

October 30, 2025

NOTE: Due to travel, this article was written thirty-six hours earlier than normal. And, this emailed version contains a Supplement with some very interesting data on home demand.

Four homesites went under contract October 1 – 29th. One, Mountain Skyline 9, was listed for \$969,000 including access to a Full Golf Membership (“FGA”); the other three did not offer access to any membership (“NON”), and were listed for \$775,000 (Gambel Quail 94); \$800,000 (Mountain Skyline 47); and \$1,395,000 (Saguaro Forest 346).

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:	<u>93</u>	<u>29</u>	<u>35</u>	<u>34</u>	65%	<u>15</u>	46%	44%/50%
January	<u>9</u>	<u>7</u>	<u>4</u>	<u>2</u>	30%	--	0%	0%/0%
February	<u>14</u>	<u>6</u>	--	<u>3</u>	45%	<u>2</u>	67%	67%/40%
March	<u>11</u>	<u>4</u>	<u>6</u>	<u>4</u>	57%	<u>2</u>	43%	50%/44%
April	<u>9</u>	<u>1</u>	<u>5</u>	<u>2</u>	40%	<u>2</u>	75%	100%/55%
May	<u>8</u>	<u>5</u>	<u>4</u>	<u>5</u>	88%	<u>2</u>	43%	40%/50%
June	<u>6</u>	<u>2</u>	<u>4</u>	<u>1</u>	25%	<u>1</u>	43%	100%/53%
July	<u>2</u>	<u>1</u>	<u>4</u>	<u>3</u>	129%	--	0%	0%/45%
August	<u>7</u>	--	<u>1</u>	<u>1</u>	38%	--	0%	0%/43%
September	<u>4</u>	<u>1</u>	<u>3</u>	<u>3</u>	113%	<u>2</u>	86%	67%/46%
October	<u>8</u>	--	<u>2</u>	<u>6</u>	180%	<u>4</u>	150%	67%/50%
November	<u>6</u>	--	<u>1</u>	<u>2</u>	86%	--	0%	0%/0%
December	<u>9</u>	<u>2</u>	<u>1</u>	<u>2</u>	50%	--	0%	0%/0%

On Homesite Demand, Supply and Pricing: As of the afternoon of October 30, there were twenty-one homesites for sale in Desert Mountain (+3 from last month). Of these, two were offered with FGA access: Gambel Quail 257, at \$1,500,000, and Saguaro Forest 338, at



\$2,495,000. None of the remaining nineteen homesites had any membership access. The list price range of these “NON” sites was from a low of \$399,000 to a high of \$10,000,000 (NC, with three listed at this price). NOTE: Three lots are listed as a defense against fraud. Otherwise, the highest list price is \$7,000,000, for Lost Star 36; next is \$2,650,000, for Cintarosa Ranch 21. The

Average Days on Market for the FGA sites was 52, and 298 for the NON sites. A slight improvement, but still a slow market for homesites.

YTD and Monthly home demand (contracts opened for homes in “mainland” Desert Mountain, excluding any in Seven (“SEV”), but not necessarily closed yet:

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:	233	114	146	145	88%	96	71%	66%/77%
January	28	5	10	9	63%	17	213%	189%/189%
February	27	20	13	17	85%	13	78%	76%/115%
March	41	19	16	23	91%	11	57%	48%/84%
April	23	12	20	13	71%	10	67%	77%/82%
May	28	15	20	12	57%	9	57%	75%/81%
June	19	8	15	12	86%	8	69%	67%/79%
July	10	8	8	5	58%	8	114%	160%/84%
August	5	2	11	7	117%	7	105%	100%/85%
September	11	5	8	11	138%	3	38%	27%/79%
October	11	4	9	16	200%	10	103%	63%/77%
November	20	6	8	12	106%	--	0%	0%/0%
December	10	10	8	8	86%	--	0%	0%/0%

Recent Home Demand: Ten homes in October through October 29th is a big improvement over September. Interestingly enough, eight of the ten were spoken for on October 17th or later. So, a late “rush”. We’ll see if it continues into November. Of the ten, six were FGA at list prices of ranging from \$1,285,000 to \$4,100,000. Three were offered with access to a Lifestyle membership (“L”) between \$1,900,000 and \$3,600,000. The other one was offered with no access to a membership (“NON”), at \$1,999,000. Overall demand is only 71% of the average for the last three years.

