

2017 - 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	391	361	893	1015	93	66	755	747
Median	375,000	385,000	335,000	340,000	375,000	397,000	350,000	360,000
Days on Mkt	113	96	104	91	120	106	94	84
\$500K - \$750K	195	249	205	261	76	66	299	295
Median	600,000	610,000	590,000	585,000	610,000	604,000	610,000	615,000
Days on Mkt	116	89	111	90	111	105	127	105
\$750 - \$1M	59	89	48	76	51	41	127	156
Median	835,000	835,000	842,000	820,097	825,000	840,000	850,000	860,000
Days on Mkt	145	119	124	86	129	101	106	127
\$1M - \$1.25M	36	34	12	22	19	23	73	64
Median	1,100,000	1,150,000	1,175,000	1,125,000	1,150,000	1,100,000	1,100,000	1,148,750
Days on Mkt	111	126	133	123	221	136	135	114
\$1.25M - \$1.5M	31	19	13	16	11	20	29	29
Median	1,350,000	1,325,000	1,345,000	135,000	1,371,000	1,327,500	1,375,000	1,350,000
Days on Mkt	117	85	135	191	185	169	132	157
\$1.5M - \$1.75M	30	22	4	1	17	21	16	21
Median	1,612,500	1,643,500	1,575,000	1,675,000	1,600,000	1,625,000	1,612,500	1,635,000
Days on Mkt	96	130	145	52	133	139	126	182
\$1.75M - \$2M	6	10	4	2	9	15	15	22
Median	1,950,000	1,855,000	1,987,500	1,950,000	1,885,120	1,865,000	1,895,000	1,850,000
Days on Mkt	97	142	40	119	131	112	158	137
\$2M - \$2.5M	15	11	4	12	6	11	11	15
Median	2,216,250	2,230,000	2,212,500	2,302,500	2,200,000	2,150,000	2,100,000	2,300,000
Days on Mkt	159	117	243	120	59	134	219	172
\$2.5M - \$3M	6	10	4	5	3	6	7	13
Median	2,872,500	2,650,000	2,725,000	2,800,000	2,750,000	2,812,500	2,850,000	2,795,000
Days on Mkt	207	152	211	167	48	125	186	193
\$3M & UP	2	8	9	15	15	8	11	17
Median	3,300,000	3,625,000	4,850,000	5,400,000	3,500,000	4,412,500	3,325,000	3,890,000
Days on Mkt	298	74	113	107	104	101	140	135

4th Qtr 2017 - 4th 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	72	70	171	183	11	13	165	145
Median	380,000	390,000	322,000	354,000	361,000	384,000	357,500	360,000
Days on Mkt	121	86	91	80	68	112	86	93
\$500K - \$750K	32	45	45	49	15	5	60	66
Median	609,000	625,000	580,000	600,000	595,000	555,000	581,250	598,500
Days on Mkt	115	82	130	100	124	103	99	93
\$750 - \$1M	10	13	15	13	10	6	23	30
Median	847,000	830,000	850,000	828,632	820,000	893,650	860,000	865,000
Days on Mkt	174	86	136	43	145	106	126	134
\$1M - \$1.25M	13	5	1	0	3	3	8	7
Median	1,100,000	1,090,000	1,050,000	N/A	1,200,000	1,170,000	1,137,500	1,135,000
Days on Mkt	82	62	136	N/A	267	42	141	82
\$1.25M - \$1.5M	6	3	1	0	5	4	4	6
Median	1,357,500	1,325,000	1,295,000	N/A	1,325,000	1,370,000	1,337,500	1,325,000
Days on Mkt	150	95	22	N/A	189	49	136	310
\$1.5M - \$1.75M	4	3	1	0	5	4	0	6
Median	1,580,000	1,647,000	1,575,000	N/A	1,562,500	1,662,500	N/A	1,692,500
Days on Mkt	48	89	154	N/A	145	135	N/A	131
\$1.75M - \$2M	4	0	0	0	2	1	4	4
Median	1,950,000	N/A	N/A	N/A	1,927,500	1,800,000	1,885,000	1,835,000
Days on Mkt	41	N/A	N/A	N/A	18	173	149	234
\$2M - \$2.5M	3	1	0	1	0	1	1	0
Median	2,365,729	2,100,000	N/A	2,280,000	N/A	2,314,700	2,025,000	N/A
Days on Mkt	85	36	N/A	0	N/A	2	293	N/A
\$2.5M - \$3M	1	0	2	0	0	2	1	2
Median	2,750,000	N/A	2,825,000	N/A	N/A	2,887,500	3,000,000	2,706,250
Days on Mkt	47	N/A	207	N/A	N/A	41	43	122
\$3M & UP	0	1	1	3	1	1	2	4
Median	N/A	3,450,000	4,250,000	5,400,000	3,550,000	3,210,000	3,175,000	4,875,000
Days on Mkt	N/A	0	289	167	0	28	123	252