

1st Quarter 2017 - 1st Quarter 2018 YEAR OVER YEAR MARKET UPDATE

Price Point	Rancho Mirage		Palm Desert		Indian Wells		La Quinta	
	2017	2018	2017	2018	2017	2018	2017	2018
\$250K - \$500K	95	95	216	268	24	20	186	191
Median	360,000	397,000	342,500	340,000	377,500	415,500	340,000	348,000
Days on Mkt	103	102	102	92	96	127	98	74
\$500K - \$750K	49	60	45	66	12	19	80	70
Median	625,000	612,500	585,000	579,400	590,000	588,000	600,000	607,500
Days on Mkt	104	90	79	93	104	75	119	103
\$750 - \$1M	15	23	12	24	14	14	39	39
Median	815,000	832,000	833,000	805,000	842,564	821,500	830,000	849,000
Days on Mkt	187	92	126	93	102	103	102	110
\$1M - \$1.25M	7	7	3	4	4	4	17	22
Median	1,035,000	1,130,000	1,240,000	1,062,500	1,087,500	1,150,000	1,165,000	1,133,750
Days on Mkt	137	86	158	163	278	45	146	93
\$1.25M - \$1.5M	8	5	8	8	3	6	11	8
Median	1,359,500	1,450,000	1,287,500	1,375,000	1,430,000	1,325,000	1,400,000	1,387,500
Days on Mkt	74	67	107	217	105	107	157	128
\$1.5M - \$1.75M	10	7	2	1	4	6	10	4
Median	1,600,000	1,600,000	1,650,000	1,675,000	1,630,000	1,615,000	1,600,000	1,642,500
Days on Mkt	72	119	213	52	133	139	102	212
\$1.75M - \$2M	1	5	3	0	2	4	3	4
Median	1,950,000	1,850,000	1,975,000	N/A	1,881,400	1,897,500	1,925,000	1,850,000
Days on Mkt	226	127	29	N/A	204	65	47	143
\$2M - \$2.5M	5	3	2	1	3	3	2	6
Median	2,204,574	2,425,000	2,187,500	2,400,000	2,150,000	2,075,000	2,293,750	2,300,000
Days on Mkt	146	123	297	28	31	114	187	163
\$2.5M - \$3M	1	3	1	0	1	3	3	7
Median	3,000,000	2,565,000	2,700,000	N/A	2,600,000	2,735,000	2,800,000	2,795,000
Days on Mkt	318	33	179	N/A	23	155	199	207
\$3M & UP	1	4	4	1	6	4	5	8
Median	3,150,000	3,650,000	3,875,000	3,462,500	3,950,000	4,412,500	3,325,000	3,950,000
Days on Mkt	499	58	84	1	40	50	195	108

MARCH 2017 - MARCH 2018 YEAR OVER YEAR MARKET UPDATE

Price Point	Rancho Mirage		Palm Desert		Indian Wells		La Quinta	
	2017	2018	2017	2018	2017	2018	2017	2018
\$250K - \$500K	48	30	98	110	10	10	75	80
Median	356,500	426,000	347,000	326,000	389,500	410,000	350,000	340,500
Days on Mkt	103	93	92	92	112	172	92	76
\$500K - \$750K	22	26	21	20	4	7	45	31
Median	631,000	617,500	598,000	587,500	632,500	540,000	585,000	585,000
Days on Mkt	110	93	85	72	121	63	111	87
\$750 - \$1M	7	12	3	11	4	4	16	19
Median	850,000	837,500	860,000	810,000	812,500	825,000	844,500	860,000
Days on Mkt	169	126	82	81	114	65	85	114
\$1M - \$1.25M	5	4	1	3	2	3	9	10
Median	1,050,000	1,174,000	1,250,000	1,070,000	1,087,500	1,100,000	1,095,000	1,095,000
Days on Mkt	142	103	343	177	0	27	167	120
\$1.25M - \$1.5M	3	1	2	2	1	3	5	3
Median	1,370,324	1,275,000	1,280,000	1,437,500	1,495,000	1,400,000	1,440,000	1,375,000
Days on Mkt	56	78	193	424	111	95	175	108
\$1.5M - \$1.75M	8	3	2	0	4	1	3	2
Median	1,600,000	1,550,000	1,650,000	N/A	1,630,000	1,540,000	1,545,000	1,635,000
Days on Mkt	71	168	213	N/A	133	232	220	253
\$1.75M - \$2M	1	1	1	0	1	0	3	2
Median	1,950,000	1,850,000	2,000,000	N/A	1,850,000	N/A	1,925,000	1,887,500
Days on Mkt	226	146	87	N/A	120	N/A	47	156
\$2M - \$2.5M	2	1	1	1	1	2	1	1
Median	2,225,000	2,425,000	2,150,000	2,400,000	2,150,000	2,067,500	2,275,000	2,450,000
Days on Mkt	205	160	122	28	43	103	330	71
\$2.5M - \$3M	0	1	1	0	1	1	1	3
Median	N/A	2,900,000	2,700,000	N/A	2,600,000	2,550,000	3,000,000	2,786,000
Days on Mkt	N/A	25	179	N/A	23	278	420	366
\$3M & UP	0	2	1	3	4	1	3	3
Median	N/A	3,872,500	4,300,000	3,750,000	4,125,000	3,300,000	3,625,000	3,700,000
Days on Mkt	N/A	58	177	67	37	97	229	235