

## 2015 vs 2014 SCPD & SCSH Sales Comparison: Last 90 Days

### Sun City Palm Desert (SCPD) vs. Sun City Shadow Hills (SCSH)

June 1 to August 31	Total Homes Sold*	Median Price	Average SF	Average \$/SF
<b>SCPD</b>				
2014 All Homes	66	\$339,500	1,917	\$182
2015 All Homes	86	\$351,815	1,921	\$ 182
% Increase or (Decrease)	<b>30%</b>	<b>4%</b>	<b>0%</b>	<b>0%</b>
<b>SCSH</b>				
2014 All Homes	35	\$344,900	1,824	\$192
2015 All Homes	45	\$375,003	2,098	\$190
% Increase or (Decrease)	<b>22%</b>	<b>9%</b>	<b>15%</b>	<b>(1%)</b>

\*Sold means closed escrow.

### Sun City Palm Desert (SCPD) vs. Sun City Shadow Hills (SCSH)

June 1 to August 31 2015	Homes For Sale	Median Price	Average SF	Average \$/SF
<b>SCPD</b>	99	\$349,000	1,883	\$201
<b>SCSH</b>	99	\$369,500	1,942	\$201
<b>Difference</b>	<b>0</b>	<b>\$20,500</b>	<b>59</b>	<b>0</b>

Year-to-year, activity in both communities is up. SCPD total unit sales increased by 30% while SCSH total unit sales increased by 22%. SCSH median price and median square footage both increased significantly while the price per square foot dropped slightly. SCPD median price increased slightly.

These statistics can be interpreted by the following influences in the home market environment:

1. **Canadian** buyers stayed home due to the unfavorable exchange rate and as seasonal buyers they want smaller homes: **Less demand for small to medium sized homes.**
2. The **American** buyer confidence has improved year-to-date: **Increased unit sales year-to-date.**
3. **65% of American buyers are full-time** owners while the **Canadian buyers are seasonal only.** This shift in demand is most visible in SCSH where there are a larger percentage of Canadian owners because they get more home for their dollar and they usually buy the smaller homes: **The full-time buyer wants a larger home.**
4. As of today, the two Sun Cities have the same number of resale homes for sale. This is the first time in this has occurred. Additionally, SCSH has new home sales adding to available home inventory. So why does the 35% smaller community have a higher inventory of homes for sale? **The Canadian dollar exchange rate makes converting US funds back to Canadian funds the same as having your home increase in value by 25%. More Canadian owners in SCSH are listing their homes to capture this profit. When the exchange rate improves they can return and buy again.**

**It is a good time to list your home and equally a good time to buy before interest rates go up.**