

February 2022

Greetings from a hotel room in Steamboat Springs, CO on December 31, 2021, where I am spending three days with my oldest son, his wife, and our two grandchildren, celebrating not only New Years, but Ann's and my thirty-ninth wedding anniversary. Time flies! We are here also since I wanted to get "reacquainted with winter" having not been skiing for fourteen years. Yesterday was Day One of my Winter Comeback. No broken bones, and I did okay, but my older body now has a few spots that are sore now that were not day before yesterday. So, I am taking the day off today in hopes of things recovering enough for a solid effort tomorrow. In the meantime, our real estate market has continued to be active. Here is our take on where we are today, one day earlier than I normally write this article...

**Available Homesites as of December 31, 2021**  
**Prepared for Readers of Desert Living Magazine**  
 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>Overlooks Road</u>	<u>Road Name</u>
SAG-279	310,331	132,647	\$4,000,000	197	SW	No	
SAG-154	47,597	30,052	\$2,395,000	113	NW	No	
CTR- 14	113,692	27,055	\$2,000,000	417	SW	No	
SEV- 12	91,247	25,154	\$1,950,000	307	S	No	
SAG-185	114,909	22,171	\$1,870,000	219	SW	No	
AP - 85	97,843	28,303	\$1,825,000	30	S	Yes	Interior street
LM - 46	252,383	42,576	\$1,550,000	76	N	Yes	interior street
SAG-346	120,604	30,886	\$1,500,000	428	S	No	
SAG-335	189,763	24,356	\$1,500,000	115	S	No	
GF -104	30,502	17,438	\$1,150,000	21	SE	Yes	Desert Mountain Parkway
CTR- 4	238,709	25,252	\$995,000	115	N	No	
SAG-295	52,563	20,152	\$933,000	225	S	No	
GF - 83	40,169	19,453	\$799,000	24	SW	No	
GF - 63	30,324	17,283	\$700,000	1	SW	Yes	Interior street
GQP-250	38,816	20,553	\$699,000	22	N	No	
GQ - 84	52,307	21,030	\$595,000	38	SE	Yes	Interior street
PS - 60	44,094	21,271	\$565,000	115	SW	Yes	Interior street
AH - 3	39,524	27,000	\$525,000	1,487	S	Yes	Desert Mtn Parkway
GQ - 22	38,495	20,658	\$495,000	21	S	No	
EF -387	42,150	20,708	\$399,000	22	SE	Yes	Cave Creek Road

According to the very carefully managed data in our proprietary "RCD9 System" as of this morning, there were twenty homesites for sale in Desert Mountain, up from seventeen on December 1.

Last month, there were zero sites priced less than \$525,000; this month there are two. Last month, there were two that were under contract for \$495,000 or less; since December 1, only one listed for less than \$495,000 was put under contract. This data suggests a continued increase in homesite prices due to lack of potential inventory.

Here are the details on the nine homesites currently under contract:

Pending Homesites as of December 31, 2021  
**Prepared for Readers of Desert Living Magazine**  
 Sorted by List Price

<u>Lot</u>	<u>Lot Size</u>	<u>Env Size</u>	<u>List Price</u>	<u>DOM</u>	<u>OMD</u>	<u>Lot Faces</u>	<u>Golf Course</u>	<u>Lights</u>	<u>McDowell Mtn.</u>	<u>Sunset</u>
SAG-246	412,869	17,124	\$2,495,000	1,058	2021-12-22	S		3	5	2
CGV- 18	88,700	19,800	\$2,495,000	314	2021-12-07	SW				
CTR- 7	135,531	25,355	\$1,995,000	5	2021-10-30	S		3	5	
CTR- 9	69,696	36,528	\$1,950,000	56	2021-07-22	S		3	5	
LM - 25	320,108	36,710	\$1,299,000	295	2021-12-14	S		4	5	
LM - 50	45,741	17,049	\$895,000	0	2021-06-09	N	1			
AP - 71	29,715	15,541	\$875,000	166	2021-12-10	SW		4	4	3
AH - 63	39,920	20,000	\$600,000	12	2021-11-14	NE				1
GQ -126	40,930	29,906	\$458,500	0	2021-11-01	NW		1	1	2

**Notice that two listed for \$2,495,000, went under contract. Those are historically lofty list prices.** Since January 1, 2015, 411 homesites have gone under contract. Of these, only one site other than these two, was listed for more than \$1,995,000, and that lone site was listed for \$2,400,000.

