



THE HORNE TEAM

SUN CITY

REAL ESTATE REPORT

SUN CITY PALM DESERT | 2021 YEAR END REPORT

2021 in Review - A Year With No Seasonality

A common question asked by people thinking about selling their home is "When is the best time to sell?" Years ago, the most lucrative selling season was in line with the peak tourist season, January - April. In the few years prior to the pandemic, spring and early summer became a more lucrative time to sell. In 2021, there was no best time; in fact, there was no worst time. The whole year just about looked the same and it was all a good time to be a seller. When the year ended, a new high for closed sales was established. More remarkable is that there were never more than 24 homes for sale at any time after January. And even more remarkable was that each month the number of new escrows was higher (up to 3 times higher) than the number of homes for sale which means homes sold almost as quickly as they came on the market. When viewing the accompanying charts you will see that the time on market was only 35 days (down almost half from 2020), the average sale price was just over the asking price and the average sale price was up 19% year over year.

2021 By The Numbers

Average Sale Price

All Homes	\$490,464	19%	↑
Golf Course Homes	\$652,980	23%	↑
Privacy Lot Homes	\$440,305	18%	↑

Number Of Sales

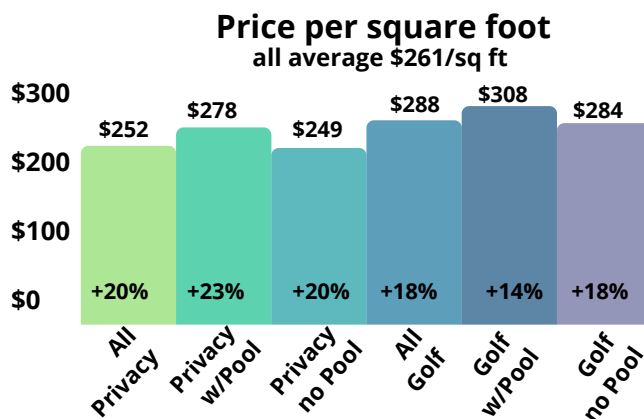
Total Sales	424	7%	↑
Golf Course Homes	100	1%	↑
Privacy Lot Homes	324	9%	↑

