



THE HORNE TEAM

SUN CITY

REAL ESTATE REPORT

SUN CITY SHADOW HILLS | 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 14 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 6 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 44 days (down by 46% from 2020). Day on market dropped to 30 days for the last 4 months of the year. The average sale price was 21% higher in 2021. Even more astounding, the average selling price was 1% OVER the asking price meaning multiple offers drove selling prices up above list price.

2021 By The Numbers

Average Sale Price

All Homes	\$473,083	21%	↑
Golf Course Homes	\$605,061	19%	↑
Privacy Lot Homes	\$431,168	23%	↑

Number Of Sales

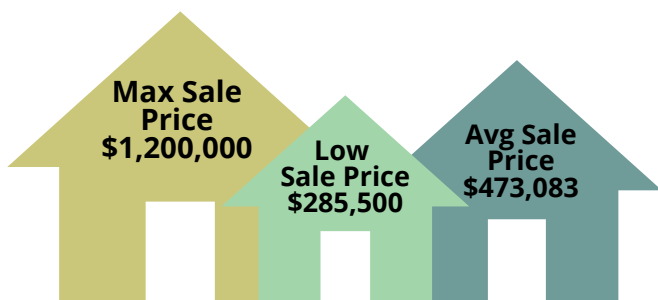
Total Sales	307	12%	↑
Golf Course Homes	74	7%	↑
Privacy Lot Homes	233	14%	↑

Total Sales Volume

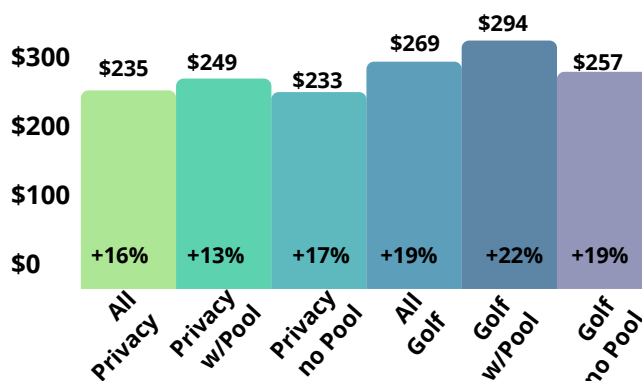
\$145,236,526 36% ↑

Average Days On Market

44 46% ↓



Price per square foot all average \$243/sq ft



MORE SUN CITY STATISTICS

Sales By Street



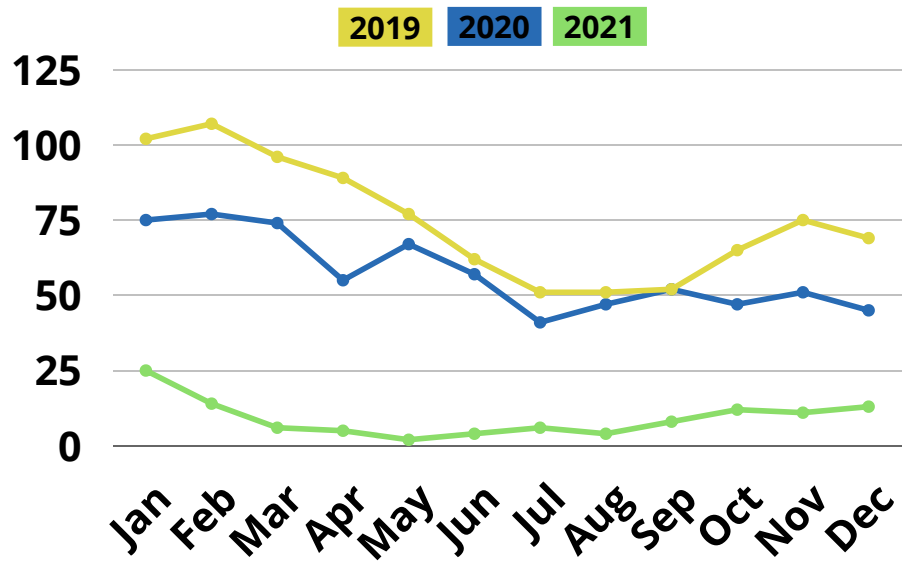
Camino Los Milagros	13
Camino San Lucas	11
Camino Santa Elise	11
Corte Valdemoro	8
Avenida Linda Vista	8
Camino Vallecita	8
Avenida De Musica	7
Camino El Triunfo	6
Corte Compras	6
Camino Aguacero	6
Avenida Neblina	6
Camino Montevideo	5
Avenida Bolero	5
Avenida Montura	5
Avenida Estuco	5
Avenida Camarillo	5
Avenida Santa Alicia	5
Avenida Santa Carmen	5
Camino Lampazos	4
Avenida Parito	4
Camino Las Hoyes	4
Avenida Colonias	4
Camino Mistral	4
Camino San Gregorio	4
Calle Cancun	4

