

December 1, 2025

One homesite went under contract during November: Cintarosa Ranch 14, listed for \$2,000,000 with no access to any membership[(“NON”). YTD, only sixteen have gone under contract, compared to thirty-two the same period last year.

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>16</u>	49%	47%/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%	<u>1</u>	100%	50%/50%
December	<u>9</u>	<u>2</u>	<u>1</u>	<u>2</u>	50%	--	0%	0%/50%

On Homesite Demand, Supply and Pricing: As of the morning of December 1, there were twenty homesites for sale in Desert Mountain (-1 from last month). Of these, two were offered with access to a Full Golf Membership (“FGA”), no change from last month (“NC”): Gambel



Quail 257, reduced to \$1,425,000 from \$1,500,000, and Saguaro Forest 338, at \$2,495,000 (NC). None of the remaining eighteen homesites had any membership access. The list price range of these “NON” sites was from a low of \$399,000 (NC) 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 (NC). The Average Days on Market for the FGA sites was 84, and 328 for the NON sites.

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%	106	79%	73%/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%	9	93%	56%/76%
November	20	6	8	12	106%	11	127%	92%/77%
December	10	10	8	8	86%	--	0%	0%/77%

Recent Home Demand: Eleven non-Seven homes went under contract in November, competitive with November’s production and last November, too. Noting the “rush” last month on or after October 17th, and comparing October 17th through November 30th for the two years, reveals 23 for last year and 19 this year. So, it’s a bit slower than last year. Of the eleven, nine were offered FGA at list prices ranging from \$1,950,000 to \$12,500,000. One was offered with access to a Lifestyle Membership (“L”) at a list of \$2,300,000. The other one was offered NON at \$2,650,000. Overall YTD demand is only 77% of last year.

Home Sale Details: Of the one hundred and four resale/used, non-Seven homes that ***closed*** in the last 365 days (-9), sixty-five were offered FGA (-4), or 62.5%, and averaged 97 Days on Market (“DOM”) (+3); 5,061 square feet in size (“SF”), down from 5,194 and **\$793.44** on a Sale Price per Square Foot (“SPSF”) (up from \$781.34). Ten were offered L (NC), or 9.6%; 58 DOM (+6); 3,476 SF (up from 3,434); and \$731.97/SPSF (down from \$732,17). Twenty-nine were offered NON, or 27.9%; (66 DOM (+6); 4,335 SF (up from 4,166); and **\$634.14**/SPSF (up from \$631.23). None were offered with access to a Seven Membership (“SEV”).

Based on this data, the actual premium paid for FGA vs. NON on a per square basis over the last year is \$793.44 – \$634.14 or \$159.30. On a 4,000 s.f. house, this is equal to \$637,200. Based on the new initiation fee of \$250,000 for a Full Golf Membership, if the Wait List is three years, someone could pay themselves \$137,200 for buying a NON house and going on the wait list, NET OF THE CURRENT COST OF THE MEMBERSHIP. That would pay

for a lot of super-special golf trips, much less off-campus greens fees, to compensate for not buying a Full Golf Membership today.

Current Inventory: There were one hundred and eight home listings as of December 1(-2), with one home, Saguaro Forest 312, listed at two different prices (both including a Full Golf Membership). Seven were unstarted speculative homes (NC); two were under construction speculative homes (NC); and ninety-seven were completed homes, five of which were speculative homes. So, there were **ninety-two** used resale listings (-3); two of which were on one home).

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

49 FGA (-4): **Total Price Range \$1,699,000 to \$25,000,000**; **Average Total List Price \$5,491,285 (up from \$5,245,035)**; **Average List Price per Square Foot \$881.31** (down from \$902.57; **Average Days on Market 144 (-4).**

38 NON (+1): **Total Price Range \$1,375,000 to \$10,439,246**; **Average Total List Price \$3,176,993 (up from \$3,153,642)**; **Average List Price per Square Foot \$731.48** (down from \$749.22; **Average Days on Market 150 (NC).**

4 L (NC): **Total Price Range \$1,650,000 to \$4,850,000**; **Average Total List Price \$2,886,250 (up from \$2,773,750)**; **Average List Price Per Square Foot \$711.42** (down from \$721.94); **Average Days on Market 122 (+31).**

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 195.**

Average LP/SF Premium FGA vs. NON: $\$881.31 - \$731.48 = \$149.83$, or \$599,320 on a 4,000 s. f. home.

On Housing Stock: Our Housing Stock Analysis Report shows: 172 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy; 99 other homesites so owned by neighbors; and that 65 have been merged with other homesites. We show 2,062 completed homes, including 550 semi-custom homes and five completed specs; and 45 new homes under construction (with the most active villages being The Saguaro Forest with nine, Mountain Skyline with seven, and Gambel Quail with six). The ninety-one resale homes on the market (not the 92 home listings) today represent 4.42% 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

December 1, 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.