Home Sale Details: Of the one hundred and thirteen resale/used, non-Seven homes that ***closed*** in the last 365 days (-3), sixty-nine were offered FGA (-2), or 61.1%, and averaged 94 Days on Market (“DOM”) (+4); 5,194 square feet in size (“SF”), down from 5,216 and **\$781.34** on a Sale Price per Square Foot (“SPSF”) (down from \$788.55). Ten were offered L (NC), or 8.8%; 52 DOM (NC); 3,434 SF (NC); and \$732.17/SPSF (NC). Thirty-four were offered NON (-1), or 30.1%; (60 DOM (+1); 4,166 SF (down from 4,173); and **\$631.23**/SPSF (up from \$627.41). None were offered SEV.

Based on this data, **the actual premium paid for FGA vs. NON on a per square basis over the last year is \$781.34 – \$631.23, or \$150.11** On a 4,000 s.f. house, this is equal to \$600,440.

Current Inventory: There were one hundred and eight home ***listings*** as of October 30 (+25), with one home, Saguario Forest 312, listed at two different prices (both including a Full Golf Membership). Seven were unstarted speculative homes (+2); two were under construction speculative homes; and ninety-nine were completed homes, four of which were speculative homes. So, there were ***ninety-five*** used resale listings (+21; two of which were on one home).

The forty listings offered FGA ranged from \$488.28 per square foot to \$2,784.27 per square foot. The average was \$902.57 per square foot. The Average Days on Market was 148.

Breakdown by Membership Offered of the ninety-five resale listings for sale:

53 FGA (+13): Total Price Range \$1,749,000 to \$25,000,000; Average Total List Price \$5,245,035 (down from \$5,342,975); Average List Price per Square Foot **\$869.72** (down from \$902.57; Average Days on Market 128 (-20).

37 NON (+9): Total Price Range \$1,100,000 to \$10,439,246; Average Total List Price \$3,153,642 (down from \$3,279,687); Average List Price per Square Foot **\$749.22** (down from \$775.64); Average Days on Market 150 (down from 186).

4 L (NC): Total Price Range \$1,650,000 to \$4,850,000; Average Total List Price \$2,773,750 (down from \$2,405,333); Average List Price Per Square Foot \$721.94 (up from \$720.43); Average Days on Market 91 (down from 116).

1 SEV (+1): Total Price Range \$2,995,000; Average Total List Price \$2,995,000; Average List Price Per Square Foot \$1,001.00; Average Days on Market 134.

Average LP/SF Premium FGA vs. NON: $\$869.72 - \$749.22 = \$120.50$, or \$482,000 on a 4,000 s. f. home.

On Housing Stock: Our Housing Stock Analysis Report shows 178 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy, 100 other homesites are so owned by neighbors, 65 have been merged with other homesites, and 2,061 completed homes for a Total Possible Custom Home total of 1,868. Likewise, we show 2,061 completed homes, including 550 semi-custom homes and four completed specs. Our records show 38 new homes under construction (with the two most active villages being The Saguaro Forest with eight, and Gambel Quail and Mountain Skyline each with six). The ninety-five resale homes on the market today represent 4.62% of the 2,057 finished, used home inventory. Ten percent is considered to be “balanced.”

Our main website, www.propertiesofdesertmountain.com, has been completely renovated and revised over the last couple of months. Please visit it for a fresh, highly focused and very revealing “behind the scenes” look at the real estate market in Desert Mountain, of keen interest to any Desert Mountain prospective seller or purchaser!

Sincerely,



Davis Driver

Supplement

To

Davis Driver's Market Insights Article for Stroll magazine

October 30, 2025

Since we are limited to just three pages in the magazine, and since there are topics from time to time that need to be presented or discussed that can't fit in that three-page article, this Supplement is offered. If you like the article and enjoy it being emailed to you on or about the first of each month, please consider mentioning your satisfaction to a friend or neighbor. We want and need to have as many people in Desert Mountain as possible know of our work and what we do.

