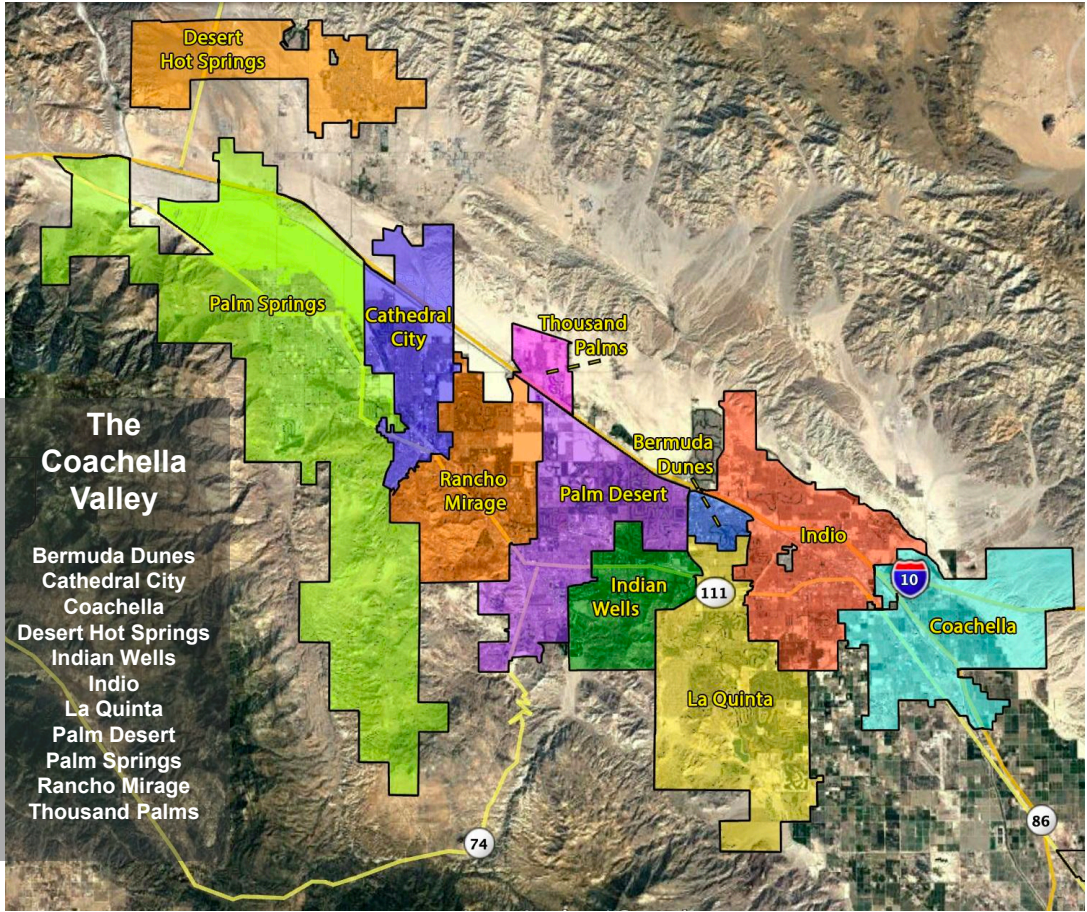


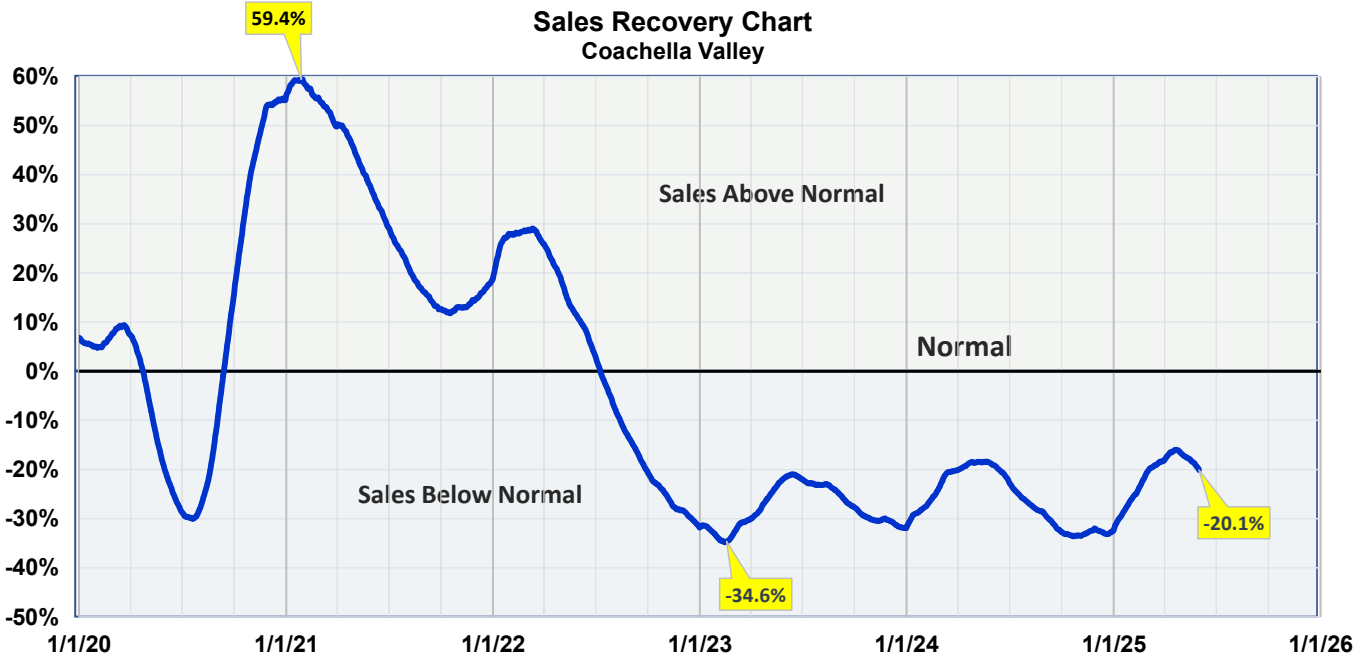
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The Sales Recovery Chart

This seasonally adjusted curve shows where current sales are as a percent of historic norms. The light blue area is when sales are below average, the light green area when they're above average. What is normal is calculated from sales over the years - 2016, 2017, 2018 and 2019. For example, at the height of the pandemic in May of 2021, sales were 59.4% above normal. Sales have been slowly improving and are now below average by 20.1%.

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Summary

PRICES: The median price of a detached home in the Coachella Valley ended the month at \$700,000, which is 1.2% less than last year. The median price of attached homes in the Valley ended May at \$480,000, which is \$10,000 below last year. Year over year price changes in the average size detached home range from a gain of 20.1% in Indian Wells to a decline of 4.2% in Coachella. Gains of the average size attached home range from 7.6% in Indian Wells to minus 6.6% in La Quinta.

SALES: The three month average this May was 738 units compared to 779 units a year ago. The 12-month average of sales, which takes out seasonality, was 605 units a month. Sales are about the same in most cities except they are down slightly in both Palm Springs and Palm Desert. Palm Desert still has the highest unit sales at 166 followed by Palm Springs with 143 and La Quinta with 125. . Dollar sales in May were \$694 million, which is \$8 million less than last year.

INVENTORY & "MONTHS OF SALES" RATIOS: On June 1st, Valley inventory was 3,651 units, which is 1,054 units more than last year. The Valley's "months of sales" ratio was 6.0 months, which is 1.8 months more than last year. We see consistent ratios between 4.0 and 6.0 months in most of the nine cities. The ratio in Palm Springs is the highest at 5.8 months. The lowest is Indian Wells at 3.8 months.

SELLING TIMES: At the end of May, the median number of "days in the market" in the Coachella Valley was 49 days, which is five days more than last year. The median selling time in the region has been running between 40 and 50 days for over two years. Coachella has the lowest average selling time at just 33 days. This is followed by Desert Hot Springs at 42 days. Indio has the highest median selling time at 54 days.

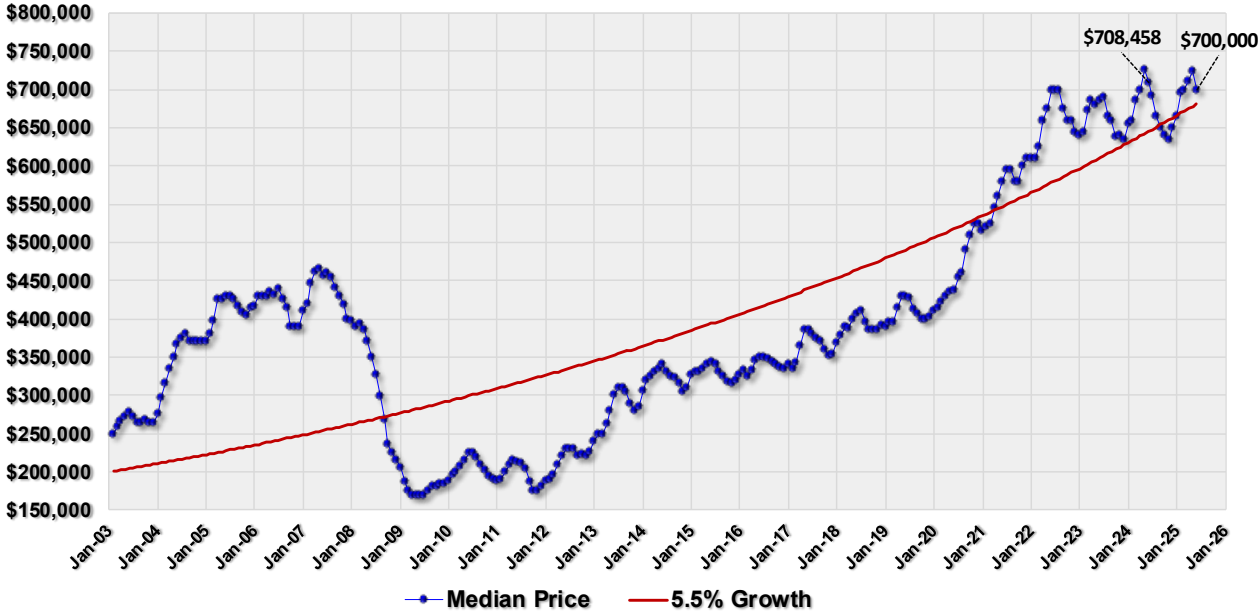
PRICE DISCOUNTS/PREMIUMS: Currently, detached homes are selling at an average discount of 2.6% compared to 2.0% a year ago. Attached homes are selling at a 3.0% discount. The city of Desert Hot Springs has the smallest average discount at 1%, while Indian Wells and Palm Springs are selling homes with the highest average discount of 4.0%. The percent of homes selling over list price was 10.6%. This is 5.1% less than last year.

