

April 1, 2026

Zero homesites went under contract last month. We are still one ahead, YTD, of last year's activity.

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>5</u>	17%	28%/125%
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%	<u>3</u>	180%	150%/250%
March	<u>4</u>	<u>6</u>	<u>4</u>	<u>2</u>	43%	--	0%	0%/125%
April	<u>1</u>	<u>5</u>	<u>2</u>	<u>2</u>	75%	--	0%	0%/125%
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 morning of April 1, there were twenty-three homesites for sale in Desert Mountain (+2 from last month). Of these, two were offered FGA (+1), Saguaro Forest 338 listed at \$2,495,000 (NC), and Grey Fox 140 listed at \$1,375,000. The other twenty-one (+1)



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

were NON. The list price range of these sites was from a low of \$550,000 (down from \$825,000) to a high of \$10,000,000 (NC, with three listed at this price). NOTE: These three lots are listed that high for fraud defense. Otherwise, the highest list price is \$7,000,000, for Lost Star 36; next is \$2,800,000, for Saguaro Forest 88. The Days on Market for the FGA sites was 91, and 316 for the NON sites. No sites were offered with access to a Seven membership (“SEV”), or with access to a Lifestyle membership (“L”).

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:	114	146	146	114	84%	40	30%	35%/93%
January	5	10	9	18	225%	15	122%	83%/83%
February	20	13	17	13	78%	13	91%	100%/90%
March	19	16	23	11	57%	12	72%	109%/95%
April	12	20	14	10	65%	--	0%	0%/93%
May	15	20	12	9	57%	--	0%	0%/0%
June	8	15	12	8	69%	--	0%	0%/0%
July	8	8	5	8	114%	--	0%	0%/0%
August	2	11	7	7	105%	--	0%	0%/0%
September	5	8	11	3	38%	--	0%	0%/0%
October	4	9	16	9	93%	--	0%	0%/0%
November	6	8	12	11	127%	--	0%	0%/0%
December	10	8	8	7	81%	--	0%	0%/0%

Recent Home Demand: Twelve non-Seven homes went under contract in March, one less than February. Of these, eleven (+3) were FGA listed from \$1,550,000 to \$12,500,000. None were offered L (-1). The other one (-5) was offered NON listed at \$1,595,000. Two fewer homes have been spoken for in 2026 compared to the same period in 2025.

Home Sale Details: Of the **eighty-nine** resale/used, non-Seven homes that were *put under contract and closed* in the last 365 days (+1), sixty were offered FGA (+2), or 67.4%, and averaged 101 Days on Market (“DOM”) (+7); 4,679 square feet in size (“SF”), down from 4,741, and **\$746.06** on a Sale Price per Square Foot (“SPSF”) (down from \$768.11). Five were offered L (-1), or 5.6; 54 DOM (-29); 3,817 SF (up from 3,590); and \$672.83/SPSF (up from \$672.07). Twenty-four were offered NON (NC), or 27.0%; 104 DOM (+8); 4,025 SF (up from 3,962); and **\$658.00**/SPSF (up from \$641.25). 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 \$746.06 – \$658.00 or \$88.06. On a 4,000 s.f. house, this is equal to \$352,240 (down from \$507,440 last month). Based on the current initiation fee of \$250,000 for a Full Golf Membership, if the Wait List is three years, someone could pay themselves \$34,080 per year for buying an average priced NON house and going on the wait list, NET OF THE CURRENT COST OF THE MEMBERSHIP. That could pay for a few golf trips, or a lot of off-campus greens fees, to compensate for waiting to have a Full Golf Membership.**

Current Inventory: There were one hundred and thirty-six home *listings* in “mainland Desert Mountain (non-Seven) as of April 1st (+8). Nine were unstarted speculative homes (NC); two were under

construction speculative homes (-2); and one hundred and twenty-five were completed homes (+10), six of which were speculative homes (+2). So, there were **one hundred and nineteen** used resale listings (+8).