Sales By Phase

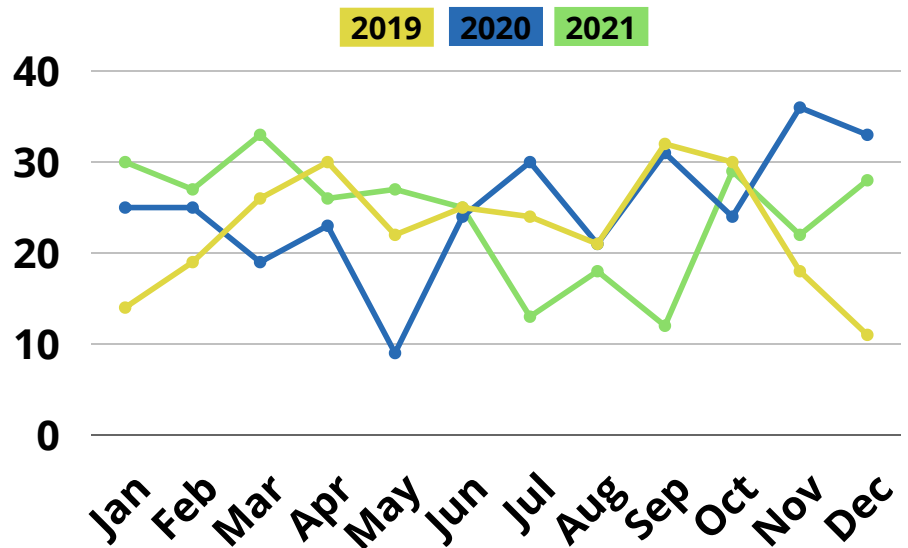


	# sold	average \$/sf golf	average \$/sf privacy
Phase 1	96	\$234	\$220
Phase 2	123	\$276	\$238
Phase 3	88	\$287	\$250

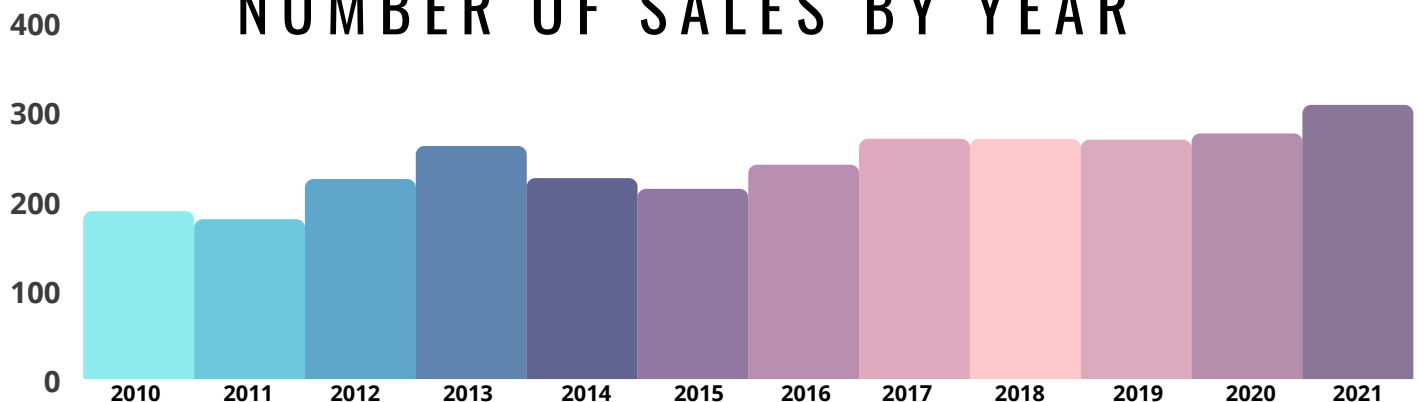
HOMES FOR SALE BY MONTH



NEW ESCROWS BY MONTH



NUMBER OF SALES BY YEAR

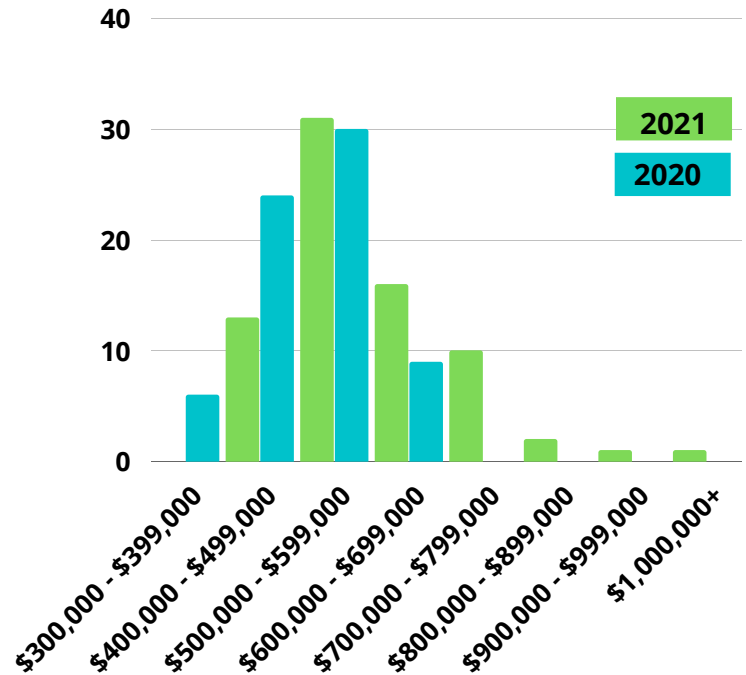


GOLF COURSE HOME STATISTICS

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

Floorplan	# Sold	Average	Change
San Miguel	9	\$586,475	11%
Avalino	9	\$547,222	30%
San Rafael	8	\$554,750	7%
Dorado	7	\$676,414	23%
La Paz	7	\$812,771	35%
Hospitality	5	\$530,600	16%
Sorrano	4	\$588,750	6%
Madera	3	\$484,000	9%
Gathering	3	\$703,333	39%
San Benito	3	\$515,000	23%
Haven	3	\$541,000	-1%
Avalino w/casita	3	\$611,667	17%
Socialite	2	\$672,450	
Connect	2	\$652,500	
Californian	2	\$700,000	
Serrente	1	\$447,000	-12%
San Emilio	1	\$535,000	43%
Castellano	1	\$529,000	-11%
Retreat	1	\$575,000	10%