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Prices

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Coachella Valley Median Detached Home Price
 23 Year Chart

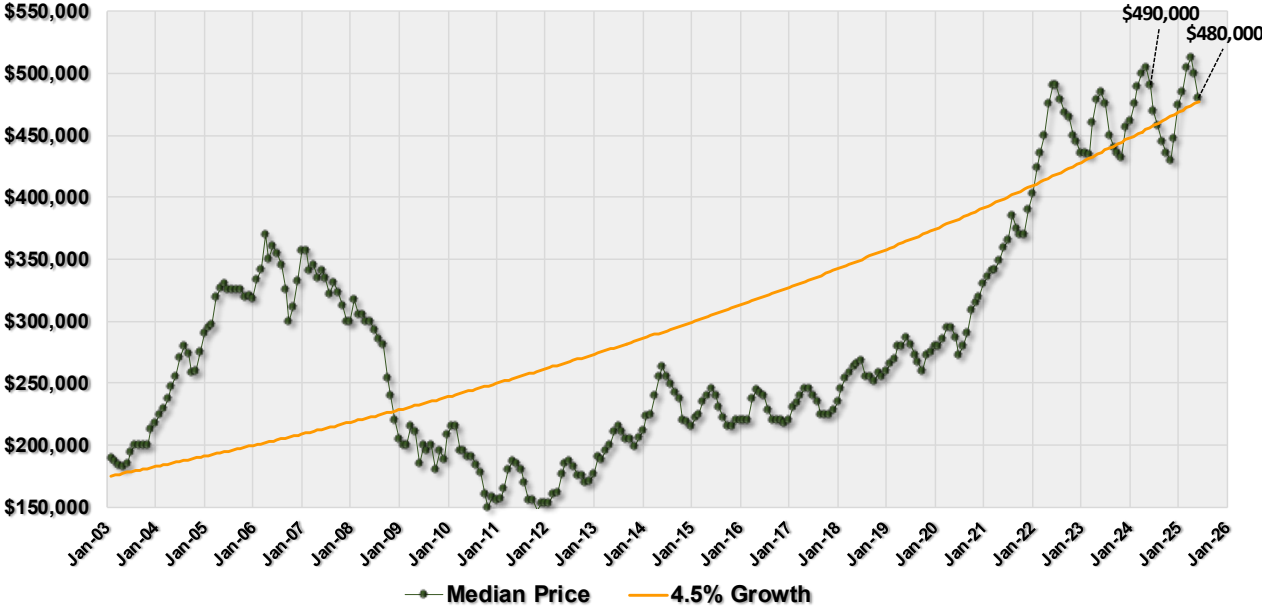


Coachella Valley Median Detached Price

The median price of a detached home in the Coachella Valley ended the month at \$700,000, which is 1.2% less than last year. The median price usually hits its seasonal low between September and December, and its high in April or May. The graph clearly shows that detached homes have held the price gains made during the pandemic.

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Coachella Valley Median Attached Home Price
 23 Year Chart



Coachella Valley Median Attached Price

The median price of attached homes in the Valley ended May at \$480,000, which is \$10,000 below last year. As the chart clearly shows, the seasonal price range for attached homes is much larger than that of detached homes, and prices seem to be following the normal seasonal pattern here, too.

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Price of Each City's Average Size Detached Home

City	Avg. Size Home	Pr. per sq/ft	Price of Avg. Size Home	Price One Year Ago	12 Month Change	2011-12 Price Low	% From Low
Indian Wells	3,450	\$640.23	\$2,208,794	\$1,839,644	20.1%	\$666,885	231.2%
Bermuda Dunes	2,200	\$317.46	\$698,412	\$643,269	8.6%	\$239,325	191.8%
Indio	2,200	\$297.77	\$655,094	\$628,298	4.3%	\$156,340	319.0%
La Quinta	2,200	\$416.15	\$915,530	\$886,820	3.2%	\$318,164	187.8%
Rancho Mirage	3,175	\$440.51	\$1,398,619	\$1,402,048	-0.2%	\$506,317	176.2%
Palm Springs	2,175	\$579.80	\$1,261,065	\$1,287,198	-2.0%	\$323,879	289.4%
Desert Hot Springs	1,600	\$255.02	\$408,032	\$418,640	-2.5%	\$86,656	370.9%
Cathedral City	1,800	\$319.24	\$574,623	\$590,805	-2.7%	\$153,216	275.0%
Palm Desert	2,200	\$332.53	\$731,566	\$756,800	-3.3%	\$302,302	142.0%
Coachella	1,700	\$269.46	\$458,074	\$478,176	-4.2%	\$111,367	311.3%

Price of Each City's Average Size Attached Home

City	Avg. Size Home	Pr. per sq/ft	Price of Avg. Size Home	Price One Year Ago	12 Month Change	2011-12 Price Low	% From Low
Indian Wells	1,950	\$411.48	\$802,386	\$745,680	7.6%	\$259,126	209.7%
Indio	1,050	\$311.68	\$327,264	\$313,215	4.5%	\$56,396	480.3%
Desert Hot Springs	750	\$192.92	\$144,690	\$140,708	2.8%	\$16,013	803.6%
Palm Springs	1,250	\$363.33	\$454,163	\$452,906	0.3%	\$129,788	249.9%
Rancho Mirage	1,775	\$331.32	\$588,093	\$594,687	-1.1%	\$211,030	178.7%
Bermuda Dunes	1,450	\$278.45	\$403,745	\$409,002	-1.3%	\$89,117	353.1%
Palm Desert	1,600	\$328.69	\$525,896	\$544,784	-3.5%	\$197,896	165.7%
Cathedral City	1,250	\$253.74	\$317,175	\$330,488	-4.0%	\$80,544	293.8%
La Quinta	1,750	\$376.46	\$658,796	\$705,233	-6.6%	\$247,713	166.0%

Price of The Average Size City Home

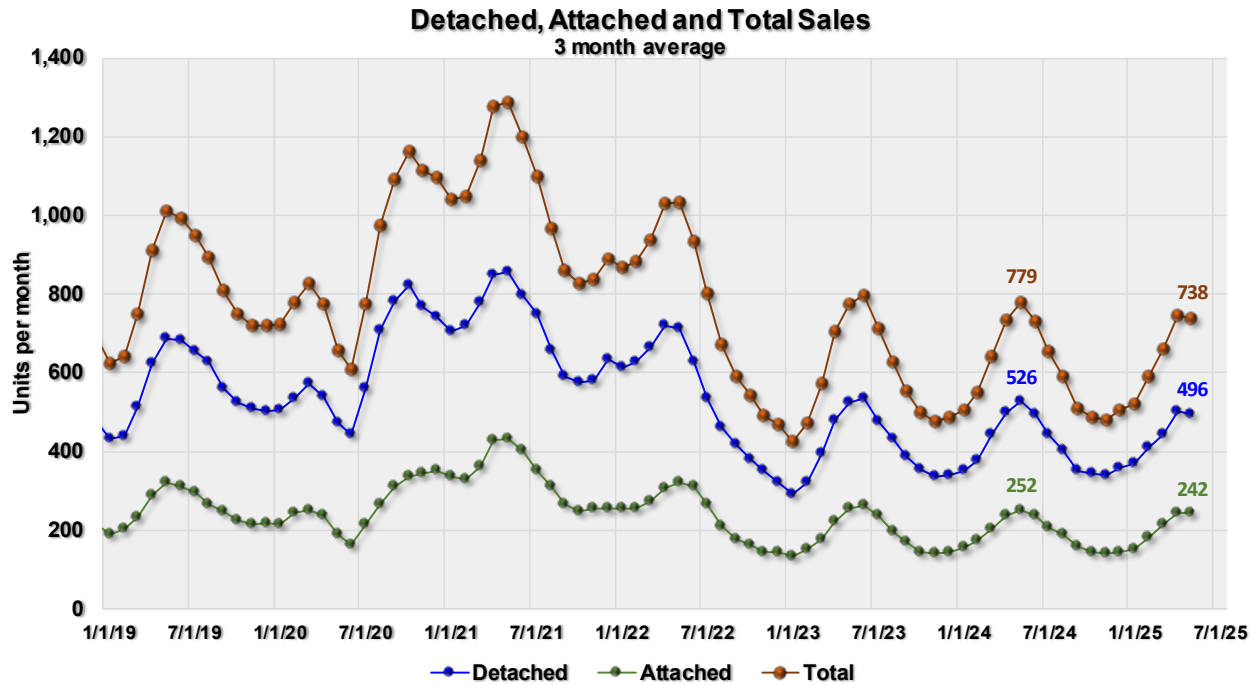
These two tables display the *price* and *price per square foot* of the average size home in each city. The average size home, rounded to the closest 25 sq. ft., doesn't change. Then the median price per sq. ft. is calculated over the last three months. This is multiplied by the average size to produce a price, which is compared to the price a year ago. It's also compared to the all-time lows made in 2011. Year over year price changes in the average size detached home range from a gain of 20.1% in Indian Wells to a decline of 4.2% in Coachella. Gains of the average size attached home range from 7.6% in Indian Wells to minus 6.6% in La Quinta.

