

February 1, 2026

Two homesites went under contract during January, Eagle Feather 387, listed for \$399,000 with no access to any membership[ (“NON”), and Gambel Quail 155, at a list price of \$795,000. It sold, NON, on January 29<sup>th</sup> for \$750,000. Not exactly a blistering start, but two contracts better than last year.

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

| Homesites               | 2022      | 2023      | 2024      | 2025      | 2025 vs. Avg. for Last Three Years | 2026 (YTD) | 2026 vs. Avg. for Last Three Years | 2026 vs. Last Year/ vs. Last Year YTD |
|-------------------------|-----------|-----------|-----------|-----------|------------------------------------|------------|------------------------------------|---------------------------------------|
| Total No. of Homesites: | <u>29</u> | <u>35</u> | <u>34</u> | <u>18</u> | 55%                                | <u>2</u>   | 7%                                 | 11%/0%                                |
| January                 | <u>7</u>  | <u>4</u>  | <u>2</u>  | --        | 0%                                 | <u>2</u>   | 100%                               | 0%/0%                                 |
| February                | <u>6</u>  | --        | <u>3</u>  | <u>2</u>  | 67%                                | --         | 0%                                 | 0%/0%                                 |
| March                   | <u>4</u>  | <u>6</u>  | <u>4</u>  | <u>2</u>  | 43%                                | --         | 0%                                 | 0%/0%                                 |
| April                   | <u>1</u>  | <u>5</u>  | <u>2</u>  | <u>2</u>  | 75%                                | --         | 0%                                 | 0%/0%                                 |
| May                     | <u>5</u>  | <u>4</u>  | <u>5</u>  | <u>3</u>  | 64%                                | --         | 0%                                 | 0%/0%                                 |
| June                    | <u>2</u>  | <u>4</u>  | <u>1</u>  | <u>1</u>  | 43%                                | --         | 0%                                 | 0%/0%                                 |
| July                    | <u>1</u>  | <u>4</u>  | <u>3</u>  | --        | 0%                                 | --         | 0%                                 | 0%/0%                                 |
| August                  | --        | <u>1</u>  | <u>1</u>  | --        | 0%                                 | --         | 0%                                 | 0%/0%                                 |
| September               | <u>1</u>  | <u>3</u>  | <u>3</u>  | <u>2</u>  | 86%                                | --         | 0%                                 | 0%/0%                                 |
| October                 | --        | <u>2</u>  | <u>6</u>  | <u>4</u>  | 150%                               | --         | 0%                                 | 0%/0%                                 |
| November                | --        | <u>1</u>  | <u>2</u>  | <u>1</u>  | 100%                               | --         | 0%                                 | 0%/0%                                 |
| December                | <u>2</u>  | <u>1</u>  | <u>2</u>  | <u>1</u>  | 60%                                | --         | 0%                                 | 0%/0%                                 |

**On Homesite Demand, Supply and Pricing:** As of the evening of February 1, there were nineteen homesites for sale in Desert Mountain (No Change (“NC”) from last month). Of these, two were offered with access to a Full Golf Membership (“FGA”), NC: Gambel Quail 257, listed for \$1,300,000, and Saguario Forest 338, at \$2,495,000 (NC). None of the remaining seventeen homesites had any membership access. The list price range of these “NON” sites was from a low of \$825,000 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 \$2,500,000, for Cintarosa Ranch 6 and Forest 342 (NC). The Average Days



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

Saguario

Forest 342 (NC). The Average Days

on Market for the FGA sites was 147, and 269 for the NON sites. No sites were offered with access to a Seven membership (“SEV”).

