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Palm Desert, CA 92260

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Desert Dining Guide

La Quinta		Castelli's	773-3365	Musashi	340-9780	Kobe's	324-1717
Adobe Grill	564-5725	Chop House	779-9888	Outback Steakhouse	779-9068	Las Casuelas Nuevas	328-8844
Andrews	564-1575	Cuistot	340-1000	Pacifica	674-8666	Left Bank	202-9380
Arnold Palmers	771-4653	Daily Grill	779-9911	Palomino	773-9091	The Lodge	321-8282
Beachside Café	564-4577	Del Rio's	779-1880	Palmie	341-3200	Lord Fletchers	328-1161
Cunard's Sandbar	564-3660	Desert Willow Resort	346-0015	Papa Dan's	568-3267	Massimo	321-6835
Desert Sage	564-8744	Dominos	200-0802	Picancha Churrascaria	674-3434	MiMi's Café	836-3905
Fisherman's Market	776-6533	Elephant Bar	340-0456	Ristorante Mama Gina's	568-9898	Piero's Acqua Pazza	862-9800
LaQuinta Grill	564-4443	Fisherman's Market	776-6533	Sammy's	836-0500	Roy's of Hawaii	340-9044
Las Casuelas	777-7715	The Inn on El Paseo	340-1236	Sherman's Deli	345-6582	Ruby's Diner	836-0788
LG's Steakhouse	771-9911	Islands	346-4007	Sullivan's Steakhouse	341-3560	Shame on the Moon	324-5515
Amori Ristorante Italiano	777-1315	JD's Patio Café	568-0733	Tommy Bahamas	836-0188	Thai Smile	341-6565
The Cliffhouse	360-5991	Jillian's	776-8242	Wolfgang's Bistro	630-7775	Wally's Desert Turtle	568-9321
		Keedy's	346-6492			Yard House	779-1415
Palm Desert		La Gourmandise	773-5004	Rancho Mirage		Indian Wells	
Armando	346-0744	Le St. Germain	773-6513	Albertos	346-3221	Charisma	773-4444
Augusta	779-9200	LG's Steakhouse	779-9799	Babes BBQ	346-8738	Don Diego's	340-5588
Bellini Restorante	341-2626	Locando Toscana	776-7500	Baja Fresh	674-9380	The Nest	779-0888
Big Fish	779-1988	Macaroni Grill	837-1333	Bankok Five	770-9508	Vicky's of Santa Fe	345-9770
Café Des Beaux-Arts	346-0669	Mama Gina's	568-9898	Cheesecake Factory	404-1400		
California Pizza Kitchen	776-5036	McGowans	346-6032	Flemings Steak House	776-6685		
Casey's	345-6503	Mortons Steakhouse	340-6865	Haleiwa Joes Seafood	324-5613		



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Home price still unsettled Sales drop, median is up over year ago

Coachella Valley home prices in June maintained patterns of the past several months, with the median price coming in at \$400,250. Annual price appreciation remained well below year-ago levels, even as the region saw the median price rise 9.8 percent over a year ago, according to figures from DataQuick Information Systems.

However, the 1,079 homes sold during the month was down 26.6 percent from a

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year ago. All categories tracked by DataQuick saw drops in their sales counts, with resale condos down 44.7 percent, new-construction homes dropping 34 percent and resale single-family properties down 9.1 percent.

All three categories still managed to register gains in median price from a year ago, with resale single-family homes up 1.3 percent (to \$415,000), resale condos up 4.9 percent (to \$345,000) and new-construction

homes registering a 21.3 percent increase (to \$425,000). The median price is the level at which half the homes sold at a lower price and half sold higher.

"This is a very interesting market, in that pricing doesn't really reflect that the demand has gone down," said Greg Berkemer, executive vice president of the California Desert Association of Realtors. "Buyers and sellers are still testing each other's resistance levels."