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Unit and Dollar Sales

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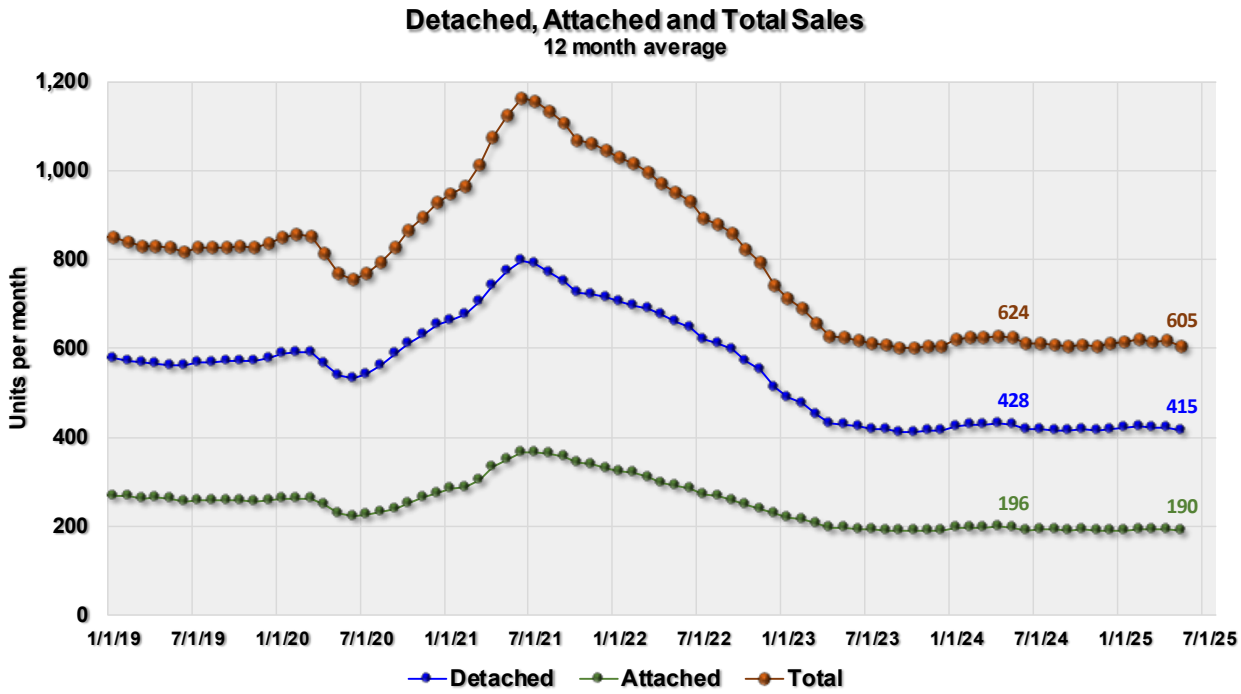


Monthly Sales – Three Month Average

Total three-month sales are effectively unchanged from last year. The three month average this May was 738 units compared to 779 units a year ago. Because of seasonality, it's difficult to determine where sales stand on a historical basis. The first chart in this report was designed to help distinguish seasonal changes from real ones. It shows that sales are below normal by 20%.

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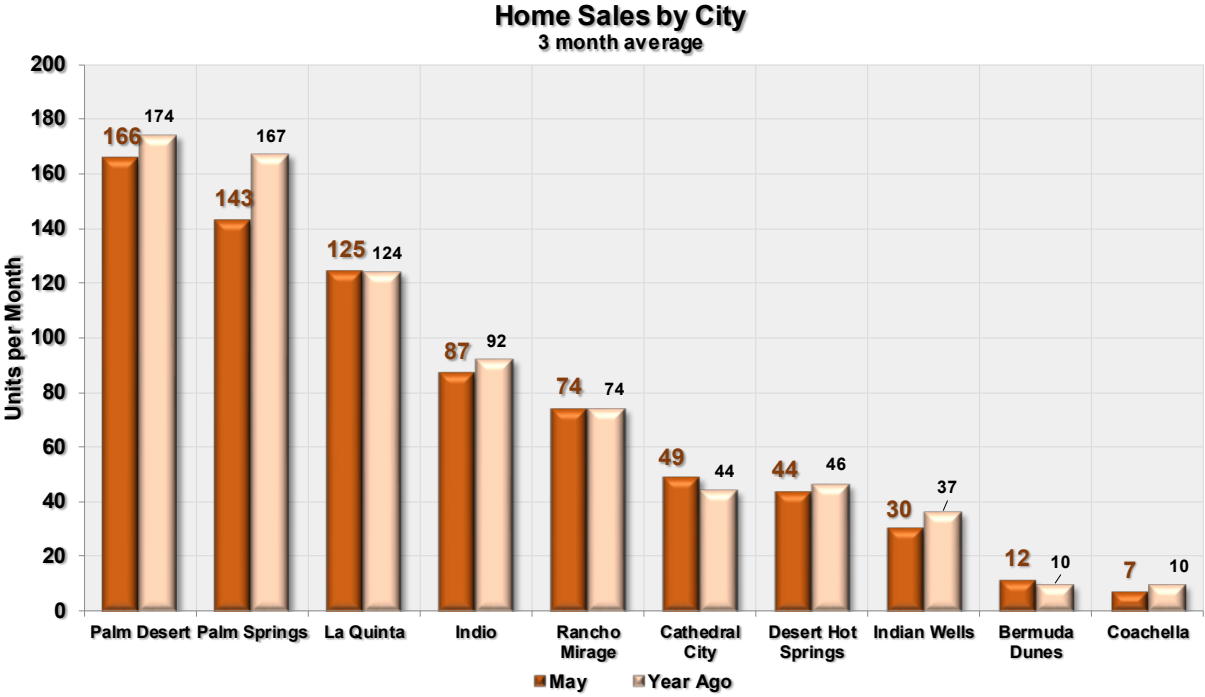
Monthly Sales – Twelve Month Average

The 12-month average of sales, which takes out seasonality, was 605 units a month. This long-term average is nineteen units less than last year. The housing market needs lower mortgage rates. Although inflation remains low, the Federal Reserve Board has stopped lowering short-term rates until the effect of the administration’s new economic policies can be determined.



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Home Sales by City

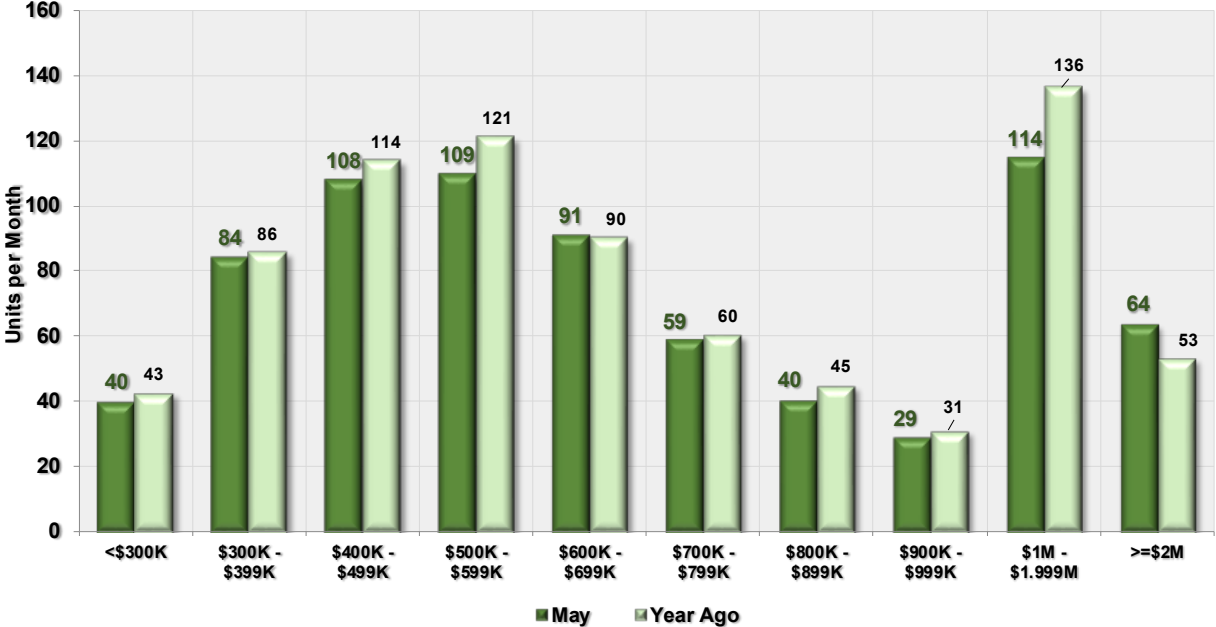
Sales by city are now ranked left to right by highest average unit sales. Sales are about the same in most cities except they are down slightly in both Palm Springs and Palm Desert. Palm Desert still has the highest unit sales at 166 followed by Palm Springs with 143 and La Quinta with 125.

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Sales by Price Bracket

3 month average



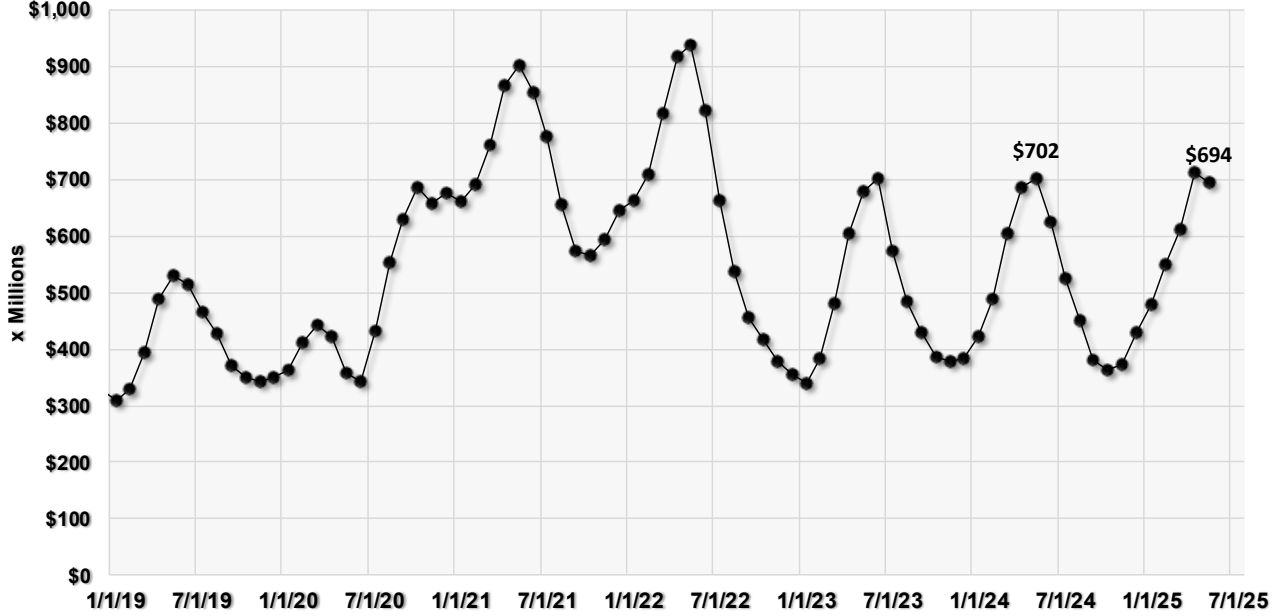
Home Sales by Price Range

We've changed the price brackets to reflect the price increases of the last few years. The lowest bracket is now \$300,000 or lower, and there are now two brackets over \$1,000,000. All price brackets seem to have similar sales numbers compared to last year.

