

July 1, 2026

One homesite went under contract in June. And, an update – one *did* go under contract in May, contrary to our last report. It was not reported until after June 1. (See www.propertiesofdesertmountain.com for details).

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>8</u>	27%	42%/80%
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%	<u>1</u>	25%	33%/78%
June	<u>2</u>	<u>4</u>	<u>1</u>	<u>1</u>	43%	<u>1</u>	50%	100%/80%
July	<u>1</u>	<u>4</u>	<u>3</u>	--	0%	--	0%	0%/80%
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 July 1, there were twenty homesites for sale in Desert Mountain (-5 from last month). Of these, only one was offered with access to a Full Golf Membership (“FGA”) (-1), Saguaro Forest 338 listed at \$2,495,000 (NC). The other nineteen (-4) were

offered with no 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 site was 253 and 303 for the NON sites. No sites were offered with access to a Seven membership (“SEV”), or with access to a Lifestyle membership (“L”).



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

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>85</u>	63%	75%/121%
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>17</u>	124%	189%/116%
June	<u>8</u>	<u>15</u>	<u>12</u>	<u>8</u>	69%	<u>14</u>	120%	175%/123%
July	<u>8</u>	<u>8</u>	<u>5</u>	<u>8</u>	114%	--	0%	0%/121%
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: Fourteen non-Seven homes went under contract in June, three more than May. Of these, six (-2) were FGA listed from \$1,950,000 to \$5,280,000. Two were offered L (+2) and zero with SEV (NC). The other six (-4) offered NON were listed from \$1,350,000 to \$5,988,000. Sixteen more homes have been spoken for in 2026 compared to the same period in 2025 (69).

Home Sale Details: Of the **106** resale/used, non-Seven homes *put under contract and closed* between July 1, 2025 and June 30, 2026 (+6 vs. same prior period):

- **FGA - 72** (+1), or 67.9%, and averaged 124 Days on Market (“DOM”) (+5); 4,646 square feet in size (“SF”), (down from 4,681); and **\$747.54** on a Sale Price per Square Foot (“SPSF”) (down from \$747.47).
- **L - 4** (NC), or 3.8%; 64 DOM (NC); 3,458 SF (down from 3,753); and \$659.13/SPSF (up from \$626.98).
- **NON - 30** (+5), or 28.3%; 146 DOM (+21); 3,753 SF (down from 3,981); and **\$626.98**/SPSF (down from \$659.84).
- **SEV - 0**. (NC).

Based on this data, the actual premium paid for FGA vs. NON on a per square basis over the last year is \$747.54 – \$626.98, or \$120.56 (up from \$87.63). On a 4,000 s.f. house, this is equal to \$482,240 (up from \$350,520 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 \$58,060 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 July 1, 2026 (after around a dozen expirations), there were **95 for sale home listings** in “mainland Desert Mountain (non-Seven) (-20). Of these, 8 were unstarted speculative homes (-2); 1 was an construction speculative home (-1); and 86 were completed homes, 6 of which were speculative homes (-1). All this left **80 used resale listings**.

Breakdown by Membership Access Offered of these 80 used resale listings:

39 FGA (-12): Total Price Range \$1,750,000 to \$15,000,000 (vs. \$1,795,000 and \$15,000,000); Average Total List Price \$4,647,7321 (down from \$4,885,559); Average List Price per Square Foot **\$822.95** (down from \$855.87; Average Days on Market 149 (down from 158).

36 NON (+1): Total Price Range \$1,095,000 to \$8,500,000 (vs. \$1,295,000 and \$7,950,000); Average Total List Price \$2,956,611 (up from \$2,825,229); Average List Price per Square Foot **\$688.04** (up from \$685.69; Average Days on Market 203 (up from 195).

3 L (-5): Total Price Range \$2,750,000 to \$3,700,000 (vs. \$1,650,000 to \$5,300,000); Average Total List Price \$3,300,000 (down from \$3,571,875); Average List Price Per Square Foot \$645.41 (down from \$704.38); Average Days on Market 124 (down from 163).

2 SEV (+1): Total Price Range \$1,749,000 to \$2,097,000 (vs. \$1,890,000 to \$2,097,000); Average Total List Price \$1,923,000 (down from \$1,993,500); Average List Price Per Square Foot \$785.11 (down from \$818.45); Average Days on Market 82 (up from 52).

Average LP/SF Premium FGA vs. NON: \$882.95 – \$688.04 = \$194.91, or \$779,640 over 4,000 s. f. (up from \$680,720).

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 (NC); 94 other homesites are so owned by neighbors (NC); and 69 have been merged with other homesites (NC). We show 2,083 completed homes (+1), including 550 semi-custom homes and six completed specs; and 38 new homes under construction (-1) (with the most active villages being The Saguaro Forest with eight, Gambel Quail with seven, and Mountain Skyline with six). The 80 used resale homes on the market today represent 3.9% of the 2,077 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. Please pass this on to friends in Desert Mountain!

Sincerely,



Davis Driver