Total Sales Volume

\$207,956,785 27% ↑

Average Days On Market

35 -49% ↓



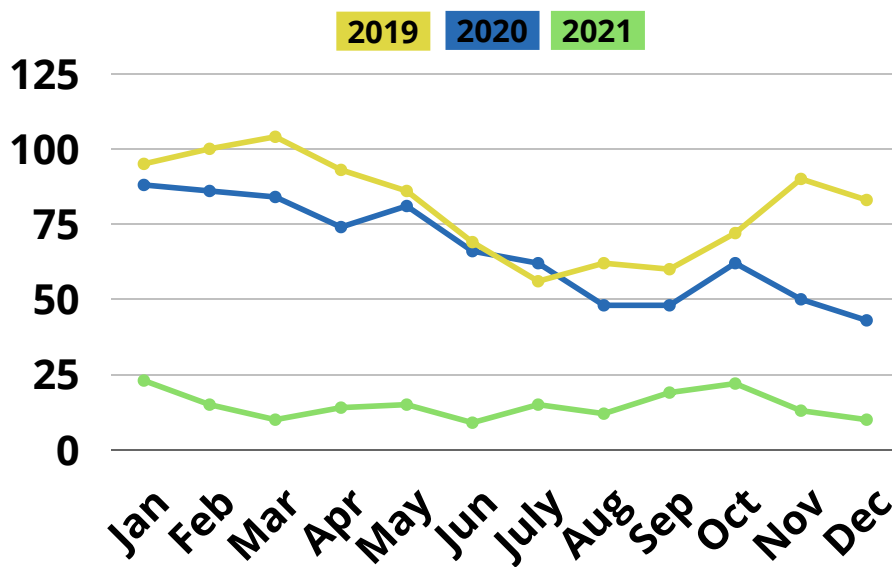
MORE SUN CITY STATISTICS

Sale By Street

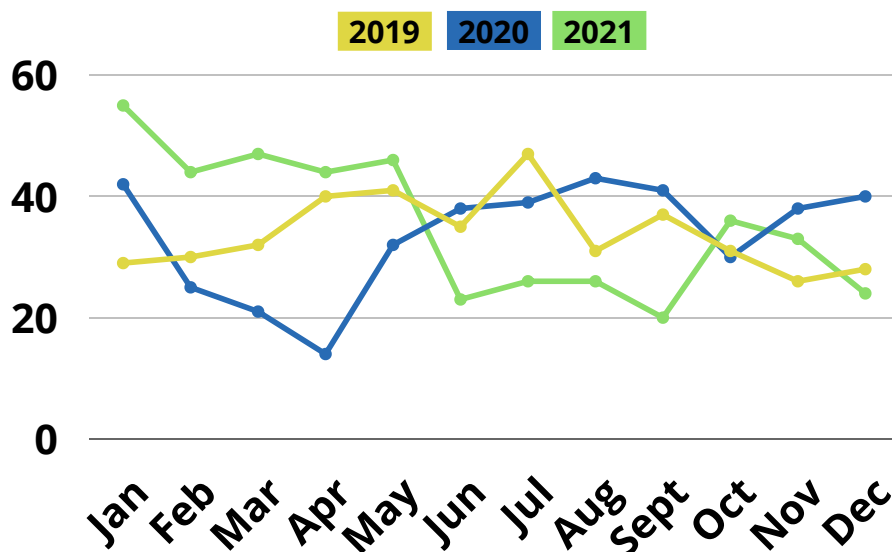


Sunrise Canyon	13
Kensington	12
Golden Reed	12
Moongold	10
Mojave Sage	9
Sunrise Mountain	7
Rosemont	7
Alliance	7
Vinewood	6
Stansbury	6
Links	6
Iron Bark	6
Desert Willow	6
Brookhaven	6
Winsford	5
Rockwell	5
Putting Green	5
Purple Sagebrush	5
Prairie Flower	5
Pineknoll	5