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Coachella Valley Dollar Sales



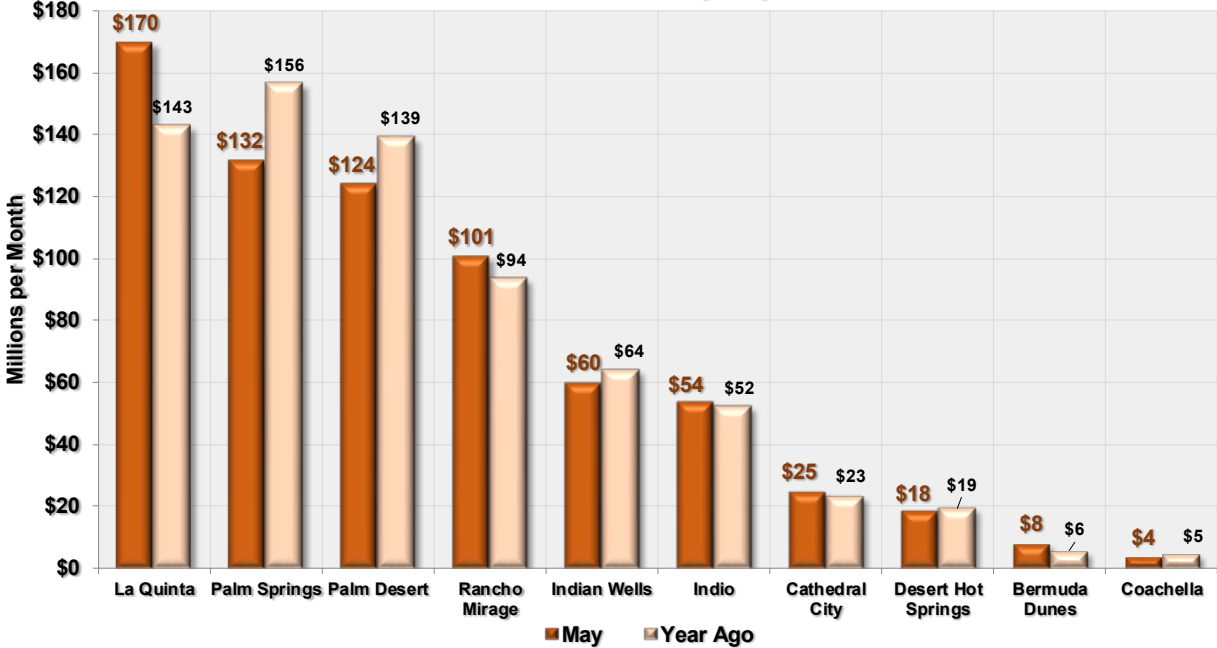
Coachella Valley Dollar Sales (all homes)

This chart graphs dollar sales, averaged over three months, of all Coachella Valley home sales. The scale on the left is in millions of dollars. It shows the same seasonal pattern as the chart of three-month unit sales, except the relative highs and lows are different due to price changes over time. Dollar sales in May were \$694 million, which is \$8 million less than last year.

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Dollar Sales by City



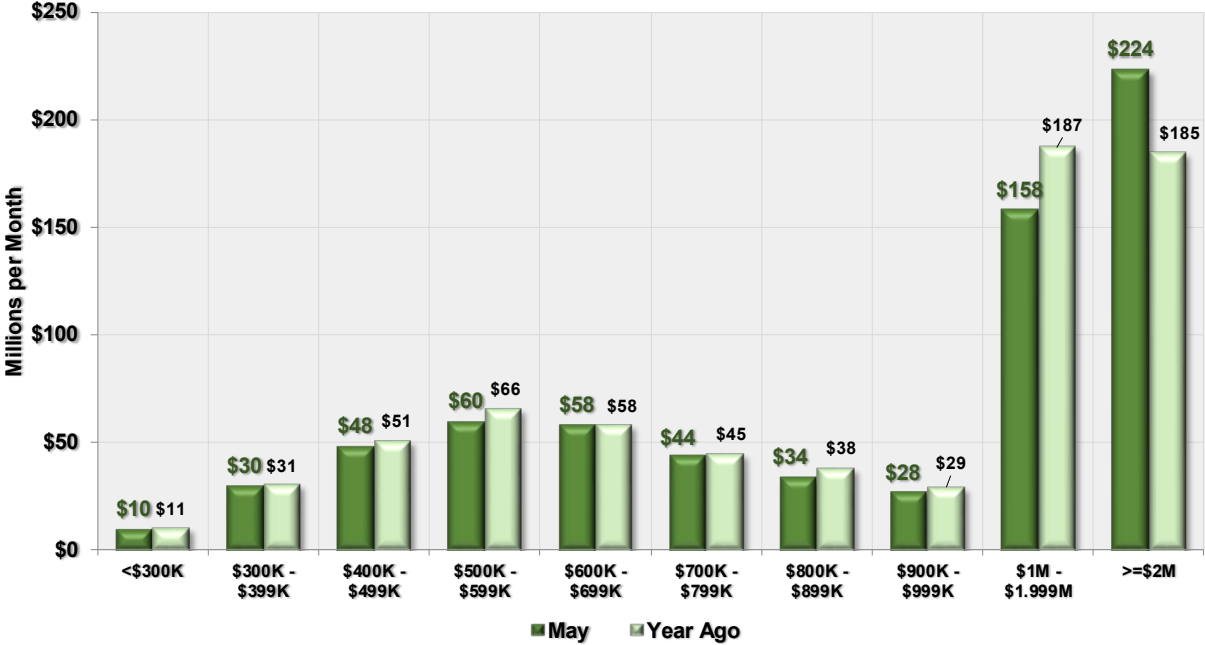
Home Sales by City

On this graph, cities are ranked left to right by greatest dollar sales. Since revenue depends on dollar sales more than unit sales, the numbers in this chart are better proxies for “revenue” than unit sales. Dollar sales appear to be comparable to last year in every city except La Quinta, which is above last year and Palm Springs and Palm Desert, which have sales below last year.

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Dollar Sales by Price Bracket



Home Sales by Price Range

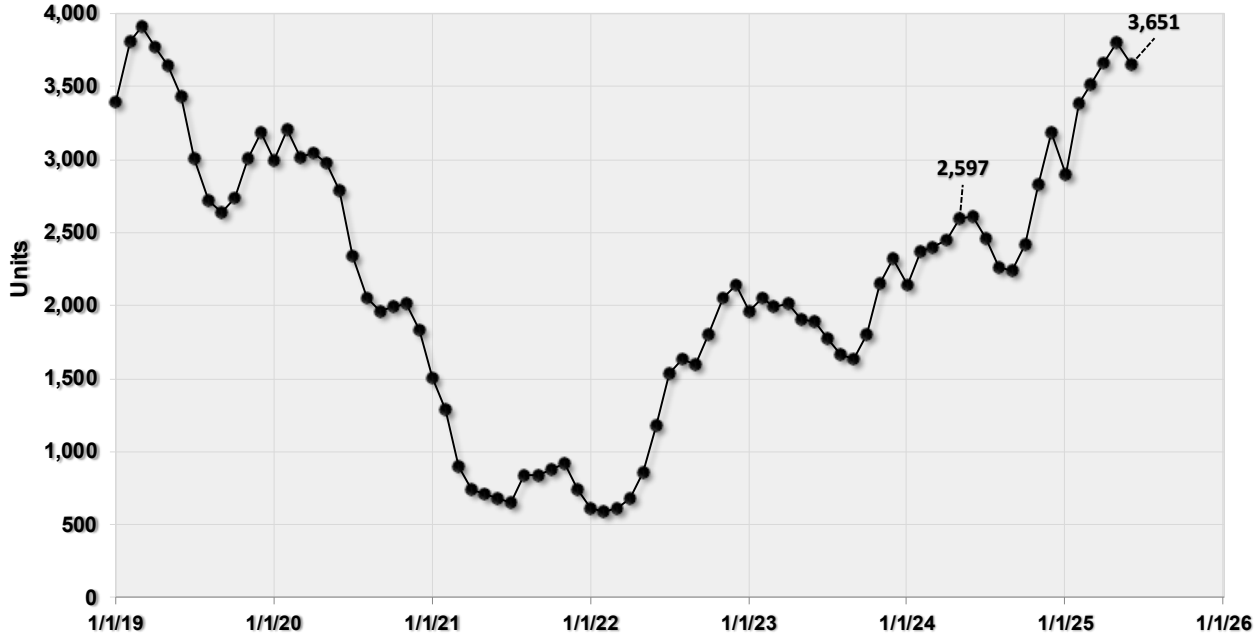
This chart of dollar sales by price bracket shows a different pattern than unit sales by price bracket in the earlier chart. The large amounts in the two price brackets over a million dollars are accentuated more than the unit sales chart. In fact, dollar sales in these two brackets continue to account for 50% of all dollar sales in the Coachella Valley.

