



THE HORNE TEAM

# SUN CITY

## REAL ESTATE REPORT

### SUN CITY PALM DESERT | 2022 YEAR END REPORT

#### 2022 in Review -

There were two 2022s. There was the first half of the year where the strong market momentum from 2021 continued. With historically few homes for sale and demand that far exceeded the supply, multiple sales price records were broken in the first half of the year driven by multiple offers on nearly every home. Yes, the first half of the year was truly extraordinary. The second half of the year was very good as well, but it paled in comparison to the first half of the year. As you will see in this newsletter, 2022 was remarkable in nearly every statistic; especially Q2. In Q2 more homes sold over asking than those that did not. The days on market for sold homes in Q2 were almost half of that of Q4. Prices for 2022 were up more than 20% vs 2021 and 2021 was up more than 20% than the 2020. New records for highest sale price and highest price per square foot were also in 2022. A number of models achieved record prices as well. The graph beginning on the next page shows a 15-year running average for the sale price of the St. Croix. It demonstrates how the run up in prices over the last 2 years was unlike anything Sun City has seen. 2023 is off to a good start. We are looking forward to a less exciting, yet solid year for real estate. As always, if you have questions regarding our newsletter, the marketplace or your home, do not hesitate to contact us.

## 2022 BY THE NUMBERS

#### Average Sale Price

All Homes	\$597,414	22%	↑
Golf Course Homes	\$782,250	20%	↑
Privacy Lot Homes	\$554,241	21%	↑