Breakdown by Membership Access Offered of the one hundred and nineteen used resale listings:

64 FGA (+2): Total Price Range \$1,725,000 to \$18,900,000 (vs. \$1,550,000 and \$18,900,000); Average Total List Price \$5,188,359 (up from \$5,153,387); Average List Price per Square Foot **\$913.64** (up from \$910.82; Average Days on Market 131 (-6).

45 NON (+4): Total Price Range \$1,295,000 to \$9,950,00 (NC); Average Total List Price \$2,885,233 (down from \$3,082,549); Average List Price per Square Foot **\$699.56** (down from \$721.30; Average Days on Market 167 (+5).

8 L (+1): Total Price Range \$1,650,000 to \$5,795,000 (NC); Average Total List Price \$3,656,875 (down from \$3,779,286); Average List Price Per Square Foot \$754.13 (up from \$662.01); Average Days on Market 153 (+22).

2 SEV (+1): Total Price Range \$2,097,000 to \$2,750,000; Average Total List Price \$2,423,500; Average List Price Per Square Foot \$866.43; Average Days on Market 171.

Average LP/SF Premium FGA vs. NON: \$913.64 – \$699.56 = \$214.08, or \$856,320 over 4,000 s. f.

On Housing Stock: Our *Housing Stock Analysis Report* shows: 164 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy; 94 other homesites so owned by neighbors; and that 70 have been merged with other homesites. We show 2,078 completed homes, including 550 semi-custom homes and six completed specs; and 39 new homes under construction (with the most active villages being The Saguaro Forest with eight, Mountain Skyline with seven, and Gambel Quail with six). The one hundred and nineteen, used, resale homes on the market today represent 5.7% of the 2,072 finished, used home inventory. Ten percent is considered to be “balanced.”

Our main website, www.propertiesofdesertmountain.com, has been recently completely renovated and revised, showcasing our proprietary market research tools (as this article does) and the vastly superior performance we gain for our clients in using those tools in selling homes in Desert Mountain compared to our logical competition. If you are thinking of selling in Desert Mountain, you could profit greatly by spending a few minutes looking it over. If you are thinking of buying, we will save you a lot of time and money, too!

Sincerely,



Davis Driver

Please enjoy the details in this month's Supplement!

**Buying Decisions - Market Velocity - by Sales Price per Square Foot
Used Resale Homes
Membership: Full Golf Available from Seller**

	Homes Sold Over the Last Four Years by Sales Price/SF					Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
	April 2, 2022 to April 1, 2023	April 2, 2023 to April 1, 2024	April 2, 2024 to April 1, 2025	April 2, 2025 to April 1, 2026	Totals for Four Years			
\$300 to \$349.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$350 to \$399.99	<u>1</u>	<u>2</u>	<u>2</u>	<u>1</u>	<u>6</u>	--	--	Infinite - No Current Supply
\$400 to \$449.99	<u>4</u>	<u>1</u>	<u>2</u>	<u>1</u>	<u>8</u>	<u>1</u>	--	Infinite - No Current Supply
\$450 to \$499.99	<u>3</u>	<u>3</u>	<u>2</u>	<u>5</u>	<u>13</u>	--	<u>1</u>	3.43
\$500 to \$549.99	<u>3</u>	<u>11</u>	<u>7</u>	<u>6</u>	<u>27</u>	--	<u>3</u>	5.54
\$550 to \$599.99	<u>7</u>	<u>11</u>	<u>5</u>	<u>4</u>	<u>27</u>	--	<u>3</u>	8.00
\$600 to \$649.99	<u>9</u>	<u>13</u>	<u>14</u>	<u>8</u>	<u>44</u>	<u>1</u>	--	Infinite - No Current Supply
\$650 to \$699.99	<u>10</u>	<u>15</u>	<u>8</u>	<u>4</u>	<u>37</u>	<u>2</u>	<u>9</u>	15.43
\$700 to \$749.99	<u>10</u>	<u>10</u>	<u>5</u>	<u>8</u>	<u>33</u>	<u>1</u>	<u>6</u>	10.29
\$750 to \$799.99	<u>5</u>	<u>6</u>	<u>11</u>	<u>6</u>	<u>28</u>	<u>1</u>	<u>5</u>	6.67
\$800 to \$899.99	<u>5</u>	<u>4</u>	<u>11</u>	<u>9</u>	<u>29</u>	<u>3</u>	<u>4</u>	4.17
\$900 to \$999.99	<u>1</u>	<u>3</u>	<u>10</u>	<u>12</u>	<u>26</u>	--	<u>13</u>	14.18
\$1000 to \$1499.99	<u>3</u>	<u>5</u>	<u>10</u>	<u>9</u>	<u>27</u>	<u>4</u>	<u>25</u>	26.09
\$1500 to \$1999.99	--	<u>1</u>	--	<u>1</u>	<u>2</u>	<u>1</u>	<u>1</u>	12.00
\$2,000 and up	--	--	--	--	--	--	<u>2</u>	Infinite - No Recent Demand
Total	61	85	87	74		14	72	