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Inventory & “Months of Sales” Ratios

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Coachella Valley Housing Inventory (all homes)



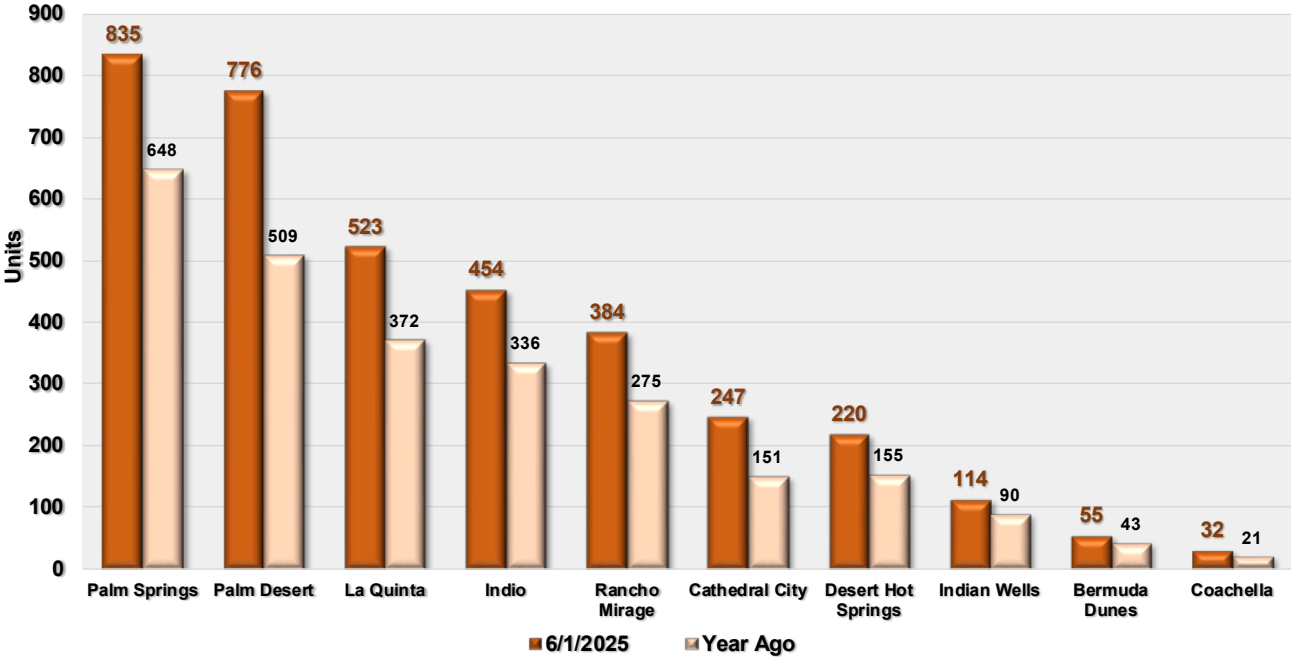
Coachella Valley Total Inventory

On June 1st, Valley inventory was 3,651 units, which is 1,054 units more than last year. Inventory has been improving, and current numbers are now comparable to inventory before the pandemic. The seasonal pattern now suggests that inventory is probably at its peak as we pass into the Summer.

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Inventory by City



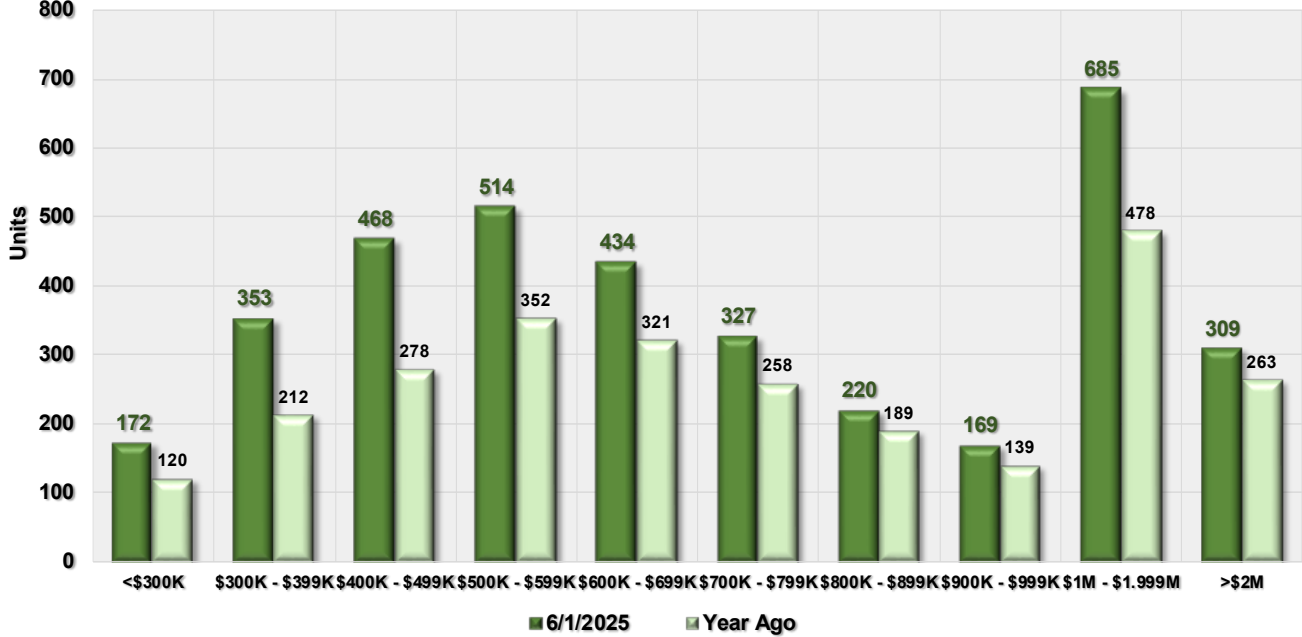
Inventory by City

This chart ranks Coachella Valley cities left to right by highest number of homes for sale. The dark colored bars are current listings, while the lighter colored bars are last year's number. This chart helps agents know what cities have homeowners with the greatest selling interest and how it compares to last year.

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Inventory by Price Bracket

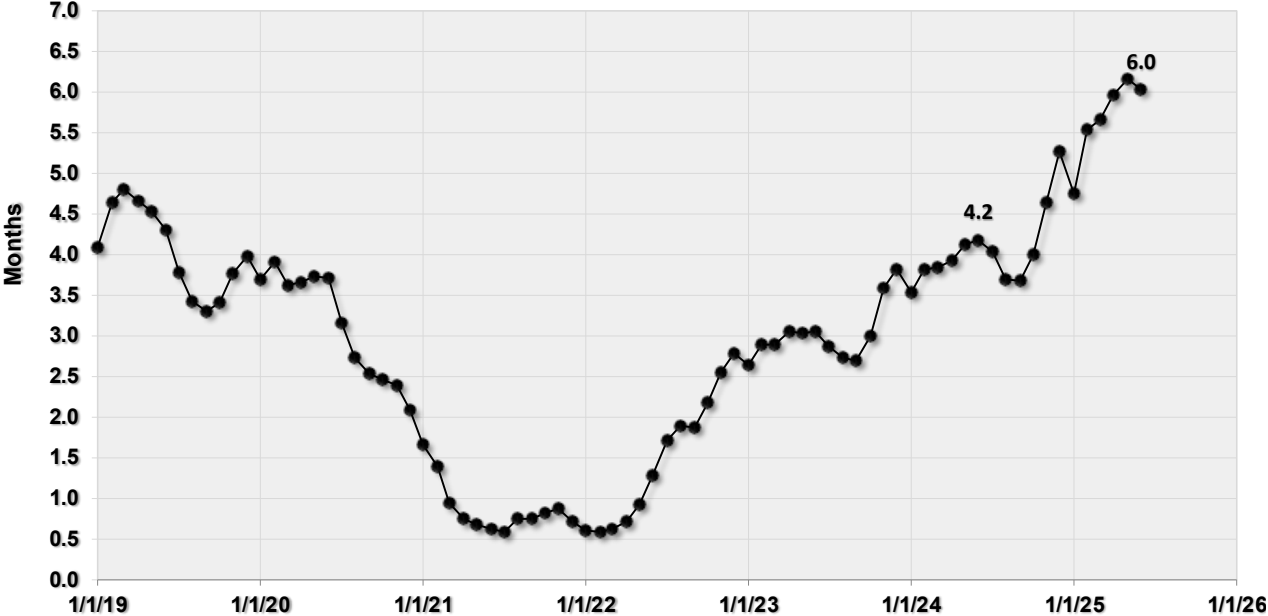


Inventory by Price Bracket

This chart shows the number of homes selling in the different price brackets. Current numbers, shown by the dark colored bars, are compared to last year’s numbers, shown by the lighter colored bars. The price brackets now include the two new brackets of homes priced over \$1,000,000. This chart helps locate what price brackets might be responsible for the growth or contraction of inventory.