The latest annual price appreciation is well below the 20.8 percent that the valley saw in June 2005. And as unsold inventory has risen - currently at 7,420 properties, more than twice the level of a year ago - valley buyers have gradually been gaining the advantage, even as the inventory growth has been flattening out.

Dale Downs has recently experienced the real estate market as both a seller and a buyer, and the latter experience



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has been the most pleasant.

With a little negotiating over the course of a few days, he was able to get his next home in Indio's Heritage Palms country club - originally listed closer to \$400,000 a few months ago - for just over \$355,000.

"If sellers are motivated, the house will sell," said Downs. "That was the case for us, but that's not always the case."

Downs and his wife, Patti, are glad to be returning to the desert after living in Massachusetts for the past several years. But the couple still faces the challenge of selling their previous home near Boston - a market that, similar to the valley, has recently turned in favor of buyers.

Carlos Peña, an agent with The Real Estate Co. in Indio, said he is seeing numerous signs that the valley market is switching to buyers' advantage. Sellers of homes at all price levels are becoming more amenable to lowering asking prices - in some developments by as much as \$30,000 to \$50,000.

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Market Analysis

Address	Bd	Bth	Sq Ft	Year	Date	DOM	List Price	Sale Price
MOUNTAIN VIEW COUNTRY CLUB								
80360 Via Valerosa	3	3.5	2631	2003	6/9/2006	216	799900	
80365 Torreon Way	3	3.5	2811	2004	7/12/2006	47	799000	
80380 Torreon Way	3	3.5	3047	2004	7/25/2006	197	1090000	
50540 Los Verdes Way	3	3.5	2811	2003	6/27/2006	75	1200000	
51921 El Dorado Ln	3	3.5	3423	2004	6/1/2006	119	1295000	
50235 El Dorado Dr	4	4.5	4449	2003	7/3/2006	90	1899000	
PGA WEST								
54589 Tanglewood	2	2	1283	1988	7/5/2006	75	369000	
54313 Oak Hill	2	2	1330	1986	7/7/2006	144	419000	
55363 Tanglewood	2	2.5	1410	1988	7/28/2006	26	439900	
80411 Oak Tree	2	2	1330	1985	6/15/2006	134	424900	
79767 Olympia Fields	2	2	1536	1988	7/31/2006	103	459000	
54132 Oak Tree	3	2	1627	1985	7/11/2006	61	499000	
54985 Oak Hill	2	2	1627	1987	6/29/2006	28	525000	
57870 Interlachen	3	3.5	2182	1992	6/22/2006	81	595000	
80000 Cedar	3	3.5	2596	1990	6/19/2006	34	595000	
55232 Oak Tree #A6	3	3	1918	1985	6/7/2006	34	649000	
79930 Cedar Crest	2	3.5	2963	1990	6/16/2006	178	699000	
55611 Pinehurst	4	3.5	3100	1990	6/21/2006	217	799000	
55198 Laurel Valley	3	3.5	2255	2002	6/26/2006	135	739900	
56730 Merion	4	4.5	2986	1989	7/26/2006	123	795000	
55671 Oak Hill	2	3.5	2596	1991	6/9/2006	95	759000	
56810 Jack Nicklaus	3	3	2101	1998	6/9/2006	66	799000	
56665 Merion	4	3.5	2900	1990	7/14/2006	3	835000	
80296 Merion	3	3	2450	1999	6/30/2006	39	975000	
57670 Black Diamond	3	3.5	2844	2004	7/31/2006	249	929000	
80913 Spanish Bay	3	3	2973	2002	6/9/2006	87	1075000	
81025 Legends Way	4	4.5	2818	2001	6/23/2006	265	1025000	
56670 Muirfield Vill	4	4.5	3222	1999	6/7/2006	381	1075000	
80967 Spanish Bay	3	3.5	3285	2002	6/5/2006	171	1195000	
55540 Medallist Dr	3	3.5	3200	2005	6/15/2006	364	1159000	
80517 Spanish Bay	3	3.5	3320	2000	6/26/2006	227	1195000	
80301 Spanish Bay	3	3.5	3405	2003	6/15/2006	102	1295000	
80420 Weiskopf	4	4.5	3579	2000	6/5/2006	261	1295000	
55775 Medallist Dr	3	3.5	3410	2004	6/1/2006	190	1299000	
81255 Muirfield	4	4.5	4167	2005	6/2/2006	410	1398000	
81220 Golf View Dr	4	4.5	3816	2002	6/26/2006	226	1350000	
54130 Riviera	4	4	3880	1990	6/21/2006	25	1467000	
81775 Brown Deer Par	3	3.5	3710	2005	6/23/2006	423	1499000	
81665 Brown Deer	4	4	3829	2001	7/7/2006	146	1595000	
80875 Weiskopf	4	4.75	4621	2001	6/22/2006	139	2580000	
57810 Troon Way	4	4.5	4594	2006	6/9/2006	129	2450000	
80955 Weiskopf	5	6.5	5621	2001	6/30/2006	114	2795000	
DUNA LA QUINTA								
78064 Calle Norte	3	3	2138	2000	6/29/2006	327	569000	
78236 Calle Las Ramb	3	3	2412	2001	6/28/2006	77	695000	