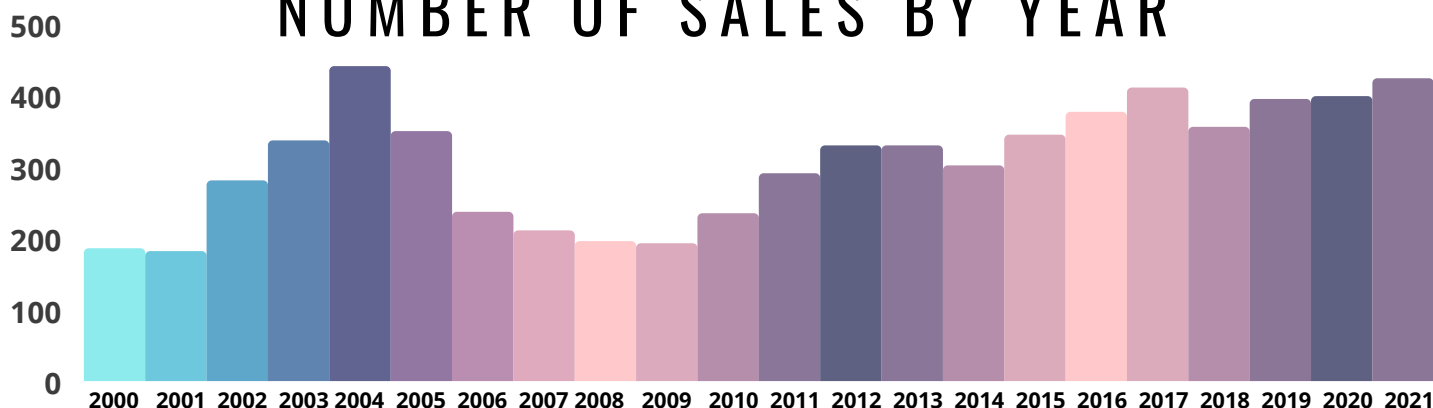
HOMES FOR SALE BY MONTH



NEW ESCROWS BY MONTH



NUMBER OF SALES BY YEAR

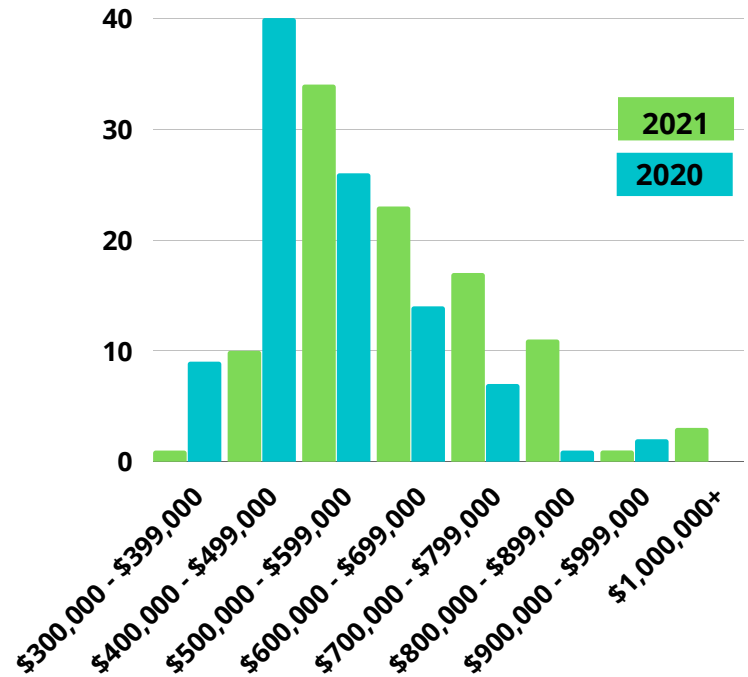


GOLF COURSE HOME STATISTICS

Homes By Floorplan
of Sales, Average Sale Price and Change vs 2020

Floorplan	# Sold	Average	Change
St. Croix	13	\$507,851	+17%
Monaco	12	\$406,580	+24%
Portofino	7	\$638,476	+14%
Marquis	7	\$510,250	+39%
San Remo	6	\$450,207	+14%
St. Tropez	5	\$406,738	+7%
Morocco w/casita	5	\$323,927	+23%
Opal	5	\$366,000	+15%
Tangier	4	\$564,000	+3%
Provence	4	\$644,917	+19%
Emerald	4	\$657,727	+15%
Solitaire	3	\$309,791	+21%
Marseille	3	\$508,173	+24%
San Carlos	2	\$636,390	+34%
Morocco	2	\$413,300	+15%
Monterey	2	\$829,889	+30%
Montego w/casita	2	\$305,063	+20%
Marrakech	2	\$287,857	N/A
Baccarat	2	\$562,786	+24%
Victoria	1	\$525,571	N/A

