

# LUXURY REPORT



## COACHELLA VALLEY Q1 2016 LUXURY REPORT



\*All reports are published April 2016, based on data available at the end of March 2016, except for the today stats. All reports presented are based on data supplied by the Desert AOR, CARETS, and Sandicor MLS. Neither the Association nor its MLS guarantees nor is in anyway responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity.

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## 1M-1.499M SALES



UNITS SOLD	77	60	79	▲ 28.3	▼ 2.5
AVERAGE SALE PRICE	1,213,100	1,225,000	1,202,800	▼ 1.0	▲ 0.9
AVERAGE DAYS ON MARKET	149	137	149	▲ 8.8	0.0
AVERAGE SP/AVERAGE LP	93.7%	93.8%	94.3%	▼ 0.1	▼ 0.6
AVERAGE PRICE PER SF	310.6	342.6	312.0	▼ 9.3	▼ 0.4
MONTHS TO SELL INVENTORY	16.4	17.9	13.2	▼ 8.4	▲ 24.2
LISTING INVENTORY	419	384	355	▲ 9.1	▲ 18.0

## 1.5M-1.999M SALES



UNITS SOLD	44	23	38	▲ 91.3	▲ 15.8
AVERAGE SALE PRICE	1,717,800	1,683,000	1,707,800	▲ 2.1	▲ 0.6
AVERAGE DAYS ON MARKET	202	179	232	▲ 12.8	▼ 12.9
AVERAGE SP/AVERAGE LP	96.4%	95.9%	93.1%	▲ 0.5	▲ 3.5
AVERAGE PRICE PER SF	398.7	403.4	347.5	▼ 1.2	▲ 14.7
MONTHS TO SELL INVENTORY	14.4	22.7	15.2	▼ 36.6	▼ 5.3
LISTING INVENTORY	222	185	199	▲ 20.0	▲ 11.6

## 2M-2.499M SALES



UNITS SOLD	11	3	11	▲ 266.7	0
AVERAGE SALE PRICE	2,161,800	2,166,700	2,228,600	▼ 0.2	▼ 3.0
AVERAGE DAYS ON MARKET	120	197	156	▼ 39.1	▼ 23.1
AVERAGE SP/AVERAGE LP	94.2%	93.7%	88.7%	▲ 0.5	▲ 6.2
AVERAGE PRICE PER SF	454.6	404.1	485.4	▲ 12.5	▼ 6.3
MONTHS TO SELL INVENTORY	29.7	80	19.7	▼ 62.9	▲ 50.8
LISTING INVENTORY	111	89	70	▲ 24.7	▲ 58.6

## 2.5M-2.999M SALES



UNITS SOLD	6	4	6	▲ 50.0	0
AVERAGE SALE PRICE	2,659,700	2,679,000	2,695,000	▼ 0.7	▼ 1.3
AVERAGE DAYS ON MARKET	58	173	198	▼ 66.5	▼ 70.7
AVERAGE SP/AVERAGE LP	93.6%	92.1%	92.9%	▲ 1.6	▲ 0.8
AVERAGE PRICE PER SF	484.6	461.1	474.8	▲ 5.1	▲ 2.1
MONTHS TO SELL INVENTORY	41.2	48.8	33.2	▼ 15.6	▲ 24.1
LISTING INVENTORY	83	75	65	▲ 10.7	▲ 27.7

## 3M-3.999M SALES



UNITS SOLD	4	6	8	▼ 33.3	▼ 50.0
AVERAGE SALE PRICE	3,468,800	3,322,300	3,265,600	▲ 4.4	▲ 6.2
AVERAGE DAYS ON MARKET	77	122	198	▼ 36.9	▼ 61.1
AVERAGE SP/AVERAGE LP	93.5%	86.7%	91.2%	▲ 7.8	▲ 2.5
AVERAGE PRICE PER SF	661.1	456.0	530.6	▲ 45.0	▲ 24.6
MONTHS TO SELL INVENTORY	58	29.3	25.1	▲ 98.0	▲ 131.1
LISTING INVENTORY	85	68	72	▲ 25.0	▲ 18.1

## 4M-4.999M SALES



UNITS SOLD	0	0	2	0	▼ 100.0
AVERAGE SALE PRICE	0	0	4,437,500	0	▼ 100.0
AVERAGE DAYS ON MARKET	0	0	221	0	▼ 100.0
AVERAGE SP/AVERAGE LP	0%	0%	94.5%	0	▼ 100.0
AVERAGE PRICE PER SF	0	0	736.1	0	▲ 100.0
MONTHS TO SELL INVENTORY	0	0	45.5	0	▲ 100.0
LISTING INVENTORY	37	31	32	▲ 19.4	▲ 15.6

## 5M-5.999M SALES



UNITS SOLD	1	0	0	0	0
AVERAGE SALE PRICE	5,200,000	0	0	0	0
AVERAGE DAYS ON MARKET	38	0	0	0	0
AVERAGE SP/AVERAGE LP	94.5%	0%	0%	0	0
AVERAGE PRICE PER SF	866.5	0	0	0	0
MONTHS TO SELL INVENTORY	63	0	0	0	0
LISTING INVENTORY	23	16	11	▲ 43.8	▲ 109.1

## 6M-6.999M SALES



UNITS SOLD	0	0	1	0	▼ 100.0
AVERAGE SALE PRICE	0	0	6,350,000	0	▼ 100.0
AVERAGE DAYS ON MARKET	0	0	131	0	▼ 100.0
AVERAGE SP/AVERAGE LP	0%	0%	92.1%	0	▼ 100.0
AVERAGE PRICE PER SF	0	0	747.1	0	▼ 100.0
MONTHS TO SELL INVENTORY	0	0	39	0	▼ 100.0
LISTING INVENTORY	13	17	13	▼ 23.5	0

## 7M-7.999M SALES



UNITS SOLD	1	0	0	0	0
AVERAGE SALE PRICE	7,300,000	0	0	0	0
AVERAGE DAYS ON MARKET	78	0	0	0	0
AVERAGE SP/AVERAGE LP	89.1%	0%	0	0	0
AVERAGE PRICE PER SF	955.7	0	0	0	0
MONTHS TO SELL INVENTORY	21	0	0	0	0
LISTING INVENTORY	7	8	8	▼ 12.5	▼ 12.5

## 8M-8.999M SALES



UNITS SOLD	1	0	0	0	0
AVERAGE SALE PRICE	8,000,000	0	0	0	0
AVERAGE DAYS ON MARKET	47	0	0	0	0
AVERAGE SP/AVERAGE LP	100.0%	0	0	0	0
AVERAGE PRICE PER SF	913.2	0	0	0	0
MONTHS TO SELL INVENTORY	8	0	0	0	0
LISTING INVENTORY	3	2	1	▲ 50.0	▲ 200.0

For statistics on the luxury market starting at \$9+M, please contact your local Bennion Deville Homes agent.

### 1M+ 10 YEAR HISTORY

