

March 2021

As you can see from The Davis Driver Group's "Market Velocity Report" below, as of the morning of February 1, demand for real estate here continued to be very strong in January.

Here is what happened in Homesites:

Homesites	2017	2018	2019	2020	2020 vs. Avg. for Last Three Years	2021 (YTD)	2021 vs. Avg. for Last Three Years	2021 vs. Last Year/vs. Last Year YTD
Total No. of Homesites:	<u>74</u>	<u>73</u>	<u>45</u>	<u>89</u>	139%	<u>8</u>	12%	9%/160%
January	<u>7</u>	<u>10</u>	<u>2</u>	<u>5</u>	79%	<u>8</u>	141%	160%
February	<u>3</u>	<u>7</u>	<u>3</u>	<u>4</u>	92%	--	0%	0%
March	<u>8</u>	<u>4</u>	<u>5</u>	--	0%	--	0%	0%
April	<u>8</u>	<u>14</u>	<u>3</u>	<u>4</u>	48%	--	0%	0%
May	<u>10</u>	<u>6</u>	<u>4</u>	<u>6</u>	90%	--	0%	0%
June	<u>8</u>	<u>2</u>	<u>2</u>	<u>11</u>	275%	--	0%	0%
July	<u>2</u>	<u>5</u>	<u>4</u>	<u>8</u>	218%	--	0%	0%
August	<u>7</u>	<u>5</u>	<u>2</u>	<u>5</u>	107%	--	0%	0%
September	<u>4</u>	<u>5</u>	<u>1</u>	<u>17</u>	510%	--	0%	0%
October	<u>3</u>	<u>4</u>	<u>5</u>	<u>9</u>	225%	--	0%	0%
November	<u>10</u>	<u>9</u>	<u>10</u>	<u>9</u>	93%	--	0%	0%
December	<u>4</u>	<u>2</u>	<u>4</u>	<u>11</u>	330%	--	0%	0%

Of the eight lots spoken for in January, one, Saguaro Forest 320, went under contract at a list price of \$1,100,000; Sunset Canyon 40 at a list of \$830,000; and Seven Arrows 24 \$800,000.

As of the morning of February 1, there were 25 homesites on the market, including twelve (to the right) listed for more than \$400,000. Of these, three were listed for \$2,000,000 or more, with three in the \$1,000,000

**Available Homesites as of February 1, 2021  
Sorted by List Price**

Lot	Lot Size	Env Size	List Price	Lot Faces	Overlooks Road	Golf Course	Lights	McDowell Mtn.	Sunset
SAG-246	412,869	17,124	\$2,495,000	S	No		3	5	2
CGV- 18	88,700	19,800	\$2,495,000	SW	No				
CTR- 14	113,692	27,055	\$2,000,000	SW	No		2		
AH - 42	91,954	43,000	\$1,895,000	NW	No	3	1		4
LM - 39	226,673	26,090	\$1,595,000	N	No	3			3
SAG- 50	73,214	27,380	\$1,000,000	SW	No	1	1	1	3
SAG-346	120,604	30,886	\$995,000	S	No			1	1
SAG-141	49,986	21,780	\$895,000	SE	Yes	4	3	5	5
LS - 11	30,558	16,625	\$850,000	SW	No		3	3	3
LM - 40	300,779	30,925	\$825,000	N	No	4			2
CTR- 4	238,709	25,252	\$749,000	N	No				
AP - 65	35,613	17,838	\$699,000	S	No		3	4	3

range. (The Davis Driver Group was about to put one on the market for very close to \$1,000,000, if not slightly above). The table includes "View Grades", subjective values on a

scale of 0 to 5 that I assign on each of ten different views properties of Desert Mountain might enjoy. We also track the likely solar heading for homes that would be developed on each homesite, as well as if there is a road in the foreground of the primary view. Six of the least expensive ten lots (\$88,500 to \$345,000) have such an incursion in their view. (For an always-up-to-date list of all homesites for sale (with tons of useful data not found in the Multiple Listing Service!), please visit the Home Page of [www.propertiesofdesertmountain.com](http://www.propertiesofdesertmountain.com). There, you will find pre-packaged reports showing available properties (homes as well as homesites) by views. Here is what that menu looks like:



