

October 1, 2026

Zero homesites went under contract in September (two months in a row). Nine have been put under contract (or closed) so far this year. At this time last year, twelve had been spoken for.

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>9</u>	30%	47%/75%
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%	<u>1</u>	43%	0%/90%
August	--	<u>1</u>	<u>1</u>	--	0%	--	0%	0%/90%
September	<u>1</u>	<u>3</u>	<u>3</u>	<u>2</u>	86%	--	0%	0%/75%
October	--	<u>2</u>	<u>6</u>	<u>4</u>	150%	--	0%	0%/75%
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 October 1, there were **twenty-one homesites for sale** in Desert Mountain (+1 from last month). Of these, none were offered with access to a Full Golf Membership ("FGA") (-1). All offered 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 these NON sites was 318. 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>112</u>	83%	98%/129%
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>15</u>	102%	150%/102%
May	<u>15</u>	<u>20</u>	<u>12</u>	<u>9</u>	57%	<u>17</u>	124%	189%/115%
June	<u>8</u>	<u>15</u>	<u>12</u>	<u>8</u>	69%	<u>13</u>	111%	163%/120%
July	<u>8</u>	<u>8</u>	<u>5</u>	<u>8</u>	114%	<u>9</u>	129%	113%/119%
August	<u>2</u>	<u>11</u>	<u>7</u>	<u>7</u>	105%	<u>7</u>	84%	100%/118%
September	<u>5</u>	<u>8</u>	<u>11</u>	<u>3</u>	38%	<u>13</u>	177%	433%/129%
October	<u>4</u>	<u>9</u>	<u>16</u>	<u>9</u>	93%	--	0%	0%/129%
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: Thirteen non-Seven homes went under contract in September (+5). Of these, nine were FGA, ranging in then-current List Price from \$2,495,000 to \$5,950,000 (+6). Zero were offered L (NC) and zero with SEV (NC). The other four (NC) were offered NON, ranging from \$1,095,000 to \$4,000,000. Twenty-five more homes have been spoken for in 2026 (112) compared to the same period in 2025 (87), a **28.7% increase**.

Home Sale Details: Of the **119** resale/used, non-Seven homes *put under contract and closed* during the last year, October 1, 2025 through September 30, 2026:

- **FGA - 77** (+1), or 64.7%, at an average of 131 Days on Market (“DOM”) (+5); 4,572 square feet in size (“SF”), (down from 4,640); and **\$742.17** on a Sale Price per Square Foot (“SPSF”) (down from \$754.32).
- **L – 5** (NC), or 4.2%; 102 DOM (NC); 4,163 SF (NC); and \$584.58/SPSF (NC).
- **NON – 37** (+4), or 31.1%; 159 DOM (+1); 3,682 SF (down from 3,766); and **\$620.31**/SPSF (down from \$631.10).
- **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 \$742.17 – \$620.31, or \$121.86 (down from \$131.97). On a 4,000 s.f. house, this is equal to **\$487,444** (down from \$492,880 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 **\$59,361 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 very nice 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 October 1, there were 75 for sale home listings (including finished and under construction new homes, and all used resale homes) in “mainland Desert Mountain (non-Seven) (+8). Of these, 8 were unstated speculative homes (-1); 1 was an under construction speculative home (NC); and 66 were completed homes (+9), 3 of which were speculative homes (-2). All this left 63 used resale home listings (+11). (NOTE: As of May 1, 2026, there were 116).

Breakdown by Membership Access Offered of these 63 used resale listings:

26 FGA (-2): Total Price Range \$1,795,000 (up from \$1,750,000) to \$15,000,000 (NC); Average Total List Price \$5,337,500 (up from \$5,303,196); Average List Price per Square Foot \$895.80 (up from \$881.47); Average Days on Market 162 (down from 180).

24 NON (+3): Total Price Range \$1,350,000 (up from \$1,095,000) to \$8,500,000 (NC); Average Total List Price \$2,809,746 (down from \$2,918,995); Average List Price per Square Foot \$639.68 (down from \$665.31); Average Days on Market 174 (down from 194).

9 L (+7): Total Price Range \$1,650,000 (NC) to \$4,975,000 (NC); Average Total List Price \$3,318,111 (up from \$3,312,500); Average List Price Per Square Foot \$739.22 (down from \$1,015.25); Average Days on Market 99 (down from 294).

4 SEV (+3): Total Price Range \$1,749,000 to \$3,100,000 (up from \$1,749,000); Average Total List Price \$2,380,750 (up from \$1,749,000); Average List Price Per Square Foot \$772.99 (up from \$756.49); Average Days on Market 48 (down from 109).

Average LP/SF Premium FGA vs. NON: $\$895.80 - \$639.68 = \$256.12$, or \$1,024,480 over 4,000 s. f. (up from \$864,640).

On Housing Stock: Our *Housing Stock Analysis Report* shows: 161 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 (NC); 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 63 used resale homes on the market today represent 3.03% of the 2,078 finished, used home inventory. Ten percent is considered “balanced.”

Our proprietary inventory management and market research information has, for at nearly eight years, helped us sell Desert Mountain typically faster and for greater net sales proceeds than our usual competition. If you want to know more, please visit www.propertiesofdesertmountain.com.

Sincerely,



Davis Driver

Some extra news....

You may have recently heard about the merger between REMAX and REAL Brokerage, and I wanted to share what this exciting development means for our clients.

First and foremost, REMAX is still REMAX. The iconic REMAX brand will continue to operate independently, and The Davis Driver Group will continue to serve our Desert Mountain clients with the same hyper-local expertise, personal service and commitment for which we have become well-known over thirty-five years. That continuity is consistent with the vision shared by all three of our respective brands' leadership: maintain their identities while leveraging each other's strengths.

*REMAX has long stood behind a powerful statement: **"Nobody in the world sells more real estate than REMAX."** That scale, experience and global presence have helped build a network of some of the most productive and trusted agents in real estate. What makes this merger so exciting is that we aren't replacing that foundation; rather, we are building upon it.*

By combining the brand recognition, experience and reach of REMAX with REAL's innovative technology platform, we expect to have even more resources available to help our clients buy and sell real estate. The vision includes expanded referral capabilities, AI-powered agent resources, enhanced marketing tools, and technology designed to make us even more efficient and effective.

For our potential Desert Mountain clients, that can ultimately mean:

- *More technology working behind the scenes so we can spend more time advising, communicating and representing you.*
- *Expanded marketing capabilities to help create greater exposure for our listings.*
- *An even larger referral network connecting real estate professionals and clients across markets.*
- *AI-powered tools and resources designed to improve marketing, communication and transaction support.*
- *The combination of an iconic real estate brand with next-generation technology and innovation.*

We're not changing who we are. We're expanding what we can do.

Real estate will always be a relationship business. Technology can make us faster, smarter and more efficient, but it doesn't replace experience, market knowledge, negotiation skills, relationships, and personal representation. No other brokerage, much less any individual agent or even other agent teams, can match the resources of The Davis Driver Group, backed up by REMAX and REAL Brokerage. If you are contemplating selling your Desert Mountain real estate (or trying to get a friend to buy in the community) give us a call and let us show you why that statement is true.