"What we do" is very thoroughly discussed in our newly revamped main website, www.propertiesofdesertmountain.com. The bottom line on listings is that, while we don't get as many listings as our main competition does, we do a much better job than they typically do from several client-oriented perspectives. It is not hard to get a lot of listings when the Club is your advocate and people incorrectly assume all agents are the same and have the same resources. Our superior market information allows us to do better pre-listing competition analysis to identify, usually, the one or two key competitors a given home will likely have. These insights allow for better marketing and selling, and inform our pricing recommendations. When you look at the metrics that should matter to a seller more than someone's volume of work, there is no contest between us and the "other guys". Our better data helps us be better in representing buyers, too. If someone wants to hire another agent than The Davis Driver Group, we will manage; we just want people to make informed decisions.

You are likely familiar with our "Market Velocity Report by Off-Market Date".

We have two other "MVRs", one based on Sales Price per Square Foot, and one based on Home Size. These are presented on the next two pages.

On the report showing demand for homes on a per square foot basis, two price ranges jump out as being low in demand vs. supply: \$700.00 to \$749.99 (showing a 17.68-month supply with fourteen homes offered in this price range), and \$1,000.00 and up (showing a 27.27-month supply with 25 homes offered in this price range).

On the report showing demand for homes on a size basis, one really jumps out: 7,000 to 7,999 square feet, with a 25.85-month supply (fourteen homes). The 11,000 to 11,999 size range shows a 24.00-month supply, but that is just one home. The stats might not be as reliable for projection purposes on such a small data sample.

A third report shows the seventeen homes that have been completed in the last five years that are at least 7,000 square feet in size.

Buying Decisions - Market Velocity - by Sales Price per Square Foot Used Resale Homes

	Homes Sold Over the Last Four Years by Sales Price/SF							
	October 31, 2021 to October 30, 2022	October 31, 2022 to October 30, 2023	October 31, 2023 to October 30, 2024	October 31, 2024 to October 30, 2025	Totals for Four Years	Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
\$100 to \$149.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$150 to \$199.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$200 to \$249.99	<u>1</u>	<u>1</u>	--	--	<u>2</u>	--	--	Infinite - No Current Supply
\$250 to \$299.99	<u>1</u>	<u>1</u>	--	--	<u>2</u>	--	--	Infinite - No Current Supply
\$300 to \$349.99	--	<u>1</u>	--	--	<u>1</u>	<u>1</u>	--	Infinite - No Current Supply
\$350 to \$399.99	<u>2</u>	<u>7</u>	<u>2</u>	<u>2</u>	<u>13</u>	--	--	Infinite - No Current Supply
\$400 to \$449.99	<u>6</u>	<u>12</u>	<u>4</u>	<u>5</u>	<u>27</u>	--	--	Infinite - No Current Supply
\$450 to \$499.99	<u>10</u>	<u>11</u>	<u>7</u>	<u>9</u>	<u>37</u>	--	<u>5</u>	7.50
\$500 to \$549.99	<u>19</u>	<u>20</u>	<u>13</u>	<u>14</u>	<u>66</u>	<u>2</u>	<u>6</u>	4.97
\$550 to \$599.99	<u>15</u>	<u>13</u>	<u>17</u>	<u>5</u>	<u>50</u>	<u>2</u>	<u>7</u>	7.00
\$600 to \$649.99	<u>20</u>	<u>14</u>	<u>19</u>	<u>17</u>	<u>70</u>	<u>2</u>	<u>5</u>	3.16
\$650 to \$699.99	<u>13</u>	<u>18</u>	<u>13</u>	<u>8</u>	<u>52</u>	--	<u>11</u>	12.57
\$700 to \$749.99	<u>18</u>	<u>12</u>	<u>9</u>	<u>9</u>	<u>48</u>	<u>1</u>	<u>14</u>	17.68
\$750 to \$799.99	<u>10</u>	<u>12</u>	<u>15</u>	<u>10</u>	<u>47</u>	<u>1</u>	<u>11</u>	10.15
\$800 to \$899.99	<u>15</u>	<u>9</u>	<u>13</u>	<u>17</u>	<u>54</u>	<u>2</u>	<u>15</u>	11.25
\$900 to \$999.99	<u>2</u>	<u>3</u>	<u>12</u>	<u>16</u>	<u>33</u>	<u>1</u>	<u>8</u>	6.62
\$1,000 and up	<u>5</u>	<u>9</u>	<u>6</u>	<u>16</u>	<u>36</u>	--	<u>25</u>	27.27
Total	137	143	130	128		12	107	