As for finished homes on the market, there were twenty-three, down one from last month (up from 15 on September 1<sup>st</sup>, net of 52 that have gone under contract since August 30). None of the twenty-three were speculative homes. (Like last month, there were four started “spec” homes listed for sale, ranging in price from \$2,750,000/\$581.89 per square foot up to \$3,690,000/\$708.93 per square foot). The ten un-started spec homes that were listed last month were still listed for sale. They range from \$2,549,126/\$566.47 per square foot up to \$16,500,000/\$1,673.43 per square foot.

Here is the list of the finished homes that were on the market as of December 31:

**Available Homes as of December 31, 2021**  
**Prepared for Readers of Desert Living Magazine**  
 Sorted by List Price  
 Physical Status: Finished

Lot	List Price	List Price/SF	Size	Brms	Guest House Rms	Baths	Pwder Rooms	Dens	Gar	Pool	Spa	Arch Style	Floor Plan	DOM	Lot Face:
CGV- 17	\$10,000,000	\$1,349.16	7,412	3	0	4	1	2	2	No	Yes	CNTP	Great Room	303	W
SAG-341	\$9,995,000	\$1,295.02	7,718	4	1	4	1	1	5	Yes	Yes	TUSC	Great Room	348	S
LS - 21	\$7,500,000	\$960.80	7,806	3	1	5	1	1	3	Yes	Yes	SWCN	Kitchen/Family Room	233	S
SEV- 13	\$5,900,000	\$711.19	8,296	4	1	6	0	1	4	Yes	Yes	SWCN	Kitchen/Family Room	7	S
AP - 87	\$5,890,000	\$912.75	6,453	3	3	4	2	1	3	Yes	Yes	SWCN	Kitchen/Family Room	358	SW
SAG-261	\$5,495,000	\$536.78	10,237	4	2	5	1	1	4	Yes	Yes	TUSC	Kitchen/Family Room	78	E
SAG-288	\$4,950,000	\$655.89	7,547	5	0	5	1	1	3	Yes	Yes	TUSC	Kitchen By Itself	49	S
CGV- 26	\$4,950,000	\$564.68	8,766	4	0	5	2	1	3	Yes	Yes	TUSC	Kitchen/Family Room	366	W
LM - 64	\$4,750,000	\$627.48	7,570	4	0	6	0	1	4	Yes	Yes	SWCN	Kitchen/Family Room	105	NW
GQ - 25	\$4,500,000	\$739.28	6,087	3	1	3	1	1	4	Yes	Yes	CNTP	Great Room	115	N
MS - 51	\$4,500,000	\$616.44	7,300	3	0	4	1	2	4	Yes	Yes	TUSC	Great Room	113	N
LM - 71	\$4,495,000	\$563.71	7,974	3	2	3	1	2	4	Yes	Yes	TERR	Kitchen By Itself	112	SW
PS - 1	\$4,295,000	\$692.74	6,200	4	2	4	1	1	5	Yes	Yes	SWCN	Kitchen/Family Room	93	SW
PS - 61	\$3,995,000	\$804.79	4,964	4	0	4	1	0	3	Yes	Yes	TERR	Kitchen/Family Room	78	N
DR - 7	\$3,750,000	\$614.75	6,100	2	2	4	1	0	3	Yes	Yes	PBSF	Kitchen By Itself	246	N
SEV- 2	\$3,695,000	\$614.60	6,012	3	2	3	1	0	3	Yes	Yes	TUSC	Great Room	84	SW
LS - 33	\$3,650,000	\$602.21	6,061	4	0	4	1	1	3	Yes	Yes	SWCN	Kitchen/Family Room	136	SW
GF - 94	\$3,599,000	\$967.47	3,720	3	0	4	0	1	3	Yes	Yes	SWCN	Kitchen By Itself	44	S
SUN- 18	\$3,295,000	\$669.04	4,925	4	0	4	1	1	3	Yes	Yes	PBSF	Kitchen/Family Room	20	S
SR -304	\$3,000,000	\$540.83	5,547	4	0	4	1	1	3	Yes	Yes	TUSC	Great Room	84	S
AP - 66	\$3,000,000	\$482.55	6,217	3	2	3	1	1	3	No	Yes	CNTP	Great Room	47	S
GQ - 17	\$2,295,000	\$583.08	3,936	3	0	3	1	1	3	Yes	No	PBSF	Kitchen/Family Room	17	W
GF - 62	\$2,175,000	\$527.53	4,123	4	0	4	1	0	4	Yes	No	SWCN	Kitchen By Itself	22	SW

None of these were spec homes, and there was not a single Developer semi-custom home in the group. All were full, custom homes. **Of special note: last month there were only three homes, or 12.5% of the total, on the market priced below \$3,000,000. This month, the numbers are two and 8.7%. As noted last month, during the period 12/1/2019 through 11/30/2020, 239 homes were put under contract. Of these, 199, or 83.3%, were listed for under \$3,000,000. The next 365 days, 12/1/2020 through 11/30/2021, 234 homes were put under contract, but the number of homes priced under \$3,000,000 shrank to 152, or 65.0%.**