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

| Homes               | 2022                | 2023                | 2024                | 2025                | 2025 vs. Avg. for Last Three Years | 2026 (YTD)         | 2026 vs. Avg. for Last Three Years | 2026 vs. Last Year/vs. Last Year YTD |
|---------------------|---------------------|---------------------|---------------------|---------------------|------------------------------------|--------------------|------------------------------------|--------------------------------------|
| Total No. of Homes: | <a href="#">114</a> | <a href="#">146</a> | <a href="#">145</a> | <a href="#">113</a> | 84%                                | <a href="#">17</a> | 13%                                | 15%/100%                             |
| January             | <a href="#">5</a>   | <a href="#">10</a>  | <a href="#">9</a>   | <a href="#">17</a>  | 213%                               | <a href="#">17</a> | 142%                               | 100%/100%                            |
| February            | <a href="#">20</a>  | <a href="#">13</a>  | <a href="#">17</a>  | <a href="#">13</a>  | 78%                                | --                 | 0%                                 | 0%/100%                              |
| March               | <a href="#">19</a>  | <a href="#">16</a>  | <a href="#">23</a>  | <a href="#">11</a>  | 57%                                | --                 | 0%                                 | 0%/0%                                |
| April               | <a href="#">12</a>  | <a href="#">20</a>  | <a href="#">13</a>  | <a href="#">10</a>  | 67%                                | --                 | 0%                                 | 0%/0%                                |
| May                 | <a href="#">15</a>  | <a href="#">20</a>  | <a href="#">12</a>  | <a href="#">9</a>   | 57%                                | --                 | 0%                                 | 0%/0%                                |
| June                | <a href="#">8</a>   | <a href="#">15</a>  | <a href="#">12</a>  | <a href="#">8</a>   | 69%                                | --                 | 0%                                 | 0%/0%                                |
| July                | <a href="#">8</a>   | <a href="#">8</a>   | <a href="#">5</a>   | <a href="#">8</a>   | 114%                               | --                 | 0%                                 | 0%/0%                                |
| August              | <a href="#">2</a>   | <a href="#">11</a>  | <a href="#">7</a>   | <a href="#">7</a>   | 105%                               | --                 | 0%                                 | 0%/0%                                |
| September           | <a href="#">5</a>   | <a href="#">8</a>   | <a href="#">11</a>  | <a href="#">3</a>   | 38%                                | --                 | 0%                                 | 0%/0%                                |
| October             | <a href="#">4</a>   | <a href="#">9</a>   | <a href="#">16</a>  | <a href="#">9</a>   | 93%                                | --                 | 0%                                 | 0%/0%                                |
| November            | <a href="#">6</a>   | <a href="#">8</a>   | <a href="#">12</a>  | <a href="#">11</a>  | 127%                               | --                 | 0%                                 | 0%/0%                                |
| December            | <a href="#">10</a>  | <a href="#">8</a>   | <a href="#">8</a>   | <a href="#">7</a>   | 81%                                | --                 | 0%                                 | 0%/0%                                |

**Recent Home Demand:** Seventeen non-Seven homes went under contract in January, up ten from December! Of the seventeen, thirteen (+9) were offered FGA at list prices ranging from \$1,975,000 to \$7,500,000. None were offered with access to a Lifestyle Membership (“L”) (NC). The other four (+1) were offered NON ranging from a low list price of \$1,900,000 to a high of \$5,600,000. Seventeen ties last January, both of which were much higher than the previous three Januarys.

**Home Sale Details:** Of the eighty-nine resale/used, non-Seven homes that were *put under contract and closed* in the last 365 days (-14), fifty-seven were offered FGA -10), or 64.0%, and averaged 91 Days on Market (“DOM”) (-10); 4,783 square feet in size (“SF”), down from 4,867, and **\$785.56** on a Sale Price per Square Foot (“SPSF”) (up from \$784.80). Nine were offered L (NC), or 10.1%; 61 DOM (-2); 3,479 SF (NC); and \$692.05/SPSF (down from \$712.88). Twenty-three were offered NON (-4), or 25.8%; (95 DOM (+22); 4,036 SF (down from 4,239); and **\$634.43**/SPSF (down from \$650.62. None were offered with access to a Seven Membership (“SEV”) (NC).

Based on this data, **the actual premium paid for FGA vs. NON on a per square basis over the last year is \$785.56 – \$634.43 or \$151.13. On a 4,000 s.f. house, this is equal to \$604,520. 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 \$118,173 per year for buying a NON house and going on the wait list, NET OF THE CURRENT COST OF THE MEMBERSHIP. That**

would pay for a few super-special golf trips, much less off-campus greens fees, to compensate for waiting to have a Full Golf Membership.

**Current Inventory:** There were one hundred and fifteen home listings in “mainland Desert Mountain (non-Seven) as of February 1<sup>st</sup>. Seven were unstarted speculative homes (NC); two were under construction speculative homes (NC); and ninety-three were completed homes, five of which were speculative homes (NC). So, there were **one hundred and one** used resale listings.

**Breakdown by Membership Offered of the one hundred and one resale listings for sale:**

50 FGA (+4): **Total Price Range \$1,785,000 to \$25,000,000**; **Average Total List Price \$5,276,740** (down from \$5,442,456); **Average List Price per Square Foot \$894.00** (up from \$873.11); **Average Days on Market 161 (-1)**.

43 NON (+7): **Total Price Range \$1,295,000 to \$10,439,246**; **Average Total List Price \$3,102,134** (down from \$3,135,660); **Average List Price per Square Foot \$721.36** (down from \$721.65); **Average Days on Market 141 (-40)**.

7 L (+2): **Total Price Range \$1,650,000 to \$4,850,000**; **Average Total List Price \$3,374,286** (up from \$3,169,000); **Average List Price Per Square Foot \$662.01** (down from \$664.65); **Average Days on Market 131 (+6)**.

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 258**.

**Average LP/SF Premium FGA vs. NON: \$894.00 – \$721.36 = \$172.64, or \$690,560 on a 4,000 s. f. home.**

**On Housing Stock:** Our Housing Stock Analysis Report shows: 167 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy; 97 other homesites so owned by neighbors; and that 70 have been merged with other homesites. We show 2,063 completed homes, including 550 semi-custom homes and five completed specs; and 47 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 eighty-nine resale homes on the market today represent 4.32% of the 2,058 finished, used home inventory. Ten percent is considered to be “balanced.”