And, here is what the report looks like:

Homesites with City Lights View Rated a 3 or a 2 on a 0-5 scale



**Lone Mountain #32**

**\$195,000**

Resale: Yes

Lot size: 232,224

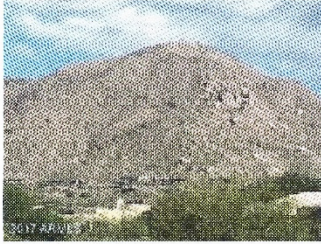
Env size: 18,397

Membership: Membership Not Included

Direction Lot Faces: W

**View Ratings:**

- Golf Course ★
- Lights ★★☆☆
- East Mtn. ----
- West Mtn. ★★★★★★
- Northwest Mtn. ★★★★★★
- North Mtn. ★★★★★★
- McDowell Mtn. ----
- Lone Mtn ★★☆☆
- Water ----
- Sunset ★★★★★★



**Rose Quartz #6**

**\$195,000**

Resale: Yes

Lot size: 30,518

Env size: 16,070

Membership: Membership Not Included

Direction Lot Faces: SW

**View Ratings:**

- Golf Course ★
- Lights ★★☆☆
- East Mtn. ----
- West Mtn. ★★☆☆
- Northwest Mtn. ★★☆☆
- North Mtn. ★★☆☆
- McDowell Mtn. ★
- Lone Mtn ★
- Water ----
- Sunset ★★★★★★



**Apache Peak #65**

**\$699,000**

Resale: Yes

Lot size: 35,613

Env size: 17,838

Membership: Membership Not Included

Direction Lot Faces: S

**View Ratings:**

- Golf Course ----
- Lights ★★☆☆
- East Mtn. ----
- West Mtn. ★
- Northwest Mtn. ----
- North Mtn. ★
- McDowell Mtn. ★★★★★★
- Lone Mtn ----
- Water ----
- Sunset ★★☆☆

Here is what happened in Homes:

Homes	2017	2018	2019	2020	2020 vs. Avg. for Last Three Years	2021 (YTD)	2021 vs. Avg. for Last Three Years	2021 vs. Last Year/vs. Last Year YTD
Total No. of Homes:	<u>133</u>	<u>146</u>	<u>168</u>	<u>258</u>	173%	<u>26</u>	14%	10%/144%
January	<u>12</u>	<u>14</u>	<u>9</u>	<u>16</u>	137%	<u>26</u>	200%	163%
February	<u>10</u>	<u>16</u>	<u>9</u>	<u>23</u>	197%	--	0%	0%
March	<u>15</u>	<u>17</u>	<u>16</u>	<u>18</u>	113%	--	0%	0%
April	<u>21</u>	<u>19</u>	<u>35</u>	<u>18</u>	72%	--	0%	0%
May	<u>13</u>	<u>25</u>	<u>28</u>	<u>21</u>	95%	--	0%	0%
June	<u>9</u>	<u>8</u>	<u>9</u>	<u>26</u>	300%	--	0%	0%
July	<u>6</u>	<u>8</u>	<u>5</u>	<u>18</u>	284%	--	0%	0%
August	<u>10</u>	<u>12</u>	<u>7</u>	<u>14</u>	143%	--	0%	0%
September	<u>3</u>	<u>3</u>	<u>5</u>	<u>27</u>	736%	--	0%	0%
October	<u>2</u>	<u>6</u>	<u>17</u>	<u>30</u>	360%	--	0%	0%
November	<u>15</u>	<u>10</u>	<u>19</u>	<u>23</u>	157%	--	0%	0%
December	<u>17</u>	<u>8</u>	<u>9</u>	<u>24</u>	212%	--	0%	0%

As you can see, 26 homes went under contract in January, two more than in December. Twelve were listed for more than \$497.66 per square foot:

