

April 2021

As you can see from The Davis Driver Group’s “Market Velocity Report” below, as of the morning of March 4, 2021, demand for real estate here has continued to be very strong in 2021.

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>88</u>	138%	<u>19</u>	28%	22%/211%
January	<u>7</u>	<u>10</u>	<u>2</u>	<u>5</u>	79%	<u>9</u>	159%	180%
February	<u>3</u>	<u>7</u>	<u>3</u>	<u>4</u>	92%	<u>9</u>	193%	225%
March	<u>8</u>	<u>4</u>	<u>5</u>	--	0%	<u>1</u>	33%	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>5</u>	75%	--	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 nineteen homesites that have gone under contract so far this year, three were listed for \$1,000,000 or more (Apache Peak 94, listed for \$1,150,000; Saguaro Forest 50, listed for \$1,000,000; and Saguaro Forest 320, listed for \$1,100,000. The Apache Peak lot is the one I mentioned in this space last month. We were delighted to have the listing, and further delighted to find the buyer for it. As of my writing this article on March 4th, there were only 26 homesites available for sale. Of these, 22 did not overlook a road. The top list prices were on Saguaro Forest 246, at \$2,495,000; Cochise Geronimo Village 18, at \$2,495,000; and Cintarosa Ranch 14, at \$2,000,000. There were five others priced from \$1,200,000 to \$1,895,000. Only two lots were priced below \$319,000, each at \$195,000.

So, the homesite market, despite dwindling inventory and dwindling quality of that inventory, continues to be on a roll, being 211% ahead of where it was as of this writing last year.

(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. There, you will find pre-packaged reports showing available properties (homes as well as homesites) by views.

Here is a photo I took of the night-time view from Apache Peak 94:



Desert Mountain is blessed with magnificent sights, day and night!

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:	133	146	168	258	173%	59	31%	23%/131%
January	12	14	9	16	137%	27	208%	169%
February	10	16	9	23	197%	26	163%	113%
March	15	17	16	18	113%	6	35%	33%
April	21	19	35	18	72%	--	0%	0%
May	13	25	28	21	95%	--	0%	0%
June	9	8	9	26	300%	--	0%	0%
July	6	8	5	18	284%	--	0%	0%
August	10	12	7	14	145%	--	0%	0%
September	3	3	5	27	736%	--	0%	0%
October	2	6	17	30	360%	--	0%	0%
November	15	10	19	23	157%	--	0%	0%
December	17	8	9	24	212%	--	0%	0%

Having 59 homes go under contract in the first 62 days of the year is a good definition of “brisk demand”. And, having six go under contract the first three days of March makes things look like they are gaining speed, not losing, despite our inventory being at historically low levels – only 69 in total, but of these, only 39 were existing, completed homes (with 0 completed spec homes for sale). Seven under-construction spec homes were for sale (at an average list price per square foot of \$656.05), and 23 spec homes that have not yet been started (at an average list price per square foot of \$807.26). Prices are going up!!

There were 52 homes under contract as of March 4th, at list prices per square foot ranging from \$259.00 all the way up to \$1,572.02. Two homes were under contract at list prices of \$10,000,000 and \$10,900,000.

Of the 69 homes on the market, regardless of current physical status, a whopping 9 of them were listed for at least \$1,014.72 per square foot, with a top end of \$1,673.43.

Thanks for your time reading this article. If you enjoy it, let me know. The first ten people I hear from will win a small prize, a token of our appreciation of your readership!

If you are interested, you can find the Market Velocity Report anytime on the Home Page of our main website, 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 years 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.

Sincerely,

A handwritten signature in blue ink that reads "Davis Driver". The signature is written in a cursive, flowing style.