Golf Course Homes
Number of Sales By Price 2021 vs. 2020

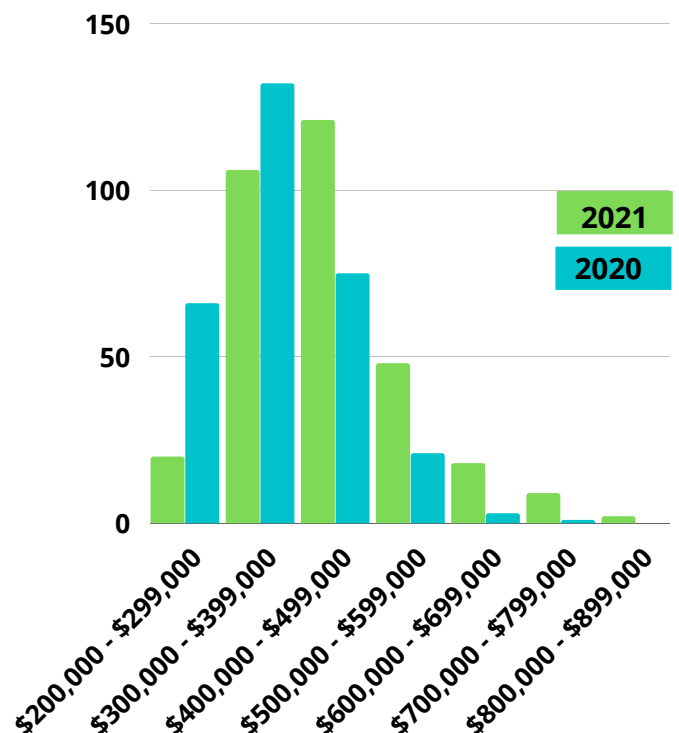


PRIVACY LOT HOME STATISTICS

Homes By Floorplan
of Sales, Average Sale Price and Change vs 2020

Floorplan	# Sold	Average	Change
St. Croix	38	\$485,366	+21%
St. Maarten	25	\$406,580	+17%
Morocco	16	\$443,045	+17%
Orrefors	15	\$410,520	+28%
Lanai	15	\$366,000	+29%
Pasadena	15	\$323,927	+19%
Monaco	13	\$592,799	+29%
Morocco w/casita	13	\$481,738	+15%
Gorham	11	\$309,791	+12%
Emerald	9	\$542,389	+28%
Baccarat	9	\$486,100	+45%
Cayman	9	\$398,222	+10%
Newport	8	\$305,063	+7%
St. Tropez	7	\$585,000	+2%
Villa	7	\$287,857	+20%
Victoria	6	\$544,917	+6%
Lalique	6	\$400,833	-8%
Barbados	6	\$364,333	+23%
Hummel	6	\$350,363	+20%
Monterey	5	\$565,600	+14%

Privacy Lot Homes
Number of Sales By Price 2021 vs. 2020



CLOSED SALES: OCTOBER 1, 2021 - DECEMBER 31, 2021

VISIT OUR WEBSITE WWW.THESUNCITYEXPERTS.COM FOR THE FULL YEAR OF CLOSED SALES
OR CONTACT US FOR INFORMATION ABOUT YOUR HOME

