

MARKET AT A GLANCE - July 2021

MEDIANS	\$ SFR CONDO			% Change	
Coachella Valley	\$599,000	\$383,250		30.2%	37.3%
Palm Springs	\$924,125	\$360,000		27.9%	37.7%
Cathedral City	\$470,000	\$229,900		25.3%	21.3%
Desert Hot Springs	\$335,000	N/A		34.0%	N/A
Rancho Mirage	\$900,000	\$444,000		36.4%	37.7%
Palm Desert	\$590,000	\$400,000		24.2%	35.2%
Indian Wells	\$1,260,000	\$550,000		42.5%	47.8%
Indio	\$450,000	\$224,450		32.4%	24.7%
La Quinta	\$699,000	\$489,500		23.7%	41.9%
Coachella	\$325,000	N/A		10.2%	N/A
Month of Supply	0.7			-74%	
Days on Market	25			-55.3%	
Inventory	791			-61.4%	
3-Mo Avg Unit Sales	1,061	722	339	39.6% 35.4% 63.7%	
12-Mo Avg Unit Sales	1,125	766	359	49.4% 43.7% 63.1%	
Avg List Discount	0.0%			-2.0%	

NOTES
Total sales in July averaged 1,061 units a month, this is down from 1,200 units last month but still 40% above year ago levels.
The median value for “days in the market” in the Coachella Valley has dropped to just 25 days. This compares to 56 days one year ago.
The “months of sales” ratio at the end of July was .7 months, up slightly from last month, which was an all time low.
The average discount is at a premium of 1.7%, which means the average home is selling for 1.7% above list price.
We’re seeing signs of the market slowing down, however, the demand is still at an all time high.