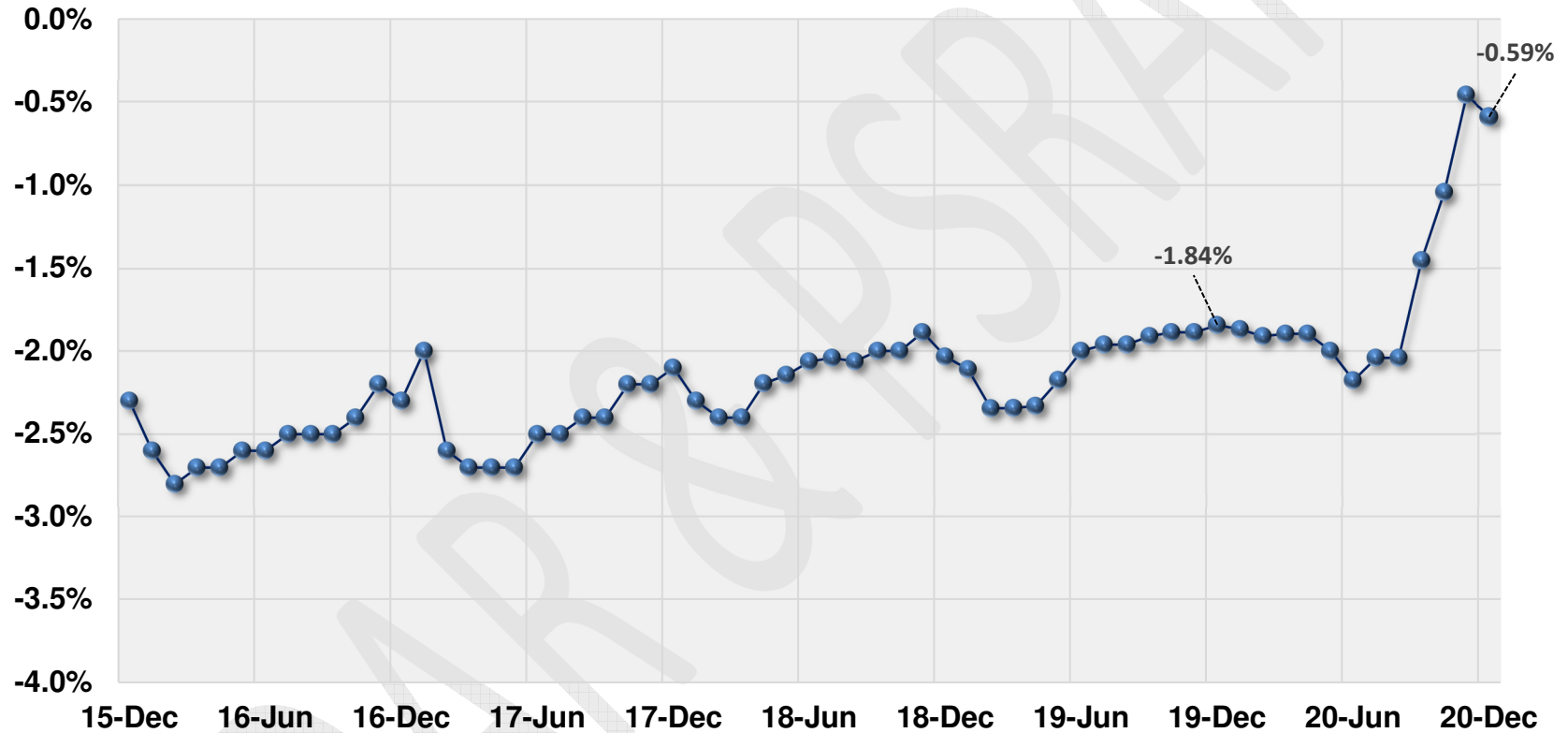


## "Months of Sales" by City

At the end of the year, the "months of sales" ratio in every one of the region's eleven cities was equal to or less than three months. Seven cities now have ratios under two months – Coachella, Palm Springs, Indio, Cathedral City, Desert Hot Springs, La Quinta and Palm Desert.

## Sales Price Discount from List

December 2015 to December 2020



### Sale Price Discount from List

The December median value for “Sale Price Discount from List” was -0.59%. This number implies that an average house offered at \$500,000 sold for \$497,050. One out of every four homes sold for more than its asking price.



# The Desert Housing Report

December 2020



## Explanation and Description of Market Watch's Graphs and Calculations

**Prices:** Except for our attached price index, all city and regional median prices are for single family detached homes only. All prices are the median value for all transactions over the last three months (except for Indian Wells, which is twelve months due to the small number of monthly sales). For example, the median price for the month of May will be the median value of all sales in March, April and May of detached homes. This longer time period reduces the amount of wide and meaningless variation that one gets taking only the last month's transactions and provides more reliable information. While we do show the median selling price in our city reports, we try to emphasize the median price per sq. ft. in both these and our regional reports. For technical reasons this metric is more reliable than median price and presents us and the reader with fewer statistical anomalies and variations.

**Sales:** Sales numbers are the sum of both attached and detached home sales. We present two sales numbers – three-month average of sales and twelve-month averages. The three-month average measures and shows the seasonal variations of the region. These three-month averages should only be compared against the same three months of previous years. For example, one should never compare three-month sales in spring to that of the fall. The twelve-month average takes out all seasonality and is very useful when trying to assess the long-term growth or contraction of sales in the region and at the city level.

**Inventory and Months of Sales:** When we provide a monthly report for, say, the month of May, all sales and pricing are done using transactions throughout that month and the previous two months. However, when we measure inventory at the end of May, it's the inventory as of June 1<sup>st</sup> the next month. It is the sum of inventory of both attached and detached homes. Remember sales and prices are accumulative while inventory is a momentary snapshot of inventory on a specific date. To avoid confusion, the inventory reported in the May report is for June 1<sup>st</sup>, and our graphs and charts for inventory and months of sales will give this date and not the date of the month of the report.

When calculating "months of sales" we almost always use average sales over the last twelve months and not three months. If we do use three months, we will indicate that we are dividing inventory by three-month sales and not the normal twelve-month average.

**Days on the Market and Sale Price Discount from List Price:** These calculations are also the median value of the metrics reported from the MLS listing and are calculated over the last three months of transactions like price and sales. This is done to help reduce random variation and movements.

**Call Out Numbers:** The two numbers inserted in the charts are the most recent value(s) and the value(s) one year ago. Each number is connected to the point on the chart it refers to by a small thin line.

**Scatter Diagram Value Curve:** In the individual city reports we provide a Scatter Diagram Value Curve which plots the price per sq. ft. of every sale for the last three months versus the square feet of that home. In the graph each small blue circle represents a sale. Then a best fit linear line is calculated through those points using the least square method to arrive at the value curve. The value curve represents the price per sq. ft. that the market is generally giving different size homes. We provide the actual linear equation for people who might want to use it to calculate prices for different sized homes.

To contact Market Watch call Vic Cooper at 949-493-1665