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

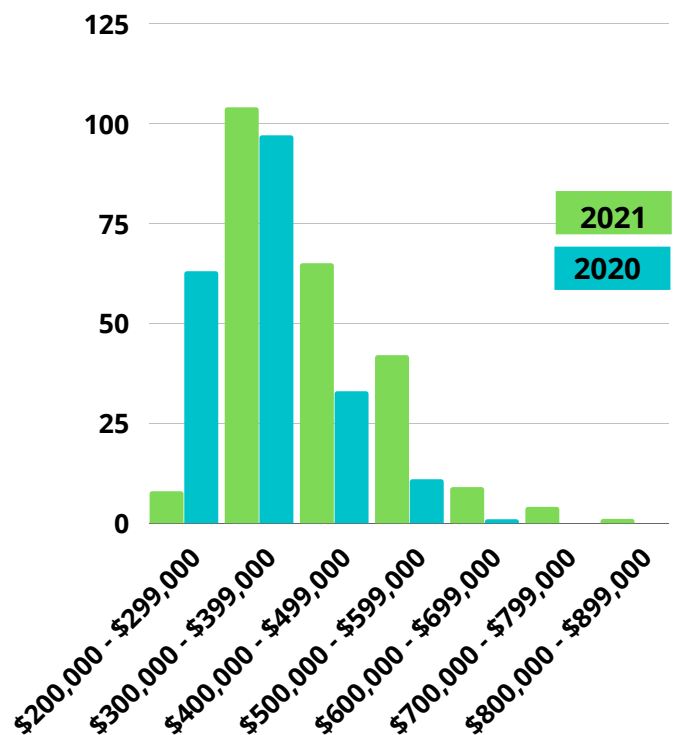


PRIVACY LOT HOME STATISTICS

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

Floorplan	# Sold	Average	Change
San Benito	28	\$453,871	25%
Canterra	19	\$325,976	17%
Avalino	17	\$436,508	22%
Serrente	17	\$345,965	0%
San Ysidro	16	\$351,650	19%
Montoya	14	\$334,198	13%
Embark	11	\$353,273	11%
La Paz	11	\$644,114	10%
Madera	11	\$421,470	23%
San Rafael	10	\$532,200	
San Vicente	7	\$340,500	18%
Hospitality	7	\$464,929	23%
Californian	6	\$585,483	
Gathering	6	\$584,000	17%
San Miguel	6	\$497,083	7%
Hideaway	5	\$370,720	15%
Dorado	5	\$519,000	-2%
Sorrano	4	\$504,750	23%
Castellano	4	\$504,625	28%
Inspiration	4	\$373,194	10%

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



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

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Model	Street Name	BR	BA	SF	Pool	Golf	Original	List	Sold	\$/SF	LP/SP	DIM
Avalino	Camino Las Hoyes	2	2	1763		Y	\$529,000	\$529,000	\$529,000	\$300	100%	38
Avalino	Avenida Lorena	2	2	1763		Y	\$565,000	\$565,000	\$580,000	\$329	103%	31
Avalino	Camino Vallecita	2	2	1763	Y	Y	\$609,000	\$609,000	\$605,000	\$343	99%	16
Avalino	Camino Los Milagros	2	2	1763	Y	Y	\$629,000	\$629,000	\$620,000	\$352	99%	13
Avalino	Calle Balderas	2	2	1763			\$415,000	\$415,000	\$415,000	\$235	100%	15
Avalino	Avenida Pamplona	2	2	1763			\$439,900	\$439,900	\$430,000	\$244	98%	36
Avalino	Camino Los Milagros	2	2	1763			\$445,000	\$445,000	\$445,000	\$252	100%	34
Avalino	Camino Fuerte	2	2	1763			\$449,999	\$449,999	\$450,000	\$255	100%	33
Avalino	Camino Templado	2	2	1763			\$455,000	\$455,000	\$453,000	\$257	100%	33
Avalino	Avenida Lorena	2	2	1763			\$449,000	\$449,000	\$465,000	\$264	104%	27
Avalino	Camino El Triunfo	2	2	1763	Y		\$519,000	\$519,000	\$535,000	\$303	103%	30
Avalino w/casita	Corte Monteleon	3	3	2057	Y	Y	\$695,000	\$710,000	\$705,000	\$343	99%	17
Californian	Corte Monteleon	3	3.5	2878	Y	Y	\$835,000	\$835,000	\$835,000	\$290	100%	59
Californian	Calle Zavala	3	3	2656			\$589,000	\$589,000	\$565,900	\$213	96%	194
Californian	Camino Mistral	3	3	2798			\$620,000	\$599,000	\$599,000	\$214	100%	28
Canterra	Avenida De Baile	2	2	1257			\$345,000	\$345,000	\$340,000	\$270	99%	22
Canterra	Avenida De Baile	2	2	1257			\$345,700	\$345,700	\$346,500	\$276	100%	5