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Coachella Valley "Months of Sales" Ratio
 (based on average 12 month sales)

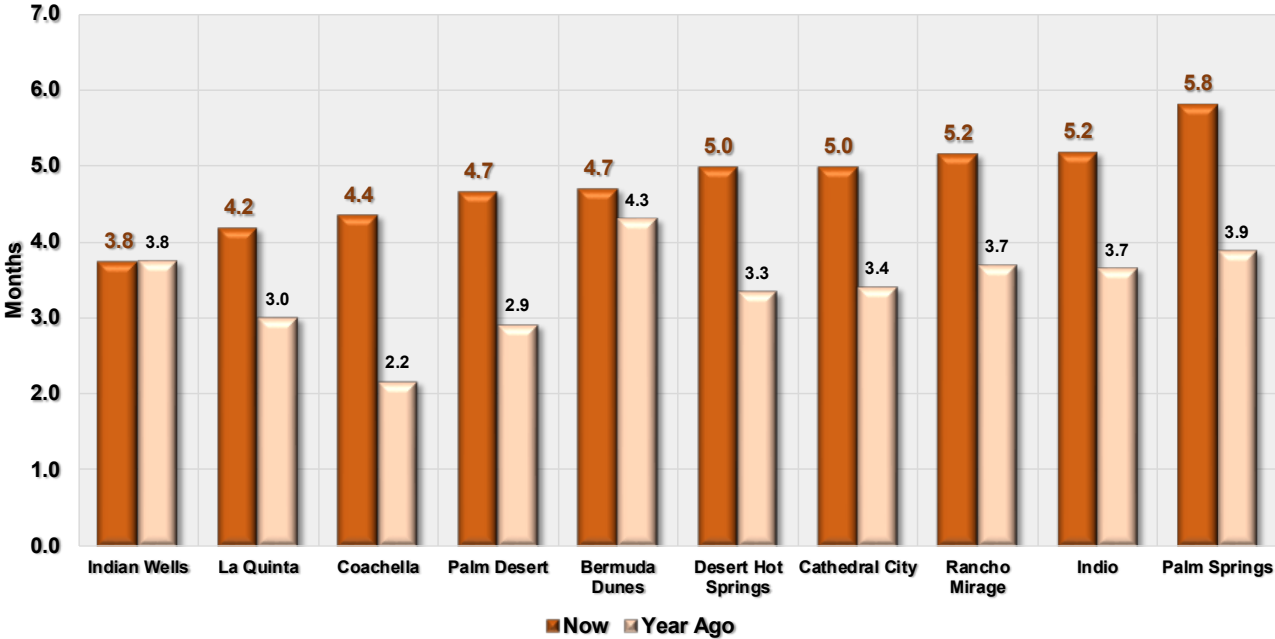


Regional "Months of Sales" Ratio

On June 1st, the Valley's "months of sales" ratio was 6.0 months, which is 1.8 months more than last year. As you can see, this fundamental ratio, which measures supply and demand, is now above pre-pandemic levels. While inventory has recovered, because of low sales, supply is beginning to exceed demand. This should not cause a problem for home prices unless it begins to extend average selling times, which are currently normal.

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"Months of Sales" by City

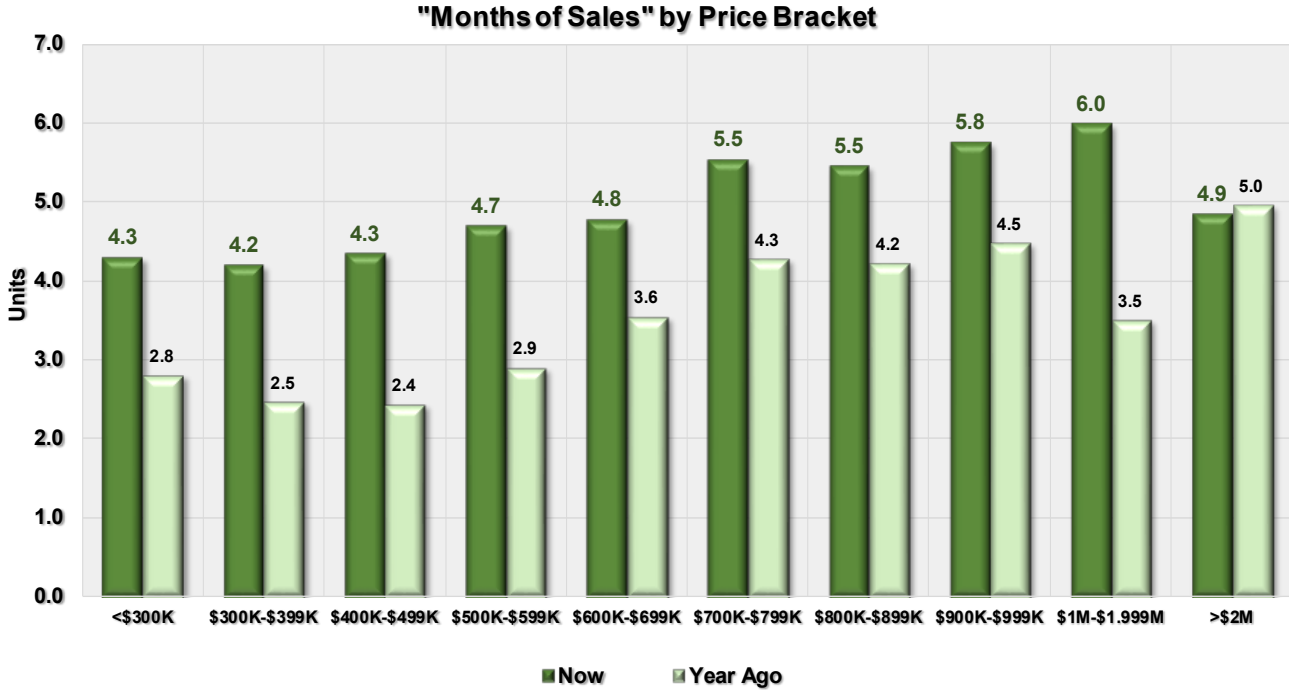


The "Months of Sales" Ratio by City

This chart ranks cities left to right by smallest number of "months of sales." The sales and inventory in these ratios include both attached and detached homes. We see consistent ratios between 4.0 and 6.0 months in most of the nine cities. The ratio in Palm Springs is the highest at 5.8 months. The lowest is Indian Wells at 3.8 months. Since "months of sales" is really the supply-demand equation for housing, it shows the housing market is becoming supply heavy.

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The "Months of Sales" Ratio by Price Bracket

This chart shows "months of sales" by price bracket. The sales and inventory in the ratios includes both attached and detached homes. Since "months of sales" ratios are really the supply-demand equation for housing, the large increases over last year shows supply is starting to exceed demand in almost all price brackets. It hasn't affected prices yet and most probably won't until selling times begin to lengthen.

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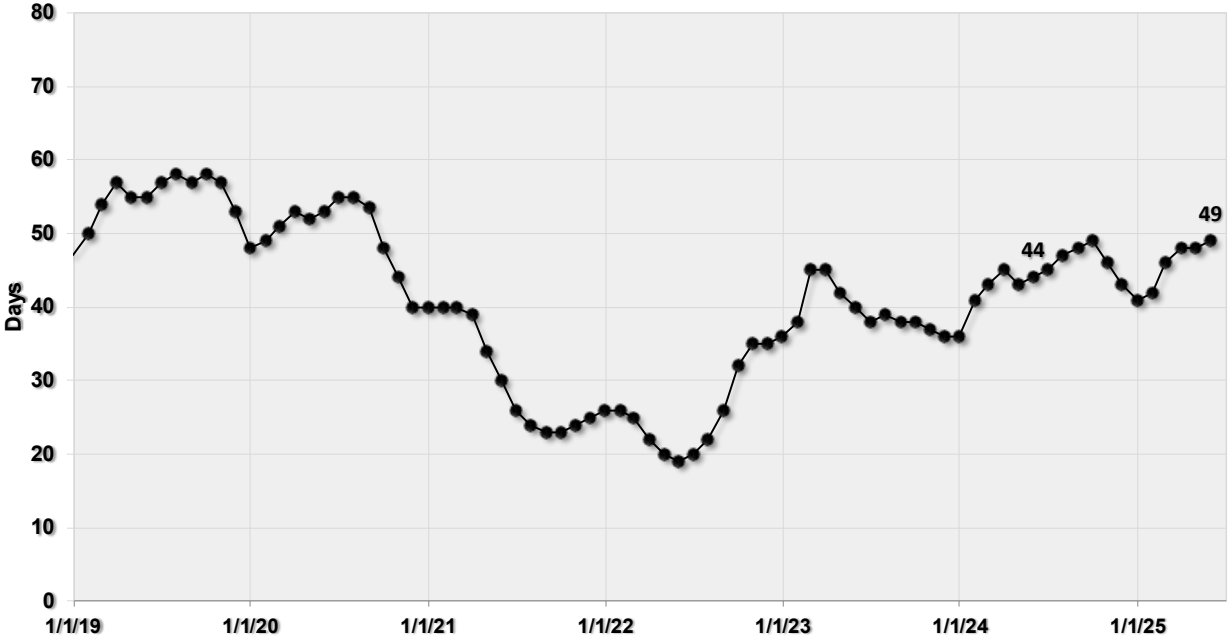
DIM & Price Premium/Discount

** Sample of New GPSR Desert Housing Report and Logo



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Median DIM - Coachella Valley (all homes)



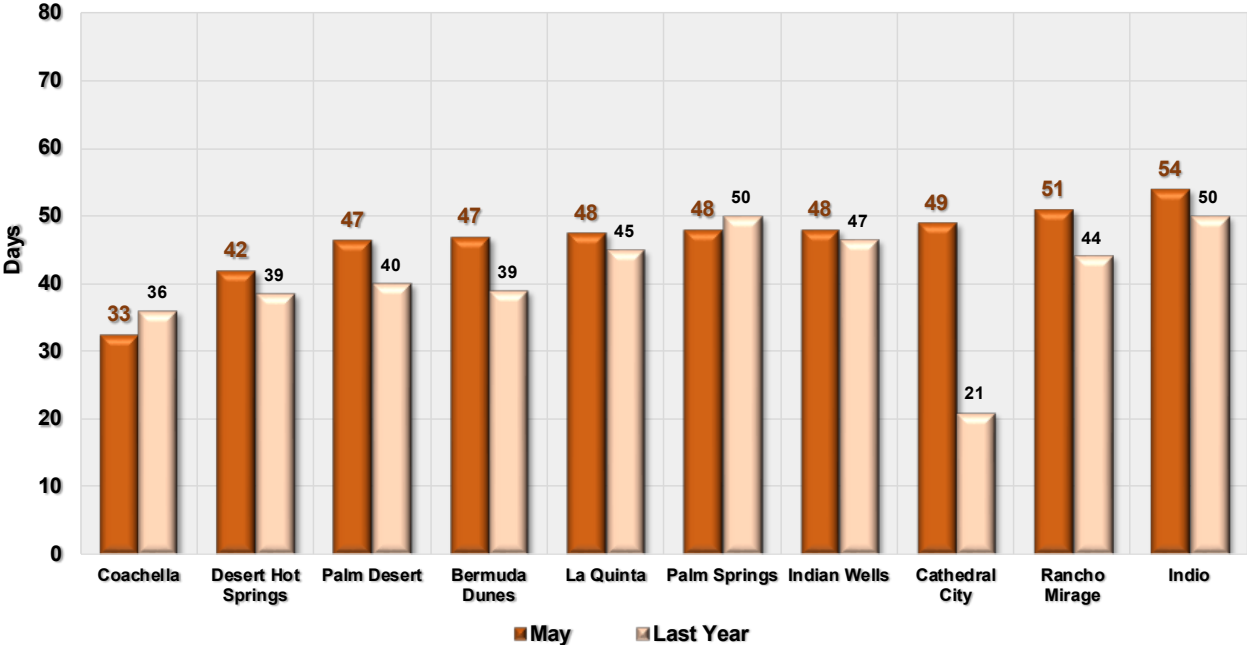
Regional “Days in the Market”

At the end of May, the median number of “days in the market” in the Coachella Valley was 49 days, which is five days more than last year. The median selling time in the region has been running between 40 and 50 days for over two years. This includes both detached and attached homes.