We have the capability to do deep analysis on homes in Desert Mountain, sold, available, or otherwise. The "launch" screen for these reports is on the following page. The next few pages show some of the analysis we can do in seconds for interested parties.

Homes Analysis Report

+ Sale Status of Home

+ Type of Home

+ Homes For Sale By

+ Memberships

+ Villages

+ Floor Plan Type

+ Direction Home Faces

+ View Ratings

+ Special Features

See how many homes in the report **include** or **exclude** one or more features. Choose up to 7.

Generate Report

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PropertiesOfDesertMountain.com | [Contact Tech Support](#)

Sold Homes Analysis Report

Custom & Semi-Custom, Used, Resale

Included Features: Guest House, Elevator, No interior steps, On a Golf Course, Pool (Any Style), Wet bars

12/1/2021 to 11/30/2025

Memberships: Full Golf Available from Seller

270 Homes Sold

Sold For	Any Size	10,000 SF or more	7,500 - 9,999 SF	5,000 - 7,499 SF	2,500 - 4,999 SF	Under 2,500 SF	✓ Guest House	✓ Elevator	✓ No interior steps	✓ On a Golf Course	✓ Pool (Any Style)	✓ Wet bars
\$8,000,000 & up	2.96% (8)	0.37% (1)	1.48% (4)	1.11% (3)	--	--	1.48% (4)	1.85% (5)	0.37% (1)	--	2.22% (6)	--
\$7,000,000 - \$7,999,999	4.44% (12)	0.37% (1)	1.11% (3)	2.96% (8)	--	--	3.33% (9)	0.74% (2)	1.11% (3)	0.37% (1)	4.44% (12)	--
\$6,000,000 - \$6,999,999	3.70% (10)	--	1.85% (5)	1.85% (5)	--	--	2.96% (8)	0.74% (2)	1.48% (4)	--	3.70% (10)	--
\$5,000,000 - \$5,999,999	4.81% (13)	--	0.37% (1)	3.70% (10)	0.74% (2)	--	3.33% (9)	0.37% (1)	1.85% (5)	0.37% (1)	4.07% (11)	--
\$4,000,000 - \$4,999,999	10.00% (27)	--	0.74% (2)	4.81% (13)	4.44% (12)	--	3.70% (10)	1.11% (3)	2.59% (7)	--	10.00% (27)	--
\$3,000,000 - \$3,999,999	23.70% (64)	--	--	10.74% (29)	12.96% (35)	--	10.74% (29)	1.11% (3)	3.70% (10)	0.37% (1)	21.48% (58)	0.37% (1)
\$2,000,000 - \$2,999,999	31.11% (84)	--	--	3.70% (10)	27.04% (73)	0.37% (1)	9.26% (25)	0.37% (1)	6.67% (18)	0.37% (1)	24.07% (65)	0.74% (2)
\$1,000,000 - \$1,999,999	18.89% (51)	--	--	0.74% (2)	10.74% (29)	7.41% (20)	2.96% (8)	--	7.78% (21)	0.74% (2)	7.78% (21)	0.37% (1)
\$500,000 - \$999,999	--	--	--	--	--	--	--	--	--	--	--	--
Under \$500,000	0.37% (1)	--	--	--	0.37% (1)	--	--	--	--	--	0.37% (1)	--
Any Price	100.00% (270)	0.74% (2)	5.56% (15)	29.63% (80)	56.30% (152)	7.78% (21)	37.78% (102)	6.30% (17)	25.56% (69)	2.22% (6)	78.15% (211)	1.48% (4)
2 Bedrooms	3.33% (9)	--	--	--	1.11% (3)	2.22% (6)	--	--	1.48% (4)	--	1.11% (3)	--
2 Bdrms and a Den	4.81% (13)	--	--	--	2.22% (6)	2.59% (7)	--	--	1.48% (4)	0.37% (1)	0.74% (2)	--
2 Bdrms and a Gst Hse	2.59% (7)	--	--	0.37% (1)	2.22% (6)	--	2.59% (7)	--	1.85% (5)	--	0.74% (2)	0.37% (1)
2 Bdrms, a Den and a Gst Hse	0.74% (2)	--	--	0.37% (1)	0.37% (1)	--	0.74% (2)	--	--	--	0.74% (2)	--
3 Bedrooms	15.19% (41)	--	--	--	12.22% (33)	2.96% (8)	--	--	5.19% (14)	--	7.04% (19)	--
3 Bdrms and a Den	11.11% (30)	--	--	1.48% (4)	9.63% (26)	--	--	1.11% (3)	2.96% (8)	1.48% (4)	9.26% (25)	--
3 Bdrms and a Gst Hse	5.93% (16)	--	--	1.11% (3)	4.81% (13)	--	5.93% (16)	0.37% (1)	1.48% (4)	--	5.19% (14)	--
3 Bdrms, a Den and a Gst Hse	18.15% (49)	--	1.85% (5)	8.52% (23)	7.78% (21)	--	18.15% (49)	0.74% (2)	2.22% (6)	0.37% (1)	17.04% (46)	0.37% (1)
4 Bedrooms	11.85% (32)	--	--	1.48% (4)	10.37% (28)	--	--	--	2.22% (6)	--	10.74% (29)	--
4 Bdrms and a Den	12.96% (35)	--	0.74% (2)	8.52% (23)	3.70% (10)	--	--	0.74% (2)	3.33% (9)	--	12.96% (35)	--
4 Bdrms and a Gst Hse	2.59% (7)	--	0.37% (1)	1.85% (5)	0.37% (1)	--	2.59% (7)	0.37% (1)	0.74% (2)	--	2.59% (7)	0.37% (1)
4 Bdrms, a Den and a Gst Hse	5.93% (16)	0.74% (2)	1.85% (5)	2.96% (8)	0.37% (1)	--	5.93% (16)	1.85% (5)	1.48% (4)	--	5.56% (15)	--
5 Bedrooms	1.48% (4)	--	--	0.74% (2)	0.74% (2)	--	--	--	1.11% (3)	--	1.48% (4)	--
5 Bdrms and a Den	0.37% (1)	--	0.37% (1)	--	--	--	--	--	--	--	0.37% (1)	--
5 Bdrms and a Gst Hse	0.37% (1)	--	--	0.37% (1)	--	--	0.37% (1)	--	--	--	0.37% (1)	--
5 Bdrms, a Den and a Gst Hse	1.11% (3)	--	--	1.11% (3)	--	--	1.11% (3)	0.74% (2)	--	--	1.11% (3)	0.37% (1)
6 Bedrooms	0.37% (1)	--	0.37% (1)	--	--	--	--	0.37% (1)	--	--	0.37% (1)	--
6 Bdrms and a Den	--	--	--	--	--	--	--	--	--	--	--	--
6 Bdrms and a Gst Hse	--	--	--	--	--	--	--	--	--	--	--	--
6 Bdrms, a Den and a Gst Hse	--	--	--	--	--	--	--	--	--	--	--	--