Model	Street	BR	BA	SF	Pool	Golf	Original	List	Sold	\$/SF	SPvsLP	DIM
Amethyst	Putting Green	2	2	1,790			\$425,000	\$425,000	\$425,000	\$237	100.0%	37
Amethyst	Links	3	3	1,977			\$470,000	\$470,000	\$470,000	\$238	100.0%	15
Baccarat	Golden Pebble	2	2	1,836			\$489,000	\$489,000	\$495,000	\$270	101.0%	26
Baccarat	Dancing Waters	2	2	1,836			\$630,000	\$649,900	\$630,000	\$343	97.0%	59
Barbados	Nectarine	2	2	1,366			\$399,000	\$399,000	\$393,000	\$288	98.5%	2
Cayman	Vinewood	2	2	1,616			\$400,000	\$400,000	\$400,000	\$248	100.0%	0
Emerald	Festival	3	2.5	2,029	Y	Y	\$674,500	\$674,500	\$689,000	\$340	102.0%	6
Emerald	Gorham	2	3	2,167			\$519,000	\$525,000	\$520,000	\$240	99.0%	71
Emerald	Gorham	3	2.5	2,029			\$529,900	\$529,900	\$550,000	\$271	104.0%	19
Emerald	Larbrook	3	2.5	2,274	Y		\$639,000	\$639,000	\$630,000	\$277	99.0%	17
Fostoria w/casita	Bent Palm	3	3	1,888			\$599,000	\$599,000	\$625,000	\$331	104.0%	29
Fostoria w/casita	Aguave	3	3	1,840	Y		\$559,000	\$559,000	\$585,000	\$318	105.0%	15
Hummel	Burgundy	2	2	1,238			\$379,000	\$379,000	\$384,000	\$310	101.0%	19
Lalique	Prairie Flower	2	2	1,647			\$449,000	\$449,000	\$450,000	\$273	100.0%	33
Lalique	Waterfall	2	2	1,647			\$449,900	\$449,900	\$469,000	\$285	104.0%	41
Lanai	Kistler	2	2	1,213			\$375,000	\$379,000	\$375,000	\$309	98.9%	10
Lanai	Stansbury	2	2	1,213			\$389,000	\$389,000	\$391,000	\$322	101.0%	14
Lanai	Narcissus	2	2	1,213			\$399,000	\$399,000	\$399,000	\$329	100.0%	39
Lanai	Brookhaven	2	2	1,229			\$389,900	\$389,900	\$400,000	\$325	103.0%	28
Maquis	Grand Oaks	3	3	2,415			\$810,000	\$785,000	\$780,000	\$323	99.0%	55
Marquis	Signal	2	2.5	2,415	Y	Y	\$825,000	\$825,000	\$810,000	\$335	98.0%	13
Marquis	Crystal Falls	2	2.5	2,415			\$569,000	\$569,000	\$550,000	\$228	97.0%	56
Marquis	Silver Sage	3	2.5	2,415			\$649,000	\$649,000	\$665,000	\$275	102.0%	16
Marseille	Alliance	3	3.5	2,938		Y	\$775,000	\$775,000	\$740,000	\$252	95.0%	49
Monaco	Mojave Sage	3	2.5	2,422		Y	\$675,000	\$649,999	\$610,500	\$252	94.0%	95
Monaco	Turnberry Isle	2	2.5	2,167		Y	\$639,000	\$639,000	\$650,000	\$300	102.0%	74
Monaco	Mojave Sage	3	3	2,395		Y	\$664,900	\$664,900	\$673,000	\$281	101.0%	21
Monaco	Cimmaron Canyon	2	3	2,323		Y	\$779,000	\$779,000	\$779,000	\$335	100.0%	27
Monaco	Sunrise Canyon	3	3	2,395		Y	\$799,000	\$799,000	\$790,000	\$330	99.0%	27
Monaco	Pineknoll	3	3	2,489			\$549,000	\$549,000	\$554,490	\$223	101.0%	33
Monaco	Foxbrook	3	3	2,413			\$592,000	\$592,000	\$611,000	\$253	103.0%	1
Monaco	Sunrise Canyon	4	4	2,522	Y		\$769,900	\$724,900	\$705,000	\$280	97.0%	54
Monaco	Moonstone	3	2.5	2,439	Y		\$769,000	\$769,000	\$760,000	\$312	99.0%	19
Montego w/casita	Pineknoll	4	3	2,034		Y	\$610,000	\$570,000	\$560,000	\$275	98.0%	41
Monterey	Inverness	2	2.5	2,318		Y	\$729,000	\$729,000	\$750,000	\$324	103.0%	33
Monterey	Rainswept	2	2.5	2,318			\$596,000	\$596,000	\$601,000	\$259	101.0%	4
Morocco	Kensington	3	3.5	1,900		Y	\$585,000	\$585,000	\$590,000	\$311	101.0%	36
Morocco	Sunrise Canyon	2	2	1,656			\$454,000	\$454,000	\$454,000	\$274	100.0%	26
Morocco	Sterling	3	3	1,875			\$499,000	\$499,000	\$499,000	\$266	100.0%	30
Morocco w/casita	Summerland	3	3.5	2,062		Y	\$549,000	\$549,000	\$570,000	\$276	104.0%	21
Morocco w/casita	Golden Reed	3	3	1,888	Y	Y	\$629,900	\$624,900	\$630,000	\$334	101.0%	26
Morocco w/casita	Pineknoll	3	3.5	1,888			\$524,900	\$524,900	\$518,000	\$274	99.0%	34
Morocco w/casita	Brookhaven	3	3	2,046			\$525,000	\$525,000	\$525,000	\$257	100.0%	27
Morocco w/casita	Mojave Sage	3	3	1,888			\$510,000	\$510,000	\$558,700	\$296	110.0%	11
Morocco w/casita	Fostoria	3	3.5	2,062	Y		\$599,000	\$599,000	\$599,000	\$290	100.0%	17

Information derived from Flex MLS

Buyer and/or Seller Represented by The Horne Team

Original = price when put on market. List = asking price when entering escrow DIM = days in MLS

