

August 1, 2026

One homesite went under contract in July, Rose Quartz 3, listed for \$770,000, with no access to any membership (“NON”).

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:	29	36	34	19	58%	9	30%	47%/90%
January	7	4	2	--	0%	2	100%	0%/0%
February	6	--	3	2	67%	3	180%	150%/250%
March	4	6	4	2	43%	--	0%	0%/125%
April	1	5	2	2	75%	1	33%	50%/100%
May	5	4	5	3	64%	1	25%	33%/78%
June	2	4	1	1	43%	1	50%	100%/80%
July	1	4	3	--	0%	1	43%	0%/90%
August	--	1	1	--	0%	--	0%	0%/90%
September	1	3	3	2	86%	--	0%	0%/0%
October	--	2	6	4	150%	--	0%	0%/0%
November	--	1	2	1	100%	--	0%	0%/0%
December	2	2	2	2	100%	--	0%	0%/0%

On Homesite Demand, Supply and Pricing: As of the morning of August 1, there were **nineteen homesites for sale** in Desert Mountain (-1 from last month). Of these, only one was offered with access to a Full Golf Membership (“FGA”) (No Change, or “NC”), Saguaro Forest 338 listed at \$2,495,000 (NC).



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

The other eighteen (-1) 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 284 and 338 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%	94	69%	82%/122%
January	5	10	9	18	225%	15	122%	83%/83%
February	20	13	17	13	78%	12	84%	92%/87%
March	19	16	23	11	57%	11	66%	100%/90%
April	12	20	14	10	65%	15	102%	150%/102%
May	15	20	12	9	57%	17	124%	189%/115%
June	8	15	12	8	69%	14	120%	175%/122%
July	8	8	5	8	114%	10	143%	125%/122%
August	2	11	7	7	105%	--	0%	0%/122%
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: **Ten** non-Seven homes went under contract in June (-4). Of these, four (-2) were FGA listed from \$2,199,000 to \$4,100,000. Zero were offered L (-2) and zero with SEV (NC). The other six (-4) offered NON were listed from \$1,695,000 to \$5,950,000. Seventeen more homes have been spoken for in 2026 (94) compared to the same period in 2025 (77).

Home Sale Details: Of the **113** resale/used, non-Seven homes *put under contract and closed* between August 1, 2025 and July 31, 2026 (+7 vs. same prior period):

- **FGA - 76** (+4), or 67.3%, and averaged 125 Days on Market (“DOM”) (+); 4,652 square feet in size (“SF”), (up from 4,646); and **\$755.55** on a Sale Price per Square Foot (“SPSF”) (up from \$747.54).
- **L - 5** (+1), or 4.4%; 102 DOM (up from 64); 4,163 SF (up from 3,458); and \$584.58/SPSF (down from \$659.13).
- **NON - 32** (+2), or 28.3%; 149 DOM (+3); 3,648 SF (down from 3,753); and **\$623.58**/SPSF (down from \$626.98).
- **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 \$755.55 – \$623.58, or \$131.97 (up from \$120.56). On a 4,000 s.f. house, this is equal to **\$527,880** (up from \$482,240 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 **\$62,500 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 afternoon of August 1 (after recording one home going under contract that morning), there were **73 for sale home listings** in “mainland Desert Mountain (non-Seven) (-22). Of these, 8 were unstarted speculative homes (NC); 1 was an construction speculative home (NC); and 64 were completed homes, 5 of which were speculative homes (-1). All this left **59 used resale home listings**.

Breakdown by Membership Access Offered of these 59 used resale listings (-21):

28 FGA (-11): Total Price Range \$1,750,000 to \$15,000,000 (NC); Average Total List Price \$5,575,589 (up from \$4,647,732); Average List Price per Square Foot **\$894.76** (up from \$822.95; Average Days on Market 240 (up from 149).

27 NON (-9): Total Price Range \$1,095,000 to \$8,500,000 (NC); Average Total List Price \$2,954,185 (down from \$2,956,611); Average List Price per Square Foot **\$692.35** (up from \$688.04); Average Days on Market 204 (up from 203).

3 L (NC): Total Price Range \$1,650,000 to \$3,450,000 (vs. \$2,750,000 to \$3,700,000); Average Total List Price \$2,616,667 (down from \$3,300,000); Average List Price Per Square Foot \$512.94 (down from \$645.41); Average Days on Market 293 (up from 124).

1 SEV (-1): Total Price Range \$1,749,000 to \$1,749,000 (NC); Average Total List Price \$1,749,000 (NC); Average List Price Per Square Foot \$756.49 (down from \$785.11); Average Days on Market 78 (down from 82).

Average LP/SF Premium FGA vs. NON: $\$894.76 - \$692.35 = \$202.41$, or **\$809,640 over 4,000 s. f.** (up from \$779,640).

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 (NC), including 550 semi-custom homes and 5 completed specs; and 38 new homes under construction (NC) (with the most active villages being The Saguaro Forest with eight, Gambel Quail with seven, and Mountain Skyline with six). The 59 used resale homes on the market today represent 2.8% of the 2,078 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