#### Number Of Sales

All Homes	338	-20%	↓
Golf Course Homes	64	-36%	↓
Privacy Lot Homes	274	-16%	↓

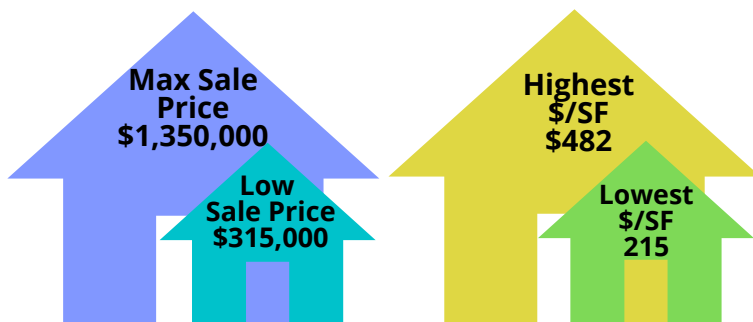
#### Total Sales Volume

2021	VS	2022
\$207,956,785		\$201,925,951
	-3%	

#### Average Days On Market

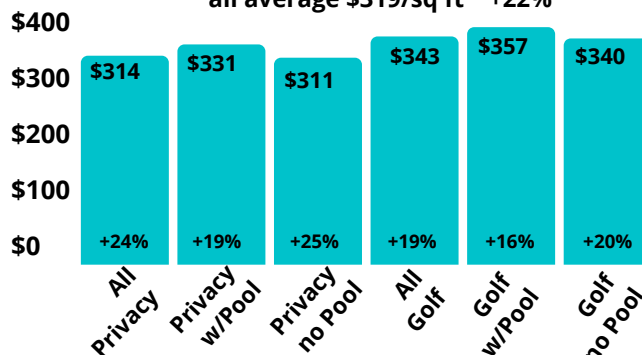
2021	VS	2022
35		33
	-6%	

#### Highs and Lows



#### Price per square foot

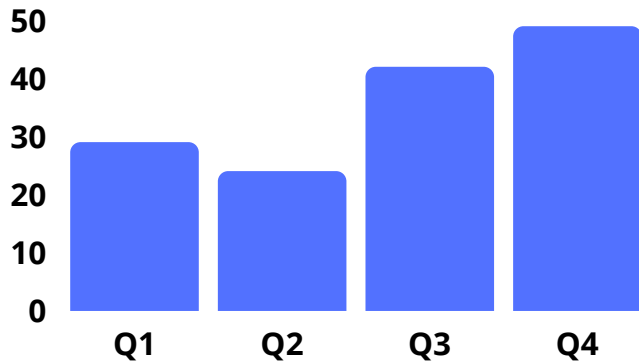
all average \$319/sq ft +22%



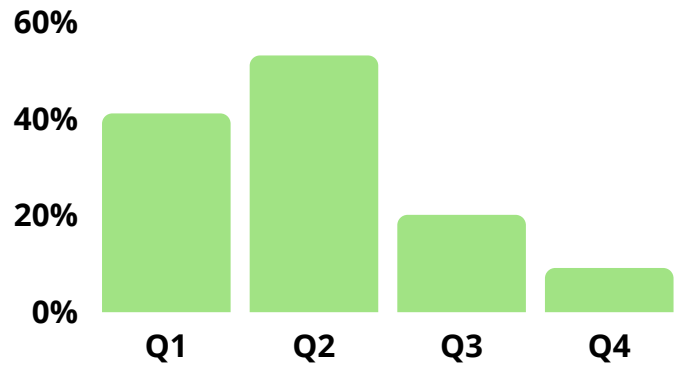
THE MOST COMPREHENSIVE REAL ESTATE GUIDE FOR SUN CITY