Our main website, [www.propertiesofdesertmountain.com](http://www.propertiesofdesertmountain.com), has been recently completely renovated and revised. If you are thinking of selling in Desert Mountain, look at the chart on the following page to see how well the popular agents or agent teams stack up against each other in metrics that matter, or should matter, to sellers and buyers. You might be surprised!

Sincerely,



Davis Driver

## Supplement

If you are interested in seeing some comparative data on how The Davis Driver Group has fared from a listing client's perspective over the last seven years compared to the other five agents or agent teams who sold at least fifty-one homes in this time frame, this table is for you. For more details on the topic, please visit the Seller's Track on our website:

[www.PropertiesofDesertMountain.com](http://www.PropertiesofDesertMountain.com)

| Desert Mountain "Top Five" Listing Agent Performance Analysis - <i>From a Client's Perspective</i> |                    |  |          |   |          |   |        |          |   |        |          |   |        |  |           |
|--|--------------------|--|----------|---|----------|---|--------|----------|---|--------|----------|---|--------|--|-----------|
| Seven Years' of Data ending January 6, 2026 - Fifty-One Minimum Sales                              |                    |  |          |   |          |   |        |          |   |        |          |   |        |  |           |
| Used Resale Home Sales Only; No Sales Included with Zero Days on Market; No Sales in Seven         |                    |  |          |   |          |   |        |          |   |        |          |   |        |  |           |
| Agent or Team  | # of Sold Listings | Avg. % Discount from Original List Price (lower is better from a client's perspective) / Ranking |          | Avg. Days on Market (lower is better from a client's perspective) / Ranking |          | No. Sold for List Price or More / Percentage (higher is better from a client's perspective) / Ranking |        |          | No. Sold at 10% of More Discount / Percentage (lower is better from a client's perspective) / Ranking |        |          | No. Sold at 10% or more Discount to Own Buyer Rep Client / Percentage (lower is better from a client's perspective) / Ranking |        | No. of Non-Seven, Used DM Home Listings as of 01/06/2026 (lower is better from a client's perspective) |           |
| Agent or Team A  | 181                | 7.90%  | 3        | 135   | 3        | 26  | 14.36% | 3        | 57  | 31.49% | 3        | 11  | 19.30% | <b>5</b>   | <b>10</b> |
| Agent or Team B  | 104                | 8.91%  | <b>4</b> | 158   | <b>5</b> | 13  | 12.50% | <b>5</b> | 38  | 36.54% | <b>4</b> | 12  | 31.58% | <b>4</b>   | <b>12</b> |
| Agent or Team C  | 72                 | 7.63%  | 2        | 129   | 2        | 16  | 22.22% | 2        | 22  | 30.56% | 2        | 3   | 13.64% | 3  | 4         |
| <b>The Davis Driver Group</b>  | 55                 | 5.16%  | <b>1</b> | 97  | <b>1</b> | 18  | 32.73% | <b>1</b> | 13  | 23.64% | <b>1</b> | 1   | 7.69%  | <b>1</b>   | <b>1</b>  |
| Agent or Team D  | 51                 | 10.08%   | <b>5</b> | 141   | <b>4</b> | 7   | 13.73% | <b>4</b> | 19  | 37.25% | <b>5</b> | 2   | 10.53% | 2  | 9         |

Our Ave. Days on Market of 97 was 49.5 days/1.65 months less than the Average Days on Market for the top two (volume-wise) agents or agent teams, worth roughly \$40,303 in out-of-pocket savings alone to a client on a \$5,000,000 sale, calculated as follows: 1.65 months worth of 2026 Club Dues (\$2,472) is \$4,079. One month of home operating expenses was estimated to be \$3,500. 1.65 times this amount is \$5,775. The opportunity cost at 4% on net sales proceeds of \$5,000,000 for 49 days is \$26,849. Assuming six extra showings in that extra 1.65 months means two people have to kill an hour each, for a total of twelve hours; twelve hours at \$300 per hour is \$3,600. While difficult to precisely measure, the financial benefits to a listing client that flow from pricing accurately and selling quickly would likely dwarf these savings. Since our Average Days on Market is 33.79% less, and our Average Discount from Original List is 38.64% less than the respective averages of the top two agents or agent teams, we think our strategy of accurate pricing (in turn, built on our better competition analysis, due to having better data and taking more time to delve into it) and better presentation (including expensive, true on-camera videos; more carefully written property "blurbs"; and detailed notes on each photo in the MLS explaining what it is in the photo that we want to viewer to focus on) returns tremendous value to our clients. Our tagline, "Know More. Do More. Aim Higher." pays off for our clients.

#6 ranked agent or team in terms of number of sales had 44 sales; # 7 had only 27.

All data is from the local Multiple Listing Service using their indicated "Listing Date" and "Off Market" Date. No accounting made for Temporarily Off Market Periods.  
Every effort has been made to ensure the data's accuracy but that cannot be 100% guaranteed.

All the firms other than The Davis Driver Group work for the same brokerage firm in the same location.