

Market Insights – April 2020

Business went from “outstanding” a month ago to “wildly wonderful” this month. Here is the Market Velocity Report for homes going under contract as of March 4th from The Davis Driver Group’s proprietary “RCD9 System”:

Homes	2016	2017	2018	2019	2019 vs. Avg. for Last Three Years	2020 (YTD)	2020 vs. Avg. for Last Three Years	2020 vs. Last Year/vs. Last Year YTD
Total No. of Homes:	119	133	147	169	127%	49	33%	29%/233%
January	10	12	14	9	75%	16	137%	178%
February	15	10	16	9	66%	25	214%	278%
March	7	15	17	16	123%	8	50%	50%
April	19	21	19	35	178%	--	0%	0%
May	12	13	26	28	165%	--	0%	0%
June	7	9	8	9	113%	--	0%	0%
July	7	6	8	5	71%	--	0%	0%
August	5	10	12	7	78%	--	0%	0%
September	7	3	3	5	115%	--	0%	0%
October	13	2	6	17	243%	--	0%	0%
November	4	15	10	19	197%	--	0%	0%
December	13	17	8	10	79%	--	0%	0%

What this doesn’t show is how much of a faster start March is off to compared to February.

Through the first four days of February, only three homes were put under contract.

During the same time period in March, eight homes have been spoken for.

Supply is holding steady, at 117 homes for sale as of the evening of March 4, just 6.7% of the existing, used housing stock.

During the period February 1 through March 4, 2019, there were only 12 homes spoken for; one of them was listed for over \$3,000,000. This year, the numbers are 33 and 3, another measure of the health of our market.

The Davis Driver Group prides itself on having the best possible market information for the benefit of both our listing and buying clients. Our RCD9 System, in which we have invested well over \$1,000,000 over the twenty-eight years plus that Davis Driver has been working in the real estate market in Desert Mountain, provides substantially more, and more useful, information than the Multiple Listing Service can provide, which means we save time and money for our clients. We invite your further inquiry! You can reach Davis Driver at 602 399 0116, or at Davis@DavisDriver.com.