# SUN CITY BY THE NUMBERS

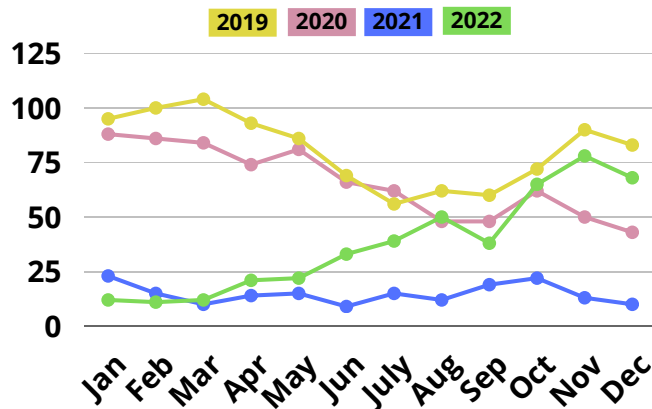
## DAYS ON MARKET



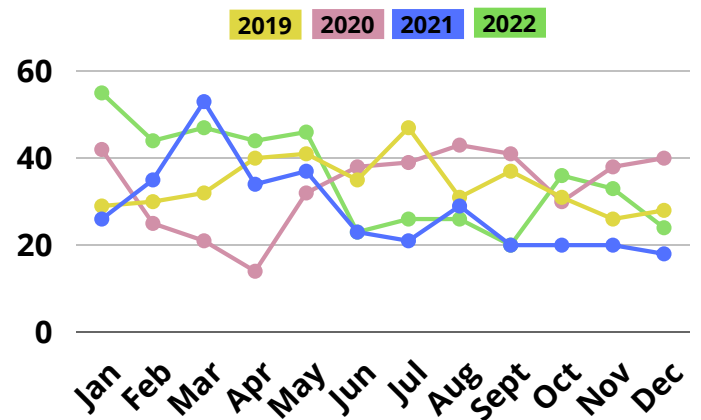
## % SALES OVER ASK



## HOMES FOR SALE BY MONTH

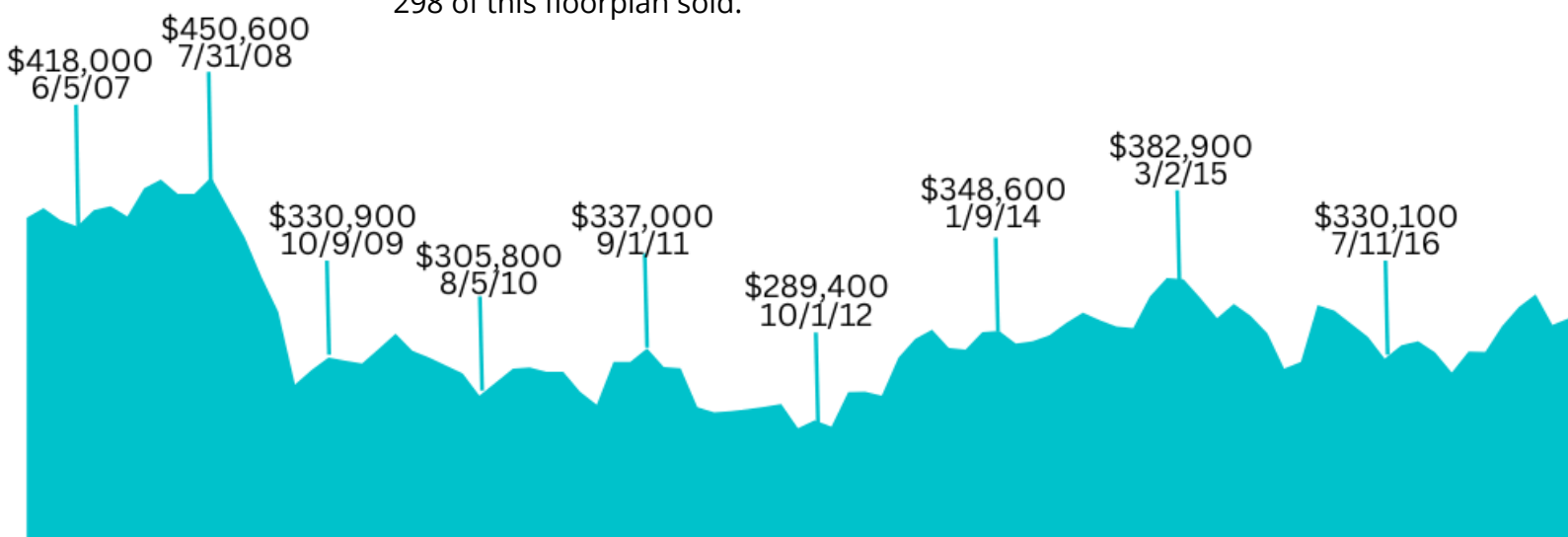


## NEW ESCROWS BY MONTH



## ST. CROIX AVERAGE SALE PRICE 2007- 2022

A great way to illustrate how dramatic the run up of prices over the last two years is by looking at the St. Croix model (located off the golf course). From January of 2007 through December of 2022, there were 298 of this floorplan sold.