Canterra	Calle Los Osos	2	2	1257			\$349,000	\$349,000	\$349,000	\$278	100%	42
Canterra	Avenida Contento	2	2	1257			\$330,000	\$330,000	\$350,000	\$278	106%	50
Canterra	Camino Cantos	2	2	1257			\$365,000	\$365,000	\$385,000	\$306	105%	38
Canterra	Calle Coche	2	2	1257			\$360,000	\$360,000	\$387,585	\$308	108%	32
Castellano	Avenida Sombra	2	2.5	2230			\$499,900	\$499,900	\$495,000	\$222	99%	71
Connect	Camino Cosetita	3	2.5	2397	Y		\$695,000	\$695,000	\$695,000	\$290	100%	35
Connect	Camino Aguacero	3	2.5	2291			\$799,000	\$799,000	\$815,000	\$356	102%	5
Dorado	Avenida Los Circos	2	2.5	2446	Y	Y	\$775,000	\$775,000	\$775,000	\$317	100%	19
Dorado	Camino El Triunfo	2	2.5	2446	Y	Y	\$759,000	\$759,000	\$775,000	\$317	102%	37
Dorado	Avenida Neblina	2	2.5	2446		Y	\$765,000	\$765,000	\$780,000	\$319	102%	8
Dorado	Camino El Triunfo	2	2.5	2446			\$515,000	\$515,000	\$525,000	\$215	102%	27
Dorado	Corte Santa Carmela	2	2.5	2446	Y		\$545,000	\$545,000	\$555,000	\$227	102%	28
Embark	Camino Aguacero	2	2	1321			\$365,000	\$365,000	\$375,000	\$284	103%	14
Embark	Corte Compras	2	2	1321			\$429,000	\$429,000	\$445,000	\$337	104%	11
Embark	Corte Compras	2	2	1321			\$450,000	\$450,000	\$450,000	\$341	100%	47
Gathering	Camino Lampazos	3	3	2331	Y	Y	\$719,000	\$719,000	\$725,000	\$311	101%	22
Gathering	Camino Buendia	3	3	2433			\$599,000	\$599,000	\$608,000	\$250	102%	35
Granada	Avenida Vidrio	2	2	1099			\$330,000	\$330,000	\$343,500	\$313	104%	26
Haven	Corte Valdemoro	3	2	2023	Y		\$599,000	\$599,000	\$650,000	\$321	109%	41
Hospitality	Avenida Montura	3	2	1756		Y	\$549,000	\$549,000	\$555,000	\$316	101%	47
Hospitality	Avenida Viesca	3	2	1756			\$450,000	\$450,000	\$450,000	\$256	100%	48
Hospitality	Calle Tonalá	3	2	1756			\$479,000	\$479,000	\$501,000	\$285	105%	4
La Paz	Camino Montevideo	3	3.5	2966		Y	\$729,900	\$729,900	\$729,900	\$246	100%	31
La Paz	Camino Los Milagros	3	3.5	2966	Y	Y	\$749,000	\$749,000	\$770,000	\$260	103%	32
La Paz	Avenida Neblina	3	3.5	2966		Y	\$895,000	\$895,000	\$895,000	\$302	100%	37
La Paz	Avenida Neblina	3	3.5	2971	Y	Y	\$825,000	\$825,000	\$915,000	\$308	111%	18
La Paz	Avenida Neblina	3	3.5	2966		Y	\$1,200,000	\$1,200,000	\$1,200,000	\$405	100%	68
La Paz	Camino El Triunfo	3	3.5	2966			\$645,000	\$645,000	\$645,000	\$217	100%	43