Lot	Village	Sale Status	List Price	Sale Price	List Price/SF	Sale Price/SF	% Off List	Size
SAG-132	Saguaro Forest	Pending	\$7,600,000	\$0	\$1,216.00	--	100.0%	6250
RQ - 36	Rose Quartz	Sold	\$5,700,000	\$5,450,000	\$1,049.92	\$1,003.87	4.4%	5429
PS - 10	Painted Sky	Pending	\$3,895,000	\$0	\$796.69	--	100.0%	4889
LM - 65	Lone Mountain	Pending	\$5,200,000	\$0	\$748.20	--	100.0%	6950
SEV- 8	Seven Arrows	Pending	\$3,500,000	\$0	\$700.42	--	100.0%	4997
SAG-282	Saguaro Forest	Pending	\$4,250,000	\$0	\$679.57	--	100.0%	6254
LOR- 40	Lookout Ridge	Pending	\$1,950,000	\$0	\$635.80	--	100.0%	3067
GF -114	Grey Fox	Pending	\$2,749,000	\$0	\$583.78	--	100.0%	4709
LM - 61	Lone Mountain	Pending	\$3,350,000	\$0	\$572.45	--	100.0%	5852
SAG- 79	Saguaro Forest	Pending	\$2,695,000	\$0	\$550.00	--	100.0%	4900
SAG-271	Saguaro Forest	Pending	\$3,495,000	\$0	\$530.35	--	100.0%	6590
MS - 32	Mountain Skyline	Pending	\$1,995,000	\$0	\$502.77	--	100.0%	3968

Here is a table we have published before. It looks back four years at the demand, by year, of homes by sales price ranges:

Buying Decisions - Market Velocity - by Sales Price per Square Foot

	Homes Sold Over the Last Four Years by Sales Price/SF					Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
	February 2, 2017 to February 1, 2018	February 2, 2018 to February 1, 2019	February 2, 2019 to February 1, 2020	February 2, 2020 to February 1, 2021	Totals for Four Years			
\$100 to \$149.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$150 to \$199.99	5	4	3	2	14	--	--	Infinite - No Current Supply
\$200 to \$249.99	28	25	23	17	93	--	--	Infinite - No Current Supply
\$250 to \$299.99	27	30	35	39	131	3	1	0.31
\$300 to \$349.99	24	25	34	46	129	4	7	2.00
\$350 to \$399.99	20	26	25	43	114	2	9	3.09
\$400 to \$449.99	12	13	25	28	78	6	6	2.44
\$450 to \$499.99	6	6	4	15	31	6	3	2.88
\$500 to \$549.99	4	4	4	18	30	4	4	3.69
\$550 to \$599.99	4	2	5	11	22	7	5	5.22
\$600 to \$649.99	3	--	6	4	13	2	4	8.00
\$650 to \$699.99	2	1	4	5	12	4	10	18.46
\$700 to \$749.99	--	--	1	6	7	3	1	2.40
\$750 to \$799.99	--	--	--	--	--	1	3	72.00
\$800 to \$899.99	--	--	1	1	2	1	6	48.00
\$900 to \$999.99	--	--	1	3	4	--	2	12.00
\$1,000 and up	2	--	1	4	7	3	5	15.00
Total	137	136	172	242	46	46	66	