# SUN CITY BY THE NUMBERS

Homes By Floorplan, # of Sales, Average Sale Price 2022 and % Change

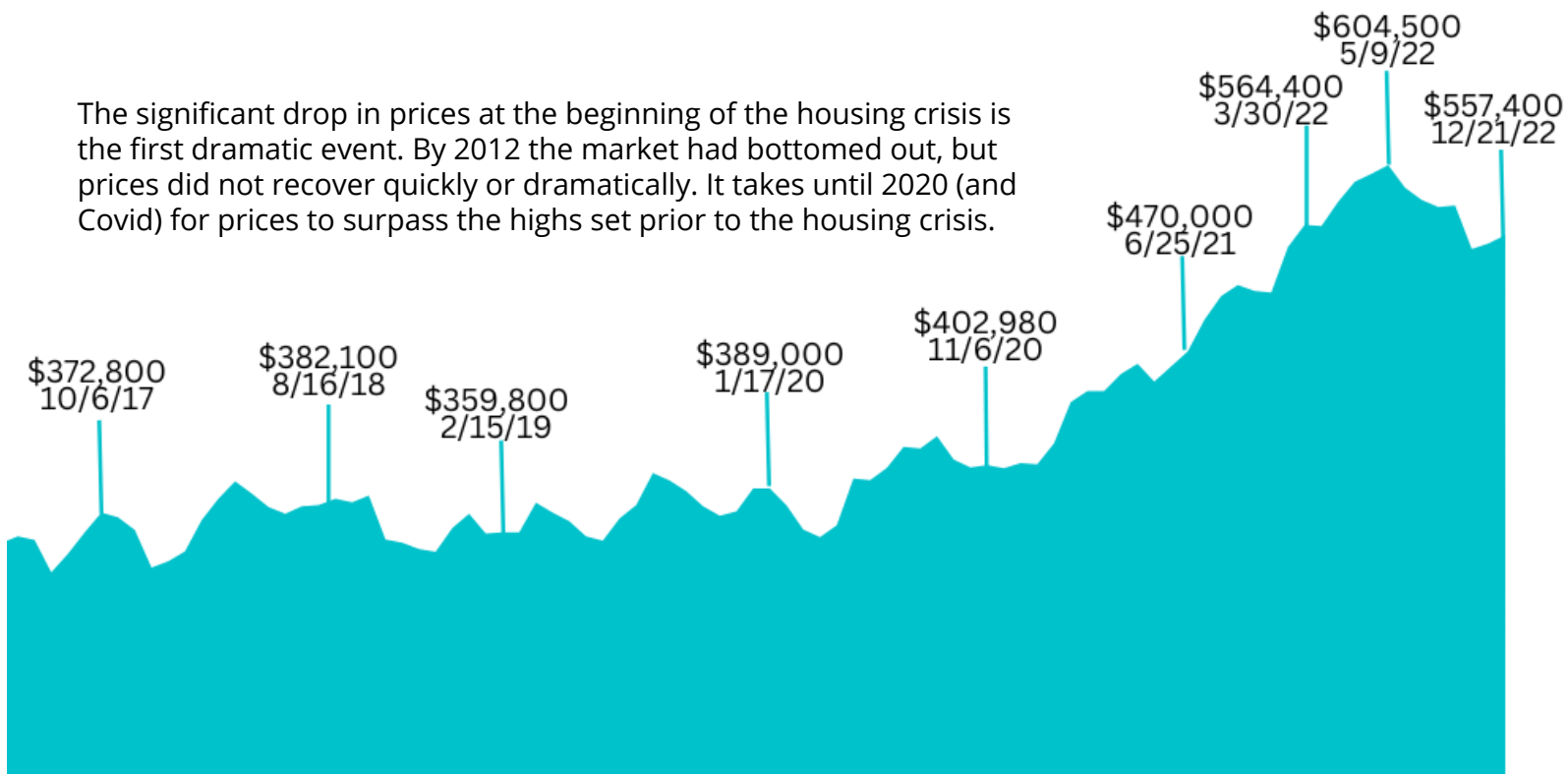
## GOLF COURSE

Floorplan	# Sold	Ave. 2022	Change
St. Croix	7	\$687,857	20%
Monaco	6	\$796,667	16%
Emerald	4	\$767,250	25%
Marquis	4	\$782,250	10%
Regent	4	\$877,250	N/A
San Remo	4	\$896,750	36%
St. Tropez	4	\$912,500	25%
Lalique	3	\$718,333	N/A
Portofino (GR)	3	\$919,667	12%
Provence	3	\$961,333	28%
Baccarat	2	\$724,500	19%
Marrakech	2	\$621,000	12%
Morocco	2	\$635,000	25%
Morocco w/Casita	2	\$734,500	26%
Portofino	2	\$872,000	- 6%
Cayman	1	\$679,000	24%
Fostoria	1	\$520,000	11%
Fostoria w/Casita	1	\$640,000	12%
Gorham	1	\$449,000	N/A
Lenox	1	\$685,000	19%
Marseille	1	\$1,350,000	51%
Montego	1	\$664,000	20%
Montego Casita	1	\$682,000	22%
Monterey	1	\$840,000	8%
Orrefors	1	\$580,000	66%
San Carlos	1	\$599,000	1%
Tuscany w/casita	1	\$865,000	N/A

## PRIVACY LOT

Floorplan	# Sold	Ave. 2022	Change
St. Croix	29	\$583,928	20%
St. Maarten	18	\$523,833	29%
Monaco	15	\$667,347	13%
Morocco	13	\$571,808	30%
Lanai	12	\$446,000	22%
Montego	12	\$563,300	30%
Gorham	11	\$423,636	37%
Pasadena	11	\$415,445	28%
Baccarat	10	\$513,600	6%
Barbados	9	\$428,378	18%
Cayman	8	\$511,688	28%
Emerald	7	\$655,429	21%
Lalique	6	\$488,750	22%
Maui	6	\$392,248	43%
Morocco w/Casita	6	\$609,483	27%
Orrefors	6	\$536,167	31%
Portofino	6	\$737,167	N/A
Marquis	5	\$797,800	31%
Marseille	5	\$912,800	N/A
Montego w/ Casita	5	\$668,030	43%
Villa	5	\$341,800	19%
Christofle	4	\$417,500	34%
Hummel	4	\$446,750	28%
Opal	4	\$451,000	7%
Pave	4	\$633,000	16%
Portofino (GR)	4	\$833,500	13%
Solitaire	4	\$552,225	-9%
St. Tropez	4	\$728,750	25%

The significant drop in prices at the beginning of the housing crisis is the first dramatic event. By 2012 the market had bottomed out, but prices did not recover quickly or dramatically. It takes until 2020 (and Covid) for prices to surpass the highs set prior to the housing crisis.