Address	Bd	Bth	Sq Ft	Year	Date	DOM	List Price	Sale Price
LA QUINTA FAIRWAYS								
50500 Cypress Point	3	3	2460	2000	6/12/2006	261	795000	
78745 Castle Pines D	3	3.5	2610	1999	6/26/2006	81	849000	
78785 Grand Traverse	3	2.5	2200	1996	6/23/2006	49	859000	
LA QUINTA COUNTRY CLUB								
49578 Avila Dr.	3	3	2183	1975	7/14/2006	102	795000	785000
RANCHO LA QUINTA								
78850 Via Ventana	3	3	2074	2000	7/12/2006	79	659000	
48055 Via Vallarta	2	2.5	1725	1996	7/7/2006	253	679000	
78860 Via Melodia	3	3	2074	1998	6/5/2006	126	699000	
48310 Casita Dr	3	3	2078	2000	6/8/2006	117	799000	
78935 Via Ventana	4	4	2600	1999	6/30/2006	168	899900	
79969 Rancho La Quinta	3	3.5	2635	2003	6/6/2006	152	1095000	
79905 Rancho La Quinta	3	0	2635	2001	6/2/2006	40	1248000	
79967 Rancho La Quinta	3	3.5	2635	2003	6/29/2006	38	995000	
79957 Rancho La Quinta	3	3.5	2635	2003	6/8/2006	32	1245000	
79655 Rancho La Quinta	3	3.5	2924	2001	6/30/2006	235	1450000	
48457 Vista Palomino	4	4.5	3556	2000	6/28/2006	64	1750000	
49736 Via Conquistad	4	4.5	4243	2004	6/22/2006	84	2200000	
49319 Via Conquistad	4	4.5	3348	2003	6/26/2006	99	2295000	
SANTA ROSA COVE								
77453 Calle Mazatlan	2	2	1389	1986	7/21/2006	25	545000	
49996 Avenida Obrego	3	2	1591	1986	6/8/2006	354	649000	
77330 Camino Quintan	3	3.25	2000	2005	6/9/2006	198	895000	
THE CITRUS								
79998 Fresa	3	3.5	2886	2001	6/9/2006	283	879000	
79445 Mandarina Way	3	3.5	2833	2000	7/19/2006	220	899000	
79449 Toronja	3	3.5	2577	2000	7/7/2006	192	905000	
79145 Mandarina St	3	3.5	2833	2001	7/14/2006	109	949000	
79653 Cidra	4	4	3686	1999	6/9/2006	0	1225000	
78870 Lima St	4	3.5	4597	2002	7/3/2006	178	1549000	
TRILOGY AT LA QUINTA								
60548 Desert Shadows	3	3	1939	2004	6/1/2006	53	483500	
60222 Wishbone Ct	2	2	1845	2003	6/12/2006	30	519750	
81807 Brittlebush Ln	2	2	1667	2003	7/13/2006	106	618000	
60523 White Sage Dr	3	1.75	1845	2004	7/21/2006	11	625000	
60370 Desert Rose Dr	3	3	1965	2004	7/14/2006	78	639000	
60280 Desert Rose Dr	3	2	1667	2004	7/7/2006	122	659000	