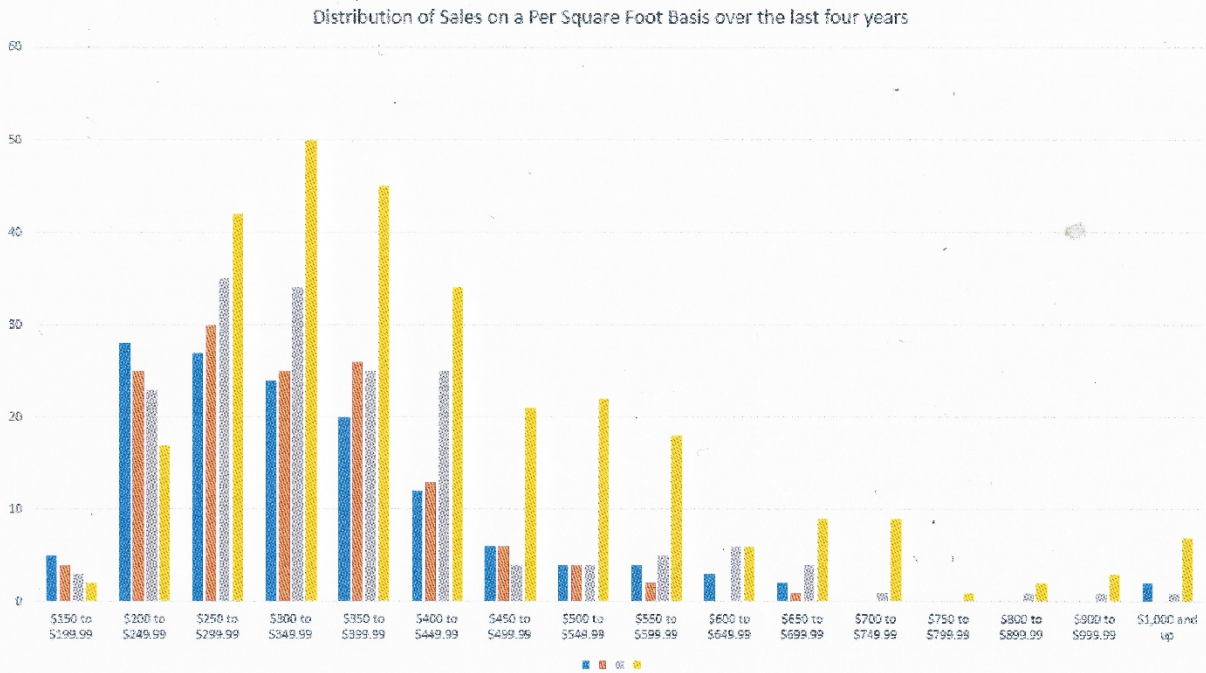
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Home prices, type of membership available, and other information provided above is based on the best information available as of publication (including the latest Multiple Listing Service information), but cannot be guaranteed accurate.

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Now, here is a spreadsheet with this data in it, followed by a bar chart, that more readily shows how the demand per price band has fared:

Sales Price Per S. F. Price Band	February 2, 2017 through February 1, 2018	February 2, 2018 through February 1, 2019	February 2, 2019 through February 1, 2020	February 2, 2020 through February 1, 2021, including Pending Homes
\$100 to \$149.99				
\$150 to \$199.99	5	4	3	2
\$200 to \$249.99	28	25	23	17
\$250 to \$299.99	27	30	35	42
\$300 to \$349.99	24	25	34	50
\$350 to \$399.99	20	26	25	45
\$400 to \$449.99	12	13	25	34
\$450 to \$499.99	6	6	4	21
\$500 to \$549.99	4	4	4	22
\$550 to \$599.99	4	2	5	18
\$600 to \$649.99	3	--	6	6
\$650 to \$699.99	2	1	4	9
\$700 to \$749.99	--	--	1	9
\$750 to \$799.99	--	--	--	1
\$800 to \$899.99	--	--	1	2
\$900 to \$999.99	--	--	1	3
\$1,000 and up	2	--	1	7



My key takeaway on this is that demand over the last year has increased, mostly dramatically, over every price range above \$200 per square foot except one, \$600.00 to \$649.99, where they tied each other, counting the two that are Pending now. The biggest relative jumps were in the \$450.00 to \$499.99, \$500.00 to \$549.99, \$550.00 to \$599.99, and \$1,000 and Up ranges.

As an aside, the Average Days on market for the 240 homes that sold between February 2, 2020 and February 1, 2021 without any membership included was 142. The corresponding figure for the year before on 168 sales, also with no membership, was 172 Days on Market, a decrease of 17.4% this last year. The average sales price per square foot on the 168 (year before last) was \$369.91. The average sales price on the 240 homes sold in this past year was \$409.05, an increase of 10.6% over the last year.

If you are interested, you can find the Market Velocity Report anytime on the Home Page of our main website, [www.propertiesofdesertmountain.com](http://www.propertiesofdesertmountain.com) (which, by the way, is in the process of being significantly updated. We will let you know when it is finished!).

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 over \$1,200,000 over the twenty-nine 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 at (602) 399 0116, or at [Davis@DavisDriver.com](mailto:Davis@DavisDriver.com).

Sincerely,