Buying Decisions - Market Velocity - by House Size Used Resale Homes

	Homes Sold Over the Last Four Years by House Size							
	October 31, 2021 to October 30, 2022	October 31, 2022 to October 30, 2023	October 31, 2023 to October 30, 2024	October 31, 2024 to October 30, 2025	Totals for Four Years	Pending	Number of Homes Currently Listed in this Size Range	Indicated Months Supply based on last twenty-four months of demand
Under 2,000 square feet	<u>1</u>	<u>3</u>	--	--	<u>4</u>	--	--	Infinite - No Current Supply
2,000 to 2,999	<u>23</u>	<u>21</u>	<u>26</u>	<u>17</u>	<u>87</u>	<u>3</u>	<u>16</u>	8.35
3,000 to 3,999	<u>25</u>	<u>32</u>	<u>36</u>	<u>21</u>	<u>114</u>	<u>4</u>	<u>17</u>	6.69
4,000 to 4,999	<u>34</u>	<u>43</u>	<u>37</u>	<u>29</u>	<u>143</u>	<u>4</u>	<u>23</u>	7.89
5,000 to 5,999	<u>22</u>	<u>27</u>	<u>19</u>	<u>20</u>	<u>88</u>	--	<u>20</u>	12.31
6,000 to 6,999	<u>14</u>	<u>11</u>	<u>11</u>	<u>8</u>	<u>44</u>	<u>1</u>	<u>13</u>	15.60
7,000 to 7,999	<u>5</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>23</u>	--	<u>14</u>	25.85
8,000 to 8,999	<u>3</u>	<u>1</u>	<u>3</u>	<u>1</u>	<u>8</u>	--	<u>2</u>	12.00
9,000 to 9,999	--	<u>2</u>	<u>2</u>	<u>2</u>	<u>6</u>	--	<u>1</u>	6.00
10,000 to 10,999	<u>1</u>	--	--	--	<u>1</u>	--	--	Infinite - No Current Supply
11,000 to 11,999	<u>1</u>	--	--	<u>1</u>	<u>2</u>	--	<u>1</u>	24.00
12,000 to 12,999	--	--	--	<u>1</u>	<u>1</u>	--	--	Infinite - No Current Supply
13,000 to 13,999	--	--	--	--	--	--	--	Infinite - No Current Supply
14,000 to 14,999	--	--	--	--	--	--	--	Infinite - No Current Supply
15,000 and over	--	--	--	--	--	--	--	Infinite - No Current Supply
Total	129	145	140	107		12	107	

**All Homes as of October 30, 2025
Sorted by Square Footage**

Custom Homes only

Home square footage between 7,000 and 25,000

No older than 5 years

Physical Status: Under Construction, Finished

<u>Lot</u>	<u>Physical Status</u>	<u>Size</u>	<u>Lot Faces</u>	<u>Builder</u>	<u>Finish Date</u>	<u>Overlooks Road</u>	<u>Road Name</u>
SAG-307	F	11,978	S	Stone Creek Builders	09/17/2021	Yes	Will be well below view
SAG-339	F	11,272	SE	Platinum Homes, Inc.	03/15/2025	No	
CGV- 2	F	9,523	S	Dick Lloyd Custom Homes, Inc.	10/27/2022	No	
SAG-157	U	8,648	NW	Salero Homes	04/15/2025	No	
MS - 62	U	8,499	NE	Black Stone Development	04/15/2026	No	
SAG- 32	F	8,417	S	Manship Builders, Inc.	07/21/2022	No	
LM - 47	F	8,406	W	G and T Custom Homes	03/05/2024	No	
SAG-116	U	8,404	SW	JK Construction and Development	05/01/2025	No	
EF -396	F	8,312	NW	PH Builders	08/01/2024	No	
SAG-259	F	8,248	E	Black Stone Development	06/06/2025	No	
AP - 95	U	8,043	S	JK Construction and Development, Inc.	10/01/2026	Yes	interior street
SAG- 40	F	7,837	S	Manship Builders, Inc.	08/20/2021	No	
SAG-246	U	7,695	S	Gemini Development Corp.	12/01/2026	No	
PS - 22	F	7,565	S	Black Stone Development	09/11/2023	No	
LM - 50	F	7,552	N	Black Stone Development	01/25/2024	No	
SAG-329	F	7,314	S	Red Moon Development & Co.	05/22/2023	No	
SUN- 42	U	7,046	SW	Manship Builders, Inc.	08/15/2025	Yes	interior street