

June 1, 2026

No homesites went under contract in May. However, Saguaro Forest 107 was placed under contract by us in April but not recorded by the agent in the MLS until May, when it also closed. So, it is retroactively being shown in April. We represented the buyer in this \$1,825,000, no membership access sale.

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>36</u>	<u>34</u>	<u>19</u>	58%	<u>6</u>	20%	32%/67%
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%	<u>1</u>	33%	50%/100%
May	<u>5</u>	<u>4</u>	<u>5</u>	<u>3</u>	64%	--	0%	0%/67%
June	<u>2</u>	<u>4</u>	<u>1</u>	<u>1</u>	43%	--	0%	0%/67%
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>2</u>	<u>2</u>	<u>2</u>	100%	--	0%	0%/0%

On Homesite Demand, Supply and Pricing: As of the morning of June 1, there were **twenty-five homesites for sale** in Desert Mountain (-1 from last month). Of these, two were offered with access to a Full Golf Membership (“FGA”) (NC), Saguaro Forest 338 listed at \$2,495,000 (NC), and Grey Fox 140 listed at \$1,375,000 (N/C). The other twenty-three (-1) were offered without access to any membership (NON). The list price range of these sites was from a low of \$524,900 (NC) 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 \$2,900,000, for Saguaro Forest 153 and 154 (each). The Average Days on Market for the FGA sites was 152, and 310 for the NON sites. No sites were offered with access to a



The Davis Driver Group
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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:	<u>114</u>	<u>146</u>	<u>146</u>	<u>114</u>	84%	<u>72</u>	53%	63%/116%
January	<u>5</u>	<u>10</u>	<u>9</u>	<u>18</u>	225%	<u>15</u>	122%	83%/83%
February	<u>20</u>	<u>13</u>	<u>17</u>	<u>13</u>	78%	<u>12</u>	84%	92%/87%
March	<u>19</u>	<u>16</u>	<u>23</u>	<u>11</u>	57%	<u>11</u>	66%	100%/90%
April	<u>12</u>	<u>20</u>	<u>14</u>	<u>10</u>	65%	<u>16</u>	109%	160%/104%
May	<u>15</u>	<u>20</u>	<u>12</u>	<u>9</u>	57%	<u>18</u>	132%	200%/118%
June	<u>8</u>	<u>15</u>	<u>12</u>	<u>8</u>	69%	--	0%	0%/116%
July	<u>8</u>	<u>8</u>	<u>5</u>	<u>8</u>	114%	--	0%	0%/0%
August	<u>2</u>	<u>11</u>	<u>7</u>	<u>7</u>	105%	--	0%	0%/0%
September	<u>5</u>	<u>8</u>	<u>11</u>	<u>3</u>	38%	--	0%	0%/0%
October	<u>4</u>	<u>9</u>	<u>16</u>	<u>9</u>	93%	--	0%	0%/0%
November	<u>6</u>	<u>8</u>	<u>12</u>	<u>11</u>	127%	--	0%	0%/0%
December	<u>10</u>	<u>8</u>	<u>8</u>	<u>7</u>	81%	--	0%	0%/0%

Recent Home Demand: Eighteen non-Seven homes went under contract in May, two more than April. Of these, eight (-6) were FGA listed from \$1,700,000 to \$6,200,000. None were offered L (NC) or SEV (NC). The other ten (+6) were offered NON listed from \$1,400,000 to \$5,495,000. Eleven more homes have been spoken for in 2026 compared to the same period in 2025.

Home Sale Details: Of the **one hundred** resale/used, non-Seven homes that were **put under contract and closed** between June 1, 2025 and May 31, 2026 (+11), seventy-one were offered FGA (+9), or 71.0%, and averaged 119 Days on Market (“DOM”) (-2); 4,681 square feet in size (“SF”), up from 4,628, and **\$747.47** on a Sale Price per Square Foot (“SPSF”) (down from \$750.23. Four were offered L (NC), or 4.0%; 64 DOM (NC); 3,458 SF (up from 3,428); and \$659.13/SPSF (NC). Twenty-five were offered NON (+3), or 25.0%; 125 DOM (+9); 3,981 SF (down from 4,129); and **\$659.84**/SPSF (up from \$650.69). 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 \$747.47 – \$659.84, or \$87.63 (down from \$99.54). On a 4,000 s.f. house, this is equal to \$350.520 (down from \$398.160 last month). Based on the current initiation fee of \$250,000 for a Full Golf Membership, if the Wait List is four years (recently up from three, according to the Membership Department) someone could pay themselves \$25,130 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: As of the morning of June 1, 2026, there were **one hundred and fifteen home listings for sale** in “mainland Desert Mountain (non-Seven). Of these, ten were unstarted speculative homes (NC); two were under construction speculative homes (+1); and one hundred and three were completed homes, seven of which were speculative homes (-1). There were **ninety-six** used resale listings.

Breakdown by Membership Access Offered of the **ninety-six used resale listings:**

51 FGA (-7): Total Price Range \$1,795,000 to \$15,000,000 (vs. \$1,700,000 and \$15,000,000); Average Total List Price \$4,885,559 (down from \$4,901,508); Average List Price per Square Foot **\$855.87** (down from \$871.23; Average Days on Market 158.

35 NON (-9): Total Price Range \$1,295,000 (NC) to \$7,950,000 (down from \$8,950,000); Average Total List Price \$2,825,229 (up from \$2,812,833); Average List Price per Square Foot **\$685.69** (down from \$697.54; Average Days on Market 195.

8 L (+1): Total Price Range \$1,650,000 (NC) to \$5,300,000 (NC); Average Total List Price \$3,571,875 (down from \$3,662,222); Average List Price Per Square Foot \$704.38 (down from \$721.99); Average Days on Market 163.

2 SEV (+1): Total Price Range \$1,890,000 to \$2,097,000; Average Total List Price \$1,993,500 (down from \$2,423,500); Average List Price Per Square Foot \$818.45 (down from \$866.43); Average Days on Market 52.

Average LP/SF Premium FGA vs. NON: \$855.87 – \$685.69 = \$170.18, or **\$680,720 over 4,000 s. f. (down from \$694,760).**

On Housing Stock: Our *Housing Stock Analysis Report* shows: 160 custom homesites have no construction on them and are not owned by a neighbor to protect views or privacy (-1); 94 other homesites are so owned by neighbors (NC); and 69 have been merged with other homesites (NC). We show 2,082 completed homes (+3), including 550 semi-custom homes and seven completed specs; and 39 new homes under construction (-2) (with the most active villages being The Saguaro Forest with eight, Gambel Quail with seven, and Mountain Skyline with 6). The 96 used resale homes on the market today represent 4.63% of the 2,075 finished, used home inventory. Ten percent is considered “balanced.”

Our main website, www.propertiesofdesertmountain.com, highlights 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 or buying homes in Desert Mountain compared to our logical competition. If you would like to have this article emailed to you on the 1st of each month, please let me know.

Sincerely,



Davis Driver