270 Homes of the 270 Homes Sold That Have an Architectural Style

Architectural Style	Any Size	10,000 SF or more	7,500 - 9,999 SF	5,000 - 7,499 SF	2,500 - 4,999 SF	Under 2,500 SF
Contemporary	24.44% (66)	0.37% (1)	1.48% (4)	6.67% (18)	15.93% (43)	--
Contemporary Ranch	0.74% (2)	--	--	0.37% (1)	0.37% (1)	--
Italian Rural Farmhouse	0.37% (1)	--	--	0.37% (1)	--	--
Mediterranean	1.48% (4)	--	--	0.74% (2)	0.74% (2)	--
Mexican Contemporary	0.37% (1)	--	--	0.37% (1)	--	--
Mexican Territorial	4.81% (13)	--	--	0.37% (1)	4.44% (12)	--
Organic Southwest	0.37% (1)	--	0.37% (1)	--	--	--
Pueblo/Santa Fe	5.56% (15)	--	--	1.85% (5)	3.70% (10)	--
Spanish Colonial	2.59% (7)	--	0.37% (1)	--	2.22% (6)	--
Spanish Contemporary	0.37% (1)	0.37% (1)	--	--	--	--
SW Contemporary	35.19% (95)	--	0.37% (1)	7.78% (21)	19.26% (52)	7.78% (21)
Territorial	8.52% (23)	--	0.74% (2)	2.59% (7)	5.19% (14)	--
Tuscan	15.19% (41)	--	2.22% (6)	8.52% (23)	4.44% (12)	--

259 Homes of the 270 Homes Sold That Have a Value for Floor Plan

Great Room	51.48% (139)
Kitchen By Itself	18.15% (49)
Kitchen/Family Room	26.30% (71)

269 Homes of the 270 Homes Sold That Have a Value for Direction Home Faces

E	3.33% (9)
N	7.41% (20)
NE	0.74% (2)
NW	11.85% (32)
S	32.59% (88)
SE	6.67% (18)
SW	26.30% (71)
W	10.74% (29)

This is the “tip of the iceberg” of what we can do. Having this information at our disposal means we do a better job of pricing homes, figuring out what a listing’s chief competitors are, figuring out what to say about our own listings, all of which leads to better outcomes for our listing clients. We’d welcome your comments or questions.