According to our records, twenty-one homes were put under contract since December 1, with all but two still under contract. Here is a list of them, in descending order by List Price:

**Homes Spoken for by Date Range  
For Date Range 12/01/2021 to 12/31/2021  
Sorted by Membership, List Price**

<u>Lot</u>	<u>Village</u>	<u>Sale Status</u>	<u>List Price</u>	<u>Sale Price</u>	<u>List Price/SF</u>	<u>Sale Price/SF</u>	<u>Size</u>	<u>DOM</u>	<u>Spec</u>	<u>OMD</u>
CGV- 4	Cochise/Geronimo Village	Pending	\$6,195,000	\$0	\$948.41	--	6532	108	No	12/03/2021
SAG-121	Saguaro Forest	Sold	\$5,500,000	\$5,500,000	\$1,000.00	\$1,000.00	5500	--	Yes	12/01/2021
SR -303	Sunrise	Sold	\$3,195,000	\$3,195,000	\$750.53	\$750.53	4257	23	No	12/03/2021
GQ -125	Gambel Quail	Pending	\$2,985,000	\$0	\$579.61	--	5150	--	Yes	12/02/2021
SR -239	Sunrise	Pending	\$2,375,000	\$0	\$540.02	--	4398	61	No	12/01/2021
GF - 43	Grey Fox	Pending	\$2,200,000	\$0	\$543.21	--	4050	34	No	12/08/2021
AH - 24	Arrowhead	Pending	\$2,049,000	\$0	\$475.08	--	4313	8	No	12/13/2021
SR -327	Sunrise	Pending	\$1,895,000	\$0	\$460.51	--	4115	17	No	12/17/2021
DG - 51	Desert Greens	Pending	\$1,600,000	\$0	\$451.98	--	3540	3	No	12/16/2021
SOR- 4	Sonoran Ridge	Pending	\$999,000	\$0	\$447.18	--	2234	0	No	12/16/2021

Note: We do not ascribe Days on Market to unfinished spec homes, which is why some of the above homes show no value in that column. Also, some of these homes were spoken for before they hit the market, and so also show no value for Days on Market. The median list price point on a per square foot basis for the six non-new custom homes was \$639.48 per square foot. Two of the ten were spec homes.

Here are snapshots of our RCD9 System’s “Market Velocity Report” as of December 31, 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>92</u>	142%	<u>76</u>	107%	83%/83%
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>9</u>	270%	900%
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%	<u>6</u>	95%	60%
November	<u>10</u>	<u>9</u>	<u>10</u>	<u>9</u>	93%	<u>5</u>	54%	56%
December	<u>4</u>	<u>2</u>	<u>4</u>	<u>13</u>	390%	<u>7</u>	111%	54%

Here is a snapshot of home selling activity:

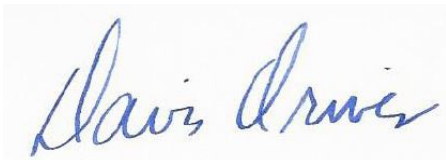
Homes	2017	2018	2019	2020	2020 vs. Avg. for Last Three Years	2021 (YTD)	2021 vs. Avg. for Last Three Years	2021 vs. Last Year vs. Last Year YTD
Total No. of Homes:	<u>133</u>	<u>146</u>	<u>168</u>	<u>255</u>	171%	<u>228</u>	120%	89%/89%
January	<u>12</u>	<u>14</u>	<u>9</u>	<u>16</u>	137%	<u>27</u>	208%	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>41</u>	241%	228%
April	<u>21</u>	<u>19</u>	<u>35</u>	<u>18</u>	72%	<u>23</u>	96%	128%
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%	<u>10</u>	58%	34%
November	<u>15</u>	<u>10</u>	<u>19</u>	<u>23</u>	157%	<u>21</u>	121%	91%
December	<u>17</u>	<u>8</u>	<u>9</u>	<u>22</u>	194%	<u>10</u>	77%	45%

To see this report “live” please visit anytime (without having to register) the home page of our main website, [www.propertiesofdesertmountain.com](http://www.propertiesofdesertmountain.com). 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. Unfortunately, by the time this data is printed, it is out of date. If you would like to have information like this automatically sent to you on a timelier basis, call me. We will set up a “Market Watch” defining a) any individual property, b) any entire Village, or c) any home or homes that meet a custom “recipe” that you can define, in great detail. There are other reports we can set up to automatically come your way.

If you would like to know more, give me a call at 602 399 0116. I 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



Donna Legate

Bob Terry