## SALES BY STREET



Links	11
Sunrise Canyon	10
Kensington	8
Desert Willow	7
Stansbury	7
Platinum	6
Sunrise Mountain	6
Autumn	5
Blue Palm	5
Brandywine	5
Dancing Waters	5
Golden Reed	5
Kistler	5
Mojave Sage	5
Rainbow	5
Staccato	5
Yucca Blossom	5

Below you will find a list of the Q4 2022 sales statistics. You will be able to find the full year of statistics on our website. You can visit our site at [www.thesuncityexperts.com](http://www.thesuncityexperts.com) or you can use the QR code below to get a link for the information right to your phone or ipad. Once on the webpage scroll down to statistics.

- 1) Open the Camera app on your phone or ipad.
- 2) Select the rear facing camera. Hold your device so that the QR code appears in the viewfinder in the camera app. Your device recognizes the QR code and shows a notification/link.
- 3) Tap the notification/link to open the full 2022 sales statistics on our website.



## CLOSED SALES OCTOBER 1 - DECEMBER 31

Information derived from Flex MLS

Buyer and/or seller Represented by The Horne Team

DOM = days on market

Original= price when put on market  
List = asking price when entering escrow

Model	Street Name	BR	BA	SF	Pool	Golf	Original	List	Close	\$/SqFt	LP/SP Ratio	DOM
Baccarat	Dancing Waters	2	2	1836			\$525,000	\$499,000	\$486,000	\$265	97%	54
Barbados	Bovee	2	2	1394			\$439,000	\$398,000	\$385,000	\$276	97%	22
Emerald	Festival	3	3	2185		Y	\$699,000	\$699,000	\$699,000	\$320	100%	2
Fostoria w/Cas.	Links	3	3	1888		Y	\$648,000	\$648,000	\$640,000	\$339	99%	38
Gorham	Desert Willow	2	2	1157			\$42,500	\$425,000	\$425,000	\$367	100%	49
Gorham	Champagne	2	2	1157			\$449,000	\$449,000	\$445,000	\$385	99%	49
Lalique	Westridge	2	2	1647		Y	\$505,000	\$505,000	\$505,000	\$307	100%	32
Lalique	Dancing Waters	2	2	1647			\$460,000	\$460,000	\$440,000	\$267	96%	11
Lalique	Grand Oaks	2	2	1647			\$549,000	\$499,000	\$475,000	\$288	95%	168
Lalique	Blooming	3	2	1647			\$650,000	\$650,000	\$650,000	\$395	100%	1
Lanai	Cadence	2	2	1213			\$445,000	\$445,000	\$445,000	\$367	100%	51
Lanai	Brookhaven	2	2	1229			\$460,000	\$460,000	\$460,000	\$374	100%	6
Lenox	Brandywine	2	2	1730		Y	\$685,000	\$685,000	\$685,000	\$396	100%	18
Limoge	Desert Willow	2	2	1045			\$439,000	\$439,000	\$446,500	\$427	102%	57
Marquis	Dancing Waters	3	2.5	2444	Y		\$895,000	\$895,000	\$930,000	\$381	104%	13
Marseille	Elenbrook	3	3.5	2918			\$975,000	\$895,000	\$780,000	\$267	87%	106
Maui	Turnberry Isle	2	2	1010			\$349,000	\$349,000	\$347,989	\$345	100%	9
Maui	Vinewood	1	2	1010			\$399,000	\$399,000	\$375,000	\$371	94%	29
Maui	Moonstone	2	2	1045			\$415,000	\$415,000	\$415,000	\$397	100%	28
Monaco	Mojave Sage	3	2.5	2323	Y	y	\$545,000	\$545,000	\$500,000	\$215	92%	4
Monaco	Sunrise Mountain	3	3	2515		Y	\$849,000	\$849,000	\$855,000	\$340	101%	27
Monaco	Griffin	3	3	2167			\$599,000	\$569,000	\$550,000	\$254	97%	151

