

June 2021

As you can see from my “Market Velocity Report” below (which shows property escrows in the indicated time period, excluding activity in Seven), as of the evening of May 4, 2021, only sixteen homesites were for sale in all of Desert Mountain. The least expensive one was listed for \$299,000. Only two others were below \$500,000. Only six were below at or below \$645,000.

April, with ten homesite escrows, very nearly matched the eleven posted for March.

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>90</u>	141%	<u>41</u>	59%	46%/273%
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>	<u>1</u>	18%	<u>11</u>	330%	1,100%
April	<u>8</u>	<u>14</u>	<u>3</u>	<u>4</u>	48%	<u>10</u>	143%	250%
May	<u>10</u>	<u>6</u>	<u>4</u>	<u>5</u>	75%	<u>2</u>	40%	40%
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>10</u>	250%	--	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%

As for homes, 59 were listed for sale. Of these, twenty-two were unstarted spec homes. Only four were specs under construction. Just thirty-three finished homes were for sale, with the least expensive one listed for \$1,399,000. Only four were at \$1,859,000 or less. Only six were at \$2,065,000 or less. Forty-four homes were under contract.

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>256</u>	172%	<u>123</u>	65%	48%/158%
January	<u>12</u>	<u>14</u>	<u>9</u>	<u>16</u>	137%	<u>27</u>	208%	169%
February	<u>10</u>	<u>16</u>	<u>9</u>	<u>23</u>	197%	<u>26</u>	163%	113%
March	<u>15</u>	<u>17</u>	<u>16</u>	<u>18</u>	113%	<u>43</u>	253%	239%
April	<u>21</u>	<u>19</u>	<u>35</u>	<u>18</u>	72%	<u>24</u>	100%	133%
May	<u>13</u>	<u>25</u>	<u>28</u>	<u>21</u>	95%	<u>3</u>	12%	14%
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>	145%	--	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>29</u>	348%	--	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>23</u>	203%	--	0%	0%

Here are some interesting comparisons between 2020 and 2021 for the period January 1 through May 4:

	January 1, 2020 through May 4, 2020	January 1, 2021 through May 4, 2021	Increase
Homesites Spoken for:	15	41	273.33%
Number Sold as of May 4, 2021:	N/A	28	N/A
Number Pending:	0	13	N/A
Average Sales Price:	\$319,367	\$500,414	156.69%
High Sales Price:	\$750,000	\$1,100,000	146.67%
Low Sales Price:	\$115,000	\$88,500	-76.96%
Average Discount from then Current List Price:	9.21%	4.01%	-43.49%
Average List Price of Pending Homesites:	N/A	\$1,053,576	N/A
High List Price of Pending Homesites:	N/A	\$1,895,000	N/A
Low List Price of Pending Homesites:	N/A	\$195,000	N/A
Homes Spoken for:	78	122	156.41%
Number Sold as of May 4, 2020:	N/A	81	N/A
Number Pending:	0	41	N/A
Average Sales Price:	\$1,719,299	\$2,399,531	139.56%
High Sales Price:	\$15,500,000	\$7,700,000	-49.68%
Low Sales Price:	\$568,000	\$775,000	136.44%
Average Discount from then Current List Price:	4.37%	3.17%	-72.44%
Average Sale Price per	\$378.03	\$489.63	129.52%

Thanks for reading!

Sincerely,