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Median DIM by City (all homes)



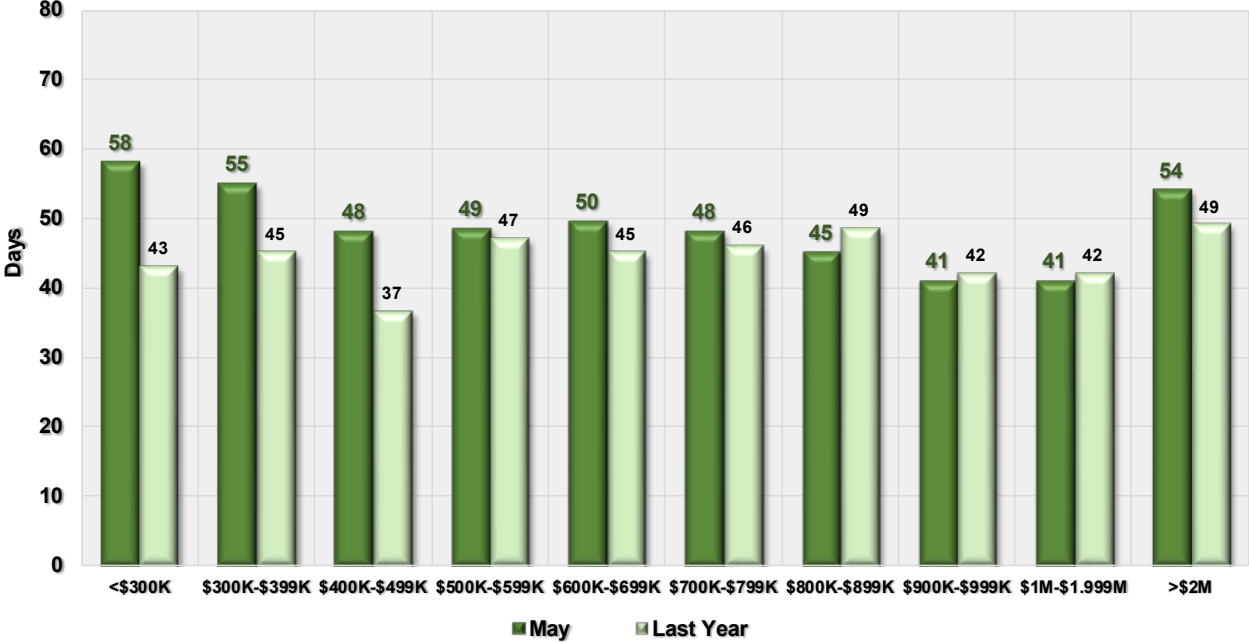
“Days in the Market” by City

This graph compares the median number of “days in the market” in each city to their ratios a year ago. The number includes both detached and attached homes. We have sorted the cities left to right by lowest number of days. Coachella has the lowest average selling time at just 33 days. This is followed by Desert Hot springs at 42 days. Indio has the highest median selling time at 54 days.

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Median DIM by Price Bracket (all homes)

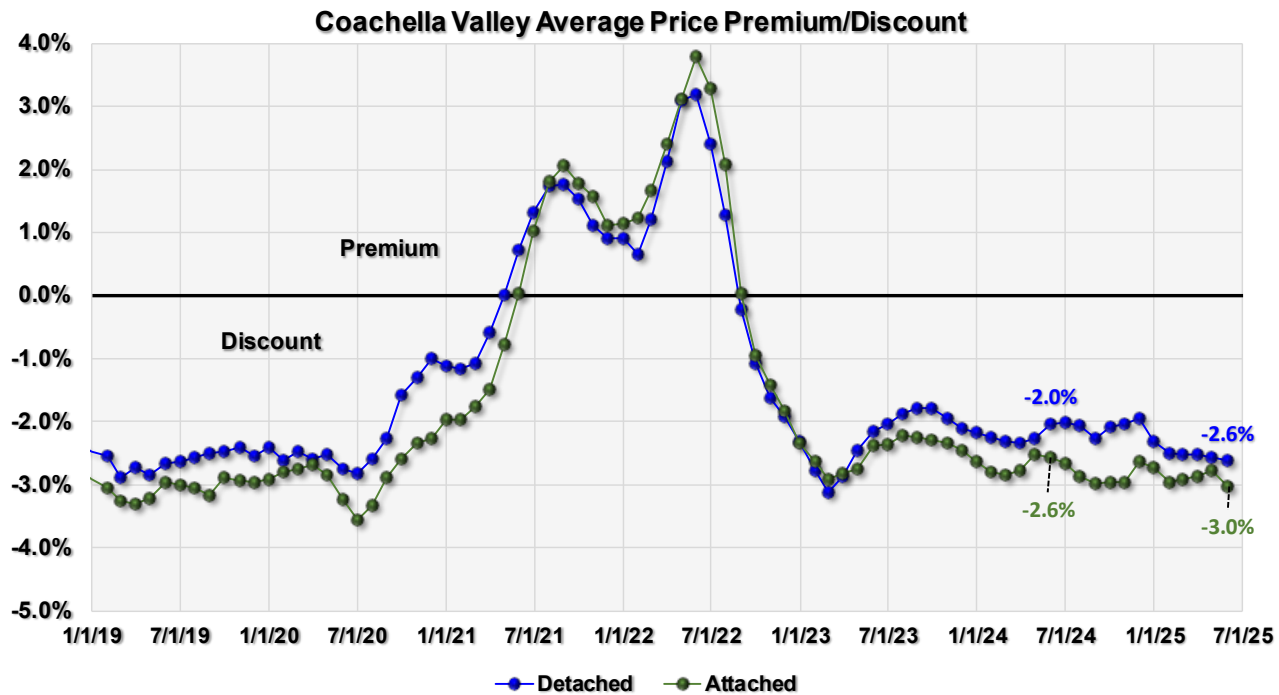


“Days in the Market” by Price Bracket

This graph compares the median number of “days in the market” by price bracket to the ratio a year ago. The number includes both detached and attached homes. When looking at these numbers, it’s important to notice if any price bracket has an abnormal number of days. Usually, selling times increase with higher priced homes. However, in the current market we don’t see that, which is a positive situation.

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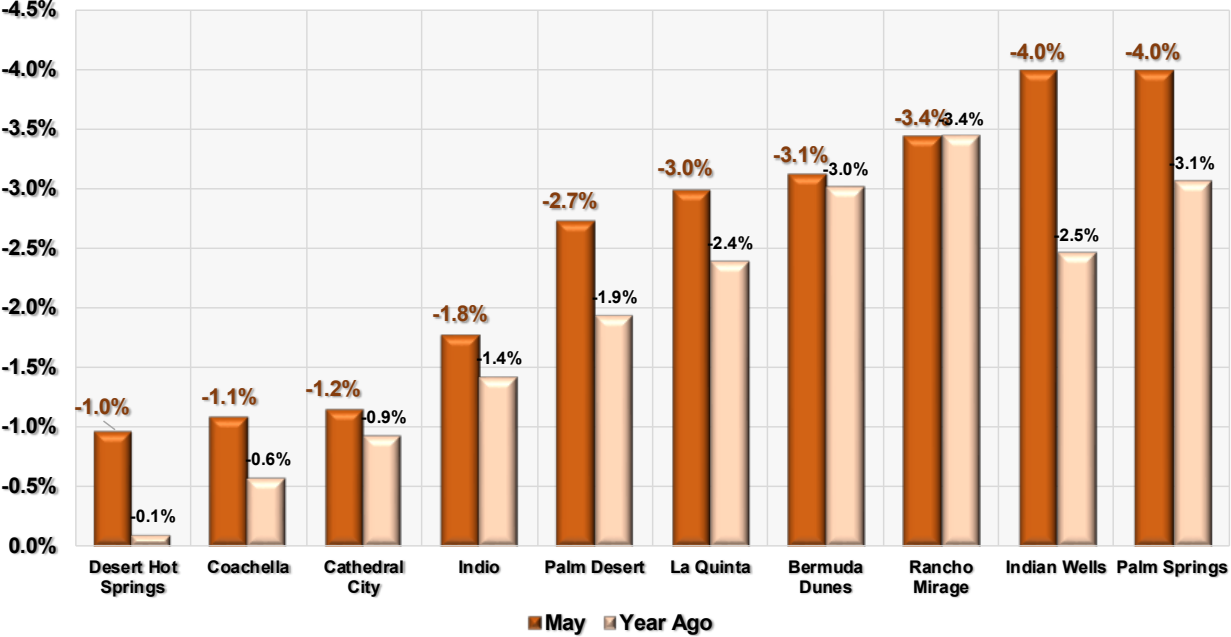
Regional Price Premium/Discount

This graph charts the average price premium or discount of detached and attached homes selling in the region. Currently, detached homes are selling at an average discount of 2.6% compared to 2.0% a year ago. Attached homes are selling at a 3.0% discount. Notice how the numbers for both detached and attached homes seem to move up and down together. We are now back to pre-covid norms.

