

June 2022

As of the morning of April 1st, there were twenty-three homesites for sale in Desert Mountain, in the following price bands:

	<u>Today</u>	<u>Last Month</u>
Lowest Priced Lot	- \$440,000	\$389,000
Number priced in the \$300,000s	- 0	1
Number priced in the \$400,000s	- 4	2
Number priced in the \$500,000s	- 6	3
Number priced in the \$600,000s	- 3	3
Number priced in the \$700,000s	- 2	3
Number priced in the \$800,000s	- 0	0
Number priced in the \$900,000s	- 0	1
Number priced at \$1,000,000 or more	- 8	10

Only one was offered with any kind of membership, Eagle Feather 364, with a Lifestyle.

Three homesites went under contract between April 1 and April 30:

- Saguaro Forest 154: List Price \$2,395,000; no membership
- Apache Peak 85: List Price \$1,825,000; no membership
- Turquoise Ridge 59: List Price \$1,049,000; no membership

Thirty-two finished homes were on the market on May 1, compared to twenty-nine on April 1, **(107 have gone under contract since September 1; for comparison, 215 went under contract during this same time frame the previous season, exactly a 50% drop in contracts).**

Of these available thirty-two, eleven were offered with a Full Golf Membership from the seller, through the Club. Six of these had been on the market twenty-six days or less. During that twenty-six days, fourteen homes went under contract; two with the Lifestyle Membership, and seven with the Full Golf Membership; the seven Full Golf Membership homes took an average of 33.43 days to go under contract. Seventeen of the thirty-two were priced at \$4,000,000 or more. Five were under \$2,000,000 (but none lower than \$1,399,000, for a two-bedroom Sonoran Ridge home with no membership; the others were at or above \$1,895,000).



Here is an interesting “take” on the demand for homes in Desert Mountain, by Sales Price Per Square Foot. No surprise, but homes priced at or under \$750 per square foot have a much better chance of going under contract in three months or less. As it happens, the homes priced at or over \$1,000 per square foot have been moving much more quickly than those priced in the \$900 per square foot range.

Buying Decisions - Market Velocity - by Sales Price per Square Foot

	Homes Sold Over the Last Four Years by Sales Price/SF					Pending	Number of Homes Currently Listed in this Price Range	Indicated Months Supply based on last twenty-four months of demand
	May 2, 2018 to May 1, 2019	May 2, 2019 to May 1, 2020	May 2, 2020 to May 1, 2021	May 2, 2021 to May 1, 2022	Totals for Four Years			
\$100 to \$149.99	--	--	--	--	--	--	--	Infinite - No Current Supply
\$150 to \$199.99	<u>4</u>	<u>4</u>	<u>1</u>	--	<u>9</u>	--	--	Infinite - No Current Supply
\$200 to \$249.99	<u>22</u>	<u>24</u>	<u>10</u>	--	<u>56</u>	--	<u>1</u>	2.40
\$250 to \$299.99	<u>29</u>	<u>40</u>	<u>37</u>	<u>2</u>	<u>108</u>	--	--	Infinite - No Current Supply
\$300 to \$349.99	<u>26</u>	<u>35</u>	<u>49</u>	<u>6</u>	<u>116</u>	--	--	Infinite - No Current Supply
\$350 to \$399.99	<u>25</u>	<u>28</u>	<u>49</u>	<u>13</u>	<u>115</u>	--	--	Infinite - No Current Supply
\$400 to \$449.99	<u>15</u>	<u>24</u>	<u>36</u>	<u>18</u>	<u>93</u>	--	<u>1</u>	0.44
\$450 to \$499.99	<u>2</u>	<u>5</u>	<u>24</u>	<u>24</u>	<u>55</u>	<u>3</u>	<u>2</u>	0.94
\$500 to \$549.99	<u>5</u>	<u>5</u>	<u>21</u>	<u>24</u>	<u>55</u>	<u>1</u>	<u>1</u>	0.52
\$550 to \$599.99	<u>2</u>	<u>6</u>	<u>16</u>	<u>14</u>	<u>38</u>	<u>6</u>	<u>4</u>	2.67
\$600 to \$649.99	<u>1</u>	<u>7</u>	<u>9</u>	<u>22</u>	<u>39</u>	<u>4</u>	<u>4</u>	2.74
\$650 to \$699.99	<u>2</u>	<u>3</u>	<u>6</u>	<u>13</u>	<u>24</u>	<u>5</u>	<u>3</u>	3.00
\$700 to \$749.99	--	<u>2</u>	<u>11</u>	<u>14</u>	<u>27</u>	<u>4</u>	<u>2</u>	1.66
\$750 to \$799.99	--	--	<u>4</u>	<u>4</u>	<u>8</u>	<u>6</u>	<u>5</u>	8.57
\$800 to \$899.99	--	<u>2</u>	<u>1</u>	<u>10</u>	<u>13</u>	<u>4</u>	<u>6</u>	9.60
\$900 to \$999.99	--	<u>3</u>	<u>3</u>	<u>1</u>	<u>7</u>	--	<u>7</u>	42.00
\$1,000 and up	--	<u>1</u>	<u>6</u>	<u>6</u>	<u>13</u>	<u>2</u>	<u>8</u>	13.71
Total	133	189	283	171		35	44	