Address Bd Bth Sq Ft Year Date DOM List Price Sale Price

RANCHO LAS PALMAS

129 Avenida Las Palm	2	2	1270	1977	7/3/2006	124	429000	
5 E Torremolinos St	2	2	1270	1977	6/30/2006	52	459000	
19 E Torremolinos St	3	1.75	1621	1977	7/14/2006	138	495000	
2 Gerona Dr	2	1.75	1621	1977	7/19/2006	99	499000	
39 Marbella Dr	3	0	1680	1977	6/2/2006	3	675000	

SUNRISE

47 Sunrise Dr	2	2	1320	1975	7/14/2006	8	339000	
31 La Ronda Dr	2	2.5	1554	1975	7/3/2006	60	405000	

THE SPRINGS COUNTRY CLUB

5 Auburn Ct	3	3	2950	1980	6/9/2006	56	739000	
104 Princeton Dr	3	3	2950	1980	7/14/2006	88	774000	
27 Stanford Dr	3	3.5	2797	1975	7/26/2006	78	949000	
52 Princeton Dr	3	3	3088	1980	7/20/2006	152	985000	

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Prize to be awarded by a drawing of all entries. Drawing to be held October 27, 2006. Winner need not be present. Odds of winning are 1 in 1,000. No cost or obligation to participate. ©Farm Net.

Congratulations to the winner of the drawing for a \$1,000 Vacation Cash...Gayle Landstrom.

Home price still unsettled

Sales drop, median is up over year ago

(Continued from page 1)

In places like northern Indio, which is bustling with new-home developments, builders are not only dropping prices and throwing in extra amenities, but also offering commissions of 3 to 5 percent to outside agents who bring in buyers.

"That was unheard of at most developments a year ago or six months ago," said Peña.

He's frequently seeing buyers from places like La Quinta, looking to trade up or maintain their existing lifestyle by purchasing homes in lower-cost areas like Indio. They are often able to get more for their money than if they had bought again in their previous neighborhood, and sometimes end up with cash left over to invest in other venues.

"They might not need a house as big as the one they're living in now, or they don't need to live near those La Quinta schools anymore because their kids have moved out," Peña said.

Valley trends generally reflect those being seen throughout Southern California.

DataQuick, based in San Diego, reported that Southland home prices climbed to a regional record of \$493,000 in June, but the annual increase of 6 percent marked the slowest rate of increase in more than six years.

The research firm noted that Southern California prices edged higher even as June sales counts fell to a seven-year low, the result of higher borrowing costs, more inventory and less urgency among buyers. Recent trends suggest the Southland's median price could set more records this summer, but likely at an even slower rate of appreciation.

"Many view this as a great conundrum: Prices continue to rise, even set records, as sales continue to slow," said DataQuick President Marshall Prentice. "It happened for two years in San Diego before prices last month finally fell slightly below year-ago levels."

Prentice said the research firm views this as "the normal winding down of a real estate cycle, where declining demand gradually erodes price growth until it halts or reverses."

"We expect more markets to see prices flatten or decline a bit in the second half of this year," he said.

During a recent visit to the valley, economist Robert A. Kleinhenz of the California Association of Realtors projected that the state as a whole will likely end 2006 with price appreciation of around 8 percent over 2005.

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