

November 2021

According to The Davis Driver Group's records, in our proprietary RCD9 System, as of the afternoon of October 3, 2021, only twenty homesites were for sale in Desert Mountain (up from eighteen on September 1):

Available Homesites as of October 3, 2021
Prepared for Prepared for Readers of Desert Living
Sorted by List Price

<u>Lot</u>	<u>Lot Size</u>	<u>Env Size</u>	<u>List Price</u>	<u>DOM</u>	<u>Lot Faces</u>	<u>Golf Course</u>	<u>Lights</u>	<u>McDowell Mtn.</u>	<u>Sunset</u>
SAG-279	310,331	132,647	\$4,000,000	108	SW				2
SAG-246	412,869	17,124	\$2,495,000	978	S		3	5	2
CGV- 18	88,700	19,800	\$2,495,000	249	SW				
SAG-154	47,597	30,052	\$2,395,000	24	NW	2	1	1	3
CTR- 14	113,692	27,055	\$2,000,000	328	SW		2		
SEV- 12	91,247	25,154	\$1,950,000	218	S	2	3	5	
SAG-185	114,909	22,171	\$1,870,000	130	SW		3	1	2
SAG-335	189,763	24,356	\$1,500,000	26	S	1	3	2	
LM - 25	320,108	36,710	\$1,299,000	223	S		4	5	
SAG-346	120,604	30,886	\$995,000	339	S			1	1
CTR- 4	238,709	25,252	\$995,000	26	N				
SAG-295	52,563	20,152	\$933,000	136	S			4	
AP - 71	29,715	15,541	\$875,000	98	SW		4	4	3
SAG- 25	32,014	19,762	\$745,000	160	SW	1	1	2	2
SUN- 71	29,828	14,400	\$645,000	178	SE		1	1	1
MS - 9	29,163	16,510	\$599,000	176	NW		1		
PS - 60	44,094	21,271	\$565,000	26	SW				3
GQ - 84	52,277	21,030	\$499,900	1	SE				
AH - 3	39,524	27,000	\$499,000	1,398	S		1	1	2
EF -420	51,616	20,670	\$495,000	46	W	2	2		3

(The single digit numbers in the four right-most columns are "View Grades", numbers from 0 to 5 that I assign to ten different views a given property might have)

We were aware of only four homesites under contract: Eagle Feather 397, listed for \$225,000; Sunrise 209 (overlooking Desert Mountain Parkway), listed for \$445,000; Lone Mountain 50, listed for \$895,000; and Cintarosa Ranch 9, listed for \$1,950,000.

As for finished homes on the market, there were nineteen, up from fifteen last month):

Available Homes as of October 3, 2021

Prepared for Prepared for Readers of Desert Living

Sorted by List Price

Physical Status: Finished

<u>Lot</u>	<u>List Price</u>	<u>List Price/SF</u>	<u>Size</u>	<u>Spa</u>	<u>Arch Style</u>	<u>DOM</u>	<u>Finish Date</u>
SAG-341	\$9,995,000	\$1,295.02	7,718	Yes	TUSC	259	11/10/2019
LS - 21	\$7,500,000	\$960.80	7,806	Yes	SWCN	144	04/07/2003
CGV- 4	\$6,195,000	\$948.41	6,532	Yes	SWCN	47	06/15/2008
AP - 87	\$5,890,000	\$912.75	6,453	Yes	SWCN	269	07/01/1998
LM - 64	\$5,300,000	\$700.13	7,570	Yes	SWCN	16	03/04/2004
GQ - 25	\$5,000,000	\$896.38	5,578	Yes	CNTP	26	07/01/1995
RQ - 60	\$4,995,000	\$859.43	5,812	Yes	CNTP	3	01/01/1993
CGV- 26	\$4,950,000	\$564.68	8,766	Yes	TUSC	277	06/08/2007
SAG-282	\$4,695,000	\$750.72	6,254	Yes	TUSC	19	09/21/2007
SAG-297	\$4,500,000	\$720.92	6,242	Yes	CNTP	168	01/15/2009
MS - 51	\$4,500,000	\$616.44	7,300	Yes	TUSC	24	04/23/2008
LM - 71	\$4,495,000	\$563.71	7,974	Yes	TERR	23	04/08/2003
PS - 1	\$4,295,000	\$692.74	6,200	Yes	SWCN	4	05/28/2002
LS - 33	\$3,895,000	\$642.63	6,061	Yes	SWCN	47	04/10/2006
GQ - 15	\$2,950,000	\$486.00	6,070	No	MDTN	103	02/22/2007
SR -239	\$2,375,000	\$540.02	4,398	Yes	MXTR	2	08/20/2001
RT - 4	\$1,585,000	\$458.09	3,460	No	SWCN	2	08/01/1998
LOR- 16	\$1,350,000	\$453.17	2,979	Yes	MDTN	2	12/16/1999
CR - 4	\$1,325,000	\$514.16	2,577	Yes	SWCN	12	07/01/1992

Records 1 to 19 of 19

Summary				
NON (19)				
	<u>SF</u>	<u>LP</u>	<u>LP/SF</u>	<u>DOM</u>
Largest	8,766	\$9,995,000	\$1,295.02	277
Smallest	2,577	\$1,325,000	\$453.17	2
Average	6,092	\$4,515,263	\$714.54	76