**Buying Decisions - Market Velocity - by Sales Price per Square Foot
Used Resale Homes
Membership: Lifestyle Available from Seller**

	Homes Sold Over the Last Four Years by Sales Price/SF					Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
	April 2, 2022 to April 1, 2023	April 2, 2023 to April 1, 2024	April 2, 2024 to April 1, 2025	April 2, 2025 to April 1, 2026	Totals for Four Years			
\$300 to \$349.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$350 to \$399.99	--	--	--	--	--	--	1	Infinite - No Recent Demand
\$400 to \$449.99	1	2	--	--	3	--	--	Infinite - No Current Supply
\$450 to \$499.99	1	3	2	--	6	--	--	Infinite - No Current Supply
\$500 to \$549.99	--	3	1	1	5	--	2	24.00
\$550 to \$599.99	1	1	2	--	4	--	--	Infinite - No Current Supply
\$600 to \$649.99	1	1	3	--	5	--	2	16.00
\$650 to \$699.99	2	--	2	2	6	--	--	Infinite - No Current Supply
\$700 to \$749.99	--	--	1	2	3	--	--	Infinite - No Current Supply
\$750 to \$799.99	1	--	1	1	3	--	2	24.00
\$800 to \$899.99	--	--	1	--	1	--	--	Infinite - No Current Supply
\$900 to \$999.99	--	--	3	--	3	--	--	Infinite - No Current Supply
\$1000 to \$1499.99	--	--	--	--	--	--	1	Infinite - No Recent Demand
\$1500 to \$1999.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$2,000 and up	--	--	--	--	--	--	--	Infinite - No Current Supply
Total	7	10	16	6		0	8	

**Buying Decisions - Market Velocity - by Sales Price per Square Foot
Used Resale Homes
Membership: Membership Not Included**

	Homes Sold Over the Last Four Years by Sales Price/SF					Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
	April 2, 2022 to April 1, 2023	April 2, 2023 to April 1, 2024	April 2, 2024 to April 1, 2025	April 2, 2025 to April 1, 2026	Totals for Four Years			
\$300 to \$349.99	<u>1</u>	--	<u>1</u>	<u>1</u>	<u>3</u>	--	--	Infinite - No Current Supply
\$350 to \$399.99	<u>4</u>	<u>2</u>	--	--	<u>6</u>	--	--	Infinite - No Current Supply
\$400 to \$449.99	<u>4</u>	<u>4</u>	<u>3</u>	<u>2</u>	<u>13</u>	--	<u>1</u>	4.80
\$450 to \$499.99	<u>2</u>	<u>4</u>	<u>4</u>	<u>3</u>	<u>13</u>	--	<u>5</u>	17.14
\$500 to \$549.99	<u>9</u>	<u>9</u>	<u>8</u>	<u>5</u>	<u>31</u>	--	<u>5</u>	9.23
\$550 to \$599.99	<u>4</u>	<u>7</u>	<u>4</u>	<u>2</u>	<u>17</u>	--	<u>4</u>	16.00
\$600 to \$649.99	<u>8</u>	<u>1</u>	<u>7</u>	<u>3</u>	<u>19</u>	--	<u>6</u>	14.40
\$650 to \$699.99	<u>5</u>	<u>1</u>	<u>2</u>	<u>1</u>	<u>9</u>	<u>1</u>	<u>5</u>	30.00
\$700 to \$749.99	<u>5</u>	<u>1</u>	<u>4</u>	<u>3</u>	<u>13</u>	--	<u>6</u>	20.57
\$750 to \$799.99	<u>5</u>	<u>5</u>	<u>3</u>	<u>4</u>	<u>17</u>	--	<u>4</u>	13.71
\$800 to \$899.99	<u>4</u>	<u>7</u>	<u>9</u>	<u>1</u>	<u>21</u>	<u>3</u>	<u>7</u>	12.92
\$900 to \$999.99	<u>1</u>	--	<u>3</u>	<u>2</u>	<u>6</u>	--	<u>5</u>	24.00
\$1000 to \$1499.99	<u>1</u>	<u>2</u>	<u>1</u>	<u>2</u>	<u>6</u>	--	<u>6</u>	48.00
\$1500 to \$1999.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$2,000 and up	--	--	--	--	--	--	--	Infinite - No Current Supply
Total	53	43	49	29		4	54	

