May 1, 2025

Three homesites went under contract in April: Saguaro Forest 154, priced at $2,350,000 (no membership (“NON”); Sunset Canyon 40, at $1,750,000 (NON); and Apache Peak 71, at $950,000 (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%	8	25%	24%/73%
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%	3	113%	150%/73%
May	8	5	4	5	88%	--	0%	0%/73%
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 May 1, 2025, there were twenty-two homesites for sale in Desert Mountain (-4) from last month). Of these, two (no change from last month, “NC”) were offered with access to a Full Golf Membership (“FGA”): Saguaro Forest # 338, listed at $2,495,000 (NC); and Gambel Quail # 23, listed for $1,100,000 (NC). None of the remaining twenty homesites had any membership access. The list price range was from a low of $375,000 (down from $489,000) 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 357 (up from 327), and 350 for the NON sites (up from 298).

The Davis Driver Group
Davis Driver, Ashley Hills-Arias, Ann Driver, Jeff Barchi

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%	52	39%	36%/85%
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%	12	63%	52%/86%
April	23	12	20	12	65%	10	68%	83%/85%
May	28	15	20	12	57%	--	0%	0%/85%
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:

Ten was down two from March, three from February, seven from January, and nine YTD compared to last year. Of the ten, six were offered FGA at list prices ranging from $3,250,000 to $9,500,000; one was offered with a Lifestyle membership ("L") at $3,995,000; and three were offered NON, ranging from $1,350,000 to $4,500,000.

Home Sale Details:

Of the one hundred and twenty-three resale/used, non-Seven homes that ***closed*** in the last 365 days (-11), seventy-one were offered FGA (-10), or 57.7% (and averaged 90 Days on Market ("DOM") (-3); 5,055 square feet in size ("SF") (up from 4,871); and $774.34 on Sale Price per Square Foot ("SPSF") (up from $729.90). Fifteen (NC) were L, or 12.2% (92 DOM (up from 86), 3,600 SF (down from 3,857); and $696.78 SPSF (up from $690.34). Thirty-three were NON (-4), or 26.8%, 63 DOM (up from 57), 4,163 SF (up from 4,160); $598.53 SPSF (down from $607.28). One was SEV, or .08% (13 DOM; 2,850 SF; $973.68/SPSF). Based on this data, **the actual premium paid for FGA vs. NON on a per square basis over the last year is $774.34 – $598.53, or $175.81. On a 4,000 s.f. house, this is equal to $703,240.**

Home Supply Details: One hundred and fifteen homes were listed as of the morning of May 1 in Desert Mountain (excluding Seven) without regard to physical status or membership (+15). A fifteen percent jump in the used home for sale inventory is quite a jump!

Physical Status Breakdown of Listed Homes: Of the one hundred and fifteen non-Seven homes, eight were not yet started spec homes (NC); six were under-construction spec homes (NC); and one hundred and one were finished homes (+15); of which three were completed specs, leaving ninety-eight used, resale non-Seven homes on the market (+14).

Membership Offered and Price Breakdown of the Ninety-Eight Used Homes For Sale:

56 FGA (+6): Total Price Range $1,850,000 to $25,000,000; Average Total List Price $5,230,964 (down from $5,348,980); Average List Price per Square Foot **$898.37** (down from $918.92); Average Days on Market 110 (up from 104).

34 NON (+6): Total Price Range $1,100,000 to $10,439,246; Average Total List Price $3,026,066 (up from $2,832,321); Average List Price per Square Foot **$683.26** (up from $677.66); Average Days on Market 156 down from 166).

7 L (+1): Total Price Range $1,825,000 to $5,500,000; Average Total List Price $3,216,571 (down from $3,352,333); Average List Price Per Square Foot $738.67 (down from $759.44); Average Days on Market 130 (up from 123).

1 SEV (+1): Total Price Range $2,197,000; Average Total List Price N/A; Average List Price Per Square Foot $747.02; Average Days on Market 29.

Average List Price/SF Premium for FGA vs. NON: $898.37 – $683.26 = $215.11 (down from $241.27.

On Housing Stock: Our Housing Stock Analysis Report shows 188 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 2,058 completed homes, including 550 semi-custom homes and three spec homes. Our records show 43 homes under construction (with the two most active villages being The Saguaro Forest with nine, and Gambel Quail with six). The one hundred and twenty-three used, resale homes on the market today represent 6.0% (up from 4.1%) of the finished home inventory. Ten percent is considered to be "balanced."

The Davis Driver Group routinely and historically has outperformed our principal competition in five *seller-oriented* metrics of much greater relevance to prospective sellers than 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 of a six-year-long analysis, 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.