<u>Model</u>	<u>Street Name</u>	<u>BR</u>	<u>BA</u>	<u>SF</u>	<u>Pool</u>	<u>Golf</u>	<u>Original</u>	<u>List</u>	<u>Close</u>	<u>\$/SqFt</u>	<u>LP/SP Ratio</u>	<u>DOM</u>
Montego	Silver Lake	2	2	1858			\$599,000	\$579,000	\$565,000	\$304	98%	73
Montego	Bramblewood	2	2	1928			\$575,000	\$575,000	\$570,000	\$296	99%	42
Montego w/ Cas.	Cimmaron	3	3	2065			\$549,000	\$549,000	\$549,000	\$266	100%	38
Monterey	Palomar	3	2.5	2318			\$699,000	\$669,000	\$630,000	\$272	94%	87
Monterey	Moonstone	2	2.5	2318			\$675,000	\$675,000	\$662,500	\$286	98%	34
Moracco	Sunrise Canyon	2	2	1649			\$650,000	\$650,000	\$650,000	\$394	100%	47
Morocco	Blue Palm	2	2	1622			\$519,000	\$499,000	\$489,000	\$301	98%	51
Morocco	Yellen	3	3	1900			\$599,000	\$549,900	\$535,000	\$282	97%	113
Morocco	Staccato	2	2.5	1766	Y		\$639,000	\$599,000	\$599,000	\$339	100%	75
Morocco	Falsetto	2	2	1780	Y		\$649,000	\$649,000	\$610,000	\$343	94%	56
Morocco w/Cas.	Elenbrook	3	3	1900			\$599,000	\$599,000	\$599,000	\$315	100%	19
Opal	Rainbow	2	2	1520			\$489,000	\$459,000	\$430,000	\$283	94%	93
Opal	Desert Willow	2	2	1548			\$469,000	\$469,000	\$469,000	\$303	100%	56
Pasadena	Hampshire	2	2	1110			\$415,000	\$398,350	\$388,000	\$350	97%	49
Pasadena	Rockwell	2	2	1110			\$425,000	\$402,000	\$395,000	\$356	98%	61
Pasadena	Hampshire	2	2	1080			\$427,000	\$427,000	\$435,000	\$403	102%	194
Pasadena	Rockwell	2	2	1110			\$469,000	\$469,000	\$458,500	\$413	98%	13
Pave	Hunter Point	3	2.5	2304			\$527,500	\$575,000	\$575,000	\$250	100%	67
Portofino	Wyndham	3	3.5	2742			\$699,000	\$699,000	\$689,000	\$251	99%	49
Portofino (GR)	Crescent	3	3.5	2907			\$829,000	\$829,000	\$835,000	\$287	101%	13
Portofino (GR)	Talus	3	3.5	2809	Y		\$949,000	\$949,000	\$885,000	\$315	93%	30
Prototype	Brandywine	2	2	2072			\$499,000	\$499,000	\$485,000	\$234	97%	34
Regent	Links	3	3.5	2777		Y	\$850,000	\$850,000	\$850,000	\$306	100%	14
Regent	Ryans	3	3.5	2782		Y	\$899,000	\$899,000	\$899,000	\$323	100%	48
St. Croix	Summerland	3	3	2156		Y	\$735,000	\$735,000	\$682,000	\$316	93%	40
St. Croix	Kistler	2	2	2142			\$475,000	\$475,000	\$480,000	\$224	101%	18
St. Croix	Cimmaron Canyon	2	2	2142			\$537,900	\$537,900	\$522,000	\$244	97%	3
St. Croix	Turnberry	2	2	2142			\$619,000	\$569,000	\$569,000	\$266	100%	69
St. Croix	Emerald	2	2	2142			\$649,000	\$600,000	\$580,000	\$271	97%	18
St. Croix	Calloway	2	2	2142			\$619,000	\$619,000	\$609,000	\$284	98%	9
St. Croix	Kistler	2	2	2156	Y		\$639,000	\$629,000	\$620,000	\$288	99%	45
St. Maarten	Brookhaven	2	2	1664			\$499,000	\$499,000	\$489,000	\$294	98%	23
St. Maarten	Narcissus	3	2	1664			\$499,000	\$499,000	\$499,000	\$300	100%	16
St. Maarten	Freisha	2	2	1664			\$539,000	\$539,000	\$539,000	\$324	100%	55
St. Maarten	Nectarine	2	2	1664			\$649,000	\$599,000	\$599,000	\$360	100%	33
St. Maarten	Royal Sage	2	2	1650			\$619,000	\$619,000	\$600,000	\$364	97%	1
St. Tropez	Rosemont	2	2.5	2640		Y	\$1,100,000	\$950,000	\$925,000	\$350	97%	118
St. Tropez	Sunrise Mountain	2	2.5	2588	Y	Y	\$949,000	\$949,000	\$925,000	\$357	97%	25
St. Tropez	Platinum	3	2.5	2588			\$699,000	\$675,000	\$675,000	\$261	100%	55
Villa	Silent	1	1	1063			\$349,000	\$329,000	\$315,000	\$296	96%	107
Villa	Breeze	1	1	1050			\$349,000	\$349,000	\$320,000	\$305	92%	178
Waterford	Silver Sage	2	2	1304			\$439,000	\$439,000	\$420,000	\$322	96%	13