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

	Homes Sold Over the Last Four Years by House Size					Pending	Number of Homes Currently Listed in this Size Range	Indicated Months Supply based on last twenty-four months of demand
	April 2, 2022 to April 1, 2023	April 2, 2023 to April 1, 2024	April 2, 2024 to April 1, 2025	April 2, 2025 to April 1, 2026	Totals for Four Years			
Under 2,000 square feet	<u>1</u>	<u>2</u>	--	--	<u>3</u>	<u>1</u>	--	Infinite - No Current Supply
2,000 to 2,999	<u>15</u>	<u>27</u>	<u>27</u>	<u>16</u>	<u>85</u>	<u>2</u>	<u>18</u>	9.60
3,000 to 3,999	<u>23</u>	<u>40</u>	<u>30</u>	<u>22</u>	<u>115</u>	<u>5</u>	<u>23</u>	9.68
4,000 to 4,999	<u>34</u>	<u>42</u>	<u>37</u>	<u>28</u>	<u>141</u>	<u>4</u>	<u>31</u>	10.78
5,000 to 5,999	<u>17</u>	<u>27</u>	<u>18</u>	<u>15</u>	<u>77</u>	<u>1</u>	<u>29</u>	20.47
6,000 to 6,999	<u>9</u>	<u>9</u>	<u>13</u>	<u>8</u>	<u>39</u>	<u>1</u>	<u>15</u>	16.36
7,000 to 7,999	<u>4</u>	<u>6</u>	<u>9</u>	<u>3</u>	<u>22</u>	<u>2</u>	<u>14</u>	24.00
8,000 to 8,999	<u>3</u>	<u>1</u>	<u>2</u>	<u>1</u>	<u>7</u>	<u>1</u>	<u>2</u>	12.00
9,000 to 9,999	<u>1</u>	<u>2</u>	<u>3</u>	--	<u>6</u>	--	<u>3</u>	24.00
10,000 to 10,999	<u>1</u>	--	--	--	<u>1</u>	--	<u>1</u>	Infinite - No Recent Demand
11,000 to 11,999	--	--	--	<u>1</u>	<u>1</u>	<u>1</u>	--	Infinite - No Current Supply
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	108	156	140	94		18	136	

