

July 2021

As of noon on June 3rd, 2021, according to my RCD9 System records, there were only twenty homesites listed for sale in Desert Mountain. The low price was \$279,000. Only two others were listed for \$299,000 or less. The next price point was \$429,000, and there were only two others listed between that and \$499,000. According to our records, 104 homesites are now owned by neighbors to protect their views or their flanks, and 251 others remain unbuilt upon and theoretically able to be put on the market. If their owners have not put them up for sale during this hottest of all markets, one has to wonder if they ever will.

As you can see from my “Market Velocity Report” below (which shows property escrows in the indicated time periods, excluding activity in Seven), as of noon on June 3rd, demand has remained historically strong the first five months of 2021, with a total of 47 homesites having gone under contract. Last year, only 19 went under contract in this same time period.

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>47</u>	68%	52%/247%
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>6</u>	120%	120%
June	<u>8</u>	<u>2</u>	<u>2</u>	<u>11</u>	275%	<u>2</u>	40%	18%
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>	310%	--	0%	0%

As for homes, 52 were listed for sale, down from 59 last month. Of these, twenty-one were un-started spec homes. Only five were specs under construction, leaving just twenty-six used/resale homes for sale in all of Desert Mountain. The least expensive one listed for \$1,299,000, with only four listed under \$2,149,000. Forty-six 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>149</u>	78%	58%/ 54%
January	<u>12</u>	<u>14</u>	<u>9</u>	<u>16</u>	117%	<u>27</u>	208%	169%
February	<u>10</u>	<u>16</u>	<u>9</u>	<u>23</u>	157%	<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>28</u>	114%	133%
June	<u>9</u>	<u>8</u>	<u>9</u>	<u>26</u>	300%	<u>1</u>	7%	4%
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>	148%	--	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%

This year, 149 homes have gone under contract. Last year at this time, only 97 had gone under contract, an increase of 53.6%. Of the 46 homes under contract, 17 were spec homes, including five that had not yet been started. According to our records, there were four homes under construction as future specs that had not yet been listed, two of which are being built on premium lots that cost the builder at least \$500,000. Modest in size, these four will have 5,500, 4,693, 2,808, and 3,869 square feet, respectively. There are approximately 21 homes that are either in Design Review as specs or are expected to be in Design Review soon. Only one of these will be on a homesite costing more than \$375,000, so the next very large crop of spec homes in Desert Mountain will be relatively expensive for the views and locational characteristics they offer.

You can call me for full details at 602 399 0116!

Hope you are enjoying your summer, and thanks for reading!

Sincerely,