According to our records, twenty-five homes were under contract, ten of which (all finished) were put under contract on or after September 1. Here's a list of those ten:

Pending Homes as of October 3, 2021
Prepared for Prepared for Readers of Desert Living
Sorted by Off Market Date

Physical Status: In Design Review, Under Construction, Finished

<u>Lot</u>	<u>List Price</u>	<u>List Price/SF</u>	<u>Size</u>	<u>Spec</u>	<u>Arch Style</u>	<u>DOM</u>	<u>OMD</u>	<u>Finish Date</u>
SAG-256	\$3,650,000	\$896.15	4,073	No	CNTP	0	2021-09-30	01/16/2015
SAG-211	\$2,595,000	\$570.46	4,549	No	TUSC	0	2021-09-29	04/22/2002
SR -254	\$2,950,000	\$427.47	6,901	No	CNTP	12	2021-09-27	08/25/2010
SAG-189	\$5,495,000	\$1,119.83	4,907	No	CNTP	3	2021-09-23	05/05/2017
SAG- 89	\$3,350,000	\$545.87	6,137	No	TUSC	117	2021-09-21	12/07/2006
AH - 52	\$2,350,000	\$496.20	4,736	No	SWCN	2	2021-09-14	03/18/2009
MS - 25	\$2,095,000	\$478.31	4,380	No	TERR	3	2021-09-13	07/01/1997
MS - 22	\$1,499,000	\$362.87	4,131	No	SWCN	7	2021-09-07	01/01/1995
SEV- 23	\$3,350,000	\$585.26	5,724	No	TERR	135	2021-09-06	08/15/2005
GQ - 88	\$3,495,000	\$701.67	4,981	No	CNTP	12	2021-09-01	05/01/2016

Note the Days on Market for these ten. Two were put under contract before getting put into the Multiple Listing Service and four others were spoken for in a week or less. Only two took longer than twelve days. So, there is still plenty of demand for homes here.

Last month I observed that the market had, as of September 1, “borrowed” 81 sellers “from the future”, since 271 homes had gone under contract in the 365 days prior to September 1st, when “normal” demand would have been for about 190 homes. I also observed that if demand like we’ve had continues, it will take a *very* long time for us to get back to having a standing inventory of 190 homes. We added a net of four this last month, but are still only at nineteen, exactly ten percent of a balanced market.

Here’s a snapshot of our RCD9 System’s “Market Velocity Report” for Homesites as of October 3, 2021 (which shows the number of homesites or homes that have gone under contract in a given month, not how many sold in that given month):

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>76</u>	<u>45</u>	<u>90</u>	138%	<u>59</u>	84%	66%/98%
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>10</u>	300%	1,000%
April	<u>8</u>	<u>14</u>	<u>3</u>	<u>4</u>	48%	<u>9</u>	129%	225%
May	<u>10</u>	<u>8</u>	<u>4</u>	<u>5</u>	68%	<u>6</u>	106%	120%
June	<u>8</u>	<u>3</u>	<u>2</u>	<u>11</u>	254%	<u>4</u>	75%	36%
July	<u>2</u>	<u>5</u>	<u>4</u>	<u>8</u>	218%	<u>2</u>	35%	25%
August	<u>7</u>	<u>5</u>	<u>2</u>	<u>5</u>	107%	<u>7</u>	175%	140%
September	<u>4</u>	<u>5</u>	<u>1</u>	<u>17</u>	510%	<u>3</u>	39%	18%
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%

The declining numbers for the last few months reflect not only a small inventory of available homesites, but a declining average level of quality in the ones that are listed.

And, here's the snapshot of home selling activity:

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>189</u>	99%	74%/103%
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>42</u>	247%	233%
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>16</u>	112%	62%
July	<u>6</u>	<u>8</u>	<u>5</u>	<u>18</u>	284%	<u>10</u>	97%	56%
August	<u>10</u>	<u>12</u>	<u>7</u>	<u>14</u>	145%	<u>5</u>	45%	36%
September	<u>3</u>	<u>3</u>	<u>5</u>	<u>27</u>	736%	<u>11</u>	94%	41%
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%

September saw a nice jump compared to August, not entirely a surprise since, even in a “hot market”, people like to stay cool in the summer and not head to Phoenix to look for real estate.

The Davis Driver Group has the best market data on Desert Mountain thanks to our proprietary RCD9 System, in which we have invested approximately \$1,200,000 over the last thirty years. Having significantly more and better market information gives us and our listing and buying clients material advantages over all other agents and brokerages since they all only have the generic Multiple Listing Service on which to rely.

If you would like to know more, give me a call. We would be glad to answer your questions!

Sincerely,

A handwritten signature in blue ink that reads "Davis Driver".

Jack and Kathleen Spidell Ann and Davis Driver

PS – We are happy to announce that Donna Legate and her husband, Bob Terry, have decided to join The Davis Driver Group after spending twenty-nine years working for the office at Desert Mountain's Front Gate. Welcome Bob and Donna! (Look for a new Group picture next month).