Information derived from Flex MLS

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

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La Paz	Camino Montevideo	3	3.5	2966			\$679,000	\$679,000	\$679,000	\$229	100%	24
La Paz	Camino Los Milagros	3	3.5	2966			\$752,000	\$729,000	\$719,000	\$242	99%	16
La Paz	Corte Santa Carmela	3	3.5	2971	Y		\$689,000	\$725,000	\$725,000	\$244	100%	4
Madera	Camino Los Milagros	2	2	1854			\$460,000	\$460,000	\$460,000	\$248	100%	32
Madera	Avenida Lorena	2	2	1854			\$479,900	\$479,900	\$479,900	\$259	100%	27
Merida	Avenida Neblina	3	2	2370	Y		\$649,000	\$649,000	\$635,000	\$268	98%	63
Montoya	Calle Los Osos	2	2	1432			\$325,000	\$325,000	\$330,000	\$230	102%	43
Montoya	Avenida Del Toro	2	2	1432			\$350,000	\$350,000	\$344,000	\$240	98%	0
Montoya	Calle Pampas	2	2	1432			\$350,000	\$350,000	\$350,000	\$244	100%	28
Montoya	Avenida Las Ramblas	2	2	1432			\$349,000	\$349,000	\$371,500	\$259	106%	20
Montoya	Avenida De Musica	2	2	1432			\$379,900	\$379,900	\$380,000	\$265	100%	1
Retreat	Corte Valdemoro	2	2.5	1952		Y	\$559,000	\$559,000	\$575,000	\$295	103%	19
San Benito	Camino Santa Elise	3	2	2147		Y	\$625,000	\$599,000	\$580,000	\$270	97%	79
San Benito	Calle Cancun	2	2	2147			\$450,000	\$450,000	\$450,000	\$210	100%	46
San Benito	Avenida Santa Carmen	2	2	2147			\$460,000	\$460,000	\$460,000	\$214	100%	37
San Benito	Avenida Santa Marta	2	2	2147	Y		\$459,000	\$459,000	\$464,000	\$216	101%	36
San Benito	Calle Cancun	2	2	2147			\$469,850	\$469,850	\$469,000	\$218	100%	2
San Benito	Avenida Santa Carmen	2	2	2147			\$469,000	\$469,000	\$470,000	\$219	100%	23
San Benito	Calle San Geronimo	2	2	2147			\$469,000	\$469,000	\$474,000	\$221	101%	27
San Benito	Avenida Santa Carmen	2	2	2147			\$479,500	\$479,500	\$479,500	\$223	100%	35
San Benito	Camino Montecito	2	2	2147			\$499,000	\$499,000	\$492,500	\$229	99%	39
San Benito	Avenida Santa Isadora	2	2	2147			\$499,000	\$499,000	\$499,000	\$232	100%	46
San Benito	Avenida Santa Marta	2	2	2147	Y		\$499,000	\$499,000	\$504,000	\$235	101%	14
San Benito	Calle San Elijo	2	2	2147			\$509,000	\$509,000	\$509,000	\$237	100%	30
San Benito	Corte Alondra	2	2	2147			\$495,000	\$495,000	\$512,500	\$239	104%	18
San Emilio	Calle Santa Monica	2	2	1823		Y	\$535,000	\$535,000	\$535,000	\$293	100%	19
San Olivia	Avenida Camarillo	2	2	1374			\$349,000	\$349,000	\$375,000	\$273	107%	55
San Olivia	Avenida Camarillo	2	2	1374			\$375,000	\$375,000	\$375,000	\$273	100%	31
San Rafael	Camino San Gregorio	3	2.5	2376		Y	\$599,000	\$599,000	\$599,000	\$252	100%	42
San Rafael	Camino Santa Elise	3	2.5	2376	Y	Y	\$669,000	\$685,000	\$690,000	\$290	101%	17
San Rafael	Corte Santa Irene	3	2.5	2376			\$549,900	\$549,900	\$550,000	\$231	100%	37
San Rafael	Camino San Lucas	3	2.5	2376			\$575,000	\$575,000	\$565,000	\$238	98%	38
San Sebastian	Camino Los Campos	2	2.5	1753			\$450,000	\$450,000	\$450,000	\$257	100%	21
San Ysidro	Avenida Camarillo	2	2	1463			\$378,000	\$378,000	\$378,000	\$258	100%	19
San Ysidro	Avenida Linda Vista	2	2	1463			\$399,900	\$379,000	\$379,000	\$259	100%	23
San Ysidro	Via Arleta	2	2	1463			\$374,500	\$374,500	\$390,000	\$267	104%	12
San Ysidro	Avenida Linda Vista	2	2	1463	Y		\$420,000	\$420,000	\$420,000	\$287	100%	18
San Ysidro	Avenida Linda Vista	2	2	1463			\$419,900	\$419,900	\$429,900	\$294	102%	2
Serrente	Avenida Parito	2	2	1488			\$369,900	\$369,900	\$369,000	\$248	100%	40
Serrente	Avenida Bolero	2	2	1488			\$409,000	\$409,000	\$409,000	\$275	100%	47
Sorrano	Camino Los Milagros	3	3	2112	Y	Y	\$739,000	\$739,000	\$725,000	\$343	98%	19
Sorrano	Calle Loma Entrada	3	3	2112			\$495,000	\$495,000	\$505,000	\$239	102%	23
Sorrano	Calle Desierto	3	3	2094	Y		\$525,000	\$525,000	\$525,000	\$251	100%	0
Terraza	Calle Tepeyac	2	2.5	2610			\$579,000	\$559,000	\$555,000	\$213	99%	48

Information derived from Flex MLS

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The Horne Team
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SUN CITY. ITS OUR BUSINESS.

The Horne Team celebrated a number of milestones in 2021. We completed our 21st year in business and surpassed **2000** homes sold. We appreciate the support and the referrals. Even after 21 years we are always striving for new ways to assist our clients. This desire was the impetus for our move to COMPASS. Over a few years, COMPASS has become a dominant brokerage in the Coachella Valley as well as in our major feeder markets like southern California and the bay area. 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 21+ years of experience makes.



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