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Model	Street	BR	BA	SF	Pool	Golf	Original	List	Sold	\$/SF	SPvsLP	DIM
Opal	Willowrich	2	2	1,548		Y	\$425,000	\$425,000	\$425,000	\$275	100.0%	4
Opal	Putting Green	2	2	1,548		Y	\$499,000	\$499,000	\$510,000	\$329	102.0%	16
Orrefors	Blooming	2	2	1,527			\$419,000	\$419,000	\$419,000	\$274	100.0%	38
Orrefors	Signal	2	2	1,527			\$425,000	\$425,000	\$425,000	\$278	100.0%	1
Orrefors	Sunny Days	3	3	2,029			\$628,200	\$529,900	\$529,900	\$261	100.0%	123
Pasadena	Winsford	2	2	1,128			\$345,000	\$345,000	\$350,000	\$310	101.0%	17
Pave	Mojave Sage	3	3	2,384		Yes	\$729,000	\$699,000	\$690,000	\$289	99.0%	102
Portofino	Kensington	3	3.5	2,761		Y	\$899,000	\$899,000	\$885,000	\$321	98.0%	33
Portofino	Kensington	3	3.5	2,761		Y	\$950,000	\$950,000	\$949,000	\$344	100.0%	8
Portofino	Rosemont	3	3.5	3,069		Y	\$1,195,000	\$1,195,000	\$1,050,000	\$342	88.0%	33
Regent	Jalousie	3	3.5	2,777	Y		\$749,000	\$739,000	\$739,000	\$266	100.0%	91
Regent	Grape Arbor	3	3.5	2,777			\$799,000	\$799,000	\$800,000	\$288	100.1%	8
San Carlos	Gray Hawk	2	2	2,042		Y	\$679,000	\$679,000	\$679,000	\$333	100.0%	25
San Remo	Inverness	3	2.5	2,414		Y	\$849,000	\$839,000	\$835,000	\$346	100.0%	116
San Remo	Manorgate	3	3	2,432		Yes	\$729,000	\$699,000	\$690,000	\$284	99.0%	85
Solitaire	Waterfall	2	2	2,128			\$479,000	\$479,000	\$480,000	\$226	100.0%	29
Solitaire	Purple Sagebrush	2	2	2,128			\$559,000	\$559,000	\$535,000	\$251	96.0%	29
St. Croix	Brandywine	3	2	2,032		Y	\$589,000	\$589,000	\$590,000	\$290	100.0%	26
St. Croix	Fernwood Glen	2	2	2,032		Y	\$619,000	\$619,000	\$630,000	\$310	102.0%	24
St. Croix	Golden Reed	3	3	2,032		Y	\$629,000	\$629,000	\$642,500	\$316	102.0%	23
St. Croix	Platinum	2	2	2,032			\$489,000	\$489,000	\$484,500	\$238	99.0%	24
St. Croix	Rosemont	2	2	2,142			\$515,000	\$515,000	\$512,000	\$239	99.0%	22
St. Croix	Platinum	2	2	2,032			\$519,000	\$519,000	\$519,000	\$255	100.0%	24
St. Croix	Moonstone	3	2	2,116			\$525,000	\$525,000	\$525,000	\$248	100.0%	5
St. Croix	Golden Reed	2	2	2,032			\$595,000	\$595,000	\$570,000	\$281	95.8%	13
St. Croix	Mirage	22	2	2,032	Y		\$610,000	\$610,000	\$610,000	\$300	100.0%	0
St. Croix	Grape Arbor	2	2	2,156	Y		\$629,000	\$629,000	\$630,000	\$292	100.0%	18
St. Croix	Sunrise Canyon	3	2	2,142	Y		\$699,000	\$699,000	\$722,500	\$337	103.0%	27
St. Maarten	Nectarine	3	2	1,664			\$449,000	\$449,000	\$440,000	\$264	98.0%	53
St. Maarten	Medjool	2	2	1,664			\$449,000	\$449,000	\$449,000	\$270	100.0%	17
St. Maarten	Monarch Pass	2	2	1,680			\$455,000	\$455,000	\$455,000	\$271	100.0%	48
St. Maarten	Medjool	3	2	1,678			\$539,900	\$499,900	\$492,500	\$294	99.0%	18
St. Maarten	Spirito	3	2	1,664			\$625,000	\$575,000	\$560,000	\$337	97.0%	60
St. Tropez	Kensington	2	2.5	2,640	Y	Y	\$799,000	\$775,000	\$735,000	\$278	95.0%	72
St. Tropez	Arbor Glen	2	2.5	2,588			\$679,000	\$749,000	\$739,000	\$286	99.0%	124
Tangier	Inverness	2	2	1,800		Y	\$579,000	\$579,000	\$540,000	\$300	93.0%	35
Tangier	Valley Vista	3	2	1,800		Y	\$669,000	\$669,000	\$640,000	\$356	96.0%	31
Tangier	Palomino	2	2	1,800			\$529,000	\$529,000	\$529,000	\$294	100.0%	3
Towle	Breeze	2	2	1,475			\$449,000	\$449,000	\$449,000	\$304	100.0%	85
Victoria	Rainswept	2	2.5	2,473			\$629,000	\$629,000	\$626,000	\$253	100.0%	9
Villa	Blue Sky	1	1	1,063			\$309,000	\$309,000	\$309,000	\$291	100.0%	43
Villa	Breeze	1	1	1,063			\$325,000	\$325,000	\$325,000	\$306	100.0%	0

