

FOR SALE

Marbella Villas

Palm Drive & 15th Ave
Desert Hot Springs, CA 92240

\$4,650,000

PRICE

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MARBELLA VILLAS



Left Elevation

Front Elevation



Rear Elevation

Right Elevation

Conceptual Community Building Elevations

Marbella Villas

Elevation Legend

- Stucco exterior
- Accent wall tile
- Tube steel railings

Color & Materials KEY - Scheme 3

- A - Stucco #1 - 73 (Eggshell)
- B - Stucco #2 - 14496 (Biscayne)
- C - Siding #1 - SW6236 (Grays Harbor)
- D - Siding #2 - SW6389 (Buttermilk)
- E - Trim/Railing - SW7020 (Black Fox)
- F - Wall Tile - Ironwood P107 (Terrace)
- G - Brick - Bodega Bay (Coastal Series)



Executive Summary

Palm Drive & 15th Ave
Desert Hot Springs, CA 92240



\$4,650,000

PRICE



\$186,000

PRICE/ACRE



25 acres

LOT SIZE

PROPERTY DATA

Zoning	High Density
Lot Size (Acres)	25 acres
Topography	Flat/Level
Utilities	Public in street
Entitlements	Approved
Flood Zone	X
Soil Conditions	Sandy/Gravelly/Well Drained
Environmental	CEQA Approved
Frontage	Dual frontage on Palm Drive & 15th
Access	Via 15th Avenue

Marbella Villas is a fully entitled 25-acre high-density residential development site located at the prominent northwest corner of Palm Drive & 15th Avenue in Desert Hot Springs, California 92240.

The project is planned for 402 condominium units across 42 residential buildings (25 two-story and 17 three-story). Units feature a single high-end floor plan with dual master suites, two full baths, private patios or wrap-around balconies, and two-car covered solar-paneled carports. Community amenities include a two-story clubhouse with resort-style indoor/outdoor mineral spa and pool, gym, racquetball court, theater/tech room, and extensive gated, landscaped outdoor recreational facilities.

Investment Highlights

Six- months to Shovel-Ready with Strong Entitlements: Approved entitlements and a 20-year Development Agreement significantly de-risk the project and support a three-phase build-out timeline of approximately 36 months.

Compelling Unit Economics: 402 quality condominiums offering an attainable yet upscale product, with flexible options for owner-occupants, second homes, vacation use, and workforce housing (including a 10% affordable set-aside).

Attractive Pricing & Value: Land offered at \$4,650,000 (\$186,000 per acre), with entitlements appraised at approximately \$9M in 2022, delivering excellent basis for developers.

Robust Market Tailwinds: Desert Hot Springs and the broader Coachella Valley benefit from strong employment growth, including Amazon's recently opened ~635,000 sq ft cross-dock facility creating over 2,000 local jobs and additional warehouse/distribution projects in the pipeline expected to generate another ~2,000 jobs. The area also draws massive seasonal tourism from the Coachella Valley Music and Arts Festival and Stagecoach Festival, which together attract well over 125,000 attendees annually, boosting short-term rental demand.

Strategic Location & Affordability Edge: Excellent visibility and frontage on heavily traveled Palm Drive, with proximity to mineral hot springs, schools, retail, Palm Springs, and Joshua Tree National Park. In a market seeing high-end luxury developments such as Disney's Cotino (Storyliving by Disney) community in Rancho Mirage — featuring nearly 2,000 premium-priced homes — Marbella Villas stands out as a more affordable alternative. The flexible HOA structure is specifically designed to appeal to snowbirds, retirees, and investors from Orange County, Los Angeles, and San Diego, allowing easy Airbnb and short-term vacation rental use.

Investment Highlights

Shovel-Ready Development Site in (6+/- months): 25-acre parcel with approved entitlements for up to 402 high-density condominium units and a 20-year Development Agreement in place, significantly de-risking the project and accelerating time to groundbreaking.

Prime Location in a High-Growth Corridor: Strategically positioned at Palm Drive & 15th Ave in Desert Hot Springs, California — one of the Coachella Valley's fastest-growing and most affordable residential markets, with strong demand for new housing driven by regional population growth and economic expansion.

Favorable High-Density Zoning (RH-MU-C): Allows for efficient, multi-story residential development on a at/gently sloping site with excellent road frontage and proximity to established infrastructure and amenities.

Strong Market Fundamentals: Benefits from the desert region's resilient housing market, ongoing job growth, and continued demand for attainable luxury and workforce housing in the Coachella Valley. Recent trends show steady transaction volume and measured price appreciation, supporting long-term value creation.

Turnkey Opportunity with Significant Upside: Existing utility infrastructure, favorable topography, and approved entitlements to position this as a rare control opportunity for developers or investors seeking immediate scale in a supply-constrained market.



\$4,650,000

PRICE



\$186,000

PRICE/ACRE

Market Overview



POPULATION	AREA
25,938	30.6 sq mi
ELEVATION	COUNTY
1,076 ft	Riverside County
STATE	
California	

Market Overview: Desert Hot Springs, CA

Desert Hot Springs (DHS) is a rapidly growing city in Riverside County within the Coachella Valley. The city’s population reached approximately 33,300 as of early 2025 and is projected to approach 34,600 by 2026, continuing a strong upward trend from just 2,700 residents in the 1970s and 32,512 in the 2020 census.

Known worldwide for its natural hot and cold mineral springs (many odorless, unlike high-sulfur varieties), DHS offers more than 20 mineral spring lodgings and serves as an affordable gateway to the greater Coachella Valley. The area benefits from robust economic tailwinds, including the recent opening of Amazon’s ~635,000 sq ft cross-dock logistics facility, which is creating over 2,000 local jobs. Additional 1,000,000 sq ft warehouse and distribution projects in the pipeline are expected to generate thousands more employment opportunities, reducing out-commuting and driving demand for attainable housing.

DHS remains one of the most affordable residential markets in the Coachella Valley, with strong appeal for first-time buyers, workforce housing, snowbirds, and investors. The city’s location — just nine miles from Palm Springs International Airport, 30 minutes from Joshua Tree National Park, and within easy reach of casinos, premium outlets, PGA West, Indian Wells Tennis Garden, Acrisure Arena, and major festivals (Coachella, Stagecoach, and Power Trip drawing well over 125,000 attendees annually) — positions it as a true lifestyle and investment hub in a high-tourism region.



PRESENTED BY

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