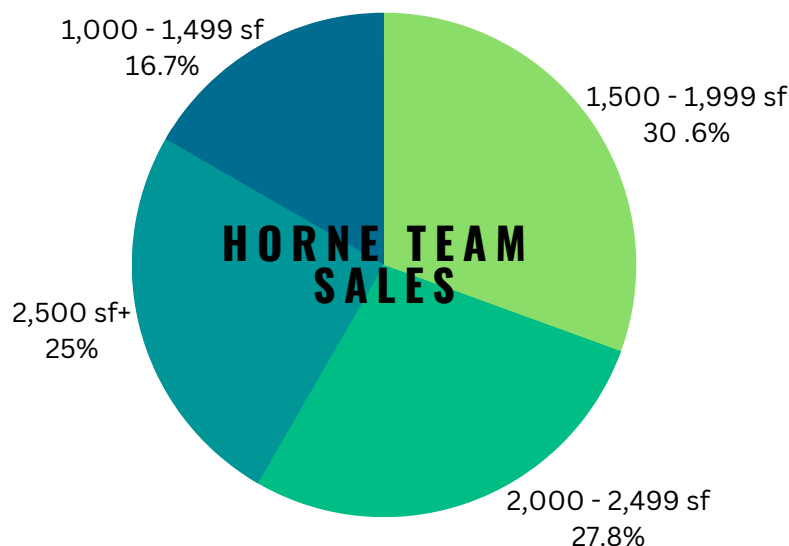


**The Horne Team**  
**COMPASS**  
**39620 Washington St., Suite A**  
**Palm Desert, CA 92211**

## BIG AND SMALL, WE SELL THEM ALL

### Serving All To Be #1

The diversity of Sun City's housing as well as its people is surprisingly remarkable. It is hard to think of another gated desert community where there are homes that range from just over 1000sf to over 3000sf. There are people from all across the continent who live here. Full time, part-time, seasonal residents, and tenants. For more than 2 decades the Horne Team has been proud to serve all who live in Sun City. It is what has made us Sun City's #1 Realtors since 2001.



**We thank you for your support!**



**760.779.4495**  
**[www.thesuncityexperts.com](http://www.thesuncityexperts.com)**



THE HORNE TEAM

**COMPASS**

Compass is a real estate broker licensed by the State of California operating under multiple entities. License Numbers 01991628, 1527235, 1527365, 1356742, 1443761, 1997075, 1935359, 1961027, 1842987, 1869607, 1866771, 1527205, 1079009, 1272467. All material is intended for informational purposes only and is compiled from sources deemed reliable but is subject to errors, omissions, changes in price, condition, sale, or withdrawal without notice. No statement is made as to the accuracy of any description or measurements (including square footage). This is not intended to solicit property already listed. No financial or legal advice provided. Equal Housing Opportunity.