April 1, 2025

Three homesites went under contract in March: Cochise-Geronimo 1, at a list price of $3,800,000 (including access to a Full Golf Membership, or "FGA"); Apache Peak 140 at a list of $1,500,000 (no membership/"NON"); and Saguaro Forest 107, at $1,900,000 (NON).

YTD and Monthly homesite demand (contracts opened, but not necessarily closed yet):

Homesites	2021	2022	2023	2024	2024 vs. Avg. for Last Three Years	2025 (YTD)	2025 vs. Avg. for Last Three Years	2025 vs. Last Year/ vs. Last Year YTD
Total No. of Homesites:	93	29	34	34	65%	5	15%	15%/56%
January	9	7	4	2	30%	--	0%	0%/0%
February	14	6	--	3	45%	2	67%	67%/40%
March	11	4	6	4	57%	3	64%	75%/56%
April	9	1	5	2	40%	--	0%	0%/56%
May	8	5	4	5	88%	--	0%	0%/0%
June	6	2	4	1	25%	--	0%	0%/0%
July	2	1	4	3	129%	--	0%	0%/0%
August	7	--	1	1	38%	--	0%	0%/0%
September	4	1	3	3	113%	--	0%	0%/0%
October	8	--	2	6	180%	--	0%	0%/0%
November	6	--	1	2	86%	--	0%	0%/0%
December	9	2	--	2	55%	--	0%	0%/0%

On Homesite Supply and Pricing: As of April 1, 2025, there were twenty-six homesites for sale in Desert Mountain (+3 from last month). Of these, two were offered with access to a Full Golf Membership ("FGA"): Saguaro Forest # 338, listed at $2,495,000 (No Change/"NC"); and Gambel Quail # 23, listed for $1,100,000 (reduced from $1,250,000). None of the remaining twenty-four homesites had any membership access. The list price range was from a low of $489,000 (NC) to a high of $10,000,000 (NC, with three listed at this price (NC)). The Average Days on Market for the FGA sites was 327, and 298 for the NON sites.

The Davis Driver Group
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YTD and Monthly home demand (contracts opened, but not necessarily closed yet; excludes Seven homes):

Homes	2021	2022	2023	2024	2024 vs. Avg. for Last Three Years	2025 (YTD)	2025 vs. Avg. for Last Three Years	2025 vs. Last Year/ vs. Last Year YTD
Total No. of Homes:	234	114	145	144	88%	43	32%	30%/88%
January	28	5	10	9	63%	17	213%	189%/189%
February	27	20	13	17	85%	13	78%	76%/115%
March	41	19	15	23	92%	13	68%	57%/88%
April	23	12	20	12	65%	--	0%	0%/88%
May	28	15	20	12	57%	--	0%	0%/0%
June	19	8	15	12	86%	--	0%	0%/0%
July	11	8	8	5	56%	--	0%	0%/0%
August	5	2	11	7	117%	--	0%	0%/0%
September	11	5	8	11	138%	--	0%	0%/0%
October	11	4	9	16	200%	--	0%	0%/0%
November	20	6	8	12	106%	--	0%	0%/0%
December	10	10	8	8	86%	--	0%	0%/0%

Recent Home Demand:

No change between March and February, each with thirteen contracts.   Forty-three total Year to Date is down from the forty-nine spoken for in the same time frame last year.

Home Sale Details:

Of the one hundred and thirty-four resale/used homes that ***closed*** in the last 365 days (+7), eighty-one were offered FGA, or 60.4% (and averaged 93 Days on Market ("DOM"); 4,871 square feet in size ("SF"); and $729.90 on Sale Price per Square Foot ("SPSF"). Fifteen were L , or 11.2% (86 DOM; 3,857 SF; $690.34/SPSF. Thirty-seven were NON (+2), or 27.6% (57 DOM: 4,160 SF; $607.28/SPSF). One was SEV, or .75% (13 DOM; 2,850 SF; $973.68/SPSF). Based on this data, **the actual premium <u>paid</u> for FGA vs. NON on a per square basis over the last year is $729.90 – $607.28, or $122.62. On a 4,000 s.f. house, this is equal to $490,480.**

Home Supply Details: One hundred homes were listed as of the morning of April 1 in Desert Mountain (excluding Seven) without regard to physical status or membership (+9).

Physical Status Breakdown of Listed Homes: Of the one hundred non-Seven homes, eight were not yet started spec homes (+1); six were under-construction spec homes (+1); and eighty-six were finished homes (+13); of which two of which were completed specs, leaving eighty-four used, resale homes on the market).

Membership Offered and Price Breakdown of the Eighty-Four Used Homes For Sale:

50 FGA (+4): Total Price Range $1,850,000 to $25,000,000; Average Total List Price $5,348,980 (down from $5,417,826); Average List Price per Square Foot **$918.92** (down from $933.55); Average Days on Market 104 (down from 105).

28 NON (+3): Total Price Range $1,100,000 to $6,000,000; Average Total List Price $2,832,321 (up from $2,793,780); Average List Price per Square Foot **$677.65** (down from $667.85); Average Days on Market 166 (up from 147).

6 L (+1): Total Price Range $1,825,000 to $5,500,000; Average Total List Price $3,352,333 (up from $3,063,800); Average List Price Per Square Foot $759.44 (up from $739.36); Average Days on Market 123 (down from 160).

0 SEV (-1): Total Price Range N/A; Average Total List Price N/A; Average List Price Per Square Foot N/A; Average Days on Market N/A.

Average List Price/SF Premium for FGA vs. NON: $918.92 – $667.65 = $241.27 (up from $265.70).

On Housing Stock: Our Housing Stock Analysis Report shows 190 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy, and that 100 are so owned by neighbors. Likewise, we show 2,057 completed homes, including 550 semi-custom homes and two spec homes. Our records show 42 homes under construction (with the two most active villages being The Saguaro Forest with nine, and Gambel Quail with six). The eighty-four used, resale homes on the market today represent just 4.1% of the finished home inventory. Ten percent is considered to be "balanced."

Over the last six years, we have significantly outperformed the other four listing agents or agent teams out of the top five, in five *seller-oriented* performance metrics areas that should be more important to sellers looking for a listing agent than misleading claims to listing performance superiority based on office location, how many buyers they represent; or how many listings they have obtained and managed to sell). Follow the adjacent QR code to see the results on details that *do* matter, and find our "*A Practical Guide to Hiring a Desert Mountain Listing Agent*". It will give you some things to think about if you are thinking about selling.

Sincerely,

Davis Driver

Constantly updated reports can be found at www.propertiesofdesertmountain.com.