

1ST HALF 2017 - 1ST HALF 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	231	204	512	585	67	42	418	418
Median	369,000	390,000	340,000	337,500	375,000	407,500	349,900	360,000
Days on Mkt	107	101	104	91	127	115	100	76
\$500K - \$750K	109	141	110	158	41	46	165	164
Median	600,000	600,000	590,000	580,000	610,000	607,500	620,000	620,000
Days on Mkt	113	88	96	82	110	109	127	112
\$750 - \$1M	32	54	27	44	33	26	80	92
Median	812,500	833,500	830,000	810,000	825,000	832,500	837,000	860,000
Days on Mkt	156	119	120	100	138	103	100	121
\$1M - \$1.25M	20	24	7	19	13	18	49	47
Median	1,078,376	1,150,000	1,175,000	1,150,000	1,130,000	1,100,000	1,100,000	1,150,000
Days on Mkt	118	131	124	120	223	141	139	113
\$1.25M - \$1.5M	19	12	11	14	6	12	22	18
Median	1,350,000	1,372,500	1,345,000	1,362,500	1,400,500	1,337,500	1,386,750	1,345,000
Days on Mkt	110	93	148	201	182	196	139	115
\$1.5M - \$1.75M	18	18	2	1	8	16	14	13
Median	1,612,500	1,637,500	1,650,000	1,675,000	1,630,000	1,620,000	1,612,500	1,600,000
Days on Mkt	86	132	213	52	133	140	110	189
\$1.75M - \$2M	2	8	3	2	4	10	8	14
Median	1,912,500	1,837,500	1,975,000	1,950,000	1,881,400	1,845,000	1,926,500	1,850,000
Days on Mkt	208	101	29	119	188	112	85	116
\$2M - \$2.5M	6	6	3	9	5	9	8	11
Median	2,277,287	2,300,000	2,200,000	2,375,000	2,150,000	2,100,000	2,143,750	2,350,000
Days on Mkt	156	119	238	133	53	159	174	166
\$2.5M - \$3M	4	8	2	3	2	3	5	9
Median	2,972,500	2,717,500	2,725,000	2,850,000	2,700,000	2,735,000	2,800,000	2,795,000
Days on Mkt	189	144	216	184	51	155	202	184
\$3M & UP	2	7	8	10	12	7	8	11
Median	3,300,000	3,650,000	4,887,500	6,400,000	3,940,000	4,850,000	3,755,000	3,500,000
Days on Mkt	298	84	91	86	127	111	161	106

2ND QTR 2017 - 2ND QTR 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	136	109	296	317	43	22	232	227
Median	375,000	390,000	339,875	335,000	375,000	396,000	351,000	369,900
Days on Mkt	111	99	105	91	144	103	101	78
\$500K - \$750K	60	81	65	92	29	27	85	94
Median	596,975	599,000	594,000	585,000	630,000	620,000	630,000	635,000
Days on Mkt	120	86	108	75	113	133	134	119
\$750 - \$1M	17	31	15	20	19	12	41	53
Median	810,000	837,234	825,000	846,510	850,000	847,500	850,000	880,000
Days on Mkt	128	140	116	109	164	103	99	128
\$1M - \$1.25M	13	17	4	15	9	14	32	25
Median	1,100,000	1,150,000	1,147,500	1,166,000	1,150,000	1,100,000	1,100,000	1,170,000
Days on Mkt	108	150	100	108	198	168	136	130
\$1.25M - \$1.5M	11	7	3	6	3	6	11	10
Median	1,350,000	1,300,000	1,454,000	1,350,000	1,325,000	1,361,250	1,385,000	1,325,000
Days on Mkt	137	112	258	180	259	284	121	105
\$1.5M - \$1.75M	8	10	0	0	4	10	4	9
Median	1,637,500	1,662,500	N/A	N/A	1,637,500	1,627,500	1,612,500	1,600,000
Days on Mkt	105	147	N/A	N/A	133	140	131	179
\$1.75M - \$2M	1	3	0	2	2	6	5	10
Median	1,875,000	1,825,000	N/A	1,950,000	1,912,500	1,812,500	1,945,000	1,850,000
Days on Mkt	189	56	N/A	119	172	144	108	106
\$2M - \$2.5M	1	3	1	8	2	6	6	5
Median	2,375,000	2,095,000	2,200,000	2,297,500	2,250,000	2,087,500	2,100,000	2,375,000
Days on Mkt	205	114	121	146	85	182	170	169
\$2.5M - \$3M	3	5	1	3	1	0	2	2
Median	2,945,000	2,785,000	2,750,000	2,850,000	2,800,000	N/A	2,712,500	2,762,500
Days on Mkt	145	210	252	184	78	N/A	206	105
\$3M & UP	1	3	4	4	6	3	3	3
Median	3,450,000	3,600,000	4,950,000	5,500,000	3,940,000	5,900,000	7,800,000	3,450,000
Days on Mkt	96	120	99	43	214	192	103	101

JUNE 2017 - JUNE 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	44	34	107	93	14	7	85	62
Median	385,250	420,000	320,000	340,000	365,000	380,000	362,500	353,750
Days on Mkt	117	98	102	89	115	110	102	73
\$500K - \$750K	14	20	25	27	5	10	18	21
Median	575,000	557,500	575,900	575,000	700,000	592,500	627,500	615,000
Days on Mkt	14	88	101	78	111	148	132	121
\$750 - \$1M	7	9	4	9	7	5	13	11
Median	846,000	837,234	850,000	859,000	875,000	845,000	820,000	900,000
Days on Mkt	123	172	160	156	242	115	75	138
\$1M - \$1.25M	4	5	1	3	3	6	10	8
Median	1,202,990	1,100,000	1,120,000	1,166,000	1,200,000	1,100,000	1,087,500	1,125,000
Days on Mkt	90	159	51	118	267	176	140	136
\$1.25M - \$1.5M	6	2	2	2	0	1	6	1
Median	1,325,000	1,295,000	1,454,000	1,379,000	N/A	1,300,000	1,373,000	1,280,000
Days on Mkt	108	143	168	344	N/A	26	122	76
\$1.5M - \$1.75M	3	4	0	0	1	2	0	2
Median	1,625,000	1,662,500	N/A	N/A	1,675,000	1,650,000	N/A	1,561,500
Days on Mkt	81	168	N/A	N/A	117	312	N/A	288
\$1.75M - \$2M	0	0	0	0	1	1	2	1
Median	N/A	N/A	N/A	N/A	2,000,000	1,825,000	1,972,500	1,825,000
Days on Mkt	N/A	N/A	N/A	N/A	294	36	43	197
\$2M - \$2.5M	0	0	0	0	0	2	2	1
Median	N/A	N/A	N/A	N/A	N/A	2,062,500	2,212,500	2,175,000
Days on Mkt	N/A	N/A	N/A	N/A	N/A	106	253	219
\$2.5M - \$3M	0	0	1	0	1	0	1	1
Median	N/A	N/A	2,750,000	N/A	2,800,000	N/A	2,575,000	2,550,000
Days on Mkt	N/A	N/A	252	N/A	78	N/A	233	120
\$3M & UP	0	1	2	1	2	2	1	0
Median	N/A	3,375,000	4,912,500	4,500,000	4,125,000	4,875,000	5,400,000	N/A
Days on Mkt	N/A	243	158	102	445	276	63	N/A