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Average Selling Discount by City



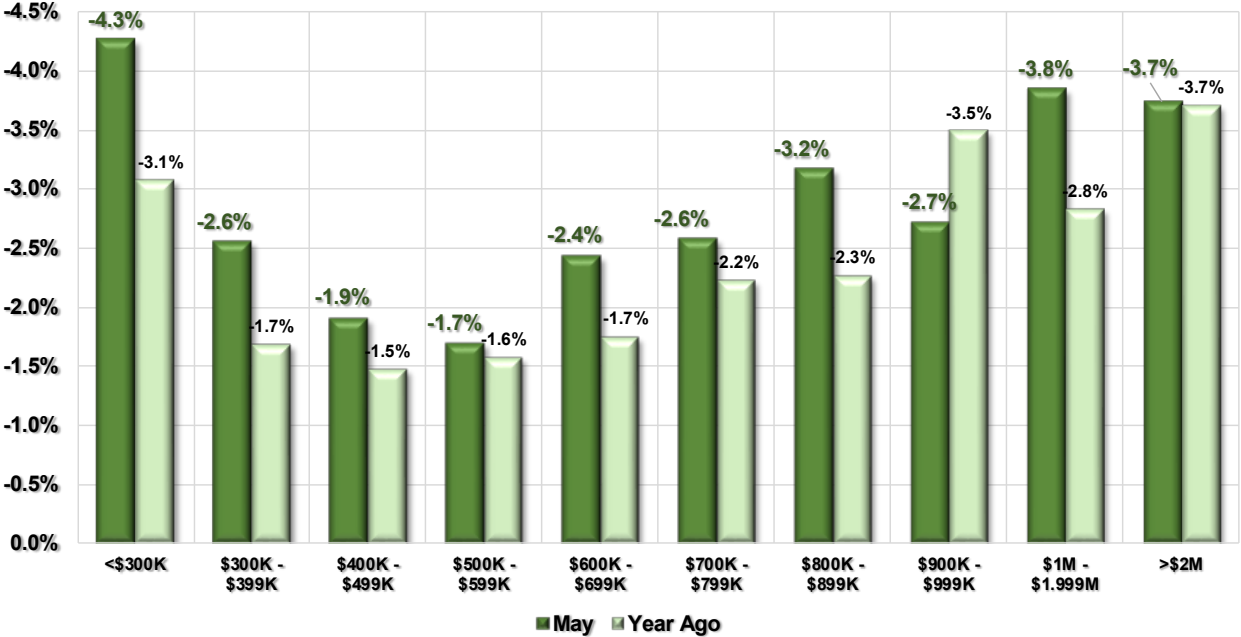
Price Discount by City

This shows the average price discount for detached homes in each city to their ratios a year ago. We have sorted the cities left to right by lowest discount. In general, cities with higher priced homes sell at larger discounts. The city of Desert Hot Springs has the smallest average discount at 1%, while Indian Wells and Palm Springs are selling homes with the highest average discount of 4.0%.

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Average Selling Discount by Price Bracket

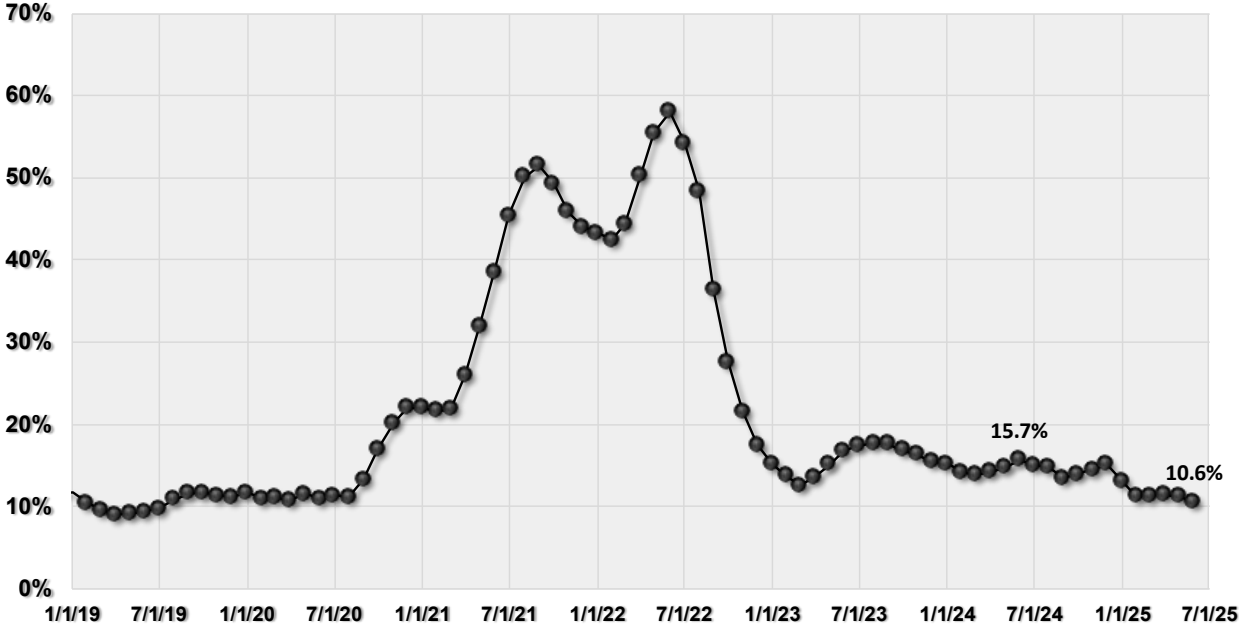


Price Discount by Price Bracket

This chart shows the average price discount by price bracket throughout the region compared to the discount a year ago. The average includes both detached and attached homes. As a rule, price discounts increase with higher priced homes, except here we have the lowest discounts in the mid range price brackets. Homes over two million dollars now sell with an average discount of 3.7%.

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Percent Homes Selling Over List Price (all homes)



Percent Homes Selling Above List

This chart graphs the percentage of Valley homes that sold above list price over the last three months. In May, the percent of homes selling over list price was 10.6%. This is 5.1% less than last year. The percent of homes selling above list price is now back to pre pandemic levels.

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Explanation and Description of Desert Housing Report's Calculations and Graphs

Regional Numbers: For the purposes of this report, the Coachella Valley consists of ten cities or CDPs – Bermuda Dunes, Cathedral City, the city of Coachella, Desert Hot Springs, Indian Wells, Indio, La Quinta, Palm Desert, Palm Springs and Rancho Mirage. Thousand Palms is excluded because it has too few sales for statistical meaning.

Regional sales and inventory numbers are the sum of sales or inventory in these 10 cities. Sales are averaged over either three or twelve months depending on the situation. The Coachella Valley median detached home price is the median price of all sales of single-family residences in the 10 cities over the prior 90 days (three months). The Coachella Valley Median Attached Price is the median price of sales of condos and townhomes over the past 90 days in all 10 cities. There are from 700 to 1,400 sales that go into these calculations, so they are statistically very reliable. The MLS data source is FLEX. Before any calculation is made, we first try to fix any incomplete or wrongly entered information.

City Prices: It is important that statistical analysis accurately reflects what one is trying to show. For example, calculating the median price of all sales in a city over three months, while called the "median" price, isn't really the median price of homes in that city. It's just the median price of the homes sold over that period. If larger homes sell that month, the median price will go up, not because home prices are rising, but because you're analyzing a pool of larger, higher priced homes. We believe a better method exists to actual measure what is happening to home prices in a city. It centers around using price-per-square-foot.

A better metric to use is the median price-per-square-foot of homes sold over that time span. That's because this metric changes less than price, especially if, by chance, larger or smaller homes sell during a given period. The trouble is price per sq. ft. is not as consumer friendly as price. Homeowners think in terms of home price, they don't usually think in terms of price-per-square-foot. So, while median or average price-per-square-foot is good, we need a way to convert it into a home price that has meaning for that city.

To do this we first determine the average size home in that city. Once we know this, we multiply the median price-per-square-foot by this average size home. This is similar to the way appraisers value a home. Appraisers find the average or median price-per-square-foot of comparable size homes that have recently sold. They then multiply that number by the square feet of the home they're appraising. The table of city prices in this report follows this procedure.

In the table, the second column is the size of the average home in that city. This is not the average sq. ft. of the homes that sold. The number we use is determined after research and it's the average sq. ft. of all homes in the city, which we round off to the nearest 25 sq. ft. The exact number isn't important. What's important is that it's approximately correct and that you always use the same number.

The third column is the median price-per-square-foot of all homes sold in the city over the last 90 days.

The 4th column is the home price, which is calculated by multiplying column two by column three. This represents the price of the average size home in that city. For reasons which we explained, changes in this price are more reliable than changes in the normal "median" or "average" price of homes sold.

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Sales: For cities, sales numbers are the sum of sales of SFR, Condos and townhomes. We present two sales numbers – three-month average of sales and twelve-month averages. The three-month average shows the seasonal variations of the region. These three-month averages should only be compared against the same three months in previous years. For example, one should never compare three-month sales in spring to those of the fall. The twelve-month average of sales 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. In our calculations, three-month means sales over the preceding 90 days. Using 90 days gives equal time weight to shorter months.

Inventory and “Months of Sales”: Our inventory numbers are homes classified as “active” listings; we exclude listings called “active under contract.” We believe this is a more accurate measure of real supply since most “active under contract” listings will soon be closed sales. Remember sales and prices are accumulative while inventory is a momentary snapshot of available listings on a specific date. When we show month end inventory, it’s the inventory on the 1st of the next month. Our inventory is the sum of both attached and detached homes. We keep a record of past inventory downloads, so our past inventory is not reconstructed, which is prone to error, but is the actual inventory on that date.

When calculating the “months of sales” ratio, we almost always use average monthly sales over the last twelve months and not three months. If we do use three-month sales, we indicate it. We use the classic “months of sales ratio”, which is inventory divided by sales, and not its inverse called the “absorption rate.” Most people feel the ratio is much easier to understand.

Days in 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 90 days 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.