

Thank you very much for your attention to this article! We enjoy the monthly opportunity to present this detailed analysis of Desert Mountain’s real estate market for the readers of this magazine. The data comes from a proprietary system we have developed over the last thirty years strictly for use in Desert Mountain and is not available elsewhere. If you’d like to sign up for a custom “Market Watch”, covering any individual property or group thereof, any Village as a whole, or any homes or homesites that meet whatever set of criteria you might create, let us know. We would be happy to set that up for you.

As of March 1, 2023, there were thirty-nine homesites for sale in Desert Mountain (up one from last month). The least expensive site offering a Full Golf Membership (“FGA”) from the Seller through the Club was listed for \$749,000 (no change from last month). One was listed with a Lifestyle Membership for \$865,000. Eight homesites have gone under contract since June 15th, ranging up to \$1,700,000 in list price. Four of them went in January, a nice burst of activity, but not one went under contract in February. Of the eight, one had a Full Golf Membership, one had a Lifestyle Membership, but the other six had no membership involved.

Here is a snapshot of homesite selling activity (number going under contract each month):

Homesites	2019	2020	2021	2022	2022 vs. Avg. for Last Three Years	2023 (YTD)	2023 vs. Avg. for Last Three Years	2023 vs. Last Year/vs. Last Year YTD
Total No. of Homesites:	<u>45</u>	<u>93</u>	<u>80</u>	<u>26</u>	36%	<u>4</u>	6%	15%/31%
January	<u>2</u>	<u>5</u>	<u>9</u>	<u>7</u>	131%	<u>4</u>	57%	57%
February	<u>3</u>	<u>4</u>	<u>10</u>	<u>6</u>	106%	--	0%	0%
March	<u>5</u>	<u>1</u>	<u>10</u>	<u>2</u>	38%	--	0%	0%
April	<u>3</u>	<u>4</u>	<u>9</u>	<u>1</u>	19%	--	0%	0%
May	<u>4</u>	<u>5</u>	<u>6</u>	<u>4</u>	80%	--	0%	0%
June	<u>2</u>	<u>11</u>	<u>4</u>	<u>2</u>	35%	--	0%	0%
July	<u>4</u>	<u>8</u>	<u>2</u>	<u>1</u>	21%	--	0%	0%
August	<u>2</u>	<u>5</u>	<u>7</u>	--	0%	--	0%	0%
September	<u>1</u>	<u>17</u>	<u>3</u>	<u>1</u>	14%	--	0%	0%
October	<u>5</u>	<u>10</u>	<u>7</u>	--	0%	--	0%	0%
November	<u>10</u>	<u>10</u>	<u>5</u>	--	0%	--	0%	0%
December	<u>4</u>	<u>13</u>	<u>8</u>	<u>2</u>	24%	--	0%	0%

As for homes, eighty-seven were for sale on March 1 (without respect to current physical status). Of these, ten were not-yet-started spec homes. One of the ten, Saguaro Forest 107, was offered in three configurations under separate listings. That home and one other, Saguaro Forest 100, were the only to-be-started spec homes which included access to a Full Golf Membership. Nine were under-construction speculative homes (up one from last month), none offered with a FGA available. Sixty-five were completed homes, ranging in price from \$995,000 to \$13,750,000. Thirty-four (up three) were offered with a Full Golf membership available, from \$1,500,000/\$653.31 per square foot to \$13,750,000/\$1,583.19 per square foot.

Of the fifty homes put under contract since September 1, 2022, twenty-five offered FGA memberships; four had Lifestyle Memberships; one had a Seven Membership; and the remaining twenty were offered with no membership, including five listed for \$3,975,000 or more. The number of no-membership homes being put under contract is further reinforcement about the demand for such property in Desert Mountain.

Here is a snapshot of home selling activity going back to January of 2019:

Homes	2019	2020	2021	2022	2022 vs. Avg. for Last Three Years	2023 (YTD)	2023 vs. Avg. for Last Three Years	2023 vs. Last Year/vs. Last Year YTD
Total No. of Homes:	168	255	226	113	52%	25	13%	22%/100%
January	9	16	28	5	28%	10	61%	200%
February	9	23	26	20	103%	14	61%	70%
March	16	18	40	18	73%	1	4%	6%
April	35	18	23	12	47%	--	0%	0%
May	28	21	28	15	58%	--	0%	0%
June	9	26	16	8	47%	--	0%	0%
July	5	18	10	8	73%	--	0%	0%
August	7	14	5	2	23%	--	0%	0%
September	5	27	11	5	35%	--	0%	0%
October	17	29	9	4	22%	--	0%	0%
November	19	23	20	6	29%	--	0%	0%
December	9	22	10	10	73%	--	0%	0%

Fourteen homes going under contract in February was terrific, even if it was only half of what last February produced. The drilldown for the fourteen is below and on the following page. In addition to being generally encouraging, the fact that five of the fourteen that went under contract were offered with no membership is further good news.

<u>Lot ID</u>	<u>Off Market Date</u>	<u>List Price</u>	<u>Resale</u>	<u>Membership</u>
Full Golf Available from Seller (8 Decisions)				
Apache Cottages 12	02/17/2023	\$1,600,000	Yes	Full Golf Available from Seller
Apache Cottages 53	02/23/2023	\$1,400,000	Yes	Full Golf Available from Seller
Eagle Feather 379	02/27/2023	\$3,499,800	Yes	Full Golf Available from Seller
Gambel Quail 30	02/13/2023	\$2,950,000	Yes	Full Golf Available from Seller
Mountain Skyline 94	02/07/2023	\$2,695,000	Yes	Full Golf Available from Seller
Painted Sky 40	02/06/2023	\$6,500,000	Yes	Full Golf Available from Seller
Painted Sky 86	02/21/2023	\$4,495,000	Yes	Full Golf Available from Seller
Saguaro Forest 201	02/21/2023	\$6,500,000	Yes	Full Golf Available from Seller

**Lifestyle Available from Seller
(1 Decision)**

Gambel Quail 146	02/18/2023	\$2,200,000	Yes	Lifestyle Available from Seller
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**Membership Not Included
(5 Decisions)**

Cochise Ridge 84	02/28/2023	\$1,181,000	Yes	Membership Not Included
Desert Hills 14	02/24/2023	\$2,075,000	Yes	Membership Not Included
Eagle Feather 375	02/16/2023	\$3,199,000	Yes	Membership Not Included
Grey Fox 124	02/27/2023	\$2,375,000	Yes	Membership Not Included
Mountain Skyline 80	02/24/2023	\$1,799,000	Yes	Membership Not Included

Browsing the list above, it's nice to see a couple of \$6,500,000 homes going under contract. And, they only took five and eight days to attract a buyer!

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Selling homes in Desert Mountain is an art, best performed by teams of agents with long experience in general and Desert Mountain in particular, who have the best competitive market information on every property in Desert Mountain, and who don't take on more listings than they can properly handle. We uniquely fit that description and can report that, as a result, The Davis Driver Group has a long track record of selling homes more quickly than our competitors and for a greater percentage of Original List Price.

If you would like to know more about the very real differences in our methodology compared to other agents active in our market, give me a call at 602 399 0116, or Kathleen Spidell at 480 553 4177. We would be glad to answer your questions! Also, if you or a friend have real estate needs outside of Desert Mountain, we are in excellent position to be of assistance.



Kathleen and Jack Spidell, Ann and Davis Driver

Sincerely,

Davis Driver