Here is a snapshot of home selling activity:

Homes	2018	2019	2020	2021	2021 vs. Avg. for Last Three Years	2022 (YTD)	2022 vs. Avg. for Last Three Years	2022 vs. Last Year vs. Last Year YTD
Total No. of Homes:	<u>146</u>	<u>168</u>	<u>255</u>	<u>228</u>	120%	<u>55</u>	25%	24%/45%
January	<u>14</u>	<u>9</u>	<u>16</u>	<u>28</u>	215%	<u>5</u>	28%	18%
February	<u>16</u>	<u>9</u>	<u>23</u>	<u>26</u>	163%	<u>21</u>	109%	81%
March	<u>17</u>	<u>16</u>	<u>18</u>	<u>41</u>	241%	<u>17</u>	68%	41%
April	<u>19</u>	<u>35</u>	<u>18</u>	<u>23</u>	96%	<u>12</u>	47%	52%
May	<u>25</u>	<u>28</u>	<u>21</u>	<u>28</u>	114%	--	0%	0%
June	<u>8</u>	<u>9</u>	<u>26</u>	<u>16</u>	112%	--	0%	0%
July	<u>8</u>	<u>5</u>	<u>18</u>	<u>10</u>	97%	--	0%	0%
August	<u>12</u>	<u>7</u>	<u>14</u>	<u>5</u>	45%	--	0%	0%
September	<u>3</u>	<u>5</u>	<u>27</u>	<u>11</u>	94%	--	0%	0%
October	<u>6</u>	<u>17</u>	<u>29</u>	<u>9</u>	52%	--	0%	0%
November	<u>10</u>	<u>19</u>	<u>23</u>	<u>21</u>	121%	--	0%	0%
December	<u>8</u>	<u>9</u>	<u>22</u>	<u>10</u>	77%	--	0%	0%

Note the jump in February, but the steady decline in February and March. You can find an up-to-date “live” version of this report (along with a substantial amount of other detailed research not findable anywhere else) at PropertiesofDesertMountain.com.

Paying attention to detail like we do helps save our clients time and money, even in a strong market. We believe quality is more important to our clients than quantity. If you would like to know more, give me a call at 602 399 0116. I would be glad to answer your questions!

Sincerely,



Kathleen and Jack Spidell, Ann and Davis Driver, Donna Legate and Bob Terry

P. S – If you noticed that this article this month was half as long as what it has been, thanks for paying attention! The Publisher has had to cut us back to just three pages. I regret this, but regular readers of this column will by now know that if someone has a very detailed question about the Desert Mountain market, we likely will have the answer thanks to our proprietary inventory management/market research system.