Desert Mountain Housing Stock Analysis

March 31, 2026

Village	Total Possible Homes	Completed	Under Const.*	In Design	Mar-26 Total	Built Out %	Vacant Homesites Not Owned by a Neighbor	Vacant Homesites Owned by a Neighbor	Lots merged into others
Custom Home Villages									
Apache Peak	<u>166</u>	<u>144</u>	<u>2</u>	<u>2</u>	148	87%	<u>4</u>	<u>14</u>	<u>3</u>
Arrowhead	<u>72</u>	<u>64</u>	<u>3</u>	0	67	89%	<u>5</u>	0	<u>3</u>
Cintarosa Ranch	<u>21</u>	<u>12</u>	<u>1</u>	0	13	57%	<u>7</u>	0	<u>1</u>
Cochise/Geronimo Village	<u>32</u>	<u>27</u>	0	<u>1</u>	28	84%	<u>1</u>	<u>3</u>	<u>1</u>
Deer Run	<u>16</u>	<u>14</u>	0	0	14	88%	<u>1</u>	<u>1</u>	<u>1</u>
Eagle Feather	<u>123</u>	<u>94</u>	<u>2</u>	<u>2</u>	98	76%	<u>23</u>	<u>2</u>	<u>5</u>
Gambel Quail	<u>199</u>	<u>167</u>	<u>6</u>	<u>6</u>	179	84%	<u>16</u>	<u>4</u>	<u>6</u>
Gambel Quail Preserve	<u>63</u>	<u>54</u>	0	0	54	86%	<u>8</u>	<u>1</u>	<u>3</u>
Grey Fox	<u>173</u>	<u>133</u>	<u>1</u>	<u>5</u>	139	77%	<u>18</u>	<u>15</u>	<u>11</u>
Lone Mountain	<u>60</u>	<u>38</u>	<u>1</u>	<u>4</u>	43	63%	<u>15</u>	<u>2</u>	<u>4</u>
Lost Star	<u>50</u>	<u>43</u>	<u>2</u>	0	45	86%	<u>4</u>	<u>1</u>	0
Mountain Skyline	<u>110</u>	<u>88</u>	<u>7</u>	0	95	80%	<u>10</u>	<u>5</u>	<u>1</u>
Painted Sky	<u>97</u>	<u>85</u>	<u>3</u>	<u>3</u>	91	88%	<u>5</u>	0	<u>2</u>
Rose Quartz	<u>84</u>	<u>68</u>	0	<u>1</u>	69	81%	<u>9</u>	<u>6</u>	<u>10</u>
Saguaro Forest	<u>313</u>	<u>249</u>	<u>8</u>	<u>6</u>	263	80%	<u>30</u>	<u>20</u>	<u>9</u>
Seven Arrows	<u>29</u>	<u>27</u>	0	0	27	93%	0	<u>2</u>	<u>1</u>
Sunrise	<u>128</u>	<u>115</u>	<u>2</u>	<u>4</u>	121	90%	<u>3</u>	<u>4</u>	<u>2</u>
Sunset Canyon	<u>71</u>	<u>57</u>	0	<u>1</u>	58	80%	<u>5</u>	<u>8</u>	<u>1</u>
Turquoise Ridge	<u>56</u>	<u>49</u>	<u>1</u>	0	50	88%	0	<u>6</u>	<u>6</u>
Custom Home Totals	1,863	1,528	39	35	1,602	82%	164	94	70
Semi-Custom Home Villages									
Chiricahua Villas	<u>21</u>	<u>21</u>	0	0	21	100%	0	0	0
Apache Cottages	<u>61</u>	<u>61</u>	0	0	61	100%	0	0	0
Cochise Ridge	<u>99</u>	<u>99</u>	0	0	99	100%	0	<u>1</u>	0
Desert Fairways	<u>40</u>	<u>40</u>	0	0	40	100%	0	0	0
Desert Greens	<u>37</u>	<u>37</u>	0	0	37	100%	0	0	0
Desert Hills	<u>46</u>	<u>46</u>	0	0	46	100%	0	0	0
Desert Horizons	<u>47</u>	<u>47</u>	0	0	47	100%	<u>1</u>	0	0
Haciendas	<u>38</u>	<u>38</u>	0	0	38	100%	0	0	0
Lookout Ridge	<u>56</u>	<u>56</u>	0	0	56	100%	0	0	0
Renegade Trail	<u>18</u>	<u>18</u>	0	0	18	100%	0	0	0
Sonoran Cottages	<u>50</u>	<u>50</u>	0	0	50	100%	0	0	0
Sonoran Ridge	<u>37</u>	<u>37</u>	0	0	37	100%	0	0	0
Semi-Custom Home Totals	550	550	0	0	550	100%	1	1	0
Grand Totals	2,413	2,078	39	35	2,152	86%	165	95	70

* Refers to new construction only, not remodeling.