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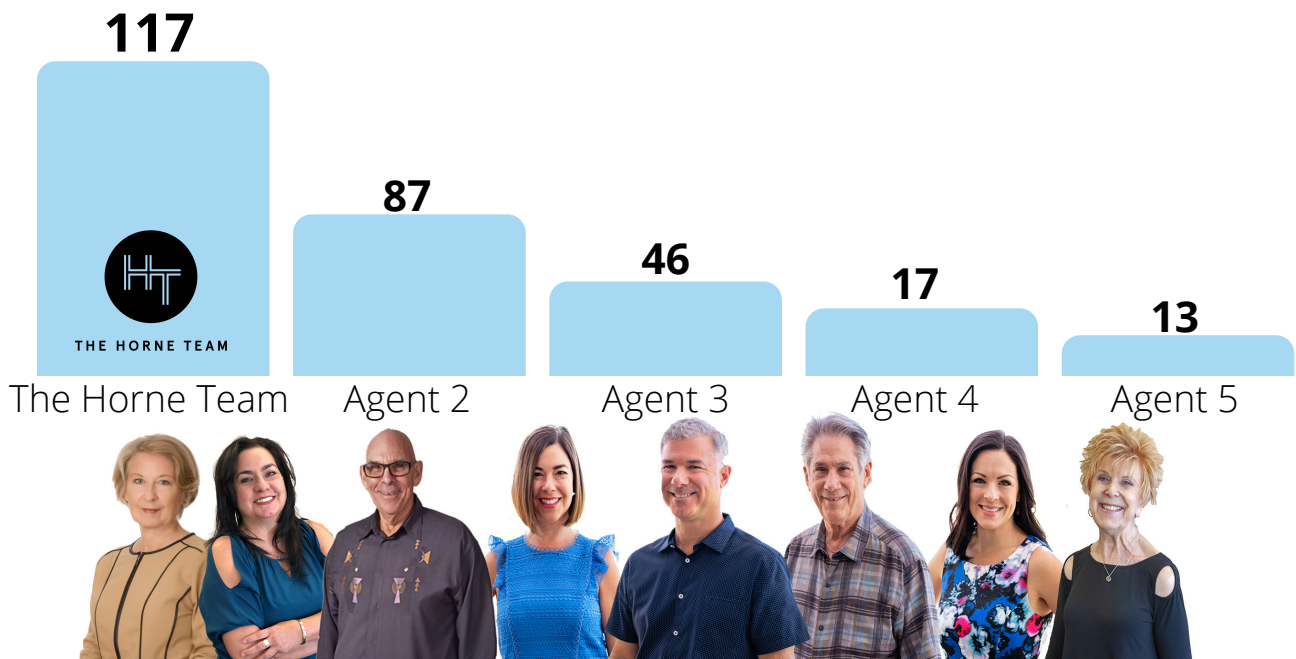
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The Horne Team
COMPASS
39620 Washington St., Suite A
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21 YEARS, 2000+ SALES

The Horne Team celebrated a number of milestones. We surpassed **2,000** homes sold in Sun City Palm Desert. 2021 was also our 20th consecutive year with the most homes sold in Sun City. We appreciate the support and the referrals. Even after 20 years we are looking for new ways to assist our clients. Our move to COMPASS was the motivation for this. COMPASS offers state of the art marketing, no-cost remodel assistance for listings and a whole lot more. If you are thinking about selling, buying or a have friend or family who want to, please contact us and let us show you what a difference 20+ years of experience makes.



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